



**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

Southeast Region Federal Construction

# 2026 SUMMIT

April 14-16 Wilmington, North Carolina

Infrastructure & Environmental Summit

Virginia North Carolina South Carolina Georgia Florida

## US Army Corps of Engineers Program and Procurement Dialogue Charleston, Jacksonville, Mobile & Caribbean Districts

- Moderator: **Sue Kranes**, Strategic Industry Professional (Infrastructure), NC Military Business Center
- Djuan Franklin, Acting Chief, IIS Branch, Programs & Project Management Division, USACE Charleston District
- Kenneth Harlan, Title Contract Specialist, USACE Mobile District
- Kimberly Daniel-Ray, Chief, Office of Small Business Programs, USACE Jacksonville District
- Jackie Keiser, USACE Caribbean District

Southeast Region Federal Construction

# 2026 SUMMIT

April 14-16 Wilmington, North Carolina

Infrastructure & Environmental Summit

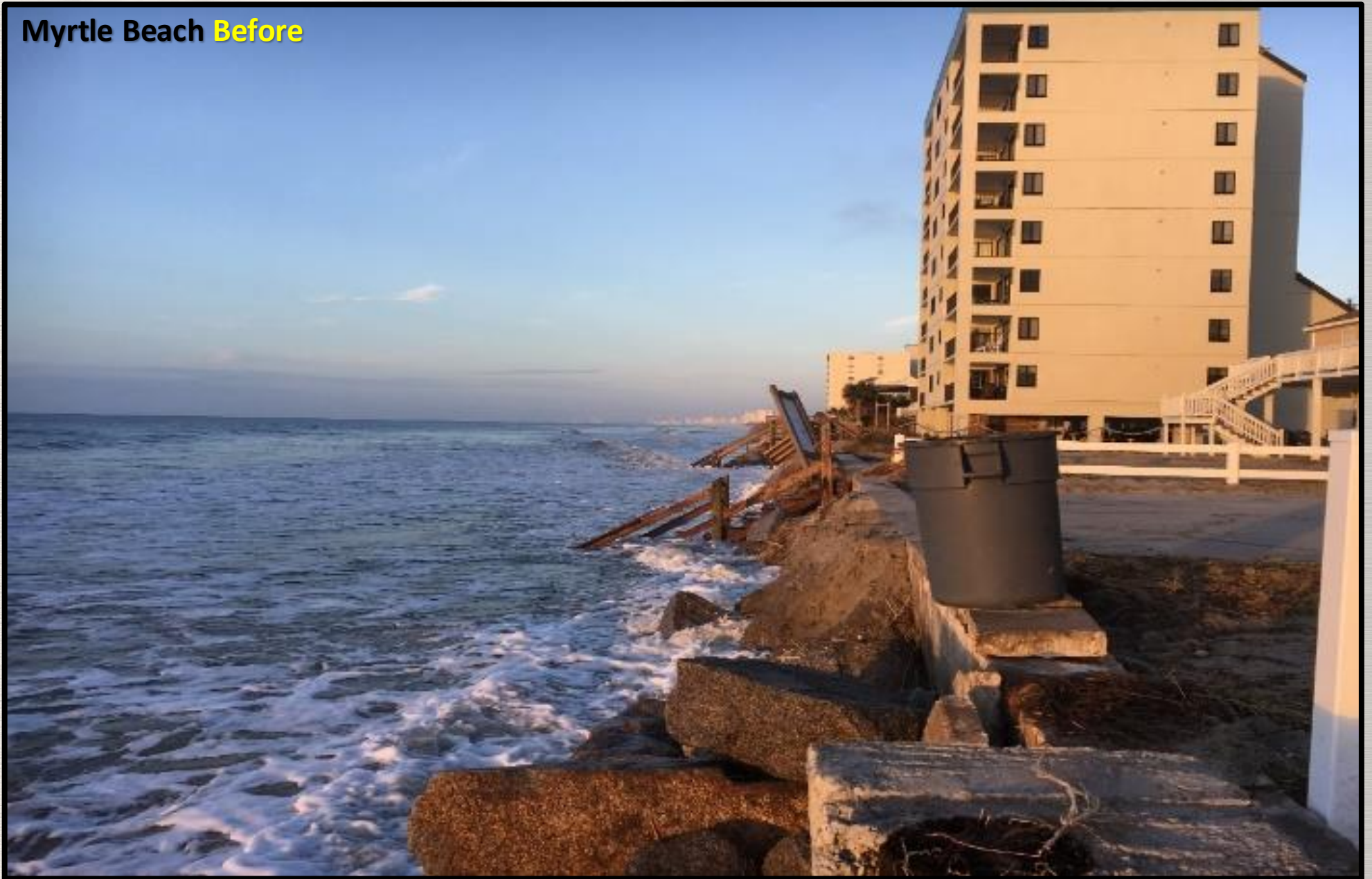
Virginia North Carolina South Carolina Georgia Florida

## US Army Corps of Engineers Program and Procurement Dialogue Charleston, Jacksonville, Mobile & Caribbean Districts

- Moderator: Sue Kranes, Strategic Industry Professional (Infrastructure), NC Military Business Center
- **Djuan Franklin**, Acting Chief, IIS Branch, Programs & Project Management Division, USACE Charleston District
- Kenneth Harlan, Title Contract Specialist, USACE Mobile District
- Kimberly Daniel-Ray, Chief, Office of Small Business Programs, USACE Jacksonville District
- Jackie Keiser, USACE Caribbean District



## Myrtle Beach **Before**



U.S. ARMY



US Army Corps  
of Engineers®



Myrtle Beach **After**



U.S. ARMY



US Army Corps  
of Engineers®



# U.S. ARMY CORPS OF ENGINEERS: CHARLESTON DISTRICT



LTC Todd Mainwaring  
Commander



MAJ Kevin Scruggs  
Deputy Commander



Dan Klingshirn  
Deputy District  
Engineer for Programs &  
Project Management



Charlene Figgins  
District  
Contracting Chief



Tonya Willis  
Chief Office of  
Small Business Programs



# SAC

SOUTH ATLANTIC CHARLESTON

## NCMB – SOUTHEAST REGION FEDERAL CONSTRUCTION SUMMIT

*MR. DJUAN FRANKLIN*

WILMINGTON, NC

15 APRIL 2026



U.S. ARMY



US Army Corps  
of Engineers®



# SAC 2025 YEAR IN REVIEW

2025 FISCAL YEAR IN REVIEW



910 Contract Actions  
Totaling \$330.5M



\$189M in Total Construction  
Placement



2116 Permit Actions  
Evaluated



16 Inspections of  
Completed Works



Grand Strand  
Renourishment Awarded  
(26 Miles, \$72 Million)



1075 Jurisdictional  
Determinations Completed



4.3 Million Cubic Yards  
Dredged from  
Charleston Harbor



172 Task Orders Awarded for  
the 81st RD Totaling \$35.5M

## NEW PERSONNEL QUALIFICATIONS

- 1 Professional Engineer
- 2 Project Management Professionals
- 3 Contracting Professionals
- 1 Planning Associates Graduate



U.S. ARMY



US Army Corps  
of Engineers®

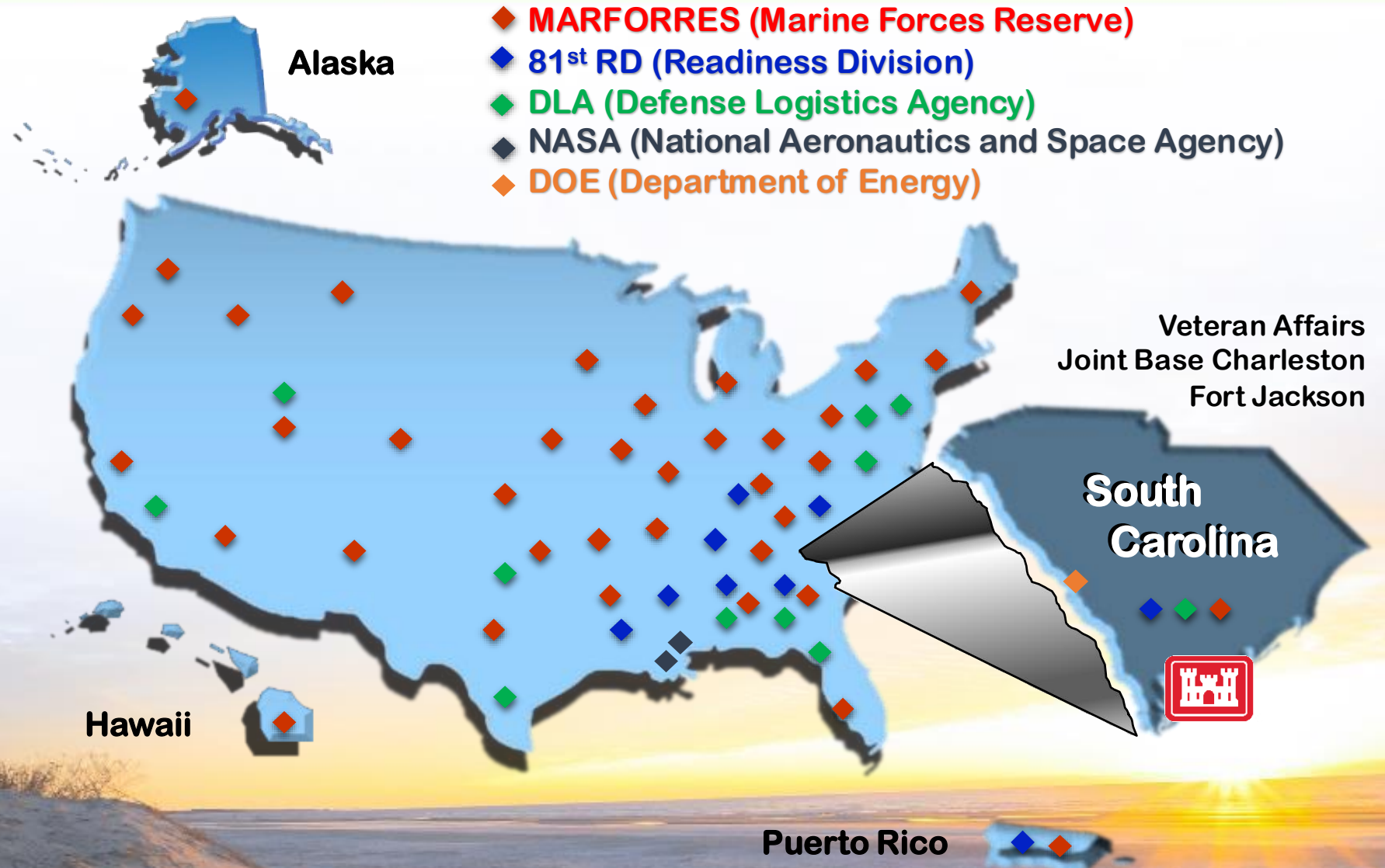




# U.S. ARMY CORPS OF ENGINEERS CHARLESTON DISTRICT



Where we  
work →





# COASTAL STORM RISK MANAGEMENT




- Coastal Storm Risk Management**
- 5 Constructed Beach Segments
  - 1 Planning Engineering Design Phase



# CSRM: CHARLESTON PENINSULA PROJECT

## CHARLESTON PENINSULA STUDY, CHARLESTON, SC


### PROJECT OVERVIEW - INVESTIGATIONS



Authority: Senate Resolution, EPW Committee, April 22, 1988 and P.L. 84-71  
 Funding: \$3.7M, 100% Federal Funding, Bipartisan Budget Act of 2018  
 Business Line: Coastal Storm Risk Management  
 Sponsor: City of Charleston

### RECOMMENDED PLAN

**The Charleston Peninsula Study Alternative 2**



**Legend**

- Charleston Peninsula Study Area
- Nonstructural Measures
- Proposed Living Shoreline
- Storm Surge Wall
- Consolidation Wall
- T-Wall
- Pump Stations:
  - Mobile
  - Permanent

★ Chief Report 2022  
 ↓ PED 2023 - 2026  
 ↓ Construction 2026 - 2032

### STUDY FEATURES


- The Charleston Peninsula Coastal Storm Risk Management Study is investigating potential solutions to address risk to vulnerable populations, property, and infrastructure on the Charleston peninsula
- The Recommended Plan consists of a storm surge wall (elevation 12 ft NAVD88) with gates/pumps, nonstructural measures and living shoreline (environmental mitigation).

### FUNDING


- Estimated total project cost is \$1,132,000,000
- Federal \$735M/Non-Fed \$397M
- Average annual net benefits is \$447.5M
- Benefit cost ratio is 10.8 to 1
- Benefit cost ratio @ 7% is 3.4

U.S. Army Corps of Engineers - Charleston District

## CHARLESTON PENINSULA STUDY




### Life and Safety



**Without Project 2082** vs **With Project 2082**

**Cultural Resources**



**Without Project 2082** vs **With Project 2082**

U.S. Army Corps of Engineers - Charleston District



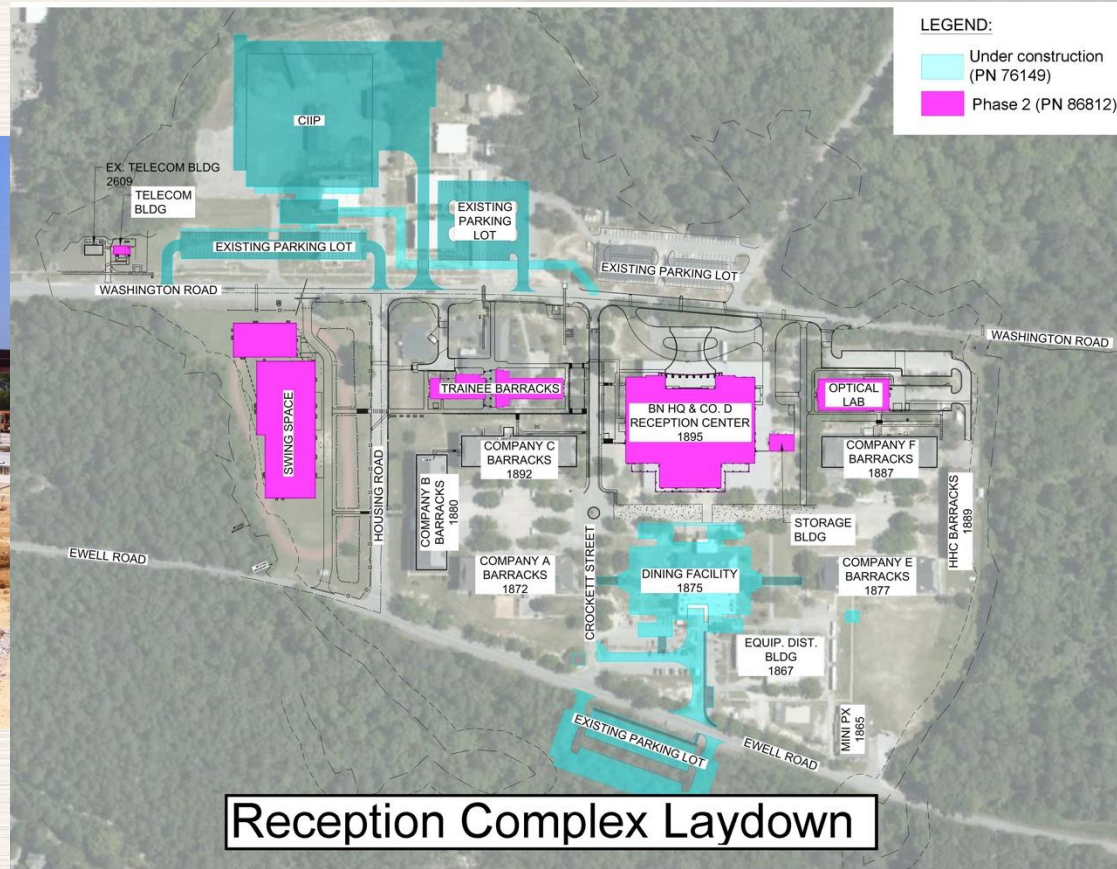
US Army Corps of Engineers®



# MILITARY CONSTRUCTION (MILCON) PROJECTS



USACE personnel during construction of a Training Support Center at Fort Jackson



Construction of a Basic Training Center and Quad Dining Facility at Fort Jackson



US Army Corps of Engineers®

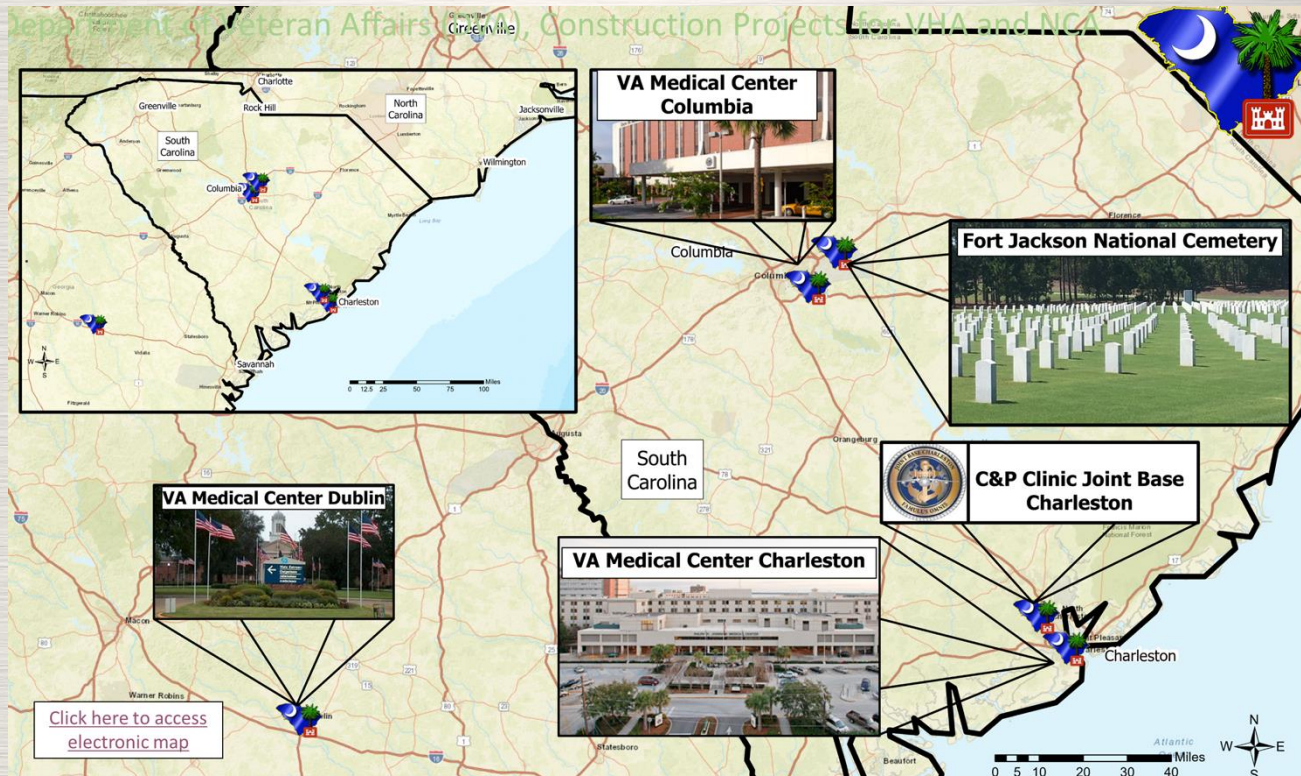


# VETERANS ADMINISTRATION PROJECTS

- Charleston District executes “minor” projects (<\$30M) across the SAD AOR (Southeast US).
- This program covers 7 states and Puerto Rico; 23 major hospitals (VAMC); 140+ outpatient clinics (CBOCs); over 2.5M enrolled veterans.
- Over \$148M awarded since FY07.



South Atlantic Division Boundaries



USACE personnel during the construction of a new parking garage at the Columbia Dom VA Medical Center



[Click here to access electronic map](#)



# SAVANNAH RIVER SITE PROJECTS

Two active projects:

- Y810 Savannah River Plutonium Production Facility (SRPPF) Maintenance Bldg project
  - Closed Mar 27, 2026
  - Construction magnitude \$25M to \$50M
- Tritium Administration Building Construction
  - Closed Apr 03, 2026
  - Construction magnitude \$25M to \$50M
  - Potential for more work ...

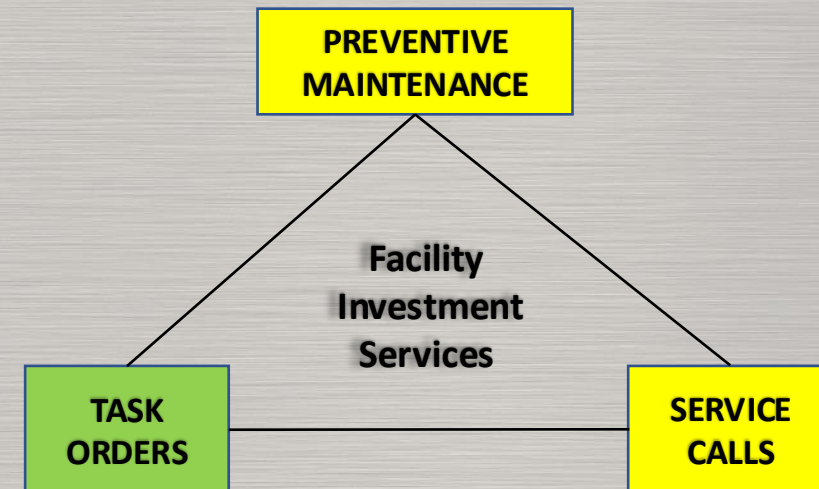


U.S. ARM



# FACILITY INVESTMENT SERVICES (FIS) OVERVIEW

- FIS contracts are:
  - Maintenance based – HVAC, chillers, valves, etc
  - Proactive, not reactive
  - Competitive, not sole-source
  - Rapid execution – services calls & Task Orders can be expedited
  - Enable focused oversight and historical trends
  - Enable long-term acquisition planning and shelf-ready projects
- Three components to a typical contract:
  - Preventive maintenance (aka “oil change”)
    - Routine, pre-defined based on equipment
    - Regularly scheduled by contractor
    - Firm fixed price
  - Service call (aka “alternator replacement”)
    - On-demand, pre-paid, up to \$2,500
  - IDIQ Task order (aka “engine replacement”)
    - \$2,500 or above
    - Negotiated per task order
    - Not pre-paid, funds required as needed per task order



U.S. ARMY



US Army Corps  
of Engineers®



# CHARLESTON DISTRICT FORECAST FISCAL YEAR 26/27



**DoDAAC/Office Code: W912HP**  
**As of 1 April 2026**



US Army Corps  
of Engineers®



Small Business Info





# CHARLESTON DISTRICT PROJECTIONS FY26/27

AS OF 1 APRIL 2026 (SEARCH SAM.GOV W912HP\*)

Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
FORT JACKSON	FY26 Fort Jackson Child Development Center (DBB) <b>Offers Due 23 April 2026</b>	Ft Jackson, SC	<b>23 MAR 26</b>	4 <sup>th</sup> Qtr, FY26	\$25-50M	TBD	W912HP26RA013
FORT JACKSON	FY27 Fort Jackson Preventative Maintenance Contract #4	Ft Jackson, SC	FY27	FY27	\$25-50M	TBD	W912HP26S2000
DOE	<b>SRS Y810 MAINTENANCE BUILDING CONSTRUCTION</b> 236220 - Commercial and Institutional Building Construction <b>CLOSED</b>	Savannah River Site – Aiken, SC	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	More than \$10M	Unrestricted	W912HP26RA009
DOE	<b>SRS - TRITIUM ADMIN BUILDING CONSTRUCTION</b> 236220 - Commercial and Institutional Building Construction <b>CLOSED</b>	Savannah River Site – Aiken, SC	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	More than \$10M	TBD	W912HP26RA004



These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>

The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.

U.S. Army Corps of Engineers



# CHARLESTON DISTRICT PROJECTIONS FY26/27

AS OF 1 APRIL 2026 (SEARCH SAM.GOV W912HP\*)

Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
CIVIL WORKS	FY26 - GEORGETOWN HARBOR O&M NAVIGATION DREDGING <b>Presolicitation posted 4 Feb 2026</b>	Charleston, SC AOR	3 <sup>rd</sup> Qtr, FY26	3 <sup>rd</sup> Qtr, FY26	\$5M-\$10M	SB	W912HP26BA004
CIVIL WORKS	FY26 - LOWER HARBOR O&M DREDGING	Charleston, SC AOR	3 <sup>rd</sup> Qtr, FY26	3 <sup>rd</sup> Qtr, FY26	More than \$10M	TBD	W912HP25BA002
CIVIL WORKS	FY26 – CHARLESTON HARBOR O&M DREDGING	Charleston, SC AOR	3 <sup>rd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	More than \$10M	TBD	TBD
MARINE FORCES RESERVES	FY26 - FACILITIES INVESTMENT SERVICES FOR MARFORRES MIDWEST 2 REGION 561210 – Facilities Support Services <b>Proposals Due 16 April 2026</b>	Midwest Region	2 <sup>nd</sup> Qtr, FY26	3 <sup>rd</sup> Qtr, FY26	\$1M-\$5M	SB	W912HP26RA006



These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>

The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.

U.S. ARMY

U.S. Army Corps of Engineers



# CHARLESTON DISTRICT PROJECTIONS FY26/27

AS OF 1 APRIL 2026 (SEARCH SAM.GOV W912HP\*)

Program	Project	Location	Range	Projected Advertise Date	Projected Award Date	Small Business Set Aside
DEFENSE LOGISTICS AGENCY	DDWG Lighting Upgrades - (Construction)	Warner Robbins, GA	\$10M-\$25M	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	TBD
DEFENSE LOGISTICS AGENCY	DDRT Replace DLA Building 499 Roof (Construction)	Red River, TX	\$10M-\$25M	FY27	FY27	TBD
VETERAN AFFAIRS	VBA Jackson Regional Office - Reroof, Boiler Stack Rework & LP (Construction Award)	Jackson, MS	\$1M-\$5M	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	SDVOSB
VETERAN AFFAIRS	VA COL - Sewer Repairs (DB Construction Award)	Columbia, SC	\$5M-\$10M	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	SDVOSB



These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>

U.S. ARMY

US Army Corps of Engineers

The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.



# CHARLESTON DISTRICT PROJECTIONS FY26/27

AS OF 1 APRIL 2026 (SEARCH SAM.GOV W912HP\*)

Program	Project	Location	Range	Projected Advertise Date	Projected Award Date	Small Business Set Aside
81 <sup>st</sup> READINESS DIVISION	81st AL/MS(a) Muni - NEW CONTRACT	Alabama and Mississippi	\$1M-\$5M	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	Small Business
81 <sup>st</sup> READINESS DIVISION	81st GA/TN(a) Muni - NEW CONTRACT	Georgia and Tennessee	\$1M-\$5M	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	Small Business
81 <sup>st</sup> READINESS DIVISION	81st NC/SC(a) Muni - NEW CONTRACT	NC/SC	\$500K-\$1M	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	Small Business
81 <sup>st</sup> READINESS DIVISION	81st PR Muni - NEW CONTRACT	Puerto Rico	\$1M-\$5M	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	Small Business
MARINE FORCES RESERVES	Battle Creek Security Upgrades	Battle Creek, MI	\$1M-\$5M	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	Small Business
DEFENSE LOGISTICS AGENCY	DDRT Fire Alarms & Suppression	Red River, TX	\$10M-\$25M	2 <sup>nd</sup> Qtr, FY26	4 <sup>th</sup> Qtr, FY26	TBD



These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>

The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.



U.S. ARMY



# CHARLESTON DISTRICT ACTIONS IN SOURCE SELECTION

AS OF 1 APRIL 2026 (SEARCH SAM.GOV W912HP\*)

Program	Project	Location	Range	Projected Advertise Date	Projected Award Date	Small Business Set Aside	Solicitation Number
TOOLS	<b>\$350M DB/DBB MATOC EAST</b> 236220 - Commercial and Institutional Building Construction <b>In Source Selection</b>	East of the Mississippi River And Puerto Rico	1 <sup>st</sup> Qtr, FY26	4th Qtr, FY26	Not to Exceed \$350M, 5 Years	SB	W912HP26RA001
TOOLS	<b>\$99M WEST DB/DBB MATOC</b> <b>In Source Selection</b>	West of the Mississippi River	1 <sup>st</sup> Qtr, FY26	3 <sup>rd</sup> Qtr, FY26	Not to Exceed \$99M, 5 Years	Small Business	W912HP26RA008
CIVIL WORKS	<b>Charleston Peninsula CSRM AE SATOC</b> <b>In Source Selection</b>	Charleston, SC	2 <sup>nd</sup> Qtr, FY26	3 <sup>rd</sup> Qtr, FY26	Not to Exceed \$99M, 5 Years	Unrestricted	W912HP26RA014
CIVIL WORKS	<b>FY26 NORTH MYRTLE BEACH OCEAN OUTFALL (17TH AVE SOUTH)</b> 237990 - Other Heavy and Civil Engineering Construction <b>In Source Selection</b>	Myrtle Beach, SC AOR	1 <sup>st</sup> Qtr, FY26	2 <sup>nd</sup> Qtr, FY26	More than \$10M	Unrestricted	W912HP26RA002



U.S. ARMY



U.S. Army Corps of Engineers

These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>

The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.



# CHARLESTON DISTRICT TAKE AWAYS

## Best Practices for Those Who Want to Work With Us

- ❖ **Read and respond to our sources sought notices** in accordance with the announcement. Contracting can make the best procurement decisions when provided with requested information.
- ❖ **Ensure realistic lead times for ordering parts to avoid delays** in installation and meeting scheduled deadlines. Failure to plan accordingly can impact project timelines and overall performance that can be reflected on CPARS.
- ❖ **Reach out to our Small Business Professional for a Capabilities Briefing** - but do your research! Review our current projections/upcoming projects and see what may interest you and be prepared to speak about it.
- ❖ **Please reach out to the Contracting Officer or submit an RFI** If you're interested in a project but think you may not qualify due to requirements like past performance or experience. Sometimes we are more restrictive than we realize, we don't know that until you tell us!
- ❖ **Check out our new USACE Headquarters Doing Business Page! It is packed with amazing information to help Construction Contractors!** <https://www.usace.army.mil/Business-With-Us/Partnering/>



U.S. ARMY



US Army Corps  
of Engineers®

# NEW CONTRACTORS IN FY25



US Army Corps  
of Engineers®



# CHARLESTON DISTRICT CONTACTS

## Point of Contact for Charleston District Chief, Small Business Programs Office (W912HP)

Tonya Willis, 843-329-8084, [tonya.d.willis@usace.army.mil](mailto:tonya.d.willis@usace.army.mil)

\*\*Join my monthly mailing list\*\*

## Chief, Contracting Division (W912HP)

Charlenne Figgins, 843-329-8061, [charlenne.l.figgins@usace.army.mil](mailto:charlenne.l.figgins@usace.army.mil)

## US Army Corps of Engineers Enterprise Forecast Updated Monthly

<https://www.usace.army.mil/Business-With-Us/Small-Business/Upcoming-Contract-Opportunities/>

## District Projections Posted monthly along with Tips to Businesses and Other helpful information:

<https://www.usace.army.mil/Business-With-Us/Small-Business/Upcoming-Contract-Opportunities/>

**Capabilities Briefings:** Scheduled Thursday Mornings (No briefings scheduled Jul, Aug and Sep)

**Sources Sought, RFPs & award notices** are found at **SAM.GOV (Search W912HP\*)** and on

**Twitter and Facebook at:** [twitter.com/CharlestonCorps](https://twitter.com/CharlestonCorps) [www.facebook.com/CharlestonCorps](https://www.facebook.com/CharlestonCorps)

**Address:** Charleston District, USACE, 69-A Hagood Ave., Charleston, SC 29403-5107



Small Business Info



U.S. ARMY



US Army Corps  
of Engineers®



**US Army Corps  
of Engineers** ®



Southeast Region Federal Construction

# 2026 SUMMIT

April 14-16 Wilmington, North Carolina

Infrastructure & Environmental Summit

Virginia North Carolina South Carolina Georgia Florida

## US Army Corps of Engineers Program and Procurement Dialogue Charleston, Jacksonville, Mobile & Caribbean Districts

- Moderator: Sue Kranes, Strategic Industry Professional (Infrastructure), NC Military Business Center
- Djuan Franklin, Acting Chief, IIS Branch, Programs & Project Management Division, USACE Charleston District
- **Kenneth Harlan**, Title Contract Specialist, USACE Mobile District
- Kimberly Daniel-Ray, Chief, Office of Small Business Programs, USACE Jacksonville District
- Jackie Keiser, USACE Caribbean District

# UPCOMING OPPORTUNITIES MOBILE DISTRICT

COL Kelsey Shaw,  
Mobile District Commander

Carl Wade,  
Mobile District  
Chief of Contracting



US Army Corps  
of Engineers®  
Mobile District



# PROGRAM TRENDS & OBSERVATIONS



## Unprecedented times for USACE ... \$90B portfolio, workforce sized for \$30-35B portfolio

- Strong MILCON & Civil Works appropriations support
- Aging Civil Works Infrastructure – Demopolis, Holt locks & others
- Other Federal agencies seeking USACE expertise



***Reliance on Industry Partners***

## Industry Feedback/Proposal Observations

- Impact of inflation, labor, material and global supply chains...30% price increase, lead times for key items, willingness to hold pricing
- CMMC – on the horizon

## Growth Opportunities & Locations in Mobile District

- MILCON – MacDill (KC46 & SOCOM), Columbus (T7 Fielding), Redstone (Space & Missile), Eglin, Patrick (Space Port of Future), Anniston Army Depot (Army Organic Industrial Base)
- Defense Health Agency – new market sectors and locations
- Environmental – AFFF, PFOS/PFOA, EPA Superfund
- Civil Works – Coastal Resiliency, Design work for BIL and WRDA authorizations
- LATAM – Large harbor construction efforts (Peru, Guatemala)
- Interagency – Coast Guard, NASA, Homeland Security

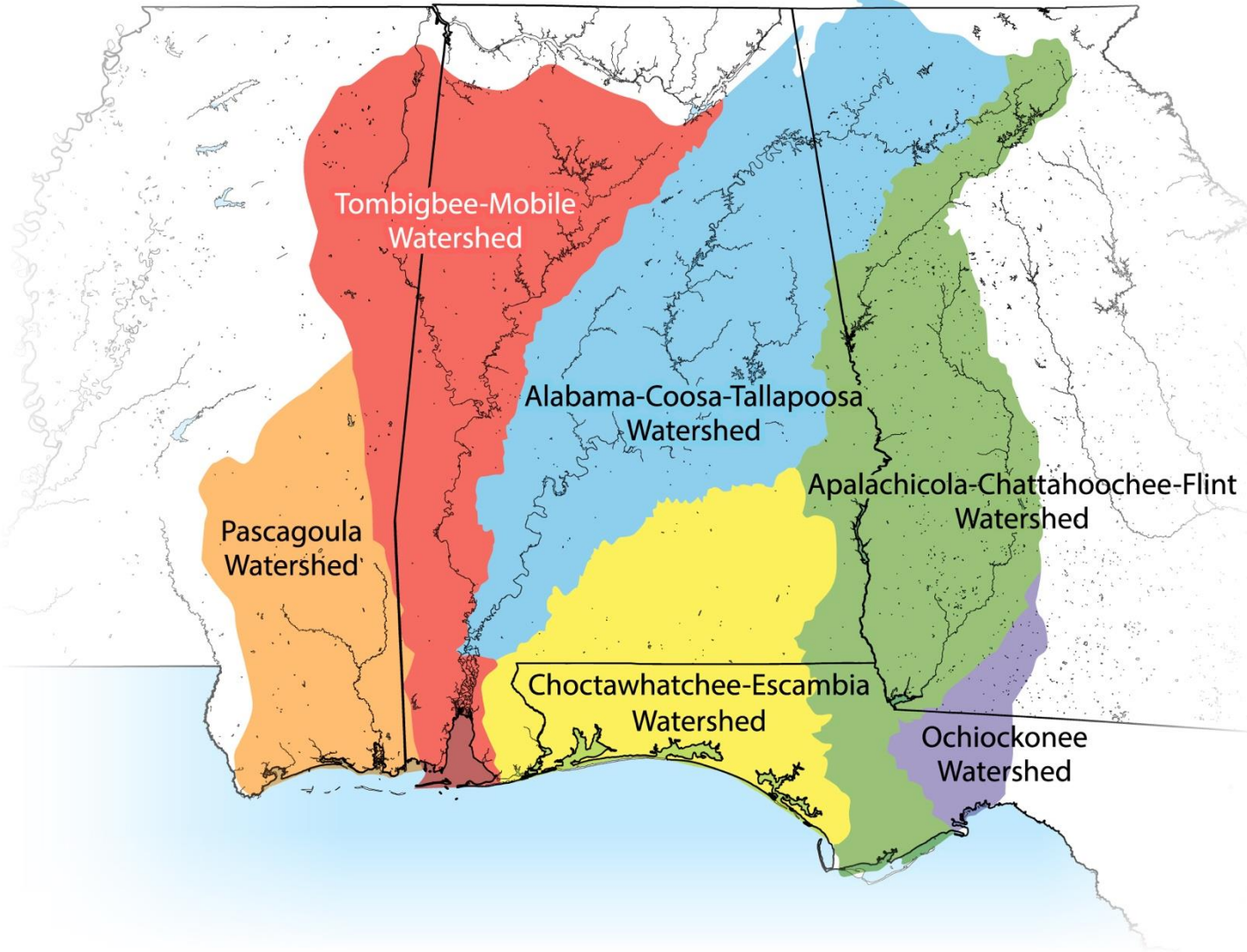
## Key Acquisition Needs for FYs 26/27

- Construction Contracts
- Replenish AE Capacity
- Defense Health Agency D-B and O&M
- Environmental
- Construction Management Services
- O&M Personnel (NAV Lock Operators, HYDRO Maintenance Trainees, Rangers)



U.S. ARMY

# MOBILE DISTRICT BOUNDARIES – CIVIL WORKS



## Major Missions



Coastal/Inland Navigation



Recreation



Hydropower



Dredging



Flood Control & Disaster Response



Environmental



Engineering with Nature



# OPERATIONS DIVISION STATS

U.S. ARMY



## NAVIGATION

5 Waterways • 7 Deep Water Harbors • 21 Shallow Draft Ports • 27 Dams • 22 Locks

**5 WATERWAYS**

**7 DEEP WATER HARBORS**

**21 SHALLOW DRAFT PORTS**

**27 DAMS**

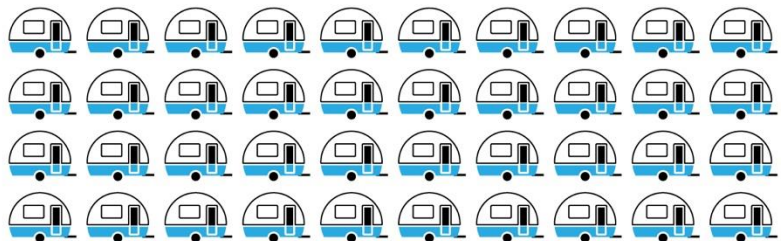
**22 LOCKS**

## NATURAL RESOURCES

27 Lakes • 400 Recreation Areas • 28M Visitors • \$6M User Fees Collected

**27 Lakes**

**\$6 Million Collected in User Fees**



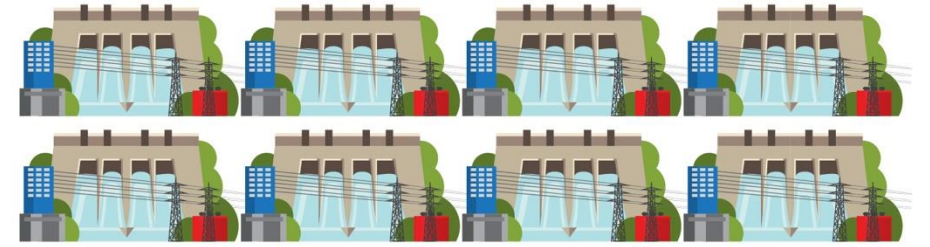
**10 Recreation Areas**



**1 Million Visitors**

## HYDROPOWER

8 Powerhouses create 2.4GWH annually\*

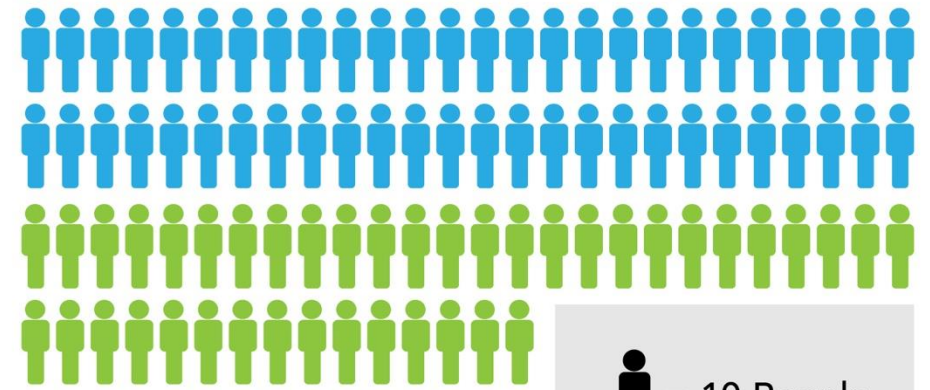


**100K Homes**

\*1GWH powers 876,000 homes annually

## WORKFORCE

520 Civilians • 410 Contractors • 5 Goats



**10 People**



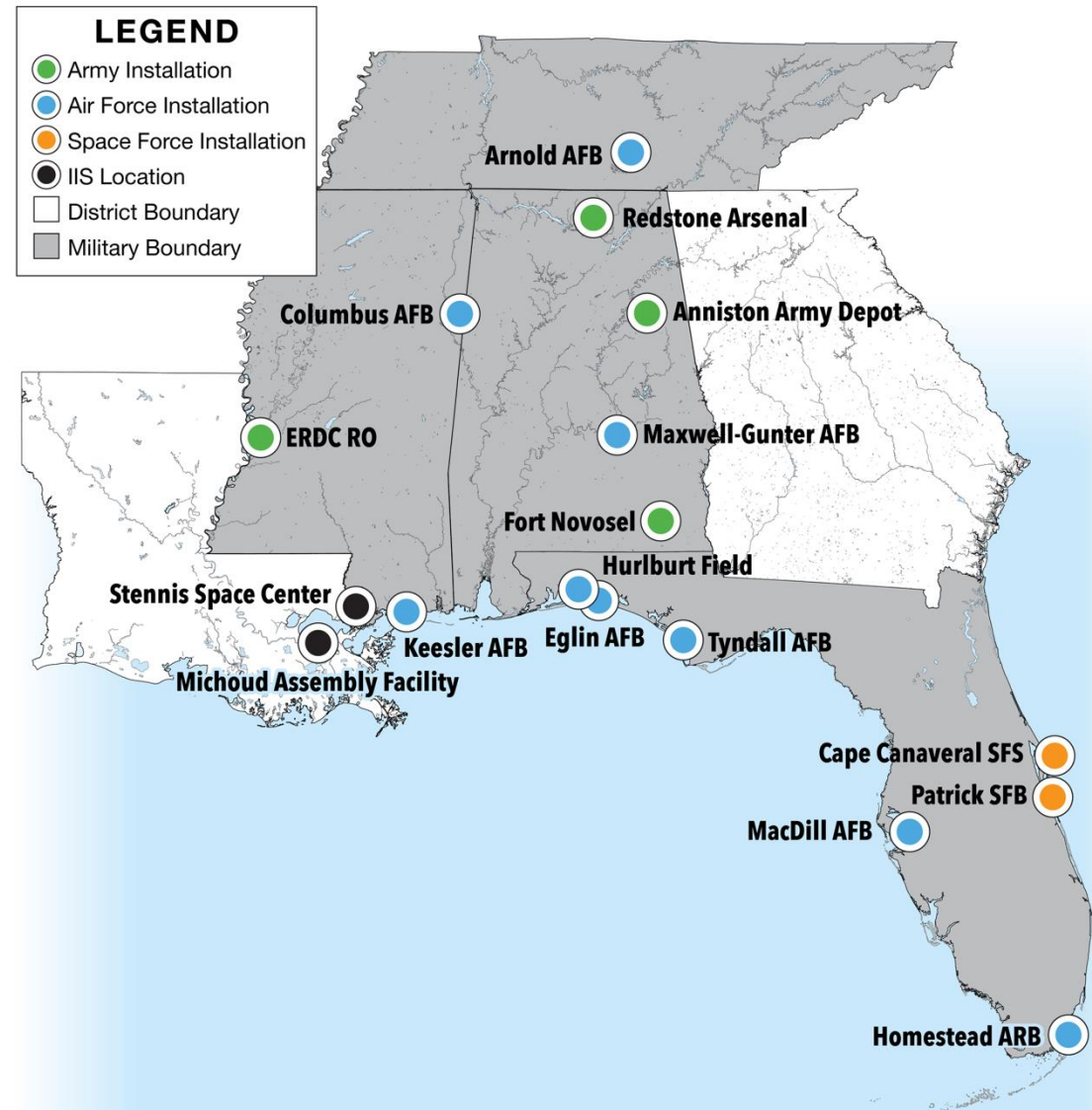
U.S. ARMY

# MOBILE DISTRICT BOUNDARIES – MILITARY



## Areas of Support

1. Defense Readiness
  - Aviation Hangar Facilities
  - Space Force Base of the Future
2. Quality of Life for Soldiers, Airmen, and Guardians
  - Barracks and Dormitories
  - Child Development Centers
3. Organic Industrial Base (OIB) -Anniston





U.S. ARMY

# MOBILE/CARIBBEAN DISTRICT BOUNDARIES – LATAM



## Lines of Effort

1. Foreign Military Sales (FMS)
  - Peruvian Navy
2. Garrison Support
  - Soto Cano Air Base
3. Civil Works/Studies
  - Panama Canal
  - Studies
4. Strategic Engagement to USSOUTHCOM



**LEGEND**  
 USACE Office



U.S. ARMY

# A-E BROOKS ACTS OPPORTUNITIES – NAICS 541330 (UNLESS OTHERWISE NOTED), MOBILE DISTRICT AOR



Projects	Set-Aside Category	Est. Award Value	Projected Advertise Date
AE Services for Military Design and Construction Program (MILCON Replacement)	UR/SB Reserve – Shared	\$499M	3rd Qtr, FY26 *
AE Services for Horizontal Design	UR/SB Reserve – Shared	\$49M	Awarded
AE Services for Civil Works Design	UR/SB Reserve – Shared	\$49M	3rd Qtr, FY26 *
AE Services for Master Planning	SB	\$10M	1st Qtr, FY27
AE Services for Survey and Mapping	UR/SB Reserve - Shared	\$99M	1st Qtr, FY27
AE Services for IIS(OCONUS)	SB	\$49M	4th Qtr FY26/1st Qtr FY27
AE Services for the Water and Wastewater TCX	UR	\$49M	1st Qtr, FY27
AE Services for BUILDER	UR	\$249	3rd Qtr FY26*



# INTERAGENCY



Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
Auburn Lab, USDA	UR	<\$100M	Awarded
COBRA Incinerator Bldg	DHS MATOC	<\$10M	3rd Qtr, FY26*
Campus Solar Training Canopies	DHS MATOC	<\$20M	3rd Qtr, FY26
FEMA Temporary Structures & Equipment	SB	<\$5M "C"	4th Qtr, FY26

DHS MATOC Pool				
Bates Engineers/Contractors Inc.	C&C Contractors, LLC	Dominguez & Persons, LLC	Southeast Cherokee Construction Inc.	Speegle Construction Inc.

# ENVIRONMENTAL REMEDIATION

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
AE Services for Environmental Restoration Program (ER/HTRW/PFAS)	UR/SB Reserve - Shared	\$249M	3rd Qtr, FY26



# CONSTRUCTION – LATAM



Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
General Aircraft Hangar Cooperative Security Location Comalapa, El Salvador	UR	>\$10M	3rd Qtr, FY26*
Facilities Operation & Maintenance Service Contract Naval Medical Research Unit - South Callao, Peru	UR	\$5M-\$10M across 5-year period	4th Qtr, FY26
MATOC - Repair and Minor Construction in South America	UR	\$150M	1st Qtr, FY27
MATOC - Harbor Construction for the Peruvian Navy Callao, Peru	Countries having a common border with Peru will not be allowed to construct on a Peruvian Naval Base	TBD	3rd Qtr, FY27
Vehicle Maintenance Shop Soto Cano Air Base, Honduras	UR	>\$10M	1st Qtr, FY28



# CONSTRUCTION – CIVIL WORKS



Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
Hancock County Beach and Dune - Dune Vegetation Contract	Competitive SB SB (8a sole source)	<\$30M <\$4M	Mar 26* 2nd Qtr, FY27
Deer Island Restoration (Harrison Co., MS) - Breakwater Construction - Island Construction - Planting Contract	SB TBD (pending market research) SB (8a sole source)	<\$20M <\$10M <\$4M	April/May 26 4th Qtr, FY27 1st Qtr, FY28
Jackson County, MS -Beach and Dune -Tantalou- Shamrock Drainage (EI) -Bayou to Verlon Drainage (EI)	Competitive MATOC Pool (SB) D-B-B MATOC Pool (SB) D-B-B	TBD \$1.5 - 2 M \$1.5 - 2M	Apr 27 Apr 27 Aug 26
Meridian, MS Trunk Sewer (EI)	MATOC Pool (SB) D-B	\$7 - 9 M	2 <sup>nd</sup> Qtr, FY 27
West Point, GA Water Intake (EI)	MATOC Pool (SB) D-B	\$6 – 8M	2 <sup>nd</sup> Qtr, FY 27



# CONSTRUCTION – MEDICAL



Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
Design Build Western Region MATOC	UR/SB	\$249M	2nd Qrt FY26*
Design Build MRDC MATOC	UR/SB	\$99M	Phase 2 pending
Operations & Maintenance East of Mississippi MATOC	UR/SB	\$450M	3rd Qrt FY26
Operations & Maintenance West of Mississippi MATOC	UR/SB	\$450M	3rd Qrt FY26
Design Build Hawaii Region MATOC	UR/SB	\$99M	2nd Qrt FY27



# CONSTRUCTION – MILCON FY26



MILCON 26 Project Name	Installation	Estimated Award Value	Projected Advertise	Set-Aside Category
Open Storage Area, Depot Level	Anniston	<\$10M	3rd Qtr FY26	SB
NITROGEN COVERSION FACILITY	Arnold	<\$12M	3rd Qtr FY26	SB
WATER TANK STORAGE	Columbus	<\$15M	3rd Qtr FY26	SB
LRSO Hardware Software Development Test Facility	Eglin	<\$25M	2th Qtr FY26*	SB
EPH Barracks	Eglin/Duke	<\$100M	3rd Qtr FY26*	UR
F35A DEVELOPMETAL/OPERATIONAL TEST B64	Eglin	<\$25M	3rd Qtr FY26	UR
Const. Range Rd. 218 By-Pass	Eglin	<\$10M	3rd Qtr FY26	SB
F-35A DEVELOP TEST 2-BAY MAINT HANGER	Eglin	<\$40M	3rd Qtr FY26	UR
F-35A DEVELOPMENTAL/OPER TEST 2-BAY HANGER	Eglin	<\$45M	3rd Qtr FY26	UR
KC-46A GEN PURPOSE WAREHOUSE	MacDill	<\$10M	3rd Qtr FY26*	SB
KC-46A A/C SE SHP/STOR FCLT	MacDill	<\$5M	3rd Qtr FY26	SB



U.S. ARMY

# MILCON MATOC POOLS



Unrestricted South Pool	Unrestricted North Pool
Caddell Construction Co. (DE), LLC	BL Harbert International, LLC
RQ Construction, LLC	Brasfield & Gorrie, LLC
Korte Construction Company	Caddell Construction Co. (DE), LLC
Hensel Phelps Construction Co.	Hensel Phelps Construction Co.
BL Harbert International, LLC	Korte Construction Company
The Whiting-Turner Contracting Company	The Whiting-Turner Contracting Company

Small Business North	
EMR, Inc.	Southeast Cherokee Construction, Inc.
Healtheon, Inc.	Southeastern Industrial Barlovento JV-2, LLC
Howard W. Pence, Inc.	Speegle Construction, Inc.
Roundhouse-MV JV	Webb, LLC (dba WEBCO)



# CONSTRUCTION – MILCON FY27



MILCON FY27 Project Name	Installation	Estimated Award Value	Projected Advertise	Award FY
Access Control Point	Anniston	<\$100M	4th Qtr, FY26	FY27
Rpl. General Purpose Warehouse	Anniston	<\$35M	1st Qtr FY27	FY27
ADAL INSTALLATION ACP GATE 2	Arnold	<\$20M	1st Qtr, FY27	FY27
CONSOL LAUNCH SPT FAC 1	Cape Canaveral	<\$70M	1st Qtr, FY27	FY27
CONSOL SHOP/LAB FAC 2	Cape Canaveral	<\$20M	1st Qtr, FY27	FY27
CONSTRUCT CONSOL SHOP/LABORATORY FAC 1	Cape Canaveral	<\$30M	1st Qtr, FY27	FY27
CONSOLIDATED LAUNCH SUPPORT FACILITY 2 (ROTF)	Cape Canaveral	<\$70M	2nd Qtr, FY27	FY27
T-7A ALLIED SUPPORT	Columbus	<\$10M	1st Qtr FY27	FY27
CLEAR WATER RINSE BIRD BATH	Eglin	<\$10M	1st Qtr, FY27	FY27
CHILD DEVELOPMENT CENTER	Eglin	<\$50M	TBD	FY27
Power Generation Microgrid	Eglin	<\$45M	2nd Qtr, FY27	FY27
361ST ISRG MISS OPS FAC	Hurlburt	<\$70M	2nd Qtr FY26	FY27
Hazardous Material Storage Building, Insta	Rucker	<\$10M	4th Qtr, FY26	FY27
(ARAC) Navigation Building, Air	Rucker	<\$10M	4th Qtr, FY26	FY27
Aircraft Parts Storage	Rucker	<\$10M	4th Qtr, FY26	FY27
Vehicle Maintenance Shop	Rucker	<\$5M	2nd Qtr, FY27	FY27
CONSOLIDATED STORAGE & WAREHOUSE PH 2	Patrick	<\$35M	1st Qtr, FY27	FY27
CONSOLIDATED STORAGE & WARHOUSE PH 1	Patrick	<\$45M	1st Qtr, FY27	FY27
CTC: Propulsion Systems Building	Redstone	<\$55M	2nd Qtr, FY27	FY27
Airfield Fire And Rescue Station	Redstone	<\$10M	4th Qtr, FY26	FY27
Lab and Test Building	Redstone	<\$90M	3rd Qtr, FY26	FY27
Airfield Runway Asphalt Overruns	Redstone	<\$5M	4th Qtr FY26	FY27
Gas Pipelines	Redstone	<\$5M	4th Qtr, FY26	FY27
Access Control Building	Redstone	<\$10M	4th Qtr, FY26	FY27



# CONSTRUCTION – MILCON FY28



MICON FY28 Project Name	Installation	Estimated Award Value	Projected Advertise	Award FY
Construct Water Storage Tanks	Cape Canaveral	<\$10M	2nd Qtr, FY28	FY28
Install Redundant Power Distribution	Cape Canaveral	<\$10M	2nd Qtr, FY28	FY28
Construct Consolidated Base Support Complex	Cape Canaveral	<\$40M	2nd Qtr, FY28	FY28
Consolidated Munitions Storage	Cape Canaveral	<\$200M	2nd Qtr, FY28	FY28
Widen ICMB Road	Cape Canaveral	<\$40M	2nd Qtr, FY28	FY28
Lab and Ops Bldg	Columbus	<\$10M	3rd Qtr, FY28	FY28
T-7A Allied Support	Columbus	<\$10M	1st Qtr, FY27	FY28
Working Dog Treatment Facility (Replacement Veterinary Clinic)	Eglin	<\$20M	2nd Qtr, FY28	FY28
WTIC (Weapons Tech Integration Complex)	Eglin	<\$1.2B	2nd Qtr, FY28	FY28
EMSO Superiority Complex (FTFA213101/P2))	Eglin	<\$200M	3rd Qtr, FY28	FY28
(UROC) Communications Center	ERDC	<\$15M	3rd Qtr, FY28	FY28
GSL - Geodynamics	ERDC	<\$10M	2nd Qtr, FY28	FY28
JETS	ERDC	<\$5M	4th Qtr, FY27	FY28
GSL - Unconventional Counter Measures	ERDC	<\$10M	3rd Qtr, FY27	FY28
JCSE Joint Communication Support Element	MacDill	<\$70M	2nd Qtr, FY28	FY28
Relocate Lift Station B650	Patrick	<\$10M	1st Qtr, FY28	FY28



# CONSTRUCTION – OTHER FY26/FY27



## FY26 Outlook (Other-SRM, O&M, Minor Construction)

Project Name	Installation	Estimated Award Value	Projected Advertise	Award FY
DLA Bldg 362 Solar Microgrid	Anniston	<\$5M	3rd Qtr, FY26	FY26
DB Waterline Tie In	Anniston	<\$5M	3rd Qtr, FY26	FY26
Repair Fire Suppresion BLDG 50400	Arnold	<\$5M	3rd Qtr, FY26	FY26
Replace Roof B1120	Rucker	<\$5M	3rd Qtr, FY26	FY26
Replace Roof B25165	Rucker	<\$5M	3rd Qtr, FY26	FY26
Replace Roof B5419	Rucker	<\$5M	3rd Qtr, FY26	FY26
Repair Drainage at Lowe AHP	Rucker	<\$5M	3rd Qtr, FY26	FY26
Repair Helipads & Lighting, Cairns AAF	Rucker	<\$5M	3rd Qtr, FY26	FY26
RPR Transient Training Barracks (AIT) B6103	Rucker	<\$10M	3rd Qtr, FY26	FY26

## FY27 Outlook (Other-SRM, O&M, Minor Construction)

Project Name	Installation	Estimated Award Value	Projected Advertise	Award FY
PGI Storage Facility	Eglin	<\$5M	2nd Qtr, FY27	FY27
Repair DFSP Bulkhead & Dolphins	Eglin	<\$5M	2nd Qtr, FY27	FY27
T7 Flight Simulator Renovation	ERDC	<\$20M	4th Qtr, FY26	FY27
B6011	ERDC	<\$5M	1st Qtr, FY27	FY27
B6009 renovation	ERDC	<\$5M	1st Qtr, FY27	FY27
Repair Bldg 4504 include HVAC	Rucker	<\$10M	2nd Qtr, FY27	FY27
Repair Enlisted Barracks Bldgs 8354, 8355, and 8356	Rucker	<\$10M	2nd Qtr, FY27	FY27
RPR Transient Training Barracks (AIT) B6104	Rucker	<\$15M	2nd Qtr, FY27	FY27
Modernize 4503	Rucker	<\$15M	2nd Qtr, FY27	FY27



# CONSTRUCTION – OTHER FY28



## FY28 Outlook (Other-SRM, O&M, Minor Construction)

Project Name	Installation	Estimated Award Value	Projected Advertise	Award FY
Environmental Engineering Research Lab (EERF) Phase 2	ERDC	<\$10M	4th Qtr, FY27	FY28
RPR Transient Training Barracks (AIT) B6101	Rucker	<\$15M	2nd Qtr, FY28	FY28
Modernize 4502 (FP00179-2J)	Rucker	<\$15M	2nd Qtr, FY28	FY28
Restore B113, Aviator Landing	Rucker	<\$10M	2nd Qtr, FY28	FY28
Replace Roof B9213	Rucker	<\$5M	4th Qtr, FY27	FY28



U.S. ARMY

# O&M DREDGING



Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
Mobile Harbor Unit Price	UR	\$25M	3rd Qtr, FY26
Hopper Rental (Gulf Regional IDIQ)	UR	\$49M	4th Qtr, FY26*
Pensacola Harbor Unit Price	UR	\$5M-\$10M	4th Qtr FY26



U.S. ARMY

# USACE MOBILE SMALL BUSINESS OFFICE POINTS OF CONTACT

Ms. Sonya D. Rodgers  
Chief, Office of Small Business Programs  
email: [sonya.d.rodgers@usace.army.mil](mailto:sonya.d.rodgers@usace.army.mil)

Office: 251-690-3597

Cell: 251-283-8465

U.S. Army Corps of Engineers  
Mobile District  
P.O. Box 2288  
Mobile, AL 36628-0001



/usacemobile

**Mobile District  
Small Business Office**

Southeast Region Federal Construction

# 2026 SUMMIT

April 14-16 Wilmington, North Carolina

Infrastructure & Environmental Summit

Virginia North Carolina South Carolina Georgia Florida

## US Army Corps of Engineers Program and Procurement Dialogue Charleston, Jacksonville, Mobile & Caribbean Districts

- Moderator: Sue Kranes, Strategic Industry Professional (Infrastructure), NC Military Business Center
- Djuan Franklin, Acting Chief, IIS Branch, Programs & Project Management Division, USACE Charleston District
- Kenneth Harlan, Title Contract Specialist, USACE Mobile District
- **Kimberly Daniel-Ray**, Chief, Office of Small Business Programs, USACE Jacksonville District
- Jackie Keiser, USACE Caribbean District



# USACE JACKSONVILLE DISTRICT

**Small Business Program  
Overview**

**Chief of Small Business  
Programs  
Kimberly Daniel-Ray**

**FEDCON  
14-16 April**



U.S. ARMY



US Army Corps  
of Engineers®



# Briefing Purpose/Agenda

- Jacksonville District Leadership
- Overview of the Jacksonville District Area of Responsibility
- Jacksonville District Program Areas
- Contracting Opportunities Forecast
- Jacksonville District Small Business Office Information & Resources



U.S. ARMY



US Army Corps  
of Engineers®



# SAJ Leadership Team

**Commander/ District Engineer**

Colonel  
Brandon Bowman



**Deputy District Engineer  
Programs & Project Management**

Howard Gonzales, Jr.



**Deputy District Commander**

Lt Col Matt Westcott



**Deputy South Florida**

Major Cory Bell



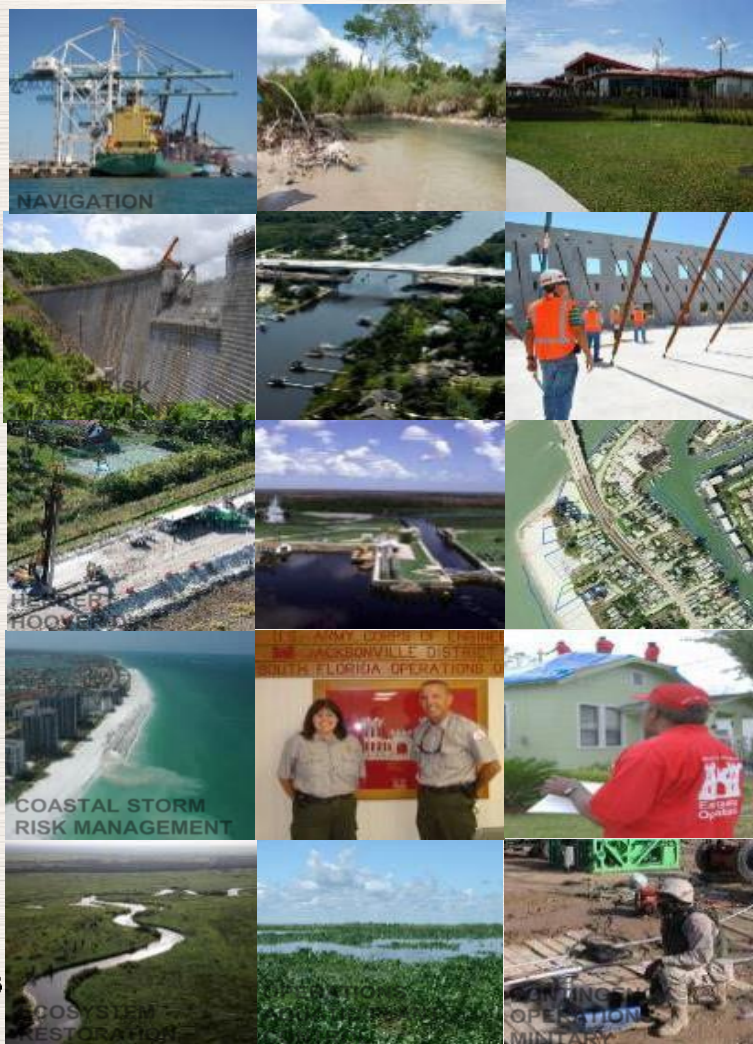
U.S. ARMY



US Army Corps  
of Engineers®



# Mission Areas



*Deliver value to the Nation by anticipating needs & collaboratively engineering solutions that support national security, energize our economy, & increase resiliency.*

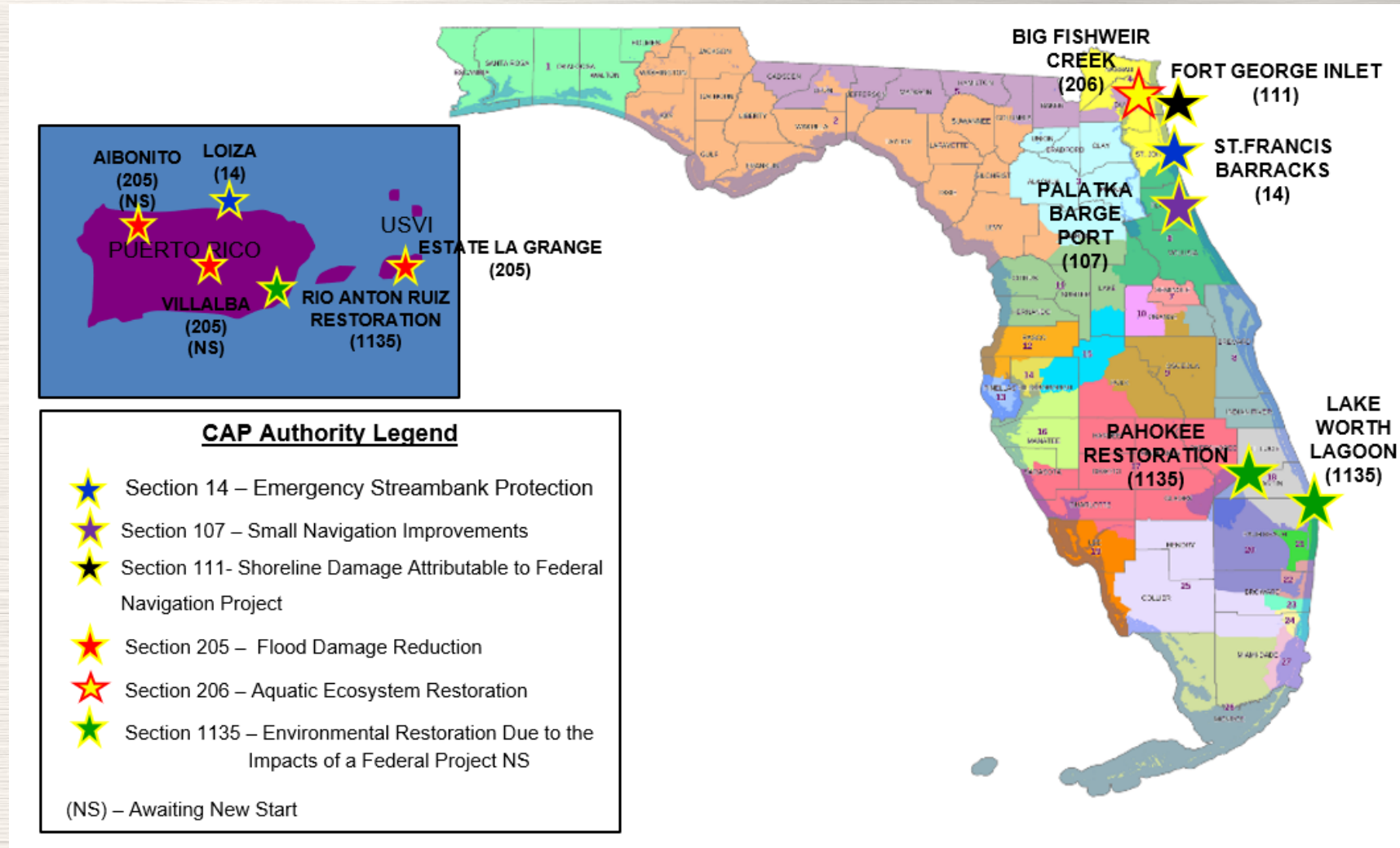
- **Navigation**
- **Flood/Coastal Storm Risk Management**
- **Ecosystem Restoration**
- **Operations/Recreation**
- **Contingency Operations**
- **Real Estate**
- **Military/Interagency & International Services**
- **Regulatory**



**US Army Corps  
of Engineers®**



# Jacksonville District Active Small/CAP Projects



US Army Corps of Engineers®



# COASTAL STORM RISK MANAGEMENT

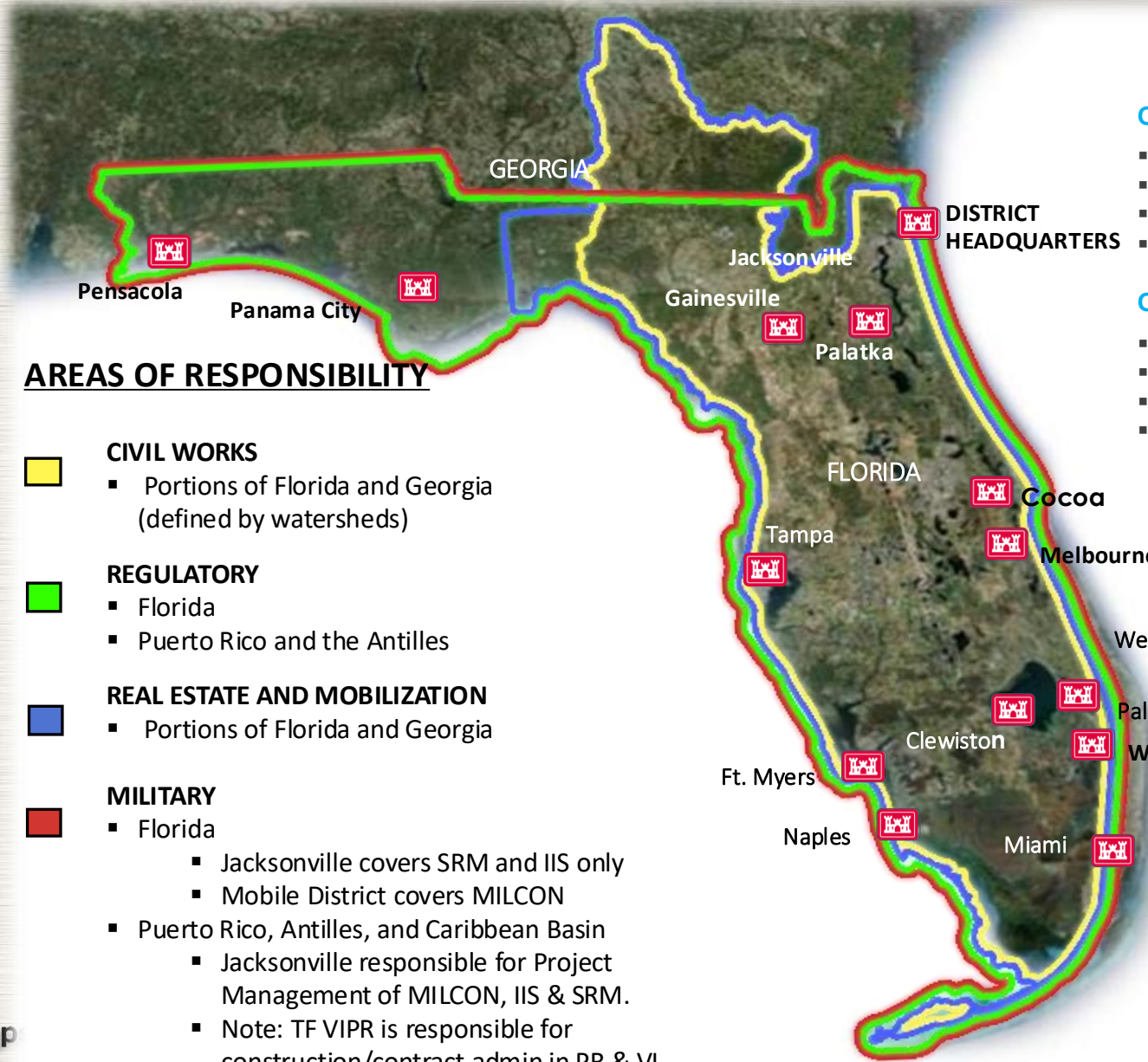


U.S. ARMY



US Army Corps  
of Engineers®





### Our Vision

- To be a great engineering force of highly disciplined people working with our PARTNERS to deliver innovative and sustainable solutions to the Nation's engineering challenges.

### Our Goals

- Ready for All Contingencies
- Engineering Sustainable Water Resource Solutions
- Building Effective, Innovative Engineering Solutions
- Recruiting and Retaining Strong Teams

### Our Area of Responsibility

- Florida
- Georgia
- Puerto Rico
- U.S. Virgin Islands



U.S. ARMY



US Army Corp of Engineers®



# Jacksonville District FY26 Top 5 Small Business NAICS

Rank	NAICS	NAICS Description	Dollars
1	237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$236,489,468
2	326199	ALL OTHER PLASTICS PRODUCT MANUFACTURING	\$8,990,583
3	562910	REMEDICATION SERVICES	\$3,432,658
4	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$520,444
5	541330	ENGINEERING SERVICES	\$329,137

Current as 2/17/2026



U.S. ARMY



US Army Corps  
of Engineers®



# FY26 Small Business Accomplishments

USACE - SAJ	Actions	Dollars	% Dollars	Goal	Variance
Small Business Eligible	269	\$2,242,952,822			
Small Business	147	\$257,634,161	11.49%	36.00%	24.51%
SDB	72	\$220,430,178	9.83%	22.00%	12.17%
SDVOSB	6	\$-48,687	0.00%	2.00%	-2.00%
Women Owned	35	\$6,823,481	0.30%	4.00%	3.70%
HubZone	16	\$473,983	0.02%	6.00%	5.98%



US Army Corps  
of Engineers®



# First Things First

If you are brand new to Government contracting, it is advised that you take a few steps before pursuing USACE contract opportunities. We want you to be as prepared as possible to perform successfully on a Government contract and continue to partner with us for years to come!

- Register your company as an entity at \*SAM.gov.
- Understand the small business programs available through the SBA.
- Determine what agency or agencies buy what you sell!
- Understand how the Federal Government procures supplies and services.
- Search for specific opportunities and notices by NAICS, location, agency code, etc. via SAM.gov.
- Visit with your local APEX Accelerators.

\*Note: During the registration process, you must indicate you want to participate in the Disaster Response Registry and provide the required information on the Disaster Response Information page within the Assertions module. Once your registration is active, you will be added to the Disaster Response Registry and contracting officers will be able to locate your company through the Disaster Response Registry Search.



U.S. ARMY



US Army Corps  
of Engineers®



# First Impressions – Capability Statements

- The Value of Time:
  - Don't waste an opportunity to make a favorable impression!
  - Don't waste the Contracting Official's time.
  - Know the customer's mission and something about their buying habits.
  - Where possible provide a well-designed capability statement (2-3 Pages)
  - Tailor your presentation based on the customer's needs.
  - Discuss relevant topics during the presentation.
- Don't confuse the government agency's roles – The Small Business Office, SBA, and APEX should help prepare you for event; not the Contracting Officer!
- When you appear before the Contracting Officer or Gov't Official – Their response: Welcome to the big league; show me your skills please!



U.S. ARMY



US Army Corps  
of Engineers®



# Subcontracting List

Description	Contract #	Name	Location	Size	PoP
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0004	CDM Federal Program Corp.	Jacksonville, FL	Unrestricted	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0005	Singhoffen & Wantman Group JV	Jennings, LA	Total Small Business	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0006	Kimley Hanson, Bergmann JV	West Palm Beach, FL	Unrestricted	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0007	AECOM-Black & Veatch JV	Roanoke, VA	Unrestricted	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0008	Stanley Consultants-SANTEC JV	Minneapolis, MN	Unrestricted	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0009	Genterra-Freese and Nichols JV	Jacksonville, FL	Total Small Business	Expires 5-3-2027



U.S. ARMY



US Army Corps of Engineers®



# Subcontracting List

Description	Contract #	Name	Location	Size	PoP
IDC For A-E Services for Surveying and Mapping	W912EP-23-D-0001	R. Lopez De Azua & Assoc., Inc	San Juan, PR	Total Small Business	Expires 1-4-2028
IDC For A-E Services for Surveying and Mapping	W912EP-23-D-0002	Javier E Bidot & Associates P.S.C.	Caguas, PR	Total Small Business	Expires 1-4-2028
IDC For A-E Services for Surveying and Mapping	W912EP-23-D-0003	Ruth L. Trujillo Rodriguez Professional	San Juan, PR	Total Small Business	Expires 1-4-2028
IDC for A-E Services for Geotechnical Core Drilling and Laboratory Testing	W912EP-22-D-0001	Radise International, LC	Riveria Beach, FL	Total Small Business	Expires 12-8-2026
IDC for A-E Services	W912EP-22-D-0010	Dynamic Solutions	Jacksonville, FL	WOSB	Expires 4-17-2027
IDC Multi-Discipline Civil Works Design and Other A-E Services	W912EP-22-D-0002	Integrated Logistical Support, Inc./Arcadis JV	New Orleans, LA	WOSB	Expires 5-3-2027



U.S. ARMY



US Army Corps of Engineers®



# Hurricane Response Opportunities

Contract	District	Last Date to Order	Requirement Description	Total Value	Size	UEI	Website	Phone Number
W9128F20D0035	<a href="#">Omaha</a>	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	0JKBH2CKRAQ4	<a href="#">Blue Tarpon</a>	(251) 424-2858
W9128F20D0037	<a href="#">Omaha</a>	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	JTJZBGCJNSK9	<a href="#">Hughes</a>	(334) 795-8100
W9128F20D0034	<a href="#">Omaha</a>	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	NGR6CYCE3QC3	<a href="#">Swan</a>	(603) 371-2261
W9128F20D0036	<a href="#">Omaha</a>	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	L7CLJF2SM8C2	<a href="#">Venegas</a>	(787) 383-2000
W9128F21D0036	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Large	CBUJM4NJVJR6	<a href="#">Ceres Envrnmtl</a>	(800) 218-4424
W9128F21D0045	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	NG5WN4P7J6T3	Pwr & Instrmtn	(787) 453-0767
W9128F21D0043	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	LZQBKXG9JKD3	<a href="#">S&amp;M &amp; Assoc</a>	(678) 938-7175
W9128F21D0044	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	LL4QWWJLVMX3	<a href="#">Thomco Entrprs</a>	(850) 244-0811
W9128F21D0046	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	GA2DPN5PSSP9	<a href="#">Yerkes South</a>	(850) 424-6069
W9128F21D0052	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Eastern Puerto Rico	\$45,000,000.00	Large	CBUJM4NJVJR6	<a href="#">Ceres Envrnmtl</a>	(800) 218-4424
W9128F20D0043	<a href="#">Omaha</a>	31-May-27	Temp Roofing - Gulf Coast	\$45,000,000.00	Large	DLG9X3LBX6M6	<a href="#">Barlovento</a>	(334) 983-9979
W9128F20D0038	<a href="#">Omaha</a>	31-May-27	Temp Roofing - Hawaii	\$45,000,000.00	Small	KKCNK8P547M9	Crown Arch Metal	(504) 464-4644
W9128F21D0061	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Hawaii. Options: Kauai & Oahu	\$45,000,000.00	Large	F1PMZXNJ7NM5	<a href="#">SLSCO</a>	(713) 880-9888
W9128F21D0062	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Hawaii. Options: Maui & Hawaii	\$45,000,000.00	Large	CBUJM4NJVJR6	<a href="#">Ceres Envrnmtl</a>	(800) 218-4424
W9128F20D0033	<a href="#">Omaha</a>	31-May-27	Temp Roofing - Puerto Rico	\$45,000,000.00	Small	NG5WN4P7J6T3	Pwr & Instrmtn	(787) 453-0767
W9128F20D0032	<a href="#">Omaha</a>	31-May-27	Temp Roofing - Puerto Rico	\$45,000,000.00	Small	PVH6MCRLZFH3	<a href="#">Venegas JV</a>	(787) 848-4848
W9128F20D0044	<a href="#">Omaha</a>	31-May-27	Temp Roofing - U.S. Virgin Islands	\$45,000,000.00	Small	NG5WN4P7J6T3	Pwr & Instrmtn	(787) 453-0767
W9128F21D0042	<a href="#">Omaha</a>	31-May-28	Temp Roofing - U.S. Virgin Islands. Option: VGB	\$45,000,000.00	Small	NGR6CYCE3QC3	<a href="#">Swan</a>	(603) 371-2261
W9128F21D0053	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Western Puerto Rico	\$45,000,000.00	Large	UPS6RUF5Z5N7	<a href="#">Dynamic</a>	(225) 485-7205
W912EK22D0006	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - LRD	\$250,000,000.00	Large	KLQXF6DU7EZ6	DRC Emergency Services, LLC	(504) 482-2848
W912EK22D0001	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - MVD	\$250,000,000.00	Large	(954) 725-6992	Ashbritt, Inc.	YH8JGLSMAQX3
W912EK22D0007	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - NAD	\$500,000,000.00	Large	(650) 347-1555	ECC Constructors, LLC	LJPLMV3GCYE7
W912EK22D0008	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - NWD	\$250,000,000.00	Large	(954) 725-6992	Ashbritt, Inc.	YH8JGLSMAQX3
W912EK22D0004	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - POD	\$500,000,000.00	Large	(650) 347-1555	ECC Constructors, LLC	LJPLMV3GCYE7
W921EK22D0002	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - SAD	\$500,000,000.00	Large	(954) 725-6992	Ashbritt, Inc.	YH8JGLSMAQX3
W912EK22D0003	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - SWD	\$500,000,000.00	Large	(954) 725-6992	Ashbritt, Inc.	YH8JGLSMAQX3



U.S. ARMY



US Army Corps of Engineers®



# FY26+ Business Opportunities Forecast

Opportunity	Location	District / Center	Estimated Solicitation Release Date (Quarter)	NAICS	SBSA / Unrestricted	Solicitation Type
C23/24 North Reservoir CNT 4B	Primary Florida	Jacksonville District	1st Qtr FY2027	527990	Unrestricted	RFP
C23/24 North Reservoir CNT 4C	Primary Florida	Jacksonville District	1st Qtr FY2028	527990	Unrestricted	RFP
C23/24 North Reservoir CNT 4D	Primary Florida	Jacksonville District	1st Qtr FY2029	527990	Unrestricted	RFP
C23/24 North Reservoir CNT 4E	Primary Florida	Jacksonville District	4th Qtr FY2030	527990	Unrestricted	RFP



U.S. ARMY



US Army Corps of Engineers®



# FY26+ Business Opportunities Forecast

Construction						
Opportunity	Location	District / Center	Est Solicitation Release Date (Quarter)	NAICS	SBSA / Unrestricted	Solicitation Type
O&M: IWW Jacksonville-Miami, FL	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	IFB
Mayport Dredging	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	IFB
Manatee Harbor, FL (O&M)	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	IFB
O&M Tampa Harbor, FL	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	Unrestricted	IFB
USMC Blount Island Dredging	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	SB MATOC
Kings Bay Entrance Chanel O&M Dredging	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	SBSA	SAD SB Regional Maintenance Dredging MATOC
Manatee County SPP	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	*TBD – Sources Sought Posted to SAM W912EP26X1BJ7	IFB
Palm Harbor Beach, FL (O&M)	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	TBD –Sources Sought Posted to SAM W912EP26X1BJ4	IFB
Banana River (NASA) Maintenance Dredging	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	SBSA	RFP
O&M: St. Lucie Inlet	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	SBSA	IFB



US Army Corps of Engineers



# FY26+ Business Opportunities Forecast

Military & IIS						
Opportunity	Location	District / Center	Estimated Solicitation Release Date (Quarter)	NAICS	SBSA / Unrestricted	Solicitation Type
MATOC- Vertical / Bldg 855 Roof Repair	Primary Florida	Jacksonville District	3rd Qtr FY2026	TBD	SBSA	RFP
Crab Island	Primary Florida	Jacksonville District	4th Qtr FY2026	TBD	TBD	TBD



U.S. ARMY



US Army Corps of Engineers®



# Jacksonville District Small Business Website



## Jacksonville District Small Business Office



The Jacksonville Small Business Office develops small businesses and maximizes their opportunities to participate in Corps procurements, ensuring a broad base of capable suppliers to support the Corps mission and strengthen the nation's economic development. The Small Business Program seeks Women Owned, (B)I, Historically Underutilized Business Zone Empowerment (HubZone) and Service-Disabled Veteran-Owned businesses, as well as Historical Black Colleges and Universities, and Minority Institutions that are interested in doing business with the federal government.

---

### Contact Us

**Deputy, Small Business Programs**  
Kimberly S. Daniel-Ray

**Small Business Office Phone:**  
904-577-3079

**Small Business Email Address**  
Saj-SB@usace.army.mil

---

### Business With Us Links

- SAD Small Business Website
- USACE Small Business Website
- Doing Business with USACE Districts
- Contracting in Puerto Rico
- What Small Businesses Need to Know
- Contract Security Requirements
- Small Business Basics
- Subcontracting Resources
- USACE Customer Outreach/Events
- Federal Business Opportunities
- Other Service Contracts
- Small Business Office

---

### Hurricane Response Opportunities

[Hurricane Relief contractors contact information](#)

**Contractors Seeking Work**

- The U.S. Army Corps of Engineers, Jacksonville District, is working with the full range of federal, state and local partners in response to Hurricane Fiona and the restoration work that will be required in its aftermath.
- Businesses and individual contractors interested in doing business with the U.S. Army Corps of Engineers should take the first step of registering with the System for Award Management (SAM)




---

**Top 10 NAICS Codes Awarded Contracts in FY22**

Rank	NAICS	FY22 - NAICS Description	Actions	Dollars	% Dollars
1	237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	369	\$427,809,710	53.24%
2	236220	COMMERCIAL AND INSTITUTIONAL BUILDINGS CONSTRUCTION	15	\$312,590,469	38.90%
3	562910	REMEDIATION SERVICES	31	\$10,882,604	1.35%
4	541330	ENGINEERING SERVICES	171	\$9,954,980	1.24%
5	236115	NEW SINGLE-FAMILY HOUSING CONSTRUCTION (EXCEPT FOR-SALE BUILDERS)	6	\$7,777,200	0.97%
6	541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	13	\$7,772,076	0.97%
7	562111	SOLID WASTE COLLECTION	2	\$5,602,191	0.70%
8	561210	FACILITIES SUPPORT SERVICES	20	\$4,978,695	0.62%
9	541620	ENVIRONMENTAL CONSULTING SERVICES	49	\$4,964,754	0.62%
10	541370	SURVEYING AND MAPPING (EXCEPT GEOPHYSICAL) SERVICES	154	\$4,492,895	0.55%

### Forecast



Click photo or link to view upcoming Forecast.

---

### Program Overview



Click to view Program Overview

---

### Upcoming Events



Click to view Small Business Upcoming Events

---

### Contract Awards-Subcontracting Opportunities



Search our Website to see:

- Forecast
- Program Overview
- Upcoming Events
- Contracts Awards-Subcontracting Opportunities
- Additional Resources

Website Link:

<https://www.saj.usace.army.mil/SmallBusiness/>

U.S. ARMY

US Army Corps of Engineers



# Resources

## USACE Resources

- Main Website: <https://www.usace.army.mil/>
- Infrastructure Work Plans: <https://www.usace.army.mil/Missions/Civil-Works/Budget/>
- Contracting: <https://www.usace.army.mil/Business-With-Us/>
  - Contracting Questions? Email [DoingBusinessWithUs@usace.army.mil](mailto:DoingBusinessWithUs@usace.army.mil)
- Small Business: <https://www.usace.army.mil/Business-With-Us/Small-Business/>
- Small Business Questions? Email [Small-Business-HQ@usace.army.mil](mailto:Small-Business-HQ@usace.army.mil)

## Government-wide Resources

- [www.sam.gov](http://www.sam.gov): Official government system for contracting opportunities, registering to do business, wage determinations and contract data
- [www.FPDS.gov](http://www.FPDS.gov): Search any unclassified contract award (DoD data has 90-day delay)
- [www.USASpending.gov](http://www.USASpending.gov): Official open data source of federal spending information
- [www.sba.gov](http://www.sba.gov): Small Business Administration website has information regarding small business size standards, small business types and more
- <https://www.aptac-us.org/>: Free resource dedicated to help local businesses compete successfully in the government marketplace. (Can also help you register with sam.gov)



U.S. ARMY



US Army Corps  
of Engineers®



# Jacksonville District Office of Small Business Programs



**Kimberly (Kim) Daniel-Ray,**  
Chief of Small Business Programs  
USACE, Jacksonville District  
Mobile: (904) 318-6436  
Small Business Email: [SAJ-SB@usace.army.mil](mailto:SAJ-SB@usace.army.mil)



**Alexandria (Alex) Lavey,**  
Small Business Professional  
USACE, Jacksonville District  
Office (904) 232-1005  
Small Business Email: [SAJ-SB@usace.army.mil](mailto:SAJ-SB@usace.army.mil)



US Army Corps  
of Engineers®



# For More Information

U.S. Army Corps of Engineers | Jacksonville District

<http://www.saj.usace.army.mil/>

Office of Small Business Programs

(904) 232-1150

[SAJ-SB@usace.army.mil](mailto:SAJ-SB@usace.army.mil)

On Facebook [www.facebook.com/JacksonvilleDistrict](http://www.facebook.com/JacksonvilleDistrict)

On YouTube! [www.youtube.com/JaxStrong](http://www.youtube.com/JaxStrong)

On Twitter [www.twitter.com/JaxStrong](http://www.twitter.com/JaxStrong)

On Flickr [www.flickr.com/photos/jaxstrong](http://www.flickr.com/photos/jaxstrong)

Useful Restoration Sites: [www.evergladesrestoration.gov](http://www.evergladesrestoration.gov)

[www.sfwmd.gov](http://www.sfwmd.gov)



U.S. ARMY



US Army Corps  
of Engineers®

Southeast Region Federal Construction

# 2026 SUMMIT

April 14-16 Wilmington, North Carolina

Infrastructure & Environmental Summit

Virginia North Carolina South Carolina Georgia Florida

## US Army Corps of Engineers Program and Procurement Dialogue Charleston, Jacksonville, Mobile & Caribbean Districts

- Moderator: Sue Kranes, Strategic Industry Professional (Infrastructure), NC Military Business Center
- Djuan Franklin, Acting Chief, IIS Branch, Programs & Project Management Division, USACE Charleston District
- Kenneth Harlan, Title Contract Specialist, USACE Mobile District
- Kimberly Daniel-Ray, Chief, Office of Small Business Programs, USACE Jacksonville District
- **Jackie Keiser**, USACE Caribbean District

# U.S. ARMY CORPS OF ENGINEERS CARIBBEAN DISTRICT (SAA)

## District Growth & Opportunity

Jacqueline Keiser, PG, PMP  
Deputy for Programs and Project Management

15 APRIL 2026



Rio de La Plata, Dorado Bridge Channel Widening and Scour Protection, and ACBM Toe Key Construction



Rio Puerto Nuevo, La Chuleta Construction



U.S. ARMY



US Army Corps  
of Engineers®





# EVOLVING PARTNERSHIP OF UNPRECEDENTED SCALE



## PAST

**1907**

District Office in New York

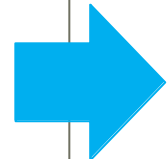
**1942**

Moved to San Juan

**1950**

Moved under Jacksonville District

Rio Puerto Nuevo pre-1950



## PRESENT

**2023**

Task Force VIPR

**2024**

CARIBBEAN DISTRICT  
AUTHORIZED

**2025**

Fully Operational

Rio Puerto Nuevo today



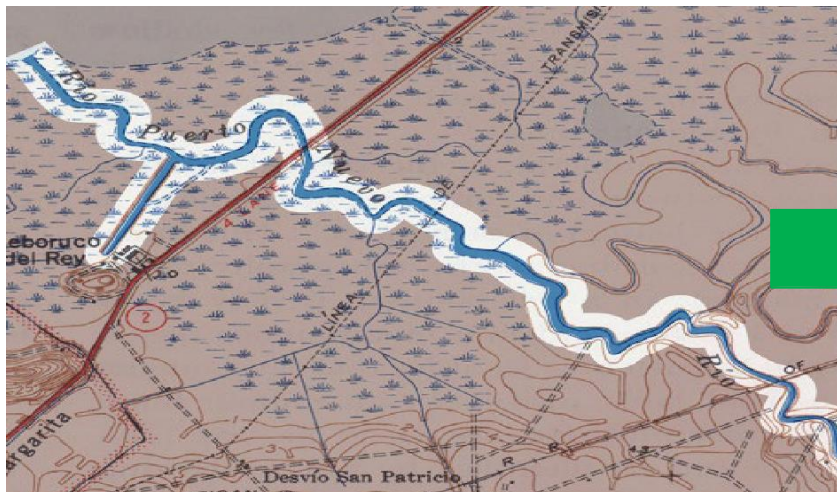
## A NEW ERA

**23 June 2026**

LATIN AMERICAN DISTRICT (IOC)

Latin America =  
Caribbean, Central & South America

Future Rio Puerto Nuevo





# GETTING IT DONE – WE DEPEND ON INDUSTRY

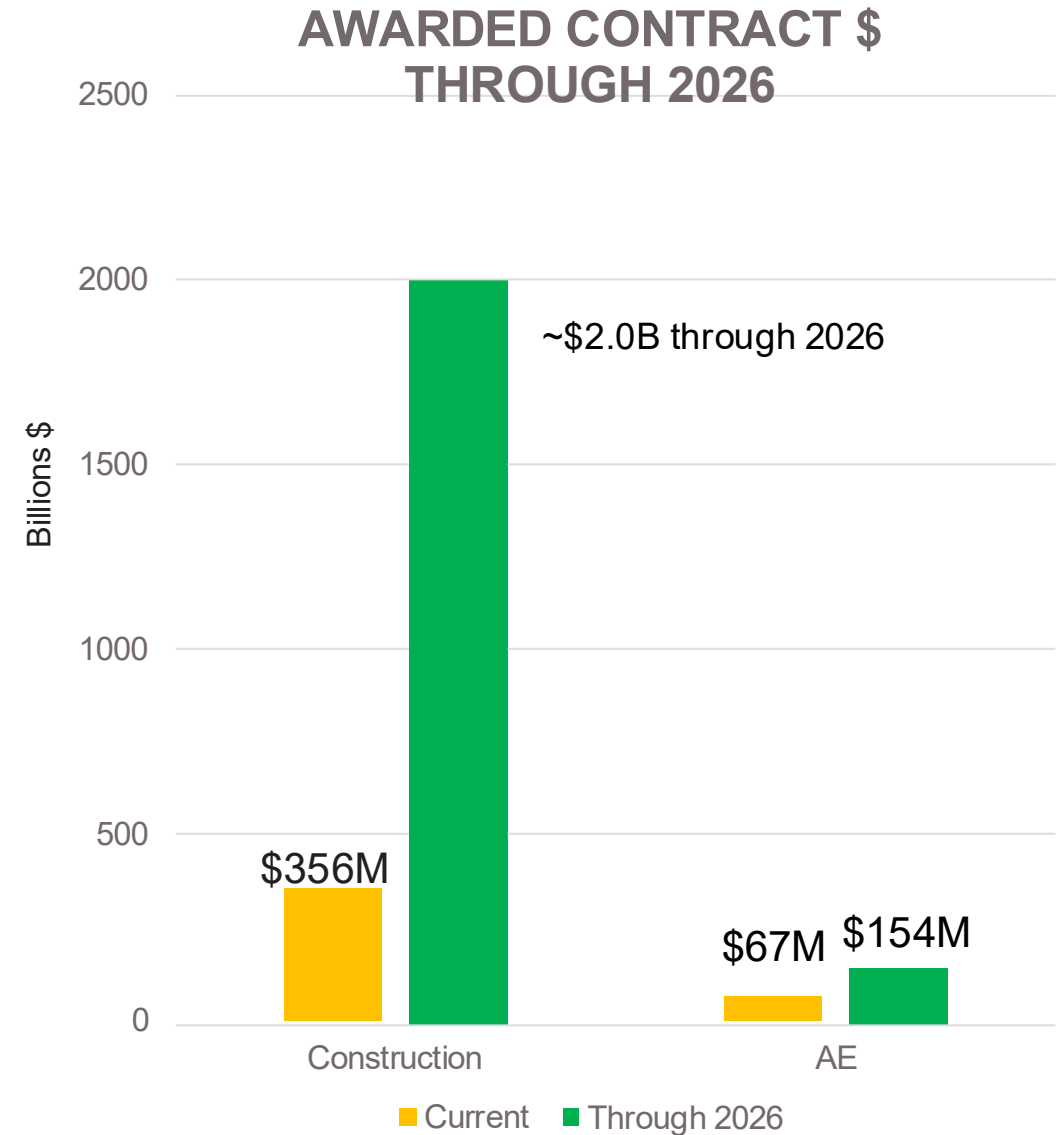


## SAA BANG FOR THE BUCK! LEVERAGING INDUSTRY & TECHNOLOGY TO DELIVER

\$40M District labor ~ \$2B awarded contracts



Roosevelt Avenue Bridge (Contract 2)





# THE FOUNDATION: CIVIL WORKS



## DESIGN / CONSTRUCTION

### Aquatic Ecosystem Restoration (AER)

Caño Martin Pena

### Flood Risk Management (FRM)

Rio de la Plata (FRM – BBA 2018)

Rio Grande de Arecibo (FRM – BBA 2018)

Rio Puerto Nuevo - (FRM – BBA 2018)

Rio Guanajibo - (FRM – BBA 2018)

Rio Nigua - (FRM – BBA 2018)

Rio Grande de Manati - (FRM - DRSA)

Rio Culebrinas - (FRM - DRSA)

Rio Guayanilla - (FRM - BIL)

Savan Gut Phase II - (FRM - BIL)

Turpentine Run - (FRM - DRSA)

### Coastal Storm Risk Management (CSR)

San Juan Metro (CSR)



- Program Value > \$10B
- 25 Construction Contracts
  - 11 contracts scheduled to be advertised between 2027 & 2029
  - 14 contracts will be awarded between 2031 & 2035

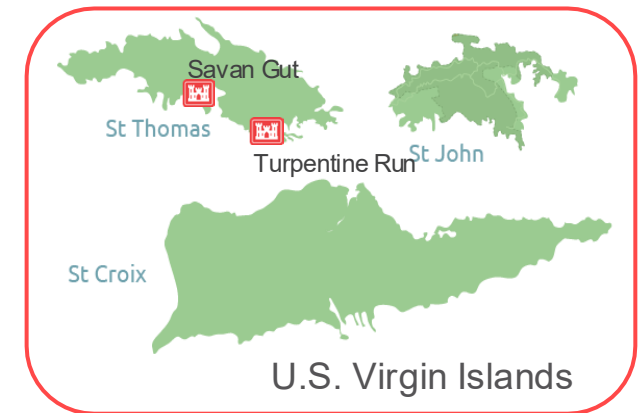
\*\*\*\*SUBJECT TO AVAILABILITY OF FUNDS



Rio de la Plata Dorado Bridge and ACBM Toe Key



Rio Puerto Nuevo Contract 2



U.S. Virgin Islands



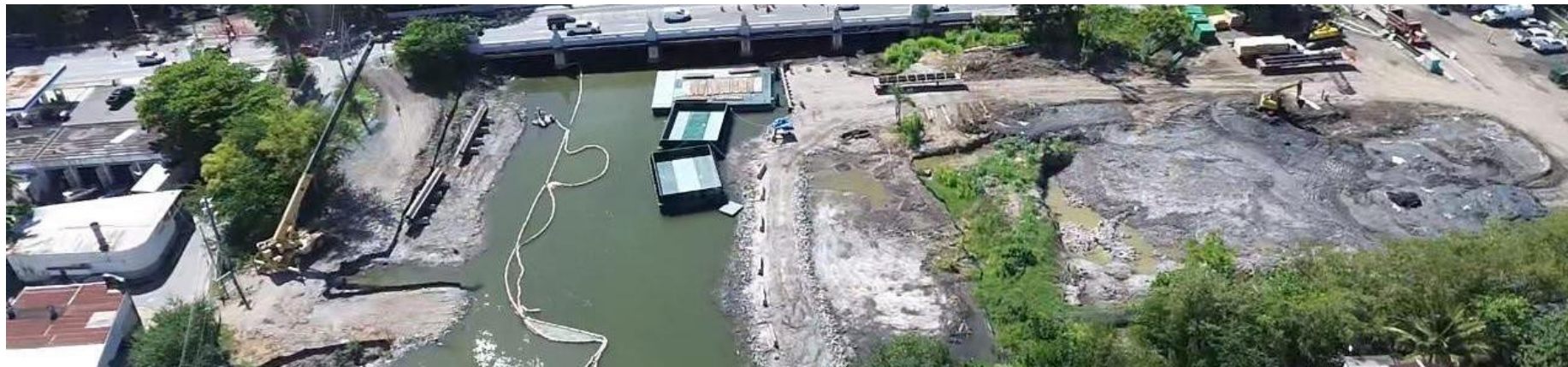
# CIVIL WORKS: MOMENTUM



**Rio de La Plata  
Dorado Bridge Channel Widening and  
Scour Protection, and ACBM Toe Key Construction**



**Rio Puerto Nuevo  
Roosevelt Avenue Bridge Replacement**



**Caño Martín Peña  
Project  
CNT 2 – Western  
Bridges (Martin  
Peña, Tren  
Urbano, Ponce de  
Leon bridges)  
Scour Protection  
Construction**



# MILITARY CONSTRUCTION (MILCON) AND INTERNATIONAL AND INTERAGENCY SERVICES (IIS) PROGRAM



## MILITARY CONSTRUCTION

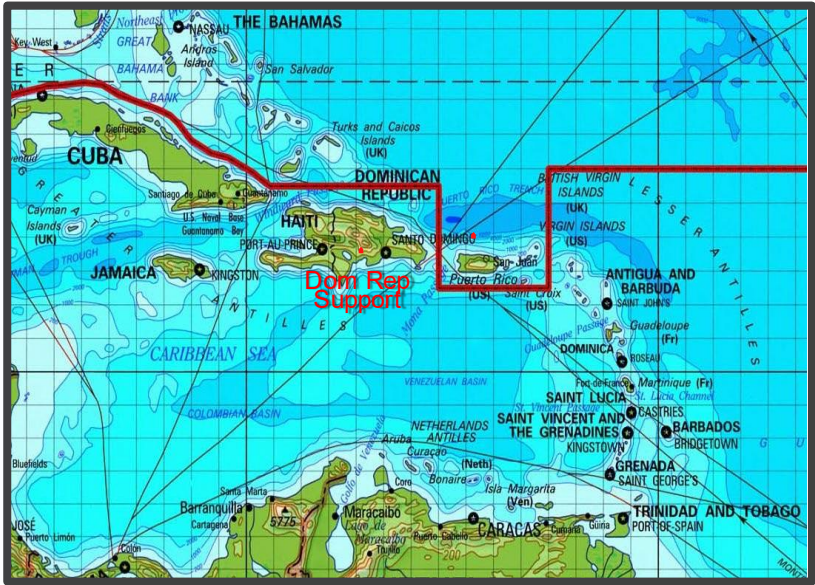
- FTB: Army Family Housing
- PRARNG: Camp Santiago JTC
- DoDEA: New Antilles M/H Schools
- VIARNG: STT Vehicle Maintenance Shop
- VIARNG: STX Civil Support Facility
- VIARNG: STX Vehicle Maintenance Shop
- ERCIP: Puerto Nuevo USAR Solar Array

## INSTALLATION READINESS

- DoDEA: PA Systems Upgrade at FTB & Ramey
- DoDEA: Ramey Electrical Repairs
- FTB: Sanitary Sewer Evaluation Study
- FTB: Rainwater Harvesting Maintenance

## INTERNATIONAL AND INTERAGENCY SERVICES

- Guajataca Dam Permanent Repairs
- PREPA Water Assets Support
- Patillas Dam Seismic Retrofit Pre-Award Support
- PREPA Power
- Dominica Material Testing Lab
- DOMREP: REE Section 607



- Bahamas
- Bermuda
- Puerto Rico
- U.S. Virgin Islands
- Aruba
- Antigua and Barbuda
- Barbados
- Cuba
- Curacao
- Dominica
- Dominican Republic
- Grenada
- Haiti
- Jamaica
- Saint Kitts and Nevis
- Saint Vincent & the Grenadines
- Saint Lucia
- Trinidad and Tobago

## Others in the AOR:

- CESAC – 81st RD, DVA Minors
- CELRL – USAR
- CESAS – DODEA, DVA Majors
- CESAJ – FUDS
- Other Districts Enterprise Assigned

## Program Value > \$5B

## Significant projected growth

- LATAM
- POWER
- OTHER IIS



GUAJATACA DAM



FORT BUCHANAN ARMY FAMILY HOUSING

Oct 31, 2025 at 9:21:58 AM  
 1101-1165 Calabash St  
 Fort Buchanan PR 00934  
 United States



# MOMENTUM: ACTIVE CONSTRUCTION >\$700M\*



MILITARY / IIS	Current Contract	Contractor
Puerto Rico Army National Guard Camp Santiago Joint Training Center / Salinas, PR	\$291M	4 Contractor JV
USVI National Guard Vehicle Maintenance Shop Additional / Alternation	\$3.5M	Advantix Engineering Corp
Army Family Housing / Fort Buchanan, PR	\$31M	Design Build, LLC
Army Reserve Center, Operations Building / Ft Buchanan, PR	\$29.6M	Conti Federal Services, LLC
Ft. Buchanan AST Barracks	\$22.3M	F&R Construction Group
LTC Herman G. Pesquera ARC Micrigrd / Juana Diaz, PR	\$16.9M	Parsons Government Services, Inc.
Ramey ARC Microgrid / Aguadilla, PR	\$16.7M	RQ-Lord JV
Army Reserve Energy Resilience and Conservation Investment Program (ERCIP) / Puerto Nuevo, PR	\$9.6M	Teksol Integration Group, Inc.
Multiple DODEA and MIL-O&M Projects / Various, PR	\$13.6M	Teksol Integration Group, Inc.
81st RD O&M Support – multiple contracts	\$6.4M	Multiple contractors
National Park Service, San Fernando Bastion Slope Stabilization	\$13.1M	NOVEL Construction, LLC
CIVIL WORKS	Current Contract	Contractor
Rio de la Plata, Dorado Bridge CWSP	\$17M	Construcciones Jose Carro, S.E.
Rio de la Plata, ACBM & Toe Key	\$11M	Construcciones Jose Carro, S.E.
Rio Puerto Nuevo, Roosevelt Bridge	\$150.7M	Ferrovial Construccion PR, LLC
Caño Martin Peña Ecosystem Restoration, Western Bridges Scour Protection	\$14.7M	Novel Construction PR, LLC
Caño Martin Peña Ecosystem Restoration, Contract 3 Phase I, Excavation and Stabilization Project	\$57.4M	Novel Construction PR, LLC



**Camp Santiago Joint Training Center**



**Rio Puerto Nuevo, Roosevelt Bridge**



# FUTURE: THE EVOLVING LANDSCAPE: NEW PRIORITIES/NEW REALITIES



## **LESS PAPERWORK, MORE INFRASTRUCTURE – Just do it**

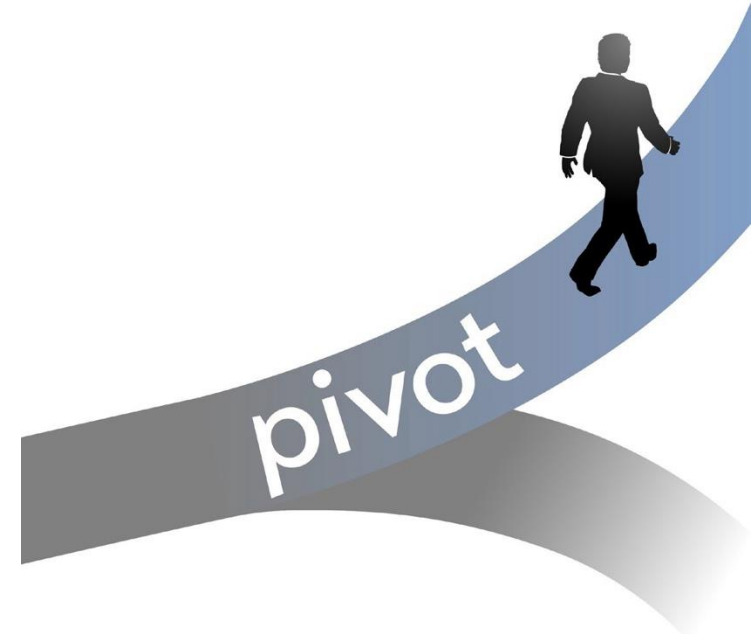
- Risk informed decision making at every level
- Regulatory update

## **FOCUS ON PRIORITIES – do less faster**

- Administration, ASA(CW), USACE HQ: SAD: SAA: Stakeholders

## **COST IS NOT NEGOTIABLE – no excuses, make it work**

- Plan slow, execute fast
- Rescope to reduce cost
- Deferrals of entire projects or separable project elements
- Collaborative contracting
- Requirements focus
- NFS inputs
- Collaboration to find efficiencies





# FY26+ CONTRACT OPPORTUNITIES

>\$1B in next 12 months



CONSTRUCTION				
PROJECT NAME	MAGNITUDE OF CONSTRUCTION	ACQUISITION STRATEGY	SOLICITATION TYPE	STATUS
Rio Puerto Nuevo (Contract 3)	\$500M+	Unrestricted	BVTO	Award Pending
Caño Martin Peña (Contract 3 - Phase 1)	\$100M+	Unrestricted	BVTO	Awarded
Rio de la Plata (Contract 1)	\$250M - \$500M	Unrestricted	BVTO	RTA Q2 FY26
Rio de la Plata — Super Aqueduct Relocation	\$25M - \$100M	TBD	BVTO	RTA Q2 FY27*
Rio Puerto Nuevo (Contract 1)	\$100M - \$250M	TBD	TBD	RTA Q1 FY27*
Rio Puerto Nuevo (Contract 5B)	\$250M - \$500M	TBD	TBD	RTA Q4 FY26*
Power: Freedom Line	TBD	TBD	TBD	TBD
Power: Vegetation Removal	TBD	TBD	TBD	TBD
Guajataca Stage 1	TBD	TBD	TBD	TBD

AE/SVCS		
PROJECT	SOLICITATION	STATUS
Rio Grande de Arecibo (Contract 2) — Design	A/E MATOC	Award Pending
Rio Guanajibo (Contract 1) — Design	A/E MATOC	Selection Pending
Rio Nigua — Design	A/E MATOC	RTA Q1 FY27
Rio Nigua — Geotech & Seismic	A/E MATOC	RTA Q3 FY26
San Juan Metro – Cataño Breakwaters	A/E MATOC	TBD
Military and Civil Works Design IDIQ	A/E MATOC	Advertised
Topographic and Hydrographic Survey IDIQ	A/E MATOC	RTA Q3 FY26
CMS	TBD	RTA Q3/Q4 FY26

RTA: Ready to Advertise

\* Pending availability of funds

## **EMERGING REQUIREMENTS IN IIS:**

- Multiple solicitations for construction and AE services on Power and Civil Works–like projects anticipated FY26/27
- Acquisition strategy development underway
- Time sensitive actions
- Transition of SAM LATAM projects and contracts to Caribbean/Latin America District



# NEXT UP: RIO DE LA PLATA CONTRACT 1

## MAIN PROJECT FEATURES:

- Approx. 1,780,000 m<sup>3</sup> channel excavation
- Approx. 772,000 m<sup>3</sup> levee fill placement
- Approx. 160,000 m<sup>3</sup> scour protection stone placement
- 4 concrete culvert structures (2 - west levee, 2 - east levee)
- Construction for mitigation of Wetlands

## ADDITIONAL PROJECT FEATURES:

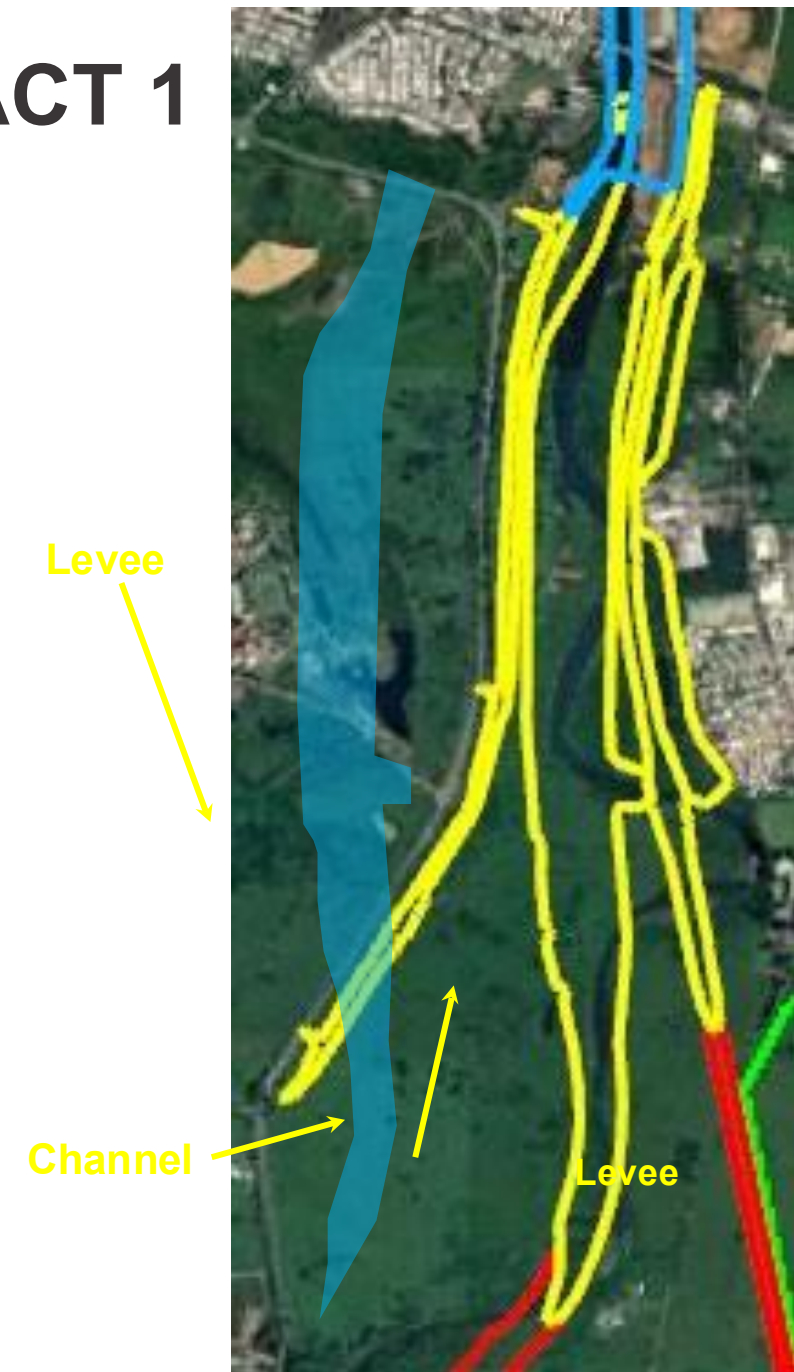
- Maintenance roads
- Drainage ditches
- Utility relocations
- Material Management Areas
- Demolition of abandoned structures

### CNT 1 SCHEDULE

Advertisement	MARCH 2026
<b>Award</b>	<b>Q4 2026</b>

### MAGNITUDE OF CONSTRUCTION

**Between \$250,000,000 and \$500,000,000**







# AN EXPANDING IIS PROGRAM



## REPAIR & MODERNIZATION

### Water Resource Projects

- Patillas Dam
- Hydropower
- FEMA restoration

## THE ECONOMIC MULTIPLIER

### Power Mission

- Vegetation Removal (multiple contracts)
- Freedom Line
- Additional task orders likely

## THE NATIONAL SECURITY IMPERATIVE

- MILCON
- Central & South America



Ultimately bringing more projects, faster to industry for delivery to the taxpayers.



# THE FUTURE IS COLLABORATIVE



## USACE PROCUREMENT METHODS

DELIVERY METHOD		SEALED BIDDING	NEGOTIATED - LOW PRICE TECHNICALLY ACCEPTABLE	NEGOTIATED BEST VALUE TRADE OFF	TWO PHASE DESIGN BUILD SELECTION PROCEDURES
TRADITIONAL	DESIGN BID BUILD	<p>Traditional 100% design, plans and specifications advertised. Public bid opening, award to lowest price, responsive and responsible bidder. (Review FAR 14.5 for Two Step Sealed Bidding.)</p> <p><b>Pros:</b> Clearly defined in the FAR. Firm fixed price (FFP) contract reduces Government risk. Shortest, non-emergency contracting timeline. Government has 100% control on design.</p> <p><b>Cons:</b> No opportunity to negotiate. No opportunity to tradeoff and pay more for a contractor with more experience or a better past performance record.</p>	<p>Traditional 100% design, plans and specifications issued under a request for proposal which outlines minimum technical qualifications. Proposals evaluated on a pass/fail basis. Award is made to the lowest price within the acceptable offerors.</p> <p><b>Pros:</b> Same as IFB. Allows minimum acceptable qualifications to be established. Short contracting timeline. Can negotiate if needed.</p> <p><b>Cons:</b> No opportunity to tradeoff and pay more for a contractor with more experience or a better past performance record.</p>	<p>Traditional 100% design, plans and specifications issued under a request for proposal which outlines how selection will be made. Proposals evaluated for price and non-price factors. Award is made to the offeror who provides the best value to the Government when price and non-price factors are considered.</p> <p><b>Pros:</b> Same as LPTA. Allows trade-off to pay more for a proposal that reduces performance risk.</p> <p><b>Cons:</b> More lengthy and costly contracting – evaluation boards, source selection authority, etc.</p>	
INNOVATIVE	INTEGRATED DESIGN & CONSTRUCTION	Not Recommended	Not Recommended	<p>The construction manager is selected early often during the design phase. The CM provides preconstruction services (e.g., cost estimating, constructability reviews). Later, the CM commits to delivering the project at a Guaranteed Maximum Price (GMP), once the design is far enough along. Related to so CM At-Risk in private industry.</p> <p><b>Pros:</b> Design decisions remain with the Government; however, with input from the contractor. Award to study based primarily on qualifications, with conceptual pricing (target price, GMP).</p> <p><b>Cons:</b> Not explicitly defined in the FAR. The construction FFP is not realistic until a sufficient level of design is reached. FAR requires fair/reasonable pricing at time of award.</p>	
TRADITIONAL	TRADITIONAL TWO PHASE DESIGN BUILD		Not Recommended	<p>Typically 35% design, along with performance specifications. Phase one evaluates some non-price factors down selects typically 3-5 offerors to advance. Phase two proposals provide a technical approach and price. Award is made to the offeror who provides the best value.</p> <p><b>Pros:</b> Allows trade-off to pay more for a proposal that reduces performance risk. Allows earlier construction award and offers some opportunity for contractors to bring innovation to the design.</p> <p><b>Cons:</b> Two phases, evaluation boards, source selection authority, etc. Government role is reduced in final design decisions.</p>	
INNOVATIVE	DESIGN BUILD TO BUDGET		Not Recommended	<p>Performance requirements and a firm budget. The design-builder proposes solutions within budget. More effective when the Government is open to alternative design solutions and the design is sufficiently advanced during the acquisition phase to make the best award decision.</p> <p><b>Pros:</b> Allows maximum innovation from the constructor to maximize delivery within the budget. Aligns and Risk while reducing the likelihood of insufficient funding for award.</p> <p><b>Cons:</b> Longer solicitation, two phases, proprietary negotiations, source selection authority, etc. Added significant proposal costs could limit competition. May mitigate with stipends for unsuccessful offerors.</p>	
INNOVATIVE	PROGRESSIVE DESIGN BUILD		Not Recommended	<p>Delivery method that combines aspects of traditional design-build with a more collaborative, phased approach to design and construction. Design and pricing are often developed progressively and collaboratively after selection.</p> <p><b>Pros:</b> Allows maximum innovation from the constructor to maximize delivery within the budget. Aligns and Risk while reducing the likelihood of insufficient funding for award.</p> <p><b>Cons:</b> Longer solicitation, two phases, proprietary negotiations, source selection authority, etc. Added significant proposal costs could limit competition. May mitigate with stipends for unsuccessful offerors.</p>	

**MAY 2025**  
Society of  
**SAME**  
American Military Engineers

# COLLABORATIVE DELIVERY

## Federal Policy Recommendation

An analysis of current USACE, NAVFAC, and AFCEC construction contracting methods and the need for collaborative delivery models



# OUR COMMITMENT



## One Team, One Mission!

Caribbean District “Business With Us” website

<https://www.saa.usace.army.mil/Business-With-Us/Small-Business/>

**Caribbean District Small Business Chief**

Mariano Torres Feliciano

Phone: 787-220-0225

Email: [saa-sb@usace.army.mil](mailto:saa-sb@usace.army.mil)

