

Break

Industry Day

0850 - 0900



Partnering for a Sustainable Future

Industry Day Introduction and Welcome!



Byron Williams
Deputy District Engineer
Programs and Project Management
U. S. Army Corps of Engineers
Galveston District



**US Army Corps
of Engineers®**



Partnering for a Sustainable Future

Industry Day Opening Remarks



Col. Rhett A. Blackmon
District Commander
U. S. Army Corps of Engineers
Galveston District



US Army Corps
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Partnering for a Sustainable Future

Leveraging Public/Private Partnership for greatest impact: The Story of Bayou Greenways



Beth White
President and CEO
Houston Parks Board



US Army Corps
of Engineers®



Partnering for a Sustainable Future

VISION

Thriving parks and communities
for everyone forever.

MISSION

Houston Parks Board creates, improves,
protects and advocates for parks for
everyone.





GODWIN PARK



BRAESWOOD PARK



TANGLEWOOD DOG PARK



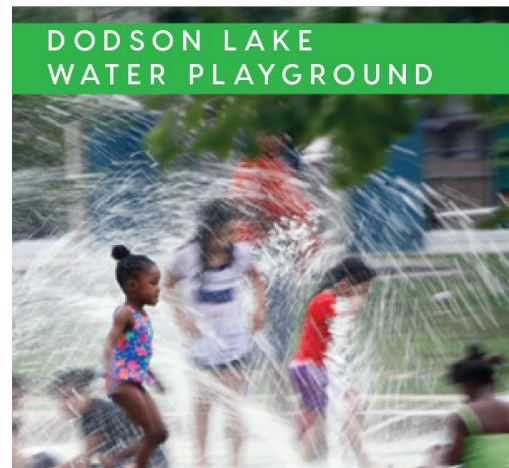
CHERRYHURST PARK LIVING WALL



THE FIRST TEE OF HOUSTON
JR. GOLF FACILITY AT
F.M. LAW PARK



INGRANDO PARK FUTSAL COURT



DODSON LAKE
WATER PLAYGROUND



LEE AND JOE JAMAIL SKATE PARK



WEST 11TH STREET PARK



E.R. AND ANN TAYLOR
PARK

PLANS FOR DEVELOPMENT – 1912

Arthur Comey:

“The backbone of a park system for Houston will naturally be its bayou or creek valleys, which readily lend themselves to parks and cannot so advantageously be used for any other purpose.”



PROPOSED PARK SYSTEM FOR HOUSTON.

ARTHUR H. CONEY, LANDSCAPE ARCHITECT

SCALE IN MILES

1912

- Existing Parks
- Proposed System
- Ported Highways
- Boulevards





BAYOU GREENWAYS



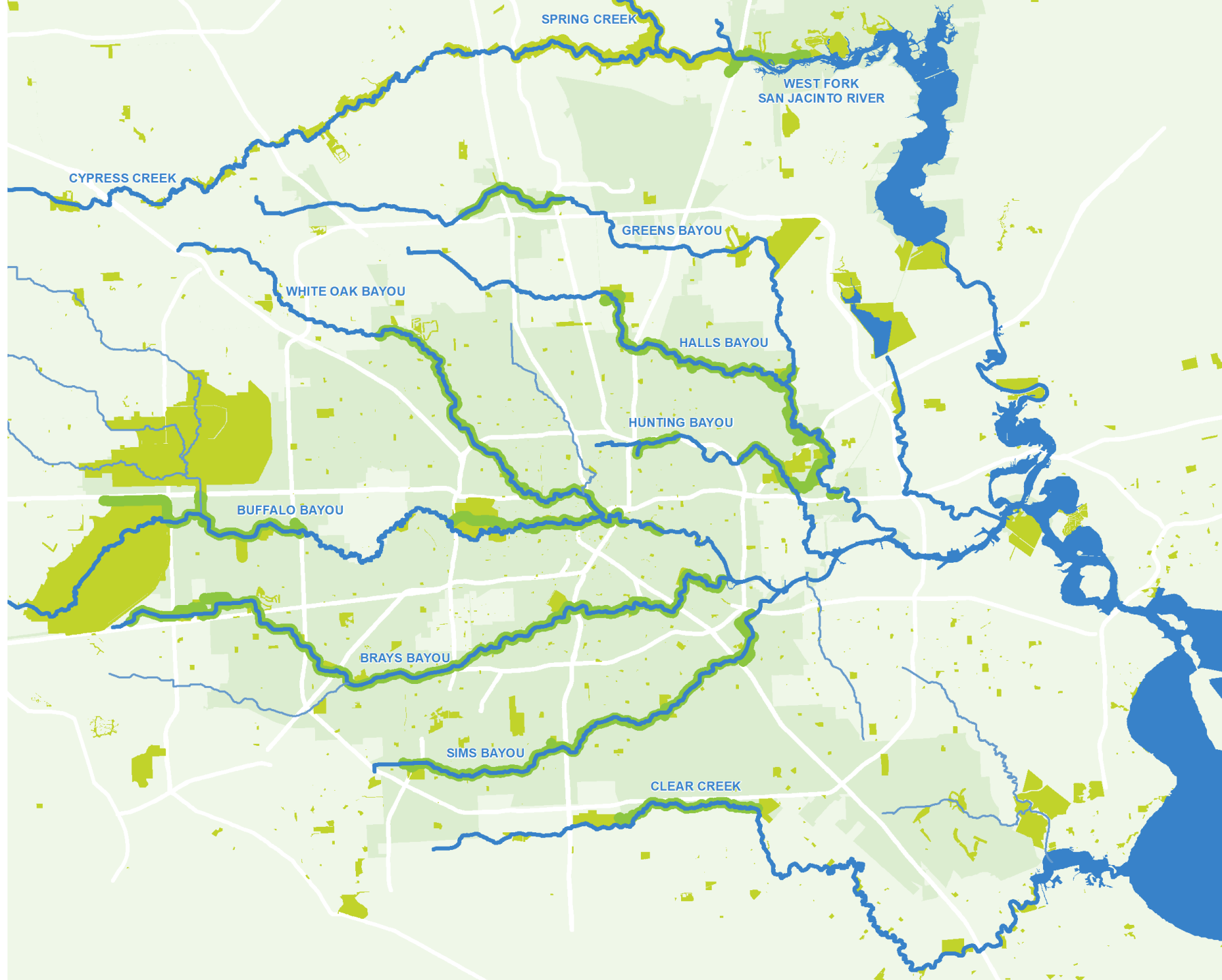
**3,000 ACRES OF
GREENSPACE**



**150+ MILES OF HIKE & BIKE
TRAILS**



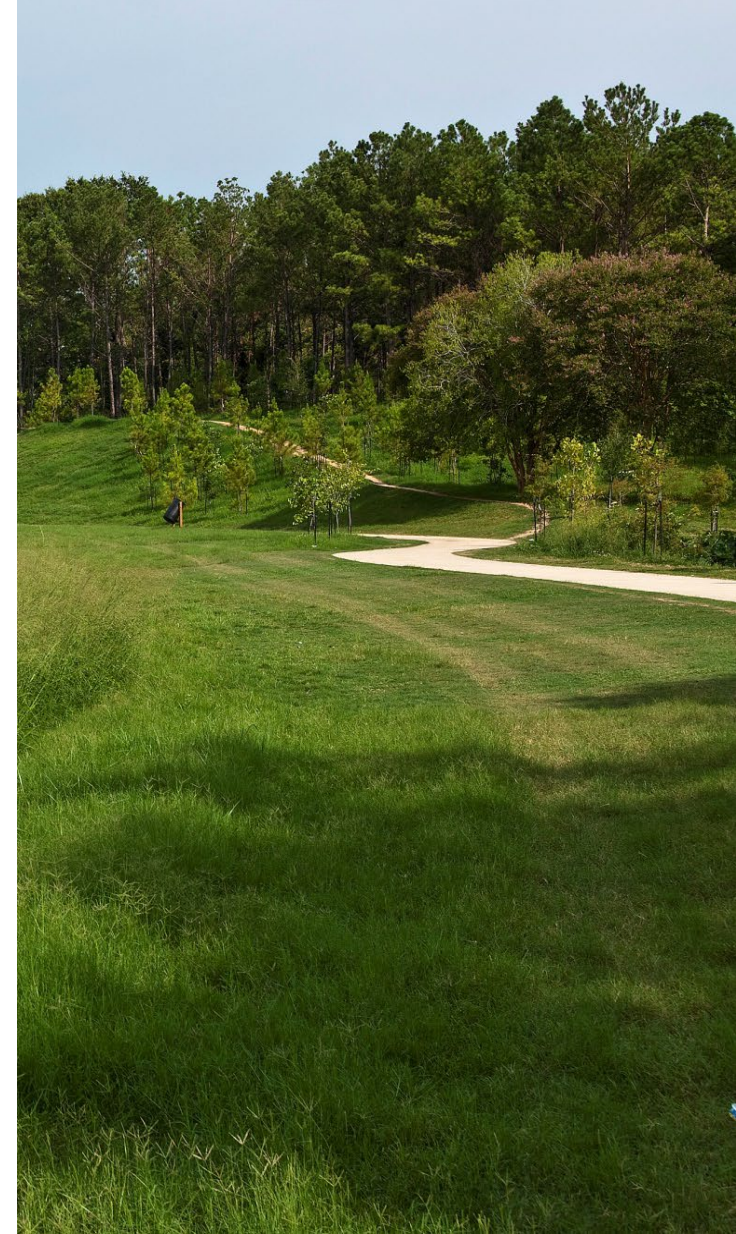
**1.5 MILLION HOUSTONIANS
WITHIN 1.5 MILES OF A
BAYOU GREENWAY**



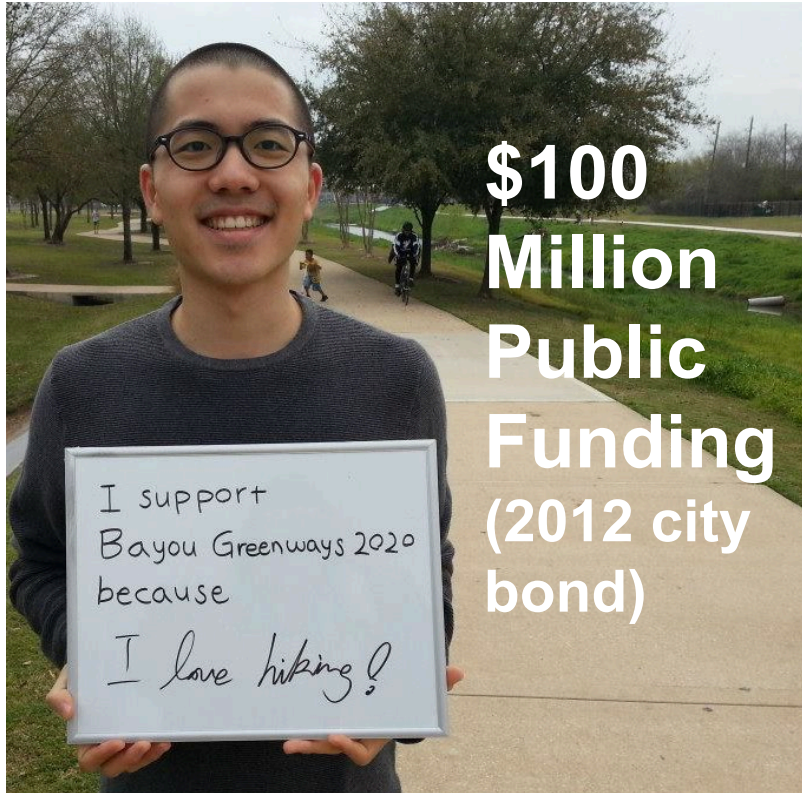
Bayou Greenways | Partners



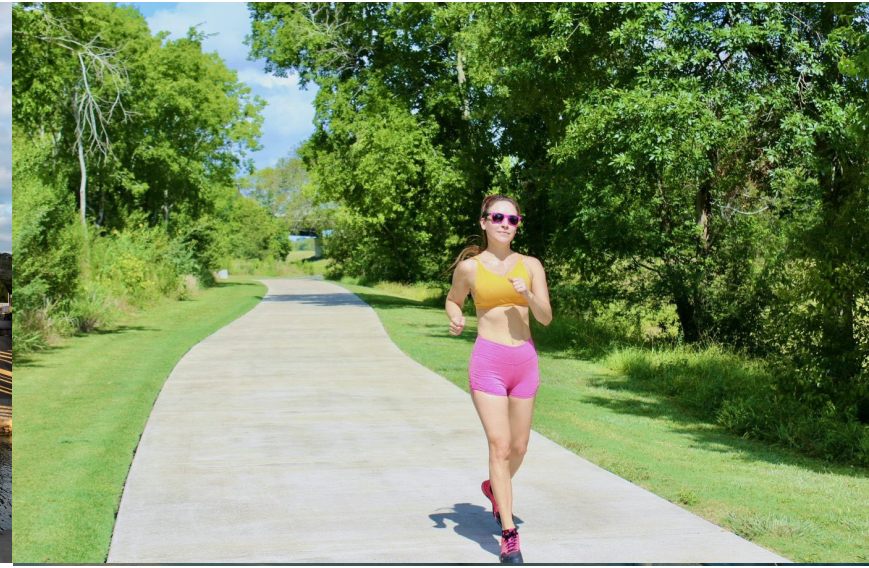
- City of Houston Parks and Recreation Department
- City of Houston Public Works and Engineering
- Houston Police Department and Harris County Constables
- City of Houston Department of Planning and Development
- Various Park Conservancies
- Harris County Flood Control District
- U.S. Army Corps of Engineers
- TxDOT
- U.S. DOT
- TIRZs
- Management Districts
- Railroads
- Texas Parks and Wildlife
- Private Conservation groups: TPL, Audubon, BPA
- Private Funders/Foundations (Kinder Foundation, Houston Endowment)
- Elected Officials (council members, county commissioners, and others)
- Community Groups (Super Neighborhoods, civic clubs, civic organizations, etc.)



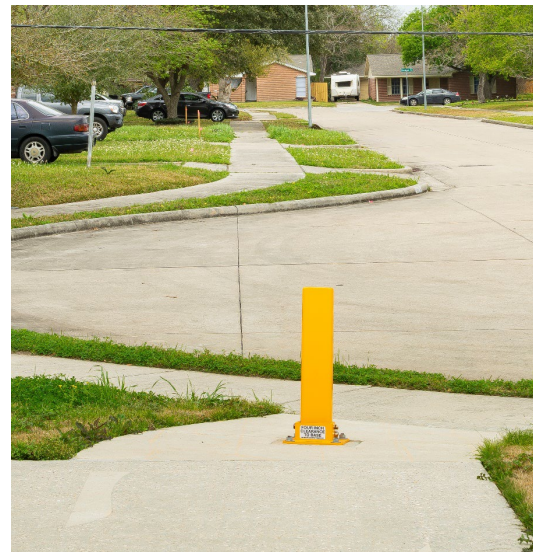
Bayou Greenways | Capital Campaign



Bayou Greenways | Linear Parks



Bayou Greenways | Wayfinding and Amenities



Bayou Greenways | A Sense of Place



Bayou Greenways | Benefits Study



\$220 MILLION PROJECT COST
\$90 MILLION/YEAR BENEFITS



PHYSICAL AND MENTAL HEALTH
\$50 MILLION/YEAR



ENVIRONMENTAL HEALTH
\$10 MILLION/YEAR



ECONOMIC HEALTH
\$30 MILLION/YEAR

Benefits Analysis, Dr. John Crompton
Texas A&M University, August 2011



CREDIT: HOUSTON PUBLIC
LIBRARY, HMRC

Bayou Greenways | Current Status

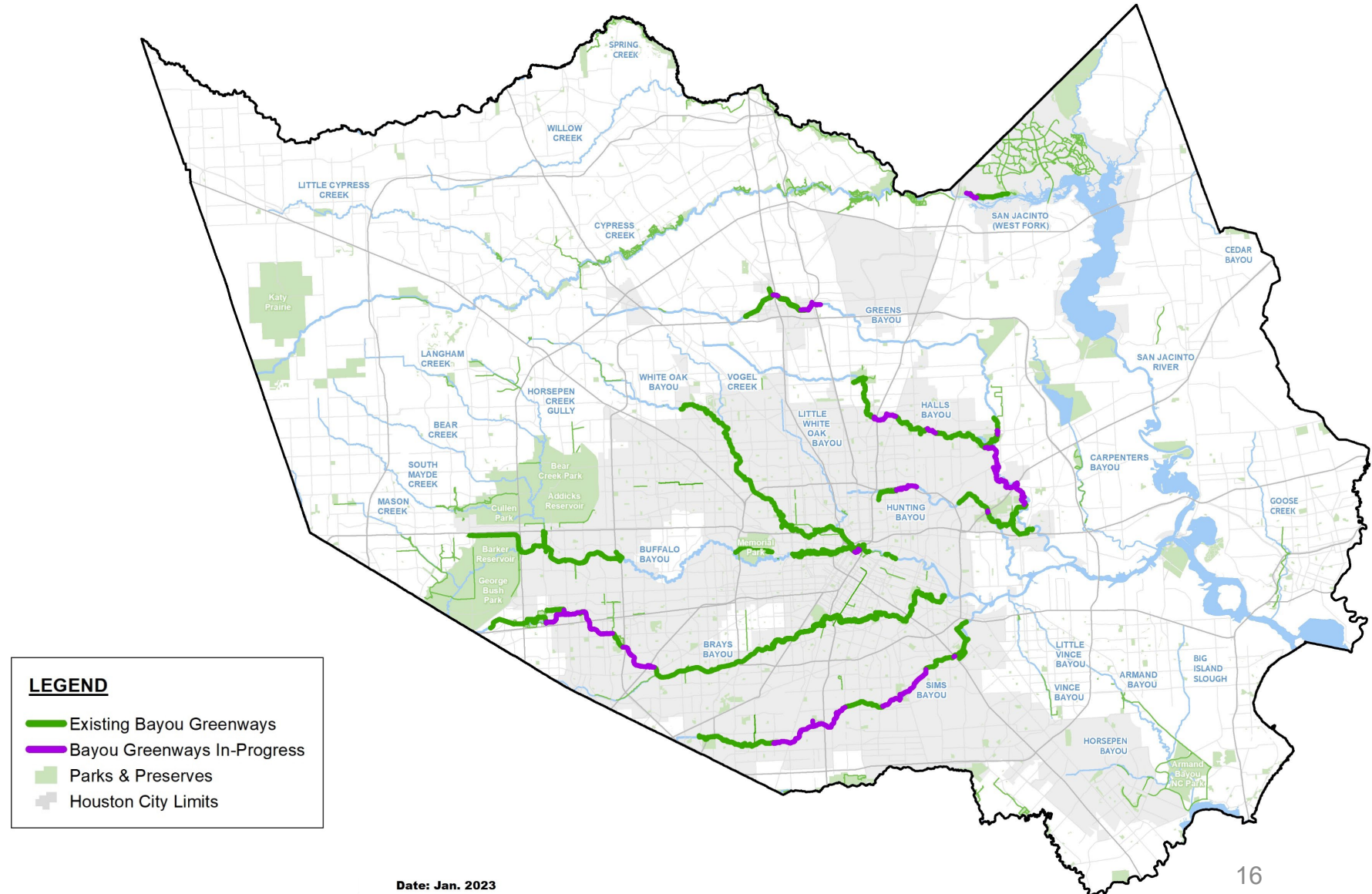


134 miles
Open to the Public

32 miles
In-Progress

23 miles
Under Construction

9 miles
Bidding or Design



Bayou Greenways | Maintenance



Acres Currently

2,800+

Maintained

Litter and Debris
Removed Since 2014

2,235

Dump Truck Loads

Trail

92

Miles

Pedestrian

56

Bridges

Trees

25,350+

Inventoried

What's Next?

Expanding Benefits

Expanding the System | Opportunities

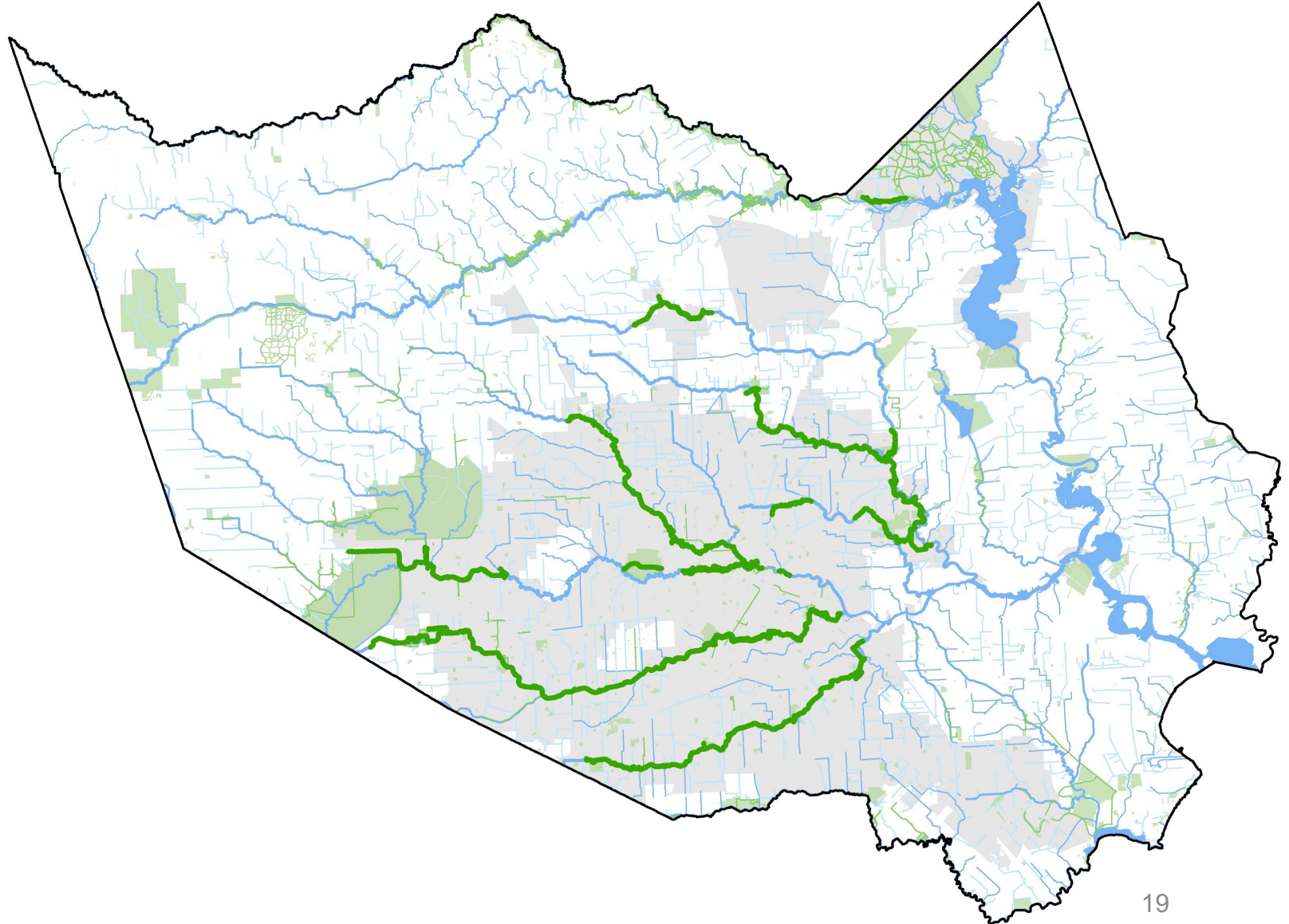


BAYOU GREENWAYS:

- 9 Major waterways
- 162 miles
- Mainly east/west orientation

POTENTIAL HARRIS COUNTY EXPANSION:

- 23 Major waterways
- 800 miles
- Powerline corridors travel north/south



Expanding the System | Prioritizing Projects



PROJECTS:

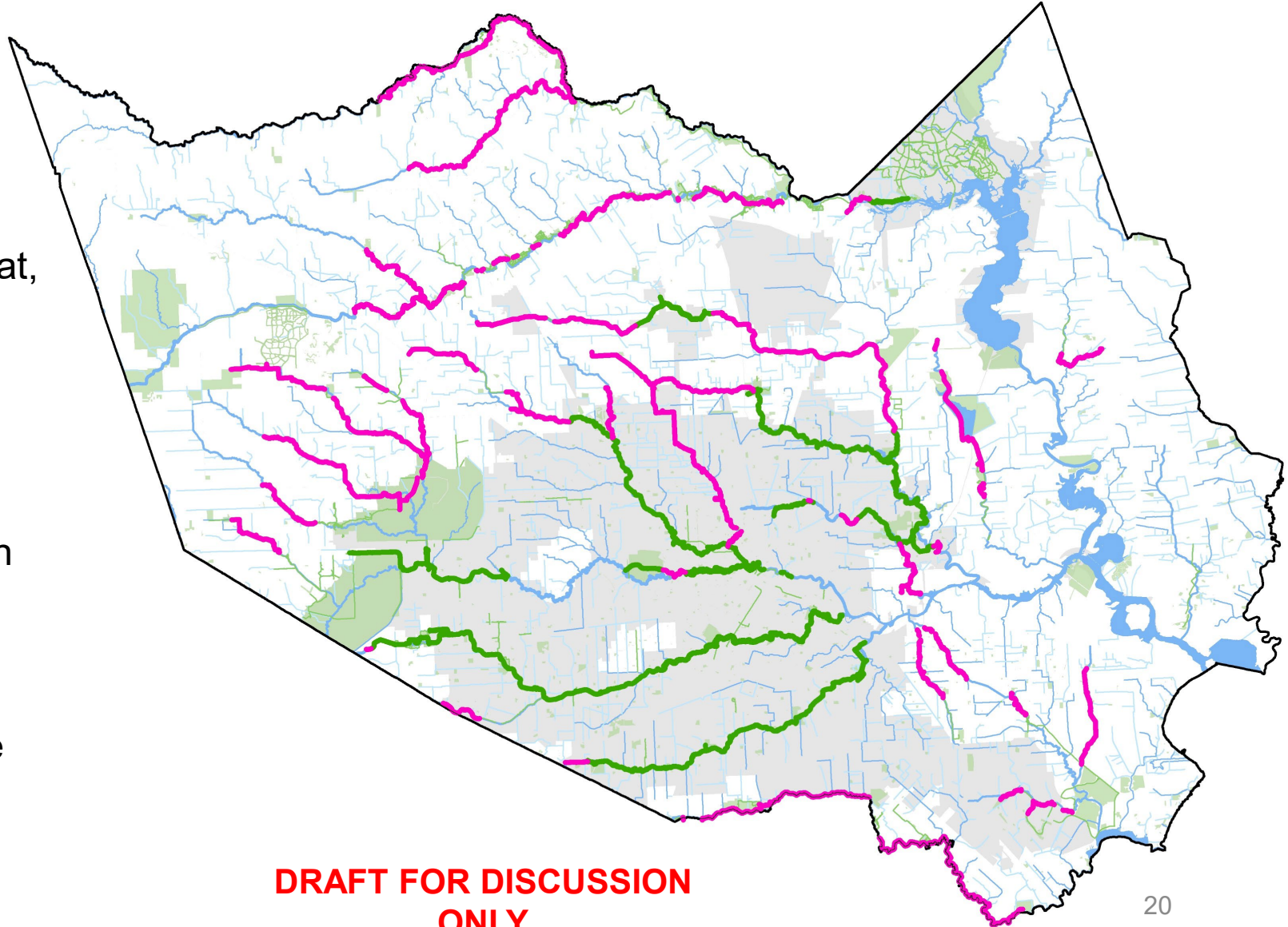
- **Access** - Regional connectivity and destinations
- **Ecology** - Potential to improve habitat, and increase water and air quality
- **Buildability** - Major challenges?

PEOPLE:

- # of people within 1.5 miles
- Social Vulnerability Index (SVI) within 1.5 miles

PARTNERSHIPS:

Implementation, Funding, Maintenance



**DRAFT FOR DISCUSSION
ONLY**

Expanding the System | Expand Bayou Greenways

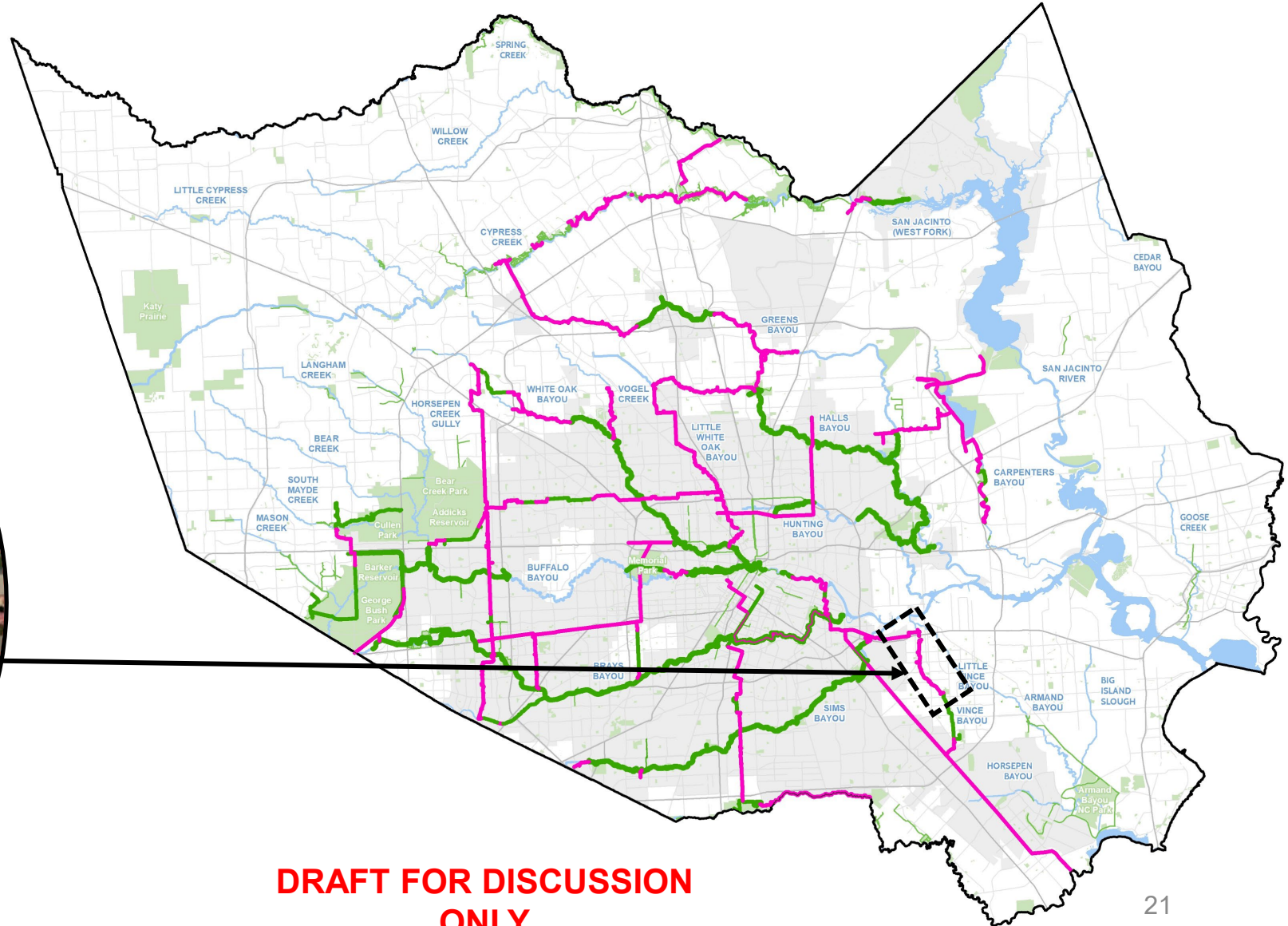


Vince Bayou Greenway

4 miles, \$13M

92,000 people within 1.5 miles

0.83 SVI (very high)



**DRAFT FOR DISCUSSION
ONLY**

Expanding the System | Vince Bayou Greenway



Expanding the System | Connector Trails

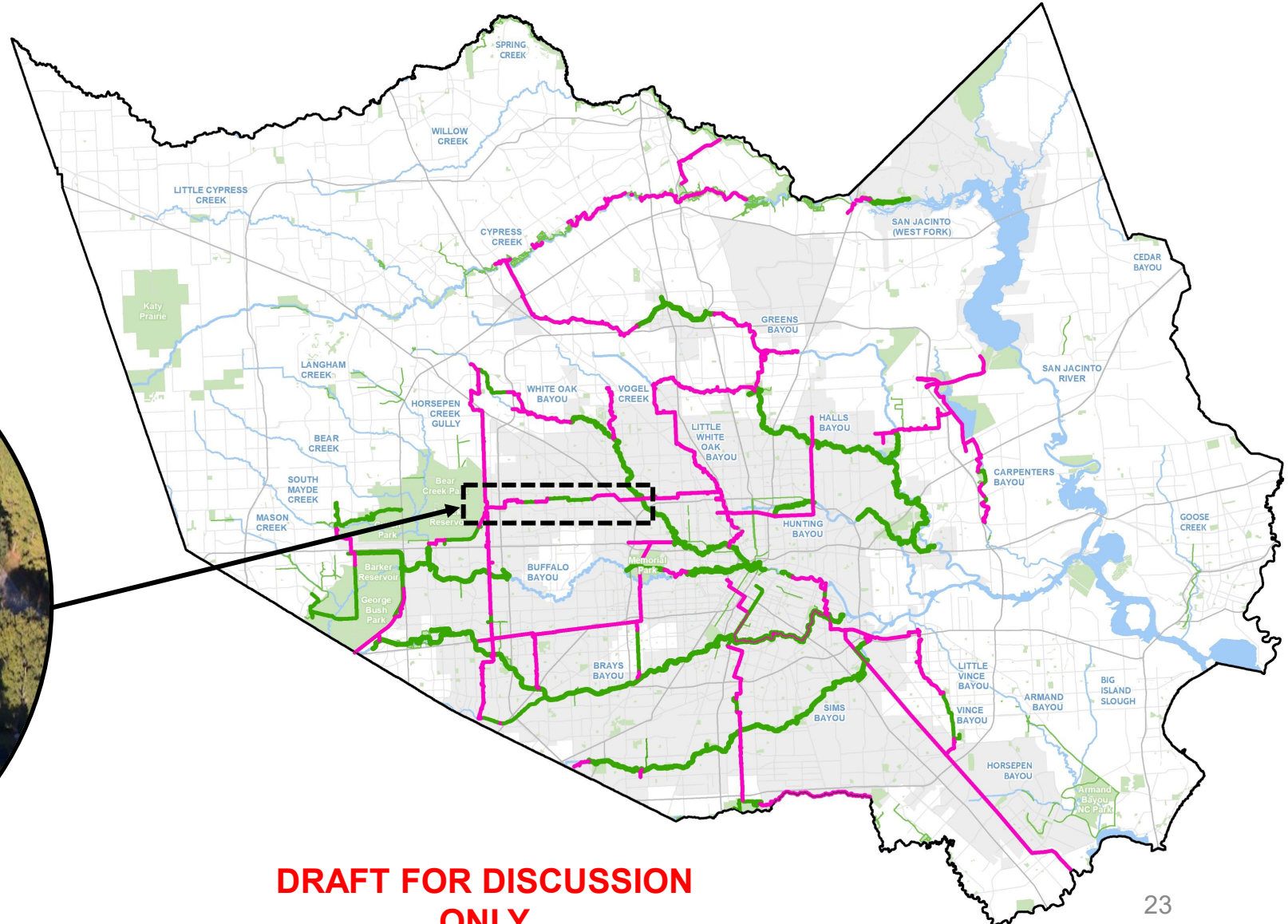


Spring Branch Trail

11 miles, \$20M

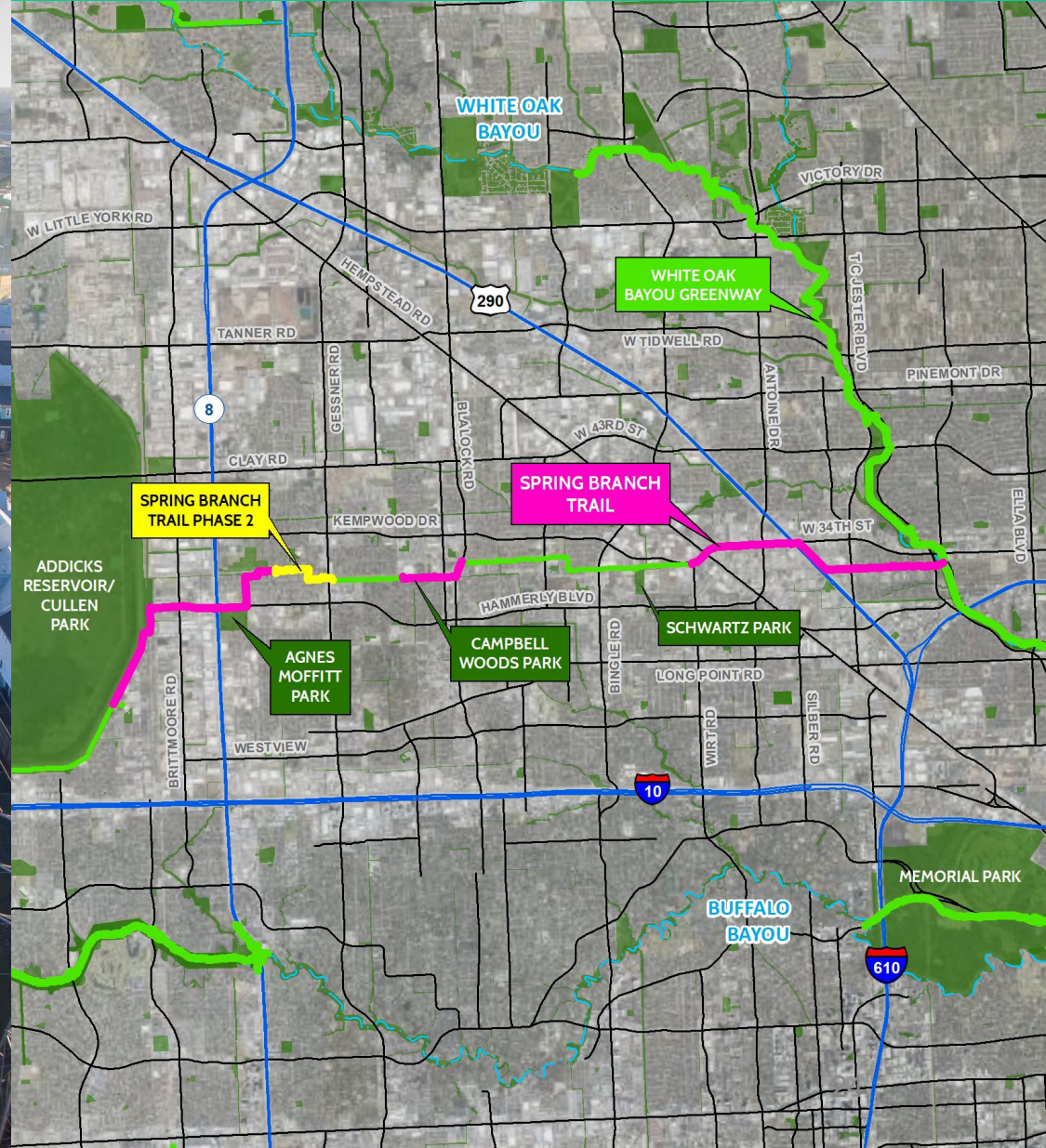
164,000 people within 1.5 miles

0.49 SVI (medium)



**DRAFT FOR DISCUSSION
ONLY**

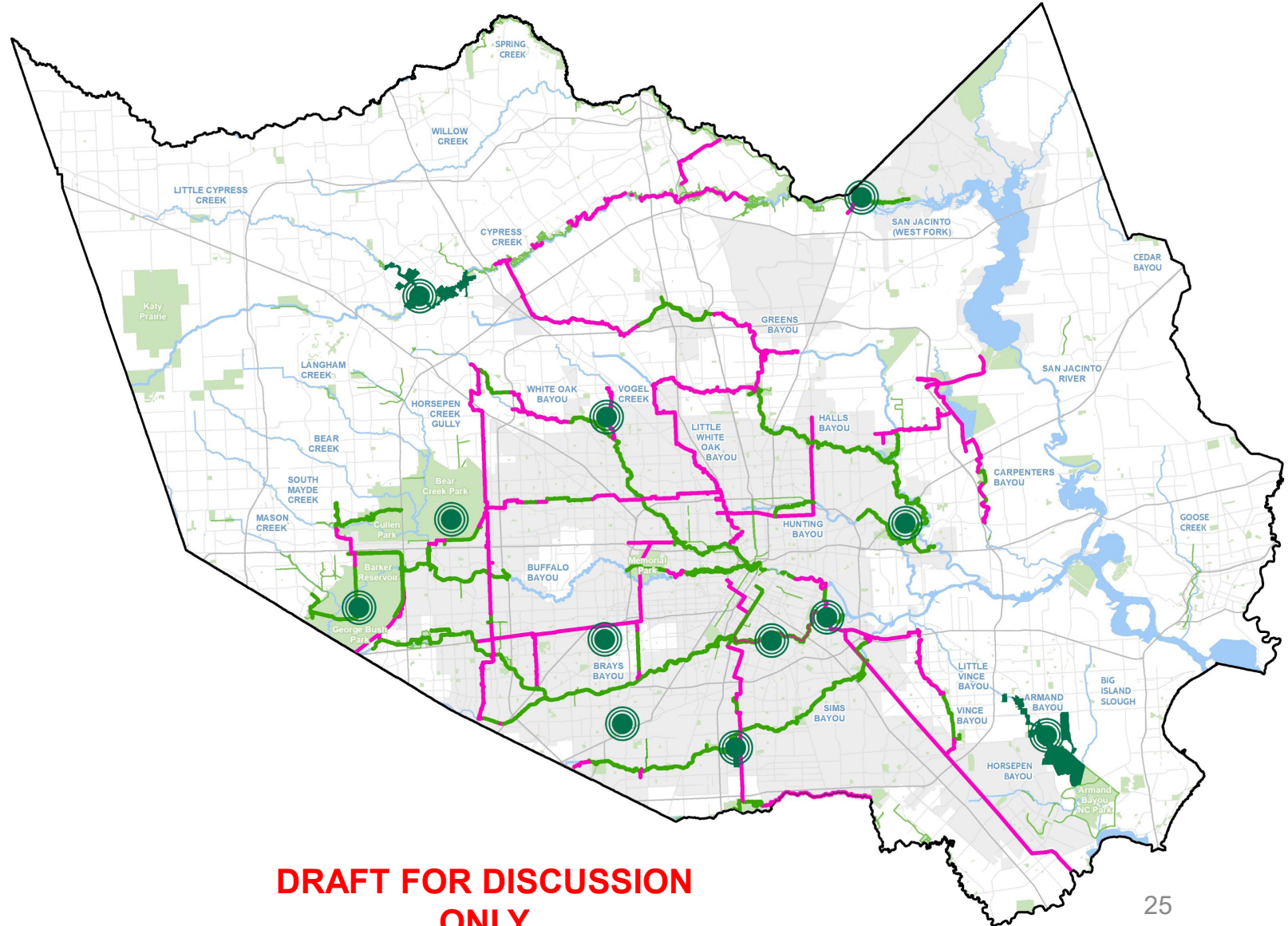
Expanding the System | Spring Branch Trail



Expanding the System | Detention Parks



Opportunity: Detention areas as parks



**DRAFT FOR DISCUSSION
ONLY**

Expanding the System | Hill at Sims

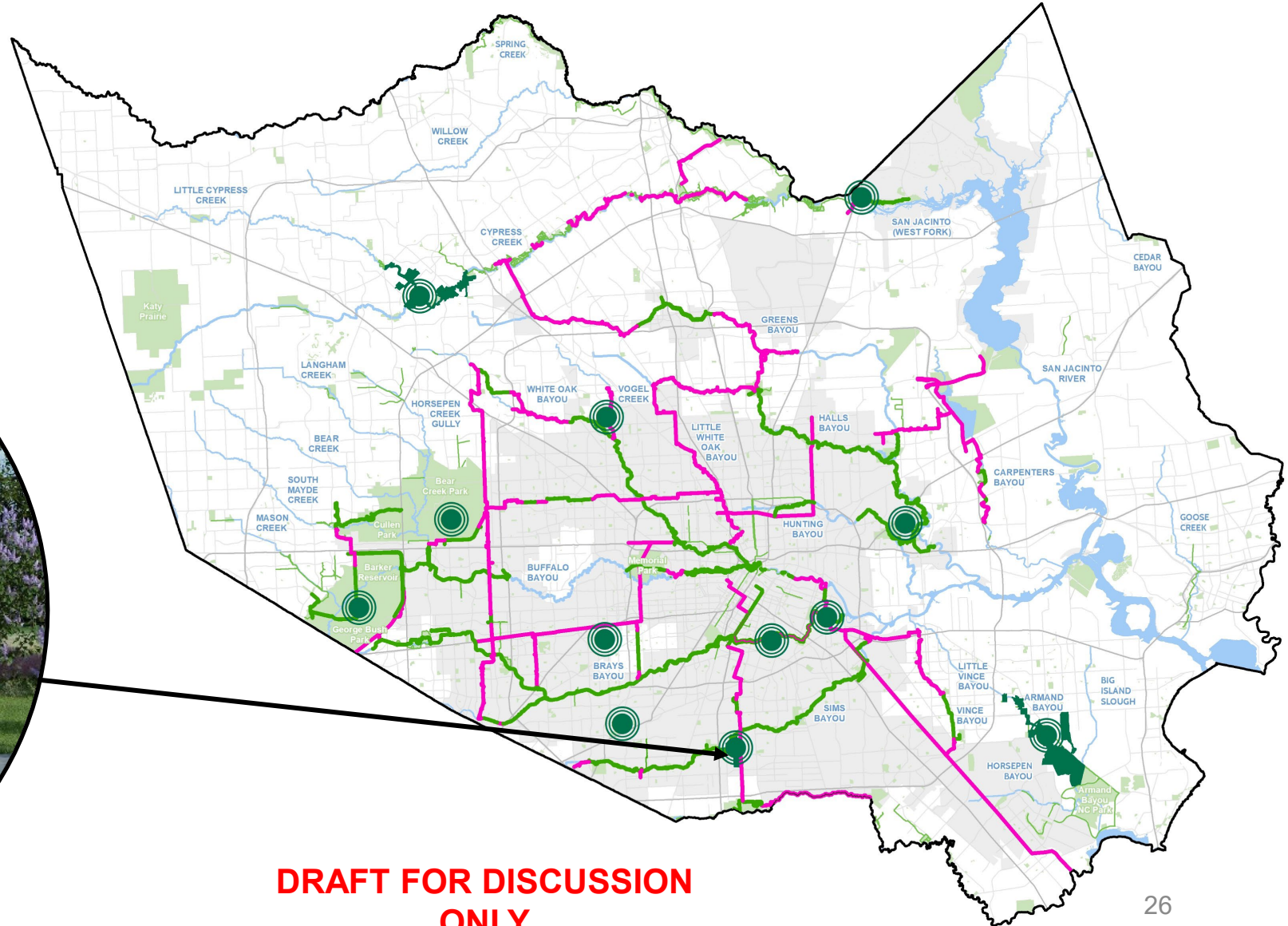


Hill at Sims

100 acres, \$28M

34,137 people within 1.5 miles

0.56 SVI (medium/high)

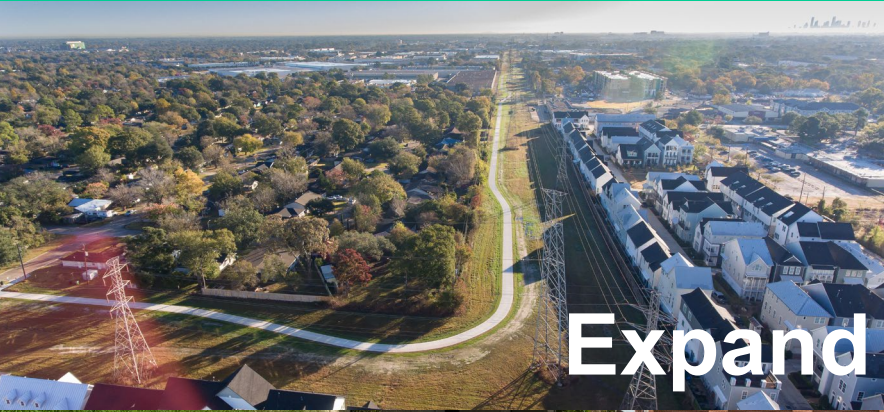


**DRAFT FOR DISCUSSION
ONLY**

Expanding the System | Hill at Sims



Our Future Vision for a Resilient Harris County



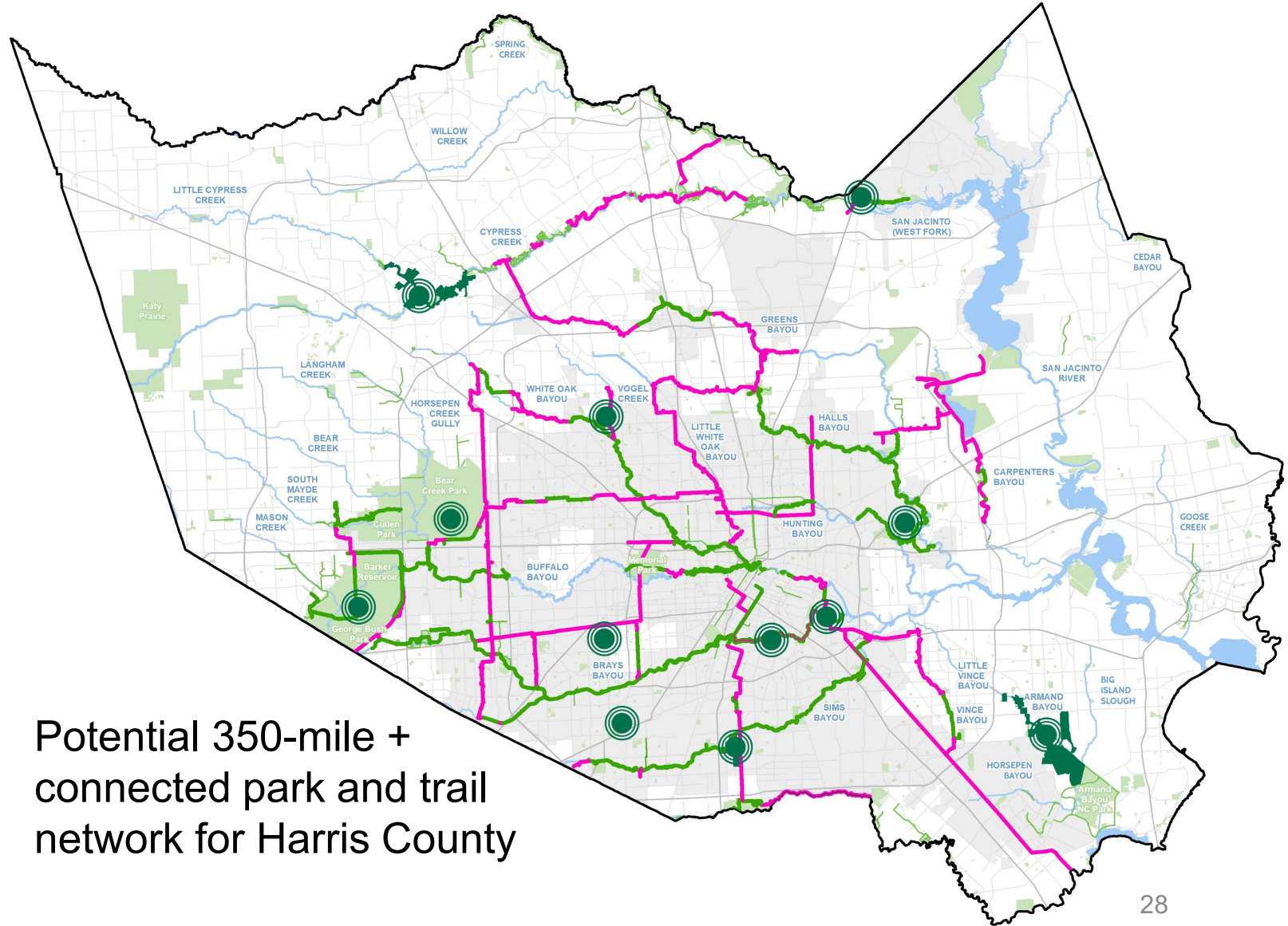
Expand



Enhance



Engage



Potential 350-mile +
connected park and trail
network for Harris County



Thank You!



HOUSTON
PARKS BOARD

www.houstonparksboard.org

#PARKSBYYOU

Resacas: A Citywide Ecosystem Restoration Project



**Reuben Trevino, CCP
Project Manager**

**Continuing Authorities Program &
Planning Assistance to States Program Manager
U.S. Army Corps of Engineers
Galveston District**



**US Army Corps
of Engineers®**



Partnering for a Sustainable Future



OUTLINE



- **Project Authorities**
- **Project Purpose**
- **Location and History**
 - **Changes that spurred regional growth**
 - **Impacts to environment from those changes**
- **Identified Problems & Alternative Solutions**
- **Recommended Plan: National Ecosystem Restoration (NER)**
- **Plan Implementation & Cost: 16 Contracts over 16 years**
- **Contract 1 Details**



AUTHORITIES



Study:

- Authorization for the study is the House Committee on Transportation and Infrastructure Resolution, 10 November 1999.
- Chief of Engineer's report dated September 6, 2018

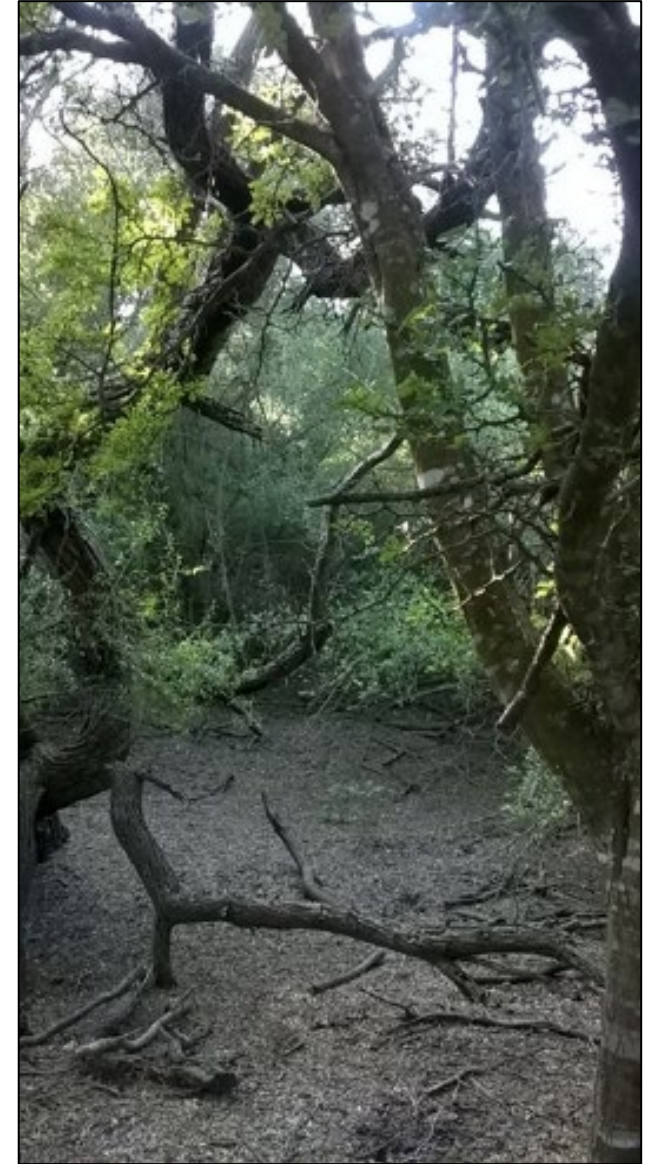
Construction:

- Authorized under Section 1401 of the America's Water and Infrastructure Act of 2018, which authorized the project as described in the Chief of Engineer's report.
- PED for contract 1 initiated with remaining FEA funds MAR 2020
- Fed Govt allocated FY21 funding to complete PED phase.
- Construction appropriations still pending.



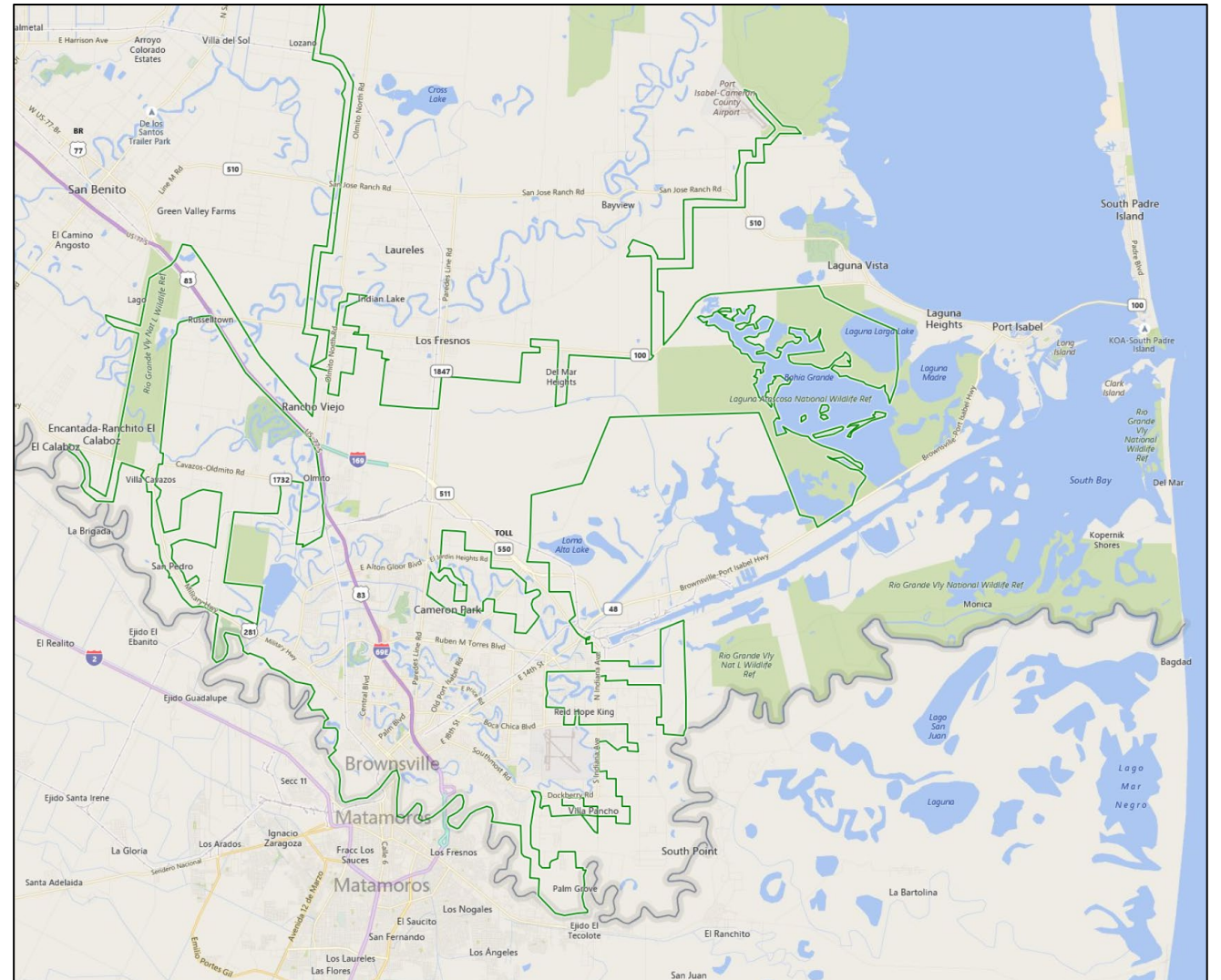
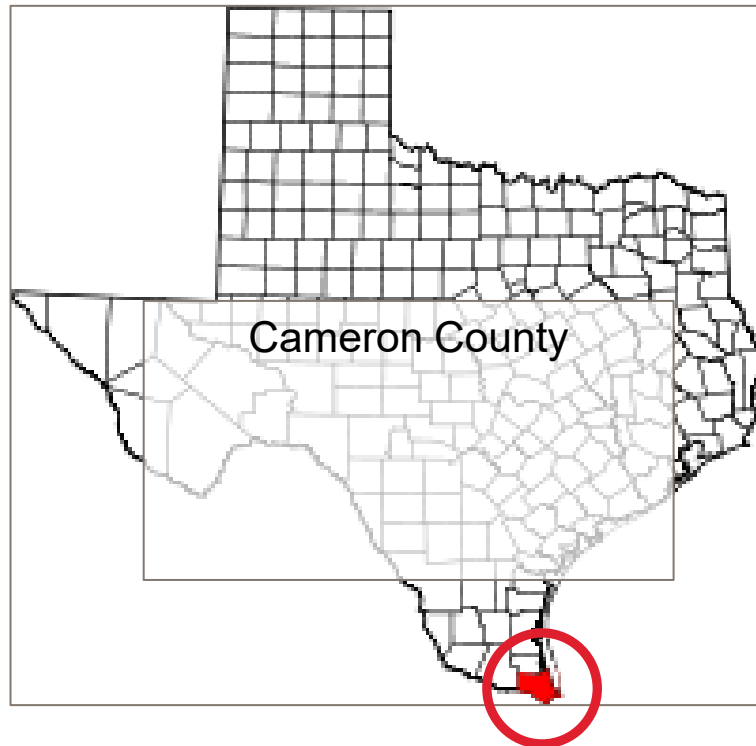
PURPOSE

- Restore impacted resaca aquatic and riparian complexes to functional and self-regulating systems
- Restore connectivity within:
 - the Brownsville resacas
 - the thornscrub and resaca habitats surrounding Brownsville
- Reduction or elimination of invasive and non-native species, and perpetual management





CITY OF BROWNSVILLE, TEXAS





FLOOD RISK MGMT. PROJECTS ALONG THE RIO GRANDE

35



Complete	Name	Owner
1907	Leasburg Diversion Dam	Bureau of Reclamation
1914	Rio Grande Dam and Reservoir	San Luis Valley Irrigation District
1916	Elephant Butte Dam and Reservoir	Bureau of Reclamation
1916	Mesilla Diversion Dam	Bureau of Reclamation
1918	Percha Diversion Dam	Bureau of Reclamation
1918	International Diversion Dam	International Boundary & Water Commission
1928	Riverside Diversion Dam	International Boundary & Water Commission
1934	Angostura Diversion Dam	Bureau of Reclamation
1934	Isleta Diversion Dam	Bureau of Reclamation
1934	San Acacia Diversion Dam	Bureau of Reclamation
1935	El Vado Dam and Reservoir	Bureau of Reclamation
1938	Caballo Dam and Reservoir	Bureau of Reclamation
1938	American Diversion Dam	International Boundary & Water Commission
1951	Platoro Dam and Reservoir	Bureau of Reclamation
1953	Jemez Canyon Dam and Reservoir	Corps of Engineers
1954	Falcon Dam	International Boundary & Water Commission
1963	Abiquiu Dam and Reservoir	Corps of Engineers
1968	Amistad Dam	International Boundary & Water Commission
1970	Galisteo Dam and Reservoir	Corps of Engineers
1971	Heron Dam and Reservoir	Bureau of Reclamation
1973	Cochiti Dam and Cochiti Lake	Corps of Engineers
early 1990s	Closed Basin Project	Bureau of Reclamation



FORMER RESACAS - THEN



Habitat that
once looked like
the images to
the left...



FORMER RESACAS - NOW

have been urbanized...

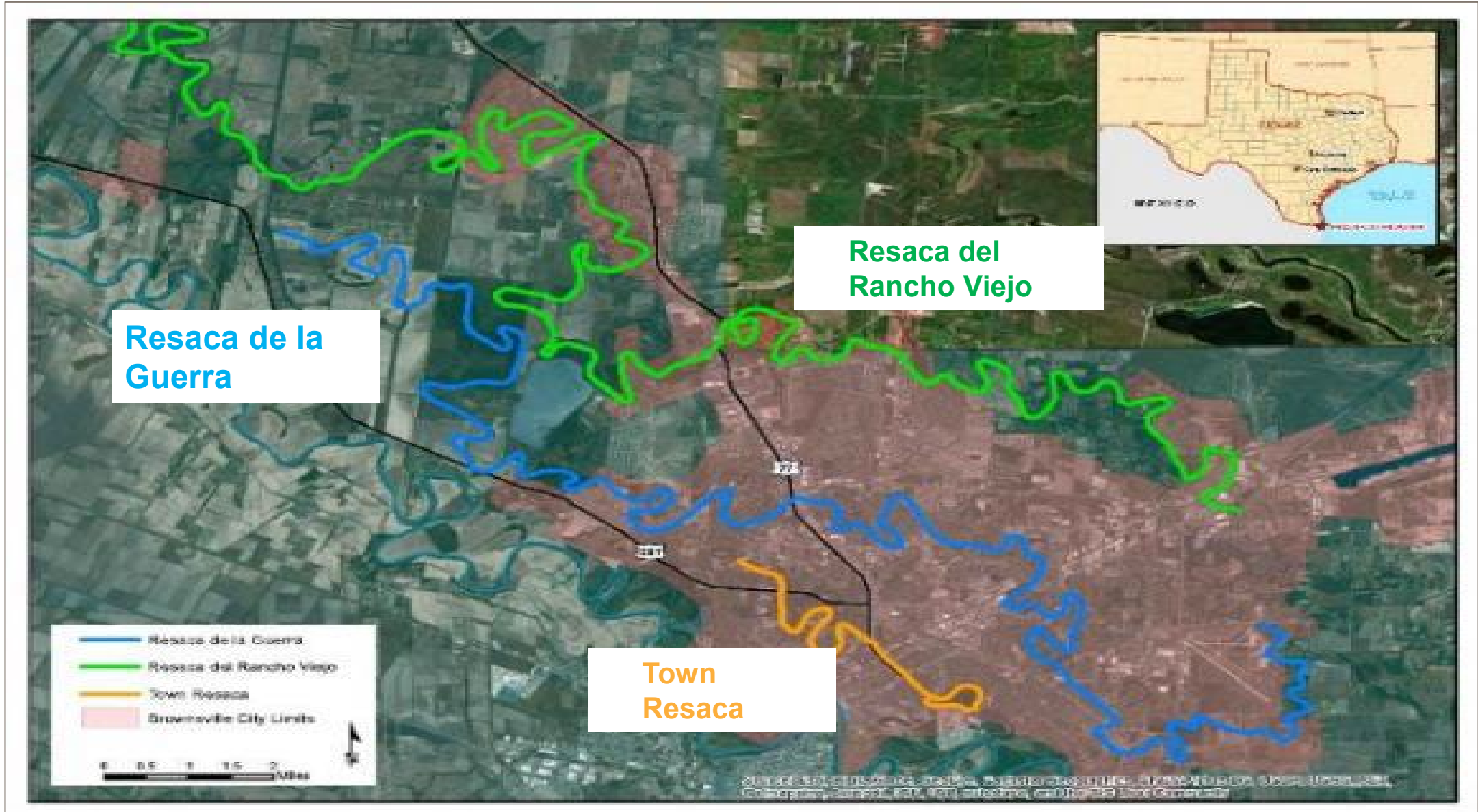


...are now agricultural areas...



...or are invasive monocultures.

STUDY SCOPE – 3 RESACAS





IDENTIFIED PROBLEMS



1. No New Resaca Habitat Will Be Created.

- The management of water in the Rio Grande Basin has effectively eliminated the potential for a major flood to cut a new course to the Gulf in the lower Rio Grande Valley.

2. Loss of Connectivity.

- The loss of resaca habitat due to urbanization has segmented the habitat and disrupted ecological connectivity along and among the three resacas, and more significantly has severed connectivity with high quality native thornscrub and resaca habitats of the surrounding ecosystem for most species.

3. Invasive (and non-native) Species.

- Both aquatic and terrestrial flora and fauna, exist in abundance in and around the resaca habitat. These species have significantly reduced the quality of habitat and because they tend to out-compete native species.



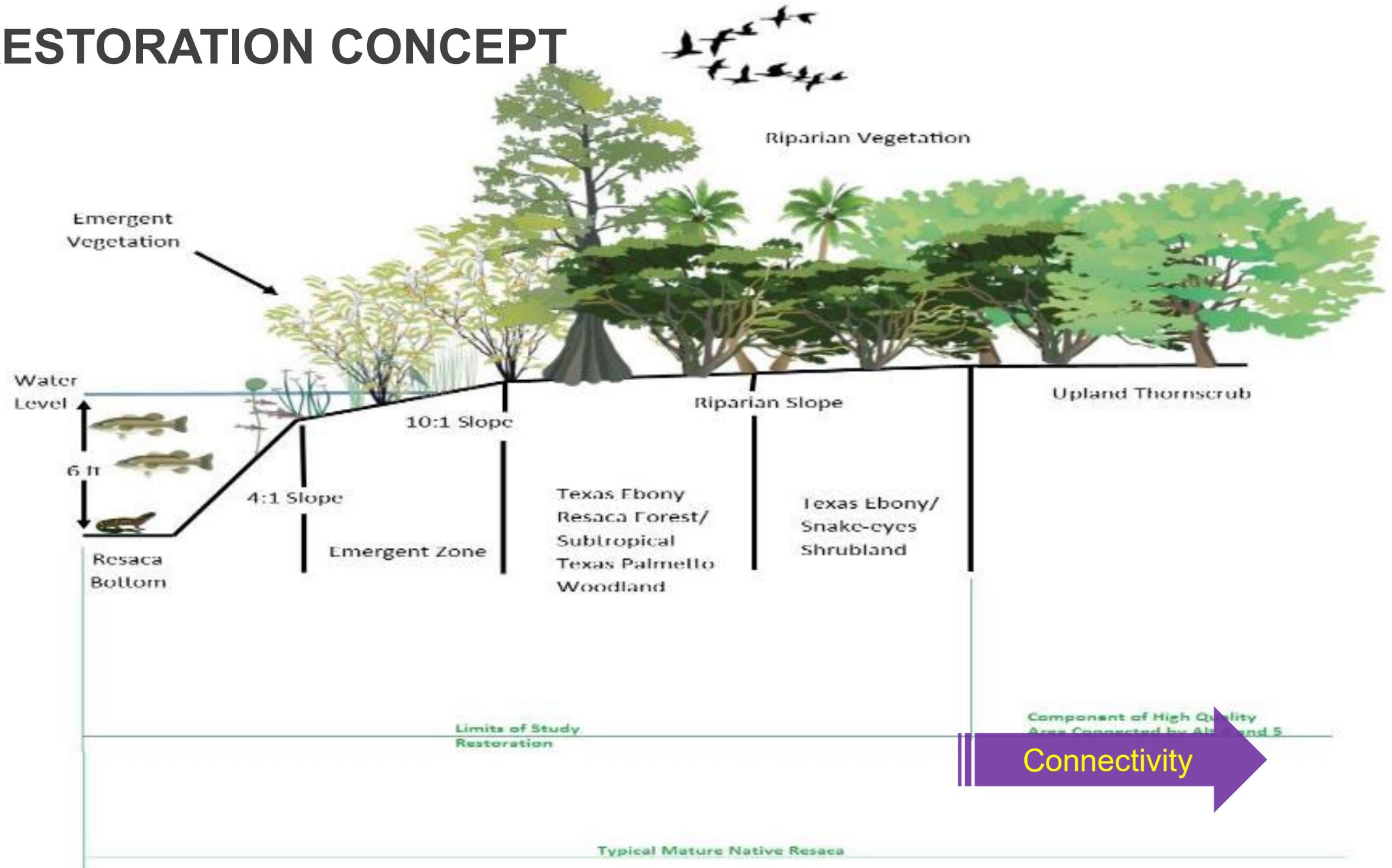
EIGHT MEASURES APPLIED



Eight measures were applied in the alternatives which would address either one or all identified problems. Measures have been used to restore similar habitat.

- Dredging and Excavation
- Riparian Soil Supplementation
- Riparian Planting
- Bank Slope Restoration
- Bank Stabilization
- Aquatic Planting
- Water Control
- Invasive Plant Management

RESTORATION CONCEPT





EVALUATION METHODOLOGY



The evaluation of alternatives involved two equally important and complementary assessments:

- 1) **Habitat restoration** and
- 2) **Connectivity restoration**: “Stepping Stone Strategy” was applied to assess the potential to restore connectivity:

- Along each of the three Resacas,
- Among the three Resacas, and
- Across the Resacas To the surrounding ecosystem.

There was an aquatic connectivity assessment and a terrestrial connectivity assessment based on professional opinion of the USACE and resource agency subject matter experts.



HABITAT RESTORATION MODEL



Ecological forecasts were developed from field investigations and was aided by a Resaca Reference Condition Model. The model was developed in cooperation with the USFWS, the TPWD, the National Parks Service, the Brownsville Public Utilities Board, and university biologists.

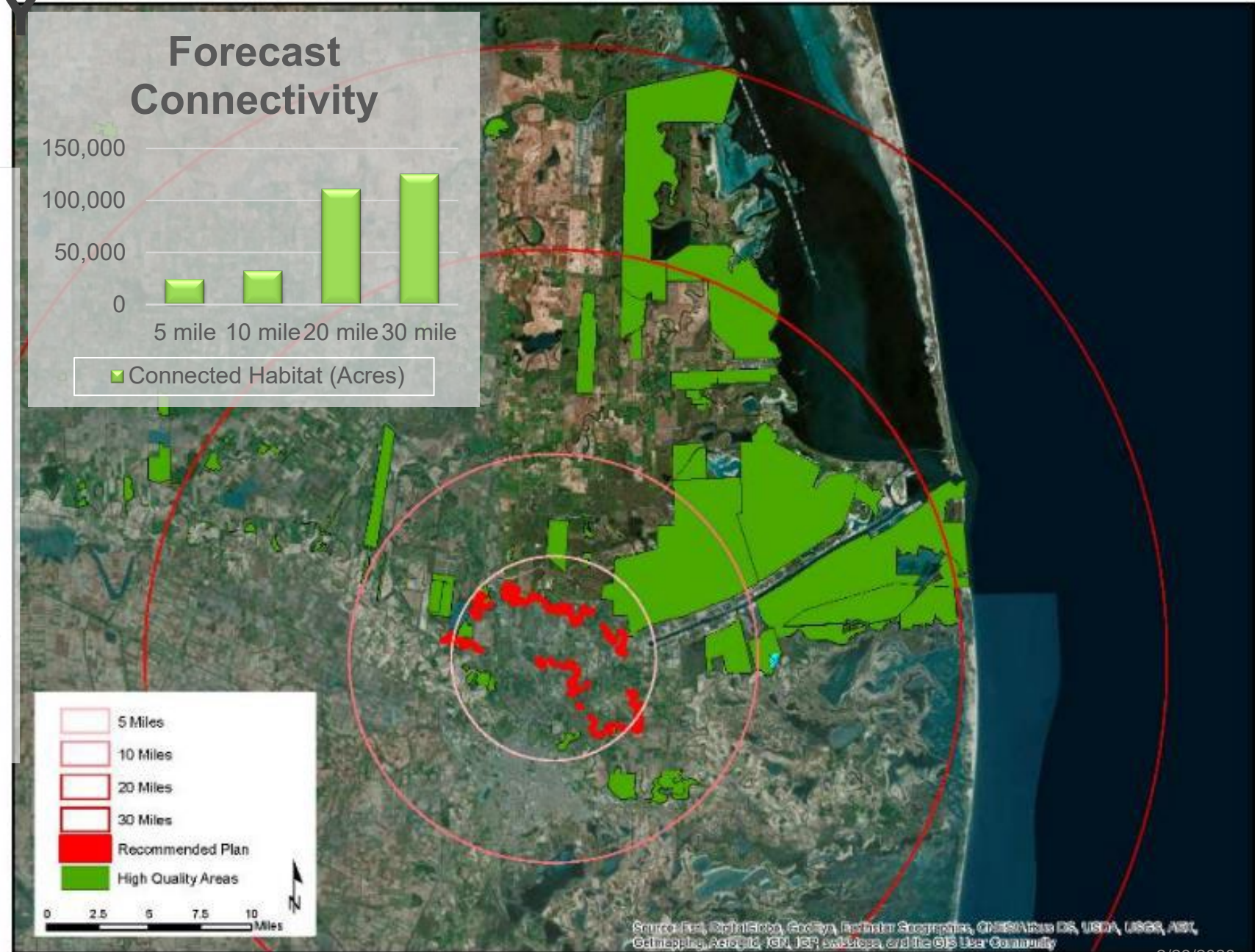
The ecological forecasts were evaluated using the USACE Institute of Water Resources (IWR) Planning Suite 2.0.6.1 tool (IWR Plan).



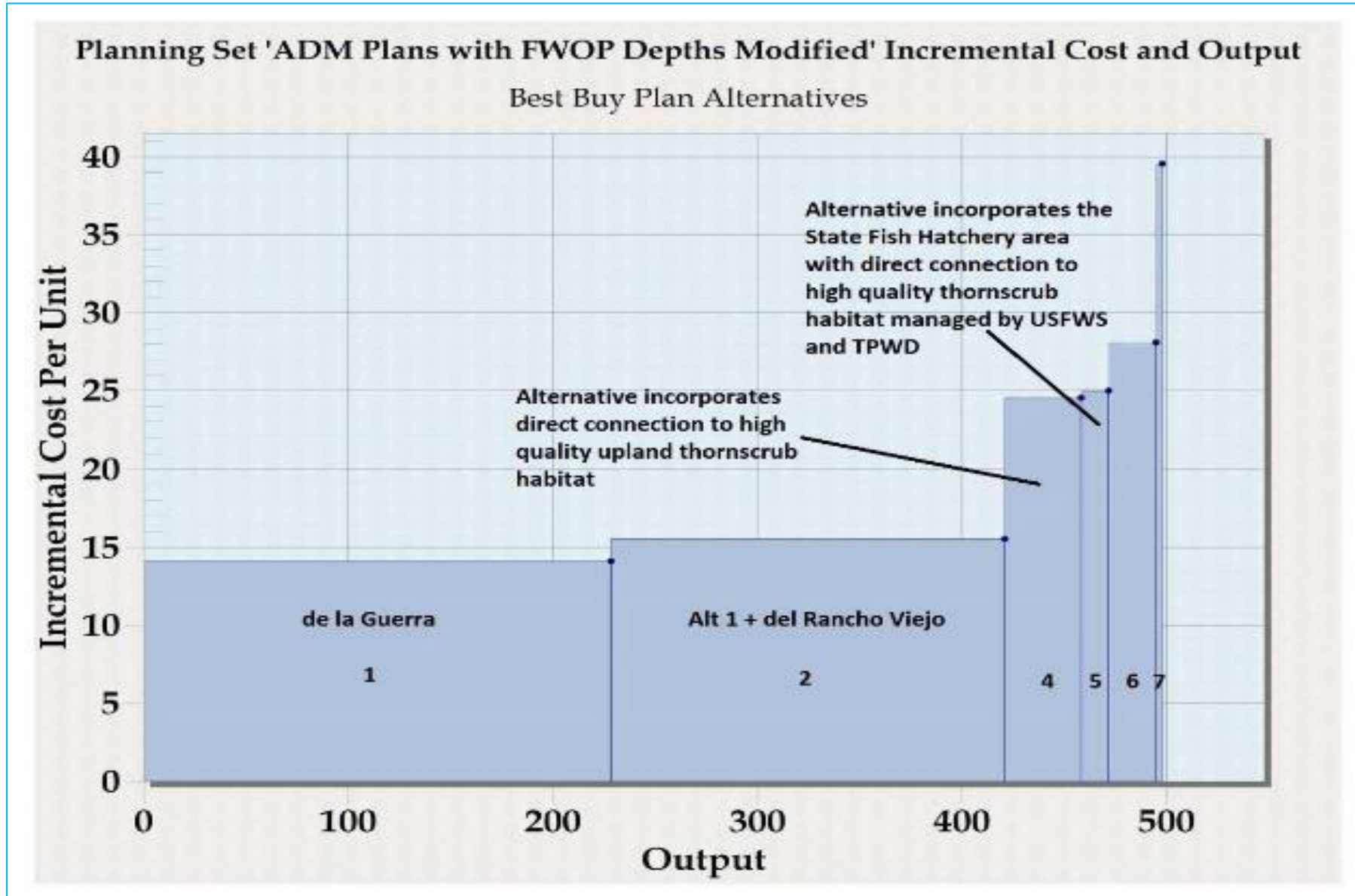


CONNECTIVITY

From USFWS: "The recovery plans for the ocelot and Gulf Coast jaguarondi, both endangered species, identify the importance of stepping stone habitats that serve as transportation corridors for dispersing animals. Although the study area would not serve as permanent habitat for these species, should the Service, TPWD, or other NGO restore cat habitat near the eastern and western city limits, the study area could provide a transportation corridor for dispersing cats to move east/west across the city."



SIX ALTERNATIVES - ICA



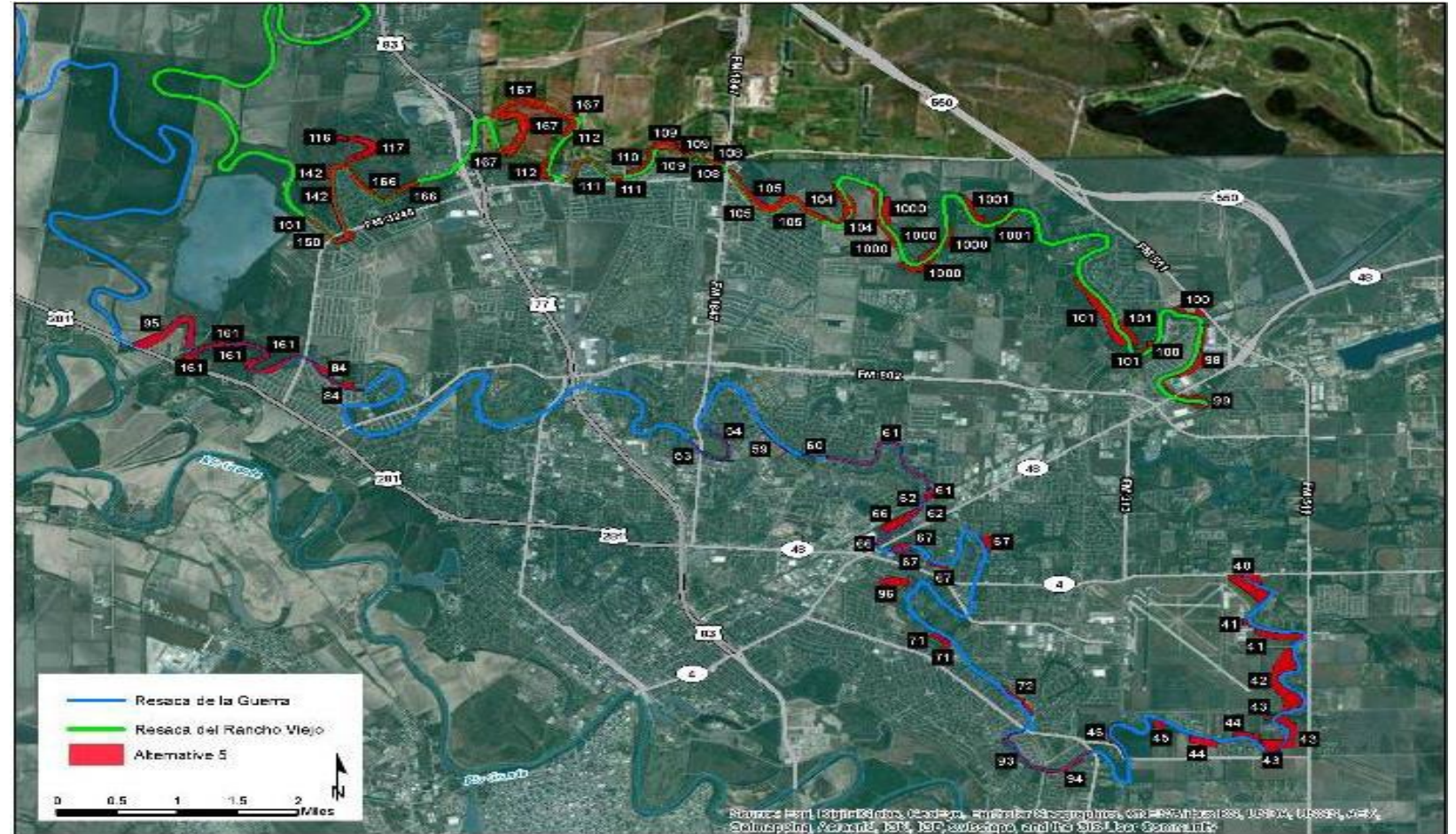


INCREMENTAL COST DATA

Cost and Benefit Category	Alternative					
	1	2	4	5	6	7
First Cost (\$1,000)	90,318	172,198	196,277	205,501	223,542	226,611
AAC (\$1,000)	3,273	6,232	7,103	7,428	8,050	8,157
Interest During Const (\$1,000)	652	1,258	1,444	1,515	1,654	1,678
OMRR&R (\$1,000)	248	506	573	593	618	624
Project Acres	448.7	826.2	884.2	914.5	963.0	968.6
FWP AAHU	393	762	815	846	883	888
FWOP AAHU	153	329	346	362	376	378
Net Benefit AAHU	240	433	470	483	507	510
Benefit/Acre AAHU	0.53	0.92	0.92	0.93	0.92	0.92
Incremental Benefit AAHU	240	193	37	13	23	3
AAC/AAHU (\$1,000)	13.6	14.4	15.1	15.4	15.9	16.0
Incremental AAC (\$1,000)	13.6	6.8	1.9	0.7	1.2	0.2
Incremental AAC/AAHU (\$1,000)	13.6	15.4	23.5	23.7	26.7	37.5
Total Cost./Acre (\$1,000)	201.28	208.42	221.93	224.71	232.13	233.96
AAC/Acre (\$1,000)	7.29	7.54	8.04	8.12	8.34	8.42

RECOMMENDED PLAN (NER PLAN)

Construction Year Start	Restoration Areas
2023	72, 93, 94
2024	149, 150, 151
2025	116, 117, 142
2026	166
2027	148, 167
2028	108, 109, 110, 111, 112
2029	104, 105
2030	98, 99, 100, 101, 1000, 1001
2031	161
2032	84
2033	75, 76, 95
2034	53, 54, 59, 60
2035	61
2036	62, 66, 67, 71, 96
2037	45, 46
2038	40, 41, 42, 43, 44



- 16-year construction schedule
- Restoration starts upstream and continues downstream for each construction group
- Average of \$17 M per year with an estimated TPC of \$272 mill



RECOMMENDED PLAN (NER PLAN)



The total restoration acreages of 845 acres in 44 “stepping stone” areas would consist of:

- 625 acres of terrestrial riparian habitat restoration,
- 220 acres of aquatic habitat restoration,
- 33 miles of shoreline aquatic planting.

The recommended plan lands:

- 763 acres of city and private lands;
- 28 acres of state TPWD lands, and
- 54 acres of federal USFWS lands.



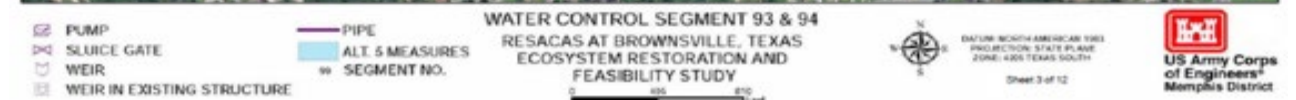
The USACE could not cost share in the implementation on the USFWS lands. That implementation would be further coordinated with the USFWS and the non-federal sponsor during the USACE PED phase.

CONTRACT 1 SEGMENTS 72, 93, 94

- Connection of 72 and 93 drainage under highway,
- Adding a pump at Resaca 72
- Improving the existing weir between Resacas 93 and 94,

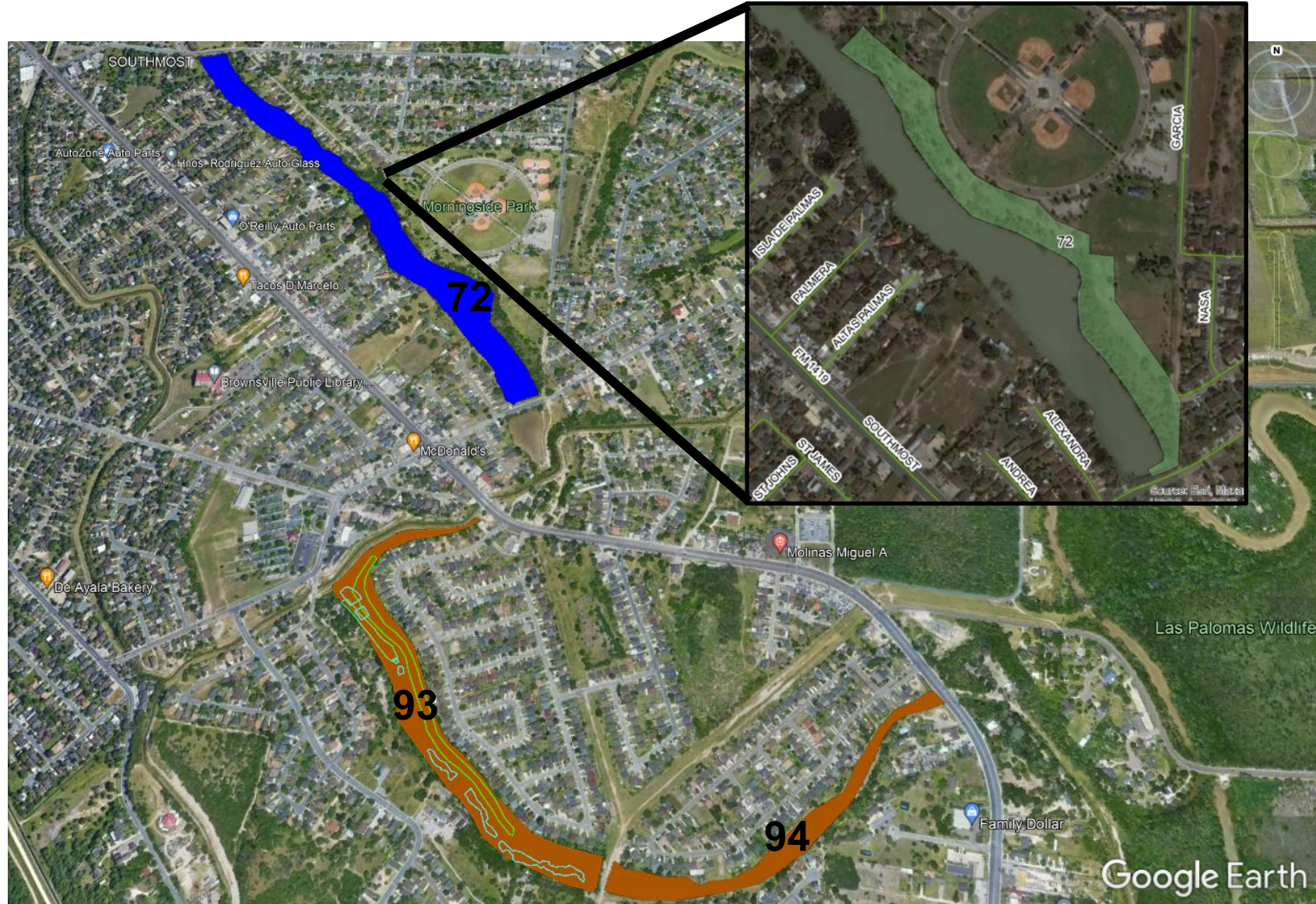


- Installing a weir in segment 94,
- Excavation & Scraping of the 93&94 in the “dry”
- Planting aquatic veg
- Invasive species removal





CONTRACT 1 SEGMENTS 72, 93, 94





CONTRACT 1 SEGMENTS 72, 93, 94





CONTRACT 1 SEGMENTS 72, 93, 94

53



JAGOU BRIDGE STILL STANDS

Soundness Is Tribute To Workmanship

BROWNSVILLE — A tribute to the skill and thoroughness of workmen of the last generation is contained in a brick bridge about a half mile off the Southmost Road on the property of L. A. Jagou, according to W. I. Gilam, well known Valley engineer.

The bridge stands as firm today as it did when constructed in 1893 although the need for it has long since passed, and its approaches are washed away.

The bridge crosses the Resaca de la Guerra, which borders the Jagou place. Mr. Jagou explained that formerly there was a nearly continuous flow of water through the resaca.

The bridge, he said, was built by his father to furnish an outlet for all ranchers living east of the resaca in what is now principally the El Jardin water district.

Several years ago the water was diverted through a drainage ditch, and the resaca is now dry.

A stone tablet in the side of the bridge indicates that it was built in 1893 by Francisco Pena. Ninety thousand brick, burned in a near-by kiln, went into the making of the bridge.

Publication from
Brownsville Herald dated:
May 9, 1939



CONTRACT 1 SEGMENTS 72, 93, 94

54



2/28/2023



CONTRACT 1 SCHEDULE

Milestone Detail	<div>▼</div> Current Date
Agreement Execution	26-Mar-2021
Draft Plans & Specs Complete	30-Sep-2022
Draft Plans & Specs Complete	22-Feb-2023
Plans & Specs Approval	18-Jan-2024

Construction is contingent upon appropriations being included in the FY23 Work Plan

2023								2024							
M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A
CW330	CT			CG- FY23 WPLAN											

Contract 2

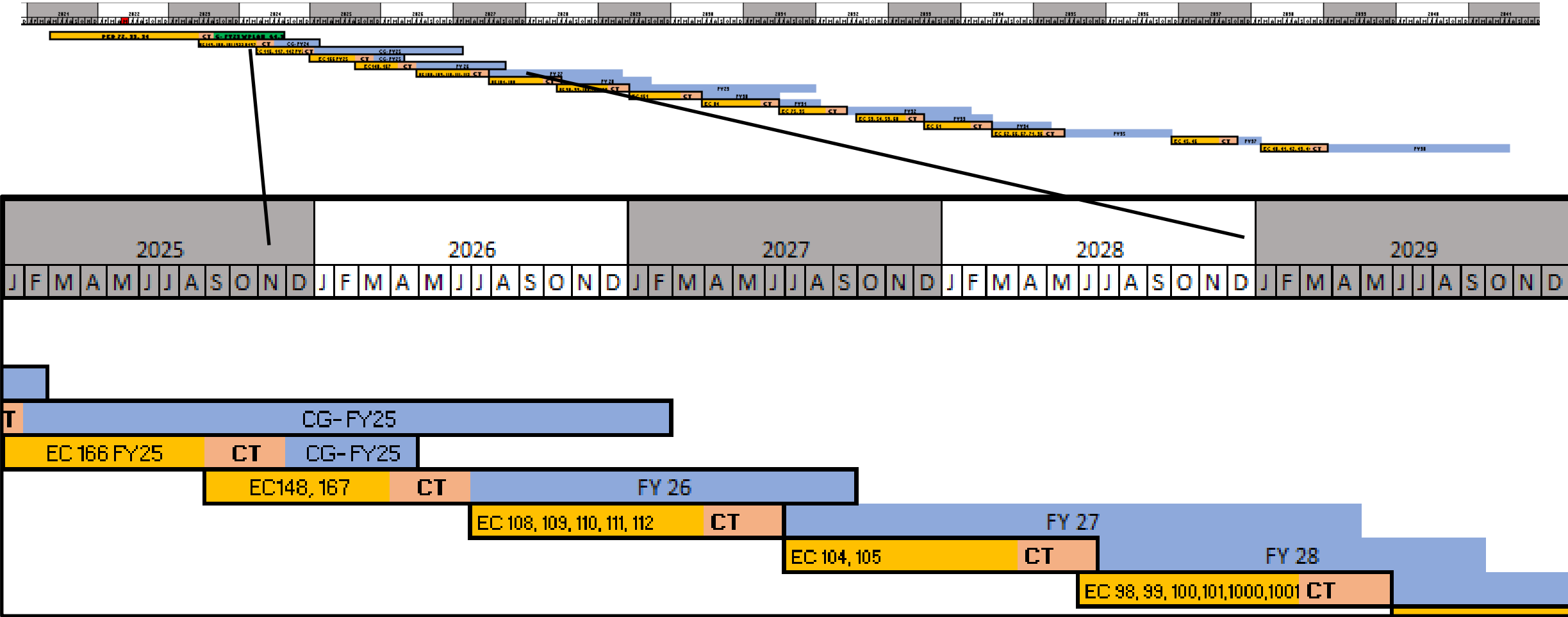
2023							2024														
J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	
CT		CG- FY23 WPLAN \$4.9M																			
EC 149, 150, 151 FY23 \$497k									CT		CG- FY24										



PROJECT DELIVERY

2023

2039





QUESTIONS



Reuben.Trevino2@usace.army.mil

Panel Discussion: Non-Federal Sponsors' Paths Taken to Reach Their Goals



Dan Koesema

Director, Channel & DMPA Development
Port of Corpus Christi Authority



Imelda Diaz

Director of Engineering
Harris County Flood Control District



Scott Elmer

Assistant Director of Operations
Harris County Flood Control District



Lori Brownell

Director, Channel Improvement
Port of Houston Authority



US Army Corps
of Engineers®



Partnering for a Sustainable Future

Keynote Speaker



Justin R. Ehrenwerth
President and CEO
The Water Institute of the Gulf



**US Army Corps
of Engineers®**



Partnering for a Sustainable Future

Summer 2023 Stakeholder Partnering Forum Theme

Nexus of Communities and Flood Risk Management



US Army Corps
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Partnering for a Sustainable Future

WINTER 2023 – INDUSTRY DAY

Liz Fiocchi
Interim Chief, Programs Management
Galveston District, U.S. Army Corps of Engineers
Date: 16 FEB 2023



US Army Corps
of Engineers®





GALVESTON DISTRICT CONSTRUCTION PROGRAM OUTLOOK



Regular Appropriation

FY22 Carry In	\$ 211,096,000
FY23 Pres Bud	\$ 157,263,000
FY23 Community Funded	\$ 258,062,000
TOTAL	\$ 626,421,000

FY24 – Budget to be released 9 March 2023

Bi-Partisan Infrastructure Law (BIL) *F.K.A. IIJA*

FY22 Approved	\$ 220,886,000
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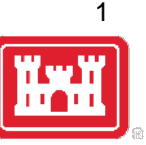
CONSTRUCTION PROJECTS



PROJECT	FUNDING	FY23 Carry-in	FY23 PBUD	FY23 NDAA	FY23 TOTAL	SCHEDULED PROCUREMENT
Freeport Harbor	Regular Construction	95,097,831	0	90,660,000	185,757,831	3 RD Q FY2023
Sabine Neches WW	Regular Construction	48,629,128	0	167,402,000	216,031,128	4 TH Q FY2023
Huston Ship Channel	BIL & Reg Construction	150,930,599	0	0	150,930,599	4 TH Q FY2023
Corpus Christie	Regular Construction	33,655,087	157,263,000	0	190,918,087	1 st Q FY2024
Brazos Island Harbor	BIL Construction	67,500,000	0	0	67,500,000	2 nd Q FY2024
Texas City I-Wall-FCCE	Supplemental BBA-18	25,297,849	0	0	25,297,849	2 nd Q FY2024
Galveston Entrance Channel	BIL Construction	10,871,000	0	0	10,871,000	3 rd Q FY2024
TOTAL		431,981,494	157,263,000	258,062,000	847,306,494	



HORIZONTAL CONSTRUCTION ACQUISITION UPDATE



ACQUISITION INFORMATION

- ☐ **Acquisition Title:** Indefinite Delivery Indefinite Quantity Multiple Award Task Order Contract for Horizontal Construction in support of USACE, SWG and SWD
- ☐ **Scope:** Civil works construction projects to include relevant horizontal projects for military and IIS programs
- ☐ **Contract Capacity:** \$7B across a target of 15 IDCs
- ☐ **Acquisition Strategy:** Unrestricted with a SB reserve
- ☐ **Period of Performance:** 8 years
- ☐ **Special Considerations:** Multiple task order types (FFP, FPEPA, FPIF, FPIS, IDaC), down select, on/off ramping

STATUS

- ☐ Issue Phase 1 Solicitation 21 Mar 22
- ☐ Issue Phase 2 (AM4) Solicitation 26 May 22
- ☐ Replace FPV02 UNRESTRICTED Seed with PAV04
- ☐ Phase 2 Proposals Received 20 Jan 23

UPCOMING MILESTONES

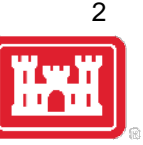
- ☐ Discussions - Feb
- ☐ Final Proposal Revisions - Mar

Activity	Date
Complete solicitation peer review*	Mar 2022 (A)
Issue advanced notice/ Advertise Phase 1 RFP	Feb 2022 (A) Mar 2022 (A)
Receive Phase 1 proposals	Apr 2022 (A)
Phase 1 SSEB Complete	May 2022 (A)
SSDD/Establish competitive range	May 2022 (A)
Issue Phase 2 RFP (amendment)	May 2022 (A)
Receive Phase 2 proposals	Jan 2023 (A)
Complete selection	Apr 2023
Complete contract peer review*	May 2023
Award IDCs	Jun 2023

**Reviews in accordance with the USACE Acquisition Instruction (UAI)*



ARCHITECT-ENGINEER ACQUISITION UPDATE



ACQUISITION INFORMATION

- ☐ **Acquisition Title:** A-E Services for Planning, Engineering, and Engr during Construction in Support of the USACE, Galveston District and Southwestern Division
- ☐ **Scope:** Civil works related engineering areas, to include horizontal engineering in support of other programs
- ☐ **Contract Capacity:** \$775M
- ☐ **Acquisition Strategy:** Multiple Award Task Order Contract (MATOC) w/ shared capacity
- ☐ **Period of Performance:** >5 years
- ☐ **Special Considerations (subject to approval of acquisition plan):** Multiple task order types (FFP, CPAF, CPFF, T&M, LH), on/off ramping, and transfer of capacity outside the region

STATUS

- ☐ SCO Approval - 31 Jan
- ☐ *Will rely on existing regional capacity to fulfill short term needs*

UPCOMING MILESTONES

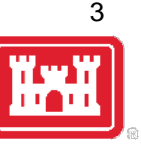
- ☐ Draft Synopsis for Industry Comment
- ☐ DASA(P) approval

Activity	Date
Approval of Senior Contract Official (SCO)*	Jan 2023
Issue draft synopsis for industry review	Feb 2023
Review and approval of DASA(P)*	Mar 2023
Complete solicitation peer review*	Apr 2023
Issue synopsis and conduct pre-proposal conference	Apr 2023
Receive SF330s (45 days)	May 2023
Complete A-E selection	Jun 2023
Complete negotiations	Aug 2023
Complete contract peer review*	Sep 2023
Award IDCs	Sep 2023

**Reviews in accordance with the USACE Acquisition Instruction (UAI)*



FUTURE INDUSTRY ENGAGEMENT



\$7B Horizontal Construction MATOC

- Phase Two Proposals received 20 Jan 2023
- Award Announcement – June 2023

\$775M Architect-Engineer Services Draft Synopsis

- Draft Synopsis – February
- Final Synopsis & Pre-proposal Conference – April

Orange Early Contractor Involvement Draft Solicitation

- SAM.gov post – 10 Feb – 10 Mar
- Draft “upfront” Solicitation - TBD

GALVESTON INDUSTRY DAY

David M. Curry
Regional Chief of Contracting, SWD
15 February 2023



READY / RESPONSIVE / RELEVANT





AGENDA



- **Information Security (INFOSEC)**
 - Key Terms
 - History of INFOSEC/ Cybersecurity
 - Section 889
 - Controlled Unclassified Information (CUI)
 - National Institute of Standards & Technology (NIST) Scores
 - Cybersecurity Maturity Model Certification (CMMC)
- **Partnering with Industry**
- **Questions/Discussion**

INFORMATION SECURITY



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KEY TERMS



- **NIST** = National Institute of Standards and Technology
- **SPRS** = Supplier Performance Risk System
- **PIEE** = Procurement Integrated Enterprise Environment
- **CUI** = Controlled Unclassified Information
- **CTI** = Controlled Technical Information (a subset of CUI)
- **CMMC** = Cybersecurity Maturity Model Certification
- **FOUO** = For Official Use Only



WHY NOW?

1990s



Intelligence Orgs = 17



Today



SWD Contractors = 1800



WHY NOW?

1990s



Intel



Today



SWD Contractors = 1800



WHY NOW?

1990s



Intelligence Orgs = 17



Today



SWD Contractors = 1800



WHY NOW?

1990s



Intelligence Orgs = 17



Today



SWD Contractors = 1800



I WANT YOU



To Protect Our Info!



HISTORY OF INFOSEC/ CYBERSECURITY



27 MAY 09 – POTUS memo calling for examination of CUI and Interagency Task Force

04 NOV 10 – POTUS issues Executive Order 13556 Controlled Unclassified Information (CUI)

18 NOV 13 – Final rule passed, NIST SP 800-53, Unclassified Controlled Technical Information

01 AUG 15 – DoD publishes guidance on DFARS Clause 252.204-7012 - Safeguarding Unclassified CTI

26 AUG 15 – Interim rule passed, NIST SP 800-171, Covered Defense Information

30 DEC 15 – Interim rule passes, NIST SP 800-171, Operationally Critical Support

14 SEP 16 – 32 CFR Part 2002 introduces the first legal framework for CUI

21 OCT 16 – Final rule passed, NIST SP 800-171

30 OCT 16 – DFARS 252.204-7012 goes into effect

15 NOV 18 – DoD Memo on implementing CUI

06 MAR 20 – DoD Instruction 5200.48 Established DoD CUI Policy

30 NOV 20 – DFARS interim rule goes into effect requiring NIST score in SPRS to receive awards

04 DEC 20 – Director of National Intelligence requests POTUS kill CUI and EO 13556

31 DEC 20 – Deadline for agencies to issue CUI implementation guidance

01 OCT 25 – CMMC goes into full effect, no award without at least Level 1 certification



RECENT INFOSEC CHANGES / CHALLENGES



OCT '16

DFARS
Controlled
Unclassified
Info. (CUI)
Clause



DFARS 252.204-7012, Contractors must comply with CUI marking, safeguarding, reporting

SEP '19

FY19 NDAA
Section
889a



No purchases from 5 Chinese firms

SEP '20

**FY19 NDAA
Section
889b**



No tech anywhere in supply chain from 5 Chinese firms

NOV '20

National Institute of Standards and Technology (NIST) Self Evaluation Scores Req'd



Mandatory NIST scores or no contract awards, and protection of all CUI.

OCT '25

Cybersecurity Maturity Model Certification (CMMC 2.0)



Mandatory CMMC certification for all contractors, Levels 1 to 3



CONTROLLED UNCLASSIFIED INFORMATION (CUI)



- Intent: CUI to replace For Official Use Only (FOUO) with streamlined framework.
- Result: CUI is MORE complex than FOUO.
- CUI clause requirements fall into 3 lines of effort:
 - 1) Marking**
 - 2) Safeguarding**
 - 3) Reporting**
- DoD Cyber Crime Center = central node to report incidents.
- Contractors **REQUIRED** to submit cyber incidents to DoD.
- Site for reporting: <https://dibnet.dod.mil>
- Can also report anomalous cyber activity 24/7 to: report@cisa.gov or (888) 282-0870

Cyber Reports

Report a Cyber Incident

A Medium Assurance Certificate is required to report a Cyber Incident, applying to the DIB CS Program is not a prerequisite to report.

DFARS 252.204-7012 Safeguarding Covered Defense Information and Cyber Incident Reporting

DFARS 252.239-7010 Cloud Computing Services

FAR 52.204-23 Prohibition on Contracting for Hardware, Software, and Services Developed or Provided by Kaspersky Lab and Other Covered Entities

FAR 52.204-25 Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment

Need Assistance?

Contact DoD Cyber Crime Center (DC3)

📧 DC3.DCISE@us.af.mil

📞 Hotline: (410) 981-0104

📞 Toll Free: (877) 838-2174



NDAA “SECTION 889”



- 2-part initiative directly related to **5 bad actor Chinese firms** and their products.
- 2019 – Part 1 prohibited contract award to 5 Chinese firms.
- 2020 – Part 2 requires Contractors to certify cyber hygiene for company & their entire supply chain.

SEP ‘19

FY19 NDAA
Section
889a



No purchases
from 5
Chinese firms

SEP ‘20

FY19 NDAA
Section
889b



No tech
anywhere in
supply chain
from 5 Chinese
firms



NATIONAL INSTITUTE OF STANDARDS & TECHNOLOGY (NIST) SCORES



SPRS

Guiding the DoD in Responsible Acquisition Decisions

[Login/Register
\(via PIEE\)](#)[NIST SP 800-171
Vendor Help posting
Basic Assessments](#)[F
A
Q](#)[NIST SP 800-171
Information](#)[Vendor Threat
Mitigation](#)[Enhanced Vendor
Profile](#)[SPRS Reports ▾](#)

SPRS 3.3 OVERVIEW TRAINING



This newly updated SPRS Overview Training video provides instructions and step-by-step procedures for the SPRS Application functionality. This training is suitable for both government employees and suppliers/vendors. It describes procedures for gaining access to SPRS, obtaining reports, challenging data, locating important resources, providing feedback, and much more.

[Instructor Led](#)[Automated Learning](#)[Print Presentation](#)[Transcript](#)



NIST SCORES STORED IN PIEE/SPRS



Detail View:

Clear All Filters Refresh Criteria Search																							
DFARS 252.204-7012 Compliance	...	Most Recent Assessment	...	Assessment Score	...	Confidence Level	...	Standard used to Assess	...	Assessing CAGE or DoDAAC	...	Assessment Scope	...	Included CAGEs/entities	...	Plan of Action Completion Date	...	System Security Plan Assessed	...	System Security Plan Version/Revision	...	System Security Plan Date	...
N/A		10/27/2021		110		BASIC		NIST SP 800-171		N/A		ENTERPRISE					N/A	NIST 800-171 Project Spectrum				10/27/2021	
1 20 items per page 1 - 1 of 1 items																							

**PIEE'S Supplier Performance Risk System (SPRS)
IS WHERE YOUR NIST ASSESSMENT IS COMPLETED**



CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)



OVERVIEW OF THE CMMC PROGRAM

The Cybersecurity Maturity Model Certification (CMMC) program enhances cyber protection standards for companies in the DIB. It is designed to protect sensitive unclassified information that is shared by the Department with its contractors and subcontractors. The program incorporates a set of cybersecurity requirements into acquisition programs and provides the Department increased assurance that contractors and subcontractors are meeting these requirements.

The framework has three key features:

- **Tiered Model:** CMMC requires that companies entrusted with national security information implement cybersecurity standards at progressively advanced levels, depending on the type and sensitivity of the information. The program also sets forward the process for information flow down to subcontractors.
- **Assessment Requirement:** CMMC assessments allow the Department to verify the implementation of clear cybersecurity standards.
- **Implementation through Contracts:** Once CMMC is fully implemented, certain DoD contractors that handle sensitive unclassified DoD information will be required to achieve a particular CMMC level as a condition of contract award.



CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)



THE EVOLUTION TO CMMC 2.0

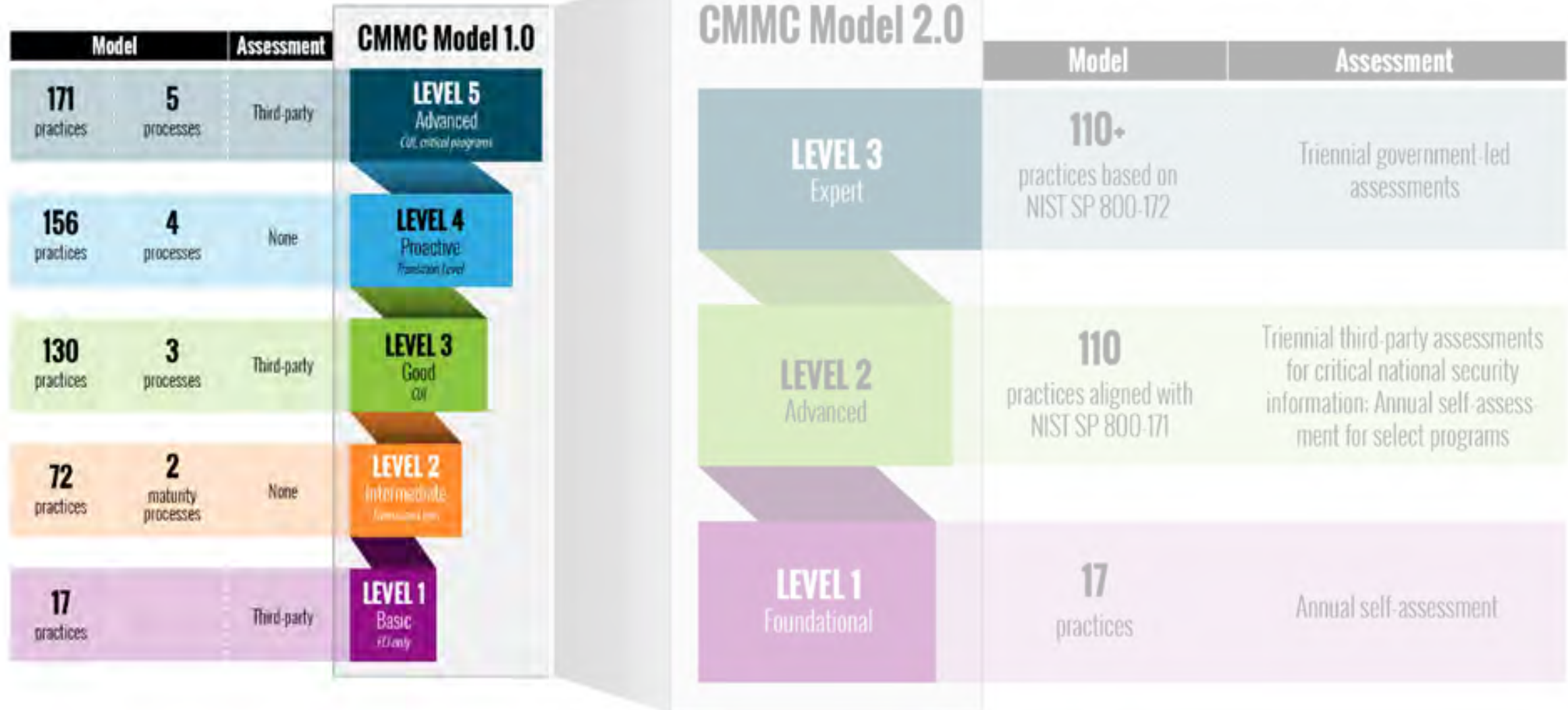
- SEP 20 – DoD published DFARS Interim Rule for CMMC program.
- NOV 20 – Interim rule effective; established 5yr phase-in plan.
- MAR 21 – 850 public comments received on Interim DFARS rule; internal review.
- NOV 21 – CMMC 2.0 updated program structure designed.

primary goals of the internal review:

- Safeguard sensitive information to enable and protect the warfighter
- Dynamically enhance DIB cybersecurity to meet evolving threats
- Ensure accountability while minimizing barriers to compliance with DoD requirements
- Contribute towards instilling a collaborative culture of cybersecurity and cyber resilience
- Maintain public trust through high professional and ethical standards

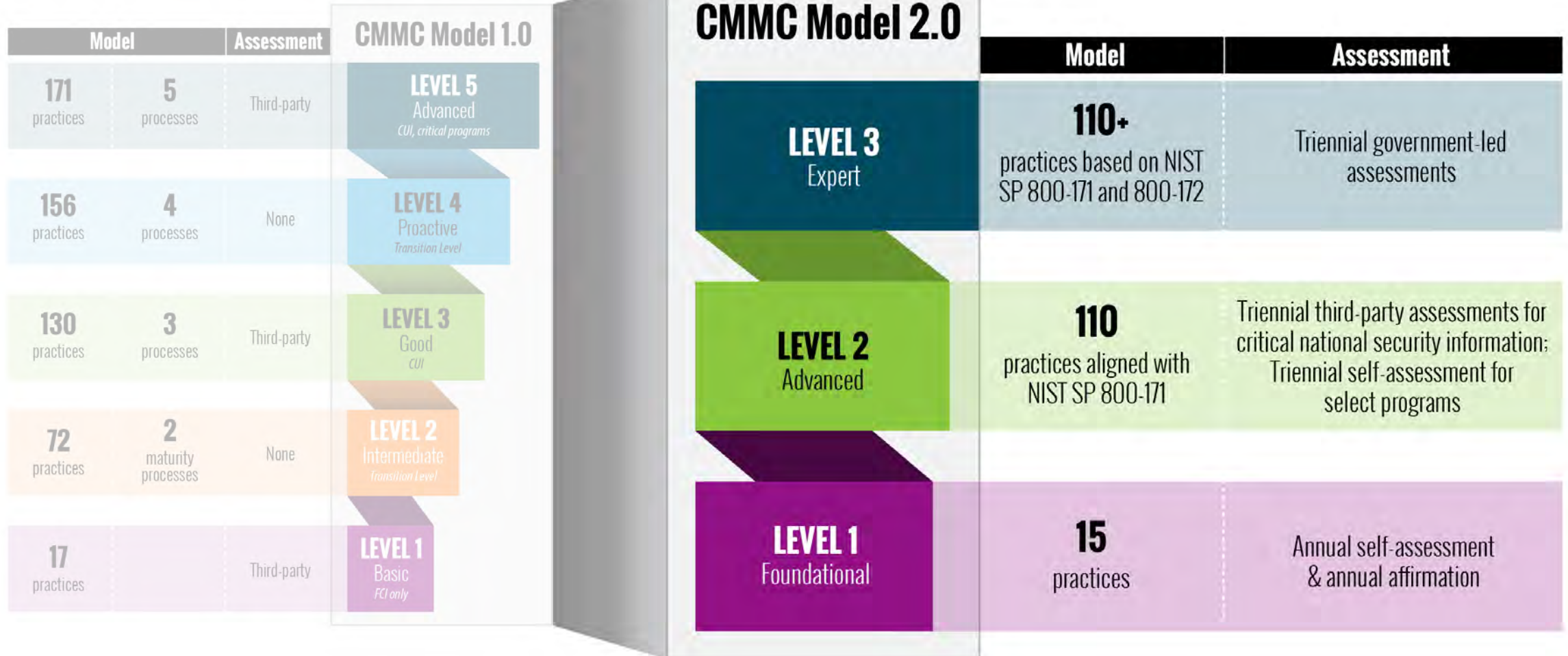


CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)





CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)





CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)



CMMC 2.0 Assessments

CMMC Level 1 (Foundational) will require DIB company self-assessments

CMMC Level 2 (Advanced) may require third-party or self-assessments, depending on the type of information

- **Requires third-party assessments for prioritized acquisitions:** Companies will be responsible for obtaining an assessment and certification prior to contract award
- **Requires self-assessments for other non-prioritized acquisitions:** Companies will complete and report a CMMC Level 2 self-assessment and submit senior official affirmations to SPRS

CMMC Level 3 (Expert) will be assessed by government officials



INFOSEC/ CYBERSECURITY CONSIDERATIONS




- USACE still working through CUI/NIST/CMMC implementation.
- Successful implementation of both parts of Section 889.
- Contractor compliance with CUI marking/safeguarding/reporting increasing.
- Thus far in full compliance with NIST Scores.
- Partnering with Small Business team to inform/train Defense Industrial Base.
- Goal is increased communications with industry; permanent change.
- Monitor CMMC changes and updates as implementation date nears.
- Ongoing conversation to keep our industry partners aligned/informed.
- **Next step for your company? Get smart on NIST scores, CUI and CMMC.**




WWW.DODCUI.MIL







DoD CUI PROGRAM




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Policy




Training



Desktop Aids



DoD CUI Registry



What's new?

PARTNERING WITH INDUSTRY



BUILDING STRONG®

PARTNERING = ENDURING EXCELLENCE



“Committed to working together with partners to accomplish the mission and build enduring relationships through trust, transparency, and shared values.”

Lt. Gen Scott Spellmon

PARTNERING = ENDURING EXCELLENCE

- USACE recently released EP 34-1-1: Construction Project Partnering Playbook
- “Partnering” is a **HOT** topic across USACE for several years now
- More than just construction. More than just industry. Touches our entire portfolio.

Building the Foundation



The Command Partnering Philosophy Policy Notice was issued in October of 2021 and provides foundational concepts and principles for all levels of the organization.

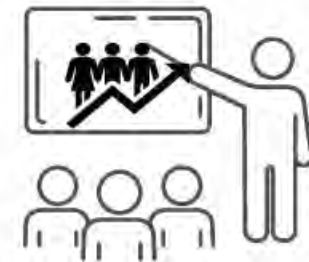
Setting the Standard



Published in April of 2022, this playbook was developed in coordination with our industry partners and provides guidance, best practices, scalable tools to implement partnering on all USACE construction projects throughout the delivery life cycle.

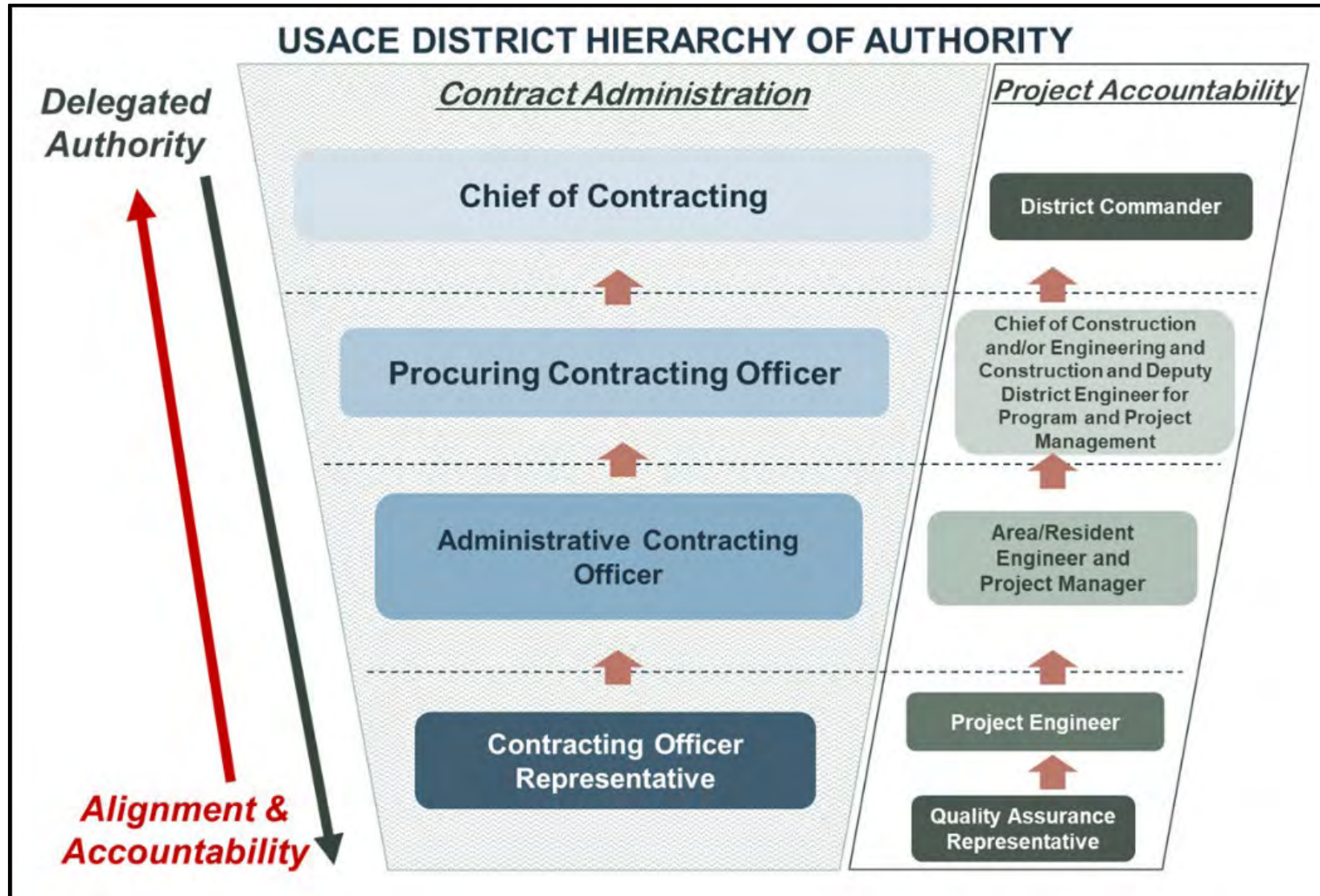


Fostering Enduring Excellence

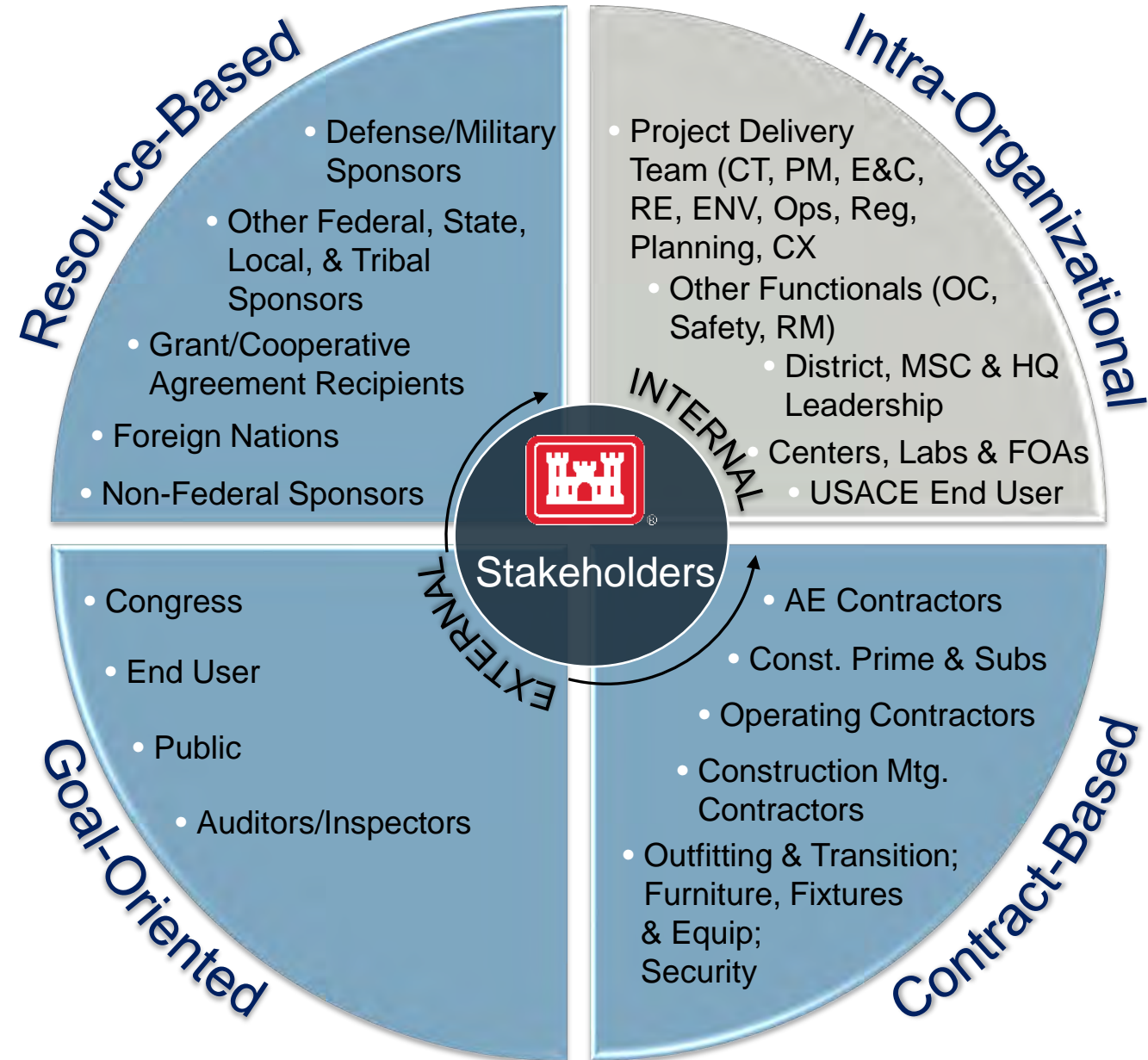


As a final step, we must ensure the behaviors, standards, and practices detailed in the Command Partnering Philosophy and the Playbook are sustained and promulgated over time. This will require training and mentoring and codification of Playbook standards into mission, program, and function-specific policy and guidance.

EVERY PERSON AT EVERY LEVEL



UNIVERSE OF PARTNERING



WHY IS PARTNERING IMPORTANT?



Command Focus

The Chief of Engineers established partnerships as one of his four Command Priorities and it is also a dedicated line of effort within the USACE Strategic Campaign Plan.



Synchronizes Missions

All stakeholders are committed to working together toward a common vision and set of goals leading to the effective use of resources and reduced conflict.



Increased Safety

When successful partnering is implemented, there is an increase in work safety resulting in fewer lost-time accidents.



Finish Tasks On Time and Within Budget

Partnering mitigates conflict and supports a more collaborative work environment that has been proven to finish work on time and within budget.

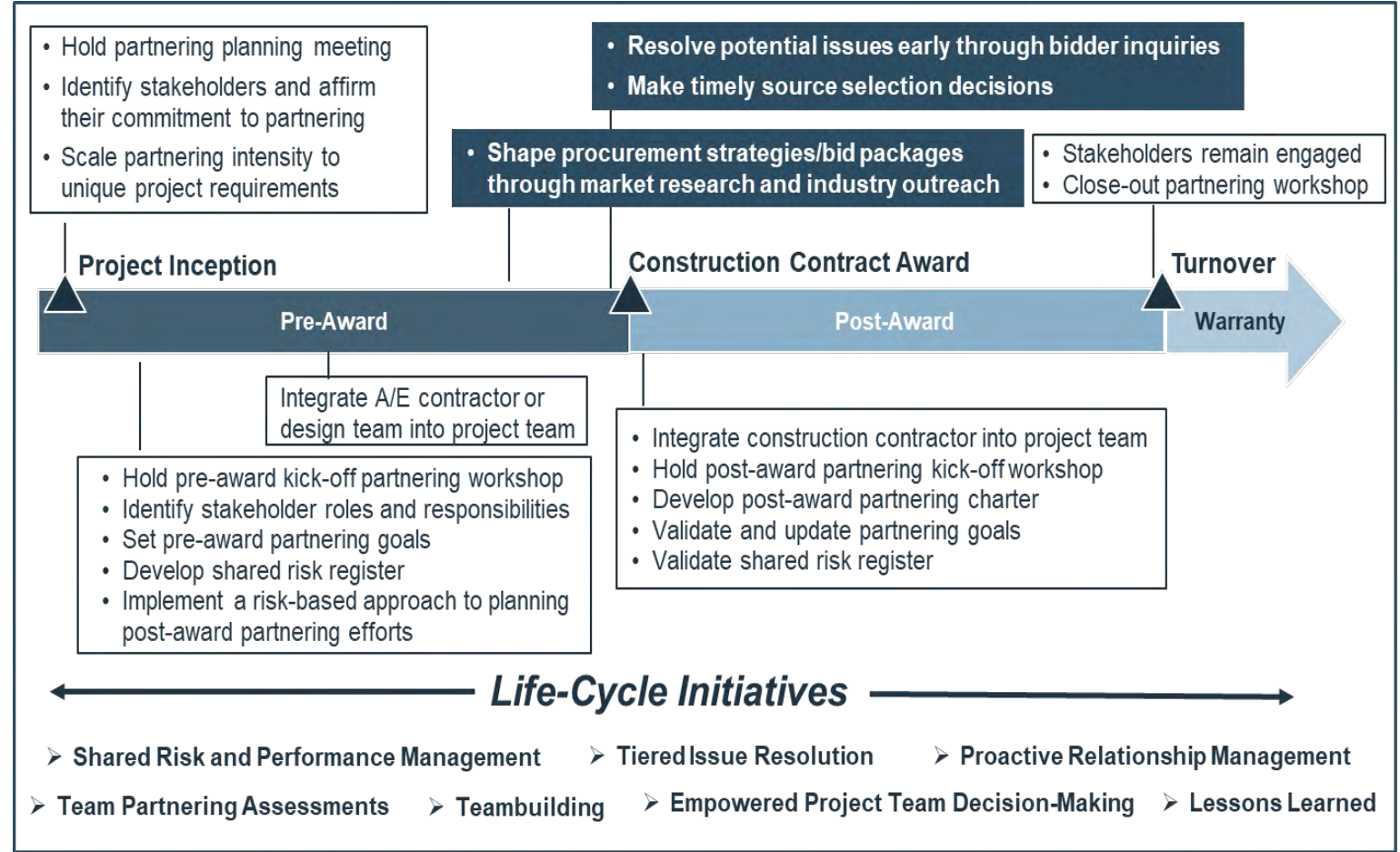
-
- Why now? Inflation, growing mission, challenging projects, NDAA scrutiny.
 - Chief wants **ALL** of us to be transparent and “open the castle” to industry.
 - This is atypical for us and CHANGE takes time but we’re committed to success.



PROJECT PARTNERING STANDARDS



- ➔ Partnering is an ongoing activity that begins at project inception and continues throughout delivery
- ➔ Partnering efforts should be scaled to meet the unique needs and associated risks of each project
- ➔ Partnering workshops should occur at the onset of key phases of delivery (e.g., initial planning, design, and construction contract award)



REINFORCING EFFECTIVE PARTNERING **PRACTICES**





MUTUAL **GOALS** FOR SUCCESS



Discretionary

Project-Specific

- ✓ Timely source-selection decisions
- ✓ Timely resolution of issues
 - ✓ Teamwork
- ✓ Partnering maintenance
 - ✓ Having fun
 - ✓ Job satisfaction
- ✓ Value engineering



Mandatory

Foundational

- ✓ Meet contractual obligations
- ✓ Deliver the project safely
- ✓ Assure and control quality
 - ✓ Stay on budget
 - ✓ Deliver on time
- ✓ Maintain strong relationships
- ✓ Engage in open & honest communications

WINNING PARTNERSHIPS



“We must always strive to maximize partnering outcomes to enable the safe delivery of quality projects that are on time and within budget.”

- Lt. Gen Scott Spellmon

CLOSING / Q&A

david.m.curry@usace.army.mil



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BACKUP SLIDES



BUILDING STRONG®



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DoD CUI PROGRAM

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CONTROLLED
UNCLASSIFIED
INFORMATION

Desktop Aids

NEW! Updated March 21, 2022 DoD CUI Marking Aid

NEW! Updated December 28, 2021 CUI Limited Dissemination Controls

CUI Quick Reference Guide Trifold

CUI Cover Sheet (SF901-18a)

Trigraph Country Codes (as of GENC Standard, Edition 2.0)



NATIONAL INSTITUTE OF STANDARDS & TECHNOLOGY (NIST) SCORES



Reference Materials



NIST SP 800-171
Quick Entry Guide



NIST SP 800-171
Frequently Asked Questions



Watch Tutorial

This tutorial goes over entering and editing the National Institute of Standards and Technology (NIST) Special Publication (SP) 800-171 Assessment records within SPRS.

[View or Print PowerPoint](#) [Transcript](#)



[SPRS Access for New User
with a PIEE account](#)



[SPRS Access for New User
without a PIEE account](#)



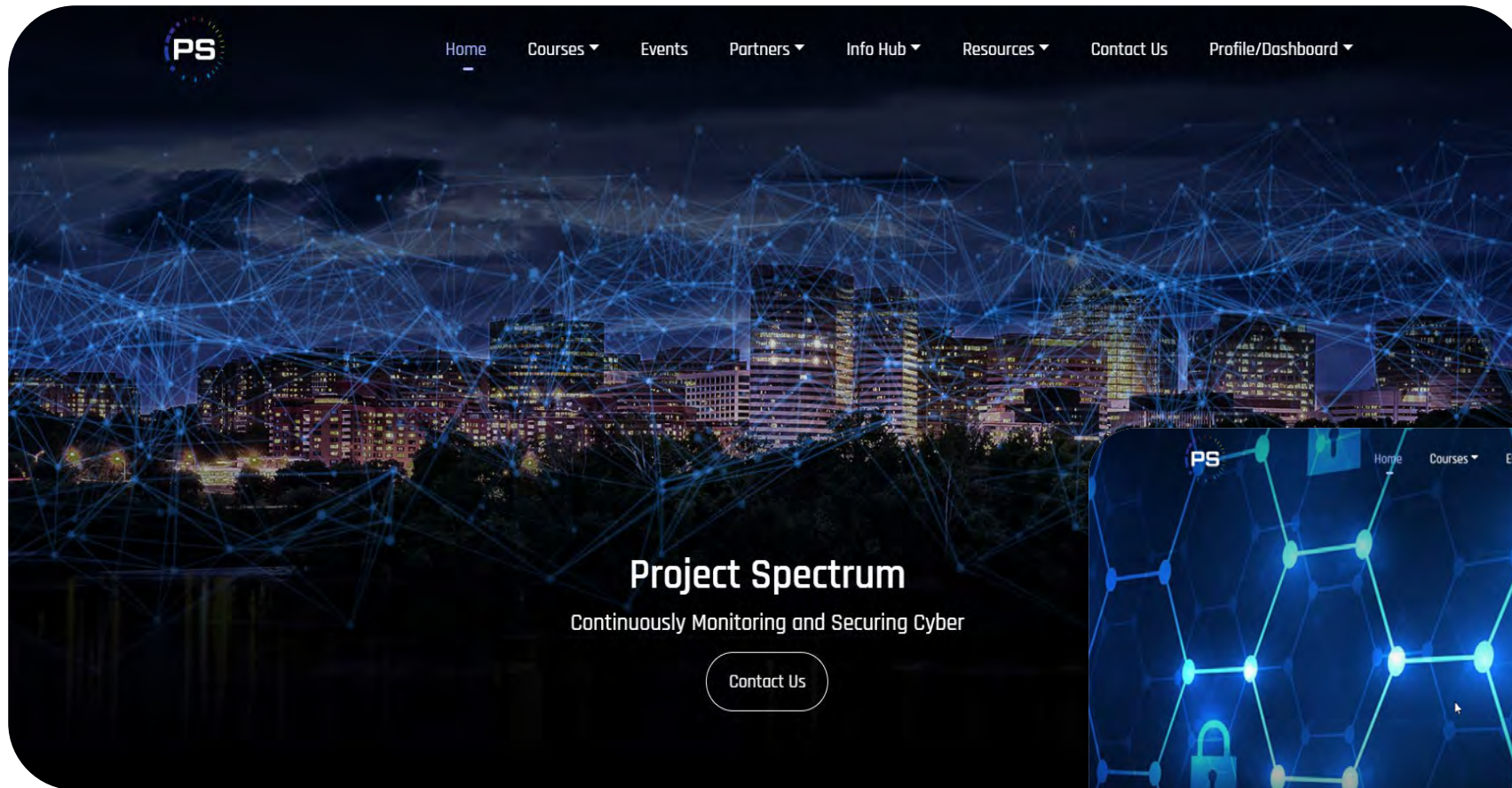
Watch Tutorial

This tutorial describes viewing National Institute of Standards and Technology (NIST) Special Publication (SP) 800-171.

[View or Print PowerPoint](#) [Transcript](#)



CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)





[HTTPS://DODCIO.DEFENSE.GOV/CMMC/](https://dodcio.defense.gov/CMMC/)



CMMC 2.0 LAUNCHED



Senior Department leaders announce the strategic direction and goals of CMMC 2.0

[LEARN MORE](#)

CMMC 2.0 PROGRAM



What you need to know about the program and what's changed from CMMC 1.0

[LEARN MORE](#)

5 STEPS TO CYBERSECURITY



Actions your company can take today to protect against cyber threats

[LEARN MORE](#)



U.S. Small Business
Administration

Legislative & Regulatory Update

For Small Business Government Contracting
Programs

By: Ms. Nijua Heard

February 15, 2023

Nijua Heard

Procurement Center Representative

Houston, Texas



Executive Action

OMB Memo on Increasing SDB Dollars

M-23-01, Increasing the Share of Contracting Dollars Awarded to Small Disadvantaged Businesses (Oct. 4, 2022)

- Raises the governmentwide goal for Small Disadvantaged Business spending to 12% for FY23
 - SBA negotiates goals with 24 CFO Act agencies
- Build diversity and resilience of the Federal supplier base
- Lower barriers to entry and create opportunities for SDBs, WOSBs, SDVOSBs, and HUBZone businesses

Recent SBA Regulatory Action

SBA Interim Final Rule: Inflation Adjustment for Size Standards, ED thresholds **87 FR 69118 (Nov. 17, 2022)**

- Adds 13% increase to revenue-based size standards
- Adjusts economic disadvantage thresholds and other thresholds
 - Net worth from \$750,000 to \$850,000
 - AGI from \$350,000 to \$400,000
 - Total assets from \$6 mil to \$6.5 mil
 - Dollar limit for combined 8(a) contracts from \$100 mil to \$168,500,000

SBA Final Rule: Adoption of 2022 NAICS for Size Standards

[87 FR 59240](#) (Sept. 29, 2022)

- Reorganized SBA's size standard table for OMB's new NAICS revision.
- New NAICS codes were effective in January.
- The NAICS 2022 revision creates 111 new industries.
- Effective October 1, 2022.
- SBA also updated the WOSB Program NAICS codes in [87 FR 69060](#).

SBA Final Rule: Manufacturing and Employee-Based Size Standards

[FR](#) (Feb. 15, 2023)

- Reviewed 432 employee-based size standards
 - Increases 150 size standards
 - 120 of the increases are in manufacturing industries
 - Retains 282 size standards
- Retain the 500-employee size standard for the nonmanufacturer rule
- Adds 250 small businesses

Final Rule: Veteran-Owned, Service-Disabled Veteran-Owned Certification

87 FR 73400 (Nov. 29, 2022)

- Governmentwide certification program for SDVOSBs
- Effective Jan. 1, 2023, self-certified SDVOSBs have one year to apply to SBA for certification
 - Existing VA-certified VOSB and SDVOSB stay certified
 - VA certifications are extended by 1 year
- Certification is required for set-aside or sole source SDVO or VOSB contracts
 - To get certified, must be small for a NAICS code on SAM profile
 - Unconditionally owned by veteran—but reasonable right of first refusal OK
 - Control—no outside obligations that prevent veteran from devoting time/attention
- No changes on self-certification for subcontracting or prime credit—potential separate rulemaking upcoming

SBA Final Rule: Past Performance Ratings for JV members and Subcontractors

87 FR 43731 (July 22, 2022)

- Small business can use past performance from a joint venture, provided it worked on the joint venture's contracts
- Small business can use past performance from a first-tier subcontract to go after a prime contract
 - Subcontracting plans will direct primes to provide a rating to the small business within 15 days
 - The small business must make the request to the prime contractors no later than 30 days after the end of the period of performance of the contract with the government.

PR: Ownership/Control and Contract Assistance for 8(a) (cont.)

87 FR 55642

- 8(a) on unrestricted multiple-award contracts or FSS
 - Must be offered and accepted by SBA, SBA will verify firm
 - Can use FSS ordering procedures
- SDB reviews and protests
- Include BPAs in list of vehicles subject to consolidation and bundling
- Overhead costs and bank fees in subcontracting calculations
- LOS – CO cannot give satisfactory/positive past performance to a business that fails to comply with LOS

PR: Ownership/Control and Contract Assistance for 8(a) (cont. pt. 2)

87 FR 55642

- For Business Activity Targets – SBA will consider extenuating circumstances, offers on non-8(a) procurements
- Only need to document IRA exception for economic disadvantage if requested by SBA
- Threshold application issues: for-profit, citizen, one-time eligibility, some revenues for individually-owned applicants
- Bona fide place of business (moratorium through FY23) – can use existing contract locations
- Offer and acceptance not required under SAT, but still need eligibility
- Only active 8(a) firms can receive sole-source orders

Recent FAR Regulatory Action

FAR Final Rule: WOSB Certification

[87 FR 58237](#) (Sept. 23, 2022)

- Require EDWOSB and WOSB concerns to apply for certification through SBA or an SBA-approved third-party certifier and to be certified in order to be eligible for WOSB or EDWOSB set-aside or sole-source contracts under the Program.
- Requires agencies to check SAM or SBA's DSBS for WOSB/EDWOSB set-asides and sole-source awards
 - SAM designation not yet effective
- Firms may submit offers on WOSB/EDWOSB set-asides if certification is pending

FAR Final Rule: Policy on Joint Ventures

[87 FR 58219](#) (Sept. 23, 2022)

- Permits joint ventures between mentor and protégé to qualify as small or for a socioeconomic program
- Agencies must consider the past performance of each party to a joint venture if the joint venture is not able to demonstrate its own
- SBA does not perform joint venture approval for competitive 8(a) awards (but still determines 8(a) participant eligibility)

FAR Final Rule: Update of HUBZone Program

[87 FR 58232](#) (Sept. 23, 2022)

- HUBZone firms are certified annually for the entire year, instead of being required to represent for each offer
- Removes requirement for firm to be HUBZone qualified at both offer and award for HUBZone set-asides—instead just offer
- Authorizes HUBZone set-aside and sole source awards under SAT
- HUBZone offerors must attempt to maintain HUBZone residency percentage if performing a HUBZone contract

FAR Final Rule: Construction Contract Administration

[87 FR 58227](#) (Sept. 23, 2022)

- For construction contracts for small businesses, agency must publish information about definitization of equitable adjustments
 - Policies or procedures that apply to definitization of equitable adjustments for change orders under construction contracts
 - 3-year data on time required to definitize equitable adjustments
 - Use table showing number of change orders definitized within 30 days, 60 days, 90 days, 180 days, 365 days, or more
 - If have less than 3 years, provide for available FYs
- Agency must collect data on time required to definitize change orders for construction contracts

Upcoming FAR final rules

1. 2023-004, Small Disadvantaged Business Threshold
2. 2021-008, Federal Acquisition Regulation: Small Business Program Amendments
3. 2020-007, Accelerated Payments Applicable to Contracts with Certain Small Business Concerns



U.S. Small Business
Administration
Email Address:

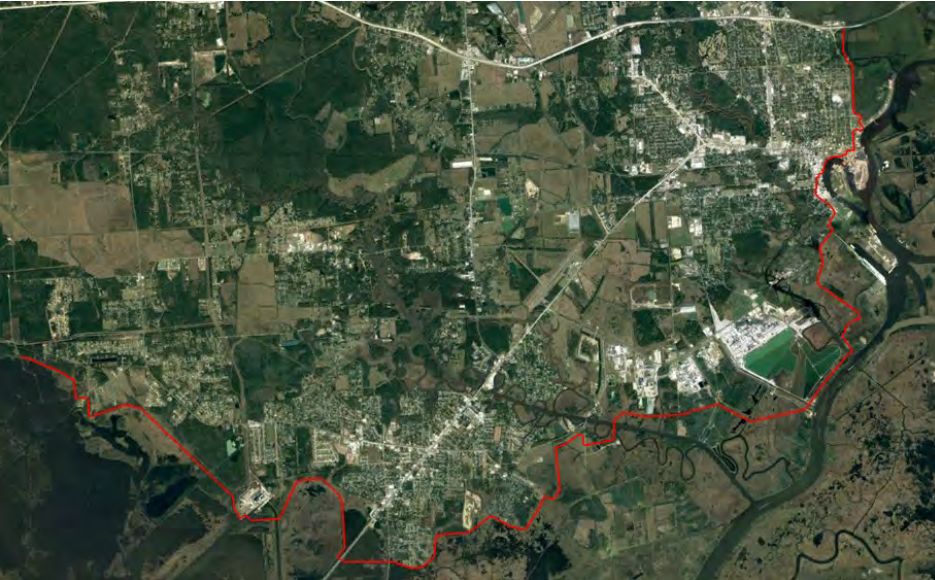
Nijua.Heard@sba.gov



Sabine Pass to Galveston Bay
Coastal Storm Risk Management

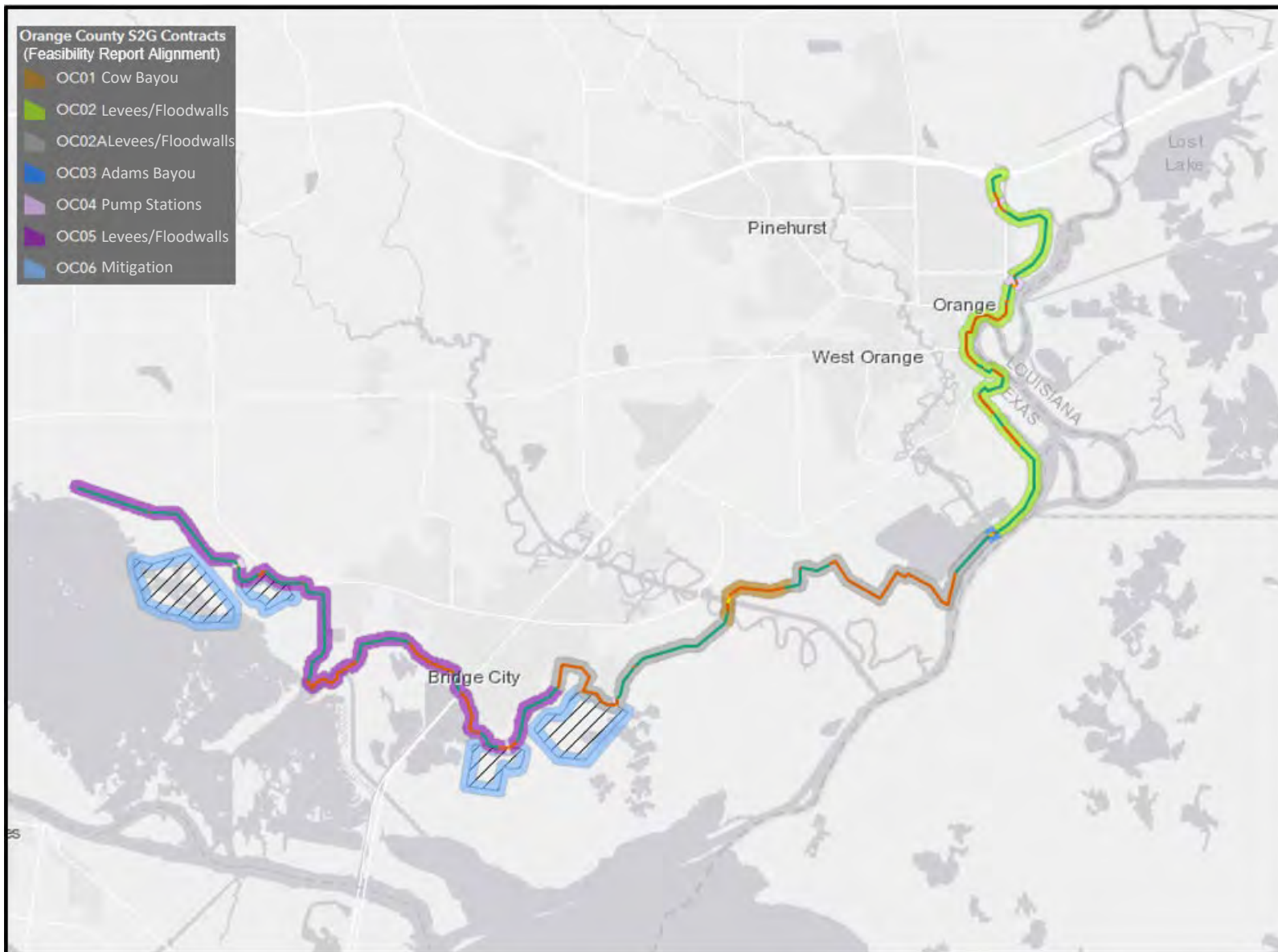
Orange County, Texas

Why ECI?





Orange County, Texas - Why ECI? Feasibility Report Contracts





Orange County, Texas - Why ECI?

Feasibility Report Pump Station Contracts



Pump Station Contract	Features
OC01 - Cow Bayou Complex	<ul style="list-style-type: none">• Pump Station (approximately 8,190 CFS)• Sector gate structure (opening of 84 ft)• 2 sluice gate structures• 4 gravity drainage structures• 0.92 miles of concrete floodwall• 800 linear feet of earthen levee• 2 levee to floodwall tie-ins
OC03 - Adams Bayou Complex	<ul style="list-style-type: none">• Pump Station (approximately 1,891 CFS)• Sector gate structure (opening of 84 ft)• 1 vertical lift gate• 60 linear feet of concrete floodwall• 100 linear feet of earthen levee• 2 levee to floodwall tie-ins
OC04 - Pump Stations (5)	<ul style="list-style-type: none">• 5 pump stations ranging from 131 to 1,391 CFS pumping capacity which includes one existing pump station to be modified• 3 gravity drainage structures• 0.68 miles of concrete floodwall• 250 linear feet of earthen levee• 7 levee to floodwall tie-ins



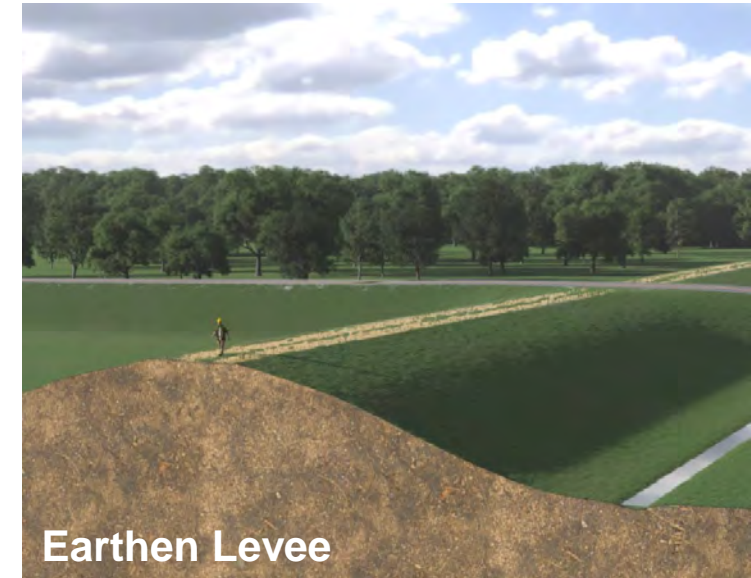


Orange County, Texas - Why ECI?

Feasibility Report Levee and Floodwall Contracts



Levee and Flood Wall Contract	Features
OC02 – Levee and Flood Wall	<ul style="list-style-type: none">• 2.36 miles of concrete floodwall• 2.97 miles of earthen levee• 14 road closure gates• 4 railroad closure gates• 9 gravity drainage structures• 10 levee to floodwall tie ins
OC02A – Levee and Flood Wall	<ul style="list-style-type: none">• 4.22 miles of concrete floodwall• 4.8 miles of earthen levee• 5 road closure gates• 18 gravity drainage structures• 4 levee to floodwall tie-ins
OC05 – Levee and Flood Wall	<ul style="list-style-type: none">• 2.56 miles of concrete floodwall• 7.58 miles of earthen levee• 7 road closure gates• 22 gravity drainage structures• 20 levee to floodwall tie-ins





Orange County, Texas - Why ECI?

Risk Drivers and Course of Actions Considered to Mitigate Risk

Risk Drivers

- **Costs Growth**
- **Schedule Growth**
- **Complexity of New System**
- **Operation and Maintenance**

Course of Actions (COAs)

- **Individual Design Build Contracts**
- **Individual Design Build Contracts with Fixed Price Incentive Fee – Successive Targets (FPIS)**
- **Mega Design Build Contract**
- **Mega Design Build Contract with FPIS**
- **Individual Design Bid Build Contracts**
- **Individual Design Bid Build Contracts with Early Contractor Involvement (ECI)**
- **Mega Design Bid Build Contract**
- **Mega Design Bid Build Contract with ECI**



Orange County, Texas - Why ECI?

Evaluation Criteria for COAs



Evaluation Criteria for COAs

- **Early Contract Award**
- **Cost Containment/Savings (Incentive)**
- **Early Construction Start**
- **Contract Administration/Management**
- **Minimize Project Schedule Growth**
- **Optimize O&M**
- **Leverage industry delivery methods and build the ADM Bench**

Early Contract Award: The ability to award and obligate the construction funds soonest.

Cost Containment/Savings (Incentive): The likelihood of cost containment based upon 2015 GSA Cost and Schedule Growth by Delivery Method. Historical data from other USACE Districts who have utilized ECI indicate an overall 29% cost savings to the Government as determined by the difference in the final negotiated price from the initial target price to the initial ceiling price.

Early Construction Start: The ability to start construction soonest after award.

Contract Administration/Management: The simplicity and efficiency of administering the contract.

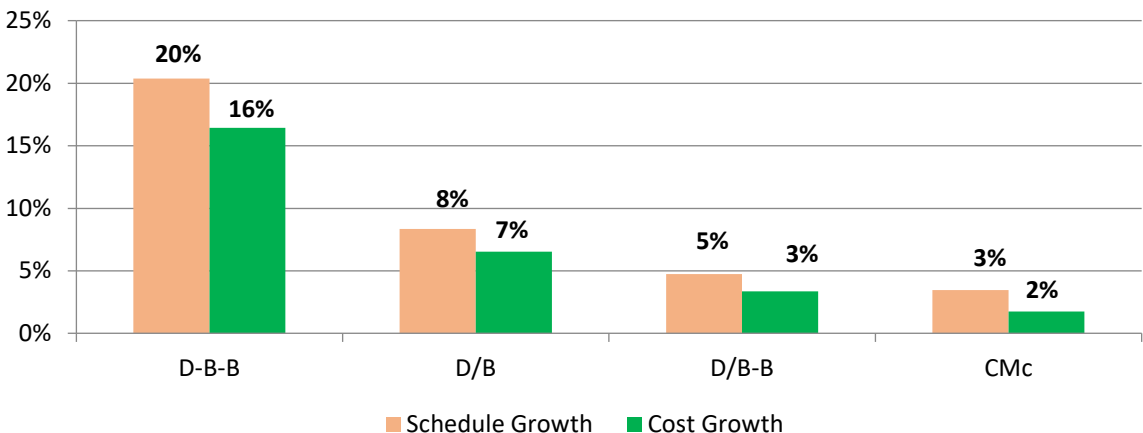
Minimize Project Schedule Growth: The likelihood of containing schedule growth based upon 2015 GSA Cost and Schedule Growth by Delivery Method.

Optimize O&M: The ability to optimize O&M by standardizing design methods and types of construction features.

Leverage Industry Delivery Methods and Build the ADM Bench: The opportunity to leverage industry delivery methods and build capability and expertise in a delivery method utilized by private industry on similar projects.

2015 GSA (103 projects est. \$6.9B)

Cost and Schedule Growth By Delivery Method



Note: Chart from 2015 DBIA & SAME Federal Project Delivery Symposium

Design-Bid-Build (D-B-B)
Design/Build (D/B)
Design/Build-Bridging (D/B-B)
Construction Manager as Constructor (ECI-like)



Orange County, TX CSRM Project

Recommendation for Pump Stations & Levees/Floodwalls Contracts



Top Three COAs

- Mega Design Bid Build Contract with ECI (*Separate contracts, one each for Pump Stations and Levees/Floodwalls*)
- Mega Design Build Contract with FPIS (*Separate contracts, one each for Pump Stations and Levees/Floodwalls*)
- Individual Design Bid Build Contracts with ECI (*Individual Contracts per Feasibility Report*)

Approved Recommendation

- **Mega Design Bid Build Contract with ECI** (*Separate contracts, one each for Pump Stations and Levees/Floodwalls*)
 - *Extensive Enterprise DBB Knowledge and Experience*
 - *Single contractor potentially easier to manage than multiple contractors*
 - *Single contractor has potential for standardization across facilities and for optimizing O&M requirements*
 - *Options can be included in contract to mitigate real estate availability*
 - *Opportunity to develop ECI knowledge and experience*
 - *ECI affords potential for identifying, mitigating, and allocating risk in the early stages of design development*
 - *ECI affords off ramping at 100% Design*
 - *ECI affords opportunity to share in cost savings (incentive)*

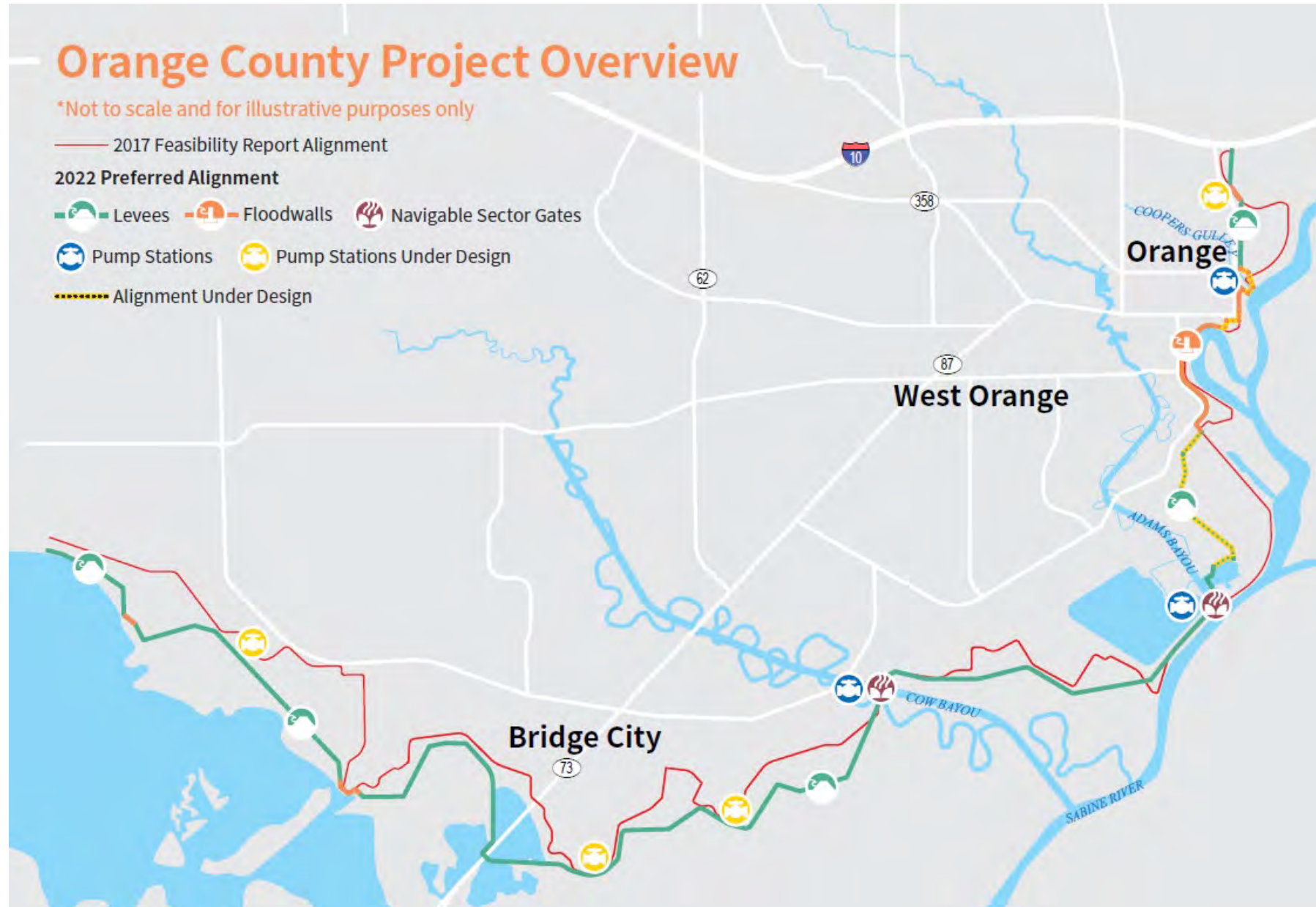


Orange County, Texas - Why ECI? ECI Contracts



Pump Stations &
Sector Gates
stand-alone
contract

Levee & Floodwall
\$7B MATOC
task order





Orange County, Texas - Why ECI? Questions

9



EARLY CONTRACTOR INVOLVEMENT ORANGE CSRM

Source Selection

Brian Hutchison
Acquisition Program Manager
Southwestern Division,
Galveston District,
Mega Project Division
Date: 16 February 2023



US Army Corps
of Engineers®



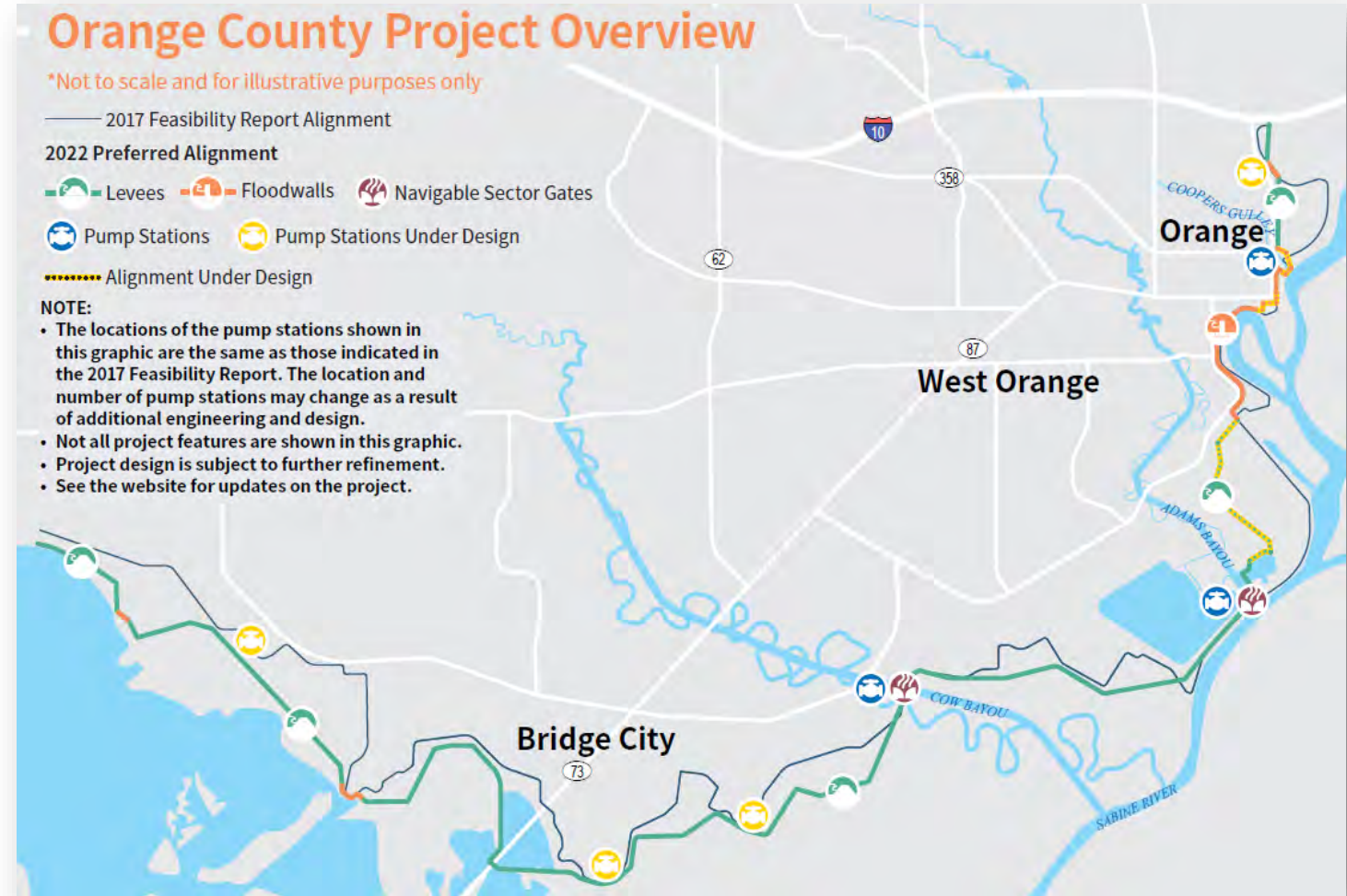
INTRODUCTION TO EARLY CONTRACTOR INVOLVEMENT (ECI)

A variation of Tools on the Fixed Price
Continuum

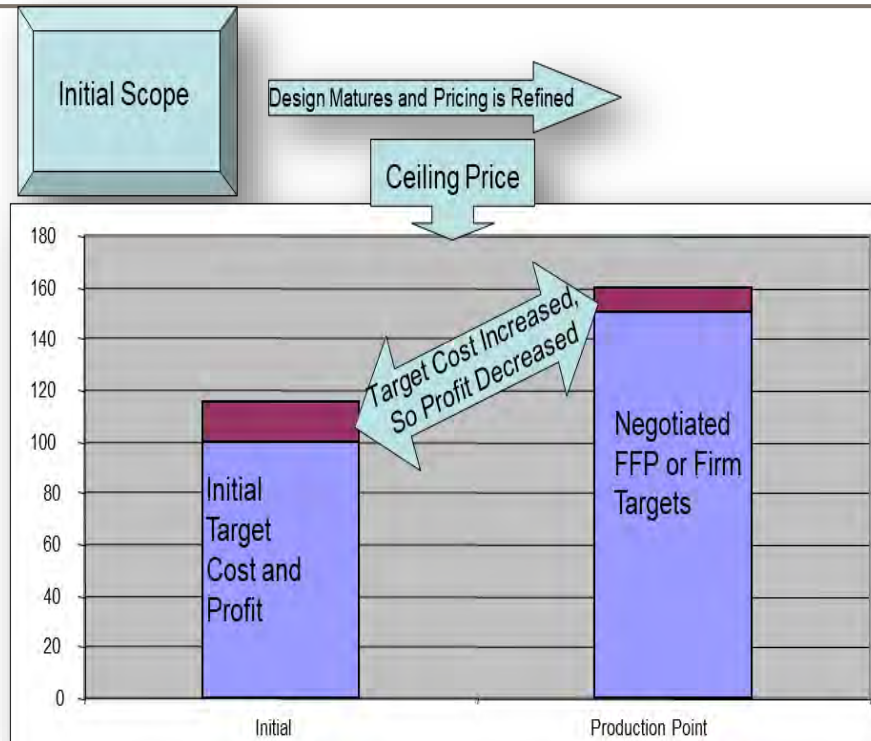


AGENDA

- Fixed Price Incentive Concept
- Solicitation
- Cost Accounting Standards
- Cost or Pricing Data
- Best Value Tradeoff
- Technical Evaluation Factors
- Oral Presentations
- FPIS Target Pricing
- Total Evaluated Price
- Basis of Award

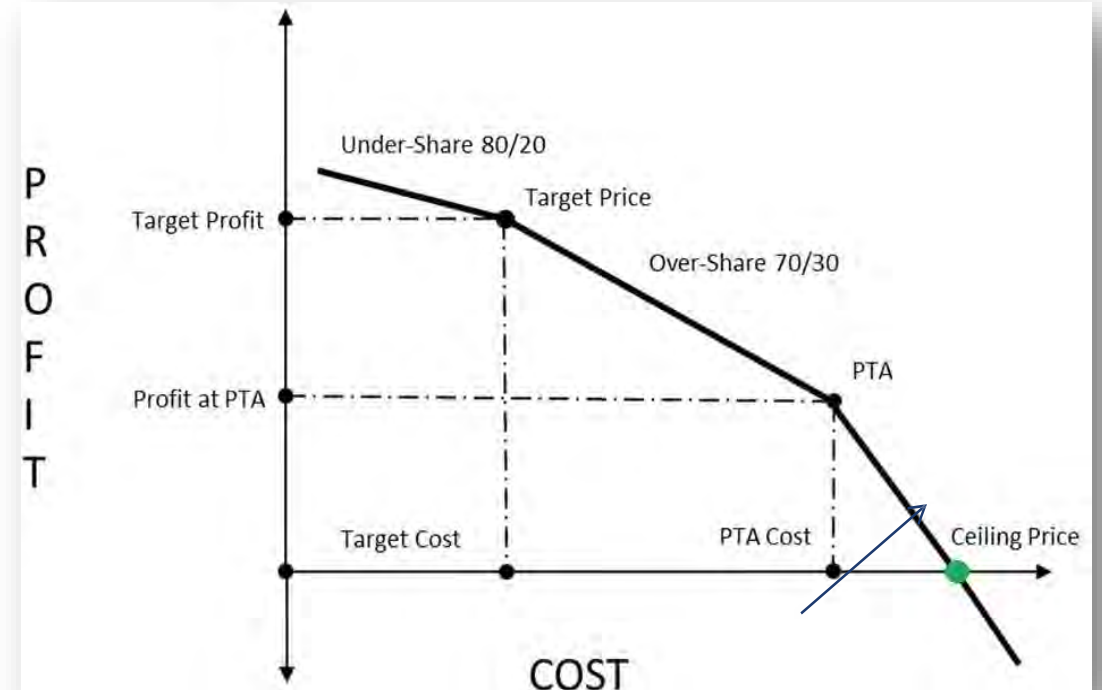


FIXED PRICE INCENTIVE CONCEPT



Government point of view

- As cost decreases, price to the Government decreases
- Share the risk of cost increase
- Ceiling Price limits the Government's exposure



Contractor point of view

- Contractor can increase profit dollars and profit percentage by reducing cost below target cost
- Share Ratio above target price provides risk mitigation to the Contractor



SOLICITATION

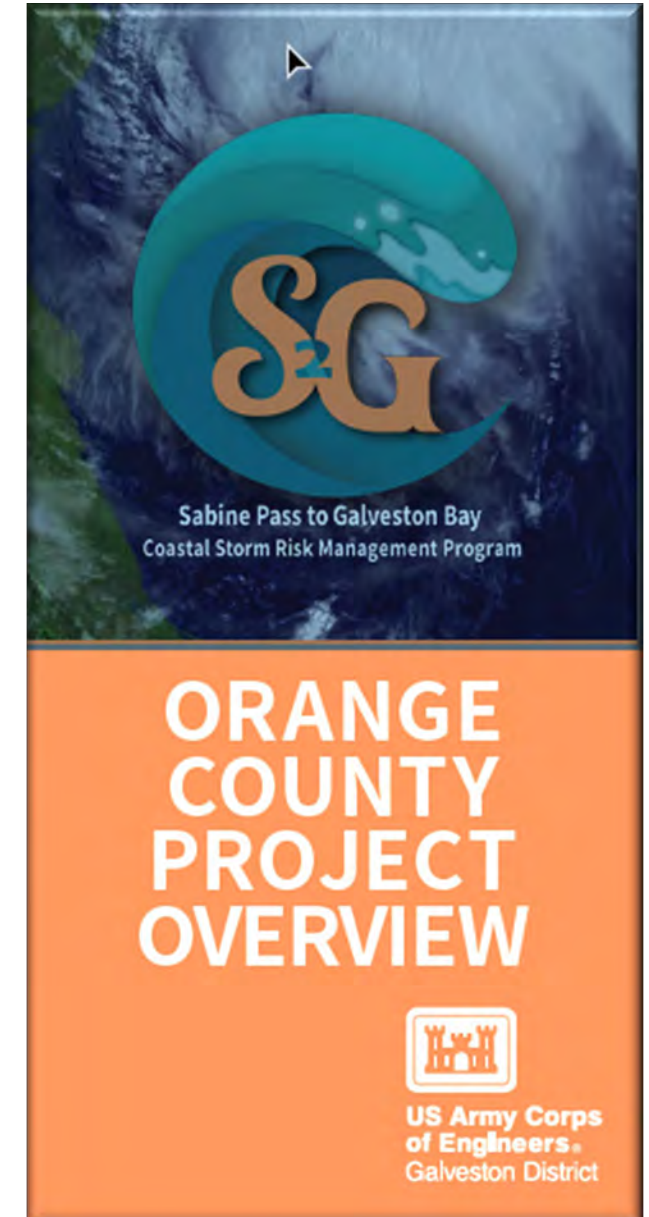


Pump Stations and Navigable Gates

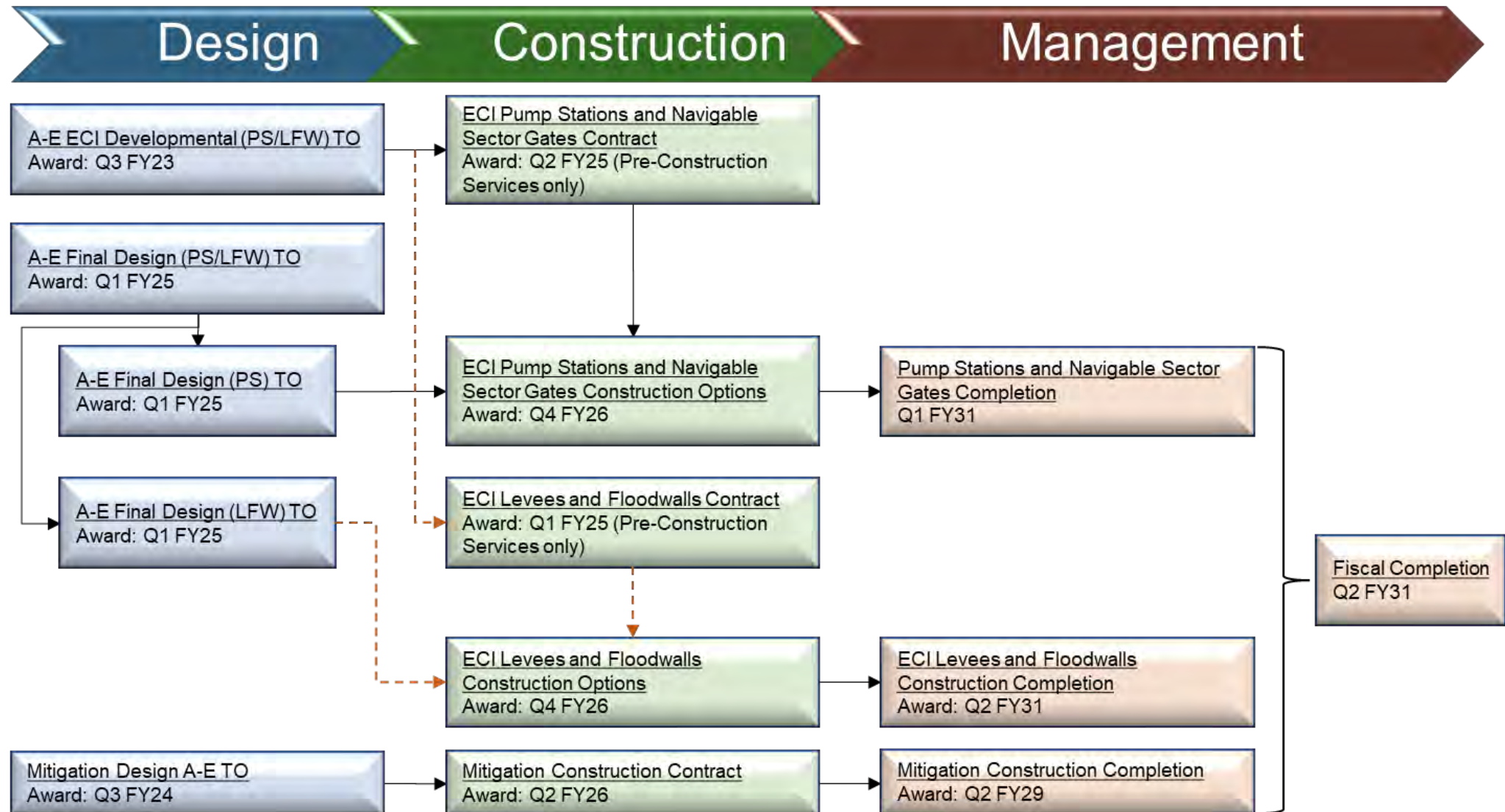
The Government intends to issue as a single step, full and open solicitation

Levee and Floodwall

The Government intends to issue a task order request for proposal against the \$7B Multiple Award Task Order Contract.



HOW IT FITS TOGETHER





ECI DEVELOPMENTAL SOW



- Risk Workshop (USACE, AE, & NFS Effort)
- Risk Register
 - Qualitative – Risk Mgmt Plan
 - Quantitative – Cost Estimate w/each RFP
- Levees/Floodwall Work Package
 - Plan Set and Design Report
 - Ramps and Crossings
 - Rail & Road Closures
 - Gravity Drainage Closures
 - Cost Estimate
 - Specifications
 - Summary of Work (01 10 10)
- Pump Stations and Sector Gate Complexes
 - Coopers Gully Work Package
 - Plan Set and Design Report
 - Cost Estimate
 - Cow Bayou Complex Work Package
 - Plan Set & Design Report
 - Cost Estimate
 - Adams Bayou Complex Work Package
 - Plan Set and Design Report
 - Cost Estimate
 - Remaining Pump Stations Work Package
 - Plan Set and Design Report
 - Cost Estimate



- Pre-Con Services Work Package (Pump Station ECI RFP)
 - Pile Load Test
 - Plan Set and Design Report
 - Cost Estimate
 - Specifications
 - Bid Schedule
 - Measurement and Payment
 - Summary of Work (0 10 10)
 - Stormwater Pollution Prevention Measures
 - Environmental Protection
 - Required Precon Divisions and Sections
 - Clearing and Grubbing
 - Turf Establishment
 - Pile Load Tests
 - Borrow Identification
 - Access & Improvement Planning
 - Long Lead Items
 - ETC..



ECI RFP SOWs

JV (35% RTA)
Design SOW



COST ACCOUNTING STANDARDS



Cost Accounting Standards ***shall be mandatory*** for use by all executive agencies and by contractors and subcontractors in estimating, accumulating, and reporting costs in connection with pricing and administration of, and settlement of disputes concerning, all negotiated prime contract and subcontract procurements with the United States Government in excess of the Truth in Negotiations Act (TINA) threshold, as adjusted for inflation (41 U.S.C. 1908 and 41 U.S.C. 1502(b)(1)(B)), other than contracts or subcontracts that have been exempted

Step #1 - Does CAS Apply?

- ***Common Exemptions***

- Competed FFP contracts,
- Small Business,
- Sealed bid contract,
- Commercial Items,
- Contracts less than \$7.5M

See 48 CFR Chapter 99 – for all requirements
<https://www.ecfr.gov/current/title-48/chapter-99>

CAS Exemptions - 48 CFR 9903.201-1 (b)

Negotiated Government contract/subcontract NOT in excess of the thresholds found at 10 USC § 2306a	Contract/subcontract price is set by law or regulation	Subcontract under the NATO PHM Ship Program to be performed outside of the United States by a foreign concern
Sealed bid contract	Contracts and subcontracts authorized in FAR 12.207 for the acquisition of commercial items	Firm fixed price contract/subcontract awarded on the basis of adequate price competition without submission of certified cost or pricing data
Contract/subcontract with a small business	Contract/subcontract with foreign governments, their agents, or instrumentalities. Exemption does not extend to contract/subcontract with foreign concern which is subject to CAS 401/402	Contract/subcontract less than \$7.5 million, provided the contractor is not currently performing any CAS-covered contracts/subcontracts of \$7.5 million or more (See *Trigger to left)



ACCOUNTING SYSTEM



All Offerors will be required to have an approved accounting system at the time of proposal submission as defined by

DFARS 252.242.7006 - ACCOUNTING SYSTEM ADMINISTRATION (FEB 2012)

The offeror shall provide a current audit/report/letter from the offeror's Federal Government Cognizant Audit Agency (DCAA) or any commercially recognized auditing or accounting firm stating that the offeror's accounting system is adequate for accumulating costs under the applicable Government contracts.

“Accounting system” means the Contractor's system or systems for accounting methods, procedures, and controls established to gather, record, classify, analyze, summarize, interpret, and present accurate and timely financial data for reporting in compliance with applicable laws, regulations, and management decisions.



COST OR PRICING DATA



Information necessary for the contracting officer to determine a fair and reasonable price. The data shall include any information reasonably required to explain the offeror's estimating process, including but not limited to –

- a) Sufficient detail to permit an analysis of profit and of all costs by each major feature of work including material, equipment, labor, subcontracts, and overhead.
- b) Judgmental factors applied, and mathematical or other methods used in the estimate.
- c) Such data may include the identical types of data as certified cost or pricing data, consistent with Table 15-2 of 15.408, but without the certification.
- d) Failure to submit other than certified cost or pricing data will result in offeror being determined ineligible for award per paragraph 4.5.4.

Open Book Estimating - estimate of the cost required to complete the Work on the Project with a clear and comprehensive explanation of all elements, factors, assumptions, and data necessary to understand how the estimate was derived, that will become the basis for the Target Price



BEST VALUE TRADEOFF



FAR 15.101-1 Tradeoff process is appropriate when it may be in the best interest of the Government to consider award to other than the lowest priced offeror or other than the highest technically rated offeror.

The Government will set the minimum technical standard with capability to pay more for exceeding requirement.

To trade-off, SSA decision must justify paying for tangible benefit to Government, Not higher rating.

All evaluation factors other than cost or price, when combined, ***are significantly more important*** than cost or price





EVALUATION FACTORS

- Past Performance
- Constructability Review
 - Technical Approach, Innovative Solutions, Risk Register,
- Pre-Construction Services Experience
- Collaboration
 - Colocation, Team Continuity, Specialty Discipline and Subcontractor Engagement
- Key Personnel
- Summary Schedule
- Management Approach
- Small Business Participation
- Price Proposal
 - Approved Accounting System, Other than Certified Cost or Price Data, Open Book Estimate



PAST PERFORMANCE



- The Government will review the Offeror's past performance information, determine the performance recency, relevancy, and quality and assign an overall performance confidence assessment rating. The Government may review any sources of information for evaluation of past performance.
- Shall submit up to six (6) examples of recent, relevant, construction or design-build projects
- **Recent** - means completed, or currently in progress with at least 50% construction completed, within the past twelve (12) years as of the date the solicitation was issued.
- **Relevant** - \$200M or greater similar to the requirements under this contract: flood control structures; levees; retaining walls; drainage improvements; pump stations; jetties; erosion protection; emergency repairs including Hurricane Flood Protection; and Gates to include hydraulic, sector, road, and railroad.
- **Quality.** The third aspect of the past performance evaluation is to establish the overall quality of the offeror's past performance. The Government determine the quality of the offeror's performance, general trends, and usefulness of the information and incorporate these into the performance confidence assessment.



CONSTRUCTABILITY REVIEW



Submission Requirements

- Technical Approach – The Offeror shall submit a narrative with a technical approach describing how they will plan to execute the pre-construction services as well as how they would conceptually approach the construction execution through substantial completion.
- Innovative Solutions – The Offeror shall submit a list of innovative solutions not currently identified in the RFP that could realistically provide a cost savings or performance enhancement for the major features of work.
- Risk Register – The offeror shall provide a risk register or matrix listing all of the perceived risks with regards to the project to include the associated risk dollar value, the probability of occurrence, assumptions, and any other pertinent information.

Evaluation Criteria

- Technical Approach - demonstrates evidence of understanding the requirement and substantiate the offeror's approach by relating how effectively the offeror's team applied technical solutions to design and project execution challenges relative to the project
- Innovative Solutions - review the proposed solutions for demonstration of innovative means and/or methods
- Risk Register - determine the offeror's understanding of the requirement as well as for comprehensiveness in identification of solutions and the probability of occurrence.



PRECONSTRUCTION SERVICES EXPERIENCE



Submission Requirements

- Provide a minimum of two but no more than 5 projects performed within the past five (5) years demonstrating past experience with Alternate Delivery Methods to include Construction Manager at Risk (CMAR), Construction Manager as Constructor (CMc), Construction Manager / General Contractor (CMGC), Early Contractor Involvement (ECI), or Progressive Design Build.
- Provide a narrative for the submitted projects describing their involvement and innovative solutions provided during pre-construction services.

Evaluation Criteria

- The Government will evaluate the projects submitted to verify alternate delivery methods specified above and will give strengths for those that have a similar scope of work to the requirement.
- The Government places a higher value on an offer that can demonstrate proposed methods that streamline construction, manage labor and other resource constraints and effectively reduce costs, increase performance, and support aggressive schedules while upholding strict safety standards. The Government shall consider it a strength where these solutions were applied to projects with similar scope of work to the requirement.



COLLABORATION



Submission Requirements

- Colocation – Offerors shall identify the personnel that will be utilized from Key Personnel during the Pre-Construction Services Phase that will be available for Colocation in Galveston, Texas.
- Team Continuity – Provide a narrative describing how you will staff the project from Pre-Construction Services through the construction activities to completion. Address mitigating the challenge of team continuity from start to finish.
- Specialty Discipline or Subcontractor Engagement – Describe any specialty discipline or subcontractor engagement the prime contractor will seek to have collaborate during pre-construction services.

Evaluation Criteria

- Colocation - evaluate the number and mix of key personnel selected to colocate as well as the frequency of intervals for face-to-face interactions.
- Team Continuity - will consider the offeror's understanding of the challenges and risks associated with this project and the specific methods, resources, or internal processes that will be employed to mitigate those challenges and risks
- Specialty/Subcontractor Engagement - will ensure it accounts for all major features of work and incorporate subject matter expertise in each discipline to provide constructability input on the design submittals throughout the pre-construction phase.



KEY PERSONNEL



Submission Requirements

For each person provide a brief resume, using the Key Personnel Resume forms, minimum years of experience must be verifiable, with example projects from the present back the minimum number of years, to include dates of work performed. Key personnel shall at a minimum include: on site Project Manager responsible for construction, site safety health officer (SSHO), the on-site Quality Control manager (CQC System Manager), and construction Site Superintendent. Shall also address preconstruction services personnel to include Lead Cost Estimator and Coordinator(s) for civil, structural, mechanical, and coastal engineering.

Evaluation Criteria

To determine strengths and weaknesses, the agency will take the following into consideration. This list is not all-inclusive:

- a) Proposed Key Personnel who exceed the qualifications described above.
- b) Key personnel that worked on Factor 1 projects in the same role as their assignment on this project.



SUMMARY SCHEDULE



Submission Requirements

- Submit a summary level schedule for construction including any construction phasing. Schedules or diagrams may be provided separately in a size that is easily read. schedules shall be graphically represented.
- Narrative - Describe in narrative format the general approach for establishment of proposed activity durations. Clearly identify any constraints/ schedule challenges to the schedule presented (labor, material availability, permits, weather, etc...) Identify any mitigation measures that will be employed to minimize impacts

Evaluation Criteria

- The Government will evaluate the schedule to assess the strength of understanding of the project scope, restrictions which must be considered in the schedule e.g., permitting, long lead items, phasing, etc. The Government will evaluate the strength of understanding of events associated with coordinating submittals, the firm's capability to schedule the complete project within the proposed contract duration and the realism of the schedule.
- The Government will evaluate the schedule narrative to ensure that the general approach for establishment of activity durations is reasonable. The narrative will also be evaluated to determine the thoroughness of the offeror's approach to identification of schedule constraints / challenges as well as the proposed mitigation measures to prevent those challenges from negatively impacting the project schedule.



MANAGEMENT APPROACH



Submission Requirements - Describe executing the construction contract per the detailed requirements herein

- Organization - Describe what firms, their resources and how their resources will be utilized, their roles and responsibilities and any contractual arrangements that have been established.
- Self-Performed Work - Describe the items the offeror will self-perform to comply with the requirements
- Quality Control - Team's quality control approach, corporate systems and capabilities to maintain quality control of the construction.
- Safety Plan - Team's safety approach, corporate systems and capabilities to maintain safety requirements during construction.

Evaluation Criteria - evaluate the firm's understanding of the requirements described in the Division 01 requirements and the plans and technical specifications of the Solicitation and the capability to execute the project

- Organization - The Government will evaluate the clarity and strength of the overall organization and how well it is organized, structured and staffed to execute the entire scope of work.
- Self-Performed Work – meet or exceed requirements of FAR 52.236-1
- Quality Control - capabilities and understanding of the contractually required quality control processes for construction
- Safety Plan - evaluate the narrative for realism, logic, and understanding of the contractual requirements



SMALL BUSINESS PARTICIPATION



Submission Requirements

Submit the SMALL BUSINESS PARTICIPATION PLAN FORM

Evaluation Criteria

- a) The extent of participation of small business prime offerors and small business subcontractors in terms of the percentage of the value of the total acquisition. Expected minimum goals are: **TBD** (SB/SDB/WOSB/HUBZone/SDVOSB)
- b) The extent to which such firms, as defined in FAR Part 19, are specifically identified in proposals and linked to specific work.
- c) The extent of commitment to use such firms (existing written and enforceable commitments as opposed to business relationships that are simply planned or theoretical)
- d) The identification of the complexity and variety of work that will be performed by the specific small businesses
- e) The extent to which the Offeror provides detailed explanations/documentation supporting the proposed participation percentages, or lack thereof.



PRICE PROPOSAL



- Section 00 11 00, Pricing Schedule, is to be completed in its entirety by all Offerors.
- Include cost breakdown information behind the Pricing Schedule. Include Open Book Estimate with other than certified cost or pricing data as well as a copy of the Risk Register. Offerors will be required to provide this information to support an adequate understanding of the scope.
- Price Proposal will not be rated or scored, but will be evaluated for completeness, fairness and reasonableness through the use of price analysis.
- The Government may perform cost realism in accordance with FAR 52.215-1 Alternate 1 paragraph (f)(9) and may request further supplemental breakdowns to assist the Government in performing the cost and/or price evaluations described above.
- Failure to submit this data or provide sufficient cost data including labor, plant, material, equipment, productivity rates, commodity pricing, subcontractor quotes, and any other pertinent information may result in a deficiency and preclude the offeror from award.



ORAL PRESENTATIONS



- The Government intends to conduct Oral Presentations in accordance with FAR 15.102 as part of discussions with those offerors determined to be in the competitive range.
- Oral Presentations shall only augment and/or clarify the written proposal submission and **will not be evaluated separately**.
- The Government will provide items for discussion to the offeror at least one week in advance of scheduling the meeting.
- The offeror shall ensure that, at a minimum, the Project Manager and one other individual from the identified Key Personnel Factor, attend the presentation in person.
- The Oral presentation will allow for a Q&A session afterwards with the total duration not exceeding 1 hour 30 minutes.
- After the Oral Presentation, offerors shall submit the written revised proposal in response to items identified in discussions.



52.216-7 FIXED PRICE INCENTIVE – SUCCESSIVE TARGETS



Integrate constructor
with designer during
design phase

Preconstruction
services include cost
estimating and
constructability review

Fast Tracking of
project possible,
high risk

Construction
operates in an
incentive mode unless
converted to FFP

Incentive structure
invokes many cost
contract processes

EXISTING FAR Clause 52.216-17 Incentive Price Revision - Successive Targets

- **Structure**: Initial Target Cost, Initial Target Profit, Initial Target Price, Profit Sharing Formula, Point of Total Assumption, Ceiling
- **Basis for Award**: Best Value Trade-off of Technical with *Total Initial Price*
- **Contract CLINS**:
 - 0001 - Preconstruction Services (FFP): \$ _____
 - 0002 OPTION – Construction (FP): \$ _____
 - Fixed Initial Target Price (Initial Target Cost + Initial Target Profit)
 - Total Initial Price: CLINS 0001 + 0002 \$ _____
 - Price establishes Initial Target Price. Maximum liability is at Ceiling price
- **Contract Award/Administration**:
 - Contractor proceeds with CLIN 0001
 - At production point (design complete), Government has multiple paths
 - ☐ Path 1: Negotiate and execute CLIN 0002 as FIRM FIXED PRICE (FFP)
 - ☐ Path 2: Negotiate and execute CLIN 0002 as FIXED PRICE INCENTIVE (FPI)
 - ✓ Requires establishment of FIRM TARGET price with profit adjustment formulas (Final Profit/Price has historically been done at project completion, meaning the contract continues in incentive mode throughout construction)
 - ☐ Path 3: Off-Ramp and resolicit DBB



INITIAL TARGET PRICING



Initial Target Cost (ITC) – Estimate to Complete Work

Initial Target Profit (ITPr) – Offeror to Propose Between 5% to 10%

Initial Target Price (ITP) = Target Cost + Target Profit

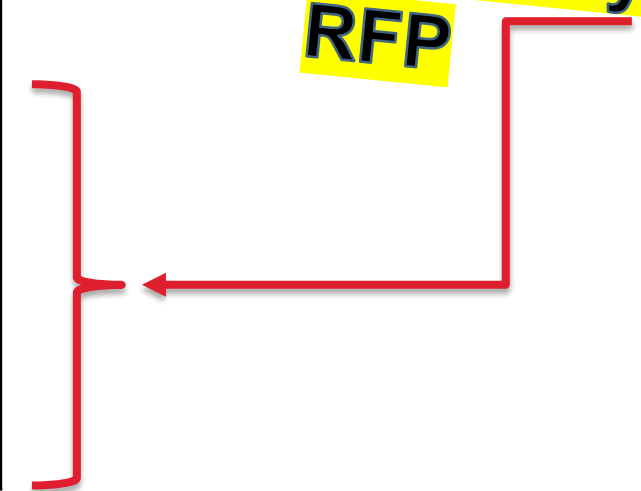
Ceiling Price = Established by RFP as 130% of Target Cost

NOT ORANGE ESTIMATE

Initial Target Cost	\$500,000,000.00	
Initial Target Profit	\$50,000,000.00	10%
Initial Target Price	\$550,000,000.00	
Initial Share Ratio		25%
Ceiling Price % above Target Cost	\$650,000,000.00	130%
Firm Share Ratio Under		60%
Firm Share Ratio Over		35%
Firm Target Profit Floor		3%
Firm Target Profit Ceiling		20%

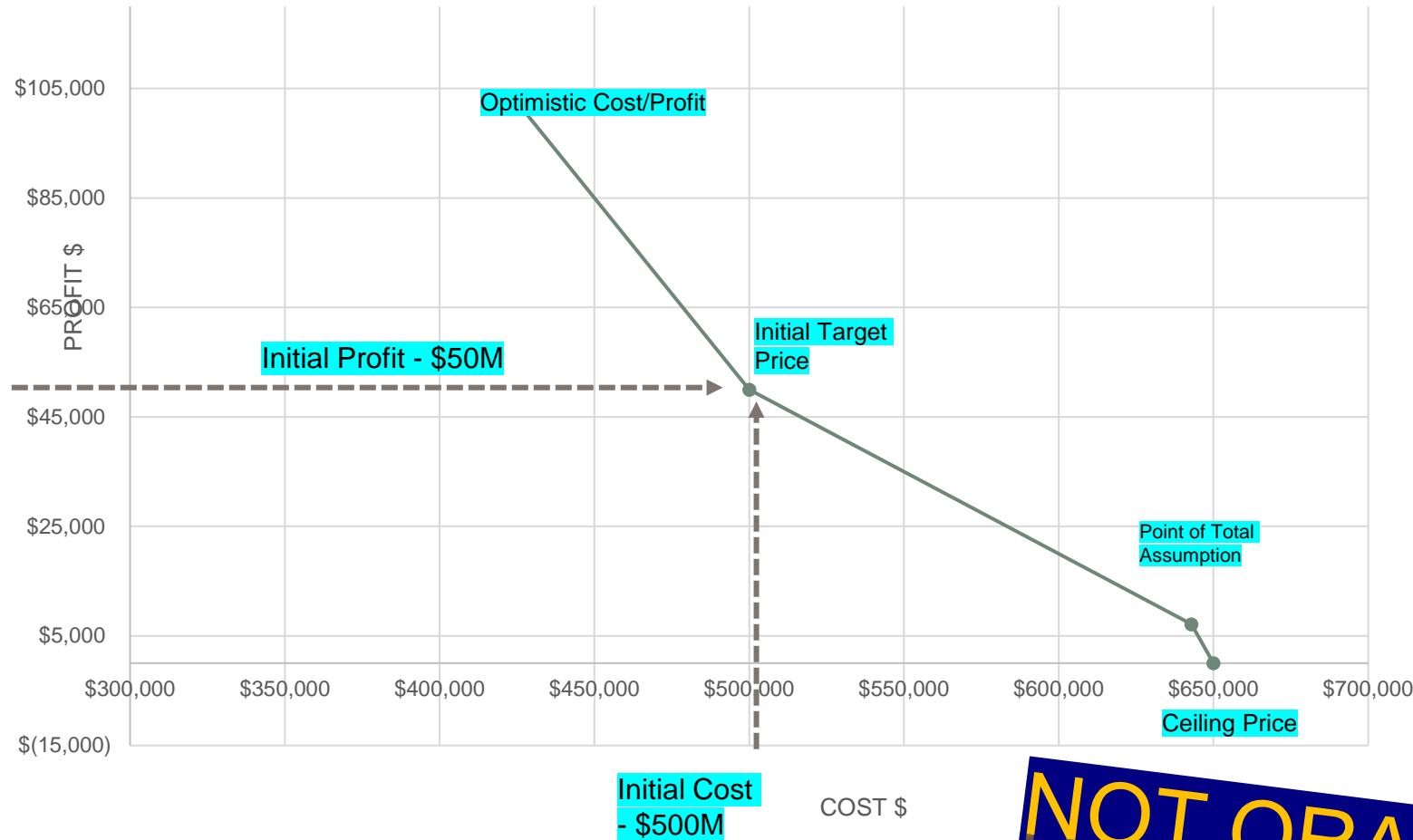
Example

**Established by
RFP**





Fixed Price Incentive Successive (FPIS)



	Initial Target
Point 1	\$ 425,000,000
Target Cost	\$ 500,000,000
Pessimistic Cost/PTA	\$ 642,857,143
Profit at Point 1	\$ 102,500,000
Target Profit	\$ 50,000,000
PTA Profit	\$ 7,142,857
Target Price	\$ 550,000,000
Target Profit %	10.00%
Ceiling Price	\$ 650,000,000
Ceiling %	130.00%
Share Ratios	-
Gov Underrun	30.00%
Gov Overrun	70.00%

NOT ORANGE ESTIMATE



TOTAL EVALUATED PRICE



CLIN SCHEDULE

CLIN No.	Description	CONTRACT TYPE	Estimated Quantity	Unit	Unit Price	Amount
-----BASE PROPOSAL-----						
0001	PRE-CONSTRUCTION SERVICES	FFP	1	JOB		\$ _____
<u>TOTAL</u>	<u>BASE PROPOSAL</u>	-	-	-	-	\$ _____
-----OPTIONAL ITEMS-----						
0002	CONSTRUCT OC01 - COW BAYOU COMPLEX – <i>initial target price</i> <i>(ITP=ITC+ITPr)</i>	FPIS	1	JOB		\$ _____
INITIAL TARGET COST	<i>Proposed Initial Target Cost</i>	ITC	1	JOB		\$ _____
INITIAL TARGET PROFIT %	<i>Proposed Initial Target Profit Percent (Between 5% and 10%)</i>	%			8%	
INITIAL TARGET PROFIT	<i>Proposed Initial Target Profit</i>	<i>ITPr</i>	1	JOB		\$ _____
CEILING PRICE	<i>Ceiling Price will be 120% of proposed target cost</i>	<i>CP= ITC x 120%</i>			130%	\$ _____

- The Total of the firm fixed price preconstruction services plus the **Ceiling Price** for the Construction effort as proposed by the Offerors will be used to determine the **total evaluated price**.
- The Initial Target Price, determined by adding the Initial Target Cost to the Initial Target Profit, will not be used for the basis of a best value tradeoff decision.
- However, an award will not be made if the Initial Target Price is deemed to not be fair and reasonable.



BASIS OF AWARD



All evaluation factors other than cost or price,
when combined,
are significantly more important
than cost or price.

QUESTIONS



EARLY CONTRACTOR INVOLVEMENT ORANGE CSRM

Contract Administration

Brian Hutchison

Acquisition Program Manager

Southwestern Division,

Galveston District,

Mega Project Division

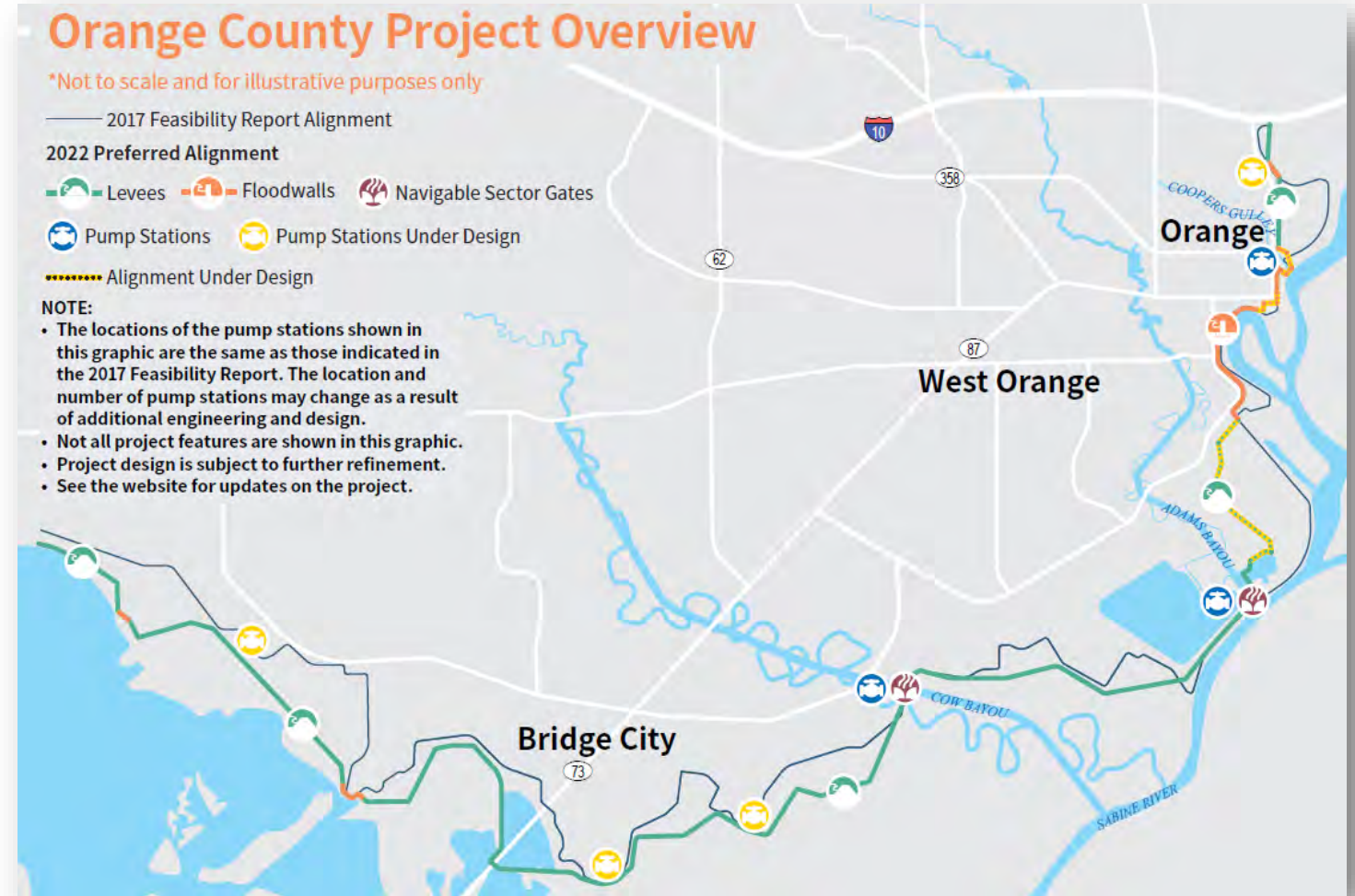
Date: 16 February 2023



US Army Corps
of Engineers®

AGENDA

- Preconstruction Services
- ECI Process Map
- Initial Target Price
- Firm Target Price
- Final Price
- Cost Accounting Standards
- Earned Value Management
- Define Success





PRECONSTRUCTION SERVICES



- **Responsibilities** Provide sound management advice regarding the approach to the project, how to achieve the best value in the work being accomplished, necessary actions to minimize cost and risk, schedule control, alternative ideas, problem/claim prevention, and budgeting.
- **Design Review** The A-E contractor that is providing design services under a separate contract is the Designer of Record and is contractually responsible for the design. Design errors and omissions related to calculations mistakes, code violations, or similar issues *shall not be the Contractor's responsibility.*
- **Errors and Omissions** The Contractor *shall be responsible for* the construction cost impact of all errors and omissions that could have been *reasonably identified* during the design review process that are related to coordination, dimension discrepancies, or similar issues.
- **Problem Resolution** The Contractor will make recommendations on how to correct problems with respect to constructability, cost estimates, and other administrative or technical matters, and will notify the Government in writing, of any errors or omissions found.



PRECONSTRUCTION SERVICES (CONTINUED)

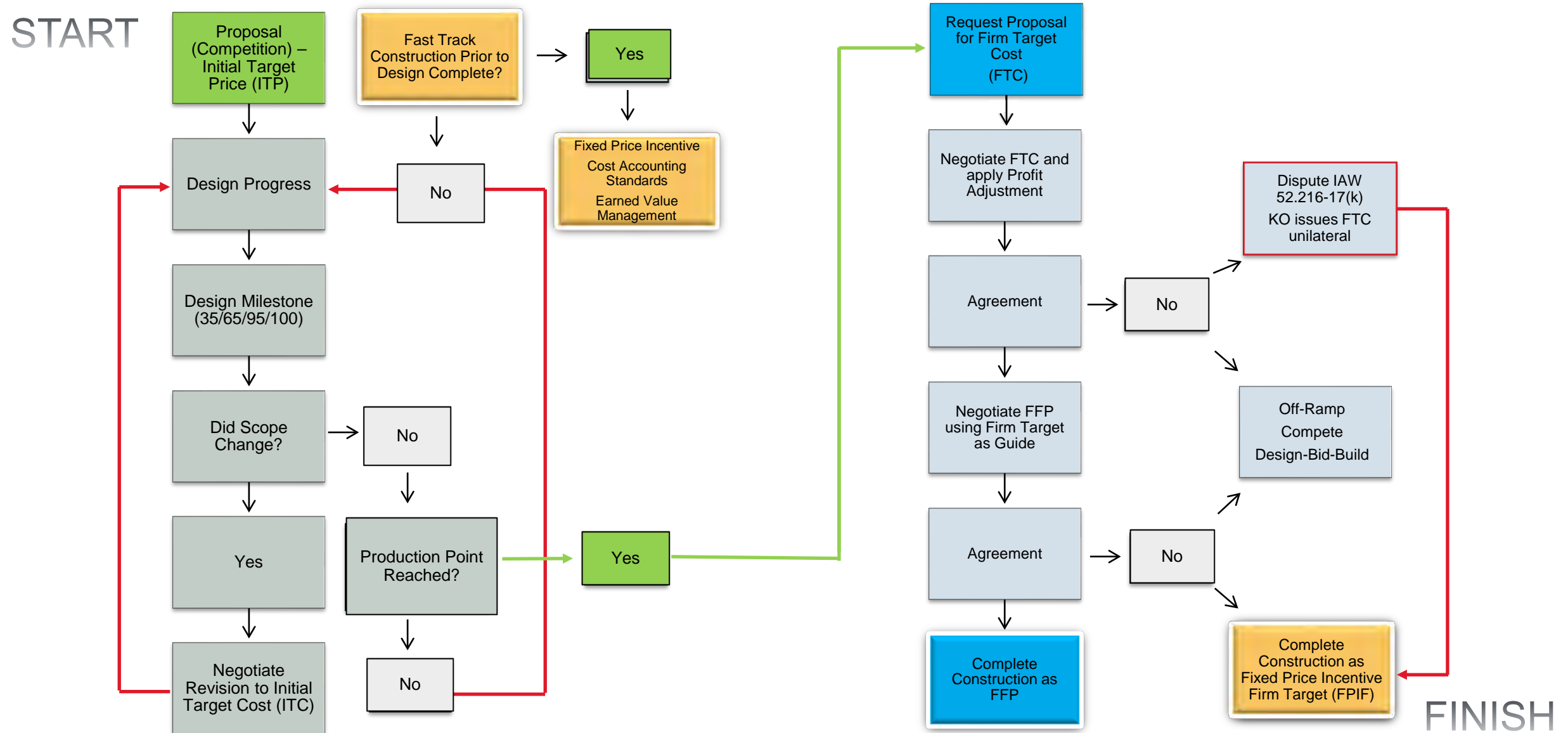


- **Project Cost Estimate** The Contractor shall provide an independent detailed cost estimate of project work for each design submittal. The cost estimates shall reflect the best estimate of cost to construct the project described in the drawings and specifications provided. No allowances should be included in the estimate for firm fixed price negotiations.
- **Open Book Access.** Shall provide an open book estimate in accordance with the Work Breakdown Structure as attachment to price proposal. At any time prior to converting to firm-fixed-price, the Government and its representatives, shall have the right, but not the obligation, to attend any and all project meetings and shall have access to any and all records maintained by the Contractor relating to the contract. The Contractor shall include this requirement for open book access by the Government in its subcontracts for the contract.
- **Colocation and Integration** The Project Manager (PM), who shall represent and make decisions for the Contractor, shall be co-located in an office provided by the A&E contractor performing the design.

Project Manager – 16hrs on-site every week

Discipline Specific Design Coordination Meetings per month:

- One (1) co-located meeting in person, 16 hours each.
- Three (3) virtual meetings, four (4) hours each.





INITIAL TARGET PRICING (STEP 1)



Initial Target Cost (ITC) – Estimate to Complete Work

Initial Target Profit (ITP) – Offeror to Propose Between 5% to 10%

Initial Target Price = Target Cost + Target Profit

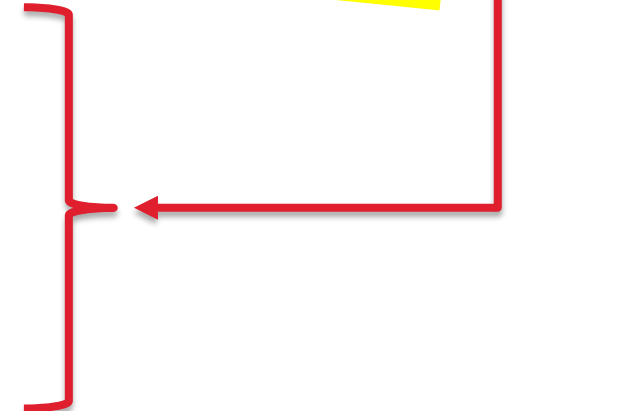
Ceiling Price = Established by RFP as 130% of Target Cost

NOT ORANGE ESTIMATE

Initial Target Cost	\$500,000,000.00	
Initial Target Profit	\$50,000,000.00	10%
Initial Target Price	\$550,000,000.00	
Initial Share Ratio		25%
Ceiling Price % above Target Cost	\$650,000,000.00	130%
Firm Share Ratio Under		60%
Firm Share Ratio Over		35%
Firm Target Profit Floor		3%
Firm Target Profit Ceiling		20%

Example

**Established by
RFP**





NOT ORANGE ESTIMATE



Fixed Price Incentive Successive (FPIS)



	Initial Target
Point 1	\$ 425,000,000
Target Cost	\$ 500,000,000
Pessimistic Cost/PTA	\$ 642,857,143
Profit at Point 1	\$ 102,500,000
Target Profit	\$ 50,000,000
PTA Profit	\$ 7,142,857
Target Price	\$ 550,000,000
Target Profit %	10.00%
Ceiling Price	\$ 650,000,000
Ceiling %	130.00%
Share Ratios	-
Gov Underrun	30.00%
Gov Overrun	70.00%



INITIAL TO FIRM TARGET (STEP 2)



Initial Target Cost	\$500,000,000.00	
Initial Target Profit	\$50,000,000.00	10%
Initial Target Price	\$550,000,000.00	
Initial Share Ratio		25%
Ceiling Price % above Target Cost	\$650,000,000.00	130%
Firm Share Ratio Under		70%
Firm Share Ratio Over		30%
Firm Target Profit Floor		3%
Firm Target Profit Ceiling		20%

Example

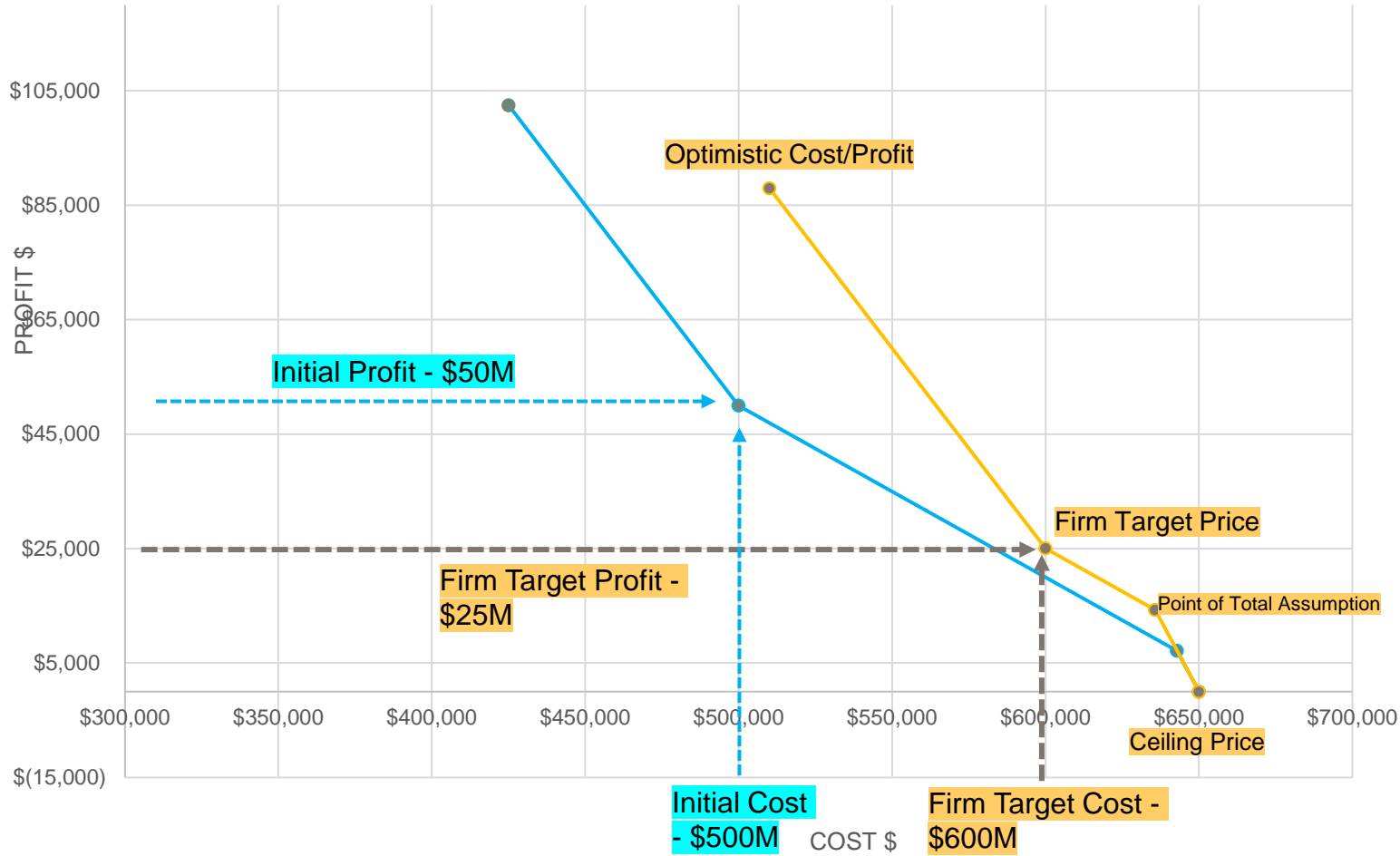
**Established by
RFP**



COST OVERRUN SCENARIO – Production Point

Firm Target Cost (Increase)	\$600,000,000.00	
Delta	(\$100,000,000.00)	-18.18%
Contractor Share of Delta	(\$25,000,000.00)	
Firm Target Profit	\$25,000,000.00	
Firm Profit No Less than (floor)	\$18,000,000.00	3.00%
Firm Target Price (Cannot Exceed Ceiling)	\$625,000,000.00	

Fixed Price Incentive Successive (FPIS)



	Initial Target	Firm Target
Point 1	\$ 425,000,000	\$ 510,000,000
Target Cost	\$ 500,000,000	\$ 600,000,000
Pessimistic Cost/PTA	\$ 642,857,143	\$ 635,714,286
Profit at Point 1	\$ 102,500,000	\$ 88,000,000
Target Profit	\$ 50,000,000	\$ 25,000,000
PTA Profit	\$ 7,142,857	\$ 14,285,714
Target Price	\$ 550,000,000	\$ 625,000,000
Target Profit %	10.00%	4.17%
Ceiling Price	\$ 650,000,000	\$ 650,000,000
Ceiling %	130.00%	108.33%
Share Ratios	-	-
Gov Underrun	30.00%	30.00%
Gov Overrun	70.00%	70.00%



FIRM TARGET TO FINAL PRICE (STEP 3)



Step 1 Initial Target		
Initial Target Cost	\$500,000,000.00	
Initial Target Profit	\$50,000,000.00	10%
Initial Target Price	\$550,000,000.00	
Initial Share Ratio		25%
Ceiling Price % above Target Cost	\$650,000,000.00	130%
Firm Share Ratio Under		70%
Firm Share Ratio Over		30%
Firm Target Profit Floor		3%
Firm Target Profit Ceiling		20%

Established by
RFP

Step 2 – Firm Target

COST OVERRUN SCENARIO – Production Point

Firm Target Cost (Increase)	\$600,000,000.00	
Delta	(\$100,000,000.00)	-18.18%
Contractor Share of Delta	(\$25,000,000.00)	
Firm Target Profit	\$25,000,000.00	
Firm Profit No Less than (floor)	\$18,000,000.00	3.00%
Firm Target Price (Cannot Exceed Ceiling)	\$625,000,000.00	



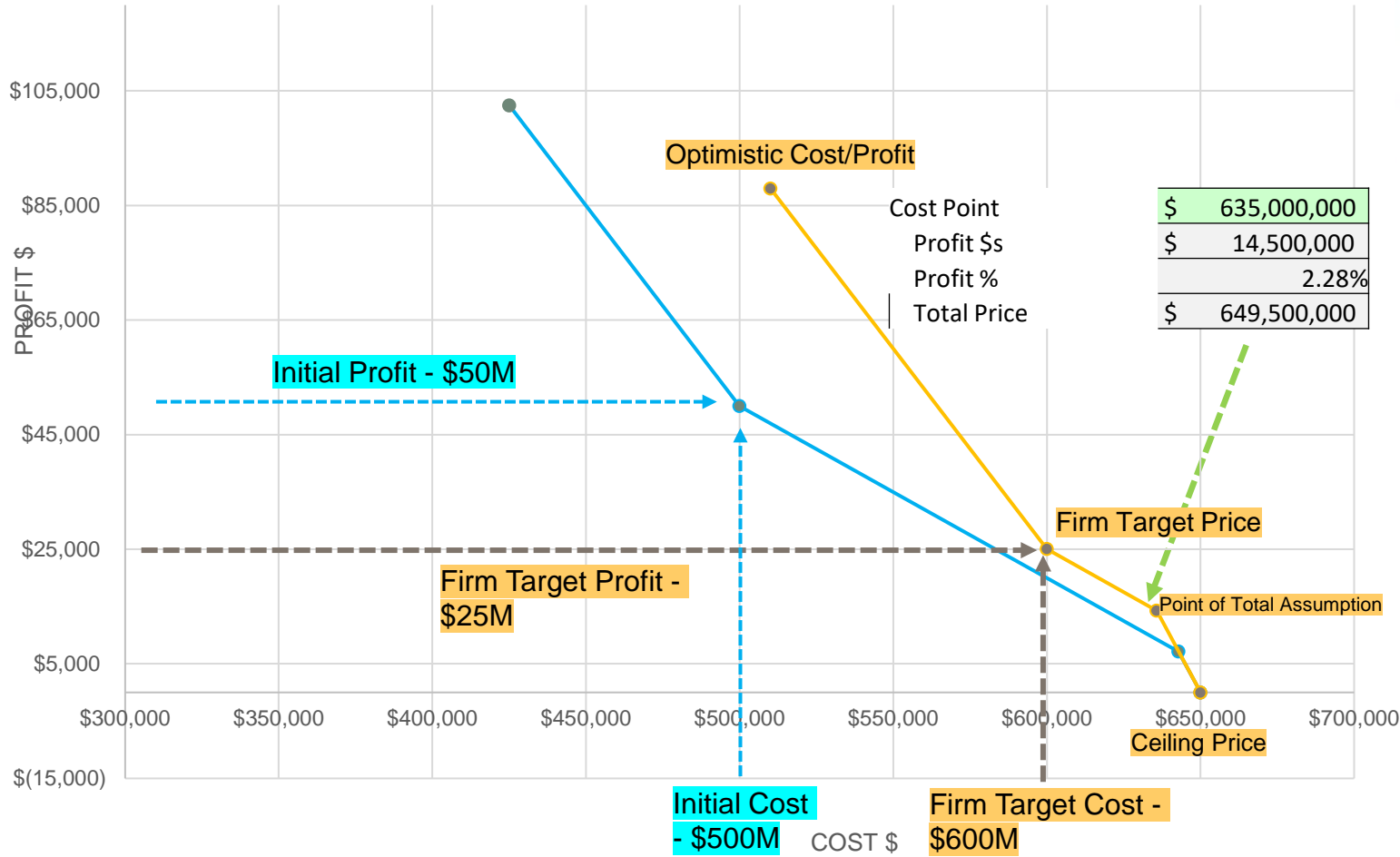
Step 3B – Final Cost

Step 3A - Negotiate FFP (with Firm Target as Guide)

Firm Fixed Price (Increase)	\$650,000,000.00	4.00%
-----------------------------	------------------	-------

Final Negotiated Cost	\$635,000,000.00	
Delta From Firm Target Cost	(\$35,000,000.00)	
Contractor Share of Delta	(\$10,500,000.00)	
Original Firm Profit	\$25,000,000.00	
Final Adjusted Profit	\$14,500,000.00	2.28%
Final Negotiated Price	\$649,500,000.00	

FINAL PRICE



Point 1
Target Cost
Pessimistic Cost/PTA

Profit at Point 1
Target Profit
PTA Profit

Target Price

Target Profit %

Ceiling Price
Ceiling %

Share Ratios
Gov Underrun
Gov Overrun

	Initial Target	Firm Target
Point 1	\$ 425,000,000	\$ 510,000,000
Target Cost	\$ 500,000,000	\$ 600,000,000
Pessimistic Cost/PTA	\$ 642,857,143	\$ 635,714,286
Profit at Point 1	\$ 102,500,000	\$ 88,000,000
Target Profit	\$ 50,000,000	\$ 25,000,000
PTA Profit	\$ 7,142,857	\$ 14,285,714
Target Price	\$ 550,000,000	\$ 625,000,000
Target Profit %	10.00%	4.17%
Ceiling Price	\$ 650,000,000	\$ 650,000,000
Ceiling %	130.00%	108.33%
Share Ratios	-	-
Gov Underrun	30.00%	30.00%
Gov Overrun	70.00%	70.00%



FIRM TARGET TO FINAL PRICE

40



Step 1 Initial Target		
Initial Target Cost	\$500,000,000.00	
Initial Target Profit	\$50,000,000.00	10%
Initial Target Price	\$550,000,000.00	
Initial Share Ratio		25%
Ceiling Price % above Target Cost	\$650,000,000.00	130%
Firm Share Ratio Under		70%
Firm Share Ratio Over		30%
Firm Target Profit Floor		3%
Firm Target Profit Ceiling		20%

Established by
RFP

Step 2 – Firm Target

COST OVERRUN SCENARIO – Production Point

Firm Target Cost (Increase)	\$600,000,000.00	
Delta	(\$100,000,000.00)	-18.18%
Contractor Share of Delta	(\$25,000,000.00)	
Firm Target Profit	\$25,000,000.00	
Firm Profit No Less than (floor)	\$18,000,000.00	3.00%
Firm Target Price (Cannot Exceed Ceiling)	\$625,000,000.00	



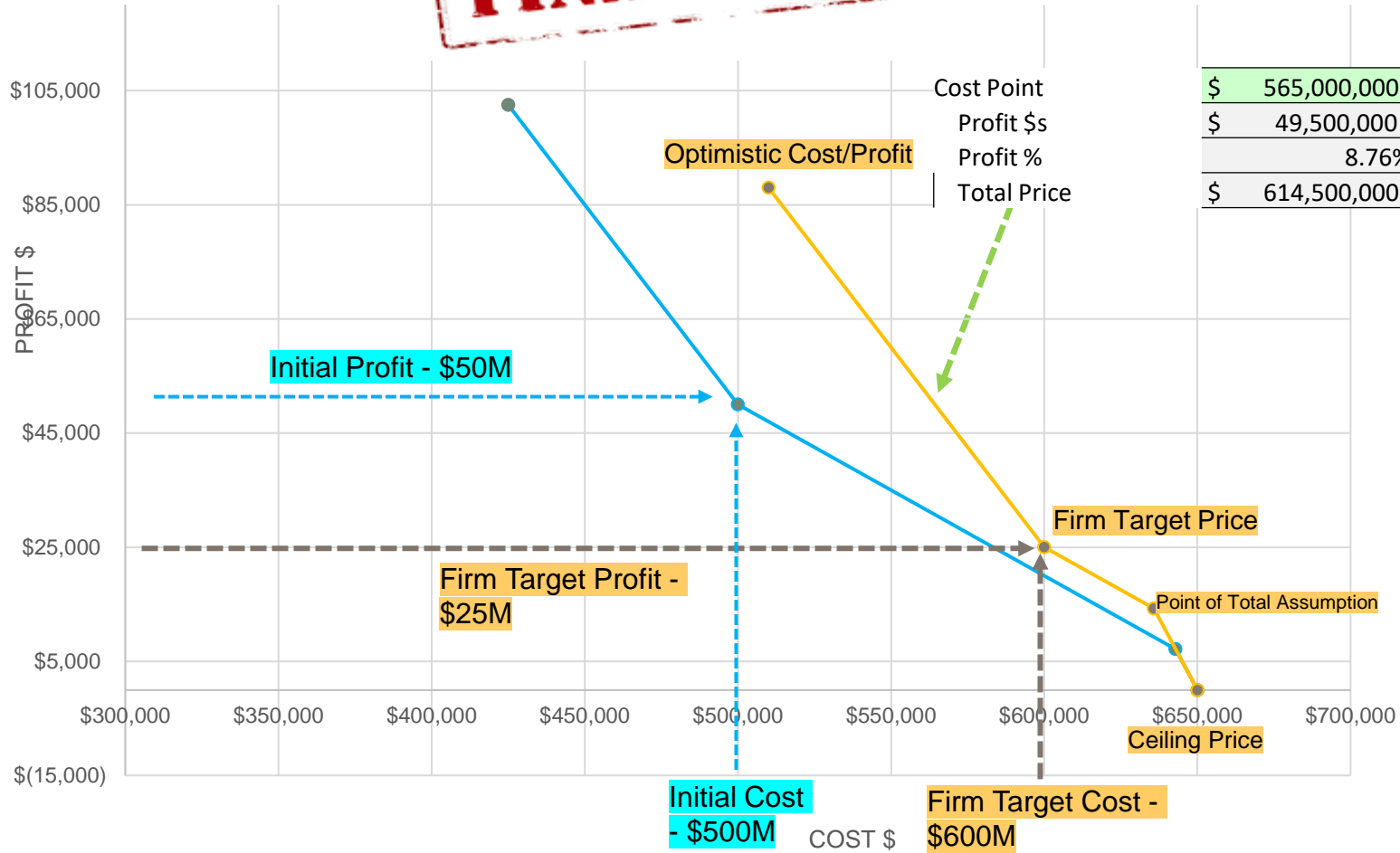
Step 3B – Final Cost

Step 3A - Negotiate FFP (with Firm Target as Guide)

Firm Fixed Price (Increase)	\$650,000,000.00	4.00%
-----------------------------	------------------	-------

Final Negotiated Cost	\$565,000,000.00	
Delta From Firm Target Cost	\$35,000,000.00	
Contractor Share of Delta	\$24,500,000.00	
Original Firm Profit	\$25,000,000.00	
Final Adjusted Profit	\$49,500,000.00	2.28%
Final Negotiated Price	\$6,500,000.00	

FINAL PRICE



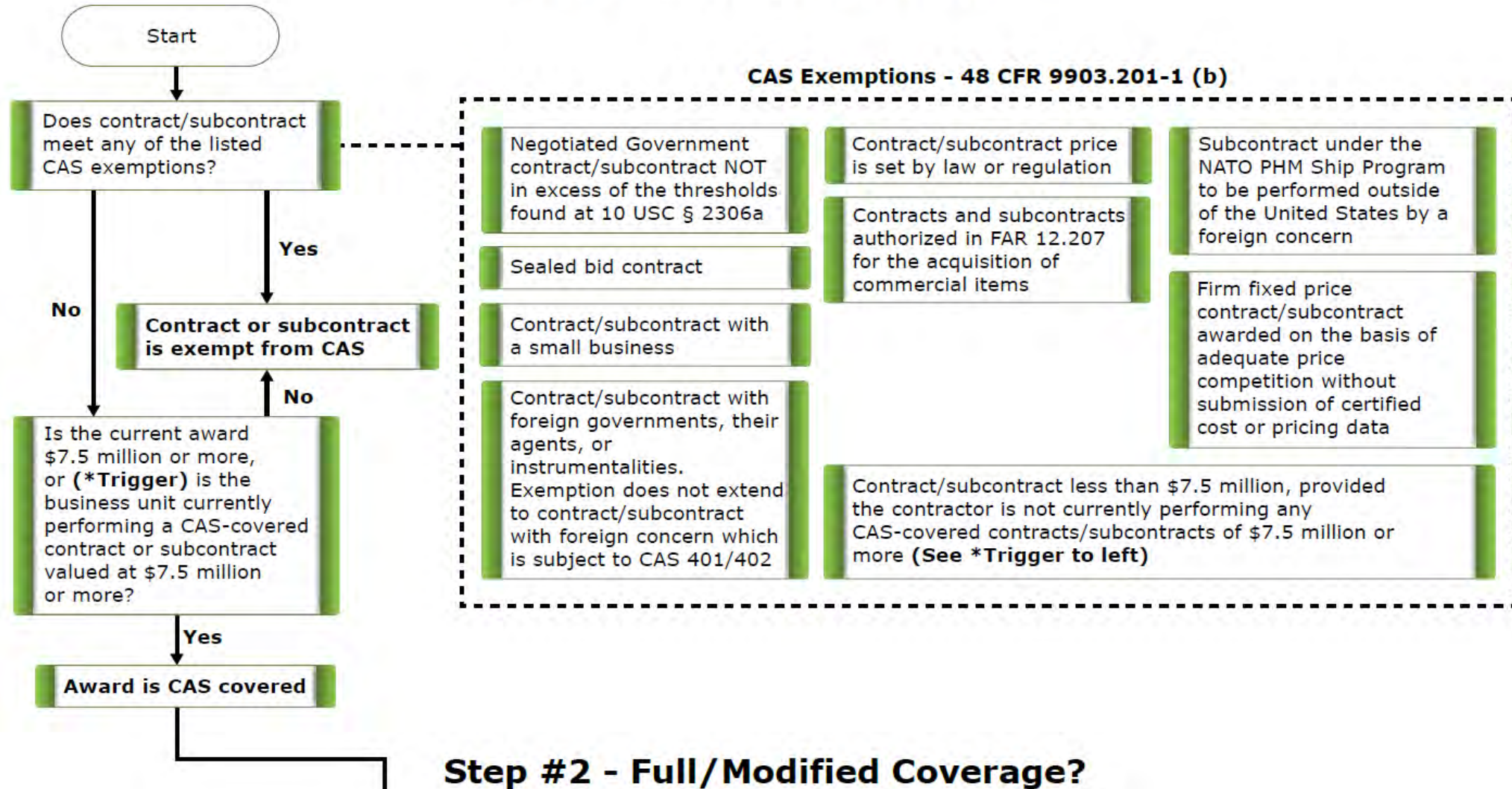
\$	565,000,000
\$	49,500,000
	8.76%
\$	614,500,000



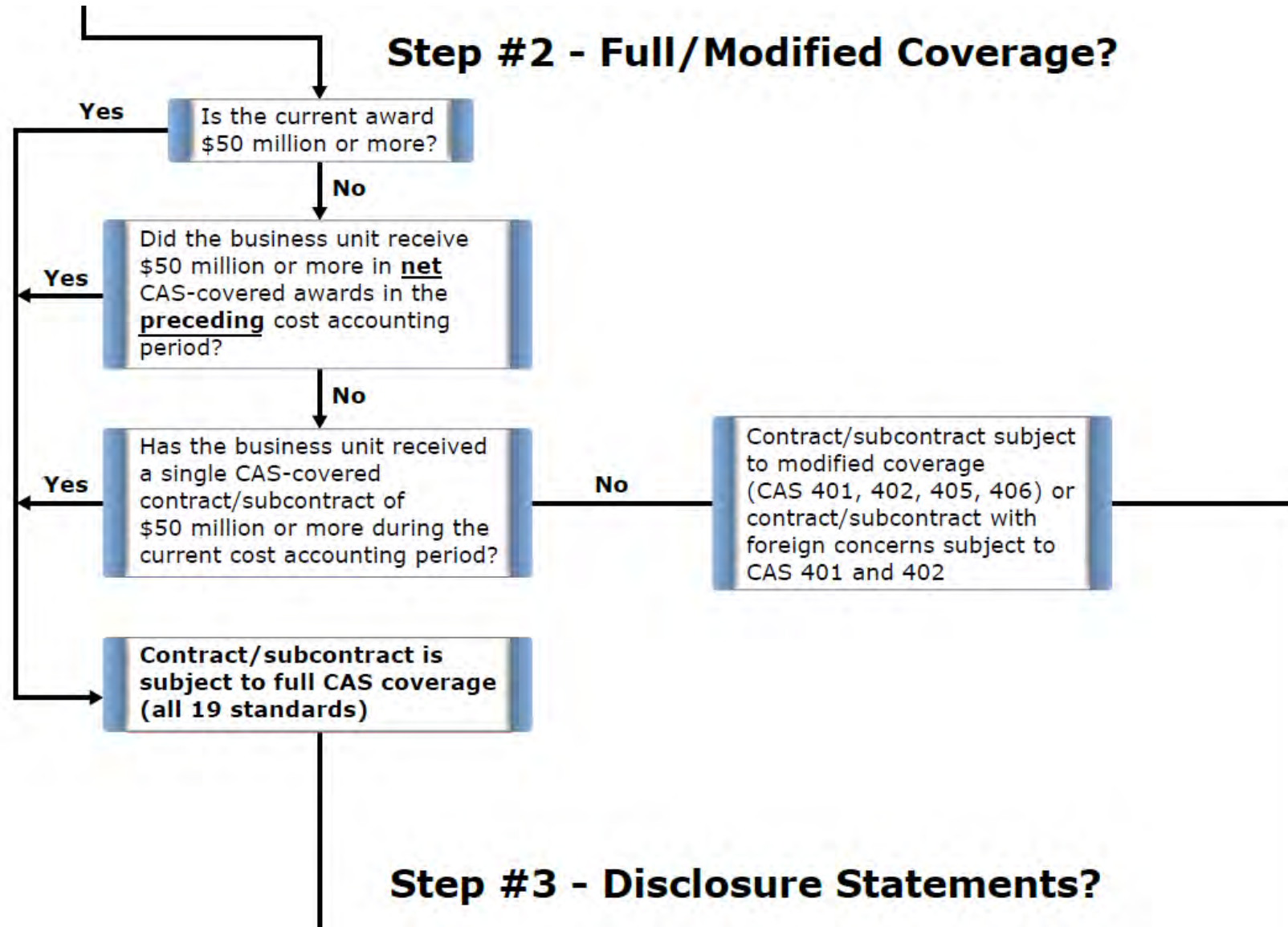
	Initial Target	Firm Target
Point 1	\$ 425,000,000	\$ 510,000,000
Target Cost	\$ 500,000,000	\$ 600,000,000
Pessimistic Cost/PTA	\$ 642,857,143	\$ 635,714,286
Profit at Point 1	\$ 102,500,000	\$ 88,000,000
Target Profit	\$ 50,000,000	\$ 25,000,000
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Target Price	\$ 550,000,000	\$ 625,000,000
Target Profit %	10.00%	4.17%
Ceiling Price	\$ 650,000,000	\$ 650,000,000
Ceiling %	130.00%	108.33%
Share Ratios	-	-
Gov Underrun	30.00%	30.00%
Gov Overrun	70.00%	70.00%

COST ACCOUNTING STANDARDS

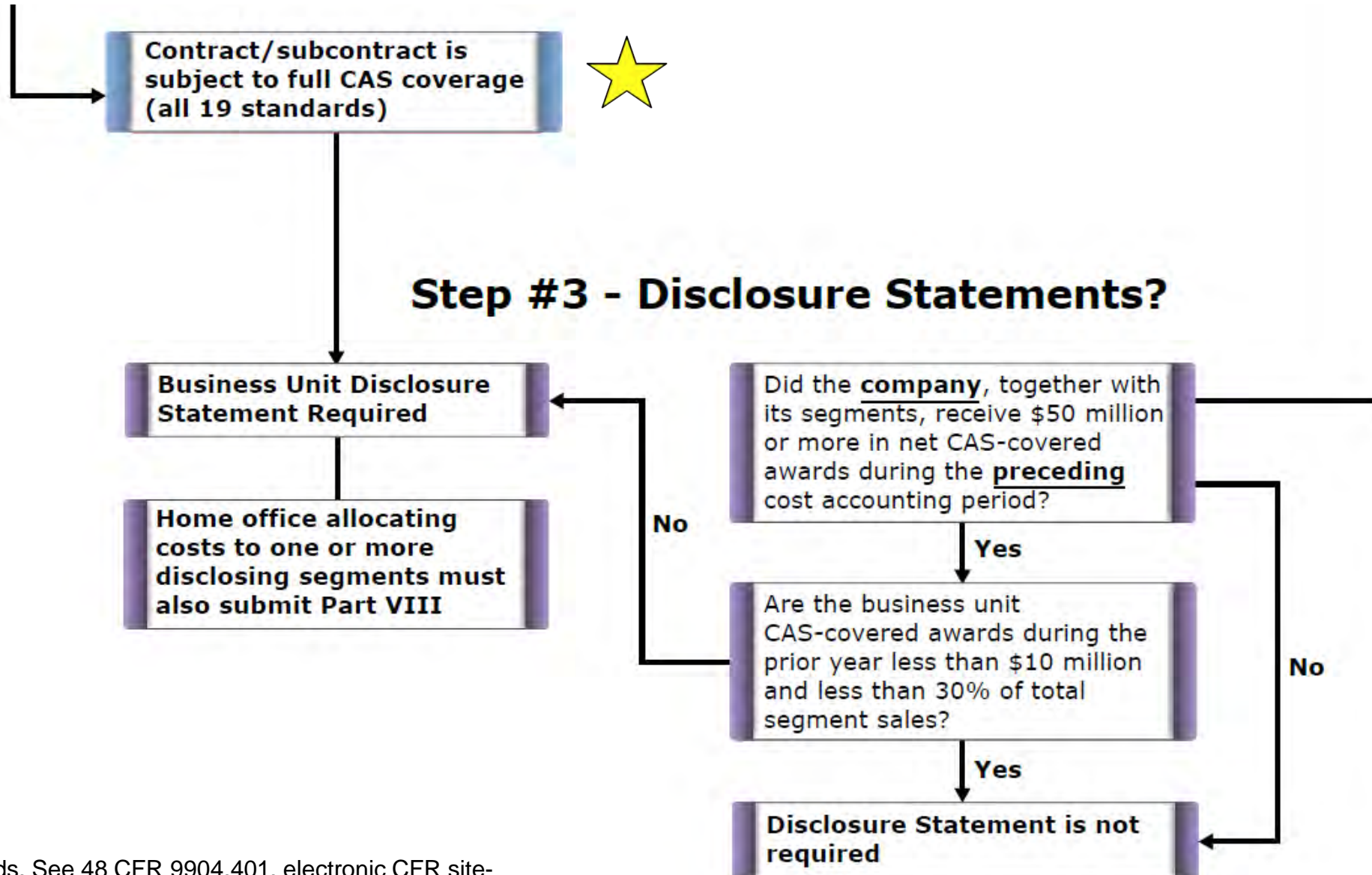
Step #1 - Does CAS Apply?



COST ACCOUNTING STANDARDS



COST ACCOUNTING STANDARDS





COST ACCOUNTING STANDARDS



➤ **9904.401-40 Fundamental requirement.**

(a) A contractor's practices used in estimating costs in pricing a proposal shall be consistent with his cost accounting practices used in accumulating and reporting costs.

(b) A contractor's cost accounting practices used in accumulating and reporting actual costs for a contract shall be consistent with his practices used in estimating costs in pricing the related proposal.

(c) The grouping of homogeneous costs in estimates prepared for proposal purposes shall not per se be deemed an inconsistent application of cost accounting practices under [paragraphs \(a\)](#) and [\(b\)](#) of this section when such costs are accumulated and reported in greater detail on an actual cost basis during contract performance.

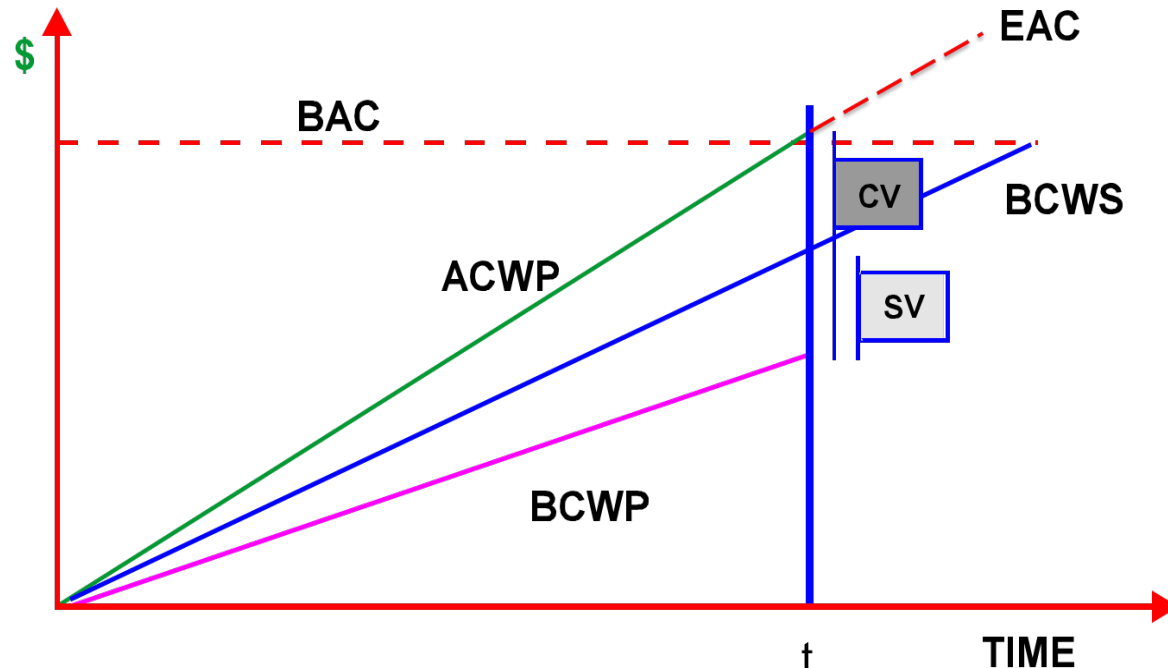
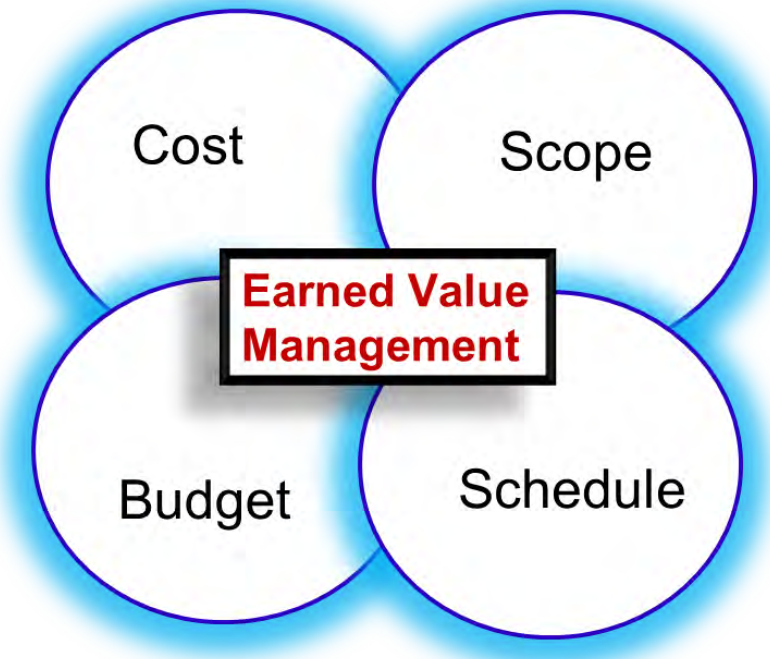
- Any business unit that is selected to receive a CAS-covered contract or subcontract of \$25 million or more shall submit a Disclosure Statement before award.
- Disclosure must be on Form Number CASB DS-1 or CASB DS-2, as applicable. Forms may be obtained from the cognizant Federal agency



EARNED VALUE MANAGEMENT SYSTEM



- Over \$20M must comply with ANSI/EIA 748 guidelines
- Over \$50M must have EVMS determined compliant by DCMA
- Properly integrates Cost, Schedule, Scope & Budget
- Provides valid, timely, and auditable information for decision making and corrective action
- Objectively compares the amount of work planned against what is accomplished to determine if planned progress is achieved

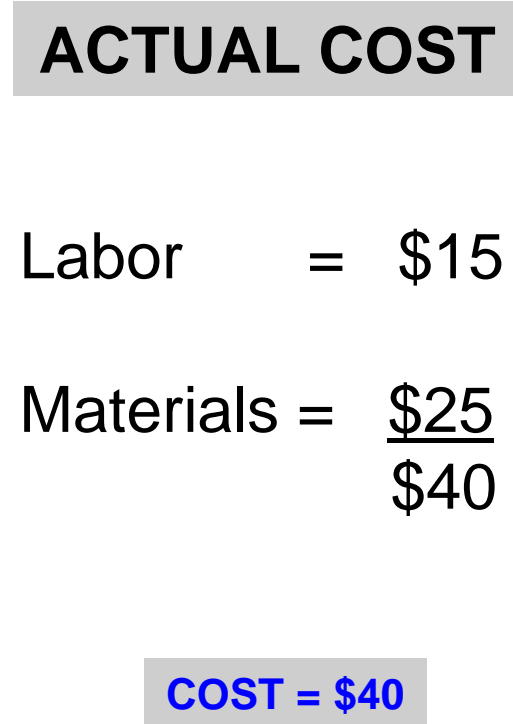
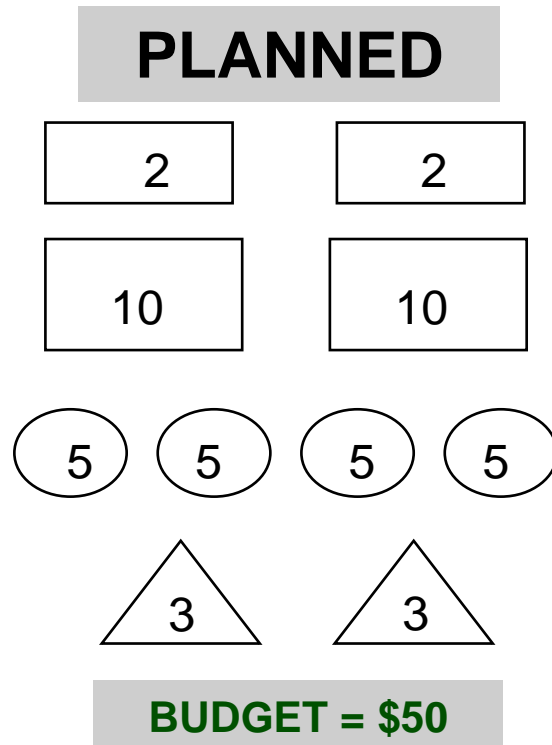


- BAC – Budget at Completion
- EAC – Estimate at Completion = $BAC - CV$
- ACWP – Actual Cost Work Performed
- BCWP – Budget Cost Work Performed
- BCWS – Budget Cost of Work Scheduled
- CV – Cost Variance = $BCWP - ACWP$
- SV – Schedule Variance = $BCWP - BCWS$



EARNED VALUE MANAGEMENT SYSTEM

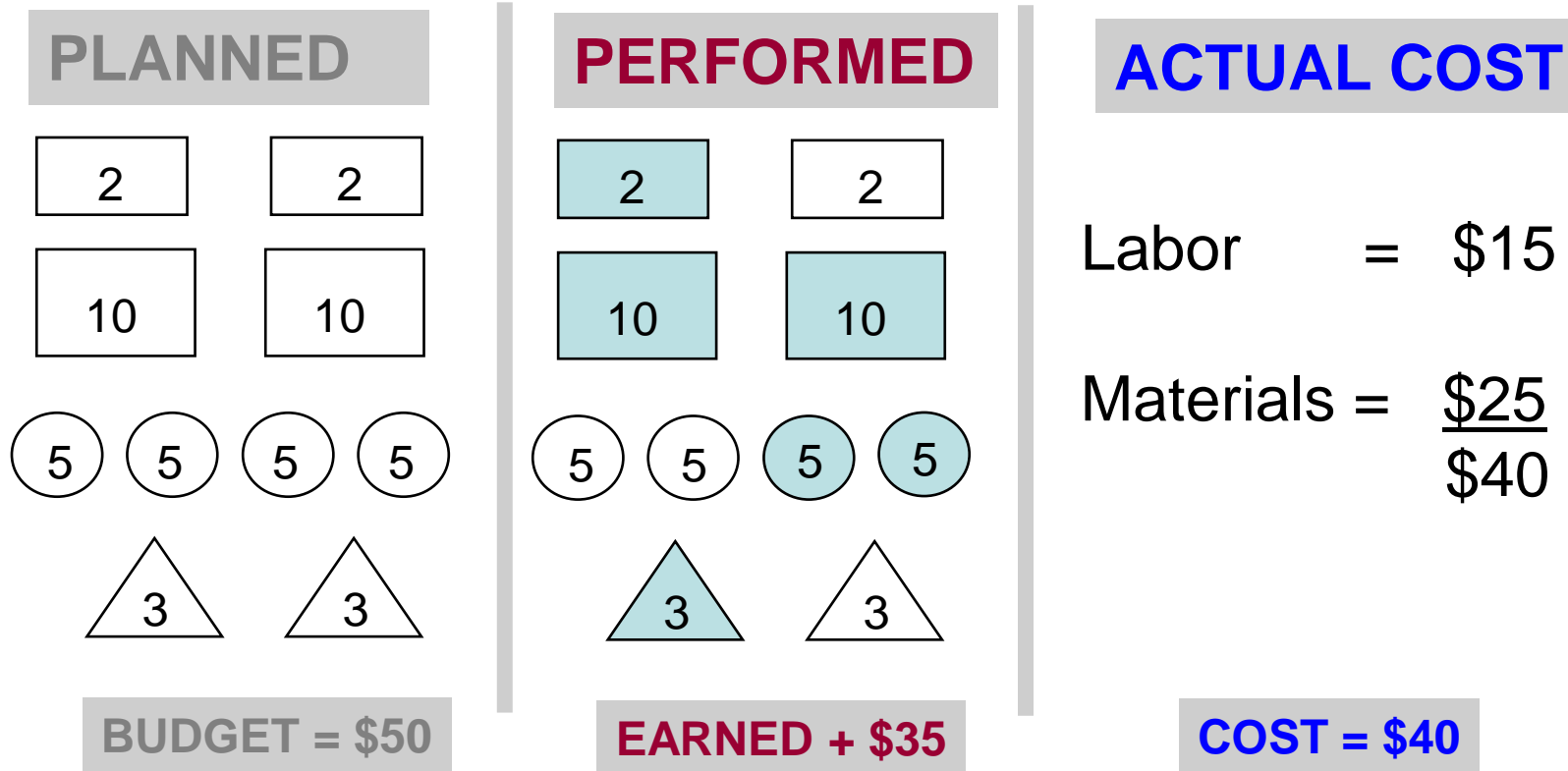
Traditional Cost Control Measurement



STATUS: CV = Budget - Actual = + \$10 Favorable ???

EARNED VALUE MANAGEMENT SYSTEM

Earned Value Measurement



Status: Schedule Variance = (Earned – Budget) = - 15 Unfavorable
Cost Variance = (Earned – Actual) = - 5 Unfavorable

Define Success

What Determines a Successful Project

1. Cost
2. Quality
3. Time/Schedule
4. Safety
5. Meets Originally Intended Purpose

Factors That Impact Success

1. Integration/Collaboration
2. Innovation
3. Partnering





Partnering

“We must always strive to maximize partnering outcomes to enable the safe delivery of quality projects that are on time and within budget...”

Committed to working together with partners to accomplish the mission and build enduring relationships through trust, transparency, and shared values”

-Lt. Gen Scott Spellmon

QUESTIONS



GALVESTON INDUSTRY DAY DOING BUSINESS WITH THE FEDERAL GOVERNMENT

Champions of America's Energy Coast!

Kay Riplinger-Baltz
Deputy, Small Business Program
USACE, Galveston District

16 February 2023



US Army Corps
of Engineers®





DOING BUSINESS

2



WHO
YOU
GONNA
CALL?





WHO YOU GONNA CALL?





APEX ACCELERATOR



University of Houston APEX Accelerator

Tribal Government APEX Accelerators

1455 West Loop South
Suite 890
Houston, TX 77027-9530
<http://www.ptac.uh.edu>

111 N. Peters
Suite 450
Norman, OK 73069
(405) 329-5542
www.tgiok.com

APEX Accelerators: Connecting
Business To Government
https://youtu.be/_mX88Sr18x8

tgi@cox.net

The Tribal Government Institute Apex Accelerators has generously offered to support the Galveston district, assisting small businesses regardless of tribal affiliation.

<https://www.apexaccelerators.us/#/>

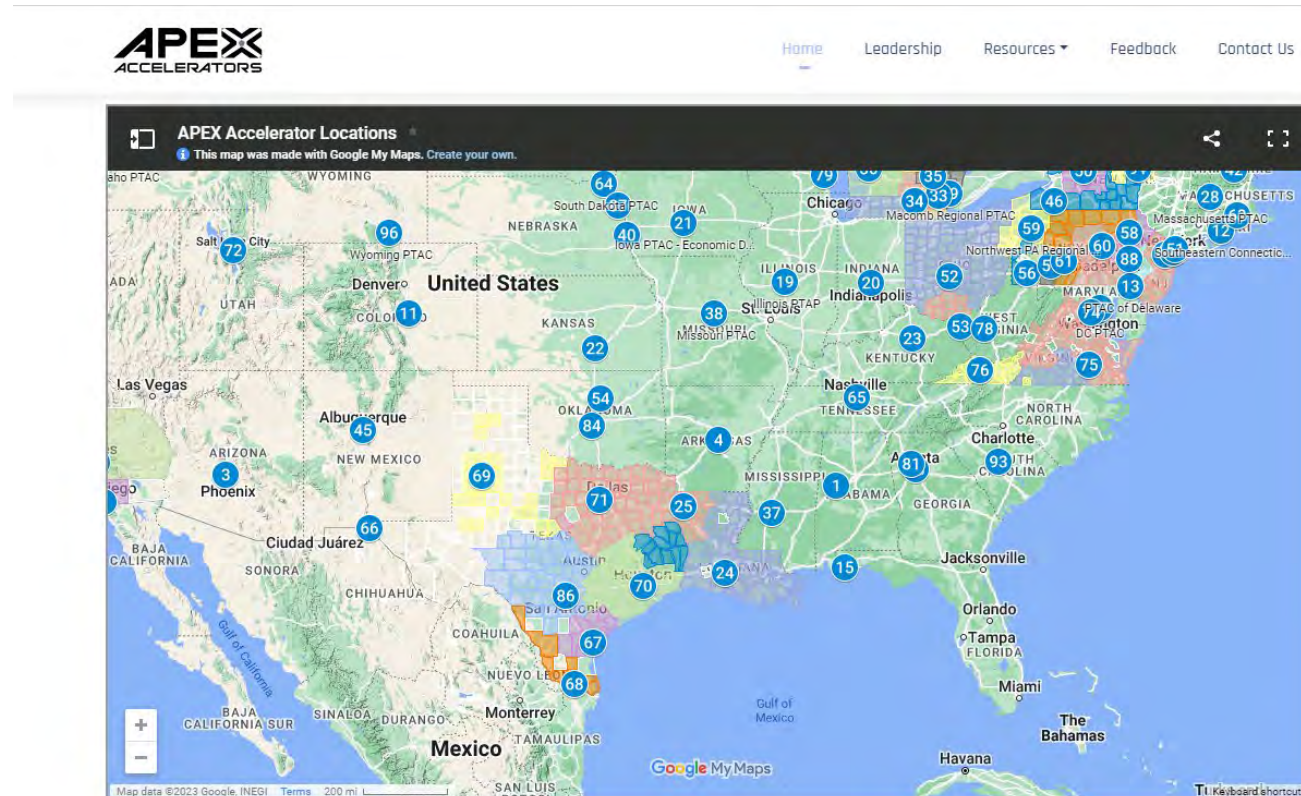


APEX ACCELERATOR

6



<https://www.apexaccelerators.us/#/>





SMALL BUSINESS DEVELOPMENT CENTER



Our network returned \$4.41
on every \$1.00 invested in 2022.

We help launch, train and sustain Texas' small businesses.
Read about our and our clients' significant accomplishments in 2022.

[Learn More](#)



Great Ideas, Great Connections, Great Business!

Find Your Nearest Small Business Development Center

Get no-cost business
advising and training

https://www.sbdc.uh.edu/sbdc/Find_Your_SBDC.asp



Small Business Administration



Counseling and help

SBA offers counseling and training resources that help small businesses win federal contracts

<https://www.sba.gov/federal-contracting/counseling-help>

<https://www.sba.gov/about-sba/sba-locations/headquarters-offices/office-government-contracting>

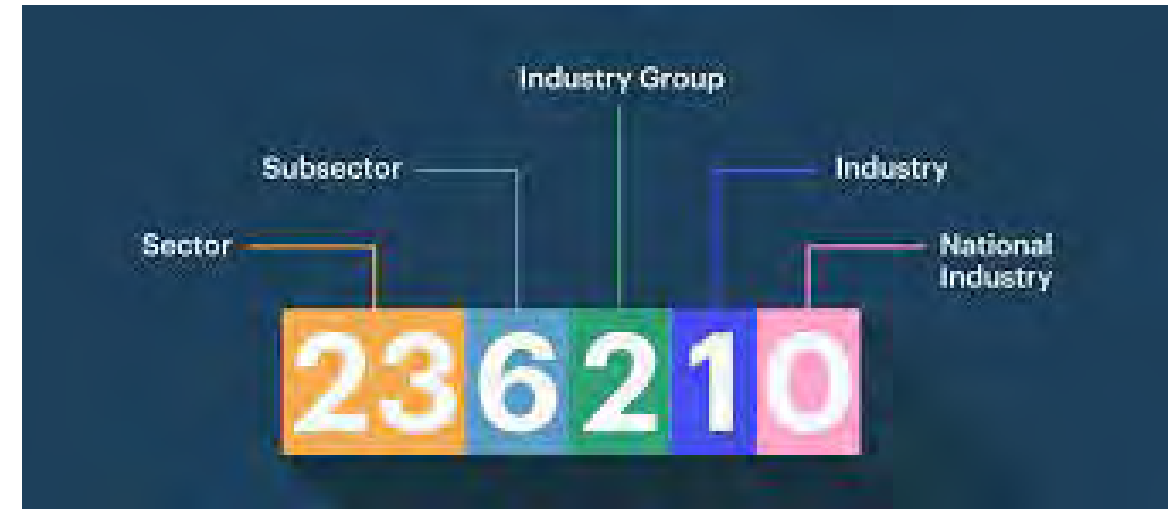
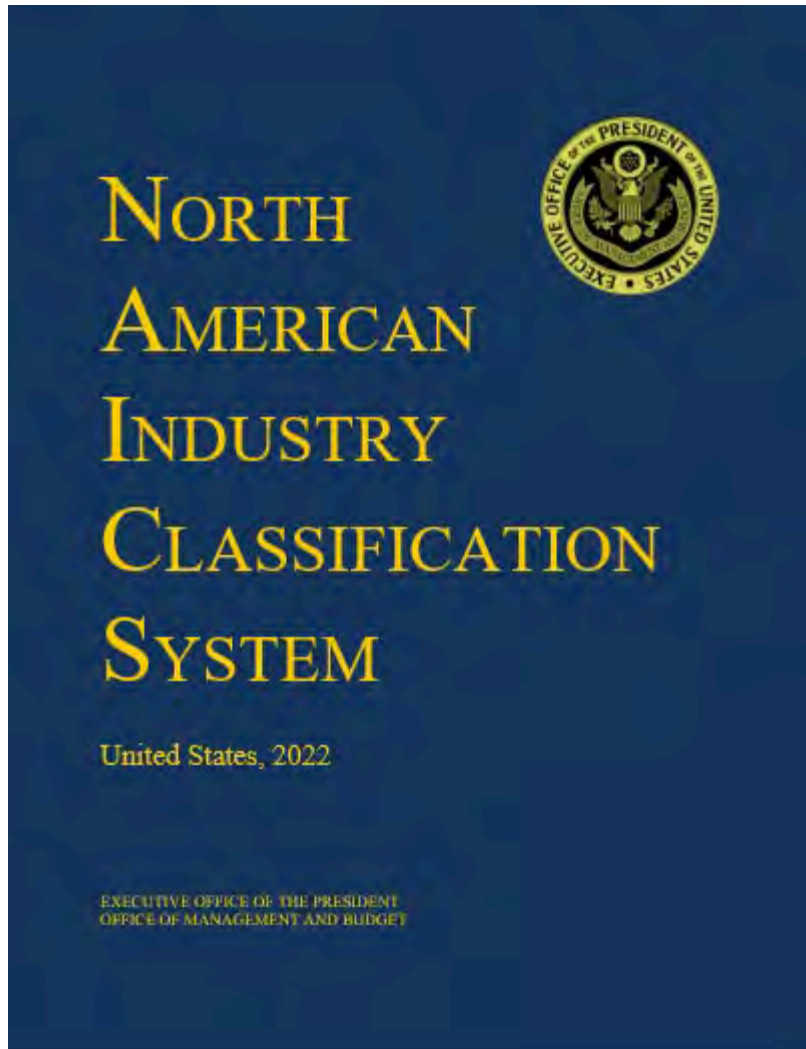
Nijua Heard

U.S. Small Business Administration
Procurement Center Representative
Office of Government Contracting
2101 NASA Parkway, Suite 475F
Houston, TX 77584
Email: nijua.heard@sba.gov

Activities covered

- NASA, Johnson Space Center – Houston, TX
- U.S. Army Corps of Engineers, Galveston District – Galveston, TX**
- Dept. of Veterans Affairs – Houston, TX

WHAT IS A NAICS?



<https://www.census.gov/naics/>



NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM

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Top NAICS for Galveston District

- 237990 OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION
- 541330 ENGINEERING SERVICES
- 238990 ALL OTHER SPECIALTY TRADE CONTRACTORS
- 236220 COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION
- 541380 TESTING LABORATORIES
- 541990 ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
- 334519 OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING
- 541620 ENVIRONMENTAL CONSULTING SERVICES
- 541370 SURVEYING AND MAPPING (EXCEPT GEOPHYSICAL) SERVICES
- 237310 HIGHWAY, STREET, AND BRIDGE CONSTRUCTION



Market Research



****FAR 5.002 POLICY***

****CONTRACTING OFFICERS MUST PUBLICIZE CONTRACT ACTIONS IN ORDER TO:***

A ~ INCREASE COMPETITION;

B ~ BROADEN INDUSTRY PARTICIPATION IN MEETING GOVERNMENT REQUIREMENTS;

AND

C ~ ASSIST SMALL BUSINESS CONCERNS, VETERAN-OWNED SMALL BUSINESS CONCERNS, SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS CONCERNS, HUBZONE SMALL BUSINESS CONCERNS, SMALL DISADVANTAGED BUSINESS CONCERNS, AND WOMEN-OWNED SMALL BUSINESS CONCERNS IN OBTAINING CONTRACTS AND SUBCONTRACTS.



SBA - Dynamic Small Business Search

← → ↺ 🏠 🔍 https://web.sba.gov/proxy/search/dsp_dsbs.cfm

Skip Navigation Accessibility Options

SBA DSBS Mobile View Print Exit Help DSBS Quick Market Search TM OnLine

Welcome to the Dynamic Small Business Search

Address hotlinks can be used to show the address in Google Maps.

SBA has verified the following certifications in DSBS: HZ, WOSB, EDWOSB. Any other certification presented in DSBS (i.e., SDVOSB) is self-certified by a firm and not verified by SBA. Other than these SBA certifications, DSBS is generally a self-certifying database and SBA does not make any representation as to the accuracy of the data included. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Profile

States:
 HI - Hawaii
 SC - South Carolina
 SD - South Dakota
 TN - Tennessee
 TX - Texas
 UT - Utah
 VT - Vermont
 VA - Virginia
 VI - Virgin Islands
 WA - Washington
 WY - Wyoming
[\(How to make multiple selections.\)](#)

Searching within a State:
 (Requires exactly one state from the State list at left.)

Congressional District: [Help](#)

County: Select 1 State, then press Lookup [Lookup Help](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Government Certifications

8(a) Certified or 8(a) Joint Venture:

☐ Required (Active Certifications only)
☐ Required (Active Certifications and Previously Certified)
☐ Required (Previously Certified only)
☒ Not Required

Women Owned Small Business:

☒ Required (Active Certifications only)
☐ Required (Active Certifications and Previously Certified)
☐ Required (Previously Certified only)
☐ Not Required



Market Research



HOW TO DO BUSINESS WITH THE CORPS

****SOURCES SOUGHT SYNOPSIS***

- ~YOU MUST RESPOND TO BE COUNTED/EVALUATED!***
- ~EVALUATION OF QUALIFICATIONS***

****OPPORTUNITIES FOR SB SET ASIDES***

- ~RULE OF TWO FOR CONSTRUCTION, SUPPLIES, & SERVICES***
- ~RULE OF THREE FOR A&E (BROOKS ACT)***



Market Research



Here is how you can help the government...

RESPOND to Sources Sought Notices / RFI's...

Responses must be determined capable...

****Training available at 1500...right here...**

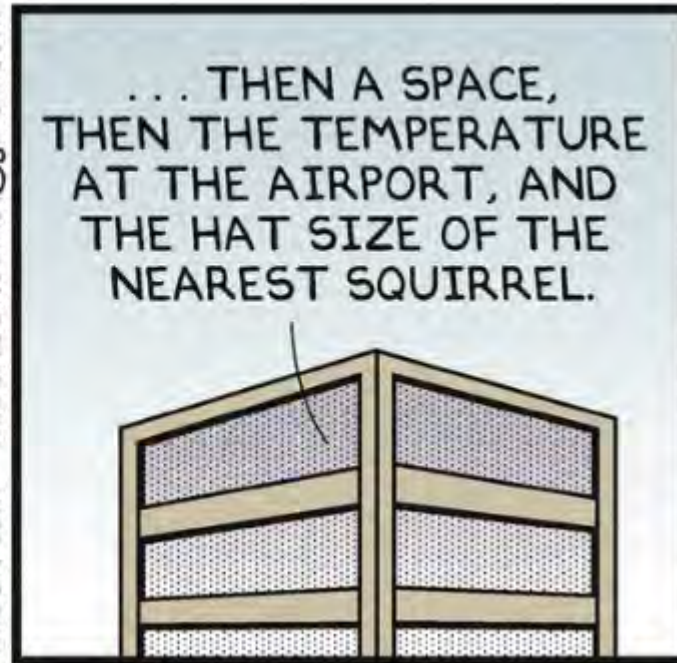
HOW IS THE SOLICITATION NUMBER DETERMINED?



Saturday April 23, 2011



Dilbert.com DilbertCartoonist@gmail.com



4-23-11 © 2011 Scott Adams, Inc./Dist. by Universal Uclick



Galveston District DoDACCC



DoD Activity Address Code - Fiscal Year – Solicitation Type – Action number

W912HY-23-(Q,R,B)-0011



SAM



HOW TO DO BUSINESS WITH THE CORPS

****SYSTEM FOR AWARD MANAGEMENT (SAM)***

****DUNS NUMBERS HAVE GONE AWAY***

****UNIQUE ENTITY ID IS THE TWELVE-CHARACTER
ALPHANUMERIC VALUE ASSIGNED TO REPLACE THE
DUNS.***



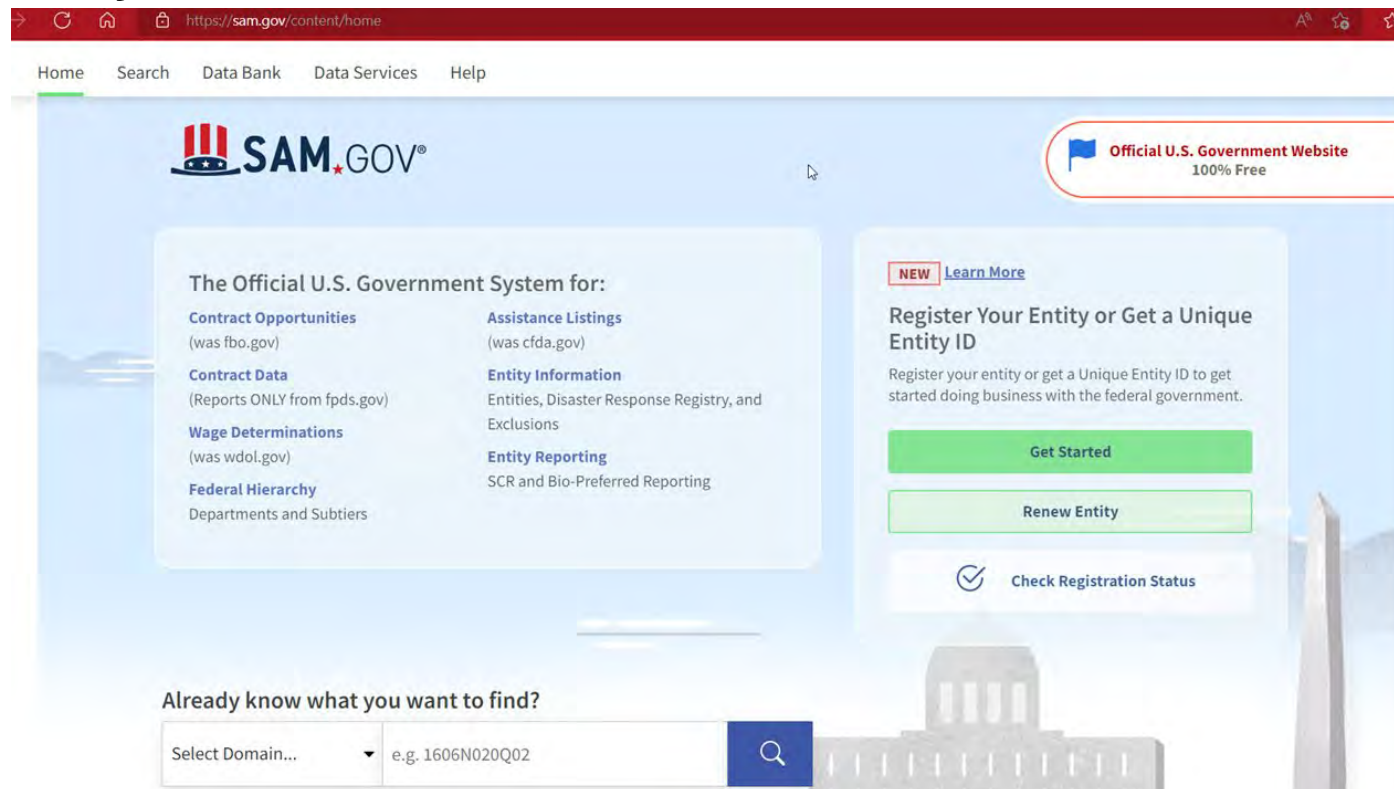
SAM REGISTRATION

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***Offerors must be registered in SAM in order to receive a Government contract award.**

***This includes Purchase Orders, Modifications, Exercise of Options, Delivery Orders and Task Orders.**





SAM



- *Firms must renew their registration every 365 days.*
- *An automated email from SAM.gov will be sent prior to registration's expiration.*
- *All new activations AND renewals may require a notarized letter formally appointing an Entity Administrator.*

** if you need assistance contact:*





FEDERAL OPPORTUNITIES

20



All full and open solicitations will be posted via the Federal Opportunities page at <http://www.SAM.gov>.

An official website of the United States government [Here's how you know](#)

Home Search Data Bank Data Services Help

SAM.GOV®

The Official U.S. Government System for:

- Contract Opportunities** (was fbo.gov)
- Contract Data** (Reports ONLY from fpds.gov)
- Wage Determinations** (was wdol.gov)
- Federal Hierarchy** Departments and Subtiers
- Assistance Listings** (was cfa.gov)
- Entity Information** Entity Registrations, Disaster Response Registry, and Exclusions
- Entity Reporting** SCR and Bio-Preferred Reporting

Contract Opportunities

Contract opportunities are procurement notices from federal contracting offices. Anyone interested in doing business with the government can use this system to search opportunities. Opportunities include pre-solicitation notices, solicitation notices, award notices, and sole source notices.

If you are looking for grant opportunities, visit our partner site at [grants.gov](https://www.grants.gov).

Search Contract Opportunities [Advanced Search](#)

W912HY*

[Check Registration Status](#)

Already know what you want to find?

Select Domain... e.g. 1606N020Q02

In the “Search Contract Opportunities” type “**W912HY***”
Use asterisk “*” as a wildcard

PIEE???





SOUTHWESTERN DIVISION AND SWG

22



Pre-Solicitation and Solicitation actions now use the Procurement Integrated Enterprise Environment (PIEE) <https://piee.eb.mil/>

PIEE Registration: Can only be completed after a CAGE/NCAGE is obtained and SAM registration is approved.

Registration Training and Instructions: <https://dodprocurementtoolbox.com/site-pages/solicitation-module>

PIEE Instructions should also be in the solicitation
The opportunity will still be posted to SAM, but only with a link to PIEE:



All documents, attachments, etc. are only located in PIEE



PIEE



HOW TO DO BUSINESS WITH THE CORPS

****PROCUREMENT INTEGRATED ENTERPRISE ENVIRONMENT (PIEE)***

****IT IS THE CONTRACTOR'S RESPONSIBILITY TO MONITOR THE PIEE SOLICITATION MODEL DAILY FOR PLANS, SPECIFICATIONS, AND AMENDMENTS TO THE REQUIREMENT.***

****BIDS/REQUEST FOR PROPOSALS(RFP) SHALL BE SUBMITTED ELECTRONICALLY THROUGH PIEE.***



PIEE



HOW TO DO BUSINESS WITH THE CORPS

****PROCUREMENT INTEGRATED ENTERPRISE ENVIRONMENT (PIEE)***

****IT IS THE CONTRACTOR'S RESPONSIBILITY TO ENSURE THE IFB/RFP OFFER IS SUBMITTED IN A TIMELY MANNER TO AVOID THE OFFER BEING CONSIDERED LATE OR REJECTED.***



HOW TO DO BUSINESS WITH THE CORPS

****NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY (NIST)***

****REQUIRES A SCORE IN THE SUPPLIER PERFORMANCE RISK SYSTEM (SPRS).***

****THE NIST SCORE IS A RESPONSIBILITY ITEM. THOSE BIDS/OFFERS WITHOUT A NIST SCORE IN SPRS COULD BE DEEMED NON-RESPONSIBLE AND NOT EVALUATED /CONSIDERED FOR AWARD.***



Solicitation Process



HOW TO DO BUSINESS WITH THE CORPS

****SOLICITATION/RFP IS ISSUED FOR 30 CALENDAR DAYS.***

****SPECIFICATIONS INCLUDES A BIDDER INQUIRY – PROJNET IN THE SOLICITATION/RFP REQUIREMENT.***

****SPECIFICATIONS REQUIRES A BID BOND TO BE SUBMITTED WITH THE IFB/RFP OFFERS FOR DREDGING/CONSTRUCTION REQUIREMENTS.***



Award Process



HOW TO DO BUSINESS WITH THE CORPS

**CONTRACTOR IS REQUIRED TO PROVIDE PERFORMANCE AND PAYMENT BONDS.*



Recap



HOW TO DO BUSINESS WITH THE CORPS

****RECAP***

****REVIEW SOURCES SOUGHT AND ALL REQUIREMENTS VIA SAM.GOV AND PIEE.***

****REVIEW/DOWNLOAD THE REQUIREMENT AND ALL AMENDMENTS VIA PIEE.***

****BID/PROPOSALS ARE SUBMITTED ELECTRONICALLY THROUGH PIEE.***



Recap



HOW TO DO BUSINESS WITH THE CORPS

****RECAP***

****ENSURE YOU HAVE A NIST SCORE.***

****ENSURE YOUR REGISTRATION IS ACTIVE IN SAM.***

****ENSURE YOUR REGISTRATION IS ACTIVE IN THE
PROCUREMENT INTEGRATED ENTERPRISE
ENVIRONMENT (PIEE)***

****OFFERORS MUST BE REGISTERED IN PIEE IN ORDER
VIEW AND /OR DOWNLOAD THE REQUIREMENT AND ALL
AMENDMENTS AT THE SOLICITATION MODEL OF PIEE.***



REVIEW

30



[SBA - Dynamic Small Business Search](#)

<https://www.sam.gov>

<https://piee.eb.mil/>

[Doing Business with USACE Video](#)

SWG Navigation Dashboard:

<https://www.swg.usace.army.mil/Missions/Navigation/Navigation-Projects-Contracts/>

Texas Coastal Story Map:

<https://coastal-texas-hub-usace-swg.hub.arcgis.com/>



GALVESTON DISTRICT DODAAC

31



DoD Activity Address Code

W912HY*



CONTACT INFORMATION



Kay Riplinger-Baltz
Galveston District
Small Business Program Deputy

SWG-SB@usace.army.mil



QUESTIONS?





Locating Small Business Teaming Partners

University of Houston APEX Accelerator

Formerly the UH Procurement Technical Assistance Center (UH PTAC)

Dennis McIntosh
Procurement Advisor

UH APEX Accelerator – Your Resource for Selling to Government

We Will Review Today

- How the Federal Government Determines you are a Small Business
- Small Business Regulatory Considerations
- How to Locate Small Business Teaming Partners
- Other Considerations for Locating Teaming Partners
- UH APEX Accelerator Program Information

Feel free to ask questions throughout the presentation



How to Determine if you are a Small Business

- Small Business Administration (SBA) size standards determine whether your business qualifies as small
 - ✓ Based on North American Industry Classification System (NAICS) Codes
 - ✓ They define the largest size a business can be to participate in federal government contracting programs and compete for contracts reserved or set aside for small businesses
 - ✓ Standards vary by industry and are generally based on the number of employees or the amount of annual receipts the business has over a defined period of time
 - Employee calculation: This is the average number of people employed for each pay period over the business's latest 12 calendar months. Any person on the payroll must be included as one employee, regardless of hours worked or temporary status. The number of employees of a concern in business less than 12 months is the average for each pay period that it has been in business (1099s are not employees).
 - Annual receipts: This is the "total income" (or "gross income") plus the "cost of goods sold." (numbers normally found on the business's IRS tax return forms.) Receipts are averaged over a business's latest five complete fiscal years to determine the average annual receipts. If a business hasn't been in business for five years, multiply its average weekly revenue by 52 to determine its average annual receipts.

How to Determine if you are a Small Business

- In addition to meeting the size standards, you must:
 - ✓ Be a for-profit business of any legal structure – Sole Proprietorship, LLC, C-Corporation, S-Corporation, Partnership
 - ✓ Be independently owned
 - ✓ Be physically located and operate in the U.S. or its territories
 - ❖ Businesses outside the U.S. may be counted as small if they have an operation in the U.S. that makes a significant contribution to the U.S. economy through payment of taxes or use of American products, materials, or labor
- These resources can tell you if you are small in your NAICS code:
 - ✓ SBA Size Standards Tool: <https://www.sba.gov/size-standards/index.html>
 - ❖ Enter your NAICS code and Employee Receipts of Number of Employees Average
 - ✓ SBA Table of SB Size Standards: <https://www.sba.gov/document/support-table-size-standards>
 - ❖ Downloadable Excel file you can search by NAICS code to see the size standard

How to Determine if you are a Small Business

○ Size Standards for NAICS Subsectors 237, 238, and 541

Subsector 237 – Heavy and Civil Engineering Construction*		
237110	Water and Sewer Line and Related Structures Construction	\$45.0
237120	Oil and Gas Pipeline and Related Structures Construction	\$45.0
237130	Power and Communication Line and Related Structures Construction	\$45.0
237210	Land Subdivision	\$34.0
237310	Highway, Street, and Bridge Construction	\$45.0
237990	Other Heavy and Civil Engineering Construction	\$45.0
237990 (Exception)	Dredging and Surface Cleanup Activities ²	\$37.0

Subsector 541 – Professional, Scientific and Technical Services*		
541110	Offices of Lawyers	\$15.5
541191	Title Abstract and Settlement Offices	\$19.5
541199	All Other Legal Services	\$20.5
541211	Offices of Certified Public Accountants	\$26.5
541213	Tax Preparation Services	\$25.0
541214	Payroll Services	\$39.0
541219	Other Accounting Services	\$25.0
541310	Architectural Services	\$12.5
541320	Landscape Architectural Services	\$9.0
541330	Engineering Services	\$25.5

Subsector 238 – Specialty Trade Contractors*		
238110	Poured Concrete Foundation and Structure Contractors	\$19.0
238120	Structural Steel and Precast Concrete Contractors	\$19.0
238130	Framing Contractors	\$19.0
238140	Masonry Contractors	\$19.0
238150	Glass and Glazing Contractors	\$19.0
238160	Roofing Contractors	\$19.0
238170	Siding Contractors	\$19.0
238190	Other Foundation, Structure, and Building Exterior Contractors	\$19.0
238210	Electrical Contractors and Other Wiring Installation Contractors	\$19.0
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$19.0
238290	Other Building Equipment Contractors	\$22.0
238310	Drywall and Insulation Contractors	\$19.0
238320	Painting and Wall Covering Contractors	\$19.0

*In millions of dollars

Federal Subcontracting – FAR Requirements

- Federal Acquisition Regulation Subpart 19.7 - The Small Business Subcontracting Program:
 - ✓ Any contractor receiving a contract with a value greater than the simplified acquisition threshold (\$250K) must agree in the contract that small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns will have the maximum practicable opportunity to participate in contract performance
 - ❖ FAR 52.219-8, Utilization of Small Business Concerns
 - ✓ Each solicitation of offers to perform a contract that is expected to exceed \$750,000 (\$1.5 million for construction) and that has subcontracting possibilities, shall require the apparently successful offeror to submit an acceptable subcontracting plan
 - ❖ FAR clause 52.219-9, Small Business Subcontracting Plan
 - ✓ Subcontracting Plans are not required for:
 - ❖ Small business
 - ❖ Personal services contracts
 - ❖ Contracts and contract modifications performed entirely outside the U.S.
 - ❖ Contract modifications that do not contain the FAR 52.219-8, Utilization of Small Business Concerns



Subcontracting Plan Requirements

- Federal Acquisition Regulation (FAR) Subpart 19.704

- ✓ Provides the information that must be included in the Subcontracting Plan (also see FAR clause 52.219-9, Small Business Subcontracting Plan)

- ✓ Subcontracting Plan Templates

- ❖ USACE: https://www.usace.army.mil/portals/2/docs/hecsa/subcontracting_plan_template.pdf
- ❖ VA Office of Procurement, Acquisition, and Logistics: <https://www.va.gov/opal/nac/fss/sbsp.asp>
- ❖ Health and Human Services: <https://oamp.od.nih.gov/sites/default/files/DGS/contracting-forms/HHS%20SubK%20Plan%20Template%20-%20updated%20March%202022.pdf>

2023 Socio-Economic Classifications and Goals

WOSB	5%
SDB	12% (Increasing to 15% by 2025)
SDVOSB	3%
HUBZone	3%

Source: <https://www.sba.gov/document/report-sba-goaling-guidelines>

(If using a template, always verify it is up to date with FAR Part 19)

- Other FAR references you should know:

- ✓ FAR 19.705-4, Contracting Officer review of the Subcontracting Plan

- ❖ Reviewed to determine acceptability

- ✓ FAR 19.705-7, Compliance with the subcontracting plan – requires a Good Faith Effort (GFE)

- ❖ Failure to make a GFE means “willful or intentional failure to perform in accordance with the requirements of the subcontracting plan, or willful or intentional action to frustrate the plan”



Let's Review The
Local, State, And
Federal Government
Systems You Can Use
To Locate Small
Business Teaming
Partners

Locating Small Business Teaming Partners

- There are systems with Local, State, and Federal Government you can use to search for small business
 - ✓ Local Government: Depends on the agency and if they provide the ability to search their vendor database. Two local government agencies that provide you the ability to search their database for certified companies:
 - ❖ City of Houston Office of Business Opportunity: <https://houston.mwdbe.com/FrontEnd/searchcertifieddirectory.asp>
 - Search by certification type:
 - Minority, Women, Small Business Enterprise / Person with Disabilities Business Enterprise (includes Service-Disabled Veteran-Owned Small Business), Disadvantaged Business Enterprise / Airport Concessionaire Disadvantaged Business Enterprise, and LGBTBE Directory

Or

- Download the Entire Directory to Excel and sort by certification type and / or NAICS codes



Locating Small Business Teaming Partners

✓ Local Government:

❖ METRO: <https://ridemetro.sbdb.com/>

- Search by certification type:

- METRO SBE Directory
- TUCP / TXDOT Disadvantaged Business Enterprise (DBE)
- City of Houston Disability Directory (sent to the CoH website)

❖ As with the CoH, the METRO Directory is a good source for locating DBE-certified companies

Vendor Certification

Search and/or join our database of certified vendors

Apply for / Renew Certification

Search Metro SBE Directory

Search TUCP/TxDOT DBE Directory

Search City of Houston Disability Directory

Locating Small Business Teaming Partners

✓ State Government:

❖ Centralized Master Bidders List (CMBL): <https://comptroller.texas.gov/purchasing/vendor/cmb/>

▪ Search for Historically Underutilized Business (HUB) certified companies by:

- Single or Multiple Vendor Search
- Business Category
- Can select fields for report output
- Download to Excel



CENTRALIZED MASTER BIDDERS LIST (CMBL)

Manufacturers, suppliers, and other vendors wishing to furnish materials, equipment, supplies, and services to the state should register for the Centralized Master Bidders List (CMBL) to receive bidding opportunities.

The CMBL is a master database used by the state of Texas purchasing entities to develop a mailing list for vendors to receive bids based on the products or services they can provide to the state of Texas.

The CMBL annual registration fee is \$70 and may be paid online by credit, debit card, electronic check (U.S. addresses only) or by paper check at the address below.

[View a list of CMBL status codes.](#)

Active CMBL Vendors:

Vendors can [manage and update their CMBL business profile](#), as well as submit their CMBL annual [registration fee](#) in the online vendor registration system.



Translation:

Select Language

Powered by  Google Translate

[CMBL Application](#)

Related Links

[Highway Districts](#)

[Search for CMBL/HUB vendors](#)

[About CMBL](#)



Locating Small Business Teaming Partners

✓ State Government:

❖ Texas Unified Certification Program Directory: <https://www.txdot.gov/business/disadvantaged-small-business-enterprise.html/>

▪ Search by:

- Certification type (DBE and SBE)
- NAICS code
- Location of the company (city, state, zip)
- Can select fields for downloading the report to Excel

TxDOT makes it easy to find business opportunities and bid information for Disadvantaged Business Enterprises (DBE), Small Business Enterprises (SBE) and Historically Underutilized Businesses (HUB).



Small Business
Enterprise (SBE)
Program



Disadvantaged
Business
Enterprise/Airport
Concessions



Historically
Underutilized Business
(HUB) Program



Civil Rights events
calendar

Texas Unified Certification Program directory

The Texas Unified Certification Program (TUCP) will help you locate certified DBEs needed for highway construction contracts in Texas. The TUCP consolidates all DBE firms certified by six different agencies into one centralized directory.

- [Texas Unified Certification Program \(TUCP\)](#)
- [TUCP directory](#) 

Centralized Master Bidders List & HUB search

The State of Texas offers many opportunities for vendors, including minority and women-owned businesses. The Centralized Master Bidders List (CMBL) & HUB Search will help you locate certified HUBs.

- [Centralized Master Bidders List \(CMBL\) & Historically Underutilized Businesses \(HUB\) search](#) 

Locating Small Business Teaming Partners

✓ Federal Government

❖ SBA Small Business Dynamic Search System: https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

- Multiple search options – common search queries:
 - By state, area code, county, zip code, congressional district
 - Formal and self-certification: SDB, 8(a), WOSB, EDWOSB, HUBZone, SDVOSB
 - NAICS code and keywords
 - Minimum acceptable bonding levels
 - Search for specific companies by CAGE code, UEI, and company name or trade name (DBA)
 - SAM registration status – active or expired registration (for primes that require their subcontractors are registered in SAM)
 - Can download search results to Excel

If you are a small business you should register with the SBA DSBS, or you may miss out on opportunities

If you are a large business, DSBS is your primary resource for locating small business

Let's Review the SBA DSBS



Your Key To Being Discovered

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.

All form fields that require typing in data have "tooltips" with data format information.



NEW NEW FEATURES FOR MOBILE USERS: /library/udf
Phone number hotlinks can be used to dial the number on mobile phones.
Address hotlinks can be used to show the address in Google Maps.

SBA has verified the following certifications in DSBS: HZ, WOSB, EDWOSB. Any other certification presented in DSBS (i.e., SDVOSB) is self-certified by a firm and not verified by SBA. Other than these SBA certifications, DSBS is generally a self-certifying database and SBA does not make any representation as to the accuracy of the data included. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Profile

States:

 AL - Alabama
 AK - Alaska
 AA - American Atlantic (APO/FPO)
 AE - American Europe (APO/FPO)
 AP - American Pacific (APO/FPO)
 AS - American Samoa
 AZ - Arizona
 AR - Arkansas
 CA - California

Searching within a State:
(Requires exactly one state from the State list at left.)

Congressional District: [Help](#)

County: [Lookup Help](#)

[\(How to make multiple selections.\)](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Things To Remember When Searching

1. All fields selected must match before returning a result.
2. The more fields you add, the likelihood you will reduce the search result and some companies may not show up in the search.
3. The less fields you add, the likelihood you will increase the search result, potentially having companies in your search that do not meet your need.
4. Try several search criteria to narrow down to the one that best gives you the desired result.
5. DSBS defaults to searching companies with Active SAM registrations, you will need to select "Expired" to include in the search

https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

Government Certifications

8(a) Certified or 8(a) Joint Venture:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

HUBZone Certification:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

Women Owned Small Business:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

Economically Disadvantaged Women Owned Small Business:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#).
For more information, see also [SBA Certifications](#) in the search help page.

Ownership and Self-Certifications

- ☐ Any Minority Owned:
 - ☐ Any Native American Owned:
 - ☐ Tribally Owned
 - ☐ Alaskan Native Corp (ANC) Owned
 - ☐ Native Hawaiian Org (NHO) Owned
 - ☐ Other Native American
 - ☐ Other Minority Owned
- ☐ Community Development Corporation (CDC) Owned
- ☐ Self-Certified Small Disadvantaged Business
- ☐ Service Disabled Veteran Owned
- ☐ Veteran Owned (including Service Disabled Veteran Owned)
- ☐ Any Self-Certified Women-Owned Small Business: ([search help](#))
 - ☐ Self-Certified Women-Owned Small Business under the Women-Owned Small Business Program ([more information](#))
 - ☐ Self-Certified Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program
 - ☐ Self-Certified Women-Owned Small Business Joint Venture
 - ☐ Self-Certified Economically Disadvantaged Women-Owned Small Business Joint Venture

(To start over in this section, if you like, you can use this hotlink: [Clear These Checkboxes](#))

Specific Nature of Business

NAICS Codes: ☒ Any ☐ All (slower) [Help](#)

"Buy Green" NAICS Codes: ☒ Any ☐ All (slower) [Help](#)

Keywords: ☒ Any ☐ All (slower) [Help](#)

General Nature of Business

☐ Manufacturing ☐ Construction ☐ Research & Development ☐ Services

Minimum Acceptable Bonding Levels

<input type="text"/>	Construction Bonding Level (per contract)
<input type="text"/>	Construction Bonding Level (aggregate)
<input type="text"/>	Service Bonding Level (per contract)
<input type="text"/>	Service Bonding Level (aggregate)

Quality Assurance Standards

☐ ANSI/ASQC Z1.4 ☐ ISO-9000 Series ☐ ISO 10012-1 ☐ MIL-Q-9858 ☐ MIL-STD-45662A

Size

☐ At least ☒ No more than
 Employees and/or Annual Gross Revenue

Capabilities

Accepts Government Credit Card? ☐ Required ☒ Not Required

GSA Advantage Contract? ☐ Required ☒ Not Required

Exporter? ☐ Yes ☐ Wants to Be ☐ Either ☒ Not Required

☐ Has an Export Profile in TM OnLine (*)

(*) To search the contents of "Export Profiles", use the DSBS-affiliated [Trade Mission Online Search](#) ("TM OnLine").

Searching for a specific profile

CAGE Code: [Help](#)UEI: 8(a) Case Number:


(Note: Searching by name is slower than other criteria.)

Company Name or Trade Name:

- ☐ Do "sounds like" matching
- ☒ Do "first letters" matching
- ☐ Do "contains" matching

Profile Status

Last Updated

☐ On or before ☒ On or after 

Status

- ☒ Active (default)
- ☐ Expired Registration in SAM

("All" also sets Profile Last Updated to 'On or after 01/01/1900')

Search Results Display Options

Maximum number of profiles to be returned at a time:

25 ▼

Note: "Show All" shows as many profiles as you're allowed to receive, which may increase that limit to 5000. But due to a database restriction, adding "one-to-many" fields to the profile list (next item), lowers the limit to 1000. Choosing HTML Import format, below, automatically sets "Show All".

Show the following fields in the profile list:

Name and Trade Name of Firm; Contact; Address and City, State
Zip; Capabilities Narrative

Edit the columns to be displayed

Font Size (these usually affect all formats except HTML Import as text):

☐ Tiny ☐ Small ☒ Normal ☐ Large ☐ XLarge

Format. Show the search results in:

☒ Table format

☐ HTML Import format

Save As...: ☐ .text ☒ .xls (spreadsheet)
If importing into Windows Excel 2007 or later,
answer Yes to the format/suffix dialog.

☐ Mail-merge format

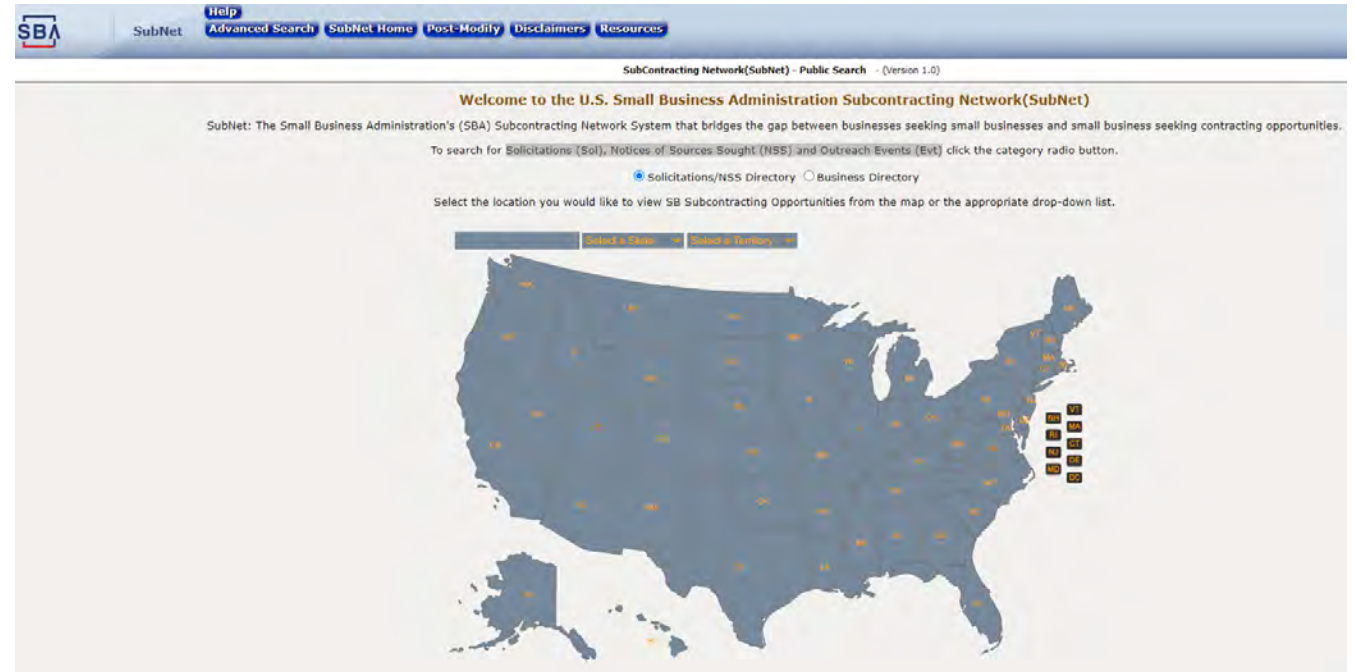
Delimiter: ☒ comma ☐ comma and blank ☐ tab

☐ Vertical format (useful for mobile users)

Other Considerations for Locating Teaming Partners

1. SBA SubNet: Used to bridge the gap between businesses seeking small businesses and small business seeking contracting opportunities
 - Intended use is to search for Solicitations (Sol), Notices of Sources Sought (NSS) and Outreach Events (Evt), posted by large and small business that may lead to subcontracting opportunities
 - ✓ Large and small business should use the system to post subcontracting opportunities (or teaming notices) and locate subcontracting opportunities
 - ✓ You will find the system is also used by small business to post capability statements
 - ❖ Not intended use of the system – DSBS is used for this purpose and should contain your capability narrative

https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm



Other Considerations for Locating Teaming Partners

2. Pre-solicitation and Pre-bid Conferences: Not mandatory but when used presents you an opportunity to meet (network) with other companies interested in the same opportunity
3. Interested Vendors List on SAM.gov: Not mandatory to include an IVL with the notice and when it is included, it is not mandatory to add your name to the list. If there is no IVL, you can email the buying office to ask if they maintain one and can provide it to you
4. USACE Contractor Database: Register with the USACE Contractor Database Small Business Program – the list of contractors is maintained by the USACE Office of Small Business Programs and is used for market research by USACE acquisition teams

<https://www.usace.army.mil/Business-With-Us/Small-Business/USACE-Contractor-Database/>

5. Attend local networking events – Industry Day, trade association meetings, government agency events, and other related networking opportunities, such as:

The Greater Houston Business Procurement Forum (GHBPF): The GHBPF is a monthly event that presents you an opportunity to network with other companies, buyers, and small business representatives

<http://houstonbiz.org/>

SBA Houston District Office Events: Offer a wide variety of events to create opportunities for small business

<https://www.sba.gov/district/houston>

Other Considerations for Locating Teaming Partners

6. Use USASpending.gov to locate certified companies with past performance
 - ✓ Need assistance understanding how to conduct a search on USASpending, attend our live webinar
https://www.ptac.uh.edu/ptac/Live_Events.asp
7. Capability Statement: Tells others who you are, what you do, and states your value and differentiators to set you apart from your competitors - it is your business resume others use to find you when conducting market research
 - ✓ Need assistance with preparing a Capability Statement, watch our on-demand webinar
<https://ptac.uhbauer.org/workshop.aspx?ekey=11420223>
8. Designating you want to participate in USACE and FEMA Disaster Assistance opportunities
 - ✓ Indicate disaster response status when completing your System for Award Management (SAM) registration (optional to participate)
 - ✓ The DRR includes a database of contractors willing to perform debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief activities
 - ✓ USACE leverages the national Disaster Response Registry (DRR), which is part of SAM
 - ✓ To learn more about the DRR: <https://www.acquisition.gov/content/disaster-response-registry>

A Closing Comment About Teaming Agreements

- Always get them in writing – verbal agreements are difficult to enforce
- Make sure it contains the pertinent terms and conditions, for example
 - ✓ Scope of Work
 - ✓ Understood Prices / Pricing
 - ✓ Performance Period
 - ✓ Termination for Convenience or Cause / Default
 - ✓ Payment (what is required for payment and when will you be paid)
 - ✓ Intellectual Property (if applicable)
 - ✓ Insurance and Bonding (if applicable)
 - ✓ Flow down clauses (Clauses in the prime's contract with the government that must be included (flowed down) in the agreement between the prime and subcontractor – often overlooked / not included)
- Usually, the prime dictates the subcontract terms and conditions used – you should try to negotiate terms that are not included, ambiguous, or not clear to protect your interests



Q&A

ANY
Questions?

Program Information

- **Department of Defense Program** to educate and guide individuals in selling their products (goods, services, construction, research & development) to federal, state, & local government
- **Funded by the DoD and the state of TX through the University of Houston (Bauer College of Business program)**
 - ✓ *UH PTAC / Apex Accelerator since 1986*
- **At least one Apex in every state – seven in TX**
 - ✓ *Provide service based on the principal location of your business (to locate your Accelerator : <https://www.ptac-us.org/>)*
- **We provide two core services:**
 1. *Client-Advising Services (requires an online application)*

No-cost education and guidance to individuals on federal, state, and local government procurement (*for-profit businesses only*)

 - ✓ Three Rs of Government Contracting – Register, Research, and Respond – structured program to get you prepared to sell to government
 - ✓ We primarily assist with competing for government contracts – the only grant assistance we provide is with the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs
 2. *Training (application is not required – anyone can attend)*

No-Cost webinars and workshops - (*variety of government procurement subjects*)

 - ✓ Visit our website – www.ptac.uh.edu, select the “Training” , then “Live Events” to see a calendar of scheduled live training we offer
 - Select “On-Demand Webinars” to view our list of pre-recorded webinars.

All our services are no cost to you – visit our website to learn more and apply: www.ptac.uh.edu

Follow us on Facebook and LinkedIn



The UH APEX Accelerator Facebook and LinkedIn pages are the place for you to keep up on what is going on in government procurement. We post:

- ✓ Opportunities
- ✓ News
- ✓ Upcoming workshops and events

Please feel free to share our pages with any of your friends and colleagues.

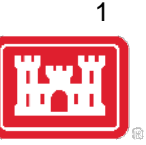
Facebook: <https://www.facebook.com/uhptac>

LinkedIn: <https://www.linkedin.com/company/uhptac/?viewAsMember=true>

Thank you
For
Coming



SABINE PASS TO GALVESTON BAY (S2G) PROGRAM



Introduction

The largest Civil Works Project
in USACE History \$3.9B CSRM
Project



Sabine Pass to Galveston Bay
Coastal Storm Risk Management Program



SABINE PASS TO GALVESTON BAY (S2G) PROGRAM

2



SABINE PASS TO GALVESTON BAY PROGRAM (S2G)





SABINE PASS TO GALVESTON BAY (S2G) PROGRAM

3



S2G

- Devasting Storms
 - Claiming lives & damaging property
- S2G Costal Storm Risk Management (CSRM) Project
 - Deliver a cost-effective solution
 - Reduce the coastal storm surge risk





SABINE PASS TO GALVESTON BAY (S2G) PROGRAM



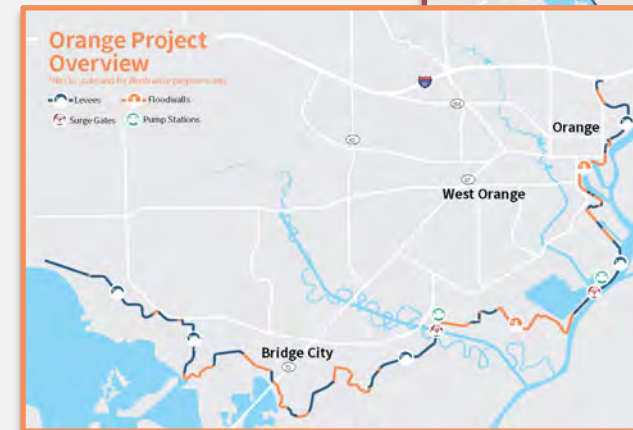
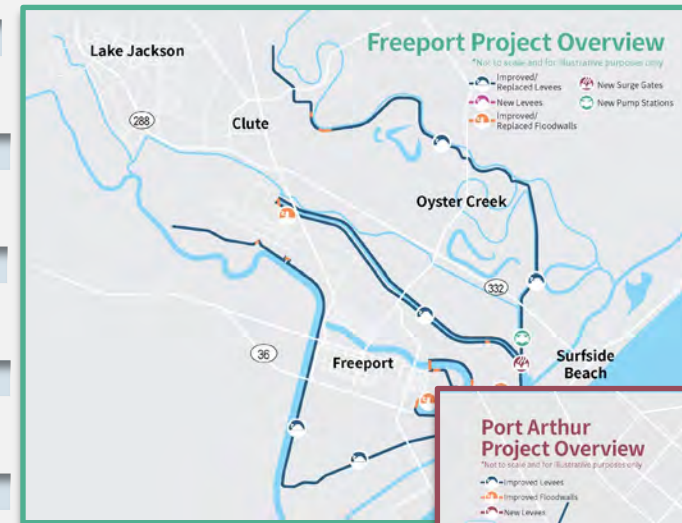
S2G CON'T

What does coastal storm risk management mean?

Coastal storm risk management refers to actions intended to lessen the negative or adverse impacts associated with a tropical storm or hurricane flood event.

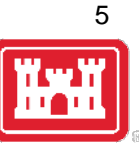
- S2G (\$3.9B) Program is comprised of three unique projects:
 - Freeport Project (\$703.39M)
 - Improvement to existing system
 - Port Arthur Project (\$863.56M)
 - Improvement to existing system
 - Orange County Project (\$2.39B)
 - Construction of new system

Project	Status	Anticipated Schedule for Construction
Orange County	Design (PED)	Construction is expected to start in 2025 and be completed by 2029
Port Arthur	Design (PED) & Construction	Construction started in 2020 and is expected to be complete by 2028.
Freeport	Design (PED)	Construction expected to start in 2025 and be completed by 2029.





SABINE PASS TO GALVESTON BAY PROGRAM UPDATE



Project Element	Anticipated Delivery Method	Value Range	Anticipated Tool	Tentative Award Date	General Project Description
Port Arthur and Vicinity Coastal Storm Risk Management Project					
S2G Port Arthur and Vicinity – Contract 3B	DBB	\$25M-\$50M	Stand-Alone or \$7B MATOC	Oct 2023	0.02 miles levee raise, 0.5 miles floodwall construction, 5 Gate Structures
S2G Port Arthur and Vicinity – Contract 3	DBB	>\$100M	Stand-Alone or \$7B MATOC	May 2024	1.0 mile floodwall replacement, 0.1 mile levee raise, 11 gates
S2G Port Arthur and Vicinity – Contract 3A	DBB	\$50M-\$100M	Stand-Alone	Jun 2023	1.0 miles floodwall replacement, 1 gate (option)
S2G Port Arthur and Vicinity – Contract 4	DB	>\$100M	\$7B MATOC	May 2023	2.0 miles floodwall replacement, 2 gates
S2G Port Arthur and Vicinity – Contract 2	DBB	\$25M-\$50M	\$7B MATOC	Dec 2027	0.2 miles floodwall replacement
S2G Port Arthur and Vicinity – Contract 3C	DBB	>\$100M	\$7B MATOC	Mar 2025	3.3 miles levee raise, 0.9 miles floodwall replacement
S2G Port Arthur and Vicinity – Contract 3D	DBB	\$5M-\$10M	\$7B MATOC	Mar 2024	2 railroad Gate Structures
S2G Port Arthur and Vicinity – Contract 5	DBB	\$25M-\$50M	\$7B MATOC	Oct 2026	0.4 miles new levee, 0.4 miles levee raise, 1 gate
Freeport and Vicinity Coastal Storm Risk Management Project					
S2G Freeport and Vicinity – Contract 2	DB	\$50M-\$100M	\$7B MATOC (Seed Task Order)	Dec 2023-TBD	100' lift gate, overflow structure, and 0.2 miles floodwall
S2G Freeport and Vicinity – Contract 3	DBB	>\$100M	\$7B MATOC	Apr 2023	0.63 miles levee raise, 3.1 miles floodwall replacement
S2G Freeport and Vicinity – Contract 4	DBB	>\$100M	\$7B MATOC	May 2023	9.3 miles levee raise, 0.8 miles floodwall replacement/new
S2G Freeport and Vicinity – Contract 4A	DBB	\$50M-\$100M	\$7B MATOC	Dec 2023	1.3 miles of levee raise, 1.4 miles of floodwall replacement, 6 road closure
S2G Freeport and Vicinity – Contract 4B	DBB	\$10M-\$25M	\$7B MATOC	TBD	0.4 miles of levee raise
Orange County Coastal Storm Risk Management Project					
S2G Orange County	ECI	>\$500M	Stand-Alone & \$7B MATOC	Sep 2025**	15.6 miles levee, 10.7 miles floodwalls, and 7 pump stations

**Border Infrastructure Multiple Award Task Order Contract (BI MATOC) - Reference W126G19D0033-0045 and W9126G20D0006-0011*

***Construction Option Awarded*



HORIZONTAL CONSTRUCTION ACQUISITION UPDATE



ACQUISITION INFORMATION

- ☐ **Acquisition Title:** Indefinite Delivery Indefinite Quantity Multiple Award Task Order Contract for Horizontal Construction in support of USACE, SWG and SWD
- ☐ **Scope:** Civil works construction projects to include relevant horizontal projects for military and IIS programs
- ☐ **Contract Capacity:** \$7B across a target of 15 IDCs
- ☐ **Acquisition Strategy:** Unrestricted with a SB reserve
- ☐ **Period of Performance:** 8 years
- ☐ **Special Considerations:** Multiple task order types (FFP, FPEPA, FPIF, FPIS, IDaC), down select, on/off ramping

STATUS

- ☐ Issue Phase 1 Solicitation 21 Mar 22
- ☐ Issue Phase 2 (AM4) Solicitation 26 May 22
- ☐ Replace FPV02 UNRESTRICTED Seed with PAV04
- ☐ Phase 2 Proposals Received 20 Jan 23

UPCOMING MILESTONES

- ☐ Discussions - Feb
- ☐ Final Proposal Revisions - Mar

Activity	Date
Complete solicitation peer review*	Mar 2022 (A)
Issue advanced notice/ Advertise Phase 1 RFP	Feb 2022 (A) Mar 2022 (A)
Receive Phase 1 proposals	Apr 2022 (A)
Phase 1 SSEB Complete	May 2022 (A)
SSDD/Establish competitive range	May 2022 (A)
Issue Phase 2 RFP (amendment)	May 2022 (A)
Receive Phase 2 proposals	Jan 2023 (A)
Complete selection	Apr 2023
Complete contract peer review*	May 2023
Award IDCs	Jun 2023

**Reviews in accordance with the USACE Acquisition Instruction (UAI)*



ARCHITECT-ENGINEER ACQUISITION UPDATE



ACQUISITION INFORMATION

- ☐ **Acquisition Title:** A-E Services for Planning, Engineering, and Engr during Construction in Support of the USACE, Galveston District and Southwestern Division
- ☐ **Scope:** Civil works related engineering areas, to include horizontal engineering in support of other programs
- ☐ **Contract Capacity:** \$775M
- ☐ **Acquisition Strategy:** Multiple Award Task Order Contract (MATOC) w/ shared capacity
- ☐ **Period of Performance:** >5 years
- ☐ **Special Considerations (subject to approval of acquisition plan):** Multiple task order types (FFP, CPAF, CPFF, T&M, LH), on/off ramping, and transfer of capacity outside the region

STATUS

- ☐ SCO Approval - 31 Jan
- ☐ *Will rely on existing regional capacity to fulfill short term needs*

UPCOMING MILESTONES

- ☐ Draft Synopsis for Industry Comment
- ☐ DASA(P) approval

Activity	Date
Approval of Senior Contract Official (SCO)*	Jan 2023
Issue draft synopsis for industry review	Feb 2023
Review and approval of DASA(P)*	Mar 2023
Complete solicitation peer review*	Apr 2023
Issue synopsis and conduct pre-proposal conference	Apr 2023
Receive SF330s (45 days)	May 2023
Complete A-E selection	Jun 2023
Complete negotiations	Aug 2023
Complete contract peer review*	Sep 2023
Award IDCs	Sep 2023

**Reviews in accordance with the USACE Acquisition Instruction (UAI)*



FUTURE INDUSTRY ENGAGEMENT



\$7B Horizontal Construction MATOC

- Phase Two Proposals received 20 Jan 2023
- Award Announcement – June 2023

\$775M Architect-Engineer Services Draft Synopsis

- Draft Synopsis – February
- Final Synopsis & Pre-proposal Conference – April

Orange Early Contractor Involvement Draft Solicitation

- SAM.gov post – 10 Feb – 10 Mar
- Draft “upfront” Solicitation - TBD