



Southeast Region Federal Construction

2026 SUMMIT

April 14-16 Wilmington, North Carolina

Infrastructure & Environmental Summit

Virginia

North Carolina

South Carolina

Georgia

Florida

Hosted by

US Senator Thom Tillis

US Senator Ted Budd

North Carolina Military Business Center

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Virginia North Carolina South Carolina Georgia Florida

Department of Veterans Affairs Program and Procurement Dialogue

- Moderator: **Fran Perez-Wilhite**, Regional Program Manager (Charlotte), NC Military Business Center
- David Gutierrez, Eastern Region Director of Facilities Operations, Office of Construction and Facilities Management, US Department of Veterans Affairs of Veterans Affairs
- Angeleque Batkins, Director, Office of Facilities Acquisition, Eastern Region, Office of Construction and Facilities Management, US Department of Veterans Affairs of Veterans Affairs

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VA

**Office of Construction &
Facilities Management**

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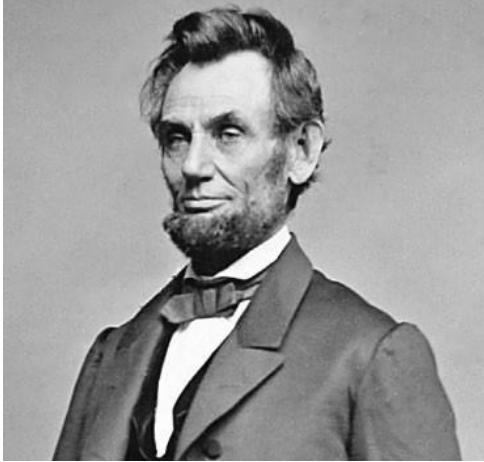


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**U.S. Department
of Veterans Affairs**



VA Mission - To fulfill President Lincoln's promise to care for those who have served in our nation's military and for their families, caregivers, and survivors.

CFM Mission - Advance VA's mission in support of our Nation's Veterans by planning, designing, constructing and acquiring major facilities, and setting design and construction standards.



Core Values - Integrity, Commitment, Advocacy, Respect, and Excellence (I CARE)



CFM Acquisition Program

- **Responsible for acquisition and administration of procurements:**
 - Major construction,
 - Architect - Engineer (AE),
 - Support services – Construction Management, Commissioning Services, Lease Acquisition Support,
 - Acquisition Planning Support
 - Supporting VHA, NCA, and VBA
 - Responsible for Major Construction Interagency Agreements
- **Assists with construction procurements for other organizations (Minor and Non-Recurring Maintenance projects - under \$30M)**
- **Promotes competition for small businesses (including Veterans First Program) in major construction, design, and support services**

Small Business Requirements for VA

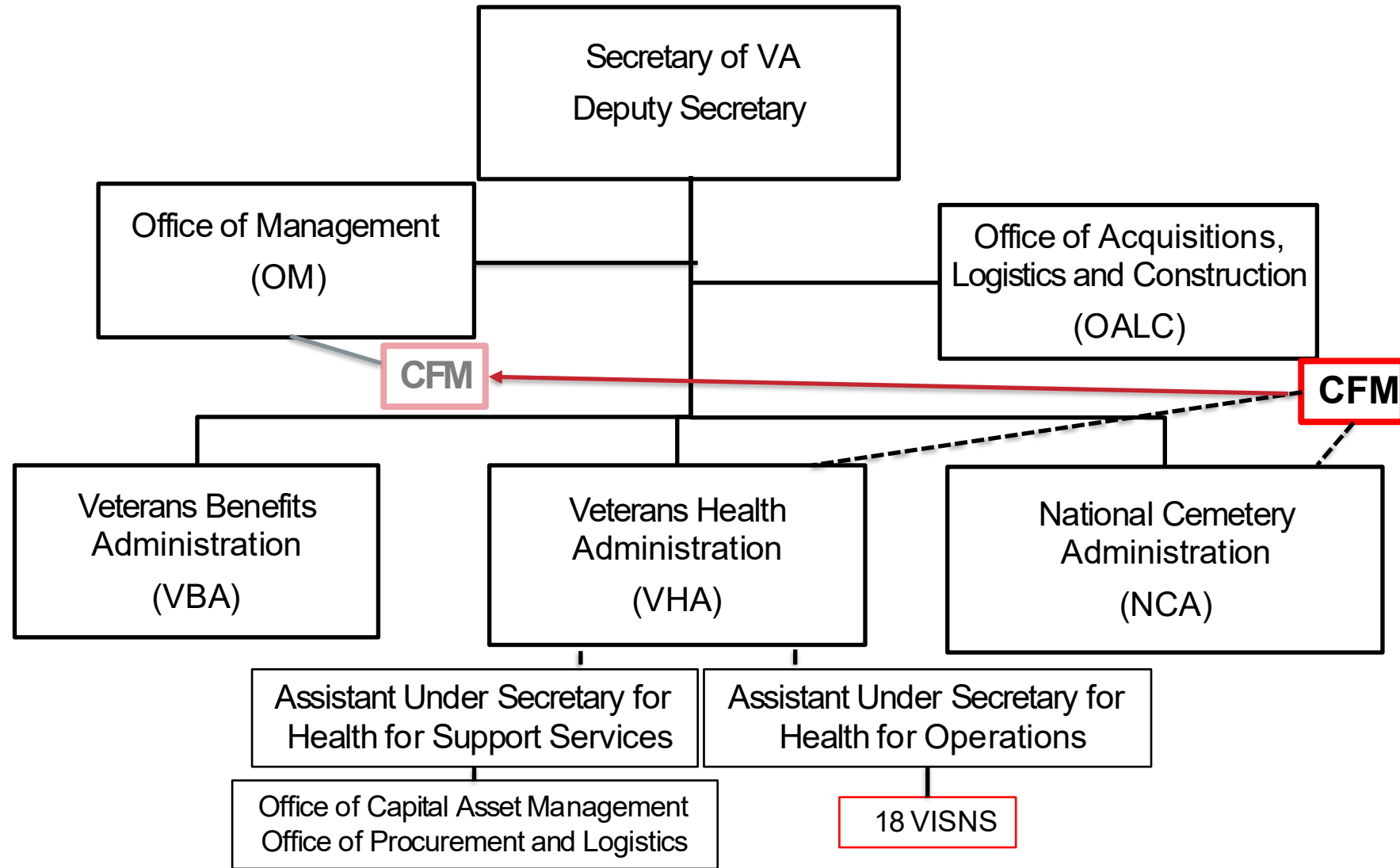
- **Veterans First Contracting Program** (VETs First) created by 38 U.S.C. 8127 and 8128 and implemented by VA in 2009. This program gives preference to SDVOSBs and VOSBs.

Requirements to set aside:

- Two or more
- Certified, Qualified, Capable, Capacity
- Expectation of Fair/Reasonable Pricing



VA Organization for Construction



VA Infrastructure Strategy



Strategic Prioritization

Prioritize concepts VHA-wide to move forward into implementation planning and further development of requirements



Implementation Planning

Develop a single, thorough, and repeatable process for requirements development



Facility Standardization

Develop a facility standardization process that drives the efficient leasing and building of facilities that meet the current and future needs of Veterans and the VA workforce and align with the everchanging healthcare environment



Partnerships

Identify potential partnering improvements and develop supporting tools – including the VHA Partnering Playbook – to aid field level leadership and planners



Design-Build

Design-Build Construction Multiple Awards Task Order Contract underway



Trends in Acquisition & Execution

Collaboration

- Early Industry Input – Industry Days, RFIs, Draft RFPs
- Information Sharing – new cloud-based Project Management Information System
- Collaborative Analytics – data driven partnering

Building Capacity

- Category Management and Strategic Vehicles
- Focused on speed, agility, and efficiency

Governance

- New VA-wide Facilities Board of Governors
- Emphasis on 3-Tiered governance on projects

Project Controls

- Rigorous Change Management – reduce volatility in scope
- Accelerate decision cycles – if we must change, make it quick



CFM – Strategic Vehicle Opportunities

- **CFM Healthcare Architect & Engineering IDIQ (FY26)**
- **CFM Healthcare Design-Build & Construction MATOC (FY26)**
- **Recompete for Construction Management Services IDIQ (FY27)**
- **Recompete for Lease Acquisition Support Services IDIQ (FY27)**

Additional Vehicles Planned:

- Facility Condition Assessments
- Master Plans
- Due Diligence



VA Construction Program

Major	Seismic	Major Lease	Minor	NRM
<ul style="list-style-type: none"> • New construction, renovation, or demolition • \$30M or more • CFM ODC executed • USACE is D/C Agent for projects >\$100M 	<ul style="list-style-type: none"> • Extremely High Risk or High-Risk Buildings • Repair or Repair-by-Replacement • CFM ODC Executed • USACE is D/C Agent for projects >\$100M 	<ul style="list-style-type: none"> • Threshold based on Unserviced Annual Rent • 20-year Lease with Options (typ) • CFM ORP executed 	<ul style="list-style-type: none"> • Adds new square footage to campus • \$30M or less • Station executed (typ) 	<ul style="list-style-type: none"> • No added square footage to campus • No limiting threshold • Station executed (typ) <p>* CFM currently supports some NRMs.</p>

Executed by CFM



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CFM – Opportunities

Design:

- New York, NY – Manhattan VAMC Electrical Upgrades (~FY26)

Construction Awards:

- Marion, IL – Correct Seismic Deficiencies at Bldg. 14 Boiler (~FY26)
- Roseburg, OR – Seismic Retrofit Bldg. 16 Chapel and Auditorium, Bldg. 11 Laundry, and Bldg. 13 Warehouse (~FY26)
- Bridgeville, PA – National Cemetery of the Alleghenies
- Minneapolis, MN - Ft. Snelling
- Rittman, OH – Ohio Western Reserve
- Holly, MI – Great Lakes
- New York, NY – Manhattan VAMC Electrical Upgrades (~FY28)

Interagency Agreement Orders

- San Juan, PR – Seismically Mitigate Main Hospital, Building 1, Laundry, Building 2, and Building 26 SICU
- Palo Alto, CA – Renovate Seismically Deficient Building 7, SCI/Rehab
- White City, CA – Replace Seismically Deficient Clinical Support Buildings with New Building 300 and 201
- Indianapolis, IN – Replace Medical Center (~FY27)
- Manchester, NH – Replace medical Center (~FY27)
- West Los Angeles, CA – Various Renovations (~FY27)



PACT Act Leases

MAJOR LEASES

- Allentown, PA Outpatient Clinic
- Sarasota, FL, Outpatient Clinic
- Tampa, FL Community Living Center
- The Villages, FL, Outpatient Clinic
- Buffalo, NY, Research
- Gainesville, FL, Outpatient Clinic
- Hampden County, MA, Outpatient Clinic

MID-LEVEL LEASES

- Burlington, VT Outpatient Clinic
- Keene, NH Outpatient Clinic
- Bangor, ME Outpatient Clinic



East Region Opportunities

City	State	VISN	Description	From	To
West Haven	CT	1	West Haven Phase A2 Utilities and Chiller Plant	\$ 90,000,000	\$ 100,000,000
Canandaigua	NY	2	Phase 3 - Building Exterior	\$ 60,000,000	\$ 80,000,000
Manhattan	NY	2	Electrical Upgrades	\$120,000,000	\$ 160,000,000
San Juan	PR	8	Seismic - Chiller, Boiler & SICU	\$ 10,000,000	\$ 25,000,000
West Haven	CT	1	West Haven Phase C Surgical/Clinical Tower	\$500,000,000	\$ 600,000,000
Manchester	NH	1	New VAMC Tower	\$800,000,000	\$ 1,000,000,000
San Juan	PR	8	Seismic - Laundry Building 2	\$ 20,000,000	\$ 40,000,000
Charleston	SC	7	New 155 Bed Tower	Medical Center Replacement, TBD FY	
Nashville	TN	9	Correct Seismic Deficiencies	Medical Center Replacement, TBD FY	
Atlanta	GA	7	VAMC Replacement	Medical Center Replacement, TBD FY	
Washington	DC	5	VAMC Replacement	Medical Center Replacement, TBD FY	
Raleigh-Durham	NC	6	VAMC Replacement	Medical Center Replacement, TBD FY	
Philadelphia	PA	4	VAMC Replacement	Medical Center Replacement, TBD FY	

Key:
Design
Planning
Pre-Planning



Resource Opportunities

- **Market Research - Meeting the challenges (Partnership and Participation)**

- External research at <https://sam.gov> (System for Award Management) for:

- Sources Sought
 - NAICS, Agency, Location, Set-Aside
- Industry Days
- Site Visits
- Previous Contracts (Government-wide)
- Contact a knowledgeable Persons in Government

- **U.S. Small Business Administration Contracting Guide**

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

- **CFM Small Business Liaisons (SBLs)**

- Angeleque Batkins (Eastern & Western Regions)
- Carlos Ramos (Central Region)
- Jeff Gerbensky (National Region)
- Phyllis Jackson (Policy)



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U.S. Department of Veterans Affairs Office of Small and Disadvantaged Business Utilization Resources

Office of Small and Disadvantaged Business Utilization

- www.va.gov/osdbu

Women Veteran-Owned Small Business Initiative

- <https://vetbiz.va.gov/wvosbi/>

Upcoming Virtual Business Opportunity Sessions for a variety of business lines

- www.vetbiz.va.gov/events

Doing Business with VA

- <https://vetbiz.va.gov/doingbusiness/>

Training & Technical Resources

- <https://vetbiz.va.gov/tatassistance/>

VA Small Business Liaisons

- <https://vetbiz.va.gov/resources/services-sbl/>

Acquisition Gateway

- <https://acquisitiongateway.gov/>

Direct Access Program (DAP) – Quarterly one on one with CFM Representative.

- <https://vetbiz.va.gov/dap/>



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VA Valuable Websites

Check out our website if you are interested in:

Resources on CPARS training

President's Budget Request for VA

VA Forecast of Contracting Opportunities

Pathfinders – Interested in doing business with CFM

Find resources with the Office of Small and Disadvantaged Business Utilization (OSDBU)



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