

US ARMY CORPS OF ENGINEERS, NEW YORK DISTRICT OVERVIEW & CONTRACTING OPPORTUNITIES

Justin Helfman

New York District Program Overview

FY20 & FY21

01 March 2020



**US Army Corps
of Engineers®**



NEW YORK DISTRICT PROGRAM



- Full service district
 - Civil Works
 - Military Construction
 - Environmental, Interagency & International Services
 - Real Estate
 - Regulatory
 - Emergency Management & Response
- 500 civilians/4 military
- Serves 20 million people
- 37 Congressional districts

FY 2019 NEW YORK DISTRICT SMALL BUSINESS CONTRACTING REVIEW

Type	NAN FY18 %	Dollars
Total Small Business (SB)	18.87%	\$162,724,677.37
Small Disadvantaged Business (SDB)	9.75%	\$84,037,434.43
SDB as 8(a)	2.22%	\$19,109,457.02
Service Disabled Veteran owned SB	2.19%	\$2,025,214.47
Women Owned SB	3.86%	\$9,113,673.44
HUBZone	1.57%	\$33,245,523.39

406 out of 644 (63%) actions set-aside for Small Businesses

Outliers:

MBWB - \$264,422,000
 Bradley Barracks – \$111,600,000
 KC46-A 2-Bay Hangar – \$52,324,000
 Newark Bay Dredging - \$43,409,975



US Army Corps
of Engineers



UPCOMING CONTRACTING OPPORTUNITIES FY20-FY21

Military Construction

Military SRM Construction

Military A/E

IIES Construction

CW Construction (incl. Sandy)

Civil Works A/E

Civil Works Dredging

** Note: Figures and dates are rough estimates being provided to allow contractors to prepare for potential upcoming work. All dates and amounts are subject to change.*



**US Army Corps
of Engineers®**



FY20 MILITARY CONSTRUCTION

Location	Project	Scope	Project Cost Range	Targeted Acquisition	Proj. RFP Date
Fort Hamilton, NY	NETCOM Commo. Bldg.	Build new Bldg. to support Commo.	\$10-25M	SB DBB	Q4 FY20
Stewart AFB, NY	HVAC & Enclosure Upgrades	Design and Install HVAC Systems in Two Hangars	\$1-5M	SB DB	Q4 FY20
JB-MDL, NJ	Youth Center Annex (Dix)	New 16,000SF Facility	\$5-10M	UR LPTA	Currently Advertised
West Point, NY	Cyber Engineering Academic Center & Parking Structure	Construct New Academic Building focused on Engineering Disciplines & Parking Structure	\$100-250M	UR DBB	Q2 FY20



US Army Corps
of Engineers



FY20 MILITARY CONSTRUCTION (CONT.)

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
West Point, NY	ABUP Swing Site	Construct site for future swing space	\$1-5M	SB DB	Q3 FY20
West Point, NY	Golf Course Clubhouse	Construct a new golf course clubhouse	\$10-25M	UR DBB	Q2 FY20
West Point, NY	Bldg. 620 Renovation	Renovate Barracks Bldg.	\$25-100M	SB DBB	Q3 FY20
West Point, NY	Camp Revitalization	Renovate Multiple Barracks	\$5-10M	SB DBB	Q3 FY20
Ft. Drum, NY	UAS Shadow Hangar	Construct UAV Maintenance Hangar	\$10-25M	SB DB	Currently Advertised
JB MDL, NJ	Security Entry Control Point	Commercial Vehicle Security Entry Control Point	\$5-10M	SB DBB	Q3 FY20
Watervliet Arsenal, NY	Fire Protection	Fire Protection (Manufacturing Buildings)	\$5-10M	SB DBB	Q3 FY20



US Army Corps
of Engineers



FY 21 MILITARY CONSTRUCTION

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
West Point, NY	ABUP Swing Complex	Install Modular Facility for Swing	\$5-10M	SB DB	Q3 FY21
West Point, NY	Lee Barracks Renovation	Renovate Existing Barracks	\$25-100M	UR DBB	Q3 FY21
West Point, NY	Cullum Hall Renovation	Renovate Cullum Hall for Archive and Admin Space	\$25-100M	UR DBB	Q3 FY21
West Point, NY	Camp Revitalization	Renovate Multiple Barracks	\$5-10M	SB DBB	Q3 FY21
Watervliet Arsenal, NY	Bldg. 20 Renovation	Renovate Interior of Manufacturing Bldg.	\$5-10M	SB DBB	Q1 FY21



US Army Corps
of Engineers



FY20 MILITARY A/E

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
NAN/NAD Boundaries	Planning and Design for Projects primarily at USMA	Planning and Design Services	\$25M capacity over 5 years	TBD	Q3 FY20
NAN/NAD Boundaries	Planning and Design for Projects primarily at Picatinny Arsenal	Planning and Design Services	Two @ \$15M capacity over 5 years	SB	Q3 FY20



US Army Corps
of Engineers



FY21 MILITARY A/E

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
NAN/NAD Boundaries	IDC M-328/329 Planning and Design of Military and IIS Projects to include ABUP at USMA	Planning and Design Services	Two @ \$25M capacity over 5 years	TBD	Q2 FY21



US Army Corps
of Engineers.



FY20 EIIS CONSTRUCTION

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
NY	Dept. of VA	Albany VA Parking Garage	\$5M-\$10M	SDVOSB DB	Q3 FY 20
NY	NCA	St Albans Site Master Plan and Columbarium PH 1 Buildout	\$5M-\$10M	SDVOSB DBB	Q3 FY 20
NY	Plum Island	Plum Island Lighthouse	\$1-5m	SB DB	Q2 FY 20
NY	Dept. of VA	Northport VA - Demolition of Buildings 1 & 2	\$5M-\$10M	SDVOSB	Q3 FY 20



US Army Corps
of Engineers



FY20/21 CIVIL WORKS CONSTRUCTION

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
NJ	Green Brook Seg C2, Contract 2 & H Contract 1	Levee/Floodwall/ Road Closure Gates	\$10M- \$25M	IFB	Q3 FY 20
NJ	Green Brook- Piscataway Non-Structural Measures	Non-Structural Measures	\$1M-\$5M	IFB-SB	Q3 FY 20
NJ	Green Brook Seg C2, Contract 3 & H Contract 2	Levee/Floodwall/ Road Closure Gates	\$10M- \$25M	IFB	Q3 FY 21
NY/NJ	Biological, Environmental, Cultural Resources (BECR)	Environmental Services	\$8M Over 5 years	SB	Q4 FY20



US Army Corps
of Engineers



FY 20/21 CONSTRUCTION (SANDY PROGRAM)

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
Port Monmouth, NJ	Port Monmouth – Contract 1	Wetlands Mitigation	\$5-10M	Small Business IFB	Q4 FY 20
Newark, NJ	Joseph Minish, NJ – Contract 3B/4B	Bulkhead	\$10-25M	IFB	Q1 FY 21
Union Beach, NJ	Union Beach Contract 2	Levee/Floodwall, Closure Gate	\$25-100M	IFB	Q4 FY 20
Middletown, NJ	Port Monmouth – Contract 4B	Levee/Floodwall, Closure Gates	\$10-25M	IFB	Q4 FY 20
Middletown, NJ	Port Monmouth – Contract 5	Levee/Floodwall, Pump Station, Road Raising	\$10-25M	IFB	Q1 FY 21



US Army Corps
of Engineers



FY 20/21 CONSTRUCTION (SANDY PROGRAM)

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
Queens, NY	Rockaway Contract 2	Beachfill, Reinforced Dune	\$25-100M	IFB	Q3 FY 21
Queens, NY	Rockaway Contract 3	Permanent Access Features (Dune Crossovers)	\$5-10M	Small Business IFB	Q4 FY 21
Newark, NJ	Passaic River Tidal Contract 1	Floodwall	\$10-25M	IFB	Q4 FY 21



US Army Corps
of Engineers



FY20 CIVIL WORKS A/E

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
NAN/NAD Boundaries	IDC C-208/209 General A-E Services for Navigation, Coastal Flood Risk Management, and Ecosystem Restoration Projects	Planning and Design	Two at \$25M over 5 years	TBD	Q2 FY20
NAN/NAD Boundaries	IDC C-213/214 General A-E Services for Riverine Flood Risk Management and Ecosystem Restoration projects to include Green Brook FRM Project	Planning and Design	Two at \$25M over 5 years	TBD	Q2 FY20
NAN/NAD Boundaries	Planning Services for Civil Works Projects	Planning	\$9.9M over 5 years	SB	Q2 FY20



US Army Corps
of Engineers



FY20 CIVIL WORKS DREDGING

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
New York	Jamaica Bay (Rockaway), NY	Maintenance dredging with beach placement	> \$10M	F&O/IFB	Q4 FY19
New York & New Jersey	NY & NJ Harbor-Port Jersey	Maintenance dredging with ocean placement	\$1-5M	F&O/IFB	Q3 FY20
New York & New Jersey	NY & NJ Harbor-Newark Bay (50ft Reach)	Maintenance dredging with processing/upland placement	> \$10M	F&O/IFB	Q3 FY20
New York	Hudson River (NYC to Waterford)	Maintenance dredging with upland placement	\$5-10M	F&O/IFB	Q3 FY20
NY&NJ	NY&NJ Channels-Perth Amboy	Maintenance dredging with ocean placement	> \$10M	F&O/IFB	Q4 FY20
New Jersey	NY Harbor-Sandy Hook Channel	Maintenance dredging with ocean placement	\$1-5M	F&O/IFB	Q4 FY20



US Army Corps
of Engineers



FY21 CIVIL WORKS DREDGING

Location	Project	Scope	Proj. \$	Targeted Acquisition	Proj. RFP Date
New York	Buttermilk	Maintenance dredging with processing/upland placement	\$5-10M	F&O/IFB	Q3 FY21
New York	East Rockaway Inlet, NY	Maintenance dredging with beach placement	> \$10M	F&O/IFB	Q3 FY21
New Jersey	Raritan River	Maintenance dredging with processing/upland and ocean placement	> \$10M	F&O/IFB	Q3 FY21
New York & New Jersey	Newark Bay (40ft Reach)	Maintenance dredging with processing/upland placement	> \$10M	F&O/IFB	Q3 FY21
NY&NJ	NY&NJ Channels-Arthur Kill	Maintenance dredging with processing/upland placement	> \$10M	F&O/IFB	Q4 FY21
New Jersey	NY Harbor-Sandy Hook Channel	Maintenance dredging with ocean placement	\$1-5M	F&O/IFB	Q4 FY21



US Army Corps of Engineers



MARKET RESEARCH/SOURCES SOUGHT

- Sources sought is a method of Market Research
- Posted in beta.SAM.gov
- Invitation for interested parties to respond
- Summarizes requirements
- Requests capability statement

While often times Market Research is performed to determine whether any Small Businesses are capable of performing the work, Market Research is also an opportunity for all businesses (Small and Large) to provide feedback about the requirements being solicited and risks associated with the procurement approach.



US Army Corps
of Engineers



BETA.SAM.GOV QUICKSEARCH FOR NAD OPPORTUNITIES

Contract Data Reporting for FPDS Users
Attention: The FPDS contract award reporting functions will be migrating to the beta.SAM.gov Data Bank by the end of the second quarter of fiscal year 2020. FPDS reports users should visit the current site to learn more.

Contract Opportunities | I'm looking for... Search

Welcome
This will be the official U.S. government website for people who make, receive, and manage federal awards.

What Can I Do Here?
Contracting

Contract Opportunities (FBO)
This website has officially replaced FBO.gov.

- About Contract Opportunities
- Search Contract Opportunities

Enter :
W912DS for New York
W912BU for Philadelphia
W91236 for Norfolk
W912DR for Baltimore
W912WJ for New England
W912GB for Europe



HOW TO RESPOND

Think of it as a capability statement....

- as an extremely condensed technical and management proposal,
- with evidence of past performance,
- but with no cost section.

DO NOT SUBMIT

- Brochure
- “Canned” response

Failure to respond to all elements can cause your response to be determined as “not responsive”

- Doesn’t mean that you are “not responsible”
- Doesn’t mean that you are “not capable”



HOW RESPONSES ARE EVALUATED

- Does technology exist? (if applicable)
- Does competition exist
 - Are there at least two or more companies?
 - Which small business categories or factors?
- Are we being too restrictive in the criteria
 - Used feedback from Sources Sought to revise DRC
 - Work in progress to ensure we contract with the right firm to perform the job
- Capabilities evaluated
 - Usually on a “go” or “no-go” basis



US Army Corps
of Engineers.



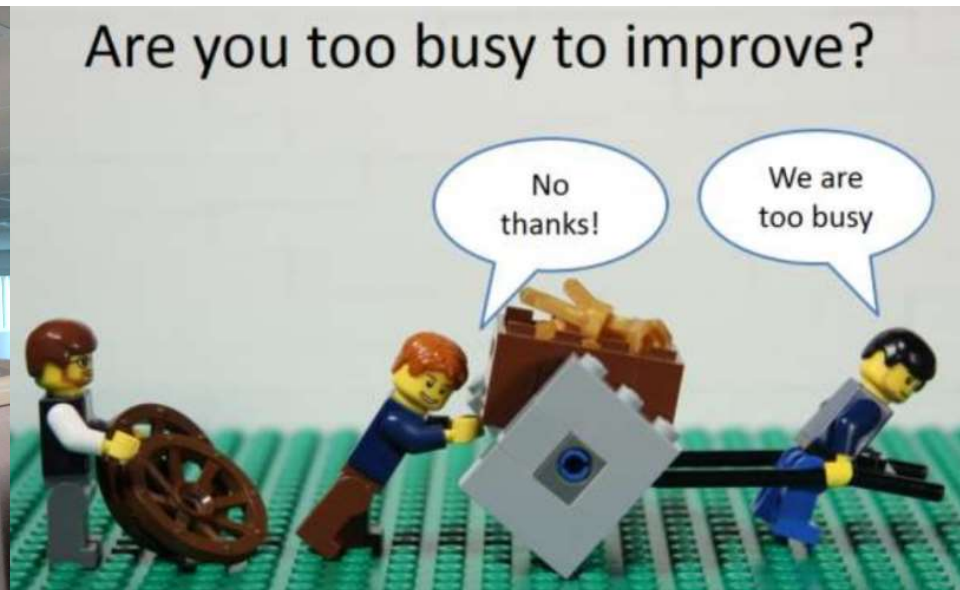
WHY YOU SHOULD SUBMIT QUALITY RESPONSE

Used to determine our acquisition strategy

- Sole source award, if appropriate
- Set-aside under FAR Part 19
- Full & open competition

Anyone eligible may then compete

- Whether you responded or not to sources sought



CONTACT INFORMATION

Justin Helfman

Small Business Deputy, USACE, New York District

Phone 917-790-8004

Email: Justin.L.Helfman@usace.army.mil

Frank Cashman

Chief of Contracting, USACE, New York District

Phone 917-790-8173

Email: Francis.Cashman@usace.army.mil

NAN- “Doing Business With US” Small Business Page

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



**US Army Corps
of Engineers®**

