

Southeast Region Federal Construction

"Light" Virtual: October 27-28

2021 SUMMIT

In-Person: April 6-7

2022 SUMMIT

Infrastructure & Environmental Summit

Virginia North Carolina South Carolina Georgia Florida

Hosted by:

Office of Senator Richard Burr

Office of Senator Thom Tillis

North Carolina Military Business Center



Naval Facilities Engineering Systems Command Program & Requirements Brief: Mid-Atlantic and Southeast

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October 27, 2021

1100-1230



Presenters

- **Moderator: Sue Kranes, Federal Construction Strategic Industry Professional, North Carolina Military Business Center**
- **Captain Jorge R. Cuadros, Commanding Officer, NAVFAC Southeast**
- **Captain Dean E. Allen, Operations Officer, NAVFAC Mid-Atlantic**



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NAVFAC Southeast 2021 Southeast Region Federal Construction, Infrastructure, and Environmental Summit, Industry Brief

**Presented by: CAPT Jorge Cuadros, CEC, U.S. Navy, Commanding
Officer NAVFAC Southeast
27 October, 2021**

Agenda



- **NAVFAC SYSCOM Overview (3)**
- **National Defense Strategy Overview (4)**
- **NAVFAC SE AOR (5)**
- **NAVFAC SE Volume of Business (6)**
- **Who we support – Key Mission Enterprises (7-14)**
- **NAVFAC SE Acquisition Strategy (15-17)**
- **SE MILCON & Special Projects Outlook FY20-23 (20-26)**
- **SE A&E, MACC, mini-MACC contract expiration and award outlook (27-30)**
- **SE Facilities Support Contracts (FSC BOS) Outlook (31-32)**
- **NAVFAC SE Small Business (SB) Engagement (33—37)**

NAVFAC SYSCOM



- **Established in 1842 as Bureau of Yards and Docks**
- **DoD Construction Agent**
- **DoNs Shore Facilities/Acquisition SYSCOM**
 - Plan, build, maintain sustainable facilities
 - Deliver environmental, utilities, and other base services
- **Navy's Expeditionary Combat SYSCOM**
 - Acquire and manage expeditionary combat force systems and equipment
- **Facilities IT, Shore Industrial Control Systems, ATFP and other systems within NAVFAC technical authority**
- **Over \$17 Billion funds authorized and executed**
- **21,600 Civilian, Military, and Contractor personnel**





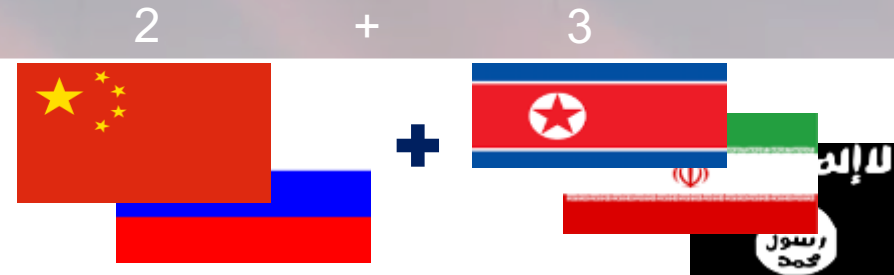
National Defense Strategy 2018

Sharpening the American Military's Competitive Edge



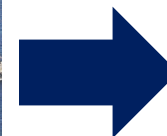
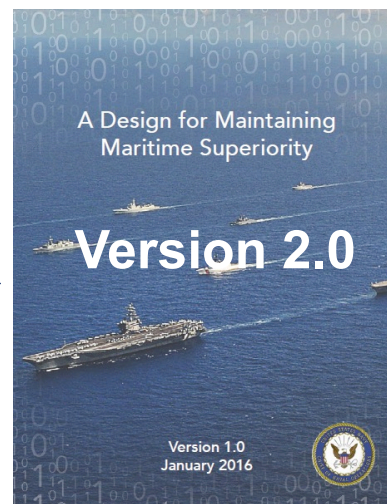
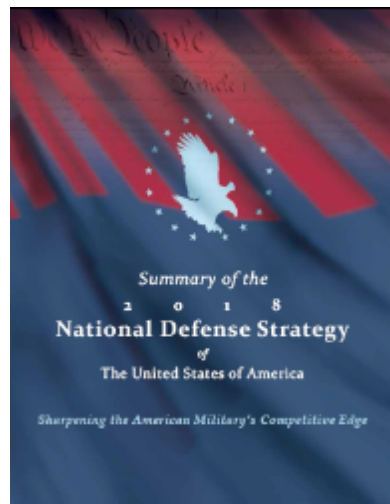
- **Back to competition for power**

- China is pacing threat / Sea lanes
- Russian niche capabilities
- Keep Sea Lanes open
- VEO done by, with, through partners



- **Lines of effort to expand competition**

- Rebuild military readiness & build more lethal force (Infrastructure Readiness Resilience & Reliability is our NAVFAC domain)
- Strengthen alliances & attract new partners
- Reform DoD's business practices for greater performance & affordability

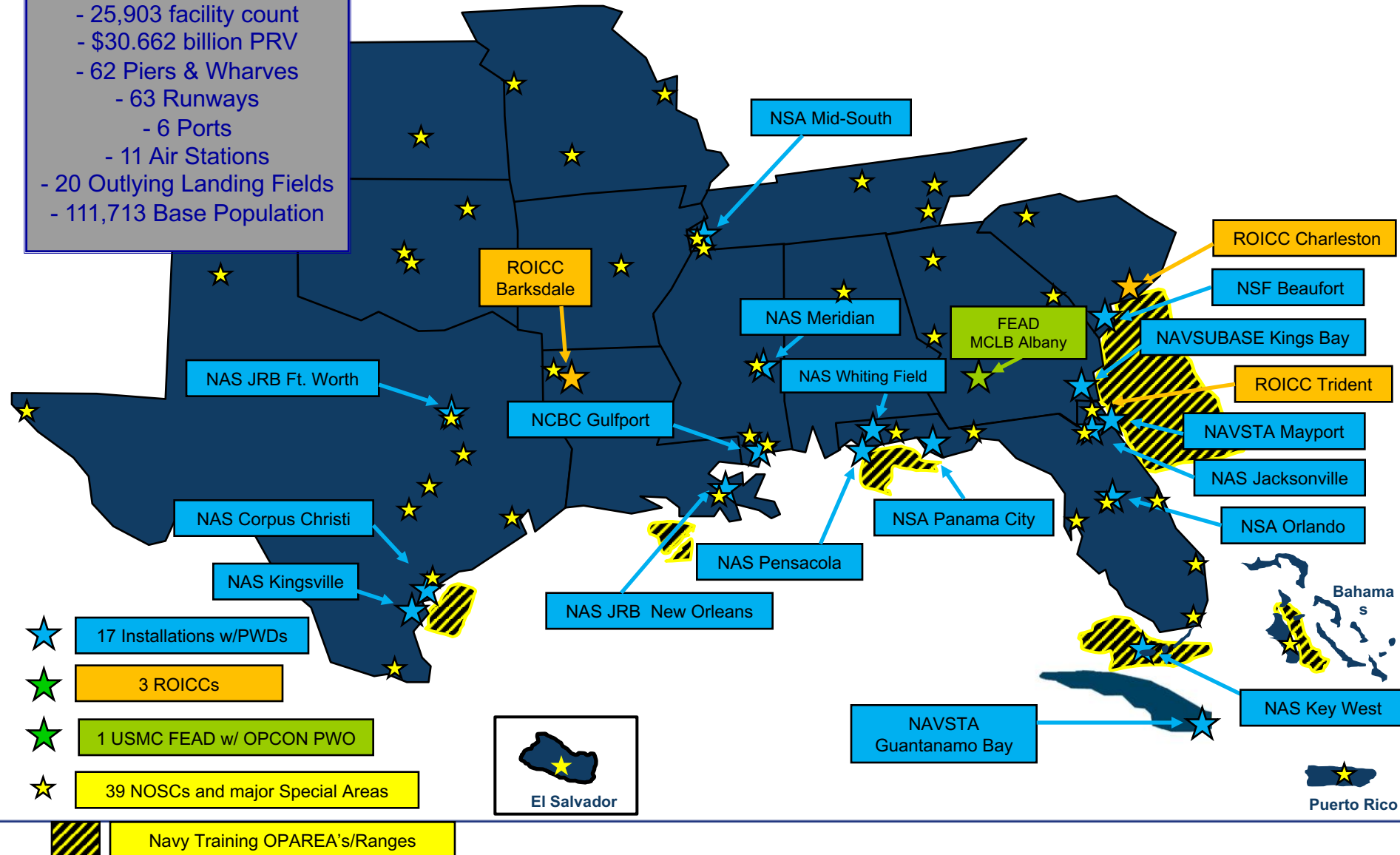


"The surest way to prevent war is to be prepared to win one." – SECDEF Mattis

FEC SE AOR

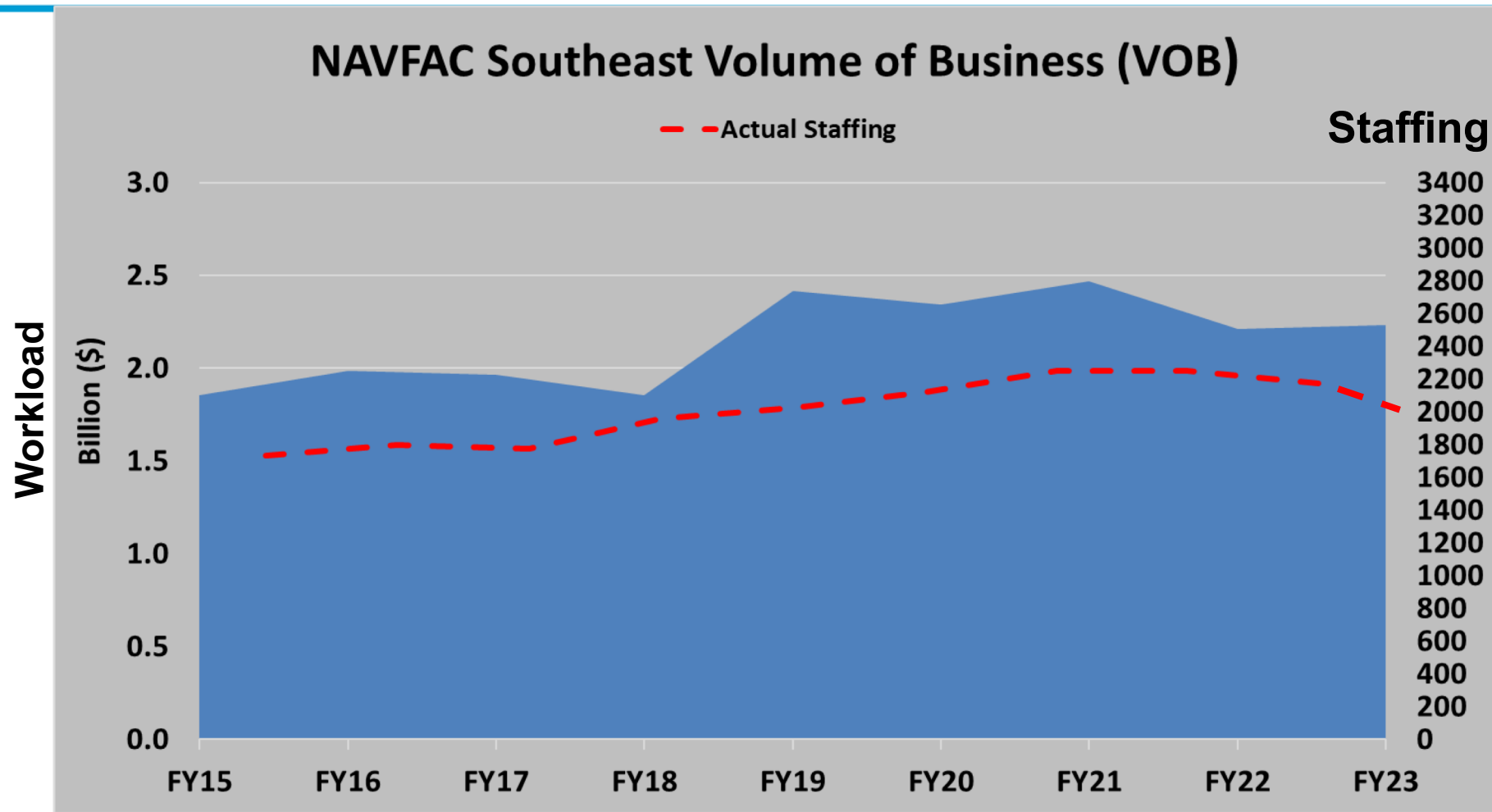
SE Region Facts:

- 17 PWDs, 3 ROICCs, & 1 FEAD
- 173 Special Areas
- 74,209 acres
- 25,903 facility count
- \$30.662 billion PRV
- 62 Piers & Wharves
- 63 Runways
- 6 Ports
- 11 Air Stations
- 20 Outlying Landing Fields
- 111,713 Base Population



SE Volume of Business (VOB)

(Actual + In-Progress Work, & Forecast)



Slow & Steady Work Volume Increase - Projected to Continue

SE Critical Warfighter Mission/Mission Support

UNDERSEA ENTERPRISE



NSB Kings Bay Dry Dock Recapitalization Program

Building a mission capable future for the Warfighter



- KB DD Recap FY20-22 (Phase A Underway)
- KB TRF Recapitalization
- KB Explosive Handling Wharf (EHW) 1 – (Phases 2 & 3 Underway)
- NOTU Poseidon Wharf
- NPTU Training Facilities
- NPTU Pier X-Ray



1/3rd of Navy's Undersea Deterrent Force

SE Critical Warfighter Mission/Mission Support

NAVAL AVIATION ENTERPRISE



NAS Whiting Field Advanced Helicopter Training System

Paving the way for a new helicopter aviation platform.



- MYPT/JAX: Triton Facilities
- JAX: FRC Recapitalization
- WF: Advanced Helicopter Training System (AHTS) Simulator and Hangar Facilities
- PENS: NASP B633 Restoration
- CC: CNATRA Support



All Navy & Marine Aviators Trained in SE AOR

SE Critical Warfighter Mission/Mission Support

SURFACE WARFARE ENTERPRISE



- MYPT Littoral Combat Ship (LCS) Program
- MYPT Heavy Weather Mooring (HWM)
- MYPT South Quay Wall



Enabling 4th Fleet Lethality

SE Critical Warfighter Mission/Mission Support

NAVY EXPEDITIONARY COMBAT ENTERPRISE



- Gulfport Expeditionary Combat Skills Berthing
- Gulfport Galley Renovation
- Stennis: Special Operations Forces (SOF) Western Maneuver Area



Initiative and Toughness

SE Critical Warfighter Mission/Mission Support

NAVAL RDT&E ENTERPRISE



Laser Research



MQ-25 Tanker Drone



Rail Gun

- Bahamas: AUTECH
- NSWC PC \$200M Hurricane Michael Recovery
- NSA PC \$100M Hurricane Michael Recovery
- NASP Hurricane Sally Stabilization

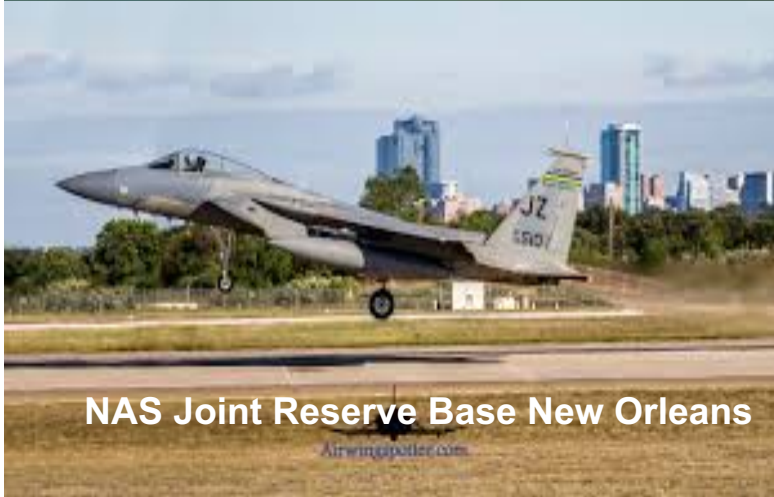


Innovation and Effectiveness

SE Critical Warfighter Mission/Mission Support NAVY & USMC RESERVE



Joint Reserve Base Fort Worth



NAS Joint Reserve Base New Orleans

- FTW MFR HQ Building
- El Paso USMC Reserve Center
- Kansas City USMC Reserve Center
- FTW Hangar 1050 Add'n
- NOLA Entry Control Fac
- FTW F-35A Simulator Fac



Strengthening Naval Power

SE Critical Warfighter Mission/Mission Support

ARMY & AIR FORCE



- Barksdale AFB Weapons Generation Facility
- Keesler AFB ECP and Visitor Center
- Keesler AFB Aeromedical Staging Training Sq. Fac
- NAS Corpus Christi CCAD



**100% of Army helicopter depot-level maintenance at
Corpus Christi**

SE Critical Warfighter Mission/Mission Support

JOINT



- Miami: SOUTHCOM
- NSGB: OMC ELC Ph. 1 & 2
ISO 9/11, USS Cole Trials
- NSGB: JTF GTMO
- KW: JIATF South HQ



Supporting The Joint Team

Acquisition Strategy (1/3)



Acquisition Strategy (2/3)



Design

- In-House (Govt & AE) Staff vs. AE IDIQ Task Order
 - In-House Staff:
 - Projects important to develop/maintain design engineering competencies
 - Staff sized for steady-state program
 - AE IDIQ task orders for:
 - Unusual/complex projects
 - Compressed execution schedule
 - Capacity for workload surge
- Design-Build (DB) vs. Design-Bid-Build (DBB)
 - Design-Build (DB)
 - Lower Solicitation RFP cost (DB RFP development less expensive)
 - Low Complexity (DB suited for less complex admin/barracks, etc.)
 - Speed of execution; DB faster to construction award (expiring funds)
 - Design-Bid-Build (DBB)
 - Complex specialty projects
 - Mission BOD needs (DBB faster to BOD)
- Non-Navy
 - NAVFAC will typically execute Supported Command's desired strategy

Acquisition Strategy (3/3)



Construction

- **MACC Task Order is generally preferred method**
 - **Prequalified contractors**
 - **Faster than full and open**
 - **Competitive Award**
- **“East” \$249M Medium MACC solicited July 20**
 - **Q4 FY21 award with task orders \$4M to \$20M Small Business set-aside**
- **“West” \$249M Medium MACC solicited Aug 20**
 - **Q4 FY21 award with task orders \$4M to \$20M Small Business set-aside**
- **Large SE-wide \$900M MACC solicited Sep 20**
 - **Q4 FY21 or Q1 FY22 award with task orders \$20M to \$100M**
- **\$4.5M and under projects are generally solicited by individual PWD’s**

NAVFAC SE

Contract Award Outlook

Southeast Contracts Summary for FY21-23



- \$263M in MILCON awarded across 11 projects in FY21
- \$116M in MILCON awards across 10 projects in FY22, \$604M across 5 projects in FY23
- \$444M in Special Project awarded across 6 projects in FY21, \$74M across 3 projects in FY22
- **\$39M in Facility Support Contracts (FSC/BOS) to be awarded in FY21, \$52M in FY22, & \$16M in FY23**
- A&E Contracts; 3 expire in FY22 - \$90M, 1 expires in FY23 - \$10M; 2 expire in FY24 - \$40M; 6 expire in FY25 - \$232M
- Multi-Award Construction Contracts (MACCs): Approximately \$732M in capacity across 5 existing contracts expire over next 3-years; Another \$1,947M in capacity across another 3 existing contracts will expire in FYs 26-28 – noteworthy, our burn rates on our MACCs are typically high
- Small Multi-Award Construction Contracts (mini-MACCs): \$180M in capacity expired in FY21 across 3-contracts; FY24 is your next shot – 2 contracts \$75M; FY25 – 1 contract - \$30M

MILCON FY21 – FY24 (1/2)



Project Number	Project Title	Design Level	Location of Work	Budget	Planned RFP Issue Date Green = Actual	Planned Award Date
P036U	SHORELINE STABILIZATION, AREA 2	DB	MCSF Blount Island, FL	\$5.9M	FY22, Q3	FY22, Q4
P037U	SHORELINE STABILIZATION, AREA 3	DB	MCSF Blount Island, FL	\$5.4M	FY22, Q3	FY22, Q4
P2201U	TRANSFORMERS (B-2, E-1, E-3)	DB	NAVSTA Mayport, FL	\$4.3M	FY22, Q2	FY22, Q3
P282	AHTS FLIGHT SIMULATOR FACILITY	DBB	NAS Whiting Field, FL	\$54.2M	FY23, Q1	FY23, Q3
P286	AHTS AIRCRAFT MAINTENANCE HANGAR	DBB/ECI	NAS Whiting Field, FL	\$114.3M	FY23, Q4	FY24, Q1
P976	GATE 15 MOCK RD ENTRY CONTROL POINT	DB	MCLB Albany, GA	\$5.4M	FY22, Q1 (25OCT)	FY22, Q2
P658	NUCLEAR REGIONAL MAINTENANCE FACILITY NRMD	DBB	NSB Kings Bay, GA	\$206M	FY22, Q3	FY23, Q2
P694	UTILITIES SCADA REPAIR AND MODERNIZATION	TBD	NSB Kings Bay, GA	\$12M	FY22, Q4	FY23, Q2
P676	TRIDENT TRAINING FACILITY COLUMBIA TRAINER EXPANSION	DBB	NSB Kings Bay, GA	\$63M	FY22, Q4	FY23, Q3
P617	TRANSIT PROTECTION FACILITY	DBB	NSB Kings Bay, GA	\$301.7M	FY23, Q4	FY24, Q2

MILCON FY21 – FY24 (2/2)



Project Number	Project Title	Design Level	Location of Work	Budget	Planned RFP Issue Date Green = Actual	Planned Award Date
P85007	ENTRANCE ROAD AND GATE COMPLEX	DB	Barksdale AFB, LA	\$11.8M	FY21, Q1	FY22, Q1
P143U	ADDITION TO MEDICAL FACILITY, B4560	DBB	Barksdale, AFB, LA	\$5.3M	FY22, Q1	FY22, Q2
P45001	WEAPONS GENERATION FACILITY	DBB	Barksdale, AFB, LA	\$272M	FY23, Q2	FY23, Q4
P520	DISTRIBUTION SWITCHGEAR	DBB	NAS JRB New Orleans, LA	\$5.5M	FY22, Q1	FY22, Q3
P526	VISITOR CONTROL CENTER AND COMMERCIAL INSPECTION FACILITIES	DB	NAS JRB New Orleans, LA	\$4.4M	FY22, Q2	FY22, Q3
P342	FLIGHTLINE SUPPORT FACILITY	DB	Charleston, SC, AFI	\$25M	FY22, Q1	FY22, Q3
P132	FIRE CRASH RESCUE STATION	DBB	Charleston, SC AFI	\$29M	FY24, Q1	FY24, Q2
P404	VEHICLE MAINTENANCE SHOP	DBB	Charleston, SC, AFI	\$68M	FY24, Q1	FY24, Q3
P214	CONSTRUCT RAPCON FACILITY	DB	Shaw AFB, SC	\$8M	FY22, Q3	FY23, Q1
P596	POWERTRAIN FACILITY (ENGINE ASSEMBLY)	DBB	NAS Corpus Christi, TX	\$85M	FY22, Q4	FY24, Q3

CNIC Projects

FY20 – FY23 (1/2)



Project Number	Project Title	Design Level	Location of Work	Budget	Planned RFP Issue Date Green = Actual	Planned Award Date
	Hurricane Sally Recovery Package 3	DB	NAS Pensacola, FL	\$600K	FY21, Q4	FY22, Q2
	Hurricane Sally Recovery Package 6	DB	NAS Pensacola, FL	\$110M	FY21, Q4	FY22, Q2
	NEX Reno Corry Station	DBB	NAS Pensacola, FL	\$6.1M	FY22, Q1	FY22, Q2
	Hurricane Sally Recovery Package 12	DB	NAS Pensacola, FL	\$96.7M	FY22, Q1	FY22, Q2
	Hurricane Sally Recovery Package 4	DB	NAS Pensacola, FL	\$7M	FY22, Q1	FY22, Q2
	Hurricane Sally Recovery Package 8	DB	NAS Pensacola, FL	\$25.3M	FY22, Q1	FY22, Q2
	Hurricane Sally Recovery Package 9	DB	NAS Pensacola, FL	\$1.9M	FY22, Q1	FY22, Q2
RM14-0929	Repair Sanitary Sewer System Southeast Sector	DBB	NAS Pensacola, FL	\$5.1M	FY23, Q1	FY23, Q2

CNIC Projects

FY20– FY23 (2/3)



Project Number	Project Title	Design Level	Location of Work	Budget	Planned RFP Issue Date Green = Actual	Planned Award Date
	Replace HVAC System B-623	DBB	NAS Pensacola, FL	\$3.2M	FY22, Q2	FY22 Q3
	Renovate BLDG 2945 – Roof/Windows	DBB	NAS Whiting Field, FL	\$1.2M	FY22, Q1	FY22, Q2
	Renovate BLDG 2945 – HVAC	DBB	NAS Whiting Field, FL	\$4.5M	FY22, Q1	FY22, Q3
	Upgrade HVAC and Fire Protection (B5063)	DB	NSB Kings Bay, GA	\$4M	FY21, Q3	FY22, Q1
RM19-1562	ICCB Restoration	DBB	NSB Kings Bay, GA	\$11.1M	FY22, Q2	FY22, Q3
	Kennel Addition	DB	NSB Kings Bay, GA	\$2.9M	FY22, Q2	FY22, Q3
ST18-1066	TTF Mechanical System Repairs	DBB	NSB Kings Bay, GA	\$16.4M	FY22, Q4	FY23, Q2
	Chilled Water Upgrades and Airflow/Radon	DB	NSB Kings Bay, GA	\$6M	FY22, Q3	FY22, Q4
	B-2108 HVAC, Envelope and Roof Repairs	DB	CBC Gulfport, MS	\$750K	FY22, Q1	FY22, Q1

CNIC Projects

FY20 – FY23 (3/3)



Project Number	Project Title	Design Level	Location of Work	Budget	Planned RFP Issue Date Green = Actual	Planned Award Date
	BLDG 189 HVAC, Roof and Ventilation Repairs	DB	NAS Meridian, MS	\$1.76M	FY22, Q1	FY22, Q1
	Replace Fire Alarm at Bldg-150	DB	NAS Meridian, MS	\$1.2M	FY22, Q1	FY22, Q2
	BLDGS. 768 and 769, Cooling Tower and Chillers	DBB	NSA Midsouth, TN	\$2.5M	FY22, Q1	FY22, Q1
CC-ST21-0001	Waldron Aircraft Fire & Rescue Station	DB	NAS Corpus Christi, TX	\$920K	FY21, Q4	FY22, Q1
CC-ST21-0017	Various Repairs to Waldron Control Tower, Bldg 1903	DB	NAS Corpus Christi, TX	\$1.4M	FY22, Q1	FY22, Q2
CC-ST21-0046	Remove and Replace Fire Alarm System at AFGOLIAD		NAS Corpus Christi, TX	\$350K	FY22, Q2	FY22, Q3
	BLDG. 760 Upgrade Hangar Lighting	DB	NAS Kingsville, TX	\$1M	FY22, Q1	FY22, Q3

O&M and Other Projects

FY20 – FY23 (1/3)



Project Number	Project Title	Design Level	Location of Work	Budget	Planned RFP Issue Date Green = Actual	Planned Award Date
ST17-1886	NAS Key West Airfield Repairs	DBB	NAS Key West, FL	\$48M	FY22, Q1	FY22, Q4
RM14-1707	Sanitary System Repairs	DB	NS Mayport, FL	\$12.3M	TBD	TBD
	Coastal Riverine Squadron TEN, Operations Compound (Topographic Survey and Geotechnical Investigation)	DBB	NS Mayport, FL	\$6M	FY22, Q4	FY23, Q1
	NOTU HANGAR Y RENOVATIONS	DBB	NOTU, FL	\$7.4M	FY23, Q1	FY23, Q3
	NOTU TRIDENT PRE-TREATMENT WWTP REPAIRS	DBB	NOTU, FL	\$8.6M	FY23, Q2	FY23, Q3
	NOTU-E&A BLDG HVAC & Fire Protection Upgrades	DBB	NOTU, FL	\$6.9M	FY24, Q1	FY24, Q2
	NSA Orlando – Fire Safety System Upgrades	DB	NSA Orlando, FL	\$6.3M	FY22, Q1	FY22, Q2
	B300 Renovate Blood Lab	DB	NSA Panama City, FL	\$540K	FY22, Q2	FY22, Q3

O&M and Other Projects

FY20 – FY23 (2/3)



Project Number	Project Title	Design Level	Location of Work	Budget	Planned RFP Issue Date Green = Actual	Planned Award Date
	REPLACE FIRE ALARM SYSTEM, B1084	DB	NAS Pensacola, FL	\$1.1M	FY22, Q2	FY22, Q3
RM17-2006	Upgrade 56 Air Handling Units at B3460	DBB	NAS Pensacola, FL	\$12.5M	FY22, Q2	FY22, Q3
	LHS REPLACE SMOKE DETECTORS AT B-3703, 3704, 3715, 3716, AND 3717	DB	NAS Pensacola, FL	\$3.2M	FY22, Q1	FY22, Q2
	LHS REPLACE FIRE ALARM SYSTEM B3907	DB	NAS Pensacola, FL	\$3M	FY23, Q1	FY23, Q2
ST14-1238	NASWF R-ditch Repairs	DBB	NAS Whiting Field, FL	\$700K	FY22, Q1	FY22, Q2
	NOLF Summerdale Drainage and Erosion Repairs	DBB	NAS Whiting Field, FL	\$3M	FY22, Q3	FY22, Q3
	VT-3 SQUADRON BLDG 1423	DBB	NAS Whiting Field, FL	\$5M	FY22, Q2	FY22, Q3
RM20-1737	North Wetland Mitigation and Slope Stabilization	DBB	NSB Kings Bay, GA	\$9.7M	FY22, Q1	FY22, Q2

O&M and Other Projects

FY20 – FY23 (3/3)



Project Number	Project Title	Design Level	Location of Work	Budget	Planned RFP Issue Date Green = Actual	Planned Award Date
RM17-1543 / RM21-0328	MSF REPAIRS – PIER (BLDG 5980) AND TRESTLE (BLDG 5978)	DBB	NSB Kings Bay, GA	\$12M	FY22, Q3	FY22, Q4
ST18-1067	TTF Electrical Recapitalization	DBB	NSB Kings Bay, GA	\$16.4M	FY22, Q4	FY23, Q2
	B109 REPLACE HVAC SYSTEMS AND CONTROLS	DBB	NCBC Gulfport, MS	\$4M	FY22, Q1	FY22, Q3
	B-68 REPLACE HVAC SYSTEM	DBB	NCBC Gulfport, MS	\$2M	FY22, Q1	FY22, Q3
	B797 FIRE STATION CONVERSION	DBB	NSA Midsouth, TN	\$9M	FY22, Q3	FY23, Q1
CC-ST20-0001	Waldron Aircraft Fire & Rescue Station	DB	NAS Corpus Christi, TX	\$920K	FY21, Q4	FY22, Q1

Active Architectural/Engineering Contracts



Firm	Location	Business Size & Business Line	Contract #	Award	Expiration
URS	Tampa, FL	LB / DC	16-D-0100	\$30M	11/30/2021
Bullock Tice	Pensacola, FL	LB / DC	16-D-0101	\$30M	4/24/2022
Prosser	Jacksonville, FL	SB / Asset Management (AM)	17-D-0110	\$30M	9/26/2022
MSE Group	San Antonio, TX	SB / EV	18-D-0119	\$10M	8/22/2023
Blueston-CH2M JV	Berwyn, PA	SB / Environmental (EV)	19-D-0105	\$10M	12/10/2023
Johnson McAdams	Greenwood, MS	SB / DC	19-D-0123	\$30M	6/26/2024
Schmidt-Prime JV	Pensacola, FL	SB / DC	20-D-0002	\$37M	11/19/2024
Toland & Mizell	Atlanta, GA	SB / DC	20-D-0001	\$30M	2/5/2025
AH Environmental	Newport News, VA	SB/ EV	20-D-0031	\$15M	6/15/2025
AECOM Technical Services Inc.	Los Angeles, CA	LB / DC	20-D-0052	\$45M	9/30/2025
Merrick RS&H	Greenwood Village, CO	LB / DC	21-D-0003	\$45M	9/30/2025
MN-BMCD SE JV	Tampa, FL	LB / DC	21-D-0002	\$60M	9/30/2025

Planned Architectural / Engineering Contracts



- **Environmental Restoration Multiple Award Contract to be solicited with an anticipated award FY22, Q3.**
- **Procurement ongoing for a FY22, Q1 award for one \$30M NTE small business set-aside Asset Management/Planning contract.**

Active/Future Medium & Large Multiple Award Construction Contracts (MACCs)



FY	AOR	Design-Build/Design-Bid-Build	Dollar Value	Expiration	Comments
2018	TX/LA/MS (Medium)	DB	NTE \$99M	2023	Will not renew. No capacity remaining.
2018	NS Guantanamo Bay, Cuba (Medium)	DB	NTE \$240M	2023	Late FY21/early FY22 repro cure
2021	New NAVFAC SE AOR (Large)	DB/DBB	NTE \$900M	2026	Replaces existing SE AOR (Large) \$240M
2019	North FL/South GA (Medium)	DB/DBB	NTE \$195M	2024	3% Capacity remaining. Replace with \$249M EAST DB/DBB MACC FY21
2019	South Texas (Medium)	DB/DBB	NTE \$99M	2024	Awarded SEP19
2019	Fire Protection (Medium)	DB/DBB	NTE \$99M	2024	Awarded SEP19
2021	East Medium	DB/DBB	NTE \$249M	2026	Planned Award FY22
2021	West Medium	DB/DBB	NTE \$249M	2026	Planned Award FY21
2022	Medium MACC	DB/DBB	NTE \$500M	2028	Planned award FY23
2022	NAVFAC SE wide (EMAC)	DB/DBB	NTE \$49	2027	Planned solicitation in 3rd Quarter FY21

Active/Future Small / Mini Multiple Award Construction Contracts (mini-MACCs)



FY	AOR	Design-Build/Design-Bid-Build	Dollar Value	Expiration	Comments
2016	Pensacola/Whiting Field/Panama City	DB	NTE \$75M	2022	New MACC FY21
2016	Corpus Christi/Kingsville	DB	NTE \$45M	2021	New MACC FY21
2016	JAX/Orlando	DB	NTE \$75M	2021	Planned Award FY21
2020	Fort Worth	DBB	NTE \$25M	2025	Awarded May FY20
2021	Kings Bay	DB	NTE \$99M	2026	Award Dec FY22
2020	NSA Mid-South	DBB	NTE \$45M	2024	Awarded SEP19
2020	FL Panhandle Roofing	DB/DBB	NTE \$30M	2025	Awarded April FY20
2020	Albany MACC	DB	NTE \$60M	2021	TBD
2021	FL Panhandle Paving	DBB	NTE \$20M	2024	Awarded May FY21

Listing of NAVFAC SE BOS and Multi-Function Support Services Contracts



PWD	CONTRACT NO.	CONTRACT DESCRIPTION AND LOCATION	PRIME CONTRACTOR	BUSINESS TYPE
Jacksonville	N6945019D1750	NAS Jacksonville Base Operating Support I (JBOS I) - Jacksonville, FL	JLL-Midnight Sun IFMS LLC	SB
Jacksonville	N6945019D1919	NAS Jacksonville Multifunction Support Services (JMFSS) - Jacksonville, FL	Kira Aviation Services LLC	8a
Kings Bay	N6945020D0045	NSB Kings Bay Base Operations Support Services I (KBOS I) - St. Marys Bay, GA	Jacobs Technology INC	LB
Kings Bay	N6945019D1725	NSB Kings Bay Multifunction Support Services (KBMFSS) - St. Marys Bay, GA	GCR-MDI, LLC	SB
Mayport	N6945017D1704	Comalapa Air Cooperative Security Location (CSL) BOS - Comalapa, El Salvador	J & J Maintenance Corp.	LB
Mayport	N6945018D1800	NS Mayport Base Operating Support I (MBOS I) - Jacksonville, FL	Jacobs Technology INC	LB
Mayport	N6945020D0008	NS Mayport Multifunction Support Services (MMFSS) - Jacksonville, FL	Kira Aviation Services LLC	SB
Mid-south	N6945017D1723	NSA Mid-South BOS Services - Millington, TN	KJS MP Joint Venture, LLC	SB
Guantanamo Bay	N6274216D3552	NS Guantanamo Bay BOS Contract - Guantanamo Bay, Cuba	Vectrus Systems, INC	LB
Pensacola	N6945018D2013	NAS Pensacola BOS (PBOS) - Pensacola, FL	Pensacola Bay Support Services, LLC	LB
Panama City	N6945016D2104	NSA Panama City BOS - Panama City, FL	The Ginn Group INC	SDVOSB
Whiting Field	N6945019D1740	NAS Whiting Field BOS - Whiting Field, FL	NCS/EML SB Joint Venture, LLC	SB

Facility Support Contracts FY22 – FY23



Contract Type	Contract Description	Location of Work	Approx. Scoping Estimate	Type	Projected RFP	Projected Award Date
MNT	NCBC Gulfport Multifunction Support Services (MFSS)	NCBC Gulfport, MS	\$18M over 5yrs	SDVOSB	FY22, Q1	FY22, Q4
MNT	NCBC Gulfport Integrated Solid Waste Contract	NCBC Gulfport, MS	\$2M over 5yrs	SB	FY22, Q1	FY22, Q4
MNT	NAS Kingsville Grounds Contract	NAS Kingsville, TX	\$8M over 5yrs	8(a)	FY22, Q2	FY22, Q4
MNT	NAS Meridian Grounds Contract	NAS Meridian, MS	\$6M over 5yrs	8(a)	FY22, Q2	FY22, Q4
BOS	NAS Key West BOS Contract	NAS Key West, FL	\$14M over 8yrs	8(a)	FY22, Q2	FY22, Q4
MNT	NAS JRB Fort Worth Inmate Labor Management	NAS JRB Ft. Worth, TX	\$5M over 5yrs	8(a)	FY22, Q4	FY23, Q2
BOS	NAS JRB New Orleans BOS Contract	NAS New Orleans, LA	\$18M over 5yrs	SB	FY23, Q1	FY23, Q4
MNT	Beaufort Naval Hospital Complex Custodial Contract	NHOS Beaufort, SC MCAS Beaufort, SC MCRD Parris Island, SC	\$9M over 5yrs	8(a)	FY23, Q2	FY23, Q4
MNT	NAS Pensacola Pest Control Services	NAS Pensacola, FL	\$4.5M over 5yrs	SB	FY23, Q2	FY23, Q4
MNT	GA/SC NOSC MFSS Contract (SUBASE Kings Bay, GA AOR)	Atlanta/Augusta/ Columbus, GA Greenville/Columbia, SC	\$5.5M over 5yrs	8(a)	FY23, Q2	FY22, Q4
MNT	NSA Orlando MFSS Contract	NSA Orlando, FL	\$6M over 5yrs	SB	FY23, Q2	FY24, Q1
MNT	CSL Armed Roving Guard Services	Comalapa, El Salvador	\$1M over 5yrs	None	FY23, Q2	FY24, Q1

MNT – Maintenance

BOS – Base Operation Support

NAVFAC Southeast Small Business Engagement

How to find most current Award/RFP Info



- Our business opportunities for pre-solicitation notices, solicitations (RFPs), and our Awards are all posted at:

<https://beta.sam.gov>

- You may find additional and expanded information on our Public NAVFAC Portal page:

<https://www.navfac.navy.mil>

- Right bottom under 'USEFUL LINKS'
 - Select 5th choice – 'Acquisition Strategies and Forecasts'
 - Selection also links to the 'Office of Small Business Programs'
- **Load our NAVFAC SE APP** – and stay up-to-date under the Industry Outreach Widget (go to your APP store and type in 'NAVFAC SE APP' – iPhone and Android formats available)

How to Engage Us...



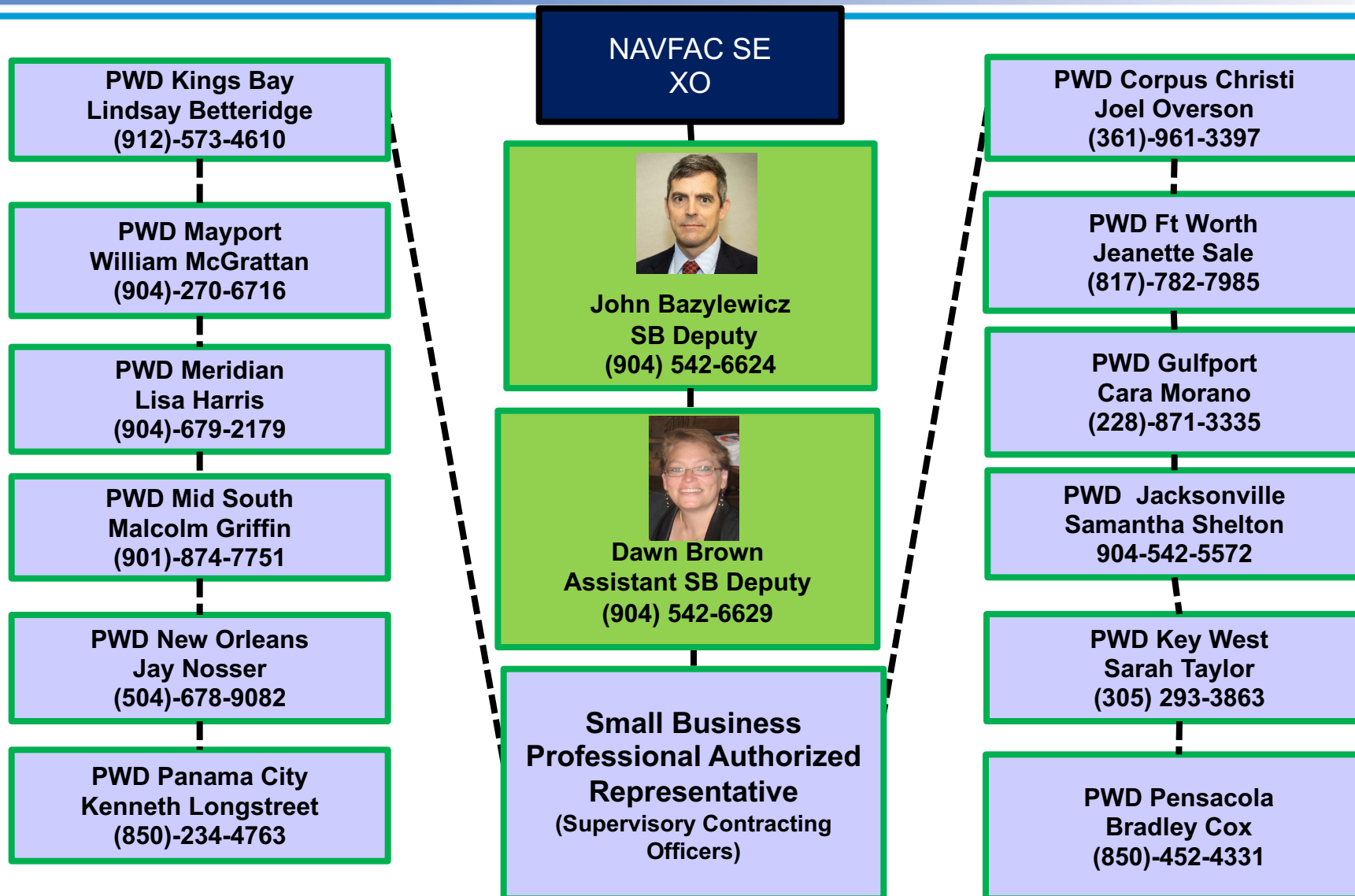
- **NAVFAC SE Annual Industry Forum w/ Open House (24-25MAR21)**
- **National JETC and SAME SB Conference/Symposiums**
- **Southeast Region Federal Construction, Infrastructure & Environmental Summit**
- **NCMA (Jacksonville Chapter) Symposium**
- **Local matchmaking events through SBA**
- **SAME Meetings, Conferences & NCMA Events across the Southeast**
 - Jacksonville, FL SAME Atlanta, GA SAME Dallas/Fort Worth, TX SAME
 - Savannah, GA SAME Tampa, FL SAME San Antonio, TX SAME
 - Space Coast, FL SAME Panhandle, FL SAME
- **Reach-out to our local Small Business POCs (Slide 30) for local project and services work (<\$5M)**
- **Reach-out to our Small Business Deputy Director and team – they'll help with navigating the DoD competitive process**

What to expect / Do's & Don'ts



- **Entry Point no matter your size is through our Small Business Office:**
 - John Bazylewicz: NAVFAC_SE_SMALL_BUSINESS@navy.mil, (904) 542-6624
- **Office calls with Senior Leadership, at their request, or SB Office recommendation**
 - You have something clearly innovative that can impact cost, quality or schedule time-lines
 - New technology
- **Please do not schedule a visit when you have an active proposal with NAVFAC SE – submit RFIs to the Contracting Officer**
- **The SB Specialist will work with Contracting Officers to help match contractors with requirements**

SE Contacts



Questions

NAVFAC Southeast Command Senior Leadership



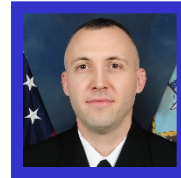
CAPT Thomas Bestafka
Executive Officer



CAPT Jorge R. Cuadros
Commanding Officer



Jeff Killian
Business Director



CDR Bryan Parnell
Asst. Regional Engineer



CAPT Brent Paul
Operations Officer



John Goethe
Deputy Operations



SCPO Jonathan Oien
Senior Enlisted Advisor

BUSINESS LINES



Bub LeNoir
Asset Management



Luke Guthrie
Design and Construction



Mary Oxendine
Environmental/N45



Danny Villafane
Public Works



Michael Brooks
Real Estate



Don Maconi
Expeditionary

SUPPORT LINES



Andrea Freeman
CIO



Susan Smallwood
Contracting



Don Kelley
Comptroller



Cathy Horan
Counsel



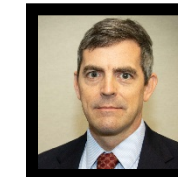
Sue Brink
Public Affairs



Clayton Harland
Inspector General



Dale Powell
Safety Director



John Bazylewicz
Small Business

Presenters

- Moderator: Sue Kranes, Federal Construction Strategic Industry Professional, North Carolina Military Business Center
- Captain Jorge R. Cuadros, Commanding Officer, NAVFAC Southeast
- Captain Dean E. Allen, Operations Officer, NAVFAC Mid-Atlantic





Naval Facilities Engineering Systems Command Mid-Atlantic

**CAPT Dean Allen
Operations Officer
NAVFAC MIDLANT**

27 OCT 2021

Mission, Vision, Priorities



Deliver Fleet Readiness and Combat Lethality

Our Mission

We are the Naval Shore Facilities, Base Operating Support, and Expeditionary Engineering Systems Command that delivers technical and acquisition capabilities to Supported Commanders within Navy Region Mid-Atlantic. We link the shore to the platforms.

Our Vision

As a trusted and dominant engineering team, we are disciplined, agile, and responsive. We operate with purpose and urgency. We do not waver in our dedication and accountability to our stakeholders, employees, and our families. People seek to join the MIDLANT team.

Our Priorities

WE BUILD

- Empowered leaders who operate collaboratively and decisively
- Relationships...forged through trust, both internally and externally
- Solutions that modernize facilities and processes

WE FIGHT

- To sustain SYSCOM technical supremacy
- To strengthen our credibility and expertise by Performing to Plan
- To reduce operating costs
- To uphold exemplary discipline in conduct and performance

WE PROTECT

- Each other - without hesitation
- Life, dignity, equal opportunity, and professionalism
- Families, Shipmates, and our NAVFAC heritage

WE BUILD, WE FIGHT, WE PROTECT

Large Projects

Hampton Roads and USMC AOR



Norfolk Naval Shipyard DD4



**Mariner Skills Training Center
P-1120**



NCTAMS LANT P-913



**P1288 MARSOC Combat Service Support Facility
Camp Lejeune, NC**

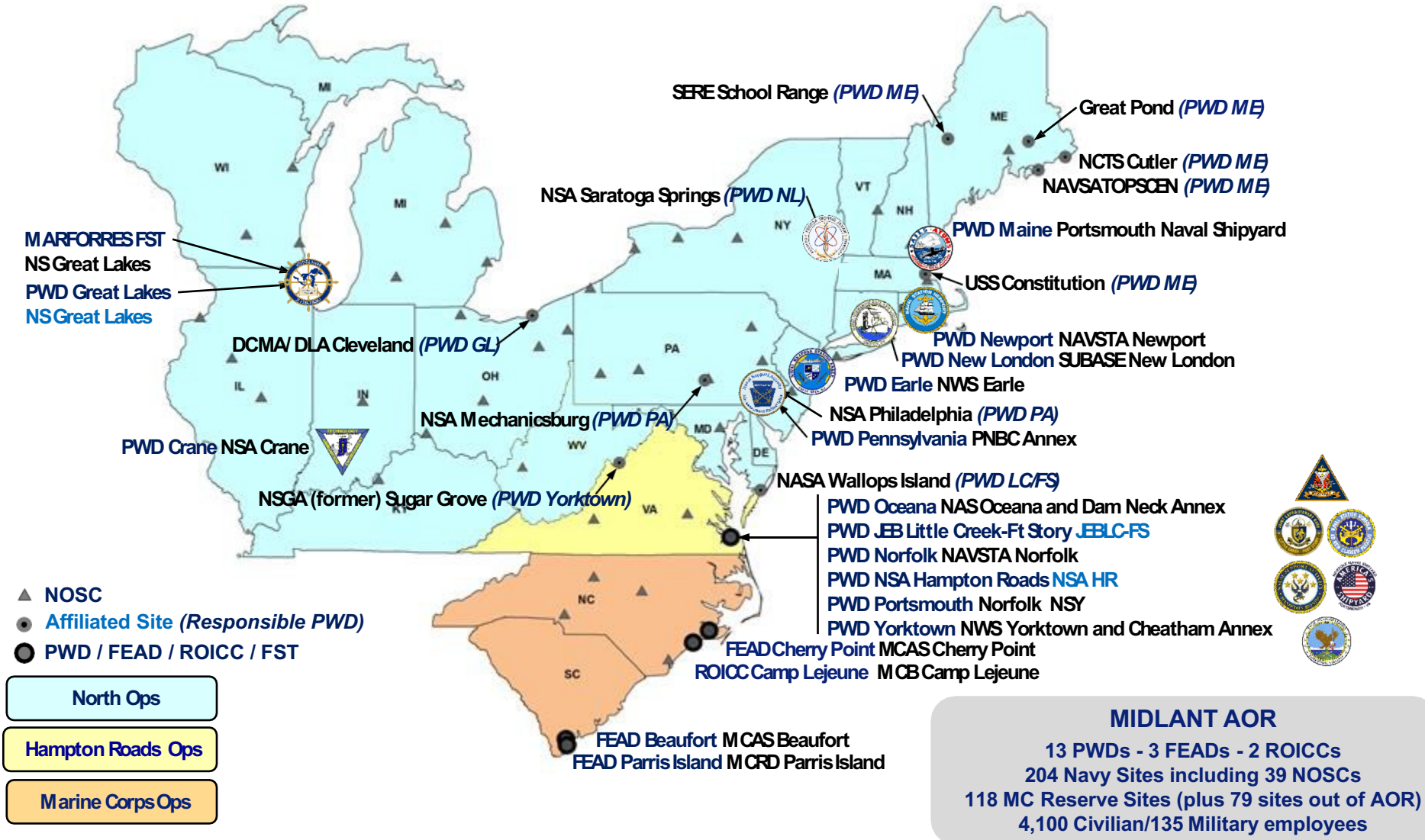


**P404 Range Improvements MCRD Parris
Island, SC**



**P464 F35 Maintenance Hangar
MCAS Beaufort**

NAVFAC Mid-Atlantic Area of Responsibility



NAVFAC Mid-Atlantic

Business Volume



<u>Workload -- Operations</u>	<u>FY19(A)</u>	<u>FY20(A)</u>	<u>FY21(A)</u>	<u>FY22</u>
▪ Design and Construction				
• Work-In-Place (WIP)	\$ 1.45B	\$ 1.42B	\$ 1.47B	\$1.22B
• Design-In-Place (DIP)	\$ 2.06B	\$ 2.46B	\$ 1.81B	\$1.73B
▪ Public Works				
• Facilities-In-Place (FIP)	\$ 257.0M	\$ 280.0M	\$ 312.0M	\$306.0M
• Facilities Sustainment	\$ 117.4M	\$ 125.0M	\$ 115.0M	\$115.0M
• Utilities	\$ 452.6M	\$ 279.6M	\$ 317.0M	\$225.0M
• BSVE	\$ 105.0M	\$ 102.0M	\$ 115.0M	\$103.0M
▪ Environmental				
• Environmental Services	\$ 17.6M	\$ 10.5M	\$ 11.0M	\$11.0M
• Compliance	\$ 21.1M	\$ 23.1M	\$ 19.1M	\$20.0M
• ERN	\$ 98.9M	\$ 99.2M	\$ 91.0M	\$68.3M
• BRAC / Other Restoration REIM	\$ 14.2M	\$ 16.6M	\$ 30.0M	\$16.3M
▪ Real Estate				
• Real Estate-In-Place (RIP)	\$ 14.2M	\$ 13.0M	\$ 15.2M	\$16.2M

Contract Actions



FY	Actions	Dollars
FY21	6,891	\$2.19 B
FY20	7,180	\$4.11 B
FY19	7,118	\$2.79 B

*NOTE: Figures include North AOR

NAVFAC MIDLANT

Small Business Achievements FY21



Prime Awards	FY21		
	Eligible = \$2.077B		
	Target	Dollars	Current
Small Business (SB)	35.0%	\$ 1B	48.15%
HUBZone	8.5%	\$ 177.3M	8.53%
Service-Disabled Veteran-Owned (SDVOSB)	4.4%	\$ 119.6M	5.76%
Small Disadvantaged Business (SDB)	20.0%	\$ 649.5M	31.26%
Woman-Owned (WOSB)	6.5%	\$ 176.4M	8.49%

Data from FPDS-NG 9/30/2021

Current and Future Initiatives



- J-35 Work
- Shipyard Infrastructure Optimization Plan
- Continued Industry Engagement
- Alternative Delivery Methods
- Cyber Security Commissioning FRCS ATO
- Technical Authority (i.e. Structural Inspections)
- Building Project Management Culture
- Resiliency

Hampton Roads and USMC Construction Program Summary

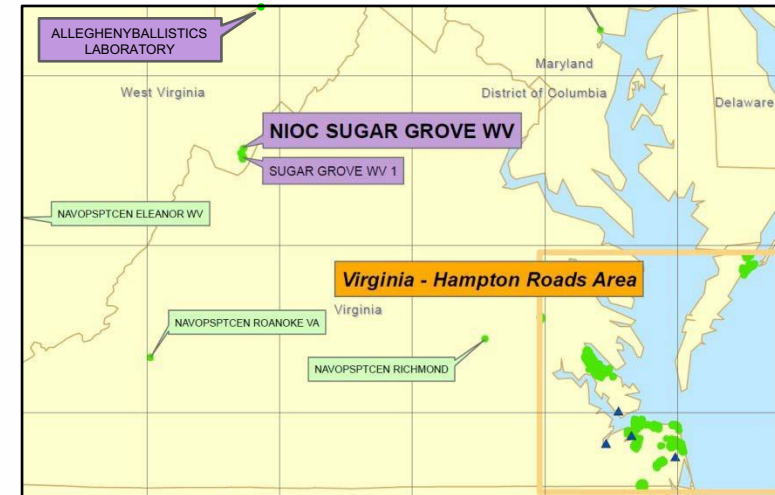
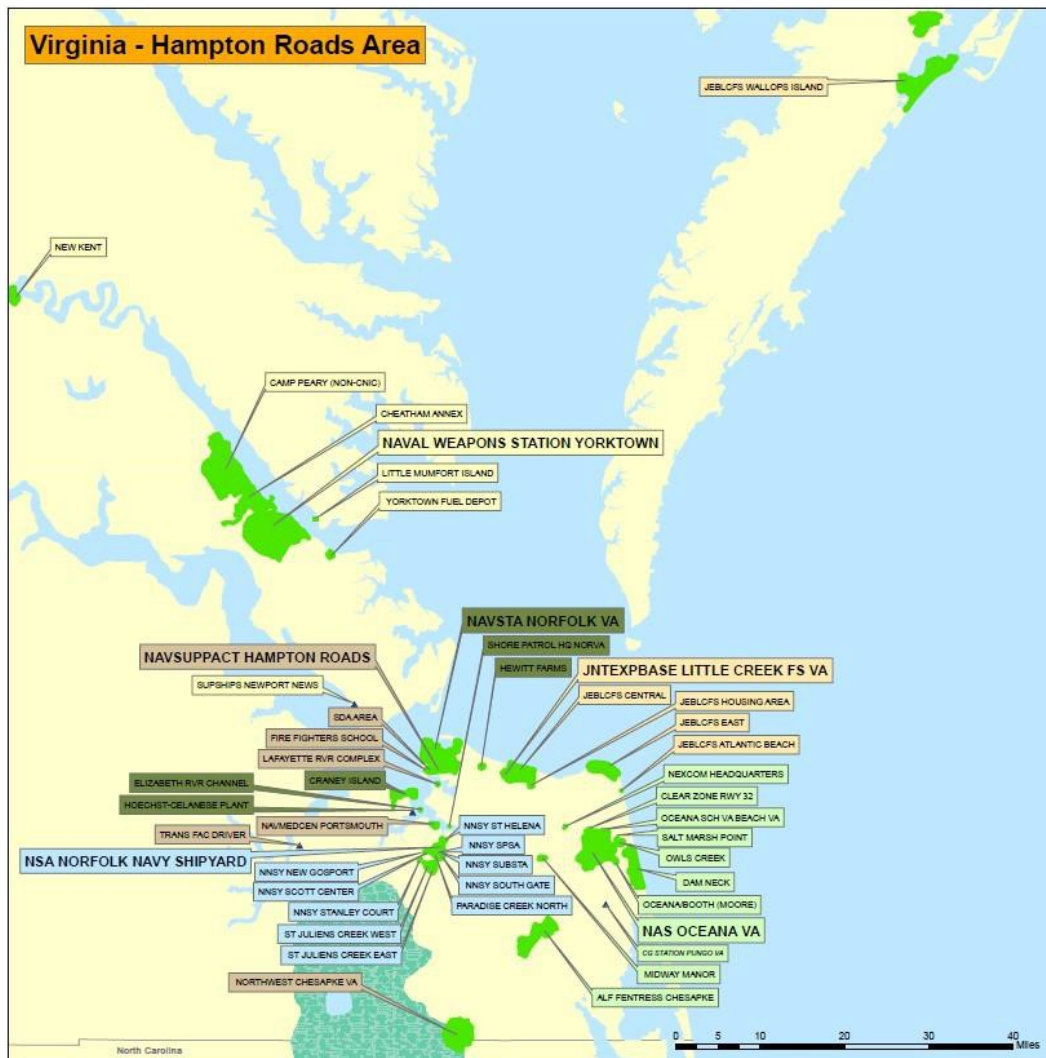


Hampton Roads Navy Installations	Awarded			*Planned	
	FY19	FY20	FY21	FY22	FY23
Special Projects	4@	9@	7@	5@	12@
	\$92.9M	\$247.5M	\$65.6M	\$111.7M	\$186.2M
MILCON Projects	4 @	5 @	13 @	7 @	5 @
	\$176.4M	\$179.0M	\$350.4M	\$292.2M	\$242.5M
USMC Installations	Awarded			*Planned	
	FY19	FY20	FY21	FY22	FY23
M2R2	81@	57@	30@	73@	TBD
	\$161.3M	\$297.7M	\$66.7M	\$195M	TBD
MILCON Projects	7 @	8 @	12 @	15 @	TBD
	\$130.3M	\$179.0M	\$258.4M	\$518.0M	TBD

* Values are reflective of projects in pre-award status as of OCT 2021.

FY23 PRESBUD - NOT LAW – SUBJECT TO CHANGE.

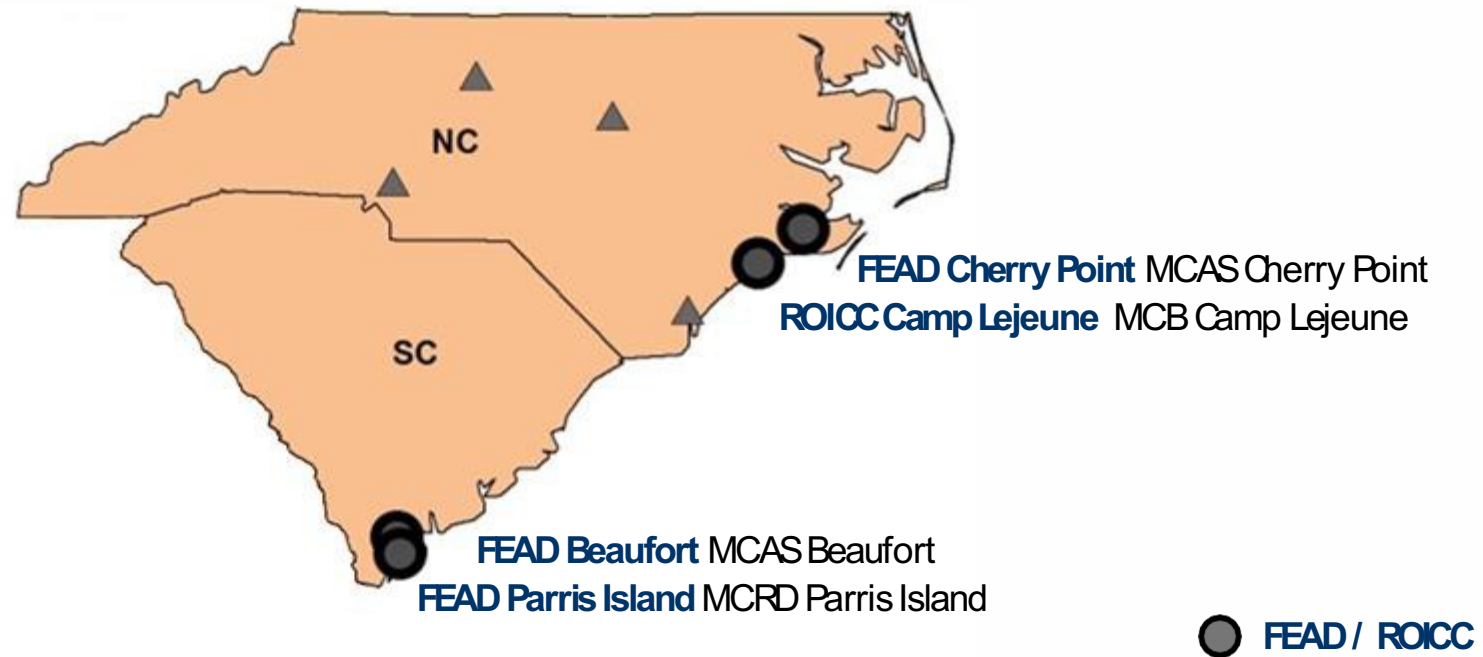
NAVFAC MIDLANT – Hampton Roads AOR



Hampton Roads Area Installations

- WPNSTAYorktown
- NAVSTANorfolk
- NSA Hampton Roads
- NSA Norfolk Navy Shipyard
- NAS Oceana
- JEB Little Creek Fort Story

NAVFAC MIDLANT - Marine Corps AOR



Announcements



- **Federal Government Contracting Portal**

- <https://sam.gov/content/home>
- POC: NAVFAC MIDLANT Contracting Office, (757) 341-0077

- **Future Workload**

- NAVFAC (Small Business Programs)
 - http://www.navfac.navy.mil/products_and_services/sb/opportunities/guidelines/navfac.html
- NAVFAC MIDLANT (Fiscal Year 2022 Projected Contracting Opportunities)
 - http://www.navfac.navy.mil/navfac_worldwide/atlantic/fecs/mid-atlantic/about_us/workload_projections.html

- **Workload POCs**

- | | | |
|------------------------|-----------------------|--------------|
| – USMC AOPS: | LCDR Sarah Ursetti | 757-341-0258 |
| – Hampton Roads AOPS: | CDR Dan Gutierrez | 757-341-1501 |
| – North AOPS: | CDR Sandranell Moerbe | 757-341-2075 |
| – Chief of Contracting | Kim Kahler | 757-341-0074 |
| – Chief Engineer | Eric Allen | 757-341-0100 |

Southeast Region Federal Construction

"Light" Virtual: October 27-28

2021 SUMMIT

In-Person: April 6-7

2022 SUMMIT

Infrastructure & Environmental Summit

Virginia

North Carolina

South Carolina

Georgia

Florida

QUESTIONS



*Registration is open: 2022 SE Region Federal Construction,
Infrastructure & Environmental Summit
April 6-7 - IN-PERSON - Wilmington, NC
<https://summit.ncmbc.us>*