

USACE SDV PROGRAM UPDATE

CONGRESSIONAL PROCUREMENT CONFERENCE MAY 5, 2010 – ROCKVILLE, MD

Jack Beecher

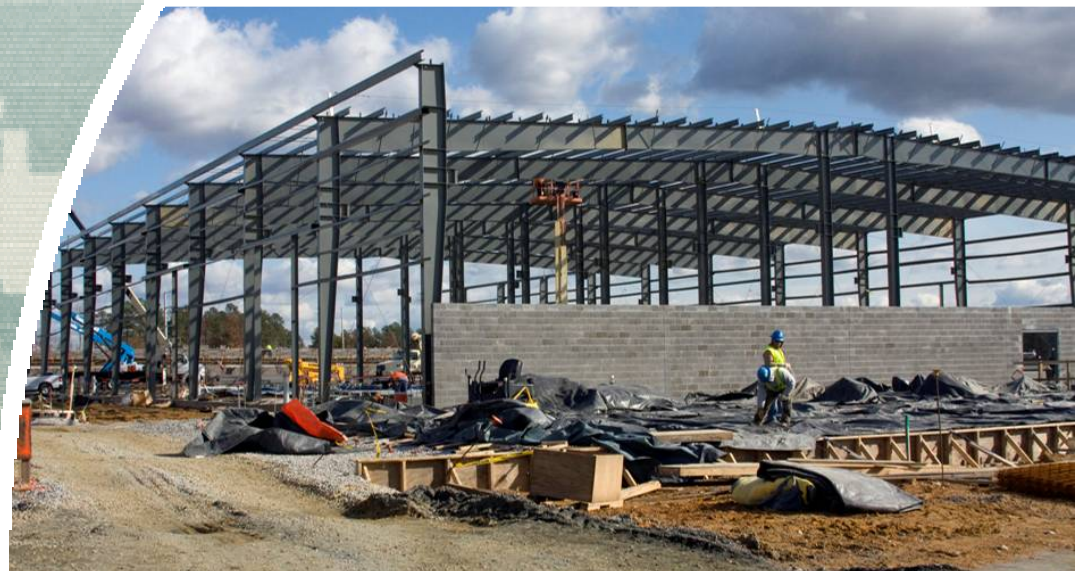
Service Disabled Veteran

Program Manager

Army Corps of Engineers



US Army Corps of Engineers
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CORPS OF ENGINEERS SDV AWARDS FY 03 – FY 09

	Dollars	Percentages
FY03	9.9M	.11%
FY04	58.3M	.66%
FY05	111.7M	1.01%
FY06	211.4M	1.40%
FY07	216.7M	1.42%
FY08	542.7M	1.52%
FY09	756.3M	2.82%
\$756M LED ALL ARMY COMMANDS 09		



CORPS OF ENGINEERS SDV AWARDS FY 08

TOP 10 IN PERCENTAGES		
1	Norfolk	13.81%
2	Detroit	9.20%
3	Omaha	8.54%
4	TEC	8.47%
5	Buffalo	5.49%
6	HEC	4.33%
7	Galveston	4.28%
8	Tulsa	3.95%
9	Alaska	3.52%
10	Sacramento	3.30%
> 3 OTHER OFFICES EXCEEDED 3%		



CORPS OF ENGINEERS SDV AWARDS FY 09

TOP 10 IN PERCENTAGES		
1	Detroit	15.25%
2	Chicago	13.19%
3	Little Rock	11.46%
4	Omaha	10.78%
5	Buffalo	8.92%
6	Los Angeles	8.21%
7	Nashville	6.57%
8	New England	5.31%
9	TEC	5.28%
10	Memphis	4.83%
> 11 OTHER OFFICES EXCEEDED 3%		



CORPS OF ENGINEERS SDV AWARDS FY 08

TOP 10 IN DOLLARS		
1	Norfolk	\$101M
2	Omaha	\$68M
3	Mobile	\$37M
4	Savannah	\$35M
5	Louisville	\$31M
6	TEC	\$30M
7	Ft. Worth	\$26M
8	Baltimore	\$25M
9	Galveston	\$20M
10	Seattle	\$15M
> 5 OTHER OFFICES EXCEEDED \$10M		



CORPS OF ENGINEERS SDV AWARDS FY 09

TOP 10 IN DOLLARS		
1	Omaha	\$107.6M
2	Mobile	\$76.9M
3	Los Angeles	\$53.7M
4	Norfolk	\$41.9M
5	Ft. Worth	\$41.5M
6	Savannah	\$39.2M
7	Louisville	\$31.6M
8	Little Rock	\$28.8M
9	Huntsville	\$25.4M
10	Nashville	\$20.2M
> 14 OTHER OFFICES EXCEEDED \$10M		



CORPS OF ENGINEERS SDV AWARDS FY 10 2ND QTR

TOP 10 IN PERCENTAGES		
1	NORFOLK	24.2%
2	CHICAGO	13.4%
3	NEW ENGLAND	13.1%
4	LOS ANGELES	10.7%
5	SAN FRANCISCO	9.5%
6	LABS VICKSBURG	8.7%
7	PHILADELPHIA	7.2%
8	SACRAMENTO	6.9%
9	ST LOUIS	6.7%
10	BALTIMORE	6.5%
> 10 OTHER OFFICES EXCEED 3%		



CORPS OF ENGINEERS SDV AWARDS FY 10 2ND QTR

TOP 10 IN DOLLARS		
1	NEW ORLEANS	\$68.2M
2	NORFOLK	\$38.9M
3	LOUISVILLE	\$29.8M
4	BALTIMORE	\$20.3M
5	LOS ANGELES	\$17.7M
6	LABS VICKSBURG	\$15.6M
7	FORT WORTH	\$15.1M
8	MOBILE	\$14.5M
9	KANSAS CITY	\$11.9M
10	PHILADELPHIA	\$10.7M
> 5 OTHER OFFICES EXCEEDED \$5M		



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SDV SUCCESS STORIES

- **DEBRIS REMOVAL – EASTERN US - \$200M – NEIE, INC.**
- **ASBESTOS ABATEMENT – FT DIX, NJ - \$2.3M – EDC, LLC.**
- **AE SERVICES – VARIOUS LOC – NAD - \$10M – EDC, INC.**
- **DREDGING – CALUMET HARBOR, IL - \$2.4M – GARNER ,LLC.**
- **ADMN SUPPORT – VAR LOC – NAD - \$500K – GROUP SEVEN**



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SDV SUCCESS STORIES

- **CHEM SUPPLIES – WASH AQUEDUCT - \$152K – VETCORP**
- **ADMN SUPPORT – VAR LOC – NAD - \$500K – GROUP SEVEN**
- **DIGITAL SYSTEM SUPPORT – OVERSEAS - \$194M - AZIMUTH**
- **BASIC RESEARCH – VICKSBURG, MS - \$600K – BIEDENHARN**
- **OYSTER PLANTING – DELAWARE BAY - \$548K – ARGO SYST**
- **DINING FACILITY – FT SILL, OK - \$9.8M - VCI**



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SDV SUCCESS STORIES

- DINING FACILITY – FT LEE, VA - \$6.8M – LEEBCOR
- DPW FACILITY – FT LEE, VA - \$4.6M – TRILICORPE INC.
- DINING FACILITY – FT LEE, VA \$9.1M – IRONBRIDGE CONST
- MAGAZINE FACILITY – FT LEE, VA - \$3.1M – IRONBRIDGE
- LOG FACILITY – FT LEE, VA – \$10.1M -VET CONST MTG
- PARKING LOT – HAMPTON VA CTR - \$1.5M – MJL INC.



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SDV SUCCESS STORIES

- **RENOV MIAMI VA CTR - \$9.2M – SDV CONST GROUP LLC**
- **RENOV MIAMI VA CTR ER - \$2.2M – SEAWOLF CONST CORP**
- **PUMP STATION REPRS – NEW ORLEANS - \$1.9M – D&V LLC**
- **SECURITY SERV – NEW ORLEANS DISTRICT - \$5.1M – L&R**
- **HEAVY EQUIP RENTAL – NEW ORLEANS - \$192K – NEIE**
- **REPLACE HVAC – JOHNSON CITY, TN - \$252K – SRS CONST**



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SDV SUCCESS STORIES

- **COMMAND CENTER – AF ACADEMY, CO - \$4.7M – JBI CONST**
- **MECH UPGRADES – PETERSON AFB, CO - \$2.4M – JBI CONST**
- **WINDOW REPL – NAVAL AIR STAT – JAX - \$5.6M – J2 ENG**
- **GEN INSTR BLDG – FT BENNING, GA - \$4.1M - IRONBRIDGE**
- **TROOP STORE – FT LEE, VA - \$1.5M – VETERANS CONST.**
- **R&D SUPPORT – ERDC - \$7M – ARES SYSTEMS**



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SDV SUCCESS STORIES

- JANITORIAL – PORTLAND DISTRICT - \$187K – **FULL CIRCLE PROPERTY MANAGEMENT**
- HEAVY CONSTRUCTION – NEW ORLEANS - \$17.2M – BENETECH LLC.
- SPILLWAY REPAIRS, NEW ORLEANS - \$634K – LAMPLIGHTER CONST.
- RENOV BLDG 2913, FT BLESS, TX - \$7.3M – VCI-KLCD LLC – ARRA
- CHILD DEV CTR – FT BELVIOR, VA - \$10.8M – **VETCO** – ARRA



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SDV SUCCESS STORIES

- TROOP STORE/BARBER SHOP – FT LEE - **\$1.5M** – **VETS CONST**
- ELECT UPGRADE – ABIQUIU DAM, NM - **\$1.5M** - SDV CONST
- CM SERVICES – PHIL DISTRICT - **\$15M** – **HOMELAND SECURITY**
- BLDG 661 – FT EUSTIS - **\$3.2M** – **EDGEWATER CONST**



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SDV SUCCESS STORIES

- CIVIL CONST IDIQ – MOBILE DISTRICT - **\$20M** – RCI CONST
- FORCE MAIN UPGRADE – LETTERKENNY ARMY DEPOT - **\$946K** - **SENATE BUILDERS**
- ACCESS ROAD – NATIONAL ARBORETUM, DC - **\$191K** – **ENVIRO DESIGN/CONSTRUCTION**



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SDV SUCCESS STORIES

IDIQ CONST CONTRACTS - \$100M – LOUISVILLE DISTRICT

- CALVARY CONTRACTING
- SEMPER TEK
- NORTHVIEW ENTERPRISES
- POWELL'S DESIGN/ENG
- BAMKO, LLC



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SDV SUCCESS STORIES

IDIQ CONST CONTRACTS - \$100M – NEW ORLEANS DISTRICT

- BAILEY- CKY
- BLACKHAWK VENTURES
- DV & ASSOCIATES
- GARNER SERVICES
- INTEGRATED PRO SERVICES
- POWERS & PURNELL



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SDV SUCCESS STORIES

MATOCs - \$ 60M - NORFOLK DISTRICT – DINING FAC – SE REGION US

- RCG/AKINS JV
- H-S JV, LLC
- CENTERRE GOVERNMENT CONTRACTING GROUP

> **H-S - \$10.3M** - DINING FACILITY – FT STEWART, GA



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SDV SUCCESS STORIES

MATOCs - \$ 50M - NORFOLK DISTRICT – BRAC

- LEEBCOR
 - IRONBRIDGE
 - VETERANS CONSTRUCTION
-
- DINING FAC - FT LEE – LEEBCOR - \$6.8M
 - DINING FAC - FT LEE – IRONBRIDGE - \$9.5M
 - LOG FAC – FT LEE – VET CONST MGT. - \$10.1M



DHS

SDV SUCCESS STORIES

RMACC - \$ 35M – CONSTRUCTION – NC & PA

- EDGEWATER CONSTRUCTION
- IRONBRIDGE CONSTRUCTION
- JOINT FORCES CONSTRUCTION

- VIRGINIA BASED SDVs
- POTENTIAL OVER \$100M IN AWARDS OVER NEXT 7 YEARS



NAVY

SDV SUCCESS STORIES

NAVY MATOCS - \$125M – 5 YEARS

- ALLEN & SHARRIFF
- CORTHIAN CONST
- GE SERVICES
- **ARRIBA CORP**



COAST GUARD

SDV SUCCESS STORIES

MATOCs - \$35M – 7 YEARS

- IRONBRIDGE CONST
- DWG & ASSOCIATES
- DAL CONST
- HAMMER-DELAWARE
- J2 ENGINEERING
- EDGEWATER CONST
- JOINT FORCES CONT
- H&H-DMS – JV
- SAMPSON CONTRACTING
- S.S.K, INC



CURRENT SDV OPPORTUNITIES

DREDGE MATERIAL SITES - JACKSONVILLE, FL - \$5M - \$10M

IDIQ CONST – JACKSONVILLE, FL - \$50M – 5 YEARS

OPS FACILITY - FT LEWIS, WA - \$12M - \$14M

DENTAL CLINIC - FT LEWIS, WA - \$10M - \$12M

GIB – CARLISLE BARRACKS, PA - \$2M - \$3M

RESTROOM RENOV – RICHMOND, VA - \$200K - \$500K - VA

UPGRADE WATER DISTR. YORKTOWN VA - \$8M - \$10M – CG

F-22 HANGER – LANGLEY AFB - \$5M - \$7M – **SOURCES**
SOUGHT - FBO.GOV



TIPS FOR SUCCESS

- **CAPABILITY/PAST PERFORMANCE**
 - **FINANCIAL/BONDING**
- **CCR/VETBIZ CERTIFICATIONS**
 - **MARKETING/FBO**
- **WORKING KNOWLEDGE OF FAR**
 - **COSTS EFFECTIVENESS**



TIPS FOR SUCCESS

- INTEGRITY & HONESTY
 - SBA/PTAC
- FOCUS ON SPECIFIC BUSINESS LINE
 - TEAMING/JV/MP
- PROVIDE QUALITY PRODUCTS/SERVICES
 - PATIENCE & DETERMINATION



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MY CONTACT INFORMATION

JACK BEECHER

757-201-7077

J.BEECHER@USACE.ARMY.MIL

NAO.USACE.ARMY.MIL



Questions/Comments?



US Army Corps of Engineers – Norfolk District

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