

# Tulsa District/SAME Post 'Meet the District Day'

**COL Michael Teague**

District Commander

Tulsa District

October 12, 2011



US Army Corps of Engineers  
**BUILDING STRONG**

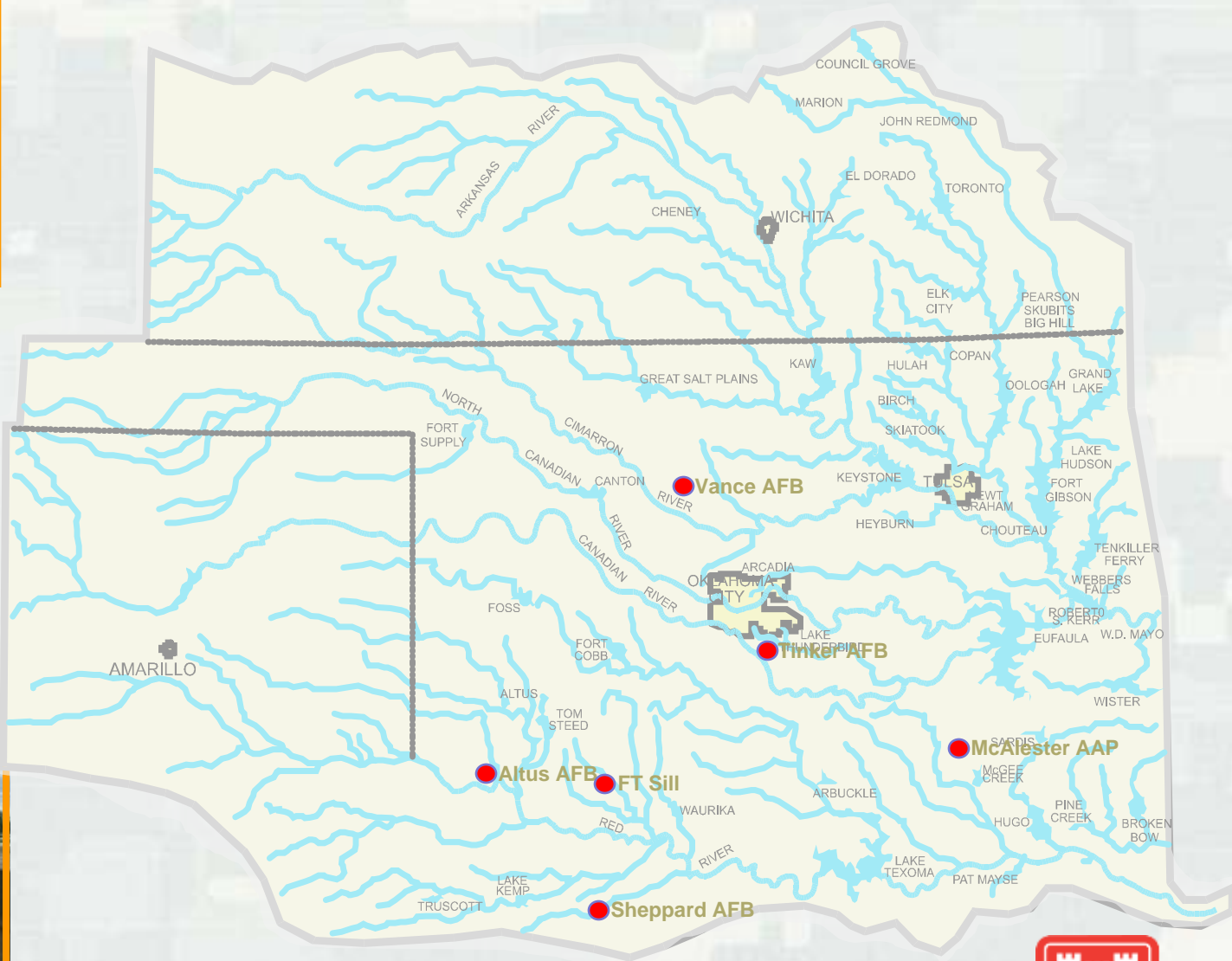


# Agenda

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



# Tulsa District Civil Works Boundary



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# Operations Division

Earl Groves, Chief

John Marnell, Deputy Chief



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# CIVIL WORKS MISSIONS

**Flood  
Damage  
Reduction**



**Environmental Stewardship**



**Water Supply**



**Recreation**



**Navigation**



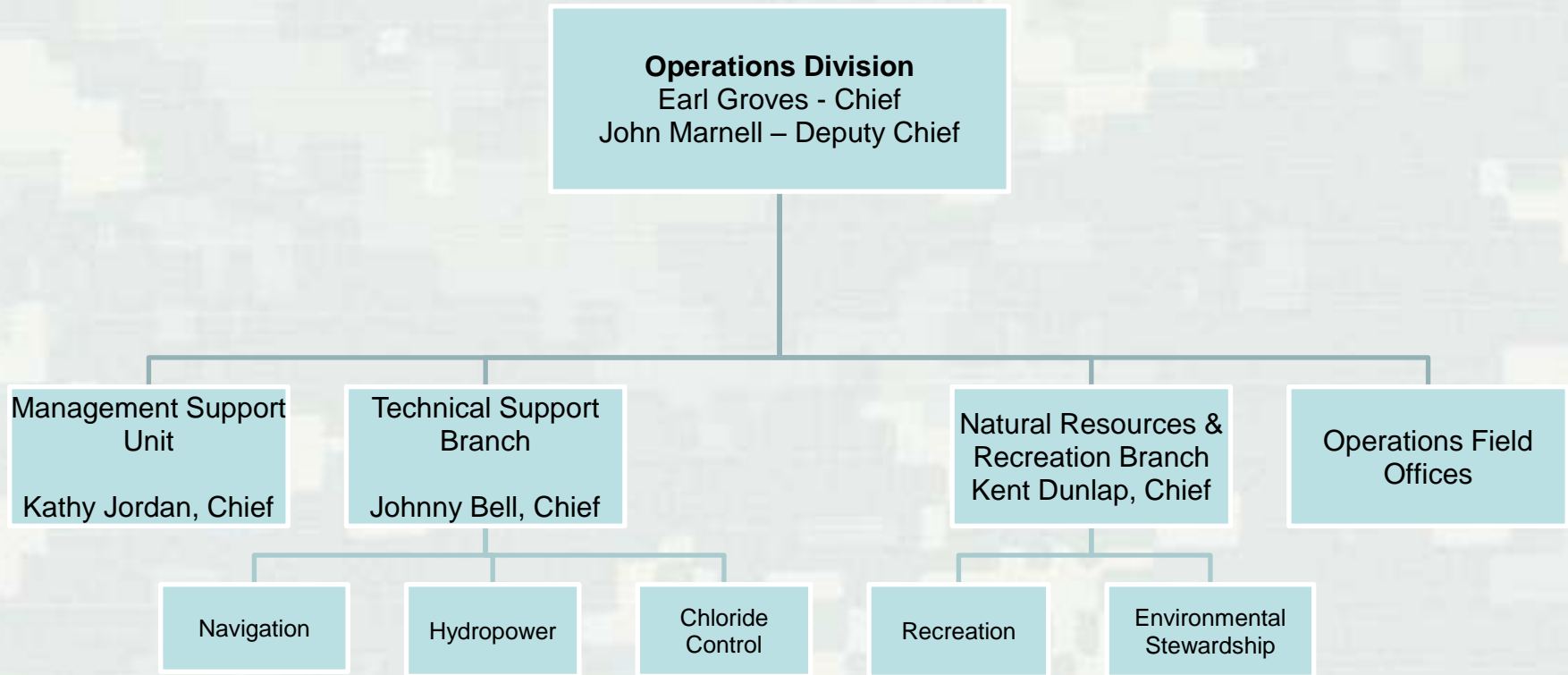
**Hydropower**

**Chloride Control**



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# Organizational Structure





# Organizational Structure

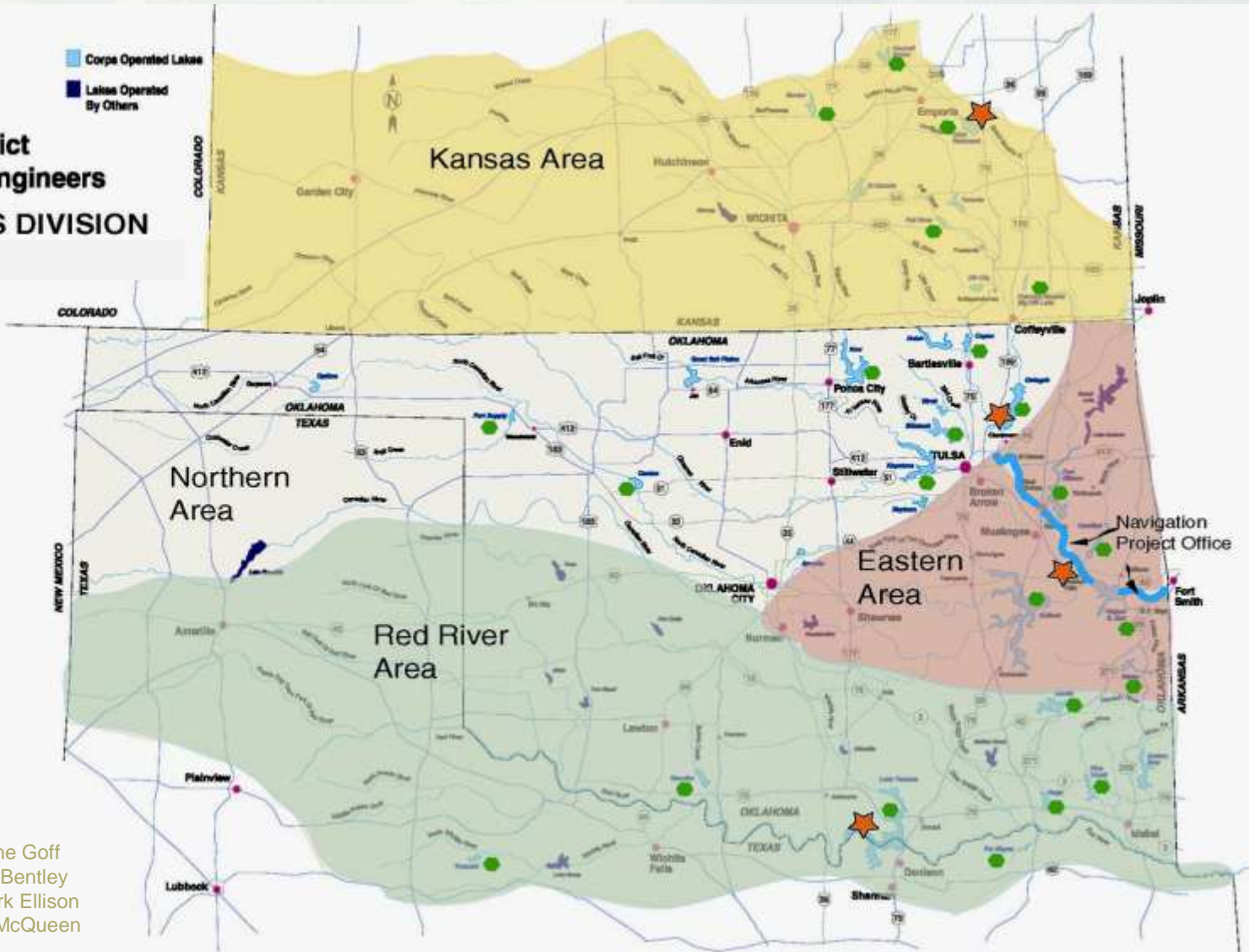
## OPERATIONAL FIELD OFFICES

Kansas Area – Eugene Goff  
Northern Area – Dan Bentley  
Fort Gibson Area – Tom Heathcock  
Eufaula Area – Jeff Knack  
Red River Area – Mark Ellison



**Tulsa District  
Corps of Engineers  
OPERATIONS DIVISION**

-  Area Office
-  Lake Office



OPM  
 Kansas Area – Eugene Goff  
 Northern Area – Dan Bentley  
 Red River Area – Mark Ellison  
 Navigation – Patrick McQueen



# Flood Control

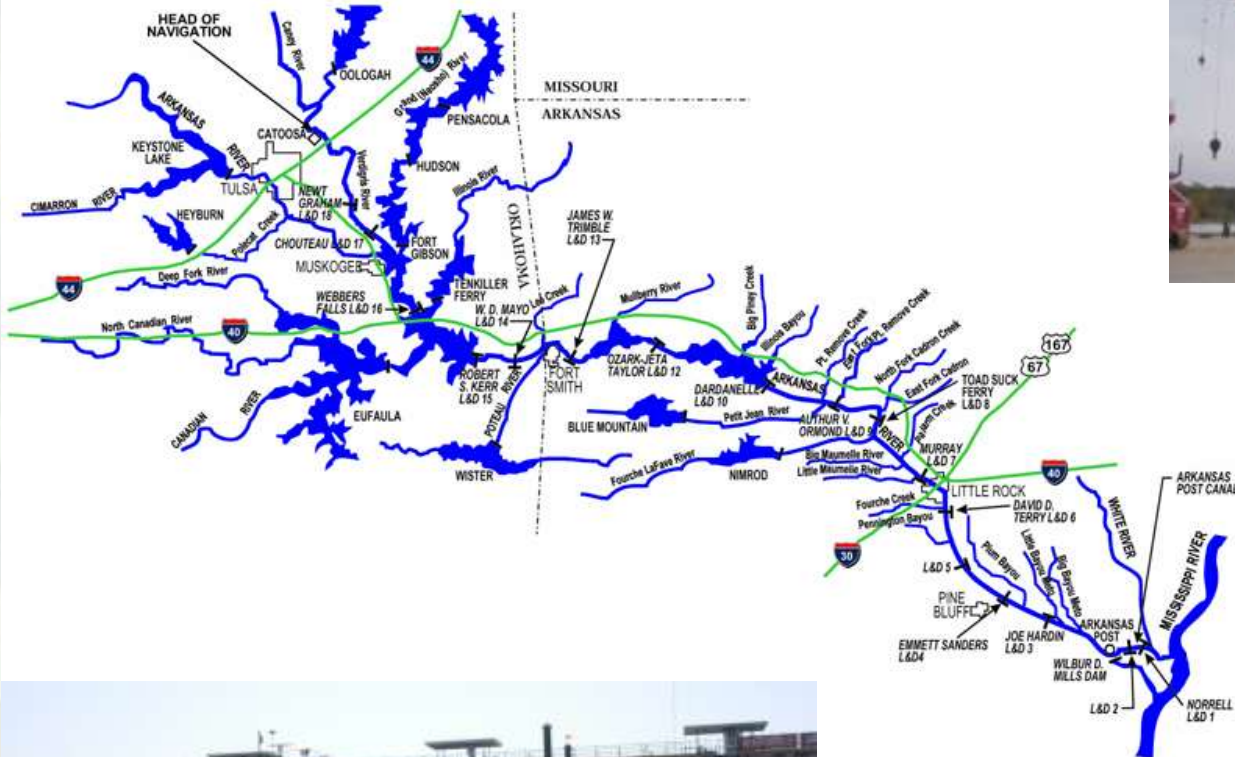


## FLOOD CONTROL

- 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



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# 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



# 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



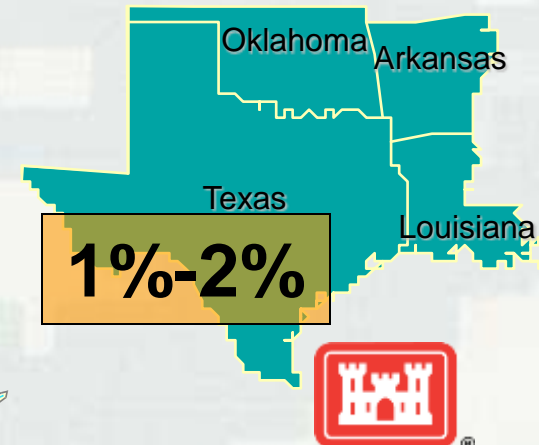
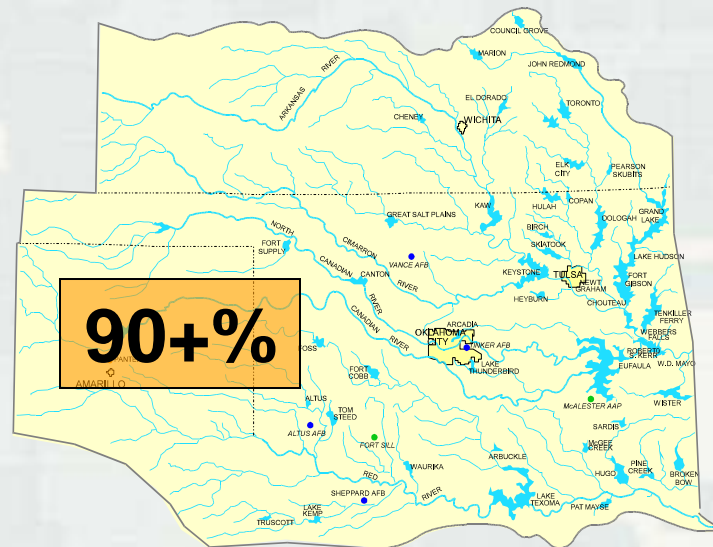
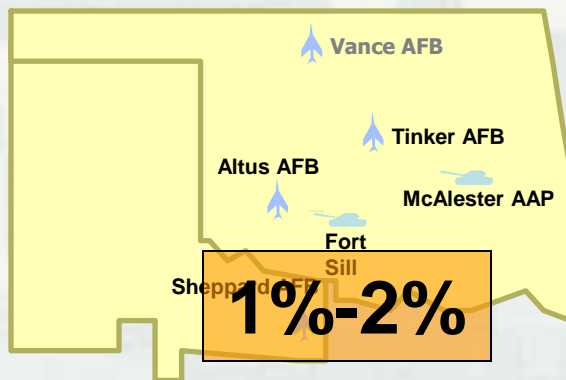
# PE Division Workload

## Civil Works

### Military Construction

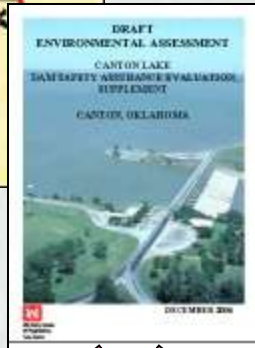


### International & Interagency Support



# PE Div Civil Works Workload

## General Investigations (GI)



39%

## Construction (General) (CG)



20%

## Operations & Maintenance (O&M)



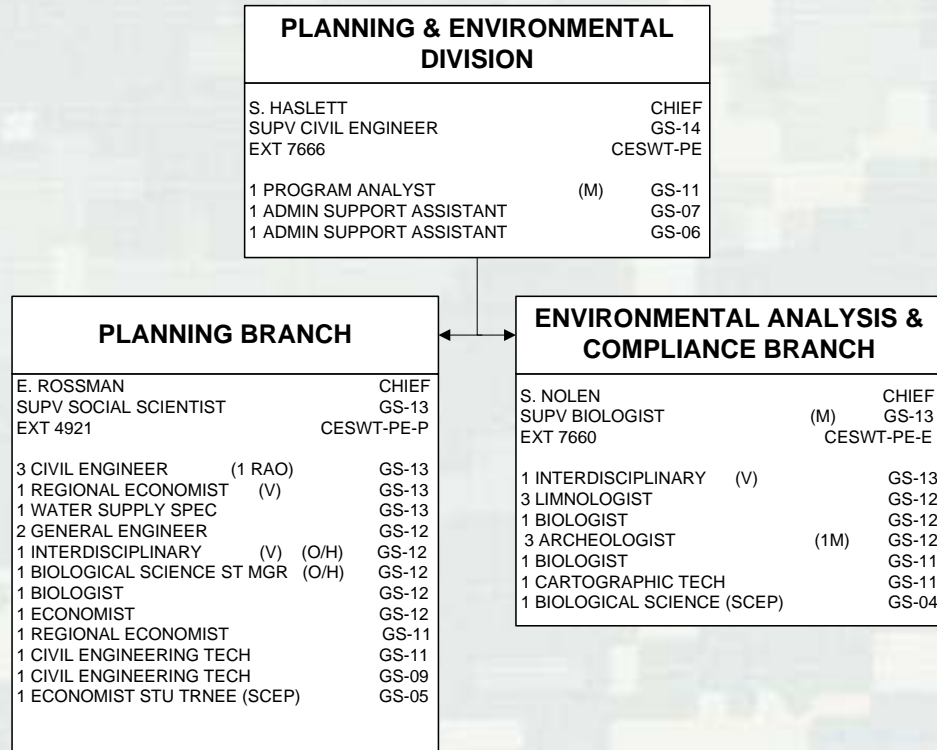
*"We miss you! Please revive your membership in the Archaeological Institute of America and support the programs that create a future for the past."*  
[www.archaeological.org](http://www.archaeological.org)  
Archaeological Institute of America  
4400 Avenue of the Americas • New York, NY 10017  
Tel: (212) 879-3200 • Fax: (212) 879-3201



32%



# PE Div Organizational Chart



# PE Div Work

FOR OFFICIAL USE ONLY

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

PLANNING & ENVIRONMENTAL DIVISION		
S. HASLETT SUPV CIVIL ENGINEER EXT 7666		CHIEF GS-14 CESWT-PE
1 PROGRAM ANALYST	(M)	GS-11
1 ADMIN SUPPORT ASSISTANT		GS-07
1 ADMIN SUPPORT ASSISTANT		GS-06

PLANNING BRANCH		
E. ROSSMAN SUPV SOCIAL SCIENTIST EXT 4921		CHIEF GS-13 CESWT-PE-P
3 CIVIL ENGINEER	(1 RAO)	GS-13
1 REGIONAL ECONOMIST	(V)	GS-13
1 WATER SUPPLY SPEC		GS-13
2 GENERAL ENGINEER		GS-12
1 INTERDISCIPLINARY	(V) (O/H)	GS-12
1 BIOLOGICAL SCIENCE ST MGR	(O/H)	GS-12
1 BIOLOGIST		GS-12
1 ECONOMIST		GS-12
1 REGIONAL ECONOMIST		GS-11
1 CIVIL ENGINEERING TECH		GS-11
1 CIVIL ENGINEERING TECH		GS-09
1 ECONOMIST STU TRNEE (SCEP)		GS-05

ENVIRONMENTAL ANALYSIS & COMPLIANCE BRANCH		
S. NOLEN SUPV BIOLOGIST EXT 7660	(M)	CHIEF GS-13 CESWT-PE-E
1 INTERDISCIPLINARY	(V)	GS-13
3 LIMNOLOGIST		GS-12
1 BIOLOGIST		GS-12
3 ARCHEOLOGIST	(1M)	GS-12
1 BIOLOGIST		GS-11
1 CARTOGRAPHIC TECH		GS-11
1 BIOLOGICAL SCIENCE (SCEP)		GS-04

- Environmental & Cultural Analysis support for studies
- Environmental Assessments and Environmental Impact Statements
- Water Quality
- Watershed 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.



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# 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.

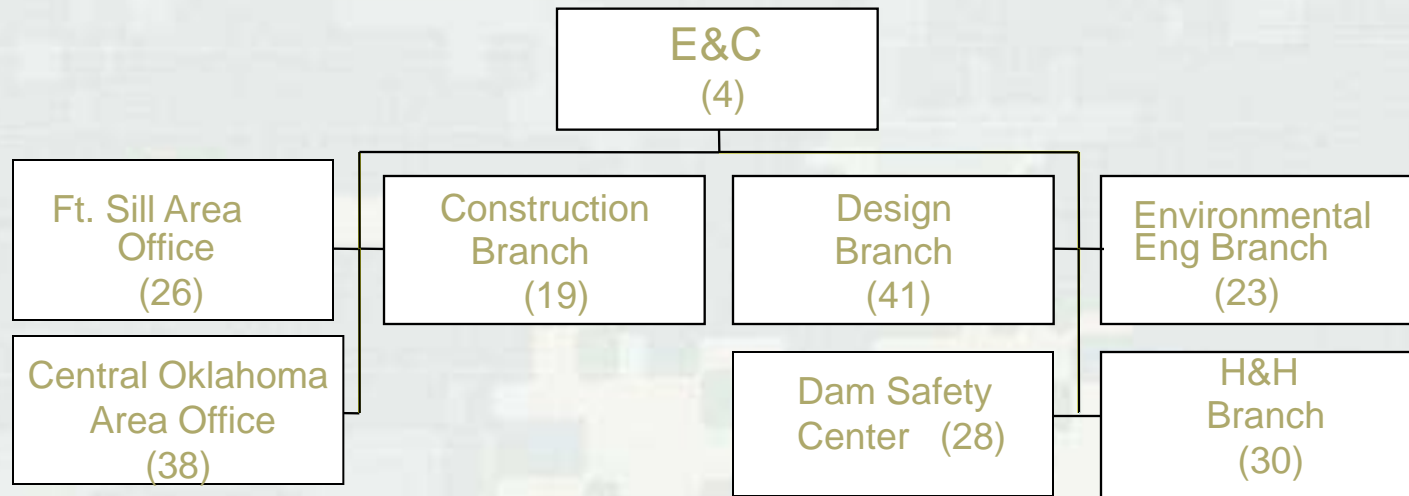
### Construction

- Construction services - 100% contracted to industry
- Construction management – in house staff supplemented by AE services



# Engineering and Construction Division

## Organization (Approximately 209 Personnel )



# 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



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# Dam Safety Center

## Contracts under Solicitation:

FY	Solicitation Description / Business Class	Contract Capacity	Planned Acquisition Method	Contract Type	SF 330 Proposal Due Date
11	Solicitation W912BV-11-R-0075: Small Business Set Aside - AE contract for Geotechnical and Construction Material Sampling, Testing, Surveying, Analysis and Design for Military, Civil or Environmental Projects located within the Southwestern Division boundaries.	\$2M	Brooks Act	IDIQ A-E	25 Oct 11
11	Solicitation W912BV-11-R-0072: Unrestricted - AE contract for Geotechnical and Construction Material Sampling, Testing, Surveying, Analysis and Design for Military, Civil or Environmental Projects located within the Southwestern Division boundaries.	\$7.5M	Brooks Act	IDIQ A-E	25 Oct 11



# FY12-13 MILCON Program & Acquisition Methods

FY	Project Description	Cost Range	Planned Acquisition Method	Contract Type	Target Award
12	Altus Fuel Transfer Pipeline Defense Logistics Agency	\$5-10M	Open Competition	Design-bid-build	Mar 12
12	Fort Sill Physical Fitness Facility (PFF)	\$10-25M	Open Competition	Design-build	Mar 12
12	Reception Barracks Complex Ph 1, Fort Sill	\$25-50M	Open Competition	Design-build	Mar 12
12	Tactical Eqpt Maintenance Facility (TEMF)/Warehouses, Fort Sill	\$25-50M	MATOC (Savannah)	Design-build / <b><i>Adapt-build</i></b>	Mar 12
12	Fort Sill Mission Command Training Center	\$10-25M	Open Competition	Design-bid-build	Mar 12 

# FY12-13 MILCON Program & Acquisition Methods

FY	Project Description	Cost Range	Planned Acquisition Method	Contract Type	Target Award
12	Terminal High Altitude Air Defense (THAAD) Instructional Fac, Ft. Sill	\$25-50M	Open Competition	Design-build	Mar 12
12	Fort Sill Chapel Complex	\$10-25M	Open Competition	Design-build	May 12
12	Fort Sill Rail Deployment Facility	\$1-5M	Open Competition	Design-bid-build	Jun 12
13	Altus Fire Rescue Center	\$10-25M	Open Competition	Design-build	Mar 13
13	Modified Record Firing Range	\$1-\$10M	Open Competition	Design-build	Mar 13
13	Fort Sill Training Support Facility	\$10-25M	Open Competition	Design-build	TBD



# FY12-13 Tentative Indefinite Delivery/Indefinite Qty Acquisitions for O&M Program Execution

FY	Functional Purpose / Business Class	Contract Capacity	Planned Acquisition Method	Contract Type	Target Award
	Airfield Paving / TBD	\$49.5M	Best Value	MATOC	TBD
	General Construction / Woman Owned Small Business	\$9.5M	Sole Source	POCA	TBD
	General Construction / Service Disabled Veteran Owned Sm Bus	\$9.5M	Sole Source	POCA	TBD
12	HVAC – Energy / TBD	\$9.5M	Sole Source	POCA	TBD
	HVAC – Energy / TBD	\$49.5M	Best Value	SATOC	TBD
	General Construction (Tinker) / TBD	\$100M	Best Value	SATOC	TBD



# FY12-13 Tentative Indefinite Delivery/Indefinite Qty Acquisitions for O&M Program Execution

FY	Functional Purpose / Business Class	Contract Capacity	Planned Acquisition Method	Contract Type	Target Award
	General Construction (Ft Sill) / TBD	\$100M	Best Value	SATOC	TBD
	Civil Works (1 ea - Gen, Elec, Mech) / TBD	\$9.5M w / \$500K T.O.'s	Best Value / (Low Price Tech Accept T.O.'s)	MATOC	TBD
	Demo (Fort Sill) / 8(a)	\$9.5M	Best Value	MATOC	TBD
	Road Construction / TBD	\$49.5M	Best Value	MATOC	TBD



# Environmental Branch

## Upcoming Opportunities:

FY	Solicitation Description / Business Class	Contract Capacity	Planned Acquisition Method	Contract Type	SF 333 Proposal Due Date
12	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	\$30	Best Value	MATOC –Env Services	1 Dec
12	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	\$30	Best Value	Env Services	TBD



# FY12 Civil Works

## Civil Works Construction Projects

FY	Project Description / Business Class	Contract Capacity	Planned Acquisition Method	Contract Type	Target Award
12	Various Locations - Geothermal Package	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Birch – Service Bridge Repairs	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Canton – Seal Tainter Gate Tie-Back Beam Cavities	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Canton – Repair and Paint 2 Sluice Gates	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Caney Levee – Repair/Replace Three Pump Station Pumps	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter



# FY12 Civil Works

## Civil Works Construction Projects

FY	Project Description / Business Class	Contract Capacity	Planned Acquisition Method	Contract Type	Target Award
12	Caney Levee – Vegetation Removal	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Caney Levee – Replace 8-in Corrugated Metal Pipe Toe Drain System	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Fort Supply – Service Bridge Repairs	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Hulah – Install Digital Gauges on 2 Low Flow Valves	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Keystone – Phase I Replace Spillway Bridge	\$0 - \$5M	TBD	TBD	TBD



# FY12 Civil Works

## Civil Works Construction Projects

FY	Project Description / Business Class	Contract Capacity	Planned Acquisition Method	Contract Type	Target Award
12	Cleveland Levee – Remove Vegetation, Rehabilitate Slide Gates/Flap Gates/Stem Guides, Replace 6 Corrugated Metal Pipes and Improve Ponding Area	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Keystone – Replace Project Office Roof	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Oologah – Replace Service Gate(s), Replace Gearbox Seals and Perform Hoist Machinery & Electrical Maintenance	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter



# FY12 Civil Works

## Civil Works Construction Projects

FY	Project Description / Business Class	Contract Capacity	Planned Acquisition Method	Contract Type	Target Award
12	Red River Chloride Control – Install New Pump Motors and Variable Speed Controllers at Pump Station	\$0 - \$5M	TBD	TBD	3 <sup>rd</sup> Quarter
12	Wister – Replace Service Bridge	\$0 - \$5M	TBD	TBD	4 <sup>th</sup> Quarter
12	Canton – Repair Existing Spillway Bridge	\$0 - \$5M	TBD	TBD	4 <sup>th</sup> Quarter



# SMALL BUSINESS DEPUTY



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