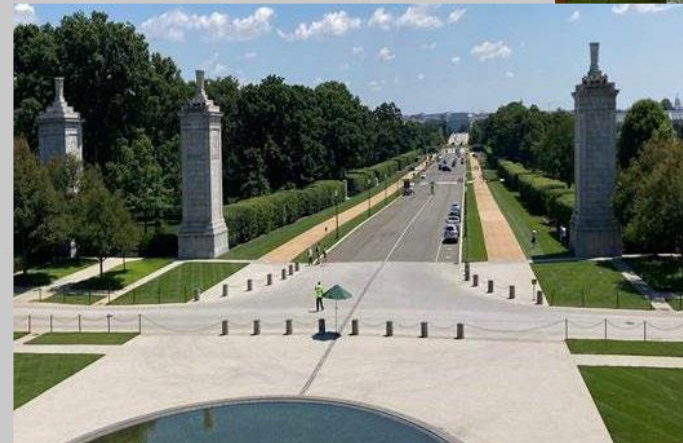
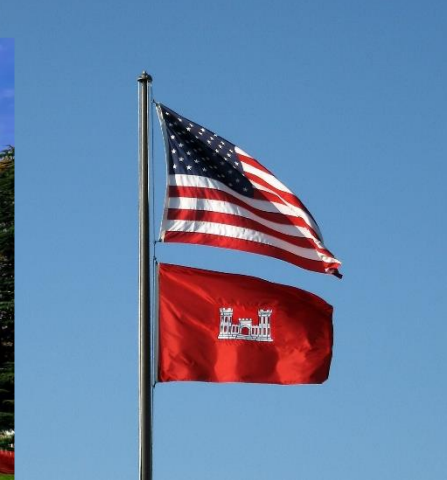
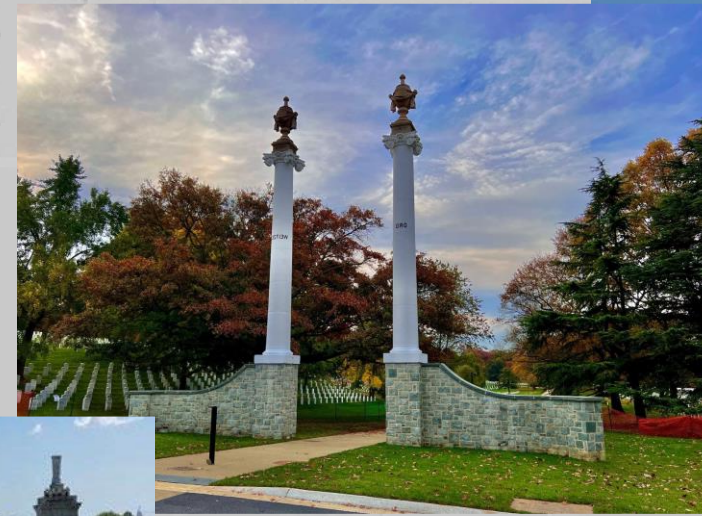


NORFOLK DISTRICT U.S. ARMY CORPS OF ENGINEERS

FY23+ WORKLOAD FORECAST

June/July 2023



US Army Corps
of Engineers®

Update dated: 15 June 2023



Changes Since Last Update

- Addition of multiple Shallow Draft Projects from FY23 Appropriation
- Funding for Virginia Beach Hurricane Protection - \$13M FY 23 Workplan
- Funding for Sandbridge Beach Hurricane Protection, \$24M, FY 24 BIL Funding
- Additional smaller projects at Holston and Radford Army Ammunition Plans
e.g. Laundry Facility
 - Radford Steam Lines – **Cancelled**
 - Holston Roads Estimated Price Range **changed** from \$10M-25M to \$1M-5M
- Additional FY23 and FY24 **DSCR** smaller projects added
- DB Explosives Decomposition (Holston) – **Awarded**
- Deep Creek Bridge Replacement – **Awarded**
- **Additional Updates** in following slides are annotated in **Blue**



TRENDS/HIGHLIGHTS



New Program (AE & Construction) At Radford & Holston Army Ammo Plants

- **AE Contract: Under Evaluation**
 - \$240M MATOC
 - Will allow for use at all Ammunition GOCOs
- **DB ANSol Thermal Treatment (Holston) – TBD**
- **DB ANSol Tank Farm (Holston) – Solicited**
- **New: AE DBB New Water Intake Facility (Holston) - TBD**
- **New: Laundry Facility, Roads (Holston)**

DoDEA

- **Main focus is on SRM – utilizing existing IDIQs**
- **Replacement AE MATOC Contracts for 2Qtr FY24**
- **Quantico/Dahlgren DMPM follow on will be awarded in FY23**

Arlington National Cemetery - \$10M-\$15M in SRM/YR

- **Southern Expansion – Project split into phases.**
 - **Phase II – OPS Complex (FY23) – Pending Award**
 - **Phase III – Cemetery Expansion (FY26)**
- **Amphitheater Interior Renovation (A-E) (FY22 Carryover)**
- **Memorial Avenue Development (Planning Study)**
- **Sanitary Sewer Repair (FY23)**
- **Sheridan Area Roads (FY23)**
- **Road Projects (Full depth, Mill & Pave) (MATOC)**

CivilWorks Program

- **Norfolk Harbor**
 - **\$42M** in FY23 – Maintenance Dredging and Craney Island work
 - Norfolk Harbor Deepening: \$83.7M funding in Budget plus **\$141.7M** approved from Infrastructure Bill
 - **Atlantic Ocean Channel Phase 1– Awarded – 22 March 23**
 - **AOC PH 2 (with VB Hurricane Protection) - solicitation August 23**
- **FY23 (August) solicitation of James River Dredging 5-year SATOC (\$40M)**
- **Lynnhaven River Basin – Ph 2 Restoration: 23-acre reef FY24 solicitation; 12-acre wetland FY24**
- **Norfolk Coastal Storm Risk Mgmt – approx. \$2.6B total cost, \$8M E&D underway for Ph 1**
 - **\$399.3M** approved for construction funding from Bipartisan Infrastructure Law
 - Expect first construction contract award in FY24 – **DB Pump Stations for Phase 1A**
 - **Will have 3 or 4 stand alone contracts to support initial Phase (1a)**
- **Deep Creek Bridge Replacement – Construction contract awarded April 2023**
- Awaiting new starts for **Coastal Storm Risk Studies – Peninsula, Eastern Shore, and Tangier.**
- **FY24 BIL Spend Plan has \$22M for renourishment of Sandbridge Beach, VA**

Military Program

- **Typical – 3-5 projects per year (\$100M-\$150M)**
- **F-22 program – 3 Projects – PA: \$220M (D-B-B)**
 - **Training Support Squadron Facility – Evaluation underway**
- **JBLE Program**
 - **Langley, Fuel Systems Maintenance Dock (\$10M - \$25M) Solicit: 2nd Qtr FY24**
 - **Ft. Eustis, ACP, Main Gate (\$10M - \$25M) Solicit: 2nd Qtr FY24**
 - **Ft. Eustis, HQ Bldgs, AIT Barracks PH IV, Ft. Eustis (\$10M - \$25M) Solicit: 1st Qtr FY24**
 - **FY 24 Langley, Dorm, PA: \$86M – In design, Solicit: 2nd Qtr FY24**
 - **FY 26 Langley, ACP/ Large Vehicle Inspection Fac, PA: \$93M – In Planning.**

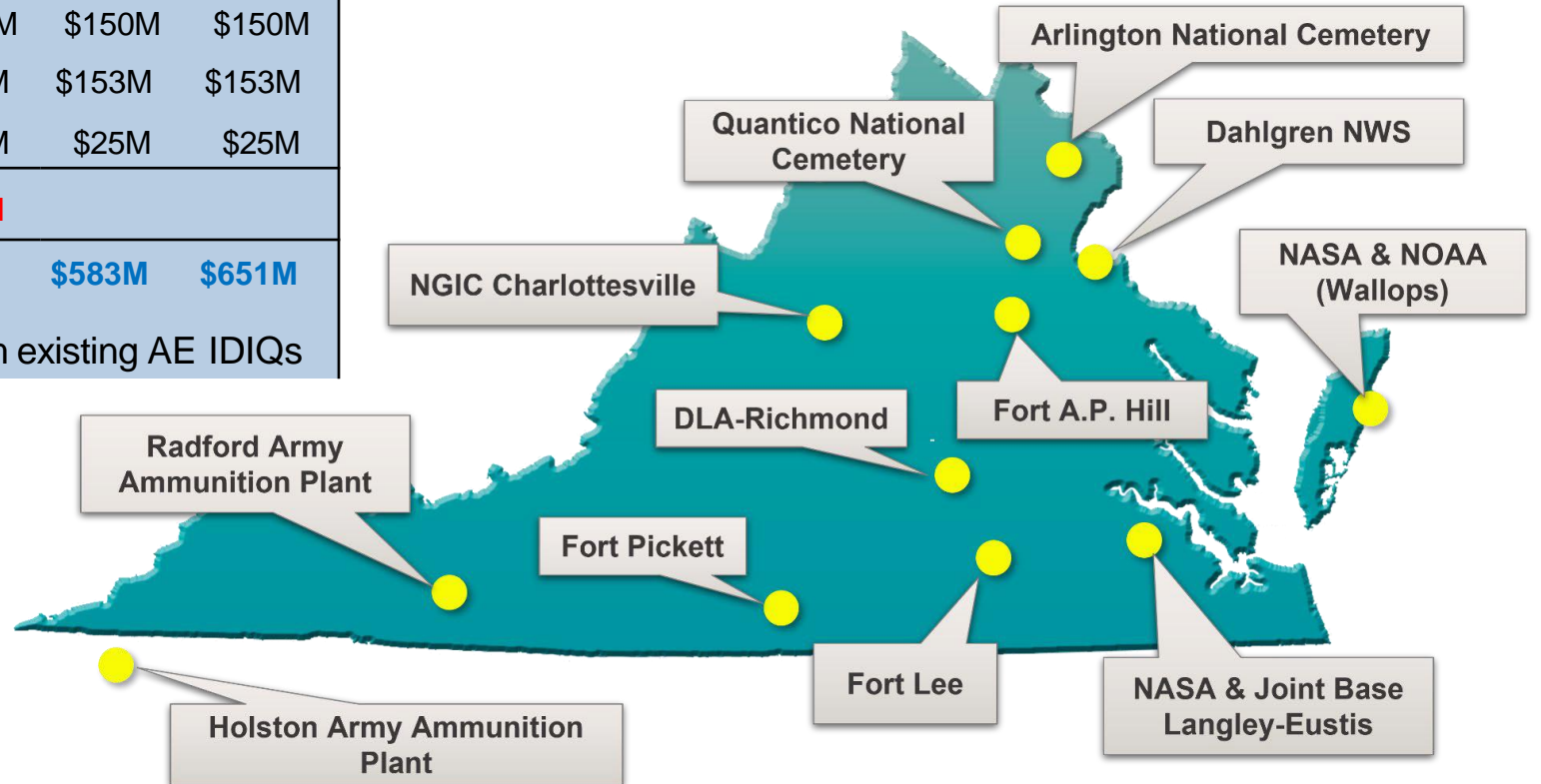


PROGRAM AT A GLANCE



PROGRAM SUMMARY:						
	<u>FY19</u>	<u>FY20</u>	<u>FY21</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24</u>
MILITARY	\$118M	\$477M	\$315M	\$105M	\$85M	\$153M
IES	\$33M	\$28M	\$145M	\$15M	\$170M	\$170M
CIVIL & OPS	\$86M	\$51M	\$60M	\$153M	\$150M	\$150M
ANC	\$45M	\$30M	\$20M	\$10M	\$153M	\$153M
DoDEA	\$22M	\$27M	\$25M	\$25M	\$25M	\$25M
IIJA			\$557M			
	\$304M	\$613M	\$565M	\$865M	\$583M	\$651M

*Does not include new or awards from existing AE IDIQs



*Further Small Business socio-economic set-aside may be determined pending results of market research



Small Business PROGRAM JUNE 2023

Type	NAO Goals	Current %	Current \$
Small Business	20%	6.34%	\$29,768,116
SDB	6%	5.15%	\$24,183,819
SDVOSB	3%	.34%	\$1,601,777
WOSB	3%	.60%	\$2,817,334
HUBZone	3%	.30%	\$1,406,348

OUTREACH EVENTS

2023 Navy Contracting Summit – VA Beach, June 8
VA Beach Convention Center

Tidewater Association of Services Contractors/Tidewater Government Industry Council
Airport Hilton
October 17, 2023

SAME Small Business Conference
October 31 - November 3, 2023
San Antonio, TX

Goal for First Time Awards is 10

First Time Awards FY 23

ANC Memorial Ave Pylon Stabilization, Arlington Cemetery
Contract Number: W91236-23-C-2009
Contractor: Terra Site Constructors 8A Sole Source
Contract Completion Date: 445 Days After NTP
Amount: \$3,068,543.00

MARSOC Assessment & Selection Facility, Ft. AP Hill
Contract Number: W91236-23-C-2020
Contractor: CCI GENERAL CONTRACTORS, LLC 8A Sole Source
Contract Completion Date: 540 Days After Notice to Proceed
Amount: \$4,559,895.64

UPCOMING CAPABILITY BRIEFINGS

Wednesday June 14

9:00 Diverse Solutions Group
10:00 SIRIS
11:00 GET Solutions/a Terracon Company
1:00 TLI Construction
2:00 Sentinel Robotics Solutions

Wednesday, June 28th

9:00 Floodproof
10:00 Smarthsheet
11:00 CMB Services
1:00 Areli Corporation

July 12 and July 19 – last dates for this FY.



OVERALL NORFOLK CSRM PROJECT SCOPE

City's Priorities for Construction Sequence:

- 1** Area 1 Ghent-Downtown-Harbor Park
- 2** Area 2 Pretty Lake
- 3** Area 3 Lafayette
- 4** Area 4 Broad Creek and Citywide/nonstructural

LEGEND

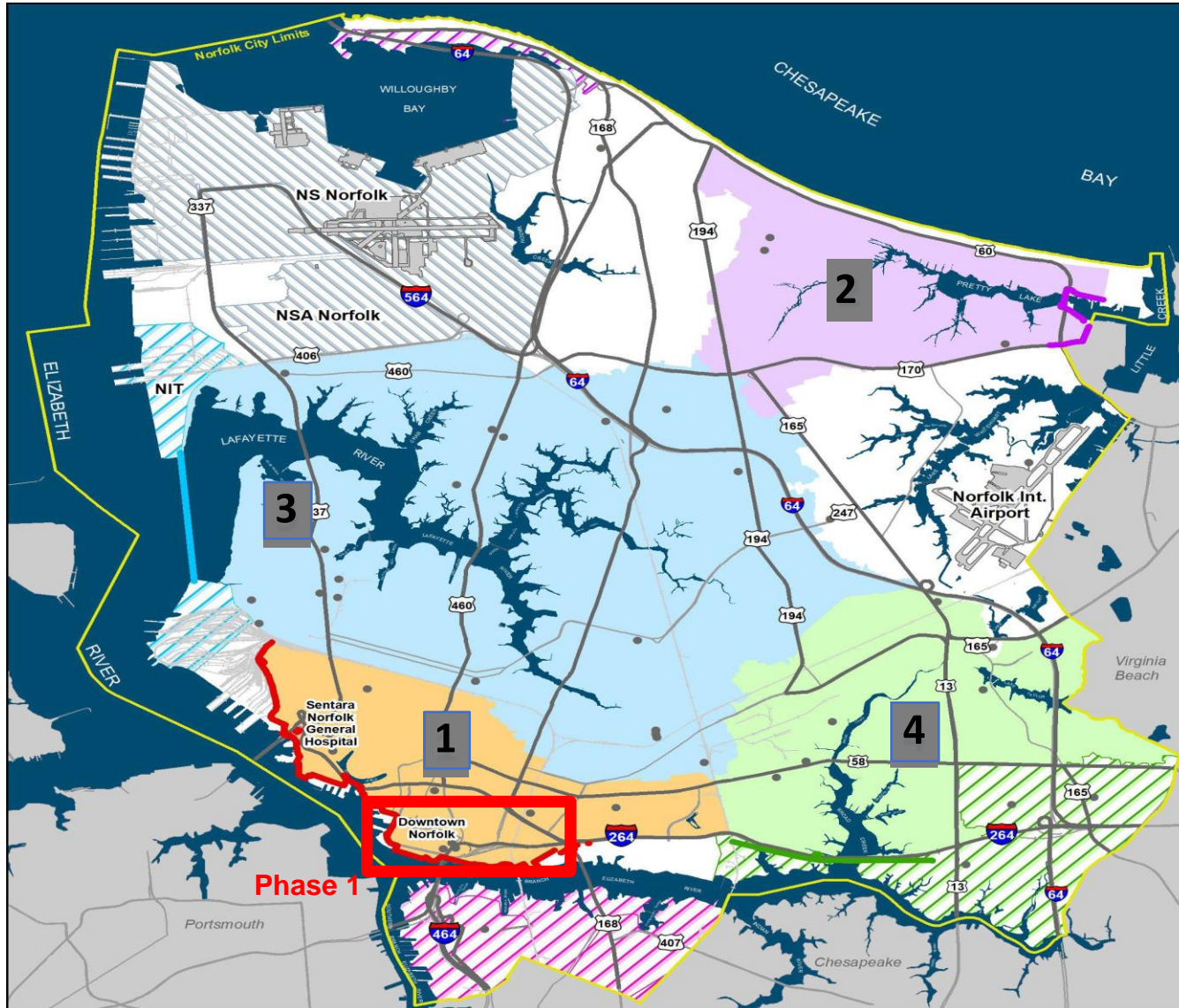
Structural Flood Risk Management Measures

- Ghent-Downtown-Harbor Park
- Pretty Lake Surge Barrier
- Lafayette Outer Surge Barrier
- Broad Creek Surge Barrier

Structural Measures Risk Management Area

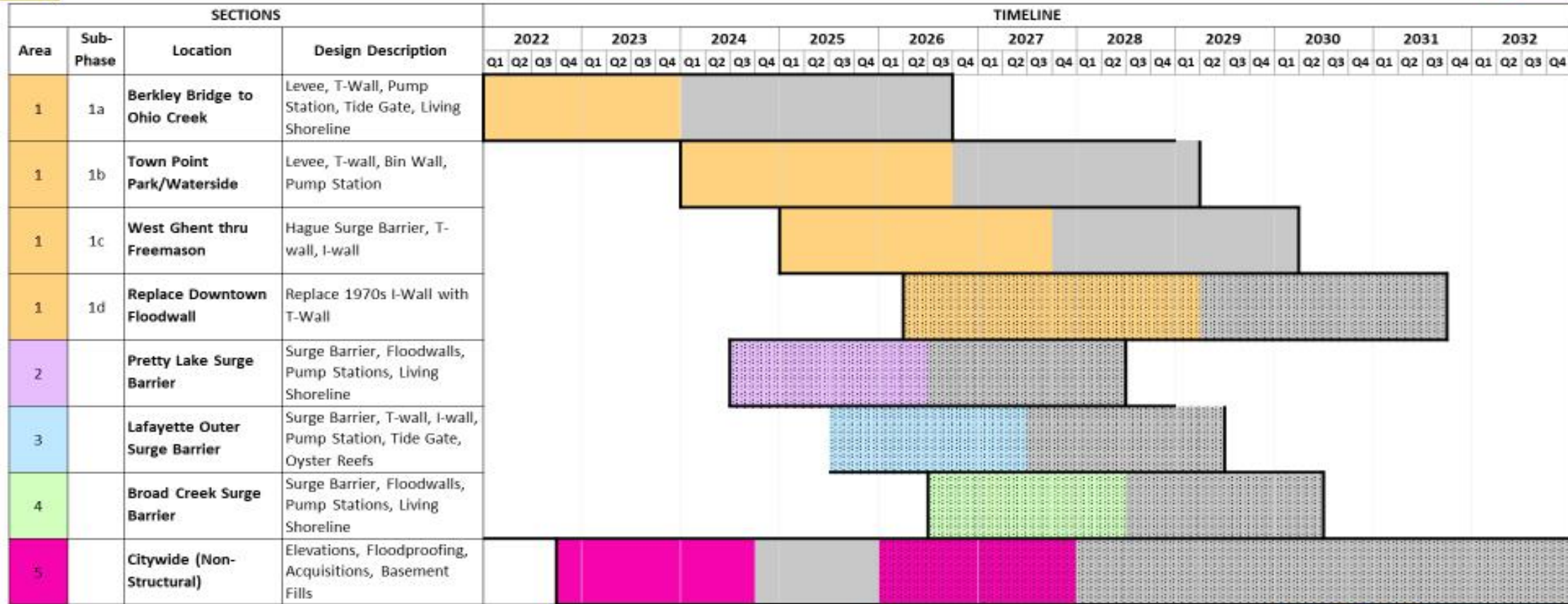
Hatched Area Indicates Non-Structural Measures

- Ghent-Downtown-Harbor Park
- Pretty Lake Surge Barrier
- Lafayette Outer Surge Barrier
- Broad Creek Surge Barrier
- Campostella-Berkley Non-Structural Measures Area





NORFOLK CSRM - FULL PLAN – 10-YEAR – DRAFT



Hatch Legend:

Design Phase Federally Funded	Construction Phase Federally Funded
Additional Design Funding Required	Additional Construction Funding Required

(Note: Hatching notes apply to all colors)



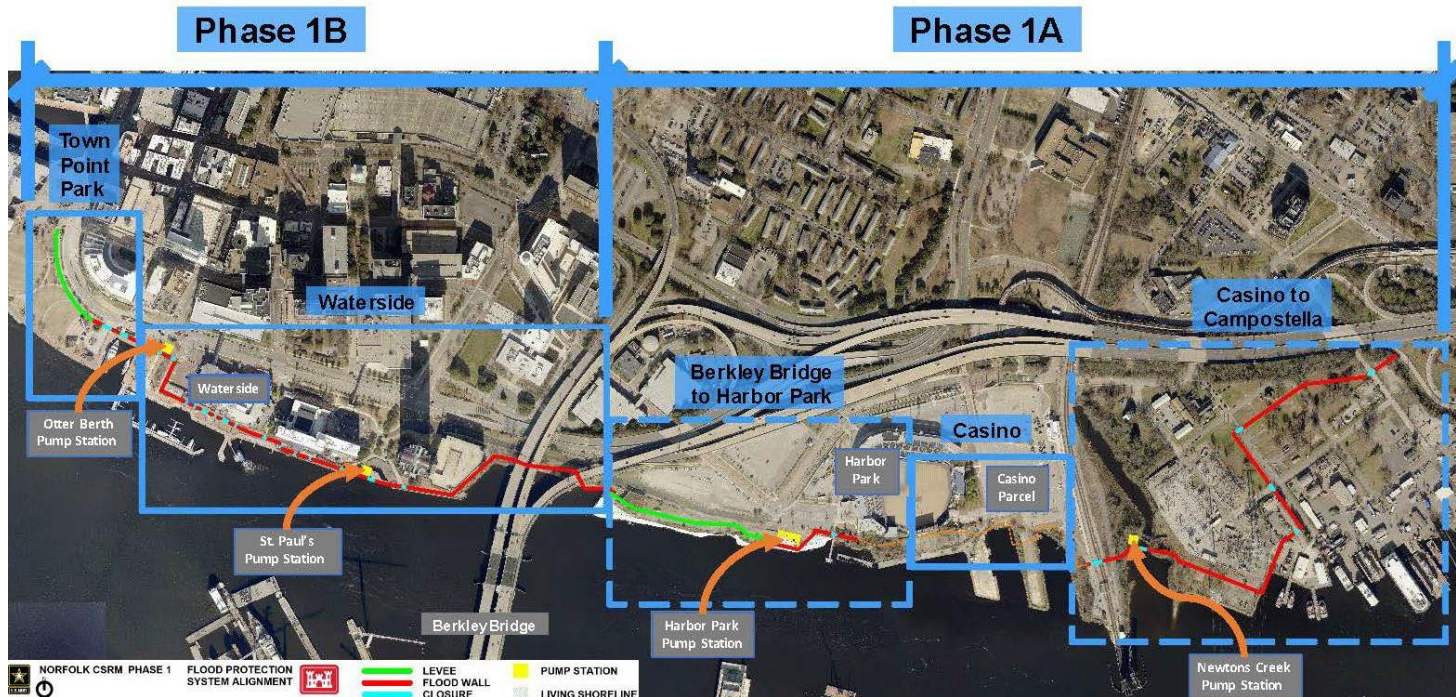
Project Phase Map:





PHASE 1 - NORFOLK CSRM SCHEDULE – 5-YEAR – DRAFT

Sub-Phase	Location	Design Description	TIMELINE																												MATOC Execution	DESIGN EXECUTION								
			FY22				FY23				FY24				FY25				FY26				FY27				FY28						FY29				FY30			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4			Q1	Q2	Q3	Q4				
1a	Newton's Creek, Harbor Park	Pump Stations DB 1a and Tide Gate	AE Design 15%								DB RFP				DB Design								DB Construction Contract								DB or DBB	USACE/AE								
1a	Berkley Bridge to Campostella	Levee, T-Wall, Living Shoreline	In-house Design												DBB Construction																DBB	USACE								
1b	St. Paul's and Otter Berth Pump Stations	Pump Stations DB Phase 1b									AE Design 15%								DB Design								DB Construction Contract								DB	AE				
1b	Town Point Park/Water side	Levee, T-wall, Bin Wall									AE Design 100 %																DBB Construction Contract								DBB	AE				



LEGEND:	
	Design
	RFP for DB Contract
	DB Contractor Design
	Construction Contract



FY23 NON-PROJECT SPECIFIC A/E IDIQ CONTRACTS



Type	Location	Lead POC	Range	Small Business or Unrestricted	Solicitation Qtr./FY
DoDEA AE MATOC	CONUS & OCONUS	Alex Gusev	\$80M	UR	Under evaluation
ARMY AMMO PLANTS	Radford/ Holston	Sarah Taylor	\$240M	UR	Under evaluation
SB AE MATOC	VA Regional	Sarah Taylor	\$45M	SB	4Q FY23

* Further Small Business socio-economic set-aside may be determined pending results of market research



EXISTING IDIQS (month/year)



Hydrographic Survey

- Geodynamics (exp. 6/23)
- Gahagan and Bryant Assoc (exp. 6/23)
- Waterways (exp. 9/25)

Vessel Repair (exp 8/26)

- Colonna Shipyard
- Fairlead Boatworks
- Lyon Shipyard
- Severn Yachting Center

ANC Southern Expansion Des. (stand alone award) (7/24)

- HNTB

DoDEA Architect/Engineering (exp. 8/23)

- KZF Design
- GWWO
- Schenkel Schultz
- Jacobs Government Services
- Woolpert
- Zyscovich

Architect/Engineering General

- Prime AE Group, Inc
- Woolpert-RS&H, LLC
- Benham-Stanley, LLC
- Burns and McDonnell Engineering Company, Inc.
- AECOM Technical Services, Inc
- Clark Nexsen-CH2M Hill JV



EXISTING CONSTRUCTION MATOCS/IDIQS



DoDEA VA PM/DM (exp. 9/23)

- Universal Services Provider

DoDEA GA & AL PM/DM (exp. 3/24)

- Universal Services Provider

DoDEA KY PM/DM (exp. 3/24)

- Brymak Eagle Pro

Construction SATOCS (\$4M) (NEW)

- New Dominion (NoVA/Richmond)

DoDEA GA & SC PM/DM (exp. 10/24)

- Ahntech Inc.

DoDEA NC PM/DM (exp. 6/26)

- ASI-Brymak

DoDEA West Point PM/DM (exp. 9/27) (NEW)

- Ahntech Inc.

DoDEA Facility Assessments (exp. 9/24)

- Alpha Facilities Solutions



U.S. ARMY

ACQUISITION STRATEGIES



- **Most work is competed - limited Sole Source awards**
 - Use sole source in most cases to get contractors doing specialized work for the Norfolk District.
 - 13 new contractors added to in FY21.
 - **7 new contractors added to in FY22**
 - **Goal is 10 new contractors in FY23 (to date we have 2 new contractors)**

- **Currently no pool of MATOCS to support SRM like work**
 - One D-B SRM Construction Contracts put in place – Northern VA (Quantico, Ft Walker (FT A.P. Hill), Dahlgren, DSCR)
 - Looking to add a stand alone for DSCR and/or minor JOC

- **Developing Construction Acquisition Plans to support Norfolk Coastal Storm Risk Management Program**
 - Phase 1A and 1B projects are anticipated to be Stand-Alone Contract Actions (DB and DBB)

- **IFB most used - stand alone C-Contracts – will use more BVTO for small business work at Arlington National Cemetery**

- **Continued use of IFB with Definitive Responsibility Criteria – DRC**
 - Bridge between IFB and BVTO – quicker, provides assurance we are awarding to capable firms
 - Contractors asked to provide evidence that they can do the work – after bid opening
 - Generally asking for specific relevant past experience; narrative that explains they understand the project and key technical challenges, etc.
 - “...the Contracting Officer will also examine whether the low bidder can meet the requirements of the solicitation by demonstrating that the prime contractor or subcontractor responsible for dredging has dredged by mechanical means or hopper a minimum of 80,000 cubic yards in a consecutive 30-day period in a cold-weather month (October through January) with disposal/placement onto a beach. This will be considered a definitive responsibility criterion”



Arlington National Cemetery (ANC)



Type of Work	Project Name	Acquisition Strategy - Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr / FY
Construction	Southern Expansion (Ph II) OPS Complex	Stand Alone	UR	\$50M - \$150M	Awarded
	Southern Expansion (Ph III) Cemetery	Stand Alone	UR	\$100M - \$250M	FY26
	Sanitary Sewers Repairs	Stand Alone	SB	\$500k-\$5M	Q4 FY23
	Patton Drive Mill and Pave Pt 2	Basic IDIQ	SB	\$250k-\$2M	Q3 FY23
	Sheridan Area Rds	Basic IDIQ	SB	\$5M-\$15M	Q4 FY23
	Memorial Avenue Mill and Pave	Basic IDIQ	SB	\$250k-\$2M	Awarded



MILITARY – MILCON MISC INSTALLATIONS



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr./FY
Construction	Renovate ACP Main Gate, Ft. Eustis	Stand Alone	SB	\$10M - \$25M	2Q FY24
	F-22 Training Support Squadron Facility, Langley	Stand Alone	UR	\$50M - \$75M	2Q FY23 Under Eval.
	Fuel System Maint. Dock, Langley	Stand Alone	UR	\$10M - \$25M	2Q FY24

* Further Small Business socio-economic set-aside may be determined pending results of market research



MILITARY FY23 & FY24 - DEFENSE SUPPLY CENTER RICHMOND (DSCR)



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr./FY
Construction	Replace Bldg 34 Chiller	StandAlone	SB	\$1M - \$5M	3Q FY23
	Renovate North Gate ACP (Bldg 208 & 209)	StandAlone	SB	\$1M - \$5M	4Q FY23
	Replace Roof Bldg 32	StandAlone	SB	\$5M - \$10M	1Q FY24
	Overhead to Underground Powerlines	StandAlone	SB	\$1M - \$5M	2Q FY24
	Renovate Bldg 40	StandAlone	SB	\$1M - \$5M	Cancelled

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MILITARY FY24 - DEFENSE SUPPLY CENTER RICHMOND (DSCR)



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr./FY
Construction	Renovate Warehouse 66, C Office	Stand Alone	SB	\$1M - \$5M	2Q FY24
	Renovate Open Shed 5	Stand Alone	SB	\$1M - \$5M	2Q FY24
	Replace Bldg 80 Roof	Stand Alone	SB	\$1M - \$5M	3Q FY24
	Construct Solar Farm	Stand Alone	SB	\$1M - \$5M	2Q FY24
	Repair WH 32 Dock	Stand Alone	SB	\$1M - \$5M	3Q FY24

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MILITARY FY24 - DEFENSE SUPPLY CENTER RICHMOND (DSCR)



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr./FY
Construction	Truck Scale, Radiation Scanner & Scrapyard	StandAlone	SB	\$1M - \$5M	4Q FY24
	Renovate Bldg 45	StandAlone	SB	\$1M - \$5M	4Q FY24
	Redesign & Repave Parking Lot 7	StandAlone	SB	\$1M - \$5M	4Q FY24
	Install Bldg 46 Switchgear	StandAlone	SB	\$5M - \$10M	4Q FY24
	Replace Roof Bldg 31	StandAlone	SB	\$5M - \$10M	4Q FY24

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MILITARY FY24 - DEFENSE SUPPLY CENTER RICHMOND (DSCR)



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr./FY
Construction	Renovate Bldg 37	Stand Alone	SB	<\$1M	FY24
	Redesign and Repave Parking Lot 4	Stand Alone	SB	<\$1M	FY24
	Repair H Road	Stand Alone	SB	\$1M - \$5M	FY24
	Repair Parking Lot 75	Stand Alone	SB	<\$1M	FY24

* Further Small Business socio-economic set-aside may be determined pending results of market research



INTERAGENCY & ENVIRONMENTAL SERVICES (IIES) FY23 & FY24



Type of Work	Project Name	Acquisition Strategy Stand Alone Contractor Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Construction	Holston EDC D-B Construction	Stand Alone	UR	\$50M-100M	Awarded
	Holston ANSol Tank Farm D-B Construction	Stand Alone	UR	\$100M-250M	Solicited (20 Mar '23)
	Holston Laundry Facility	Stand Alone	TBD	\$10M-25M	FY24
	Holston Roads	Stand Alone	TBD	\$1M-5M	FY24

* Further Small Business socio-economic set-aside may be determined pending results of market research



INTERAGENCY & ENVIRONMENTAL SERVICES (IIES) FY25, FY26 & FY27



Type of Work	Project Name	Acquisition Strategy Stand Alone Contractor Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Construction	Holston New Water Intake Facility	Stand Alone	TBD	\$25M-\$100M	FY25
	Holston Outfall 40 and Reservoir Repair	Stand Alone	TBD	\$10M-\$25M	FY26
	Holston ANSol Thermal Destruction D-B Construction	Stand Alone	UR	\$100M-\$250M	FY27

* Further Small Business socio-economic set-aside may be determined pending results of market research



FY23 & FY24 CIVIL WORKS & OPERATIONS



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipate d Solicitation Quarter/ Fiscal Year
Construction	Norfolk District Pier Renovation and Repair	Stand Alone	UR	\$1M - \$5M	3Q FY23
	Lynnhaven River Basin, Phase 2 Reefs	Stand Alone	TBD	\$5M - \$10M	3Q FY24
	Lynnhaven River Basin, Phase 2 Wetland	Stand Alone	TBD	\$12M-\$15M	4Q FY24
	Craney Island Project Office Expansion	Stand Alone	TBD	\$1M - \$5M	4Q FY23
	Craney Island Earth Work	IDIQ SATOC	TBD	\$25M - \$50M	1Q FY24
	Great Bridge Field Office Construction	Stand Alone	TBD	\$1M - \$5M	2Q FY24
	Norfolk District Pier Renovations	Stand Alone	TBD	\$10M - \$25M	2Q FY24

* Further Small Business socio-economic set-aside may be determined pending results of market research



FY23 & FY24 CIVIL WORKS & OPERATIONS DREDGING



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipate d Solicitation Quarter/ Fiscal Year
Dredging	Atlantic Ocean Channel (Phase II) with VA BCH	Stand Alone	UR	\$50M - \$100M	4Q FY23
	Hoskins Creek Maintenance Dredging	Stand Alone	TBD	\$1M - \$5M	4Q FY23
	Lynnhaven Inlet Maintenance Dredging and Debris Removal	Stand Alone	TBD	\$1M - \$5M	1Q FY24
	Deep Creek Newport News Maintenance Dredging	Stand Alone	TBD	\$1M - \$5M	4Q FY23
	Willoughby Channel Maintenance Dredging	Stand Alone	TBD	\$1M - \$5M	4Q FY23
	Waterway on the Coast of Virginia, VA	Stand Alone	TBD	\$1M - \$5M	2Q FY24
	Milford Haven Jetty Repair and Dredging, VA	Stand Alone	TBD	\$1M - \$5M	3Q FY24
	Southern Branch of the Elizabeth River, VA	Stand Alone	TBD	\$5 - \$10M	3Q FY24
	Thimble Shoal Channel, VA	Stand Alone	TBD	\$5M - \$10M	3Q FY24

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FY24 CIVIL WORKS & OPERATIONS DREDGING



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipate d Solicitation Quarter/ Fiscal Year
Dredging	Craney Island Eastward Expansion	Stand Alone	TBD	\$25M - \$50M	4Q FY24
	Davis Creek Dredged Material Placement Site, VA	Stand Alone	TBD	\$1M - \$5M	4Q FY24
	Chincoteague Inlet Beneficial Use of Dredged Material	Stand Alone	TBD	\$1M - \$5M	4Q FY24
	Deep Creek Accomack County, VA	Stand Alone	TBD	\$1M - \$5M	4Q FY24
	Little Machipongo River, VA	Stand Alone	TBD	\$1M - \$5M	4Q FY24
	Parker Creek, VA	Stand Alone	TBD	\$1M - \$5M	4Q FY24
	Quinby Creek, VA	Stand Alone	TBD	\$1M - \$5M	4Q FY24
	Starlings Creek Dredged Material Placement Site, VA	Stand Alone	TBD	\$1M - \$5M	4Q FY24
	Tangier Channels, Tangier Island, VA	Stand Alone	TBD	\$1M - \$5M	4Q FY24
	Winter Harbor, Mathews County, VA	Stand Alone	TBD	\$1M - \$5M	4Q FY24

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CURRENT DETAILED PROGRAM BRIEF



HELPFUL HINTS

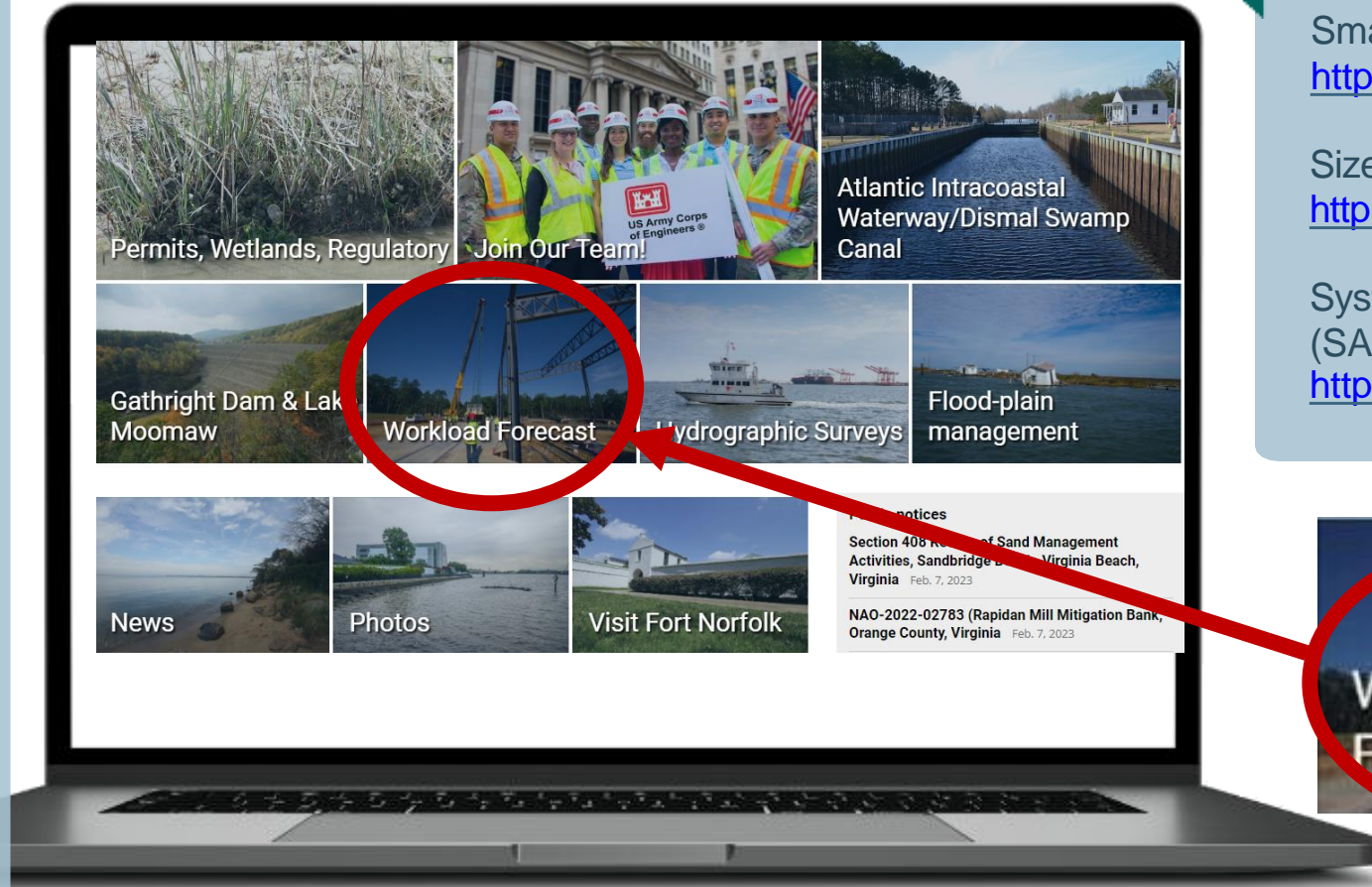
- **Respond to Market Research Efforts/Sources Sought:** Let us know what you think are important evaluation criteria, technical considerations, high-risk concerns.
- **Stay Engaged!** Reach out to the Contract Specialist, Contracting Officer and/or Small Business Specialist with questions and concerns.
- **Share your best Practices and insights** – we want to know how to be better business partners!
- **Ensure your proposals answer the information requested** in the solicitation and are readable. Information contained is in accordance with FAR 5.404. Magnitude, NAICS, and projected award dates are based on best information available at time of publication. Information is subject to change.
- Requests for market research or solicitations may be found at beta.SAM.gov.
- Visit our website www.nao.usace.army.mil for periodic updates to our program.

KEY RESOURCES

Small Business Administration
<http://www.sba.gov>

Size Standards
<http://www.sba.gov/size>

System Award Management (SAM)
<http://www.sam.gov>



Updated about every 6 weeks

[WWW.NAO.USACE.ARMY.MIL](http://www.nao.usace.army.mil)



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QUESTIONS?