

SAME – SAVANNAH POST 2023 ANNUAL PROGRAM REVIEW

Charleston District
Outreach Briefing

Dan Klingshirn, PE, PMP
Deputy Chief
Program and Project Management
Division



US Army Corps
of Engineers®



Small Business Info





U.S. ARMY

CHARLESTON DISTRICT VISION, MISSION AND LEADERSHIP



Vision

Trusted, enterprising professionals strengthening South Carolina and the Nation

Mission

Deliver comprehensive solutions through exceptional customer service, collaboration and commitment to quality



Lieutenant Colonel
Andrew Johannes

Commander and
District Engineer



Major Pat Ripton

Deputy
Commander



Lisa Metheney

Deputy District
Engineer for
Programs and Project
Management



U.S. ARMY



US Army Corps
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WHAT WE DO – CORE TASKS

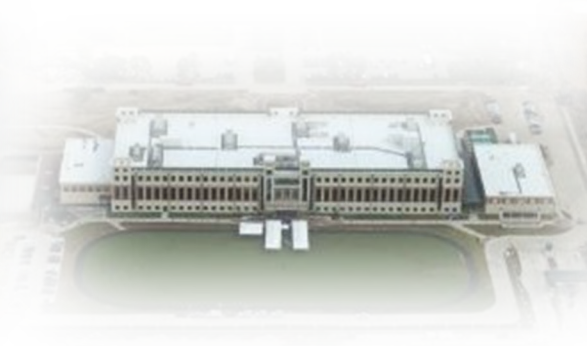
Operations

*Maintaining our Waterborne
Infrastructure*



Facility Investment Services

*Sustainable management of
existing facilities*



Construction

*Supporting Military Readiness
& National Infrastructure*



Civil Works Planning

*Solving Water Resource
Challenges*



Emergency Management

*Support Immediate
Emergency Response Priorities*



Regulatory

*Protecting South Carolina's
Aquatic Environment*

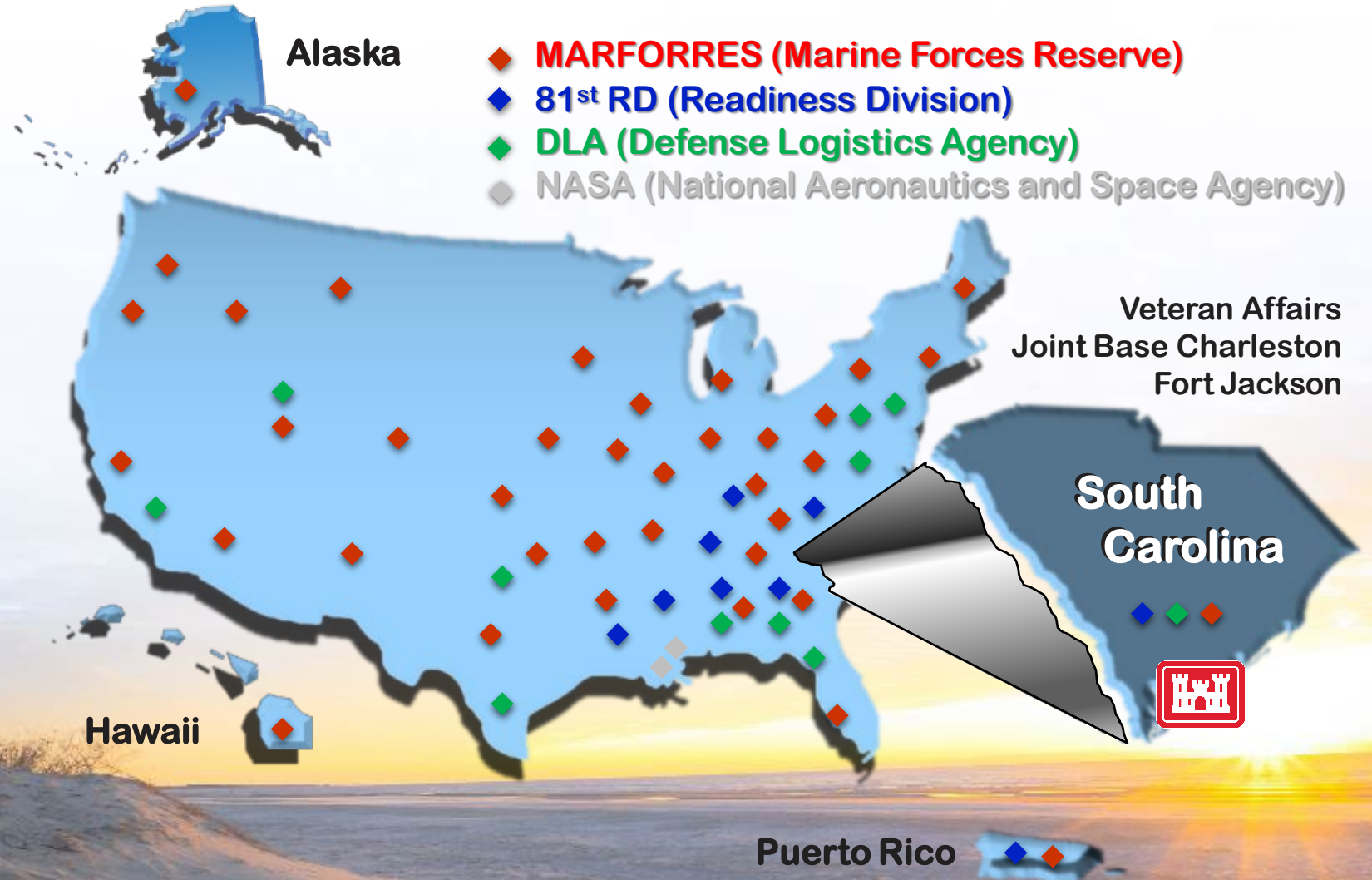




U.S. ARMY CORPS OF ENGINEERS® CHARLESTON DISTRICT



**WHERE WE
WORK →**





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CHARLESTON DISTRICT TEAM AND PROGRAMS



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Charleston District Team: 232 Civilians:

3 Military Officers:

- Commander and District Engineer
- Deputy Commander
- 1st Lieutenant

- 40 Minorities
- 87 Women (40% of Senior Staff)
- 35 Professional Engineers

- 1 PhD
- 69 Veterans
- Numerous Certified Professionals

Charleston District Programs:

South Carolina: Civil Works, Fort Jackson, Joint Base Charleston, Veteran Affairs

Southeast: 81st Readiness Division (RD)

Throughout United States: Marine Forces Reserve (MFR), Defense Logistics Agency (DLA), National Aeronautics and Space Administration (NASA)

Executing \$300M+ Annual Average

Fiscal Year	Contract Dollars Obligated	# of Actions
2017	\$386M	744
2018	\$671M	765
2019	\$315M	729
2020	\$326M	686
2021	\$273M	763
2022	\$240M	760



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TOP FIVE AWARDED NAICS CODES IN FY 2022

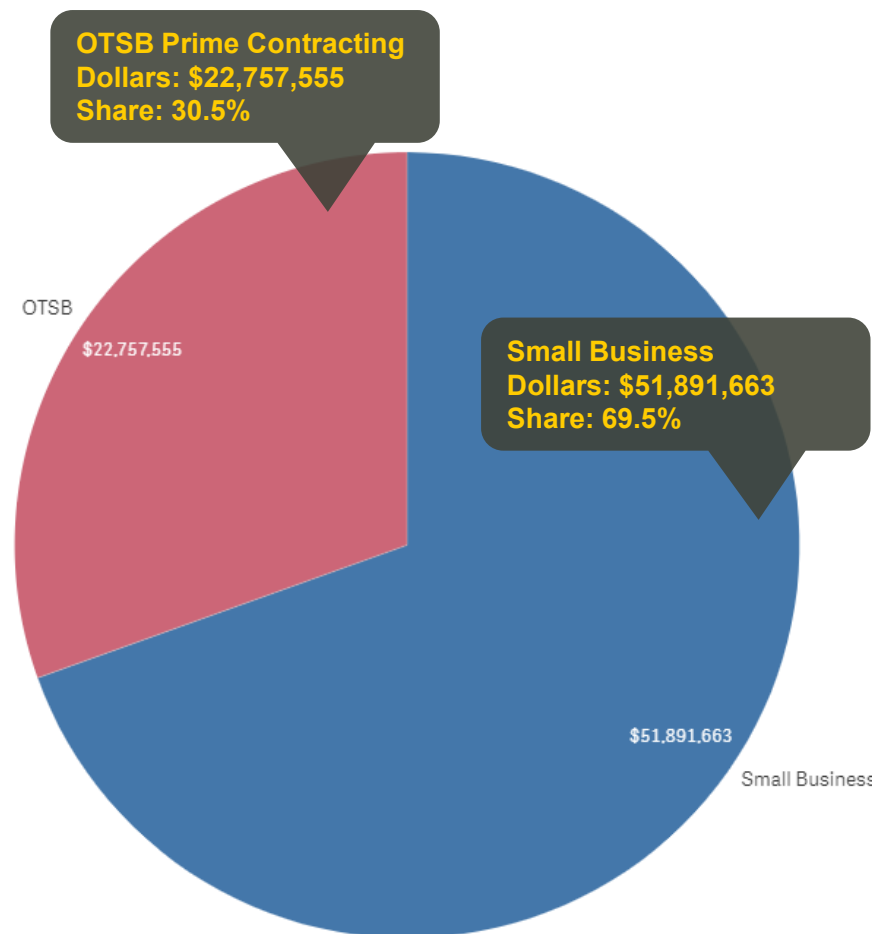
NAICS Description	SB Dollars
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$71,278,482
237110 - WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION	\$4,960,164
237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$24,644,424
333318 - OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING	\$1,608,825
561210 - FACILITIES SUPPORT SERVICES	\$38,625,155

FY2023 SB GOAL ACHIEVEMENT REPORT

Small Business Metric	Current FY Target	Current FY Actual	Current FY Spend
Small Business Eligible	-	-	\$83,825,458
Small Business SDB	42.55%	70.26%	\$58,892,543
SDVO SB	22.50%	22.89%	\$19,186,371
WOSB	5.90%	3.69%	\$3,093,078
HUBZone	7.09%	31.09%	\$26,062,843
	6.78%	11.70%	\$9,807,975

OTSB VS. SB PROCUREMENTS FY 2023

Prime Contracting





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FY23/24 AREAS OF EMPHASIS!

Industries
Roofing
General Contractors
Dredging
Facilities Management – Janitorial and Grounds Keeping
Water and Sewer line Construction



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NEW PROGRAMS AND REQUIREMENTS

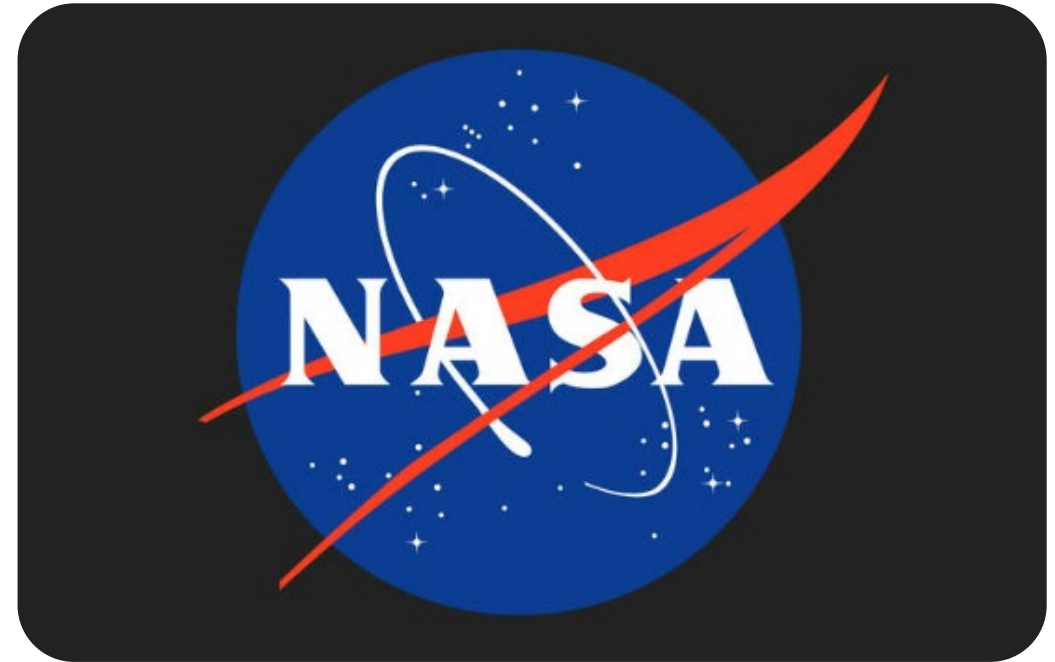
Upcoming Project

Charleston Peninsula Sea Wall



New Customer

NASA – Stennis Space Center
(Mississippi) and Michoud Assembly
Facility (New Orleans)





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CHARLESTON DISTRICT PROJECTIONS FY2023

OF 1 JUNE 2023 (SEARCH SAM.GOV W912HP*)

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Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
81 st RD	81st Muni, AL GSA BASE – NEW GSA TASK ORDER FY23 (Only open to Contractors via GSA)	Alabama	3rd Qtr, FY23	4 th Qtr, FY23	\$1M – \$5M	SB - GSA	W912HP23Q1001
81 st RD	81st Muni, FL GSA BASE – NEW GSA TASK ORDER FY23 (Only open to Contractors via GSA)	Florida	3rd Qtr, FY23	4 th Qtr, FY23	\$1M – \$5M	SB - GSA	W912HP23Q1001
81 st RD	81st Muni, GA GSA BASE – NEW GSA TASK ORDER FY23 (Only open to Contractors via GSA)	Georgia	3rd Qtr, FY23	4 th Qtr, FY23	TBD	SB - GSA	W912HP23Q1001
NASA	Roofing/Re-Roof 24 Misc Buildings Stennis Space Center	Louisiana	3rd Qtr, FY23	4 th Qtr, FY23	More than \$10M	SDB	W912HP23R4000

These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>
The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.



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CHARLESTON DISTRICT PROJECTIONS FY2023

AS OF 1 JUNE 2023 (SEARCH SAM.GOV W912HP*)

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Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
CIVIL WORKS	FY23 – Lake Marion – Orangeburg – Berkeley – Phase 1	Charleston, SC AOR	3rd Qtr, FY23	4 th Qtr, FY23	More than \$10M	SB	W912HP23R0004
CIVIL WORKS	Murrells Inlet Dredging I/JA	Murrells Inlet, SC AOR	3rd Qtr, FY23	4 th Qtr, FY23	\$5-10M	SB (Socioeconomic type TBD)	W912HP23B0001
CIVIL WORKS	Dredging – Charleston Upper	Charleston, SC	3rd Qtr, FY23	4 th Qtr, FY23	\$5-10M	Full and Open	W912HP23B0004
CIVIL WORKS	Dredging – Charleston Lower	Charleston, SC	3rd Qtr, FY23	4 th Qtr, FY23	\$5-10M	Full and Open	W912HP23B0003

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CHARLESTON DISTRICT PROJECTIONS FY2023

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Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
CIVIL WORKS	Lake Marion Supply Contract	South Carolina	1 st Qtr, FY24	3 rd Qtr, FY24	\$5-10M	SB (Socioeconomic type TBD)	TBD
MARFORRES	Intrusion Detection Services Monitoring and Upkeep	Various Location	3 rd Qtr, FY23	4 th Qtr, FY23	\$1M-\$5M	TBD	TBD
SACHQs	FY23 JBC CASA Office Furniture Procurement/Install	South Carolina	3 rd Qtr, FY23	4 th Qtr, FY23	\$100K - \$250K	SB	TBD
DLA	FY23 DLA FIS Contract at DDRT, DDWG, DDNV	Red River, TX; Warner Robbins, GA; Norfolk, VA	3rd Qtr, FY23	4 th Qtr, FY23	\$25k-100k	SB (Socioeconomic type TBD)	TBD

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CHARLESTON DISTRICT PROJECTIONS FY2023

AS OF 1 JUNE 2023 (SEARCH SAM.GOV W912HP*)

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Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
TOOLS TEAM	AE Design - SDVOSB	TBD	FY24	FY24	TBD	SDVOSB	TBD
TOOLS TEAM	AE Design – Small Business	TBD	FY24	FY24	TBD	SB	TBD
TOOLS TEAM	DB Mini MATOC Replacement	TBD	FY24	FY24	TBD	TBD	TBD

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CHARLESTON DISTRICT TAKE AWAYS

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Best Practices for Those Who Want to Work With Us

- ❖ Read and respond to our sources sought notices in accordance with the announcement. Contracting can make the best procurement decisions when provided with requested information.
- ❖ Reach out to our Small Business Professional for a Capabilities Briefing - but do your research! Review our current projections/upcoming projects and see what may interest you and be prepared to speak about it.
- ❖ If you feel as if you are a good fit to do the work that we have out on solicitation but realize your proposal would be unsuccessful because you can't meet the criteria for things like past performance or past experience, reach out to the Contracting Officer or submit a RFI through the means identified in the solicitation. Sometimes we are more restrictive than we realize, we don't know that until you tell us!
- ❖ Check out our new USACE Headquarters Doing Business Page! It is packed with amazing information to help Construction Contractors! <https://www.usace.army.mil/Business-With-Us/Partnering/>

CHARLESTON DISTRICT POCs

**Point of Contact for Charleston District
Chief, Small Business Programs Office (W912HP)**
Tonya Willis, 843-329-8084, tonya.d.willis@usace.army.mil

Chief, Contracting Division (W912HP)
Charlenne Figgins, 843-329-8061, charlenne.l.figgins@usace.army.mil

US Army Corps of Engineers Enterprise Forecast (1 Apr 23)
<https://www.usace.army.mil/Business-With-Us/Small-Business/Upcoming-Contract-Opportunities/>

District Projections Posted monthly along with Tips to Businesses and Other helpful information:
<https://www.usace.army.mil/Business-With-Us/Small-Business/Upcoming-Contract-Opportunities/>

Capabilities Briefings: Scheduled Thursday Mornings (No briefings scheduled Jul, Aug and Sep)

Sources Sought, RFPs & award notices are found at **SAM.GOV** (Search W912HP*) and on
Twitter and Facebook at: twitter.com/CharlestonCorps www.facebook.com/CharlestonCorps

Address: Charleston District, USACE, 69-A Hagood Ave., Charleston, SC 29403-5107

