Agenda

- SWT Commander’s Introduction
- Departmental Introductions:
  - Contracting
  - Operations
  - Programs
  - Planning and Environmental
  - Engineering and Construction
- Future Work
- Small Business Deputy
- Lunch and Networking
Operations Division

Earl Groves, Chief
John Marnell, Deputy Chief
CIVIL WORKS MISSIONS

- Flood Damage Reduction
- Environmental Stewardship
- Navigation
- Hydropower
- Water Supply
- Recreation
- Chloride Control
Organizational Structure

Operations Division
Earl Groves - Chief
John Marnell – Deputy Chief

Management Support Unit
Kathy Jordan, Chief

Technical Support Branch
Johnny Bell, Chief

Natural Resources & Recreation Branch
Kent Dunlap, Chief

Operations Field Offices

- Navigation
- Hydropower
- Chloride Control
- Recreation
- Environmental Stewardship
Organizational Structure

OPERATIONAL FIELD OFFICES

Kansas Area – Eugene Goff
Northern Area – Dan Bentley
Fort Gibson Area – Tom Heathcock
Eufaula Area – Jeff Knack
Red River Area – Mark Ellison
OPM
Kansas Area – Eugene Goff
Northern Area – Dan Bentley
Red River Area – Mark Ellison
Navigation – Patrick McQueen
Flood Control

- 32 Lakes
- 12 non-Corps lakes we regulate flood control pools
- $3.6 billion in flood damages prevented to date
Navigation

NAVIGATION

- 5 Locks & Dams in Oklahoma
- 150 miles on navigation channel
- Access to 12,000 miles of inland waterway, the Gulf and beyond
Hydropower

HYDROPOWER
• 8 hydropower plants
• Generate 2.4M mWh annually
CHLORIDE CONTROL

Mission

• Minimize the chloride contamination in designated streams within the Red River Basin

  * Remove 165 tons of chloride from the South Wichita River each day

  * Operate Truscott Brine Lake and associated pump stations and pipelines

  * Manage 12,000 acres of land at Crowell
Natural Resources

RECREATION
• 238 recreation areas
• 24 million visitors annually

ENVIRONMENTAL STEWARDSHIP
• 4,525 miles of shoreline
• 1,184,345 acres of land and water (10% of USACE total)
Operations Division Contract Actions

SERVICE CONTRACTS
Mowing, Janitorial, Park Cleaning, Refuse Collection
Anticipate 21 new contracts for FY12 totaling $1.16M

MINOR MAINTENANCE CONTRACTS
Anticipate 10 New Contract Actions totaling $2.2M

HYDROPOWER CUSTOMER FUNDED
Anticipate 5 contracts totaling $2.6M
Programs and Project Management Division (PPMD)

John Roberts
Programs and Project Management Division

- Overall responsibility for meeting the project goals of scope, schedule, quality and cost

- Program Managers aligned with missions: civil works, environmental, military

- Cradle-to-grave project involvement

- Budgeting and reporting requirements

- Development of annual and multi-year workplans/project budgets
Programs and Project Management Division

E&C  Planning/Envr  Operations  Real Estate  Contracting

Programs and Project Management Division
Programs and Project Management Division

PPMD Expectations for Contractors

• High quality at competitive prices
  > Good performance pays dividends!

• Reasonable schedules with sufficient detail
  > Schedule analysis
  > Early recognition of potential trouble areas

• Effective and timely communications:
  > Be responsive!
  > Don’t “sit on” issues, elevate, and resolve!

• Primes manage subcontractors
  > Make sure subcontractors are qualified!
  > Don’t try to put us in the middle on issues!
Programs and Project Management Division

- #1 imperative is to meet customer commitments to both schedule and quality
- Continue to provide innovative solutions, while also providing reality checks on new industry practices (Not all ideas are good ones!)
- FY13 and out program is declining (military)
- Potential KC-46A Program for Tinker AFB and Altus AFB (military)
- No project inserts are being pursued by Congress
Planning and Environmental Division Overview

Sue Haslett
PE Division Workload

Civil Works

Military Construction

International &
Interagency Support

Military Construction

Altus AFB

McAlester AAP

Sheppard AFB

Vance AFB

Fort Sill

Tinker AFB

Oklahoma

Arkansas

Texas

Louisiana

1% - 2%

90+%
PE Div Civil Works Workload

General Investigations (GI)

Construction (General) (CG)

Operations & Maintenance (O&M)

39%

20%

32%
PE Div Organizational Chart

**PLANNING & ENVIRONMENTAL DIVISION**

S. Haslett  
Chief Supv Civil Engineer  
GS-14  
Ext 7666  
Ceswt-PE

- 1 Program Analyst (M)  
- 1 Admin Support Assistant  
- 1 Admin Support Assistant  

**PLANNING BRANCH**

E. Rossman  
Chief Supv Social Scientist  
GS-13  
Ext 4921  
Ceswt-PE-P

- 3 Civil Engineer (1 RAO)  
- 1 Regional Economist (V)  
- 1 Water Supply Spec  
- 2 General Engineer  
- 1 Interdisciplinary (V) (O/H)  
- 1 Biological Science St Mgr (O/H)  
- 1 Biologist  
- 1 Economist  
- 1 Regional Economist  
- 1 Civil Engineering Tech  
- 1 Economist Stu Trnee (Scep)  

**ENVIRONMENTAL ANALYSIS & COMPLIANCE BRANCH**

S. Nolen  
Chief Supv Biologist  
(M)  
GS-13  
Ext 7660  
Ceswt-PE-E

- 1 Interdisciplinary (V)  
- 2 Limnologist  
- 1 Biologist  
- 3 Archeologist (1M)  
- 1 Biologist  
- 1 Cartographic Tech  
- 1 Biological Science (Scep)  

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PE Div Work

- GI Studies
- CAP Studies
- Flood Plain Management
- Water Supply Contracts
- WS Reallocation Studies
- Economic Analysis
- Social Impacts Analysis
- Public Involvement

- Economic Analysis
- Social Impacts Analysis
- Public Involvement

- Environmental & Cultural Analysis support for studies
- Environmental Assessments and Environmental Impact Statements
- Water Quality Assessments
- Environmental & Cultural Analysis support to Operations
PE Div Primary Contract Work

- Environmental Analysis and Compliance
  - National Environmental Policy Act (NEPA) Compliance
  - Endangered species
  - Cultural resources
  - Invasive species
  - Water quality data analysis

- Environmental Assessments/Environmental Impact Statements

- Economic Analysis

- State Water Planning
PE DIV Contracts

- 99.9% of our contracting is via IDIQ
  - Many IDIQ Contractors partner with small businesses

- Currently have three IDIQ Contracts
  - Primarily used for Civil Works but available for some military (primarily Environmental)
  - Available to be used regionally
  - 5-year ---$12M

- Will be seeking one or two new IDIQ contracts in the coming FY
What Works for Us

- Use highly qualified staff
- Provide well written and accurate documentation
- Complete work in a timely manner
- Coordinate with us if you have questions or concerns
  - Don’t be afraid to ask questions
What Makes Us Cranky

- Bait and Switch
  - You bid the job using experienced well-qualified staff, so please use experienced well-qualified staff, not the new kid who is available or needs to learn

- Poor Quality Control
  - Your work should be reviewed internally before we see it

- Bad thinking/writing/report organization
  - Please read what you send us before you send it. Your submittals need to be well thought out, well organized, and well written

- Failure to meet schedules

- Failure to ask questions if you don’t understand the work
Environmental (HTRW) Workload Summary

- FY12 Environmental Program projected to be between $50M-$75M
  - Diverse customer base – Formerly Utilized Defense Sites (FUDS), Active Army, Active Air Force, BRAC (AF & Army), Environmental Protection Agency (EPA), Defense Logistics Agency (DLA), and Customs and Border Protection
  - Typical work falls in two general areas:
    - Installation Restoration Program (IRP): includes investigation, remedial system design and construction, and military munitions response (MMR) actions.
    - Environmental Quality (EQ): includes direct installation compliance program support of air, waste/drinking water, hazardous waste, etc.

- Planned Execution Strategies: Approximately 90% of FY12 work will be executed via existing IDIQ MATOC and SATOC environmental service and remediation service contracts
Engineering and Construction Division

Clif Warren, P.E.
Engineering and Construction Division
“What We Do”

1) Manage dam, levee and bridge safety programs

2) Provide engineering solutions supporting military, environmental and civil works missions

3) Deliver quality facilities, infrastructure and environmental solutions

4) Balance reservoir systems within authorized purposes to promote public safety and minimize floodwater damage

5) Support OCO and disaster response missions with a workforce who deploys and/or provides reach back support
Engineering and Construction Division
“How We Do It”

Engineering

• In house - staff of engineers, scientists and technicians performing majority of civil works projects and a small amount of military projects

• AE partners – perform consulting, apply specialty skills, and complete engineering/design services on approximately 35% of our civil and 80% of military projects.

Construction

• Construction services - 100% contracted to industry

• Construction management – in house staff supplemented by AE services
Engineering and Construction Division

Organization
(Approximately 209 Personnel)

E&C
(4)

Ft. Sill Area Office
(26)

Central Oklahoma Area Office
(38)

Construction Branch
(19)

Design Branch
(41)

Environmental Eng Branch
(23)

Dam Safety Center
(28)

H&H Branch
(30)
Engineering and Construction Division

Points of Contact

• Design Branch: Mark Burkholder, P.E. 918-669-7146
• Dam Safety Center: Ramona Willig, P.E. 918-669-7481
• Hydrology & Hydraulics Branch: Greg Estep, P.E. 918-669-7132
• Environmental Branch: Ken Kebbell, P.G. 918-669-7240
• Construction Branch: Steve Harmon, P.E. 918-669-7499
• Central Oklahoma Area Office: Dan Johnson, 405-610-4640
• Fort Sill Area Office: Rick West, P.E. 580-581-4118
“Satisfiers”

- Well organized proposals
- Active participation and insightful questions at site visits
- Delivers products and services on time/within budget
- Flexible/responsive to short fuse taskings
- Effective internal Quality Management Controls
- Effective management of subcontractors and suppliers
- Actively contributes to the solution process
- Resolves problems at the lowest possible level
- Accountability – “the primary difference between a good contractor and a bad contractor is that a good contractor takes care of their own problems WHEN they arise.”
“Dis-Satisfiers”

- Being ill prepared/failure to read solicitation in advance of the site visit
- Proposal “Bait and Switch” of personnel/products/services
- Firms that self-perform only management
- Failure to meet delivery schedules/uncontrolled cost growth
- Insensitivity to Gov’t informational needs/missed suspense dates
- Lack of internal Quality Management Controls
- Ineffective management of subcontractors and suppliers
- Quick to point out problem or assign blame w/o identification of any potential courses of action
- Failure to follow established problem resolution; hierarchy/authority levels do not facilitate resolution of problems at the lowest possible level
Dam Safety Center Workload Summary

- Approximately $3M of risk evaluation services on existing AE contract (URS)
- Approximately $1M of instrumentation/relief well evaluation on existing AE contract (Reitz and Jens)
- Approximately $3M of geotechnical investigation/evaluation on existing AE contract (Stantech) or two new contracts currently under solicitation
Military Workload Summary

- SWT MILCON Program for FY12-13 is currently projected at $200 - $250M and consists of 11 major projects as follows:
  - (4) Mission/Tactical Support Facilities
  - (3) Instructional Training Facilities
  - (2) Quality of Life/Family Support Facilities
  - (1) Barracks Complex
  - (1) Infrastructure Project
- Note: Acquisition strategies are currently being finalized and are subject to change. Some may be accomplished using regional multiple award task order contracts (MATOCs)

- FY 12 O&M Program is currently projected at $80-100M
  - Central Oklahoma Area: $35 - $45M
  - Fort Sill Area: $45 - $55M
  - Please refer to the supplemental handout for upcoming acquisition opportunities
Regionalized Multiple Award Task Order Contracts (MATOCs)

- Wave of the future; regional contracts facilitate shared capacity and promote competition
- MATOCs generally reside with respective Centers of Standardization for each standard facility type
- MATOCs are routinely structured to include multiple business classes (unrestricted, HUBZone, small disadvantaged/veteran owned, etc.)
- Monitor FedBizOps for announcements/solicitations
- Competitive pool is established upon award of base contract
- No requirement to post successful bidders upon award of individual task orders in FedBizOps
- Don’t overlook subcontracting opportunities
Civil Works Workload Summary

- Approximately $14M set aside for civil works O&M Major Maintenance in FY12
  - Various geothermal projects
  - Hydraulic gate rehabilitation/replacement
  - Levee repairs
  - Pump replacements
  - Bridge replacement(s)
- Canton Existing Spillway Bridge Repair
- Typical acquisition strategies
ENGINEERING & CONSTRUCTION DIVISION HANDOUT
<table>
<thead>
<tr>
<th>FY</th>
<th>Solicitation Description / Business Class</th>
<th>Contract Capacity</th>
<th>Planned Acquisition Method</th>
<th>Contract Type</th>
<th>SF 330 Proposal Due Date</th>
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</table>
# FY12-13 MILCON Program & Acquisition Methods

<table>
<thead>
<tr>
<th>FY</th>
<th>Project Description</th>
<th>Cost Range</th>
<th>Planned Acquisition Method</th>
<th>Contract Type</th>
<th>Target Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>Altus Fuel Transfer Pipeline Defense Logistics Agency</td>
<td>$5-10M</td>
<td>Open Competition</td>
<td>Design-bid-build</td>
<td>Mar 12</td>
</tr>
<tr>
<td>12</td>
<td>Fort Sill Physical Fitness Facility (PFF)</td>
<td>$10-25M</td>
<td>Open Competition</td>
<td>Design-build</td>
<td>Mar 12</td>
</tr>
<tr>
<td>12</td>
<td>Reception Barracks Complex Ph 1, Fort Sill</td>
<td>$25-50M</td>
<td>Open Competition</td>
<td>Design-build</td>
<td>Mar 12</td>
</tr>
<tr>
<td>12</td>
<td>Tactical Eqpt Maintenance Facility (TEMF)/Warehouses, Fort Sill</td>
<td>$25-50M</td>
<td>MATOC (Savannah)</td>
<td>Design-build/Adapt-build</td>
<td>Mar 12</td>
</tr>
<tr>
<td>12</td>
<td>Fort Sill Mission Command Training Center</td>
<td>$10-25M</td>
<td>Open Competition</td>
<td>Design-bid-build</td>
<td>Mar 12</td>
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</tbody>
</table>
### FY12-13 MILCON Program & Acquisition Methods

<table>
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<tr>
<th>FY</th>
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<th>Contract Type</th>
<th>Target Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>Fort Sill Chapel Complex</td>
<td>$10-25M</td>
<td>Open Competition</td>
<td>Design-build</td>
<td>May 12</td>
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<tr>
<td>12</td>
<td>Fort Sill Rail Deployment Facility</td>
<td>$1-5M</td>
<td>Open Competition</td>
<td>Design-bid-build</td>
<td>Jun 12</td>
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<tr>
<td>13</td>
<td>Altus Fire Rescue Center</td>
<td>$10-25M</td>
<td>Open Competition</td>
<td>Design-build</td>
<td>Mar 13</td>
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<tr>
<td>13</td>
<td>Modified Record Firing Range</td>
<td>$1-$10M</td>
<td>Open Competition</td>
<td>Design-build</td>
<td>Mar 13</td>
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<tr>
<td>13</td>
<td>Fort Sill Training Support Facility</td>
<td>$10-25M</td>
<td>Open Competition</td>
<td>Design-build</td>
<td>TBD</td>
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## FY12-13 Tentative Indefinite Delivery/Indefinite Qty Acquisitions for O&M Program Execution

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<tr>
<th>FY</th>
<th>Functional Purpose / Business Class</th>
<th>Contract Capacity</th>
<th>Planned Acquisition Method</th>
<th>Contract Type</th>
<th>Target Award</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Airfield Paving / TBD</td>
<td>$49.5M</td>
<td>Best Value</td>
<td>MATOC</td>
<td>TBD</td>
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<tr>
<td></td>
<td>General Construction / Woman Owned Small Business</td>
<td>$9.5M</td>
<td>Sole Source</td>
<td>POCA</td>
<td>TBD</td>
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<tr>
<td></td>
<td>General Construction / Service Disabled Veteran Owned Sm Bus</td>
<td>$9.5M</td>
<td>Sole Source</td>
<td>POCA</td>
<td>TBD</td>
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<tr>
<td>12</td>
<td>HVAC – Energy / TBD</td>
<td>$9.5M</td>
<td>Sole Source</td>
<td>POCA</td>
<td>TBD</td>
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<tr>
<td></td>
<td>HVAC – Energy / TBD</td>
<td>$49.5M</td>
<td>Best Value</td>
<td>SATOC</td>
<td>TBD</td>
</tr>
<tr>
<td></td>
<td>General Construction (Tinker) / TBD</td>
<td>$100M</td>
<td>Best Value</td>
<td>SATOC</td>
<td>TBD</td>
</tr>
<tr>
<td>FY</td>
<td>Functional Purpose / Business Class</td>
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<td></td>
<td>General Construction (Ft Sill) / TBD</td>
<td>$100M</td>
<td>Best Value</td>
<td>SATOC</td>
<td>TBD</td>
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<td></td>
<td>Civil Works (1 ea - Gen, Elec, Mech) / TBD</td>
<td>$9.5M w / $500K T.O.’s</td>
<td>Best Value / (Low Price Tech Accept T.O.’s)</td>
<td>MATOC</td>
<td>TBD</td>
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<tr>
<td></td>
<td>Demo (Fort Sill) / 8(a)</td>
<td>$9.5M</td>
<td>Best Value</td>
<td>MATOC</td>
<td>TBD</td>
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<tr>
<td></td>
<td>Road Construction / TBD</td>
<td>$49.5M</td>
<td>Best Value</td>
<td>MATOC</td>
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## Environmental Branch
### Upcoming Opportunities:

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<th>SF 333 Proposal Due Date</th>
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<tbody>
<tr>
<td>12</td>
<td>Solicitation W912BV-12-R-0005: Competitive 8(a) Business Set Aside – Environmental Services for Projects within the Geographic Boundaries of the Southwest Division or Projects Assigned to the Southwest Division, Primarily Located at Fort Bliss, Texas</td>
<td>$30</td>
<td>Best Value</td>
<td>MATOC – Env Services</td>
<td>1 Dec</td>
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<tr>
<td>12</td>
<td>Environmental Services for Projects within the Geographic Boundaries of the Southwest Division or Projects Assigned to the Southwest Division, Primarily Located at Joint Base Lewis, WA – Business Class TBD</td>
<td>$30</td>
<td>Best Value</td>
<td>Env Services</td>
<td>TBD</td>
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<td>FY</td>
<td>Project Description / Business Class</td>
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<tr>
<td>12</td>
<td>Various Locations - Geothermal Package</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
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<tr>
<td>12</td>
<td>Birch – Service Bridge Repairs</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
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<tr>
<td>12</td>
<td>Canton – Seal Tainter Gate Tie-Back Beam Cavities</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
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<tr>
<td>12</td>
<td>Canton – Repair and Paint 2 Sluice Gates</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
</tr>
<tr>
<td>12</td>
<td>Caney Levee – Repair/Replace Three Pump Station Pumps</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
</tr>
<tr>
<td>FY</td>
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<tr>
<td>12</td>
<td>Caney Levee – Vegetation Removal</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
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<tr>
<td>12</td>
<td>Caney Levee – Replace 8-in Corrugated Metal Pipe Toe Drain System</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
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<tr>
<td>12</td>
<td>Fort Supply – Service Bridge Repairs</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
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<tr>
<td>12</td>
<td>Hulah – Install Digital Gauges on 2 Low Flow Valves</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
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<tr>
<td>12</td>
<td>Keystone – Phase I Replace Spillway Bridge</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>FY</td>
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<tr>
<td>12</td>
<td>Cleveland Levee – Remove Vegetation, Rehabilitate Slide Gates/Flap Gates/Stem Guides, Replace 6 Corrugated Metal Pipes and Improve Ponding Area</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3(^{rd}) Quarter</td>
</tr>
<tr>
<td>12</td>
<td>Keystone – Replace Project Office Roof</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3(^{rd}) Quarter</td>
</tr>
<tr>
<td>12</td>
<td>Oologah – Replace Service Gate(s), Replace Gearbox Seals and Perform Hoist Machinery &amp; Electrical Maintenance</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3(^{rd}) Quarter</td>
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## FY12 Civil Works
### Civil Works Construction Projects

<table>
<thead>
<tr>
<th>FY</th>
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</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>Red River Chloride Control – Install New Pump Motors and Variable Speed Controllers at Pump Station</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>3rd Quarter</td>
</tr>
<tr>
<td>12</td>
<td>Wister – Replace Service Bridge</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>4th Quarter</td>
</tr>
<tr>
<td>12</td>
<td>Canton – Repair Existing Spillway Bridge</td>
<td>$0 - $5M</td>
<td>TBD</td>
<td>TBD</td>
<td>4th Quarter</td>
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</table>
SMALL BUSINESS DEPUTY