USACE South Atlantic Division (SAD)

**MILITARY PROGRAM AREAS OF RESPONSIBILITY**
- SAD HQ
- Wilmington District (USASOC/JSOC)
- Charleston District
- Savannah District
- Jacksonville District
- Mobile District

**CIVIL WORKS AREAS OF RESPONSIBILITY**
- SAD HQ
- Wilmington District
- Charleston District
- Savannah District
- Mobile District
- Jacksonville District

**MILITARY PROGRAM (MP)**
- 11 Major Army Installations (Bragg, Stewart, Benning, Gordon, Jackson, and Rucker)
- 13 Major Air Force Bases
- 6 Major Commands

**CIVIL WORKS (CW)**
- 31 Reservoirs
- 1268 Miles of Levee
- 49 Dams Total
- 14 Hydropower plants
- 32 Deep Draft Harbors
- 32 Locks

**AREAS OF RESPONSIBILITY**
- Central & South America
- Puerto Rico & US Virgin Islands

**Districts**
- Wilmington District
- Savannah District
- Mobile District
- Jacksonville District
- Charleston District
Civil Works Program Highlights

- Everglades: $18B over 20 years (largest ecosystem restoration in history)
- Post-Panamax Harbor Deepening: Savannah, Miami, Charleston, and Jacksonville (4 of 5 “We Can’t Wait” initiative port development projects)
- Mississippi Coastal Improvement: -$1.1 billion over 10 years. Large scale buyout of coastal areas
- Civil Works Transformation
  - Budget Transformation
  - Planning Modernization
  - Infrastructure Strategy
  - Methods of Delivery

<table>
<thead>
<tr>
<th>Business Line</th>
<th>FY12 Budget</th>
<th>%</th>
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</thead>
<tbody>
<tr>
<td>Navigation</td>
<td>$1.883B</td>
<td>38%</td>
</tr>
<tr>
<td>Flood Risk Management</td>
<td>$1.425B</td>
<td>28%</td>
</tr>
<tr>
<td>Ecosystem Restoration</td>
<td>$621M</td>
<td>12%</td>
</tr>
<tr>
<td>Recreation &amp; Natural Resources Mgt</td>
<td>$243M</td>
<td>5%</td>
</tr>
<tr>
<td>Hydropower</td>
<td>$193M</td>
<td>4%</td>
</tr>
<tr>
<td>Regulatory</td>
<td>$193M</td>
<td>4%</td>
</tr>
<tr>
<td>Water Supply</td>
<td>$6M</td>
<td>&lt;1%</td>
</tr>
</tbody>
</table>

Environment and infrastructure hand in hand
Military Works Program Highlights

• Military Construction
• Base Realignment & Closure (BRAC)
• Overseas Contingency Operations (OCO)
• Installation Support
• Environmental & Formerly Used Defense Sites (FUDS)
• Interagency & International Services (IIS)
• Real Estate

• 46 Major and Minor MILCON and Energy Conservation Projects valued at $890.3M
• 1,235 Sustainment, Restoration and Maintenance (SRM) Projects valued at $667.1M

AMC Headquarters
Redstone Arsenal
PA: $127M

FORSCOM Headquarters
Fort Bragg
Cost: $300M

Hospital
Fort Benning
Cost: $375M
TOP TEN NAICS CODES

1. 236220 - Commercial & Institutional Building Construction – 62.1%
2. 237990 - Other Heavy & Civil Engineering Construction – 17.14%
3. 541330 - Engineering Services – 6.22%
4. 562910 - Remediation Services – 4.73%
5. 561210 - Facilities Support Services – 2.3%
6. 541310 - Architectural Services - .88%
7. 541990 - All Other Professional, Scientific & Technical Services - .73%
8. 237310 - Highway, Street & Bridge Construction - .66%
9. 541370 - Surveying & Mapping (except Geophysical) - .41%
10. 237110 - Water & Sewer Line & Related Structures Construction - .37%
# South Atlantic Division
## FY12 Small Business Achievements

<table>
<thead>
<tr>
<th>Category</th>
<th>SB Dollars Obligated</th>
<th>% Achieved</th>
<th>SB % Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$1,156,942,335</td>
<td>44.17%</td>
<td>43.3%</td>
</tr>
<tr>
<td>Small Disad. Business</td>
<td>$497,601,259</td>
<td>19.00%</td>
<td>18%</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>$246,288,412</td>
<td>9.40%</td>
<td>7%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$141,127,724</td>
<td>5.39%</td>
<td>4%</td>
</tr>
<tr>
<td>VOSB</td>
<td>$240,491,417</td>
<td>9.18%</td>
<td>- - -</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$344,628,407</td>
<td>13.16%</td>
<td>11%</td>
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</table>
# FY13 Contract Opportunities

## CONSTRUCTION

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jacksonville, FL</td>
<td>$45</td>
<td>8(a) SATOC</td>
<td>Mar 2013</td>
</tr>
<tr>
<td>Military Design Build</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Columbus, GA</td>
<td>$10M</td>
<td>SDVOSB MATOC</td>
<td>Mar 2013</td>
</tr>
<tr>
<td>FT Benning</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Red River, TX</td>
<td>$9M - $10M</td>
<td>SB MATOC</td>
<td>Apr 2013</td>
</tr>
<tr>
<td>Replace Loading Dock/Repair DDRT Facilities</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kissimmee, FL</td>
<td>$5M - $10M</td>
<td>SDVOSB</td>
<td>May 2013</td>
</tr>
<tr>
<td>MacArthur Ditch Backfill</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lake Okeechobee, FL</td>
<td>$25M - $100M</td>
<td>Unrestricted</td>
<td>May 2013</td>
</tr>
<tr>
<td>Herbert Hoover Dike - Culvert Replacement</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hendry County, FL</td>
<td>$5M - $10M</td>
<td>SB Program TBD</td>
<td>May 2013</td>
</tr>
<tr>
<td>Construction Basin – Seminole Big Cypress</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Central &amp; South America</td>
<td>$50M</td>
<td>Unrestricted</td>
<td>May 2013</td>
</tr>
<tr>
<td>Design-Build Construction</td>
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</table>
**FY13 Contract Opportunities (Cont)**

### ENGINEERING & OTHER SERVICES/SUPPLIES/EQUIPMENT

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Cultural Resources</td>
<td>$14M - $25M</td>
<td>SBSA SATOC</td>
<td>Apr 2013</td>
</tr>
<tr>
<td>• Mobile District</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Pollution Prevention</td>
<td>$11.4M</td>
<td>Unrestricted &amp; SBSA</td>
<td>Apr 2013</td>
</tr>
<tr>
<td>• Mobile District</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>• Construction Management</td>
<td>$49M</td>
<td>Unrestricted/SBSA/SDVOSB/WOSB</td>
<td>Jun 2013</td>
</tr>
<tr>
<td>• Mobile District</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• B.E. Jordan &amp; Falls Lake</td>
<td>$250K - $500K</td>
<td>SBSA (RFQ)</td>
<td>Dec 2012</td>
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<tr>
<td>• O&amp;M Project Maintenance - Wilmington District</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>• SAD Regional</td>
<td>$4M</td>
<td>WOSB SATOC</td>
<td>Feb 2013</td>
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<tr>
<td>• Environmental Svc – Savannah District</td>
<td></td>
<td></td>
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<tr>
<td>• Plant HVAC System</td>
<td>$1.2M - $2M</td>
<td>TBD</td>
<td>Jun 2013</td>
</tr>
<tr>
<td>• Charleston District</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>• Wilmington Harbor, NC</td>
<td>$1M - $5M</td>
<td>SBSA (IFB)</td>
<td>Aug 2013</td>
</tr>
<tr>
<td>• Dredging – Wilmington District</td>
<td></td>
<td></td>
<td></td>
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</table>
Top 5 Tips for Doing Business with SAD

- Search the District websites to better understand our requirements
- Have an individual other than the person who wrote the proposal, proofread to ensure all information required per the solicitation is included in the proposal
- DO NOT rely on pictures to communicate required information. Narratives must be provided that clearly address all solicitation requirements
- Know your sub-contractor’s past performance on similar projects that you are bidding on & make sure they are capable of performing the work on time
- PERFORM & EXCEED EXPECTATIONS!!
SAD Future Outreach Events
Contact District SB Specialists for More Details

- **May 2013** – HUBZone Small Business Conference - Savannah, GA (Savannah District)

- **10-11 April 2013** – Jacksonville Acquisition Conference and Trade Show – Jacksonville, FL (Jacksonville District)

- **19-21 June 2013** – Florida 8(a) Alliance 2013 Conference – Orlando, FL (Jacksonville District)

- **October 2013** - North Carolina Military Business Center Expo and Symposium, Raleigh, NC (Wilmington District)
Key Small Business Points of Contact
South Atlantic Division

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Thank You for Coming!

Any Questions?