DOD Packet

2017

Associated General Contractors of Alaska

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Anchorage, Alaska 99518

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www.agcak.org

The mission of AGC of Alaska is to advocate for our members and the Alaskan construction industry; to provide educational opportunities for our members; and to make the public aware of our members' skills, responsibility, and integrity.
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“BUILDING AND PRESERVING ALASKA’S FUTURE”

District Overview

Jim Jeffords
Chief of Engineering, Construction and Operations Division
U.S. Army Corps of Engineers – Alaska District
9 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.”
WHERE WE WORK

Military Installations  Civil Works Projects  Environmental Projects

Where We Work

Los Angeles, CA
Savannah, GA

Mission

The Alaska District provides a full spectrum of quality engineering, technical and construction support services in support of peacetime and contingency operations in Alaska, throughout the Pacific Region and the world.

International Projects

- Bangladesh
- Cambodia
- India
- Laos
- Mongolia
- Myanmar
- Nepal
- Sri Lanka
- Vietnam

Los Angeles, CA
ATTU Formerly Used Defense Site

St Paul Harbor

Kivalina Erosion

Umiat Air Force Station

Chena Flood Control Project

Eielson Air Force Base

Fort Greely

Joint Base Elmendorf-Richardson

Anchorage Harbor Dredging

INTERNATIONAL PROJECTS
MAJOR PROGRAMS

MILITARY
- F-35A Program at Eielson AFB

CIVIL WORKS
- Dredging Cook Inlet near Anchorage
- Blood Bank in Nepal
- Wetlands Delineation

ENVIRONMENTAL
- Soil Excavation at Northeast Cape
- Levee Inspection in Galena

INTERAGENCY & INTERNATIONAL
- Soil Excavation at Northeast Cape

REGULATORY
- Dredging Cook Inlet near Anchorage
- Wetlands Delineation

EMERGENCY MANAGEMENT
- Soil Excavation at Northeast Cape
MILITARY PROGRAM
Mission Support, Infrastructure & Quality of Life

F-35A Beddown Program at Eielson Air Force Base

“Gray Eagle” Unmanned Aircraft System at Fort Wainwright

Dormitory at Eielson Air Force Base

Central Heat and Power Plant at Eielson Air Force Base
MISSILE DEFENSE PROGRAM

Early Warning Radar for Ballistic Missile Defense System at Clear Air Force Station

Long Range Discrimination Radar at Clear Air Force Station

Ground-Based Interceptor Missile Silo at Fort Greely

Mechanical-Electrical Building at Missile Field 1 on Fort Greely
CIVIL WORKS PROGRAM

Current Activities

• Navigation
• Flood Risk Management
• Coastal and Storm Damage Reduction
• Emergency Response
• Water Supply
• Recreation

Annual Maintenance Dredging at Homer Harbor

Shoreline Protection at Unalakleet

Navigation Improvements at Valdez Harbor
CHENA RIVER LAKES FLOOD CONTROL PROJECT

- Built after 1967 flood disaster in Fairbanks
- Construction completed in 1979
- Features 7 1/2-mile earthen dam, floodway and 26-mile levee
- Moose Creek Dam operations reduce flood risk from spring through fall in the greater Fairbanks area
- Implemented interim risk reduction measures and developing long-term solutions to address concerns identified in 2009 Corps-wide dam safety assessment

Debris Bailing Operations at Dam Control Works

Relief Well during Operations

Tim Feavel, Project Manager
ENVIRONMENTAL PROGRAM

- Formerly Used Defense Sites Program
- Native American Lands Environmental Mitigation Program
- Army and Air Force Environmental Programs
- Interagency Environmental Program

Base Camp at Tanaga Island

Remediation at Umiat Test Well #9

Remediation at Attu Island

US Army Corps of Engineers

U.S. Army
INTERAGENCY PROGRAM

Partners
- Denali Commission
- Coast Guard
- Federal Aviation Administration
- National Oceanic and Atmospheric Administration
- Department of Energy
- Bureau of Indian Affairs
- Bureau of Land Management

U.S. Coast Guard
in Arctic

Mooring Points
in Rural Alaska
for Denali Commission

Red Devil Mine
with BLM as Lead Agency
**INTERNATIONAL PROGRAM**

**Nepal**
- Humanitarian Assistance
- Warehouses, emergency response centers
- Six projects in procurement, design or construction

**U.S. Agency for International Development**
- Design and construction of one primary health care center

**Laos**
- Humanitarian Assistance
- Construction of schools, medical clinics and large nutrition center
- Ten projects in design or construction

**Vietnam**
- Humanitarian Assistance
- Disaster response centers, schools, clinics and communications projects
- Twelve projects in design or construction

**Cambodia**
- Humanitarian Assistance
- Blood banks and schools
- Four projects in procurement, design or construction

**Mongolia**
- Global Peace Operations Initiative
- Recently completed Five Hills Training Center at $5.8M
- Humanitarian Assistance
- Three schools and workshops in planning

**Philippines**
- Defense Threat Reduction Agency
- Laboratory standard design development

**Sri Lanka & Maldives**
- Humanitarian Assistance
- Hospitals, schools
- Eleven projects in procurement, design or construction
- Foreign Military Financing
- Materials supply for boat storage and ramps

**Bangladesh**
- Humanitarian Assistance
- Coastal crisis management centers
- Two in procurement, design or construction
- U.S. Agency for International Development
- Multipurpose cyclone shelters/schools
- Three-year program at $40.5M
- 16 projects in construction
- Agriculture Infrastructure Program supporting roads, markets and irrigation projects
- Global Peace Operations Initiative
- Design and construction of multipurpose training facility and upgrades to academic building at $4.6M

**India**
- Foreign Military Sales
- C-17 Beddown Project
  - Programmed amount: $285M
  - Contract amount: $230M
  - 61% complete as of Jan 2016
  - Prime contractor: Boeing

**Vietnam**
- Foreign Military Sales
  - C-17 Beddown Project
    - Programmed amount: $285M
    - Contract amount: $230M
    - 61% complete as of Jan 2016
    - Prime contractor: Boeing

**Defence Threat Reduction Agency**
- Cooling tower replacement

**U.S. Agency for International Development**
- Design and construction of one primary health care center

**BUILDING STRONG®**

**Philippines**
- Defense Threat Reduction Agency
- Laboratory standard design development

**Cambodia**
- Humanitarian Assistance
- Blood banks and schools. Four projects in procurement, design or construction
- Defence Threat Reduction Agency
- Cooling tower replacement
REGULATORY PROGRAM

Mission
• To protect the Nation’s aquatic resources, while allowing reasonable development through fair, flexible and balanced permit decisions

Authorities
• Section 10 Rivers and Harbors Act of 1899
• Section 404 Clean Water Act (1972)
• Section 103 Marine, Protection, Research and Sanctuaries Act (1972)

Activities Requiring Permits
• Filling wetlands, streams, marine waters, lakes and other waters
• Mechanized land clearing in wetlands
• Work in or affecting navigable waters, such as dredging or pile-supported structures
Public Law 84-99: Flood Control and Coastal Emergencies

Stafford Act

National Response Framework

Section 302, Water Resource Act of 1990 and Amended Public Law 84-99
Summary for FY17 Awards to Small Businesses

- **USACE Alaska District awarded 75.38% of dollars to Small Business Firms in FY17**

<table>
<thead>
<tr>
<th>PROGRAM</th>
<th>ACTIONS</th>
<th>% ACTIONS</th>
<th>DOLLARS</th>
<th>% DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB Eligible</td>
<td>852</td>
<td></td>
<td>$465.6 M</td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>494</td>
<td>57.98%</td>
<td>$350.9 M</td>
<td>75.38%</td>
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<tr>
<td>SDB (includes 8(a))</td>
<td>289</td>
<td>33.92%</td>
<td>$182.4 M</td>
<td>39.17%</td>
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<tr>
<td>SDVOSB</td>
<td>41</td>
<td>4.81%</td>
<td>$8.5 M</td>
<td>1.82%</td>
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<tr>
<td>Woman Owned</td>
<td>48</td>
<td>5.63%</td>
<td>$9.0 M</td>
<td>1.93%</td>
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<tr>
<td>HubZone</td>
<td>98</td>
<td>11.50%</td>
<td>$18.2 M</td>
<td>3.91%</td>
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## FY18 Goal for Awards to Small Businesses

<table>
<thead>
<tr>
<th>Program</th>
<th>FY18 Goal</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>58%</td>
</tr>
<tr>
<td>SDB (includes 8(a))</td>
<td>45%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>5%</td>
</tr>
<tr>
<td>HubZone</td>
<td>5%</td>
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SUMMARY

• We are the nation’s experts in arctic engineering and construction.

• We are the design and construction agent for the Army, Air Force and Missile Defense Agency in Alaska.

• We are partnering with the State of Alaska to support the ongoing need for deep-draft navigation in the Arctic.

• Our programs have become more complex, diverse and globally oriented.

• We are prepared to provide response and recovery assistance for any natural or manmade disaster within the Pacific Region.
F-35A BEDDOWN PROGRAM
F-35 PROJECTED CONSTRUCTION SCHEDULE
EI E365
F-35A FLIGHT SIMULATOR FACILITY

FY16 MILCON
Acquisition Strategy – Design Bid Build, Full and Open Competition
Estimated Value – $20M - $25M
Construct 32,387 SF Flight Simulator Facility

AWARDED - DECEMBER 2016
EIE376
F-35A HANGAR/ PROPULSION MX/ DISPATCH FACILITY

FY17 MILCON
Acquisition Strategy – Design Bid
Build, Full and Open Competition
Estimated Value – $33M - $39M
Construct 20,796 SF 2-Bay Hangar;
4,004 SF Propulsion MX: 9,139
SF CC Dispatch

AWARDED – JUNE 2017
EI E377
F-35A ADAL FIELD TRAINING DETACHMENT FACILITY

FY17 MILCON
Acquisition Strategy - Design Bid
Build, Small Business Set-aside
Estimated Value – $17M - $20M
Alter 713 SM bldg. 4280; and 2,280
SM classrooms; add high-bay
area to support engine
maintenance training

AWARDED - JUNE 2017
EI E381
F-35A EARTH COVERED MAGAZINES

FY17 MILCON
Acquisition Strategy - Design Bid
Build, Small Business Set-aside
Estimated Value - $8M - $10M
Construct 6 magazines with a total
13,197 SF

AWARDED - APRIL 2017
EI E375  
Renovate Building 4110

FY16 SRM  
Acquisition Strategy – Design-Build, Alpha  
Estimated Value – $3M - $5M

Design and Construct the Renovation of Building 4110 for Squad Ops / AMU

AWARDED - SEPT 2016  
CONSTRUCTION SUBSTANTIALLY COMPLETE

EI E392
Renovate Building 1337 for F-35 Squad Ops/ AMU

FY17 SRM  
Acquisition Strategy – Design-Build, Small Business Set-aside  
Estimated Value – $8M - $12M

Design and Construct the Renovation of Building 1337 for F-35 Squad Ops / AMU

AWARDED - SEPT 2017
EI E378
F-35A AIRCRAFT WEATHER SHELTERS
SQUAD #1

FY17 MILCON
Acquisition Strategy – Design-Build, Full and Open Competition
Estimated Value – $50M - $71M
Construct 77,385 SF 16-Bay aircraft weather shelter
Projected Award Date – 2Q FY18

SOLICITATION (PHASE 2)
EIE384
F-35A AGE Facility/ Fillstand

FY18 MILCON
Acquisition Strategy – Design-Build, Small Business Set-aside
Estimated Value – $15M - $20M
Design and Construct 2,328 SM Aerospace Ground Equipment (AGE) Facility and 166 SM Fuel Fillstand and Covered Storage
Projected Award Date – 2Q FY18

SOLICITATION (PHASE 2)

EIE385
F-35A OSS/ Weapons/ Intel Facility

FY18 MILCON
Acquisition Strategy – Design-Build, Small Business Set-aside
Estimated Value – $6M - $10M
Design and Construct 1,128 SM Operations Support Squadron/Weapons & Tactics/Intelligence Facility
Projected Award Date – 2Q FY18

SOLICITATION (PHASE 2)
EI E386
F-35A Consolidated Munitions Admin Facility

FY18 MILCON
Acquisition Strategy – Design-Build, Small Business Set-aside
Estimated Value – $15M - $24M
Design and Construct 1,951 SM Consolidated Munitions Facility with administration facility, heated vehicle storage, munitions training bay, and equipment maintenance bay.
Projected Award Date – 2Q FY18

EI E388
F-35A R-11 Fuel Truck Shelter

FY18 MILCON
Acquisition Strategy – Design Build, Small Business Set-aside
Estimated Value – $5M - $10M
Design and Construct 540 SM 6-bay R-11 Fuel Truck Shelter.
Projected Award Date – 2Q FY18

SOLICITATION (PHASE 1)
FY18 MILCON
Acquisition Strategy – Design Bid
Build, Full and Open
Estimated Value – $35M - $45M
Construct new utilidor to South
Loop with steam, condensate,
and water providing an
additional 50,000 lb/hr steam to
the south loop area to support
new F-35 complex.
Projected Award Date – 2Q FY18
EI E379
F-35A HANGAR/ SQUAD OPS/ AMU
SQUAD #2

FY17 MILCON
Acquisition Strategy – Design Bid Build, Full and Open Competition
Estimated Value – $35M - $45M
Construct 2-bay 20,753 SF Hangar;
18,901 SF squadron operations
and 18,858 SF AMU
Projected Award Date – 2Q FY18

PROJECTED SOLICITATION – NOVEMBER 2017
EI E380
F-35A MISSILE MAINTENANCE FACILITY

FY17 MILCON
Acquisition Strategy – Design Bid
Build, Small Business Set-aside
Estimated Value – $10M - $20M
Construct 11,300 SF Missile
maintenance facility
Projected Award Date – 3Q FY18

PROJECTED SOLICITATION – JANUARY 2018
FY17 MILCON
Acquisition Strategy – Design Bid Build, Full and Open Competition
Estimated Value – $65M - $80M
Construct 81,700 SF 16-Bay aircraft weather shelter
Projected Award Date – 3Q FY18

PROJECTED SOLICITATION – JANUARY 2018
EI E389
SATELLITE DINING FACILITY

FY18 MILCON
Acquisition Strategy – Design-Build, Small Business Set-aside
Estimated Value - $5M - $6M
Design and construct 975 SM Dining Facility
Projected Award Date – 4Q FY18

PROJECTED SOLICITATION – JANUARY 2018 (Phase 1)
EIELSON AFB PROJECTS

EI E393 – Renovate B1338 AMU/Weather Shelter

FY18 SRM
Acquisition Strategy – Design Bid Build, Small Business Set-aside
Estimated Value – $15M - $25M
Design and renovate Bldg 1338 to support AMU and Weather Shelter Facilities
Projected Award Date – 3Q FY18

EI E394 – Renovate 4-Bay Weather Shelter

FY18 SRM
Acquisition Strategy – Design Bid Build, Small Business Set-aside
Estimated Value – $10M - $15M
Design and renovate existing 4-bay Weather Shelter
Projected Award Date – 3Q FY18

PROJECTED SOLICITATION – DECEMBER 2017

PROJECTED SOLICITATION – DECEMBER 2017
FUTURE F-35 PROJECTS

Future USACE Program
- School Age Center (FY19)
- AMU Admin Facility
- Construct Conventional Munitions Maintenance Facility
- AME Storage
- Combat Arms Training and Maintenance (CATM) Range (14 pt Indoor)

USAF SRM Requirements
~25 projects from FY18 - FY19 not covered by briefing
May or may not be executed by USACE
LRDR PROGRAM OVERVIEW

- LES by Radar Prime (FY19)
- CP#5, LES Foundation (FY17)
- CP#4, Maintenance Facility, Misc. Site Improvements (FY19)
- CP#1, Mission Control Facility, Site, Substation (FY17)
- CP#2, Entry Control Facility, SSL-A Boundary (FY17)
- CP#3, LRDR Power Plant, Fuel Storage Vault (FY19)
MDA LRDR, CLEAR AFS PROJECTS

CLR039a – Mission Control Facility

Acquisition Strategy – DBB, Full and Open Competition

Construction Package #1

Scope: Construct New MCF with related Site Infrastructure and new supporting substation

Projected Award Date – 28 April 2017 to UNIT - ASRC
MDA LRDR, CLEAR AFS PROJECTS

CLR039b – LRDR Site Security

Acquisition Strategy – DBB, SB Set-aside
Construction Package #2
Construct building and perimeter security (fencing, sensors, lighting) with Entry Control Facility
Estimated Value – Between $5M and more than $10M
Projected Award Date – Feb ‘18
MDA LRDR, CLEAR AFS PROJECTS

CLR039e - LRDR Equipment Shelter Foundation

Acquisition Strategy – DBB, 8a Sole Source

Construction Package #5

Construct foundation for the Radar and adjoining Equipment Shelter

Estimated Value – Between $5M and $10M

Projected Award Date – Feb /18
MDA LRDR, CLEAR AFS PROJECTS

CLR039c - LRDR Power Plant

- Acquisition Strategy – DBB, Full and Open
- Construction Package #3
- Construct Back-up Power Plant to support LRDR
- Estimated Value – More than $10M
- Projected Award Date – 2Q FY19
MDA LRDR, CLEAR AFS PROJECTS

CLR039d – Maintenance Facility and Final Site Improvements

Acquisition Strategy – DBB, SB Set-aside

Construction Package #4

Construct a Maintenance Facility outside the secure area, landscape and road improvements.

Estimated Value – Between $5M and more than $10M

Projected Award Date – 1Q FY20
MDA LRDR, CLEAR AFS PROJECTS

CLR033d - Sprung Structure and Laydown Area

Acquisition Strategy – DBB, SB Set-aside

Construct a sprung structure gravel pad and install matting. Construct an approximately 2 acre laydown area.

Estimated Value – Between $500K and $1M

Projected Award Date – SRM MATOC
MDA MISSILE FIELD 4, FT. GREELY PROJECTS

Acquisition Strategy – 4 D/B/B Construction Packages
A. Clear, grub, and grade the missile field site; 8a Sole Source
B. Mechanical Electrical Building; 1 step D/B/B after Pre-qualification pool
C. Missile Field Infrastructure; 1 step D/B/B after Pre-qualification pool
D. Site Security; D/B/B SB Set-Aside

Projected Award Dates:
CP A – April ‘18
CP B – July ‘18
CP C – Feb ‘19
CP D – 3 Qtr ’21

Industry day to explain pre-qualification process will be scheduled later in the month.
QUESTIONS?

Alaska District
U.S. Army Corps of Engineers

“Building and Preserving Alaska’s Future”
Welcome
The Fine Art of Proposal Writing

Aldone Graham, Contracting Officer, POA, USACE

31 October 2017
Review of proposals for federal acquisitions

Best Value Continuum
Lowest Price Technically Acceptable (LPTA) and Tradeoff
LPTA: Best value is expected to result from selection of a technically acceptable proposal with the lowest evaluated price.
**Tradeoff:** A tradeoff process is appropriate when it may be in the best interest of the Government to consider award to other than the lowest priced offeror or other than the highest technically rated offeror.
Acquisition Strategy

Market Research: It all starts with a “Sources Sought” Announcement

If you are qualified and interested – DO submit a capabilities briefing that answers the items called out in the announcement.

The Fine Art of Proposal Writing
Solicitation Process

Solicitations could be one-phase or two-phase.

In construction projects, one-phase is generally for fully designed, “Design-Bid-Build” projects.
Two-phase solicitations are for “Design-Build” construction projects.

- **Phase one** is qualifications-based and results in a short list of most highly qualified offerors who go on to
- **phase two**, which is for the technical, design solution proposal.
Proposal Review

- Offerors must review and address all RFP's requirements
- Clear and concise
- Pictures are GOOD
- Know your proposal submission
• Keep a list, spreadsheet, pie chart, table – organize every item that should be submitted

• Some requirements have multiple elements! For example: Project Experience - Supplemental Narrative

• **Be mindful of the “Relative Importance” of each factor!**
• Beware of boilerplate templates
• Watch copy/paste functions
  - artifact language causes problems
• Pay attention to PAGE LIMITATIONS!
It may seem trivial, but...

- Make sure the binder is not overfilled
- The binder rings close tightly
- The cover opens easily
- Pages turn smoothly
- Tabs are clearly marked and match the evaluation factors
It may seem trivial, but...

- Make sure you use fonts and font sizes that are easy to read
- Avoid light text colors such as light blue, yellow
Ask for Debriefings

- The primary value of a briefing is to learn from mistakes and

- **get better at putting proposals together**
Writing persuasively

• The three most important qualities of a proposal:
  – Complete
  – Accurate and
  – Persuasive
• Avoid clichés
• Use a natural, conversational tone in your writing

A proposal is a persuasive document that helps you justify price and show value

• Identify the client's needs, issues, and/or concerns
• **Identify** the outcomes they're looking to achieve

• **Recommend** a solution that solves/satisfies client's needs, issues, and/or concerns

• **Present** evidence that your team can deliver that solution on time and on budget (case studies!)
Case studies

• Only use relevant case studies.
• Determine relevance based on scope of work, location of work, contract value, level of difficulty, client work history.
What a proposal isn't:

- a price quote
- a statement of work
- your company history
Generic proposal

- Watch out for "artifact" language
- Boilerplate language is a place to start generating content, not the content itself
Generic proposal

- Use the client's name in the proposal
- Identify their specific challenges
- Present your specific solutions
Generic proposal

- **Avoid** marketing fluff, technical jargon, and outrageous claims
- **Beware** of death by copy and paste/search and replace
Make it user friendly

- Does it "look" like you put forth an effort, or just slapped it together?
- Is it easy to flip through?
- Did you use headings, subheadings, bullets, graphics, and other meaningful ways to present the information organized?
Make it user friendly

• Is it grammatically correct?
• Are there images where appropriate?
• Look at other types of publications for inspiration on presenting content in interesting ways - Newspapers, blogs, infographics, books
Don't just tell...show!

- Use pictures with descriptions
- Support claims such as "best", "first", and "most..."
- Use measurable or quantifiable evidence
Client-centered proposal

Quick self-centered test:

- How many times do you include the client's name in the proposal? How many times do you include yours?
Client-centered proposal

• Create a chart identifying client's needs side by side with your solutions
• Aim to understand the real reason for the RFP
• *Keep asking why* to get to the root of the client's problem
Offer a value proposition the client actually wants!
Generate more revenue
Conserve more energy
Increase reliability
Common large business challenges

- Investment and risk
- Administrative costs
- Construction partner
- Attention to detail
- Timeline of all team members
Common small business challenges

- Team experience
- Project examples together
- Estimating accurately
- Control of time
- Price shopping
Teams

**Tips**

- Rigorous Go-NoGo process
- Hire a marketing person
- Break up the RFP for each expert
- Red teaming – requires time
- Calculate buffers for setbacks
- Firm pencils down
- Final QC by non-involved staff

The Fine Art of Proposal Writing
Procrastination

Watch out

• Stress at the last minute results in an inferior product and can lead to unsafe driving
• One minute too late is TOO LATE
• Getting on base takes time
• USACE does not pick up
Questions?

The Fine Art of Proposal Writing
DON'T MISS A JOB.
FOR MORE INFORMATION EMAIL
AGCPLANS@AGCAK.ORG
OR CALL (907) 561-5354