

NOVEMBER 2017 MID-ATLANTIC REGIONAL COUNCIL:

USACE SUBCONTRACTING PROGRAM

Presented by Crystal E. Teed
28 NOV 2017

"The views, opinions and findings contained in this report are those of the authors(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation."



US Army Corps of Engineers.



U.S. ARMY

TOPICS

- A. USACE
- B. Our Business Partners
- C. Management & Metrics
- D. Planning & Policy
- E. Conclusion



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A. USACE: WHO WE ARE

Vision

Engineering solutions for
our Nation's toughest challenges.

Mission

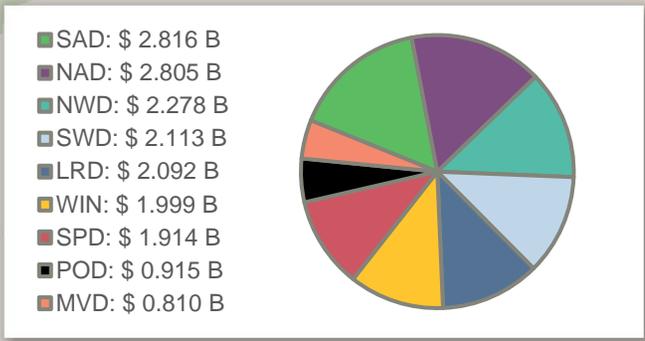
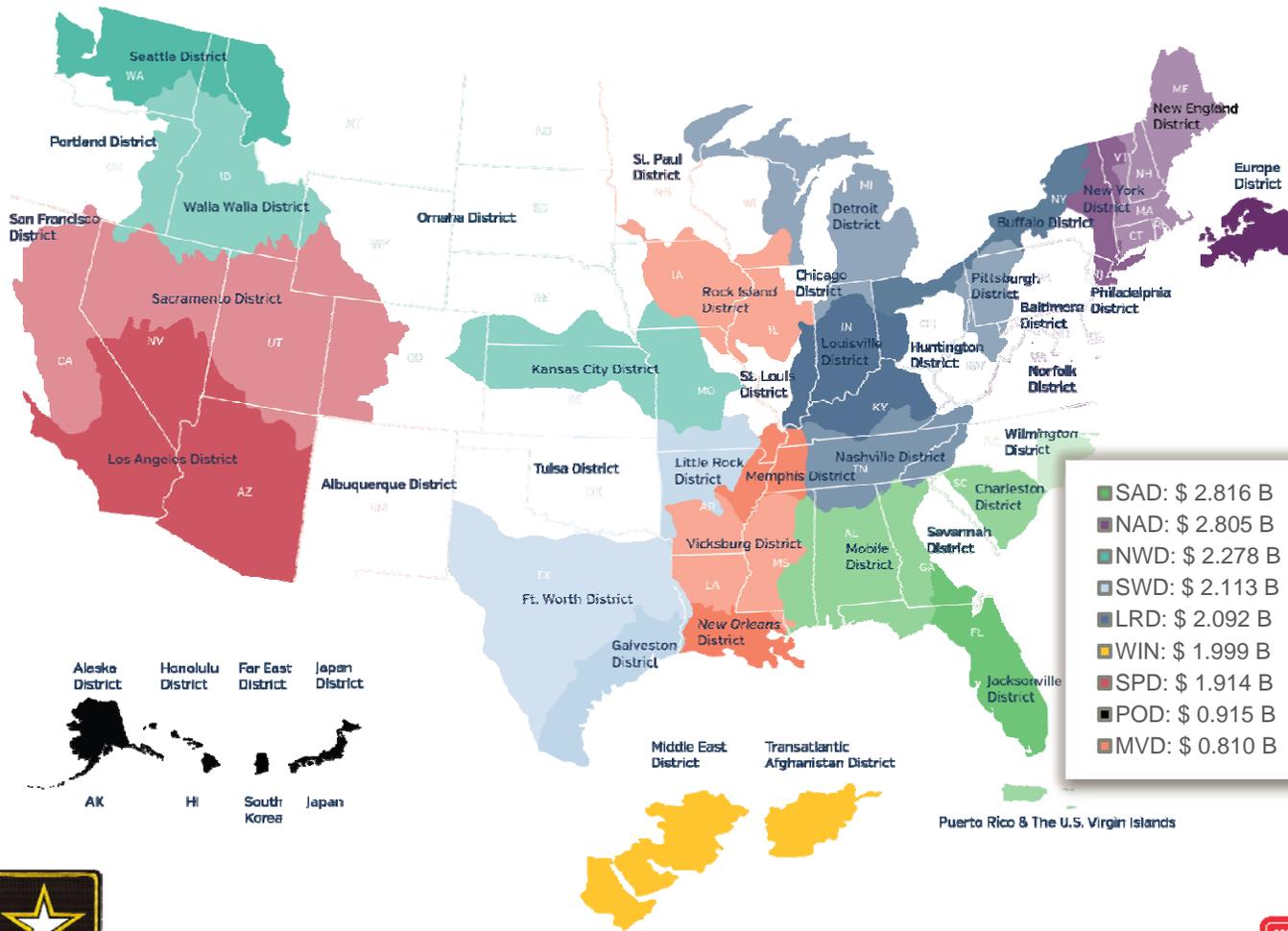
Deliver vital public and military engineering services;
partnering in peace and war to strengthen our Nation's security,
energize the economy and reduce risks from disasters.



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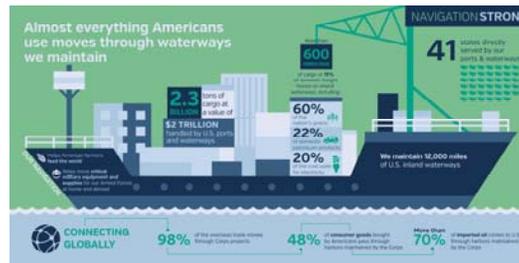
A. USACE: HOW WE ARE



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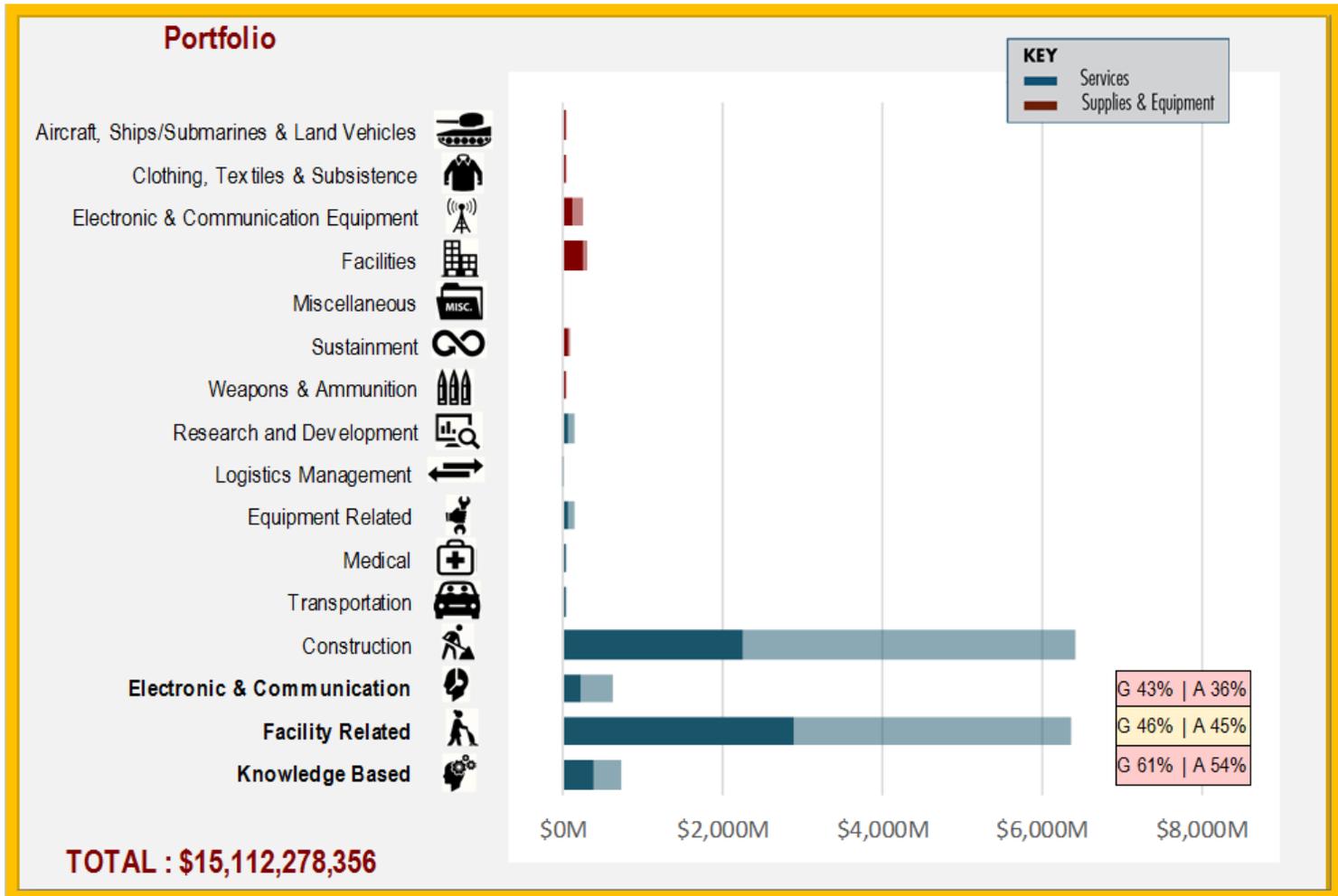
A. USACE: WHAT WE DO



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A. USACE: WHAT WE BUY



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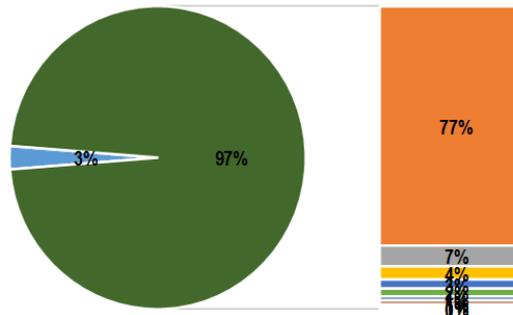


B. OUR BUSINESS PARTNERS

Top 10 Funding Sources

USACE

Name		\$-Obligated	SB%
1 Self	\$	11,644,307,864	41%
2 Other USACE	\$	1,043,991,653	56%
3 DEPT OF THE AIR FORCE	\$	635,810,474	51%
4 DEPT OF DEFENSE	\$	432,632,819	23%
5 MEDCOM	\$	349,302,312	19%
6 DEFENSE LOGISTICS AGENCY	\$	209,242,848	47%
7 EPA	\$	155,947,217	39%
8 DEPT OF THE NAVY	\$	124,553,846	36%
9 IMCOM	\$	85,688,272	57%
10 DEFENSE HEALTH AGENCY (DHA)	\$	57,331,687	85%
Top 10	\$	14,738,808,992	42%
Others	\$	374,679,071	43%
Total (Overall)	\$	15,113,488,063	42%



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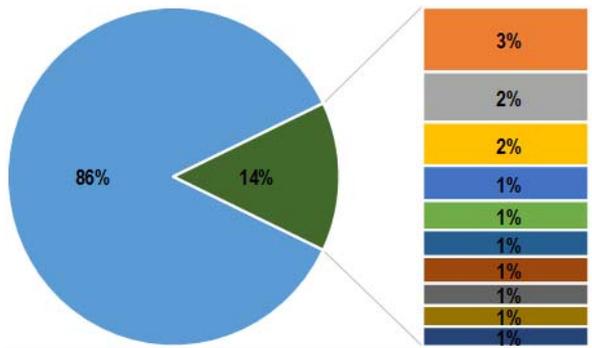


B. OUR BUSINESS PARTNERS

Top 10 Contractors

USACE

Name		\$-Obligated	SB?
1 GREAT LAKES DREDGE & DOCK COMPANY, LLC	\$	414,768,140	✗ 0%
2 J & J MAINTENANCE, INC.	\$	320,915,799	✗ 0%
3 WEEKS MARINE, INC.	\$	274,229,953	✗ 0%
4 WASHINGTON GROUP/ALBERICI JOINT VENTURE	\$	218,868,094	✗ 0%
5 CLARK CONSTRUCTION GROUP, LLC	\$	186,239,216	✗ 0%
6 HENSEL PHELPS CONSTRUCTION CO	\$	171,446,803	✗ 0%
7 GILBANE FEDERAL	\$	164,680,483	✗ 0%
8 BUNDESAMT FÜR BAUWESEN UND RAUMORDNUNG	\$	144,409,201	✗ 0%
9 MANSON CONSTRUCTION CO.	\$	134,201,502	✗ 0%
10 WALSH FEDERAL/ALBERICI JV	\$	120,571,583	✗ 0%
Top 10	\$	2,150,330,773	
Others	\$	12,963,157,289	
Total (Overall)	\$	15,113,488,063	



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...BUT AT THE DIVISION LEVEL...

Top 10 Contractors

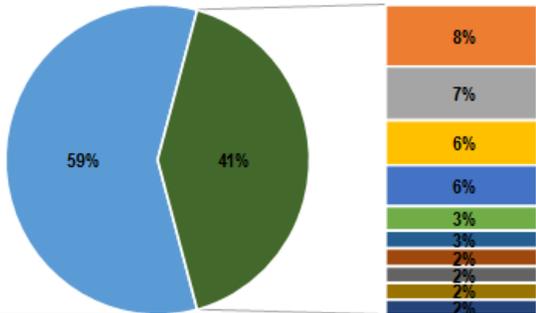
NAD

Name	\$-Obligated	SB?
1 WEEKS MARINE, INC.	\$ 212,665,507	✗
2 CLARK CONSTRUCTION GROUP, LLC	\$ 186,239,216	✗
3 GREAT LAKES DREDGE & DOCK COMPANY, LLC	\$ 152,876,337	✗
4 BUNDESAMT FÜR BAUWESEN UND RAUMORDNUNG	\$ 144,409,201	✗
5 MISCELLANEOUS FOREIGN AWARDEES	\$ 81,863,608	✗
6 MANHATTAN CONSTRUCTION COMPANY	\$ 64,277,980	✗
7 NORFOLK DREDGING COMPANY	\$ 59,069,771	!
8 J. KOKOLAKIS CONTRACTING, INC.	\$ 57,673,219	✗
9 WESSON GROUP, LLC, THE	\$ 55,907,370	✓
10 WHITING-TURNER CONTRACTING COMPANY, THE	\$ 54,387,957	✗
Top 10	\$ 1,069,370,166	
Others	\$ 1,500,384,348	
Total (Overall)	\$ 2,569,754,514	

Top 10 Contractors

NWD

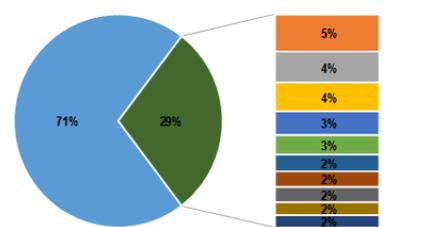
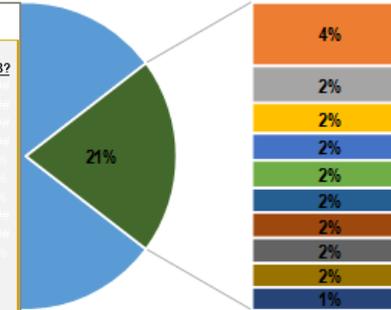
Name	\$-Obligated	SB?
1 STRAUB CONSTRUCTION, INC.	\$ 61,936,000	✗
2 RRDS INC	\$ 36,991,737	✗
3 CABRERA SERVICES INC.	\$ 28,935,950	✗
4 RADMACHER BROTHERS EXCAVATING CO., INC.	\$ 26,577,770	✗
5 TLI SOLUTIONS, INC.	\$ 26,480,718	✗
6 BERS-WESTON SERVICES JVA, LLC	\$ 24,650,483	✗
7 WESTON SOLUTIONS, INC.	\$ 24,629,914	✓
8 STRATA CORPORATION	\$ 23,893,500	✓
9 J. E. MCAMIS, INC.	\$ 23,745,432	✗
10 BALFOUR-WALTON A JOINT VENTURE	\$ 22,416,415	✓
Top 10	\$ 300,257,919	
Others	\$ 1,155,249,298	
Total (Overall)	\$ 1,455,507,217	



Top 10 Contractors

MVD

Name	\$-Obligated	SB?
1 AMES CONSTRUCTION, INC.	\$ 46,067,867	✓
2 PINE BLUFF SAND AND GRAVEL COMPANY	\$ 37,623,337	✓
3 WEEKS MARINE, INC.	\$ 34,904,663	✓
4 MANSON CONSTRUCTION CO.	\$ 29,218,342	✓
5 CAYO, LLC	\$ 23,763,373	✗
6 APC CONSTRUCTION, LLC	\$ 20,745,899	✗
7 MERTZKE, D W EXCAVATING & TRUCKING INC	\$ 19,239,508	✗
8 LUHR BROS., INC.	\$ 17,944,376	✓
9 MIKE HOOKS, L.L.C.	\$ 16,929,000	✓
10 DUBUQUE BARGE AND FLEETING SERVICE COMPANY	\$ 14,632,941	✗
Top 10	\$ 260,969,308	
Others	\$ 630,984,312	
Total (Overall)	\$ 891,943,620	



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B. OUR PARTNERS: PRE-AWARD

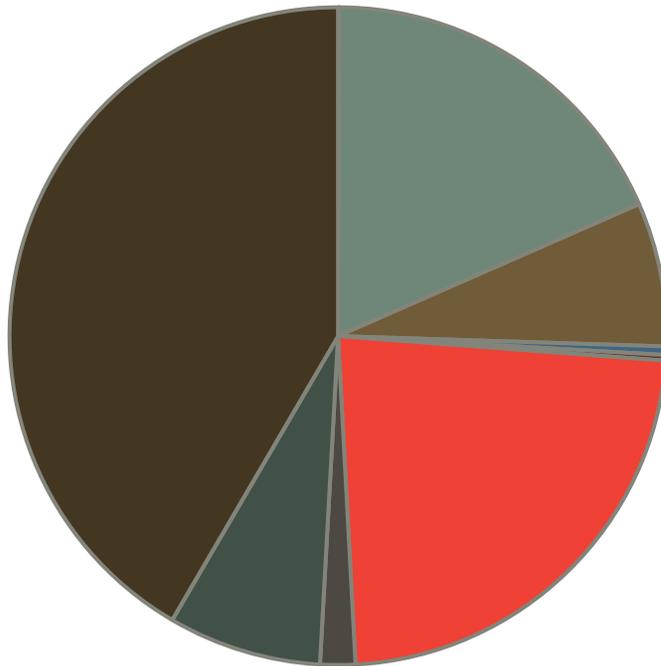
<u>Respond to Sources Sought</u>	Low Estimate, Simple Proposal		
Search FBO.gov		\$ -	
Read Notice		\$ -	
Fact-Finding		\$ -	
Draft Response		\$ -	
Coordinate & Submit		\$ -	\$ -
<u>Respond to Solicitation</u>			
Search FBO.gov		\$ -	
Skim Solicitation		\$ -	
P(Win) v. P(Go)		\$ -	
Read Solicitation		\$ -	
Write Questions		\$ -	
Fact-finding & Supply-chain		\$ -	
Draft Proposal		\$ -	
Coordinate Proposal		\$ -	\$ -
<u>Communications</u>			
		\$ -	
<u>Total Labor</u>			
		\$ -	
<u>Materials</u>			
Printing & Electronic Media			
Courier			
<u>Total Costs</u>			
		\$ -	



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B. OUR PARTNERS: SUBCONTRACTING



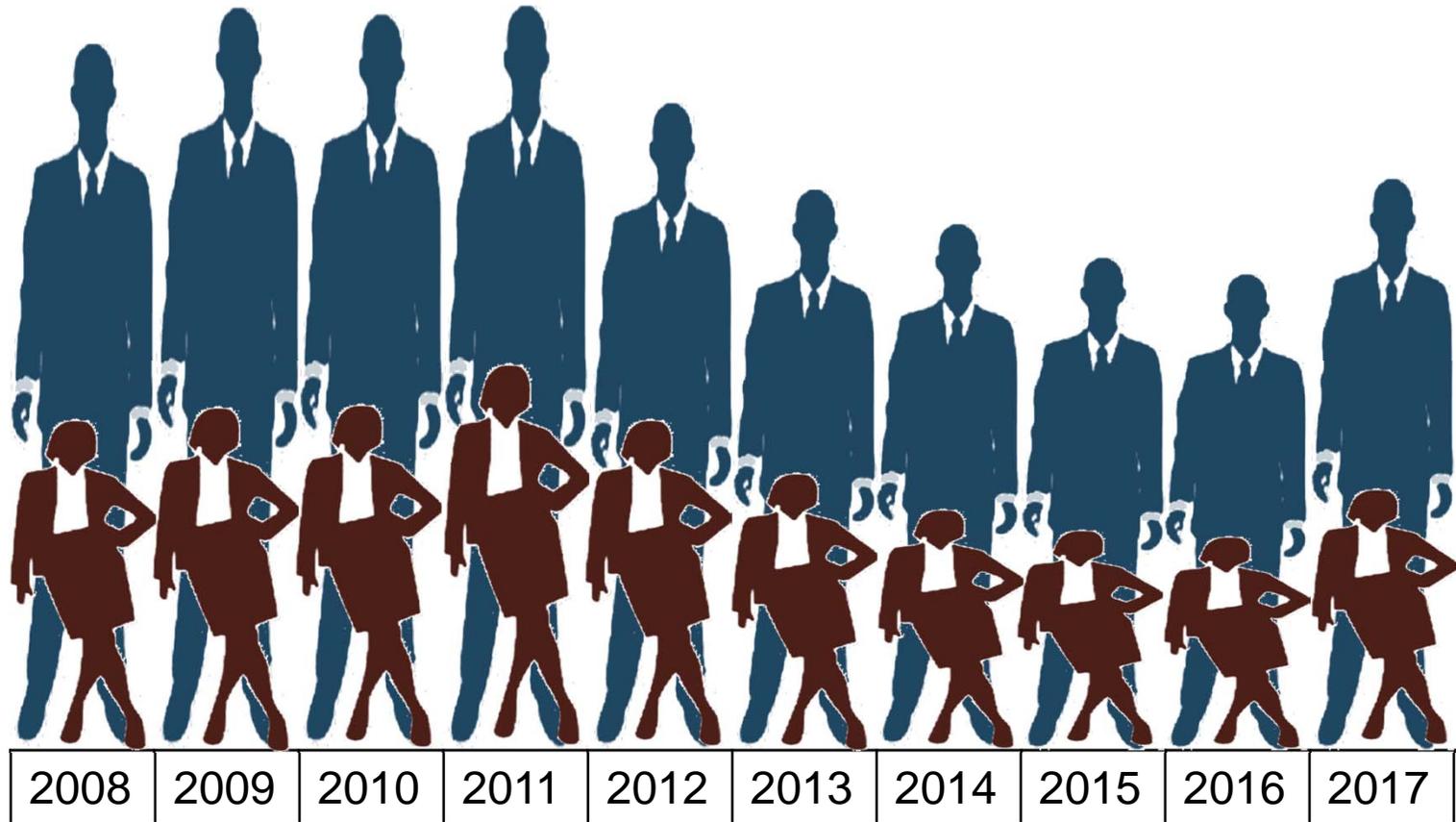
- 1. Plan Not Included – No Subcontracting Possibilities - A Subcontracting Plan was not included in the contract because subcontracting possibilities do not exist (FAR 19.705-2I)
- 2. Plan Not Required – No Subcontracting Plan was required. (For example, the action did not meet the dollar thresholds in FAR 19.702(a))
- 3. Plan Required (Pre 2004)
- 4. Plan Required - Incentive Included – Includes a Subcontracting Plan and also includes additional incentives (FAR 19.702(a), FAR 19.708(c), and DFARS 219.708(c)). This value is end-dated as of May 1, 2015.
- 5. Plan Required - Incentive Not Included – Includes a Subcontracting Plan, but does not include additional incentives (FAR 19.702(a) and FAR 19.708(c)). This value is end-dated as of May 1, 2015.
- 6. Individual Subcontract Plan – Applies to a specific contract with goals that covers the entire contract period, including option periods (FAR 19.701)
- 7. Commercial Subcontract Plan – Commercial plan#means a subcontracting plan (including goals) that covers the offerer's fiscal year and that applies to the entire production of commercial items sold by either the entire company or a portion thereof (e.g.,
- 8. DOD Comprehensive Subcontract Plan – A subcontracting plan based on a plant, division, or company-wide basis. This value is only valid for DoD. (DFARS 219.702).
- #N/A



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B. OUR PARTNERS: INDUSTRIAL BASE



Small Businesses



Other Than Small Businesses



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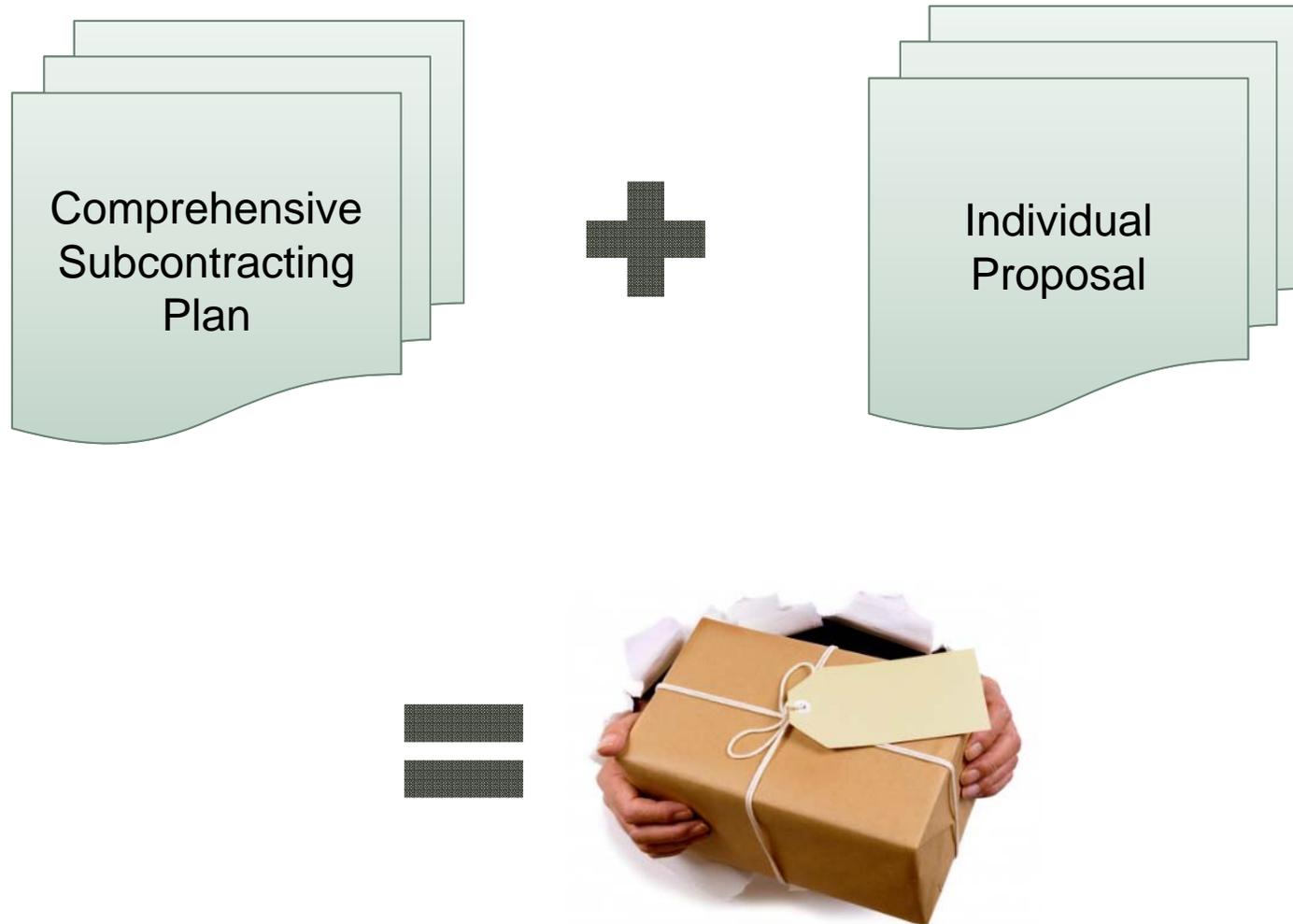
B. OUR PARTNERS: POST-AWARD



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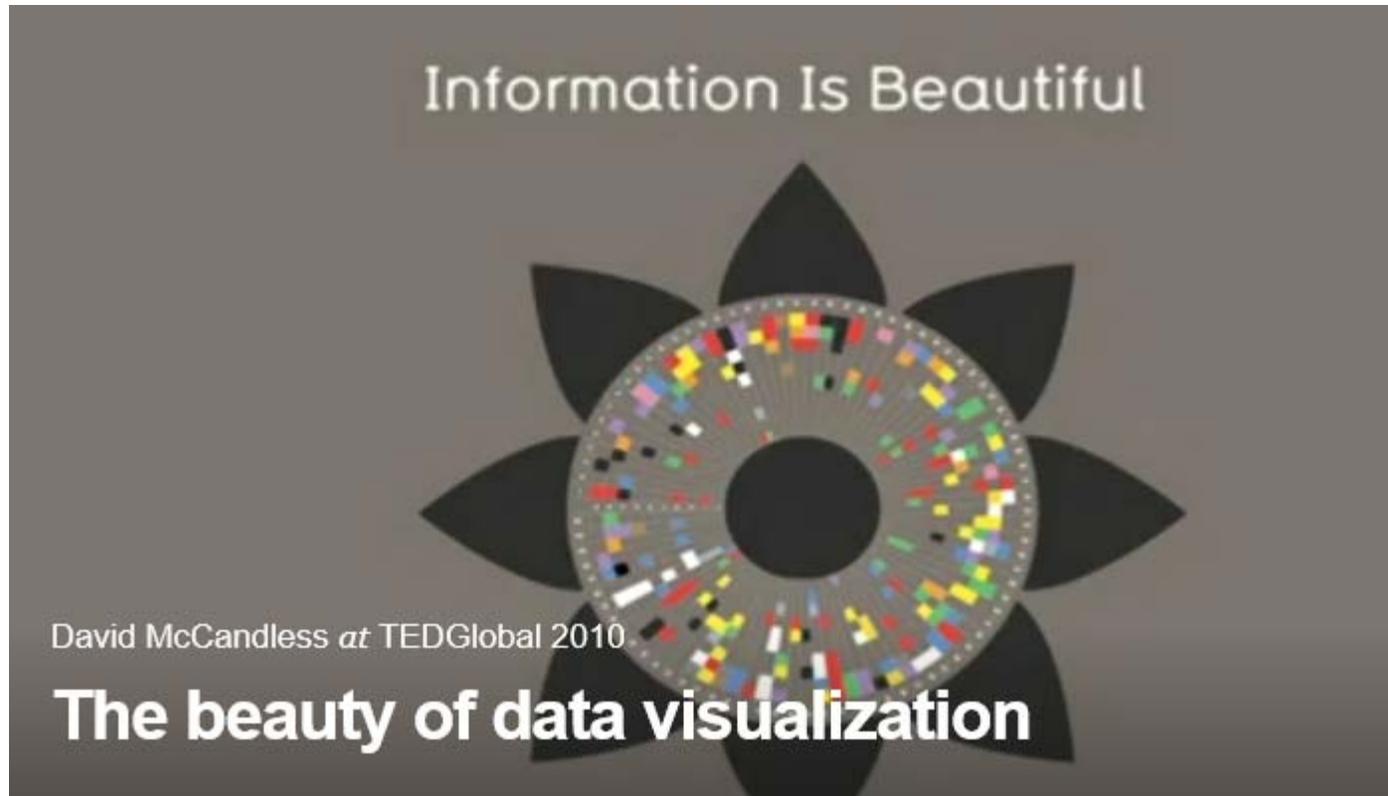
C. SPECIAL CONSIDERATIONS



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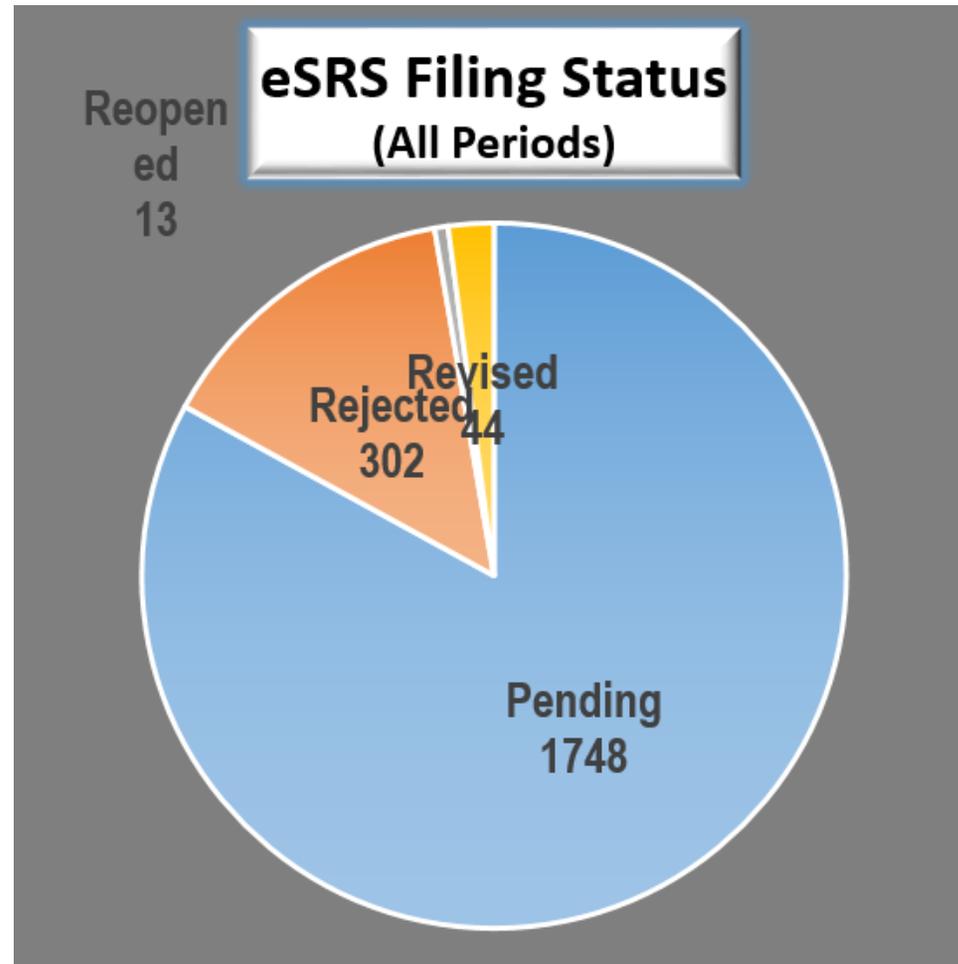
D. MANAGEMENT & METRICS



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D.1. M&M: REPORTING



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D.2. M&M: PRE-AWARD, POST-AWARD



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D. M&M: THE POWER OF PIVOT

Demonstration: Pivot Chart (Standard)

The screenshot displays the FPDS Next Generation web application interface. The browser address bar shows the URL <https://www.fpds.gov/common/jsp/FPDS.jsp>. The user is logged in as CRYSTAL E. TEED@RPT2100. The interface is organized into several main sections:

- Awards:** Includes Delivery / Task Order Against IDV, Purchase Order, Definitive Contract, BPA Call, Other Transaction Awards, Order, and Agreement.
- Basic IDVs:** Includes FSS, GWAC, BOA, BPA, IDC, Other Transaction IDVs, and IDV.
- Transactions/Modifications:** Includes Corrections and Modifications.
- System Administration:** Includes Users, Locations (Place, Country), Organizations (Department, Agency, Functional Dimension, Organization, Funding & Contracting Offices), Service Classifications (NAICS, PSC, Claimant Program, Acquisition Program), and Data Ownership.
- Reports:** Includes Standard Reports, Ad Hoc Reports, ezSearch, and Interagency Contract Directory.

At the bottom of the interface, there are two inboxes: Awards Inbox and IDV Inbox. The Awards Inbox shows counts for Draft Awards (0), Final Awards (0), Error Awards (0), Unsaved Awards (0), Template Awards (0), and Transfer Awards (75). The IDV Inbox shows counts for Draft IDVs (0), Final IDVs (0), Error IDVs (0), Unsaved IDVs (0), Template IDVs (0), and Transfer IDVs (15).

The URL in the address bar is https://www.fpds.gov/Reports/manage/jsp/myReportsController.jsp?OWASP_CSRFTOKEN=null.



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D. M&M: THE POWER OF PIVOT

Demonstration: Subcontracting Plan (Ad Hoc)

https://www.fpds.gov/wiki/index.php/FPDS-NG_FAQ

The screenshot displays the FPDS Next Generation web application. The user is logged in as CRYSTAL E. TEED@RPT2100. The interface is organized into several main sections:

- Awards:** Delivery / Task Order Against IDV, Purchase Order, Definitive Contract, BPA Call, Other Transaction Awards, Order, Agreement, Awards Inbox (Draft Awards: 0, Final Awards: 0, Error Awards: 0, Unsaved Awards: 0, Template Awards: 0, Transfer Awards: 75).
- Basic IDVs:** FSS, GWAC, BOA, BPA, IDC, Other Transaction IDVs, IDV IDV, IDV Inbox (Draft IDVs: 0, Final IDVs: 0, Error IDVs: 0, Unsaved IDVs: 0, Template IDVs: 0, Transfer IDVs: 15).
- Transactions/Modifications:** Corrections, Modifications.
- System Administration:** Users, Locations (Place, Country), Organizations (Department, Agency, Functional Dimension, Organization, Funding & Contracting Offices), Service Classifications (NAICS, PSC, Claimant Program, Acquisition Program), Data Ownership.
- Reports:** Standard Reports, Ad Hoc Reports, ezSearch, Interagency Contract Directory.

At the bottom of the page, there is a link: "For an audit log, please [click here](#)".



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E. POLICY & PLANNING



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F. CHALLENGE TO YOU...

"Experience is the key to greatness."

~ Arthur Williams

"If you have not the experience, ask. There is no shame in asking, but do not pretend you know when you don't."

~ Mother Teresa



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CONCLUSION / DISCUSSION



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