

U.S. Army Corps of Engineers Chicago District

9th Annual Volk Field Small Business Conference Contracting in times of Emergency

Robert Paluch

Chief, Readiness Section

Chicago District, USACE



US Army Corps of Engineers
BUILDING STRONG[®]



Chicago District Leadership



Kimberly J. Sabo, JD
District Counsel



Colonel Christopher T. Drew
District Commander

James McLean
Strategic Planner



G & A Staff



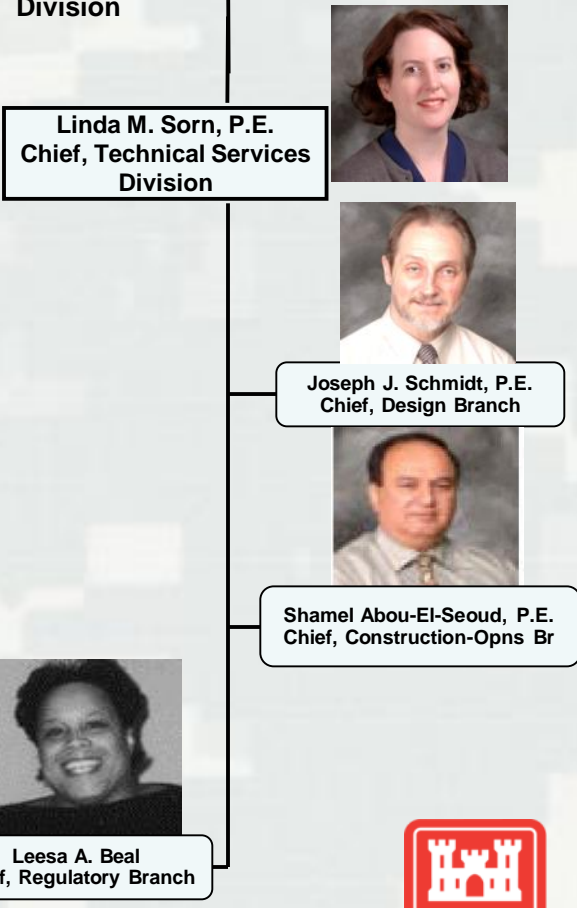
LTC Kevin J. Lovell
Deputy District Commander

PP & PM Division

Roy J. Deda,
Deputy for
Project Management

Technical Services Division

Linda M. Sorn, P.E.
Chief, Technical Services
Division



USACE-Chicago District

Mission: USACE-Chicago District provides **valued, world class leadership, engineering services, and management capabilities** for diverse **stakeholders and partners** within the greater Chicago-land metropolitan area and to the Nation.

• **LRC Mission Areas:**

- Flood Risk Management
- Shoreline Protection
- Navigation
- Environmental
- Emergency Management
- Overseas Contingency Ops
- Regulatory Support
- Real Estate



Great Lakes and Ohio River Division

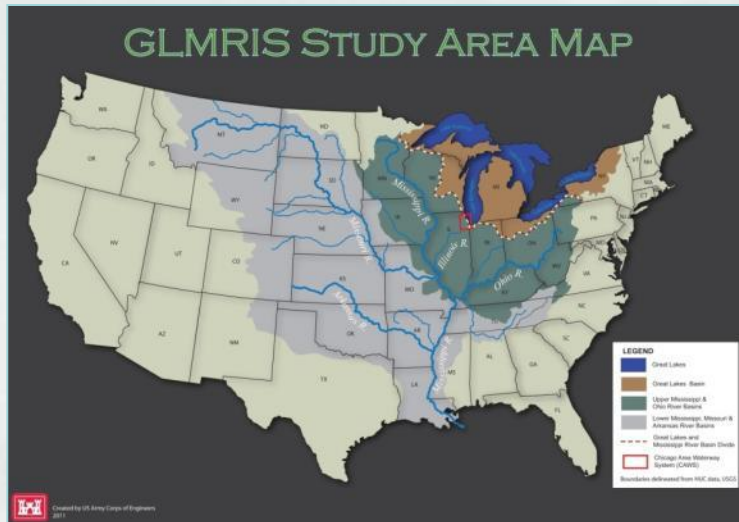


9 Counties (IL – 6; IN – 2+); 5,000 Sq. Mi.; 9.1 Million people

General Investigations

Mission: Conduct feasibility studies to determine cost effective solutions. These studies have the potential to lead to design and construction of various projects in the future.

- **Current Feasibility Studies Include:**
 - **Upper Des Plaines River and Tributaries**
 - **Great Lakes and Mississippi River Interbasin Study**



Chicago – Navigation



Waukegan Harbor

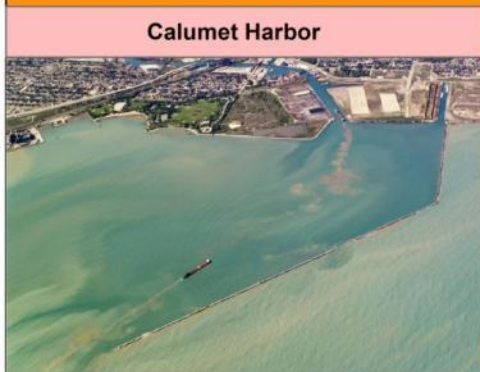


Chicago Harbor Lock

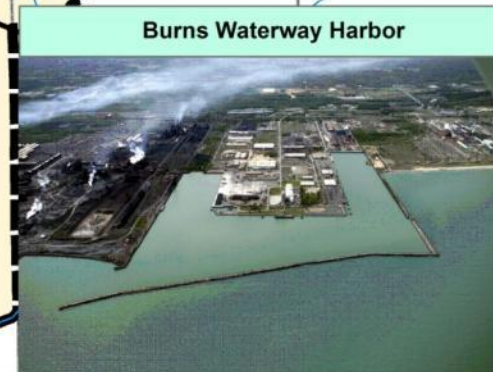
- Seven Harbor projects
- 90% traffic within system
- 14,287 jobs in Chicago area
- \$652 M in wages, salaries
- \$2.8 B in business revenue

Legend

- Navigation Projects
- Chicago District
- Rock Island District
- Counties
- ~ Rivers



Calumet Harbor



Burns Waterway Harbor

Since 1979, the operations and maintenance of the Illinois Waterway has been the responsibility of the USACE, Rock Island District.

Chicago – Flood Risk Management



Des Plaines River Levee 37

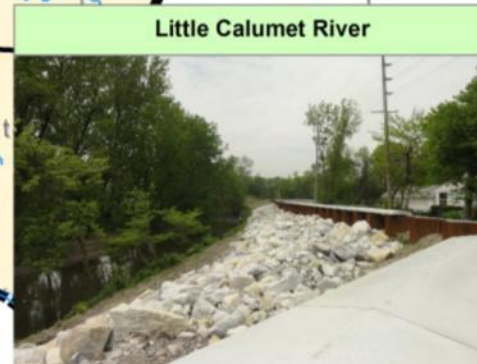
- \$1.28B in flood damages prevented since 1996
- \$ 96M in 2010
- \$130M in 2011
- \$ 48M in 2012
- \$319M in 2013
- \$ 95M in 2014



McCook Reservoir



Chicago Shoreline



Little Calumet River

FY 15 Advertisement Schedule

Contract	Description	Method	\$ Range	Award Date
INDIANA HARBOR, IN	EQUIPMENT STORAGE FACILITY	Small Business	< \$1 M	Jul-15
MC COOK RESERVOIR PROJECT	ROCK WALL IDIQ	Unrestricted	\$10 M	Jul-15
MORTON ARBORETUM, IL	Ecosystem Restoration	Small Business	\$1-5 M	Jul-15
MC COOK RESERVOIR PROJECT	FINAL RESERVOIR PREP	Unrestricted	> \$10 M	Aug-15
INDIANA SHORELINE EROSION, IN	Sand Placement	Small Business	\$500K-\$1 M	Aug-15
GLFER - LAKE COUNTY RAVINE #8, IL	Ecosystem Restoration	8A	\$500K-\$1 M	Aug-15
BURNS WATERWAY HARBOR, IN	FY 15 BURNS HARBOR DREDGING	Small Business	\$1-5 M	Aug-15
CSSC - DISPERSAL BARRIERS	CONTROL GEAR/ BACKUP POWER - PERMANANT BARRIER I BUILDING	Unrestricted	> \$10 M	Aug-15



FY 15 Advertisement Schedule

Contract	Description	Method	\$ Range	Award Date
CSSC - DISPERSAL BARRIERS	NEW ROOF FOR BARRIER IIB	Small Business	\$1-5 M	Aug-15
WAUKEGAN HARBOR, IL	FY 15 WAUKEGAN HARBOR DREDGING	Hubzone	\$1-5 M	Aug-15
CAL REG SEC 219 - PROJECT 4 SANITARY DISTRICT GARY, IN	Installation of New Pipe	Small Business	\$500K-\$1M	Sep-15
CAL REG SEC 219 - PROJECT 2 HOBART, IN	Storm and Sanitary sewer	Small Business	\$1-5 M	Sep-15
CAL REG SEC 219 - PROJECT 2 CROWN POINT, IN	Sewer Lining	Small Business	\$1-5 M	Sep-15
GLFER - FT SHERIDAN, IL	Ecosystem Restoration	Small Business	\$5-10 M	Sep-15
COOK CO. 219 - RICHTON PARK, IL	Water Main improvements	Small Business	\$250K-\$500K	Sep-15



FY 16 Construction Program: \$45M*

PROJECT	Description	\$ Range
MC COOK RESERVOIR PROJECT	MAIN TUNNEL	\$ 11 M
CSSC - DISPERSAL BARRIERS	<ul style="list-style-type: none"> • BLDG 1 UPGRADES • BLDG II A: UPGRADED COOLING SYSTEM • BLDG II B: POWER QUALITY AND UPS 	\$16 M
DREDGING	<ul style="list-style-type: none"> • BURNS HARBOR • INDIANA HARBOR • CALUMET HARBOR • WAUKEGAN HARBOR 	\$12 M
ECO SYSTEM RESORATION PROJECTS	GREAT LAKES FISHERIES ENVIRONMENTAL RESTORATION PROGRAM	\$6 M

* Based on Current President's Budget



Small Business Mission

Small Business Mission Statement:

To sustain the U.S. Army Corps of Engineers as a premier organization in developing small businesses and maximizing their opportunities to participate in our procurements, thereby ensuring a broad base of capable contractors to support the Corps of Engineers mission and strengthen our nation's economic development.



Small Business Program **FY 15**

as of 06 JUL 15

Total Program: 176 Actions, \$29.4 M

Category	Obligated Amount	Number of \$ Actions	Statutory Goal	District Goal	YTD Actual
Small Business	\$18,313,033	133	23 %	50 %	57.47 %
Small Disadvantage Business (8a)	\$208,710	37	5 %	7 %	18.09%
HubZone	\$1,211,088	17	3 %	5 %	9.65 %
Women-Owned SB	\$421,229	30	5 %	5 %	10.33%
Service-Disabled Veteran Owned SB	\$205,742	12	3 %	3 %	1.76%



Identifying Prime Contracting Opportunities

- \$3,000 and less – Bankcard Purchases
 - ▶ Not advertised in FedBizOpps (FBO)
- \$3,000 - \$25,000 – Requests for Quotation
 - ▶ Not advertised in FedBizOpps (FBO)
 - ▶ Similar awards researched
 - ▶ Sources recommended by Customer/Technical Representative
 - ▶ Searches conducted in SAM www.sam.gov



Identifying Prime Contracting Opportunities



- Over \$25,000 – Advertise
 - ▶ www.fedbizopps.gov
 - ▶ Must register at website (FBO) to receive a copy of a solicitation
 - ▶ Best Practices indicate you should review FBO frequently.



READINESS FOCUS

- Emergency Assistance Teams
 - Flood Teams for drainage basins (5 people /team)
 - Upper Des Plaines & Chicago Rivers
 - Lower Des Plaines River (Fish Barrier)
 - Fox & Du Page Rivers
 - Little Calumet & Kankakee Rivers
 - Commodities Planning Response Team (Water)
 - Command and Control Team supporting ESF #3 (public works and engineering) activities in Indiana for New Madrid Earthquake

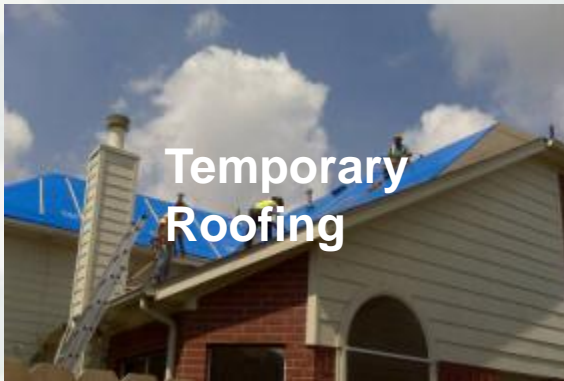


FEMA AUTHORITIES

- What we do when we support FEMA:
 - Stafford Act (Public Law 93-288)
 - President declares disaster
 - FEMA tasks Federal agencies to provide disaster response, recovery and mitigation assistance to State and local governments under the National Response Framework
 - USACE role under the National Response Framework (NRF)
 - DOD assigned responsibility for Emergency Support Function #3 (Public Works and Engineering)
 - USACE is the DOD operating agency for ESF #3 in support of FEMA

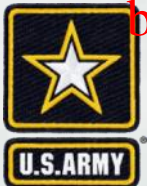


Roles and Responsibilities in the National Response Framework



Common Mistakes in Bidding/Proposing

- Not Reading the Entire Solicitation, including Amendments and Clauses Incorporated by Reference. **Read the entire solicitation and all amendments. If you have questions/concerns, print out and read the clauses that are incorporated by reference.**
- Not Asking a Question about an Ambiguity in the Solicitation. **If you have a question, please ask, contact the Contract Specialist listed in the solicitation. (Please note the cutoff date for questions that's outlined in the solicitation.)**
- Not Submitting your Bid or Proposal on Time. **Send your bid or proposal in early if possible. Confirm receipt of your bid or proposal before the due date.**



Common Mistakes in Bidding/Proposing Cont'd

- For Negotiated Procurements, Not Considering that the Contract may be Awarded without Discussions. **Submit your best technical and price proposal during your initial submission. Don't assume that you will be given an opportunity to submit a revised proposal.**
- Not Following the Instructions in the Solicitation. **Make sure your proposal/offer follows all of the proposal preparation instructions. If not, your offer may be downgraded or rejected.**



Key Contacts

- Roy J. Deda, Deputy for Project Management
(312-846-5302); roy.j.deda@usace.army.mil
- Linda M. Sorn, Chief, Technical Services Division
(312-846-5400); linda.m.sorn@usace.army.mil
- Regina G. Blair, Chief Contracting Branch
(312) 846-5371; regina.g.blair@usace.army.mil
- Roy R. Rossignol, Acting Deputy for Small Business
(615) 736-7569; roy.r.rossignol@usace.army.mil



Chicago District



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