

2012 DREDGING CONFERENCE

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U.S. Army Corps of Engineers

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®

U.S. Army Corps of Engineers

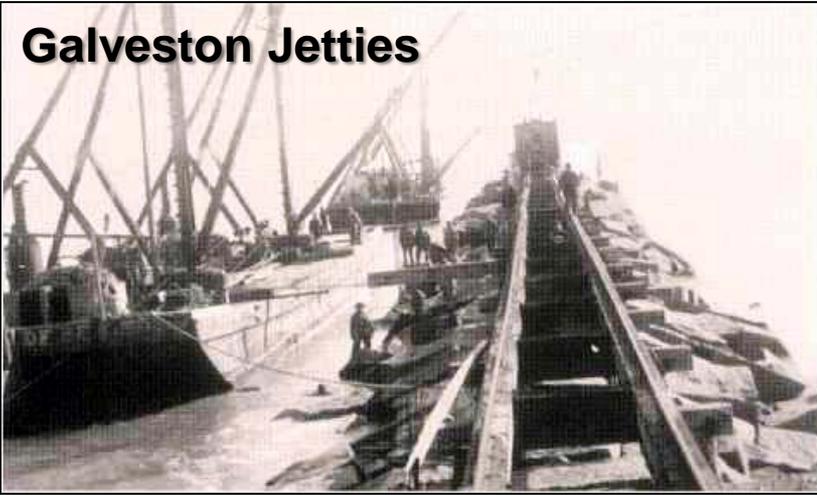
Galveston District

BUILDING STRONG®



GALVESTON DISTRICT HISTORY

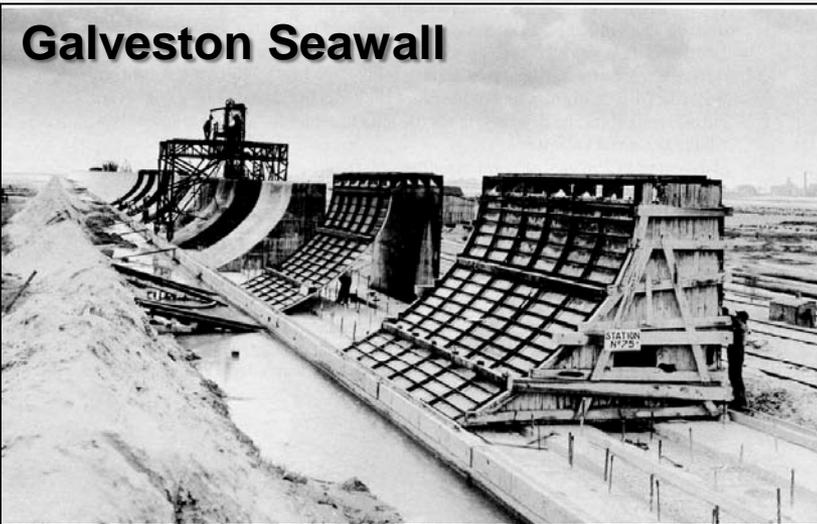
Galveston Jetties



The Corps of Engineers and Galveston District have been deeply rooted in Texas history since its establishment in 1880 to facilitate navigation along the Texas coastline.

In the 1880s, Congress authorized the first deepening of Sabine-Neches and Houston-Galveston ship channels and the construction of breakwaters known as jetties, which protect harbor and inlet entrances.

Galveston Seawall



In addition to the deepening projects and jetty construction, the iconic Galveston Seawall, which has protected the city of Galveston for more than 100 years, was also completed in partnership with Galveston County after the 1900 hurricane.

132 Years of Building Strong!



USACE SNAPSHOT

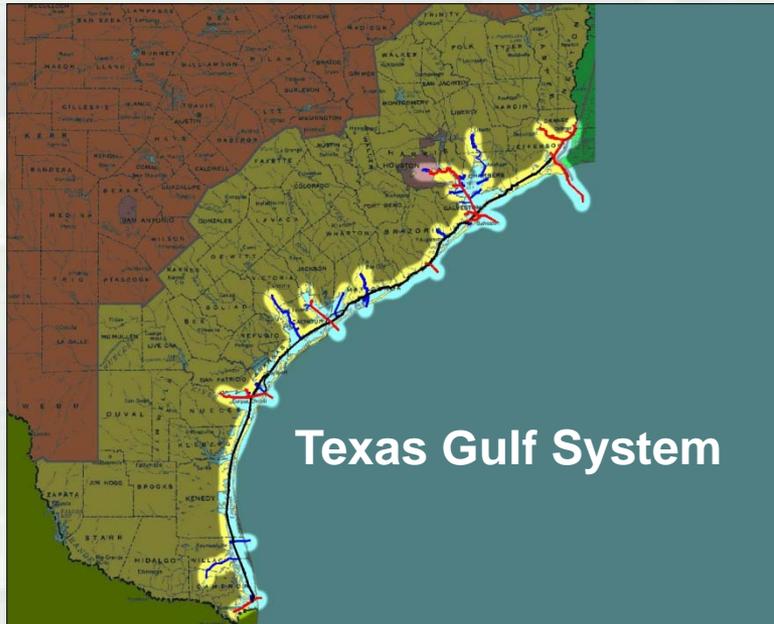
WHERE WE ARE — U.S. ARMY CORPS OF ENGINEERS



- USACE projects and the water resources managed—valued at some \$165 billion—generate jobs and contribute to a stronger economy, environment and quality of life for all Americans.
- USACE is the nation's largest provider of outdoor recreation opportunities.
- USACE is the largest owner and operator of hydroelectric power plants in the U.S. and one of the largest in the world.
- USACE owns and operates 702 dams and maintains 12,000 miles of waterways.
- USACE' Regulatory Program protects the nation's aquatic resources while allowing effective and efficient economic development.



DISTRICT FACTS



- Texas Ports and Waterways moved 575M
- 50,000 square mile district boundary
- 460 miles of coastline
- 48 Texas counties
- 18 counties – Coastal Bay Estuaries
- 2 Louisiana parishes
- 346 full time employees
- 760 miles shallow draft
- 240 miles deep draft
- 13 shallow draft ports
- 15 deep draft ports



MISSION AREAS

- Navigation
- Flood Risk Mitigation
- Ecosystem Restoration
- Shoreline Protection
- Regulatory
- Military Construction
- Emergency Management



SMALL BUSINESS TOPICS

- Goals
- Subcontracting Plans
- Sources Sought Synopsis



GOALS

FY 2009: Total Obligated \$472,697,772 / Small Business \$259,824,463

FY 2010: Total Obligated \$508,319,566 / Small Business \$115,688,714

FY 2011: Total Obligated \$184,969,434 / Small Business \$62,198,528

FY 2013: Projected Obligations to be slightly above \$126 million

Categories	Goals	Achieved
Small Business	25%	28.62%
Small Disadvantaged Business	8%	5.86%
Women-Owned Small Business	5%	12.04%
HUBZone Small Business	5%	7.43%
Service Disabled Veteran-Owned Small Business	5%	4.76%
Historically Black Colleges & University Minority Institutes	2.5%	97.5%

Small Business Study FY13 Work Plan

Total to award:~\$126 million

Total unrestricted:~\$101 million

Total to SB:~\$25 million

(20% of the SB pool dollars)

October 2012 – May 2013 Outreach Mission

- SAME Small Business Conference
- EPA Small Business Conference Port Arthur
- SBA matchmaking in Houston



SUBCONTRACTING

SMALL BUSINESS ACT

- * Section 8(d) – 15 USC 637(d) Small, SDB, HUBZone, WOSB, VOSB, SDVOSB have maximum practicable opportunity to participate as subcontractors on Federal contracts
- * SBA authorized to assist Federal agencies & businesses in complying with their statutory obligations & to evaluate the compliance of other-than-small businesses with their subcontracting plans



SUBCONTRACTING

DEFINITION

“Other Than Small” – Refers to any entity that is not classified as a small business. This includes large businesses, state and local governments, non-profit organizations, public utilities, educational institutions and foreign owned firms that receive Federal contracts (if any portion of the contract is to be performed in the United States.



SUBCONTRACTING

SUBCONTRACTING REQUIREMENTS

- * Federal contract or subcontract over \$650,000 (over \$1.5m for construction)
- * Separate goals
- * Approved prior to contract award (FAR 19.702)
- * Submission of periodic reports to the government



SUBCONTRACTING

Plans Are "NOT REQUIRED"

- * From small business
- * On personal services contracts
- * Work performed entirely outside the U.S.
- * Contracts that do not contain FAR Clause 52.219-8



SUBCONTRACTING

Elements of Subcontracting Plan

- * Separate percentage goals
- * Total \$ planned to be subcontracted to each group
- * Description of supplies/services to be subcontracted
- * Description of method used to develop each goal
- * Description of method used to identify sources
- * Indirect/direct costs included
- * Subcontracting plan's administrator along with description of their duties



SUBCONTRACTING

Elements of Subcontracting Plan

- * Description of efforts to ensure SB have an equitable opportunity to compete
- * Flow-down subcontracting requirements
- * Cooperation in studies/surveys and submit periodic reports
- * Types of records that will be maintained



SOURCES SOUGHT SYNOPSIS



“In these tough economic times, the

U.S. Army Corps of Engineers Galveston District encourages small businesses to expand their customer base and consider the federal government as a source of business.” — USACE Galveston District Ken Adams, Deputy for Small Business

Upcoming Contract Opportunities

LOCATION	PROJECT	COST	QUARTER
Kingsville	Repair A/C @ Checkpoint in Sarita	\$25K- \$100K	FY13 – 1st
Zapata BPS	Moisture and Mold Remediation	\$100K - \$500K	FY13 – 1st
Jadwin Building	Guard Shack Replacement	\$25K - \$100K	FY13 – 2nd
Jadwin Building	Replace Exit Stairwell Treads	\$25K - \$100K	FY13 – 2 nd

Understanding the significant role small businesses play in the state’s economy, the USACE Galveston District continues to perform market research to identify small businesses to support efforts within the district (which covers 16 congressional districts in Texas) and encourages small businesses to enroll in the SBA program.



SOURCES SOUGHT SYNOPSIS

- Responding to Sources Sought/Requests for Information (SS/RFI)



SOURCES SOUGHT SYNOPSIS

Sources Sought vs. Request for Information

- The federal government uses Sources Sought Notices as a way to perform market research, verify requirements, validate an approach to a solution (i.e. socioeconomic goals), and ensure competition.
- An RFI is primarily used to gather information to help make a decision on what steps to take next, developing strategy, preparing for an RFP, and through the analysis of RFI responses, strategic options, lower cost alternatives, and cost reduction opportunities may be identified. RFIs are also use to identify potential sources.



SOURCES SOUGHT SYNOPSIS

Why Respond?

- Use to identify potential sources
- Used to determine Small Business Set-aside or not
 - ▶ Rule of 2
- Information used to set Small Business goals if the requirement is not set-aside



SOURCES SOUGHT SYNOPSIS

What a Sources Sought isn't

- Not a request for a price
- Not a general capability statement



SOURCES SOUGHT SYNOPSIS

Where do I find SS/RFI's

FedBizOpps

www.fbo.gov

Agency internal page



SOURCES SOUGHT SYNOPSIS

Don'ts and Do's

- **Don'ts**

- ▶ Send in you general capability statement or marketing material.
- ▶ Assume we know what you mean.
- ▶ Provide references that would not give you a glowing reference.

- **Do's**

- ▶ Make sure that responses are sent in on time.
- ▶ Read the sources sought or request for information.
- ▶ Ask question prior to the due date.
- ▶ If you are only interested in performing as a subcontractor make sure that you indicate that.



SOURCES SOUGHT SYNOPSIS

- “Solicitations don’t just magically become set-asides or generally categorized by happenstance; the decision framework begins being constructed at the time that Market Research is being conducted and sources are being sought.”

Valerie Coleman/SBA/PCR



SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULED AD DATE
1	Corpus Christi Ship Channel – Entrance Channel	Pipeline (20-inch or larger)	U	1/8/2013
2	Houston Ship Channel – Barbours Terminal	Pipeline (20-inch or larger)	U	1/14/2013
3	Houston Ship Channel - Carpenters to Green	Pipeline (20-inch or larger)	U	2/1/2013
4	GIWW Matagorda Ship Channel - Entrance Channel (with Freeport)	Pipeline (20-inch or larger)	U	2/1/2013
5	Freeport Harbor-Inside Channel	Pipeline (20-inch or larger)	U	3/8/2013
6	GIWW – Main Channel Across Aransas	Pipeline / Hopper	U	4/17/2013



SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULE D AD DATE
7	Freeport Harbor – Entrance Channel Maintenance	Pipeline (20-inch or larger)	U	5/2/2013
8	Sabine-Neches Waterway – Neches River	Pipeline (20-inch or larger)	U	5/25/2013
9	Gulf Intracoastal Waterway – High Island to Bolivar	Pipeline (20-inch or larger)	U	7/3/2013
10	Brazos Island Harbor – Jetty Channel	Pipeline (20-inch or larger)	U	7/3/2013
11	Galveston Harbor – Entrance Channel	Pipeline (20-inch or larger)	U	7/4/2013
12	Houston Ship Channel – DAMP Peggy Lake	N/A	SBSA	12/1/2012



SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULED AD DATE
13	Addicks & Barker Design Surveys	N/A	SBSA	12/1/2012
14	Brazos River Floodgates Boundary Survey	N/A	SBSA	12/3/2012
15	Colorado River Locks Boundary Survey	N/A	SBSA	12/3/2012
16	Jadwin Building Lighting Upgrades	N/A	SB	1/14/2013
17	Houston Ship Channel – DAMP Alexander	N/A	Potential for a SB	2/28/2013



SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULE D AD DATE
18	Wallisville – Consolidated Repairs	N/A	Potential for SB	4/1/2013
19	Jadwin Building – Garage Renovations	N/A	Potential for SB	6/1/2013



SOURCES SOUGHT SYNOPSIS

Why we perform Sources Sought Synopsis?

- Market research
- Determine if small business has the capability and capacity to perform the effort
- Determine if the procurement can be set aside

CONTACT

Location: 2000 Fort Point Road, Galveston, TX 77550

Websites: Galveston: www.swg.usace.army.mil
Fort Worth: www.swf.usace.army.mil

Points of Contact: District Commander Col. Christopher Sallese, 409-766-3001
Chief of Contracting Curtis Cole (acting), 409-766-3185
Deputy for Small Business Ken Adams, 409-766-3006





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ON TWITTER

www.twitter.com/USACEgalveston



ON YOUTUBE

www.YouTube.com/GalvestonDistrict



ON DVIDS

www.dvidshub.net/units/USACE-GD



ONLINE

www.swg.usace.army.mil

