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*Michael Coats*

*SAME Robins AFB Post*



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**Mr. ROBERT J. STAIB, GS-15, DAF**  
Chief, Civil Engineer Division  
HQ AFRC/A4C



# ***United States Air Force Reserve***

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*Integrity – Service – Excellence*

## ***Air Force Reserve Facility Update Briefing***



**Bob Staib  
HQ AFRC/A4C  
Civil Engineer Division  
8 Feb 23**



# Overview

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- **AFRC Overview**
- **Facilities Operational Capability and Use Survey**
- **AF Facility Infrastructure Investment Strategy (I2S)**
- **Facility Investment Programs (FSRM, MILCON)**
- **Environmental Programs**
- **Installation Energy Plans**
- **Points of Contact**



# ***AFRC Overview***

## ***Mission & Vision Statements***

### **Air Force Reserve**

#### **MISSION**

Provide Combat-Ready Forces to Fly ,Fight and Win

#### **VISION**

Reserve Citizen Airman – an agile, combat ready force answering our nation’s call...always there!

### **Logistics, Engineering & Force Protection**

#### **MISSION**

Provide ready Airmen and strategic depth across the spectrum of A4 capabilities To Fly, Fight and Win

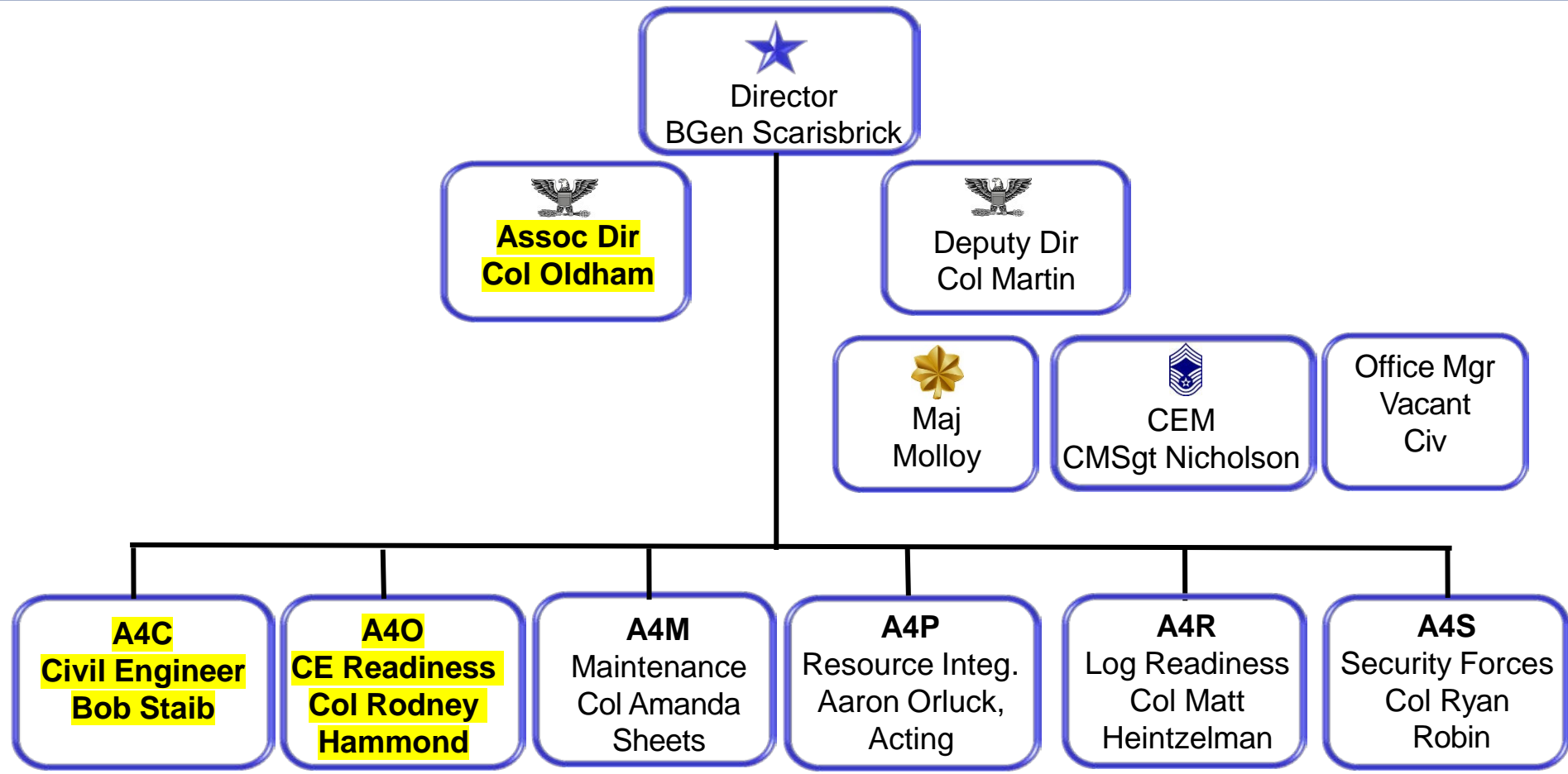
#### **VISION**

One agile, resilient team of Logisticians, Engineers, and Defenders serving our Nation



# AFRC Overview

## AFRC/A4 Key Leadership



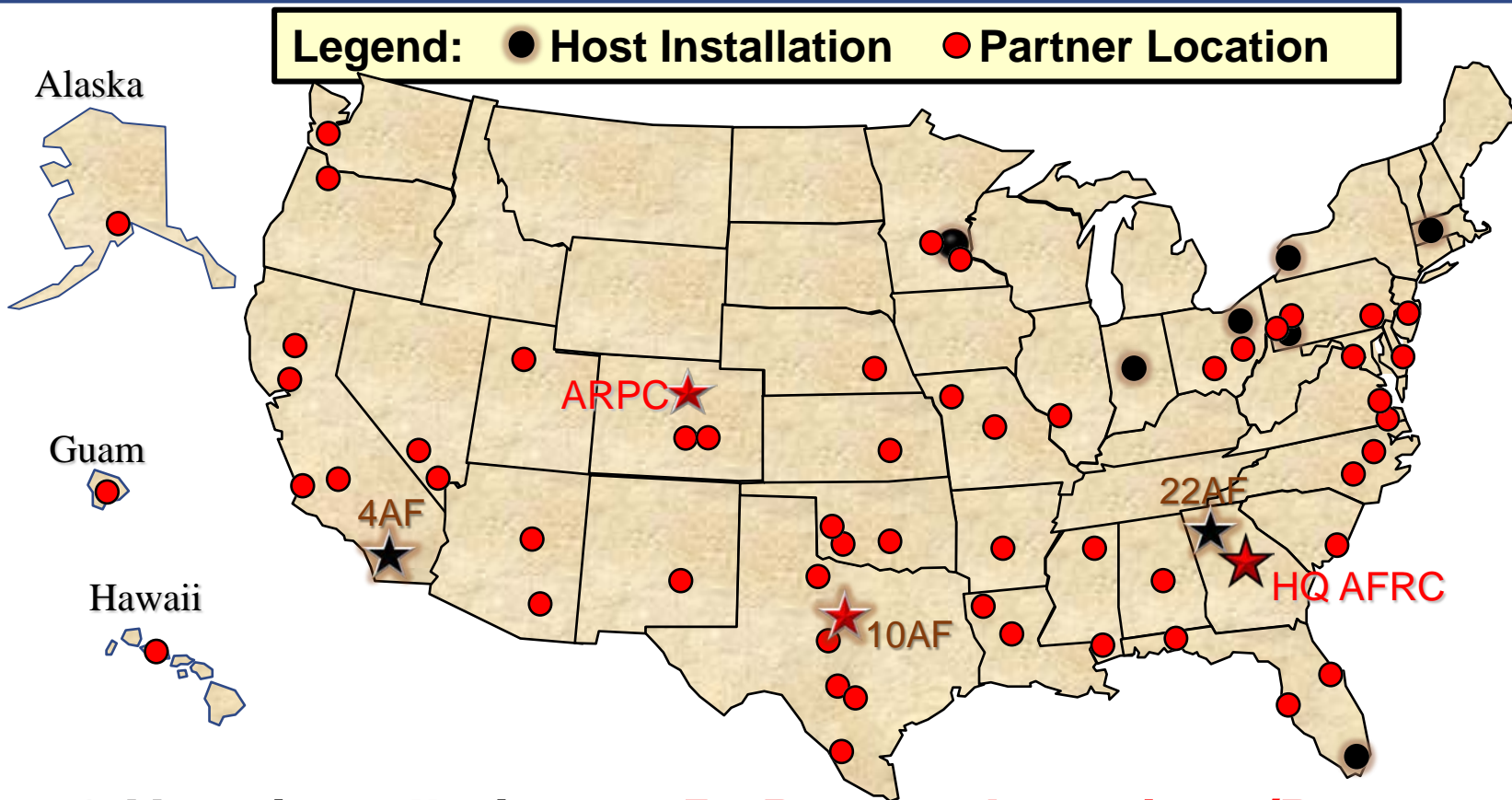




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# AFRC Overview

## Engineer Responsibility - Footprint



**9 Host installations – 57 Partner Locations/Ranges**

**33 Flying Wings, 12 Flying Groups, 1 Space Wing  
Over 70K Citizen Airmen**

**\$7.95B Plant Replacement Value, 21K Acres, ~3K Facilities**

# AFRC Overview

## FY22 In Review

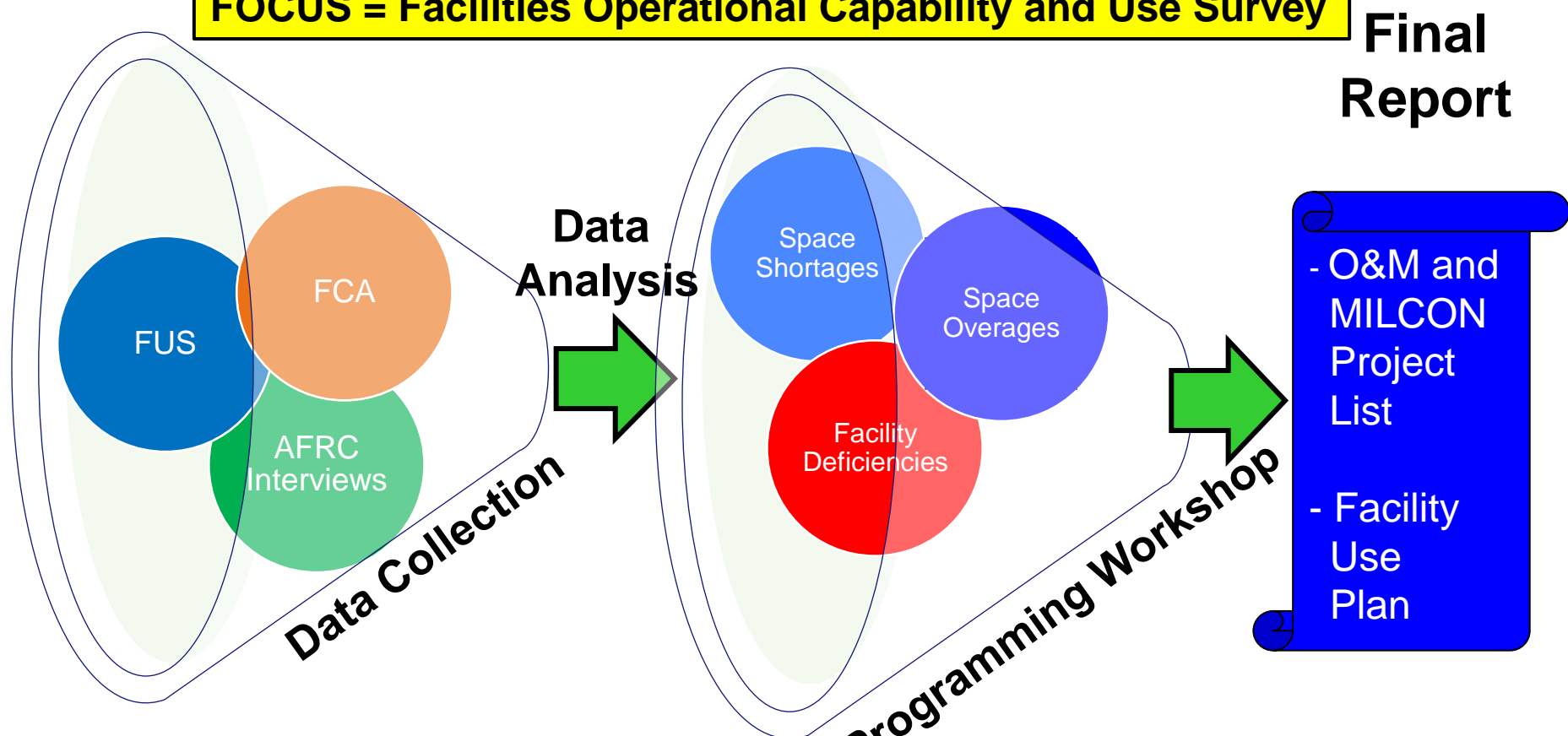
- **Recent MILCON program TOA**
  - FY17 - 21: 34 projs, \$573M
    - NDAA adds; \$184M, 9 projs + UMMC & P&D
  - FY22: 7 projs, \$136.7M (NDAA +\$92.1M; 3 projs, P&D + inflation)
- **Three major weapon system beddowns in progress**
  - F-35A @ NAS JRB Fort Worth, TX
  - MH-139 @ Maxwell AFB, AL
  - KC-46A MOB 5 @ March ARB, CA
- **FSRM program execution**
  - FY22: 66 projects, \$118M
  - 44% above PB; ~1.5% of PRV...had \$61M+ ready, unfunded

**Total Recap Investment = 3.4% PRV (includes CM MILCON & FSRM)**



# FOCUS Program Process

**FOCUS = Facilities Operational Capability and Use Survey**



**FCA – Facility Condition Assessment**  
**FUS – Facility Use Survey (actual occupancy)**  
**Interviews – Facility Space Authorization**



# FOCUS

## 5 to 6 Year Cycle

FY21	FY22	FY23	FY24	FY25	FY26
Pittsburgh	Little Rock	Lackland	Andrews	Charleston	Davis-Monthan
Hill	Keesler	Dover	Dobbins	Homestead	Grissom
Niagara	Beale	Westover	Ft Worth	MacDill	MSP
	McGuire	McChord	Maxwell	McConnell	Travis
		Seymour	Nellis	Scott	Tinker
		Wright Pat	Patrick	Youngstown	

• Adjustments can be made based on Wing requests

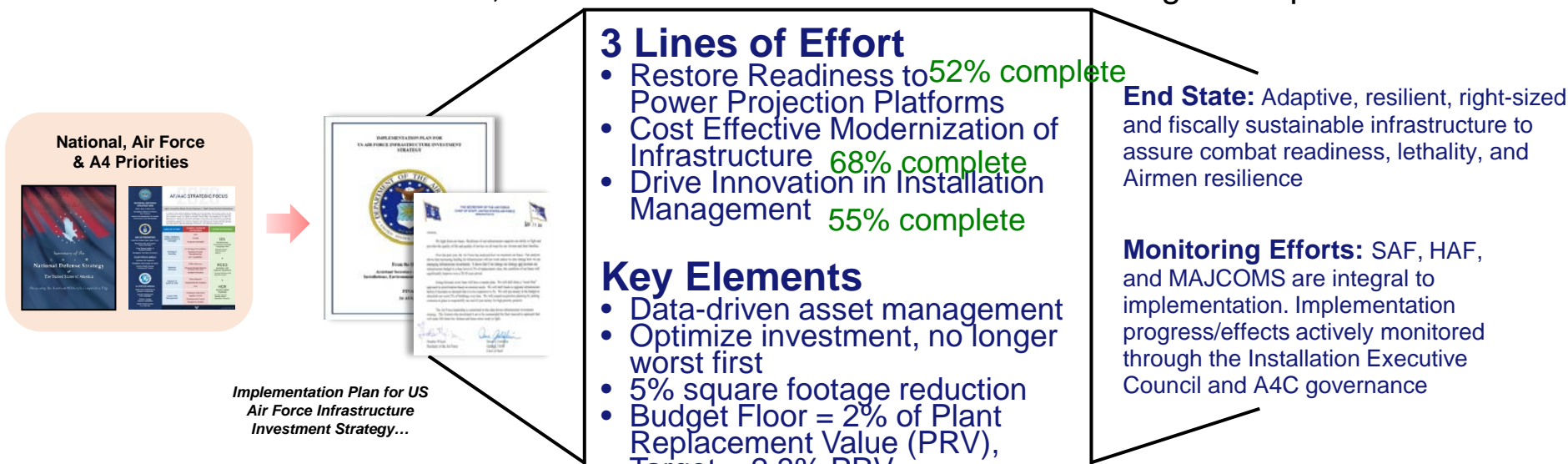
Denotes Host Installation



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# Infrastructure Investment Strategy (I2S)

I2S will guide facilities sustainment, restoration, modernization and recapitalization requirements and investment in a way that restores readiness to our power projection platforms, cost effectively modernizes our infrastructure, and drives innovation in installation management practices



<p><b>SecAF</b> directs SAF/IE to Prepare Air Force Infrastructure Investment Strategy during CORONA Top</p>	<p><b>SecAF, CSAF, and MAJCOM/CC</b> signed the final I2S document</p>	<p><b>Final I2S Implementation</b> Plan enacted</p>	<p><b>Initial Achievements</b></p> <ul style="list-style-type: none"> <li>• Revised strategic basing policy</li> <li>• Energy Installation Plans for resiliency initiated at 20 installations</li> <li>• Postured 5-year integrated project list</li> <li>• Incentivized divesture of failing facilities and increase in “sweet spot” spending</li> </ul>	<p><b>Accelerate Change for Infrastructure</b> <b>Fall CORONA 2021</b></p> <ul style="list-style-type: none"> <li>• Risk-based hangar fire suppression systems</li> <li>• Footprint growth offsets</li> <li>• New facility standards for telework</li> <li>• Basing actions and requirements control</li> </ul>
<p>JUN 18</p>	<p>JAN 19</p>	<p>NOV 19</p>	<p>NOV 20</p>	<p>PRESENT</p>



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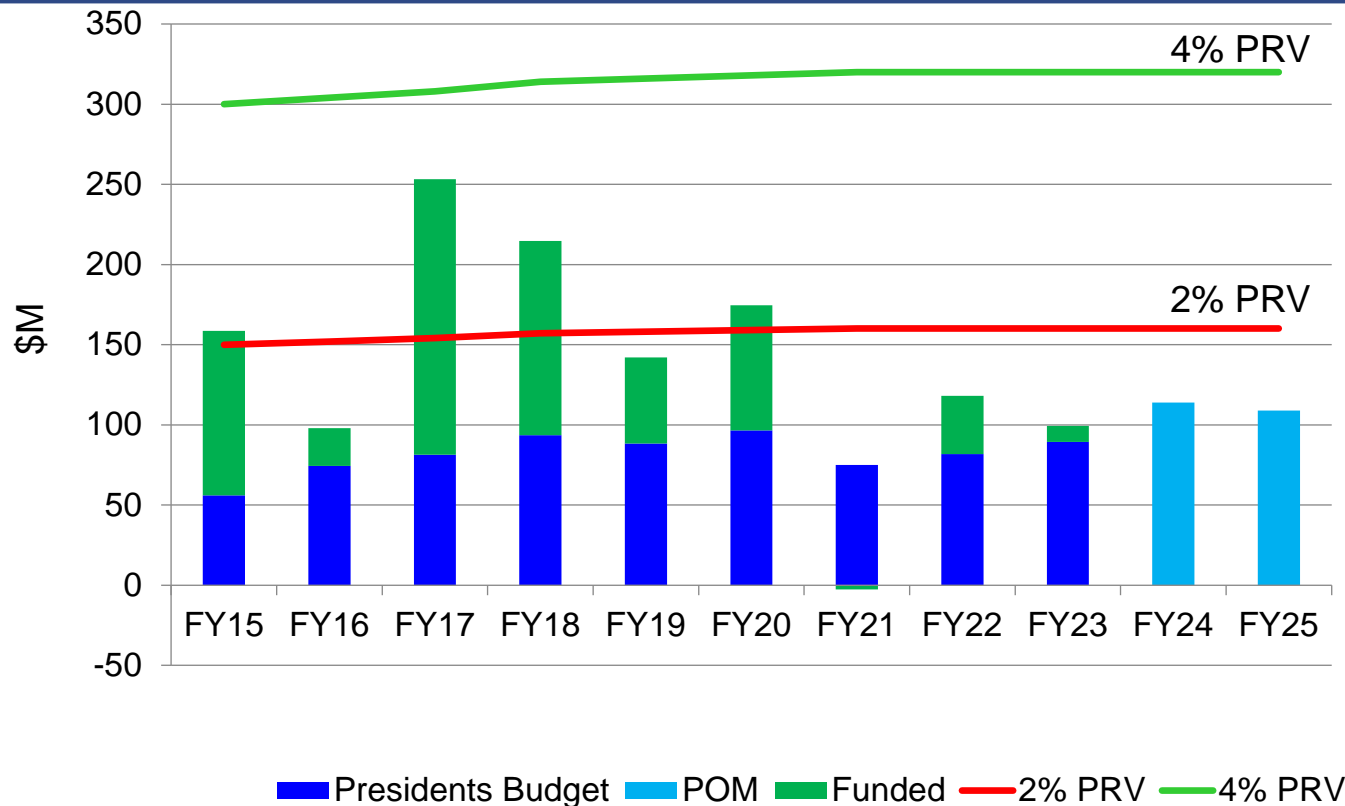
# Infrastructure Investment Strategy Sun-down Policy For Foam FSS

- **SAF/IE signed Sun-down Policy for Foam Fire Suppression Systems (FSS) on 16 Nov 21**
- **Tier 1: Approval thru MAJCOM/A3, AF/A3, to SAF/IE by 16 Feb 22**
  - *“Foam FSS limited where the total loss of the facility, or loss of the aircraft/assets service inside, would result in mission failure at the Department of Defense, Department of the Air Force, Combatant Command or Sub-Unified Command level.”*
- **Tier 2: All others**
  - *“The end-state Tier 2 facility FSS is an automatic water sprinkler system designed to provide life safety protection for occupants to evacuate the facility*
- **Congressionally mandated phase out of AFFF by Oct 24**
- **Existing HEF/LEFS approved until replaced with sprinkler sys**
- **Program projects for HEFS/LEFS replacement by Jul 22**
- **New facilities**
  - **Tier 1: Request for approval prior to authorizing design funds**
  - **Tier 2: Shall be designed with an automatic sprinkler system**



# Facility Investment Programs

## FSRM Program Funding



### Analysis

- FY22 PB: \$81.8M
- FY22 FSRM CTO appr'd to cover 4% PRV
- Executed \$118M; 1.5% PRV
- 6 yr obs avg: \$159M/yr
- Execution goal:
  - 2-4%PRV (\$160-320M)
  - Buy down \$1B O&M FOCUS-validated bk/log
- Requirement (2% PRV) under programmed
- Budget constraints drive IPL discipline

### Countermeasure

- Target mission impacting facilities w/ condition degradation
- Awarded new IDIQ contracts to enhance execution options

### Details

#### Details

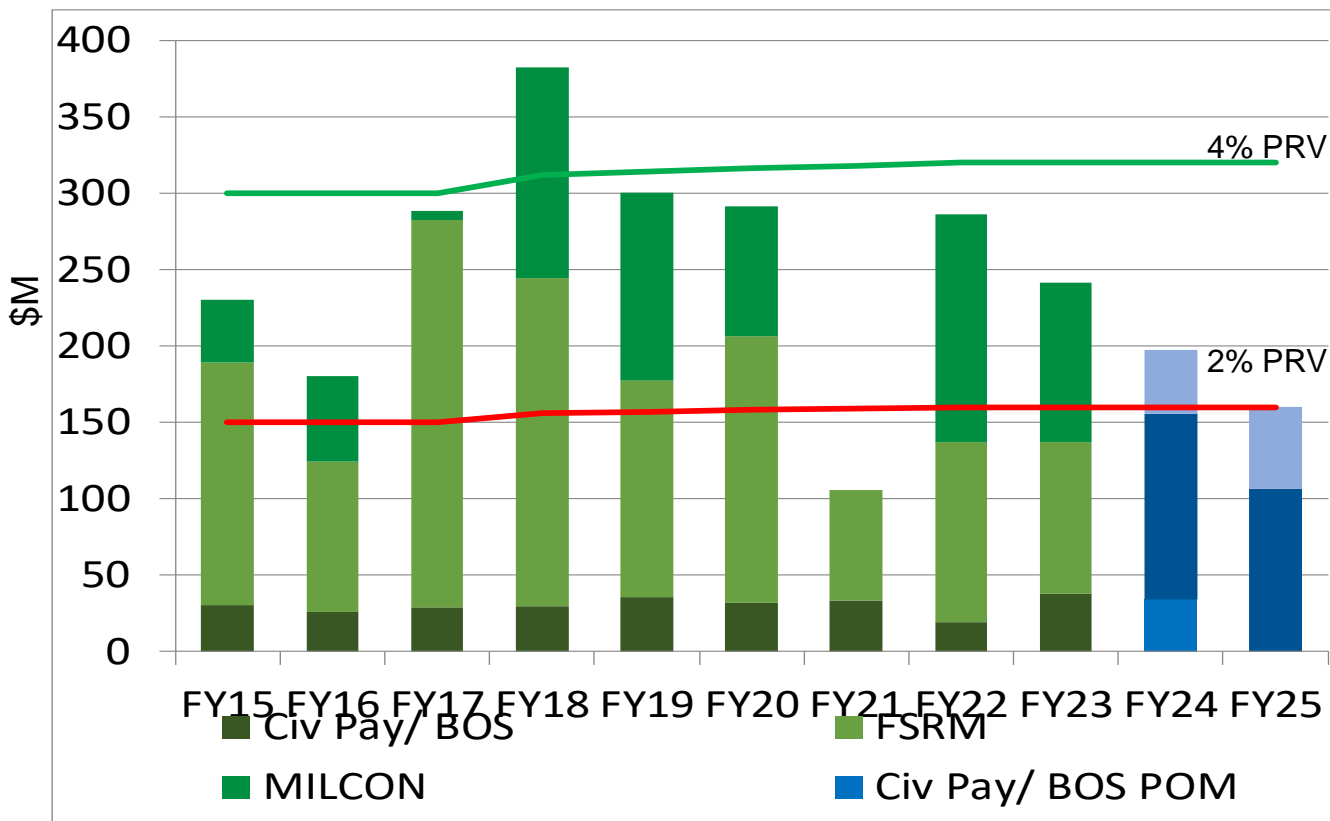
**Objective:** Recapitalize AFRC facilities to meet critical mission requirements  
**Measures:** Program funding vs. 2%-4% PRV (\$144-\$288M/yr) to maintain facilities  
**Data Source:** Execution, FY21 PB, POM

**Investing 2-4% of PRV - Keep Good Facilities Good**



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# Facility Investment Programs Recapitalization Investment



## Analysis

- FY22 Facility Investment
- FSRM \$118M
- CM MILCON \$128M
- Recap investment
- **3.4% PRV**

ASSESSMENT

## Countermeasure

- Target mission impacting facilities w/ condition degradation
- Execution goals
  - Minimum 2% PRV,
  - Target ave 4%PRV
- Buy down \$1B O&M FOCUS-backlog

### Details

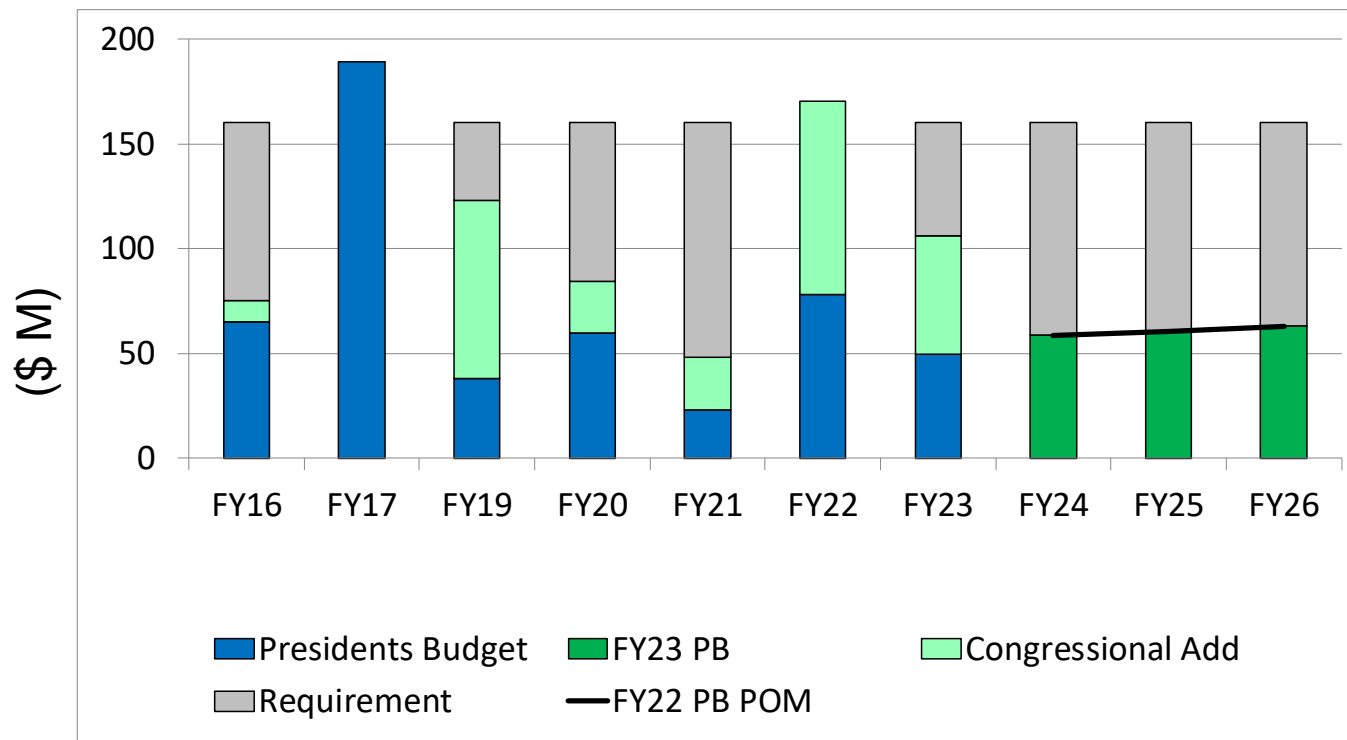
**Objective:** Recapitalize AFRC facilities to meet critical mission requirements  
**Measures:** Program funding vs. 2%-4% PRV (\$160-\$320M/yr) to maintain facilities  
**Data Source:** Execution, FY22 PB; POM

**Goal: Invest 2-4% of PRV per year to maintain Physical Plant**





# Facility Investment Programs MILCON Program Funding



ASSESSMENT

## Analysis

- Ave MILCON funding past 20 yrs = \$61M/yr
- FY19 – Congressional Adds = \$84.8M; 4 Projs
- FY20 – Congressional adds = \$24.8M; 2 Projs
- FY21 – Congressional add = \$25M NM F-35 Squad Ops
- FY22 – Congressional add = \$71M; 3 projs
- HAF committed to ARC equity each yr of FYDP

## Countermeasure

- Ensure min equity 2.8% of TOA
- Ensure priorities reflected in FYDP project list

All numbers are programmed amounts and include P&D and P341 funds

### Details

**Objective:** Recapitalize AFRC facilities to meet critical mission requirements

**Measures:** Program regular, P&D, and UMMC funding vs. \$160M requirement to buy down \$890M backlog, ensure minimum of 2% PRV (recap MILCON+FSRM)

**Data Source:** Execution, FY19-21 PB, FY22 PB POM



# Facility Investment Programs MILCON FY22-23 Current Program

FY (XX)	Base	State	Title
22	Niagara Falls ARS	NY	Main Gate
22	Patrick AFB	FL	Recovery Flight Simulator
22	Homestead ARB	FL	Corrosion Control Facility & Wash Rack
22	Minneapolis-St Paul ARS	MN	Mission Support Group Facility
22	Beale AFB	CA	940 ARW SQ OPS & AMU Complex
22	Grissom AFB	IN	Logistics Readiness Complex
22	Youngstown ARS	OH	Assault Runway
23	Tinker AFB	OK	10 <sup>th</sup> Flight Squad Ops/AFE
23	Davis-Monthan AFB	AZ	610 CAC Admin Facility
23	Kessler AFB	MS	AES Training Facility
23	Langley AFB	VA	AFRC Intelligence

Added via NDAA process

**Congressional Adds in FY22 Make Room for KC-46 Beddown in FY24**



# Facility Investment Programs

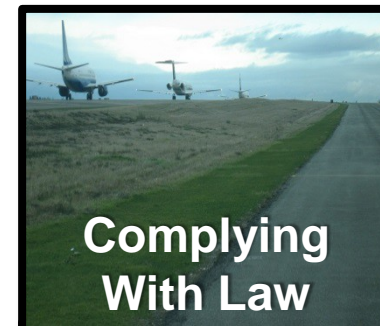
## Future FYDP MILCON Projection

FY (XX)	Base	State	Title
24	KC-46 MOB 5 TDB		Multiple projects
	Homestead	FL	Weapons Load Training Facility
	Dobbins	GA	94 Logistics Readiness Sq Facility
	Grissom ARB	IN	Indoor Small Arms Range
	JRM-Andersen	GU	Aerial Port Facility
	Ft Worth	TX	Logistics Readiness Warehouse
	Dobbins	GA	Security Forces Facility
	Dobbins	GA	Fitness Facility
	Peterson	CO	Consolidated Mission Complex
	Charleston	SC	Aeromedical Evacuation Facility
	JB San Antonio	TX	C-5 AGE Maintenance Facility
	Whiteman	MO	South Apron Addition



# Environmental Programs FY22 Funding

## ENVIRONMENTAL FUNDING





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# *Environmental Programs*

## *PFOS/PFOA*

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- Drinking water at all AFRC installations tested and meets EPA health advisory standards (70 ppt)
- Ground water Site Investigations found localized contamination at all AFRC installations
- Remedial Investigation efforts in progress
- Disposal of PFOS/PFOA containing material (i.e. soil, water, etc.) is a concern
  - Method
  - Cost
  - AF guidance required
- AF centrally manages PFOS/PFOA at AFCEC

<https://www.afcec.af.mil/WhatWeDo/Environment/Perfluorinated-Compounds>



# *Environmental Programs*

## *Climate Planning Activity*

- **DAF Climate Action Plan released 5 Oct 22**
- **AFRC incorporating climate assessments**
  - **Phase 1 & 2 Climate Hazard & Risk Assessments done for all AFRC “Major Installations”**
  - **Participating in HAF climate working groups**
- **Opportunities transitioning into action**
  - **Office of Local Defense Communities Cooperation (OLDCC) alternative for “climate” plans**
  - **Military Installation Resiliency Review (MIRRs)**
- **All AFRC local communities have “Established Grant Relationships” with OLDCC or Federal Agencies**

**Near-term goal 100% participation by all Host AFRC Installations**



# Installation Operations Installation Energy Plans (IEPs)

AFRC IEP Tracker						
	Installation	Funded	Site Visit	20%/Wkshp	Final	
<b>Phase 1</b>	Dobbins	Sep-21	Dec-21	Feb-22	Aug-22	
	Youngstown	Sep-21	Jan-22	Mar-22	Oct-22	
	Pittsburgh	Sep-21	Jan-22	Mar-22	Sep-22	
	Minn/St. Paul	Sep-21	Feb-22	Apr-22	Oct-22	
<b>Phase 2</b>	March	Jan-22	Apr-22	Jun-22	Dec-22	
	Westover	Jan-22	Jul-22	Sep-22	Mar-23	
	<i>Westover ERRE</i>	Apr-22	Jun-22	Aug-22	Aug-22	
<b>Phase 3</b>	Niagara Falls	Mar-22	Aug-22	Oct-22	Apr-23	
	Homestead	Mar-22	Nov-22	Jan-23	Jul-23	
	Grissom	Mar-22	Feb-23	Q2 FY23	Q4 FY23	

	Complete
	Planned
	Projected

- Key foundational plan for Energy Assurance for the installation
- Identifies future requirements to close gap or improve Base Resiliency
- Contracted through Office of Energy Assurance w/ Army Corps of Engrs



## *Where Do I Get More Info?*

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- Request for Information (RFI)
- Sources Sought Synopsis
- Pre-solicitation Notices
- Award Notices
- Requests for Quotes/Proposals
  - Government-wide Point of Entry (GPE)
    - <https://sam.gov/>
    - <http://www.ebuy.gsa.gov>
- AF Budgets – current and historical
  - <http://www.saffm.hq.af.mil/budget/index/asp>



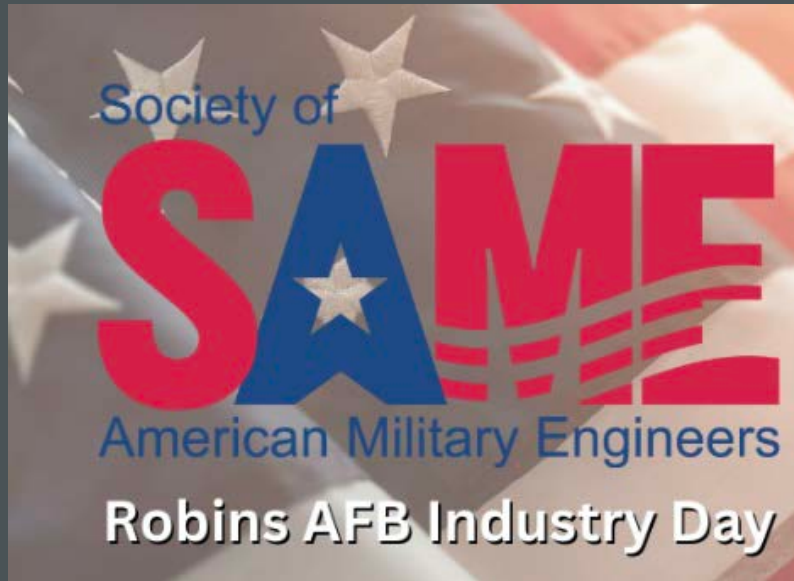


# HQ AFRC/A4C POCs

- **A4C: Civil Engineer Division; Mr Bob Staib**  
[robert.staib.1@us.af.mil](mailto:robert.staib.1@us.af.mil); (478) 327-1102
- **A4CD: Program Development; Mr Mike Klug**  
[michael.klug@us.af.mil](mailto:michael.klug@us.af.mil); (478) 327-1108
- **A4CM: Program Management; Mr Mike Coats**  
[michael.coats.5@us.af.mil](mailto:michael.coats.5@us.af.mil); (478) 327-1068
- **A4CA: Environment/Asset Accountability; Mr Wilson Jones**  
[wilson.jones.2@us.af.mil](mailto:wilson.jones.2@us.af.mil) ; (478) 327-1070
- **A4CO: Installation Operations; Mr Ray Knapek**  
[raymond.knapek@us.af.mil](mailto:raymond.knapek@us.af.mil) ; (478) 327-1030
- **Each AFRC unit has a Project Manager (PM) assigned for:**
  - **Program Development (project planning and approval)**
  - **Program Management (project award & construction)**



# *Discussion*



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consultants

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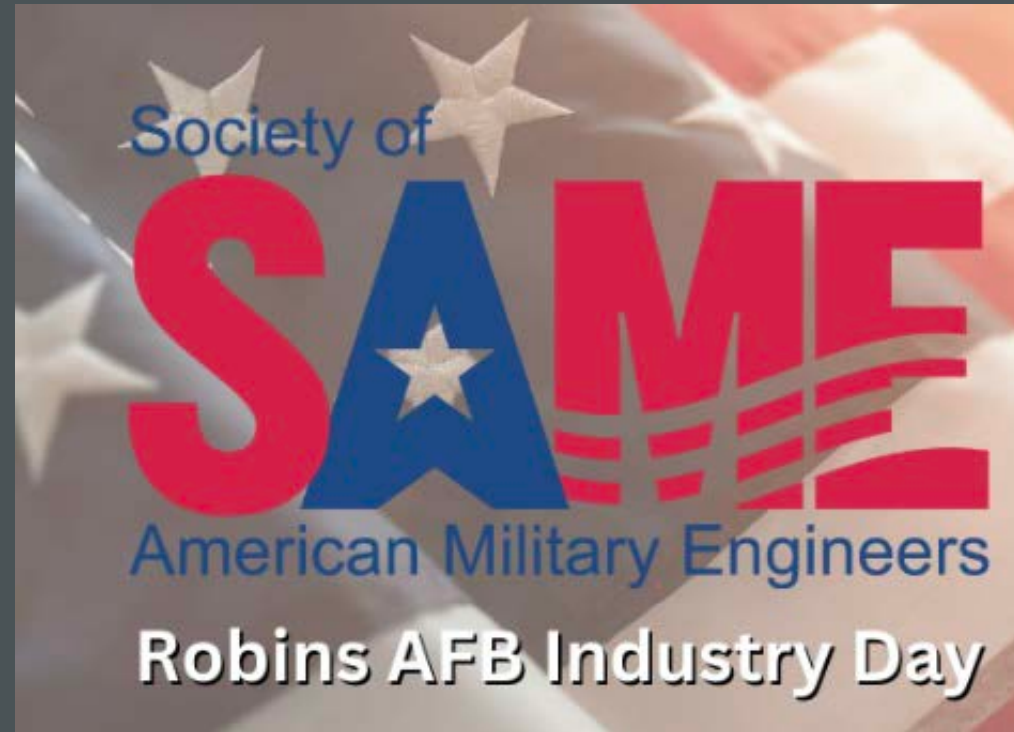
**Justin Knight**

Principal

[JKnight@geosyntec.com](mailto:JKnight@geosyntec.com)



**Mr. James Holton**  
The Southern Company  
Project Manager  
JBHOLTON@southernco.com





# Southern Company Federal Services

Robins AFB Industry Day

Date 8 February 2023





# Table of contents

**Introduction**

**Locations**

**Affiliates**

**Products & Services**



# Introduction

## Southern Company Overview

**43,000 MW**  
of generating capacity

**7**  
*electric & natural gas utilities*

**9 million**  
customers

Approximately  
**27,000**  
employees

Capabilities in  
**50 States**

Southern Company (NYSE: SO) is a leading energy company serving 9 million customers through our subsidiaries.

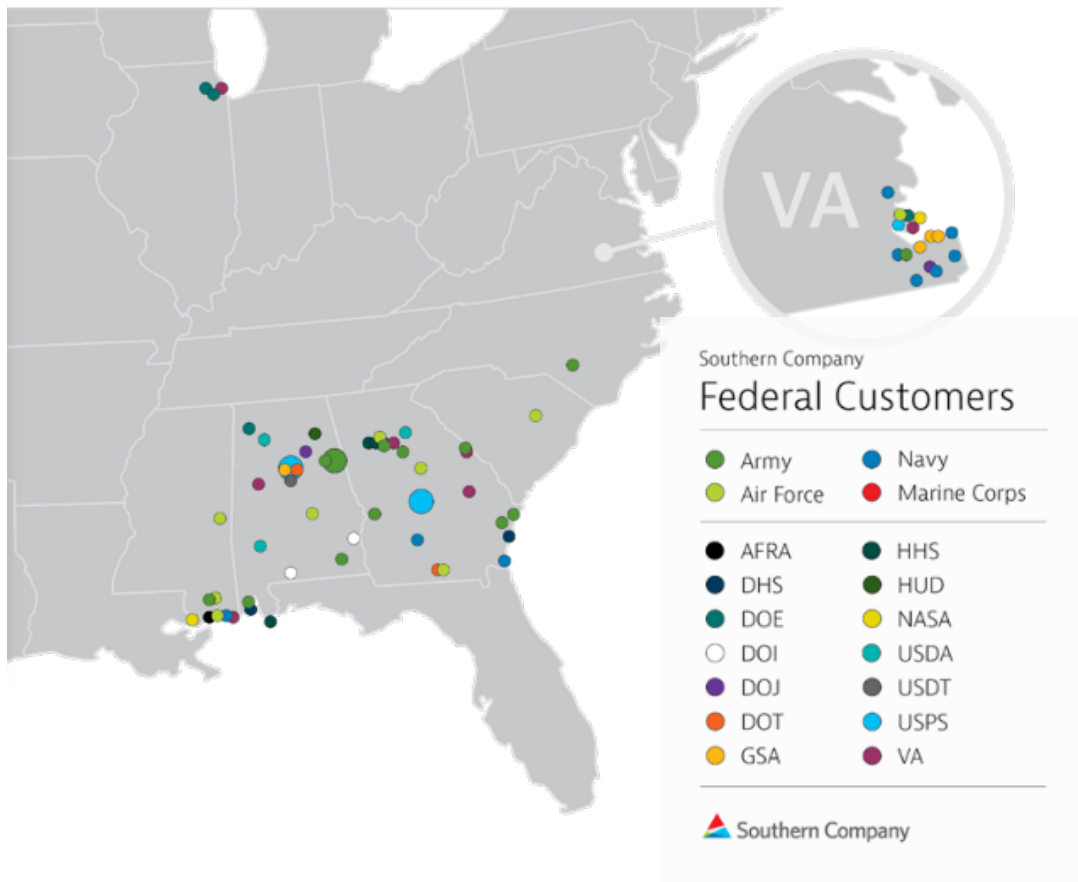
We provide clean, safe, reliable and affordable energy through electric operating companies in three states, natural gas distribution companies in four states, a competitive generation company serving wholesale customers across America, a leading distributed energy infrastructure company, a fiber optics network and telecommunications services.

Southern Company brands are known for excellent customer service, high reliability and affordable prices below the national average. For more than a century, we have been building the future of energy and developing the full portfolio of energy resources, including carbon-free nuclear, advanced carbon capture technologies, natural gas, renewables, energy efficiency and storage technology.

Through an industry-leading commitment to innovation and a low-carbon future, Southern Company and its subsidiaries develop the customized energy solutions our customers and communities require to drive growth and prosperity. Our uncompromising values ensure we put the needs of those we serve at the center of everything we do and govern our business to the benefit of our world.



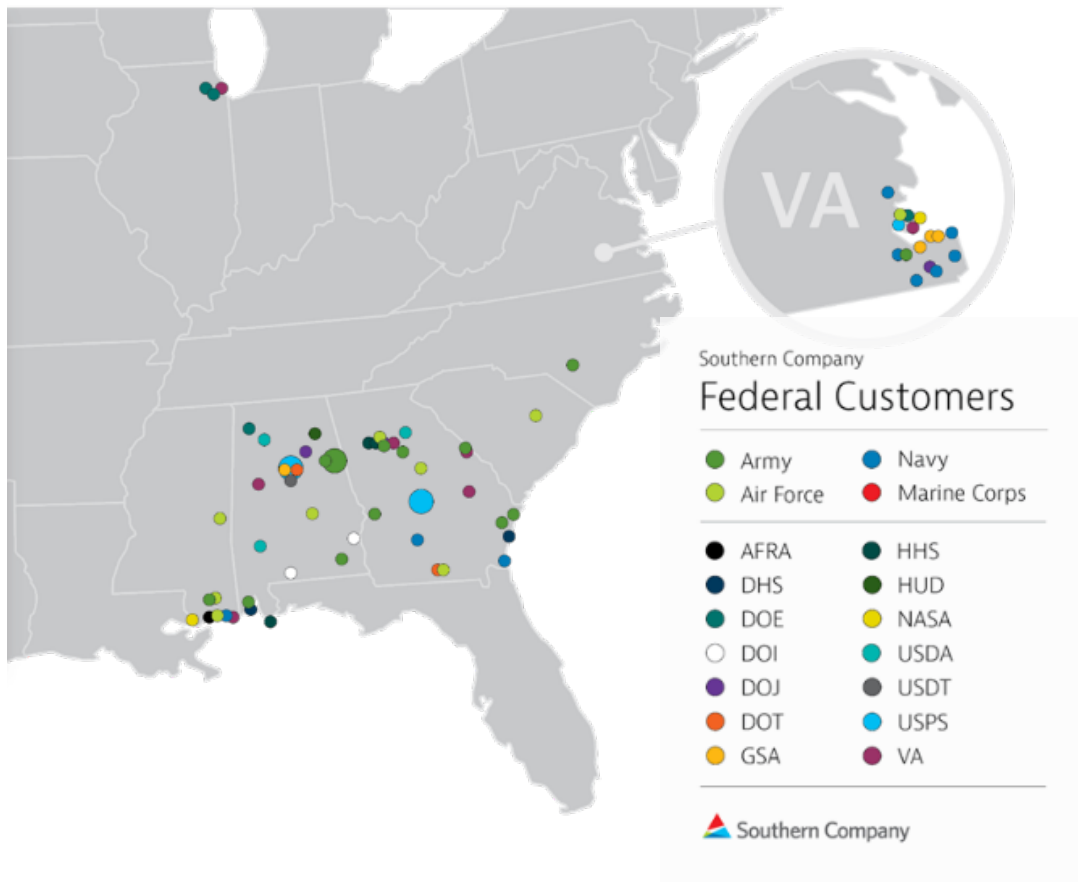
# Locations



As a commitment to increased customer satisfaction and value, Southern Company has a dedicated staff with a focus on strengthening the partnerships and services provided to the federal government. This organization is authorized to engage and execute on behalf of all Southern Company electric and gas utilities in their respective franchised territories. Additionally, beyond the Southern Company electric and gas utility footprint our affiliate PowerSecure performs services to federal customers across the globe.



# Affiliates



- Alabama Power
- Georgia Power
- Mississippi Power
- PowerSecure
- Southern Company Gas
  - Atlanta Gas Light
  - Chattanooga Gas
  - Nicor Gas
  - Virginia Natural Gas
- Southern Company Services
- Southern Linc
- Southern Nuclear
- Southern Power
- Southern Telecom



# Products & Services

- Electric Distribution system
  - Design, Construction, and Maintenance
- Natural Gas System
  - Design, Construction, and Maintenance
- Electric Vehicle infrastructure
- Energy Services
  - Chillers
  - Boilers
  - Central Energy Plants
  - HVAC
  - Lighting Systems
- Solar and Wind Systems



<https://www.southerncompany.com>

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Date 8 February 2023

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# Networking Break



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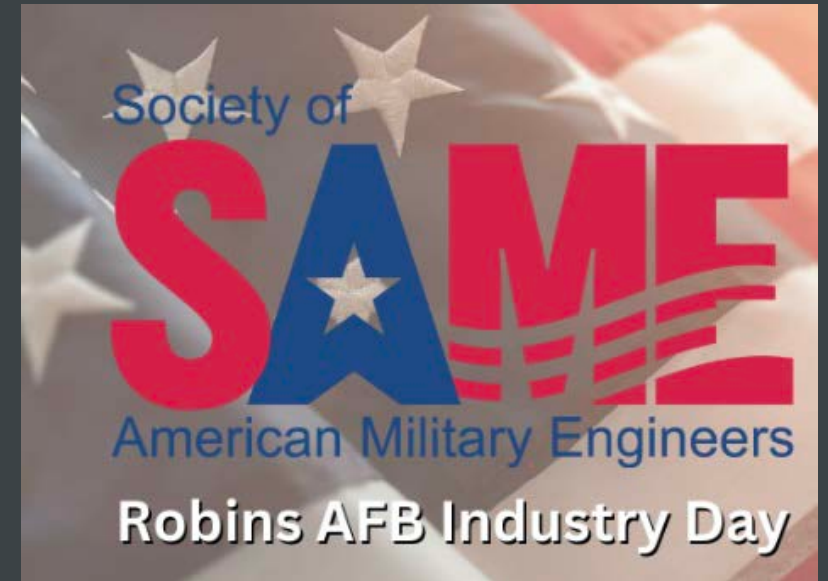
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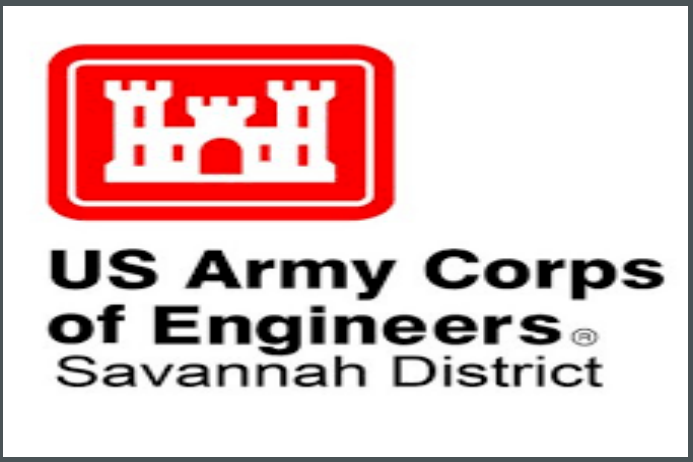


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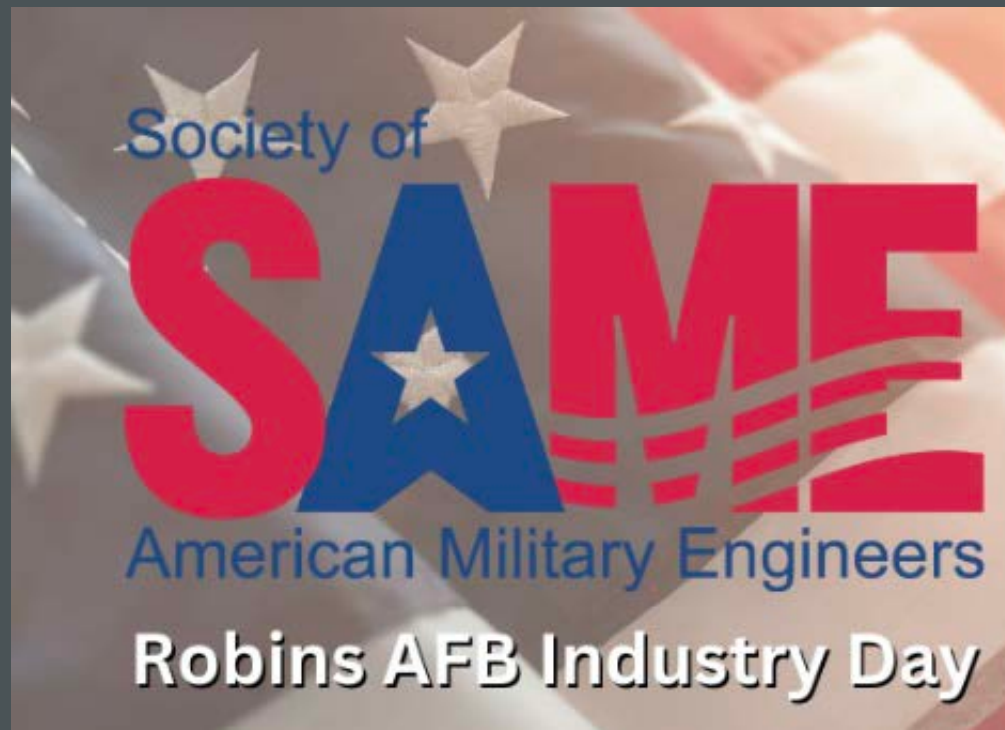


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**Mr. Brian Layfield**  
78th Installation Contracting  
Chief, Installation Contracting Division



# Air Force Sustainment Center

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## Installation Contracting Division (PZI) Business Opportunities SAME Symposium



**Presenters: AFSC/PZI Leadership Team  
Feb 8, 2023**



# Topics

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- Installation Contracting Division Overview
- Business Opportunities within Division
- Broader opportunities at Robins AFB Contracting
- Industry Outreach Events



# Mission Statement

Accelerate and deliver proactive, innovative, affordable contracting solutions to Robins AFB and its enterprise-wide partners thru developed mission focused business leaders which support & enable peacetime, humanitarian and/or warfighting operations.





# Division Overview

## ■ What does the Division support and buy?

- Supports installation operations for the Air Base Wing, Air Logistics Center, and Enterprise level acquisitions, including:
  - Maintenance operations of all aircraft at Robins
  - Software development operations
  - On base IT
  - Architect/engineering
  - Construction
  - Base services
  - Grounds maintenance
  - Technical data services
  - Virtual reality development
  - GPC Program
- Executes numerous Small Business Innovation Research projects each year.

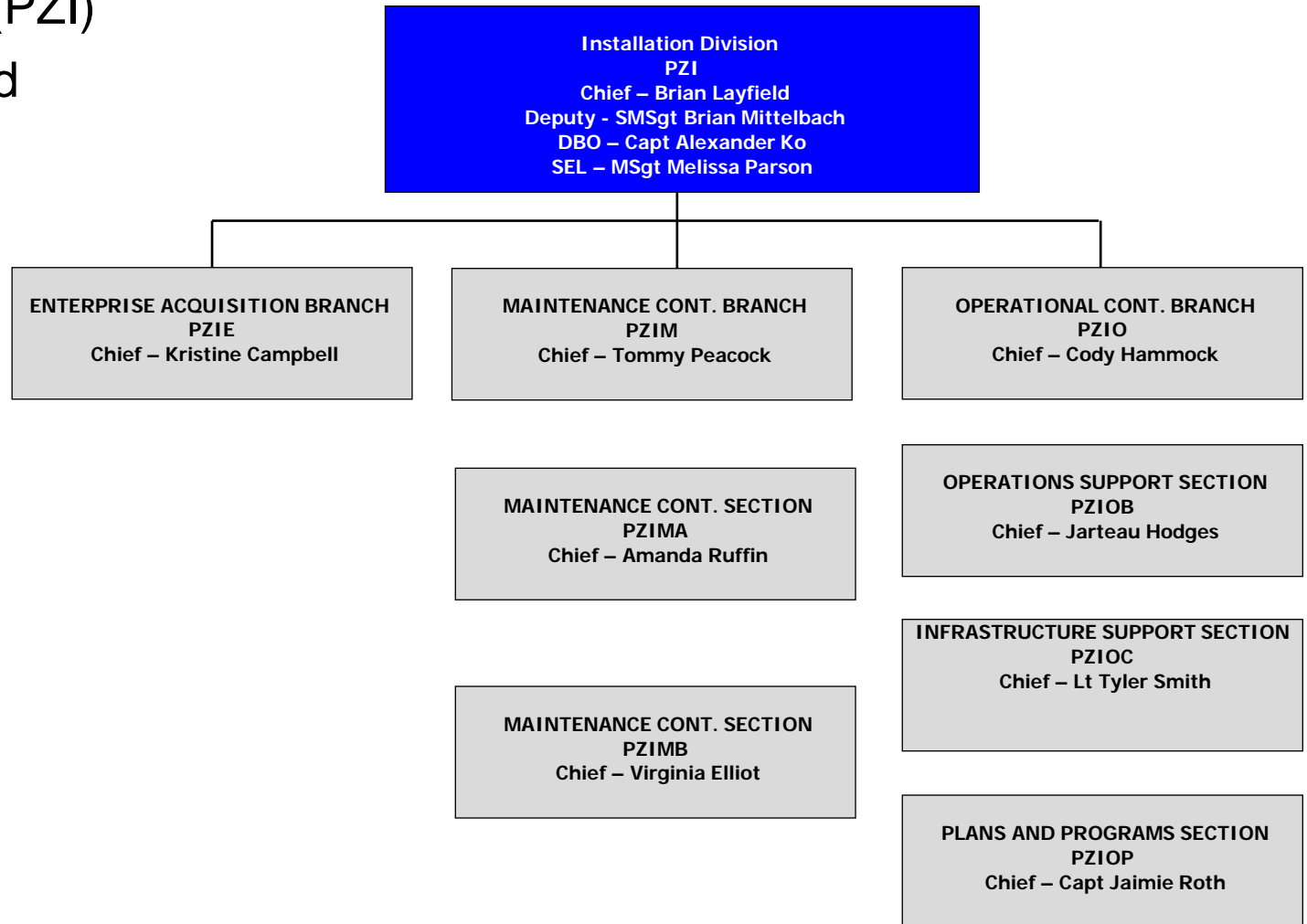






# Division Overview

- Installation Contracting Division (PZI)
  - Division Chief – Brian Layfield
- Three Branches
  - Enterprise Branch (PZIE)
  - Operational Branch (PZIO)
  - Maintenance Branch (PZIM)





# Upcoming Opportunities in the Division

---

- Enterprise Essential Engineering Capabilities Program (**E3CP**) (Expected award early 2024)
  - Description: A multiple award IDIQ that will provide a strategic reserve of essential engineering skills to support Air Force engineering needs across the enterprise, via partnerships with educational institutions and/or non-profit research organizations. Covers extensive fields of technology
  - Customers: All AF organizations
- Example Technology Fields:
  - Fixed and Rotary Wing Aircraft Systems
  - Facility Operational Systems
  - Armament/Munitions
  - Digital Engineering Transformation
  - Artificial Intelligence



# *Upcoming Opportunities in the Division*

---

- Civil Engineering Multiple Award Construction Contract (CEMACC)
  - Description – provide all labor, material, plant, equipment, supplies, transportation and coordination required for the completion of IDIQ contracts for multi-discipline construction projects.
  - Renewal Date – TBD 2028 (currently being finalized)
- Simplified Acquisition of Base Engineering Requirements (SABER)
  - Description - provide all labor, material, plant, equipment, supplies, transportation, and coordination required for the completion of IDIQ contracts for multi-discipline construction projects.
  - Renewal Date – Sep 2024



# *Upcoming Opportunities in the Division*

---

- Mechanical – Electrical

- Description – provide all labor, material, plant, equipment, supplies, transportation and coordination required for the completion of IDIQ contracts for mechanical/electrical discipline construction projects.
- Renewal Date – Sep 2024

- Propane

- Description – purchase of liquid propane fuel to be delivered at Robins Air Force Base, Georgia. Contractors shall provide propane fuel on a full-service basis including acquisition, transportation, and delivery.
- Renewal Date – Mar 2024



# *Upcoming Opportunities in the Division*

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## ■ Paving

- Description – Base wide Paving IDIQ Repair, maintenance, and minor construction work to miscellaneous surface areas.
- Renewal Date – Aug 2026

## ■ Paint

- Description –includes but not limited to provide all labor, material, plant, equipment, supplies, transportation, and coordination required for painting projects.
- Renewal Date – Aug 2026



# *Upcoming Opportunities in the Division*

---

- External Construction Contract (ECC)
  - Description –provide all labor, equipment and materials for site preparation, demolition, repair, replacement, and minor construction necessary to provide adequacy to the exteriors of facilities, warehouses, hangars, etc.
  - Renewal Date – Feb 2027
- Architect and Engineering (A&E)
  - Description – support all A-E related workload at Robins AFB. Individual Task Orders will be executed in support of real property maintenance, repair, and alterations.
  - Renewal Date – May 2027



# *Upcoming Opportunities in the Division*

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- Integrated Solid Waste Management (ISWM)
  - Description –Municipal Solid Waste Collection.
  - Renewal Date – Oct 2023
- Interruptible Gas
  - Description – Interruptible Natural Gas for consumption at Robins Air Force Base. Annual requirement is estimated to be 875,000-1,000,000 mcf per year based on the last three years consumptions and considering new load requirements within the next 10 years. Providers must be authorized marketers of Atlanta Gas Light (AGL) to be able to use the AGL pipeline that feeds the base. City of Warner Robins has its own pipeline onto the base and is therefore considered a possible source.
  - Renewal Date – Feb 2024



# Upcoming Opportunities in the Division

Program Name (FEM Description)	Fiscal Year (FY)	Sole Source or Competitive
CMXG PRODUCTION SERVICES MANPOWER (PDM SUPPORT SERVICES)	23	Competitive
CMXG DO-CAT PRODUCTION MANPOWER	23	Competitive
CIP - FOM Storage Shelter	23	Competitive
CIP - X-Ray Chamber	23	Competitive
INDUSTRIAL PROCESS WASTE (IPW) CLEANING	24	Competitive
C-17 MAINTENANCE ANALYSTS FOR G081	25	Competitive
DEPOT MAINT ANALYSIS AND SME SUPPORT	25	Competitive
EMXG PRODUCTION SUPPORT ID/IQ	25	Competitive
ENVIRONMENTAL AND ENGINEERING SUPPORT ID/IQ	25	Competitive
TECH ORDER (TO) LIBRARY SUPPORT	25	Competitive
MAINTENANCE ANALYSTS SYSTEMS SUPPORT (FORMERLY PDMSS)	26	Competitive
MXSG TOOL AND PART ATTENDANT AUGMENTEES ID/IQ	26	Competitive
AIRCRAFT PAINTERS DOCAT SHOP SUPPORT ID/IQ	27	Competitive
AMXG PRODUCTION SUPPORT MANPOWER - ID/IQ	27	Competitive
CMXG PRODUCTION SERVICES MANPOWER (PDM SUPPORT SERVICES)	27	Competitive
DIE AND MOLD DESIGN AND MANUFACTURING	27	Competitive





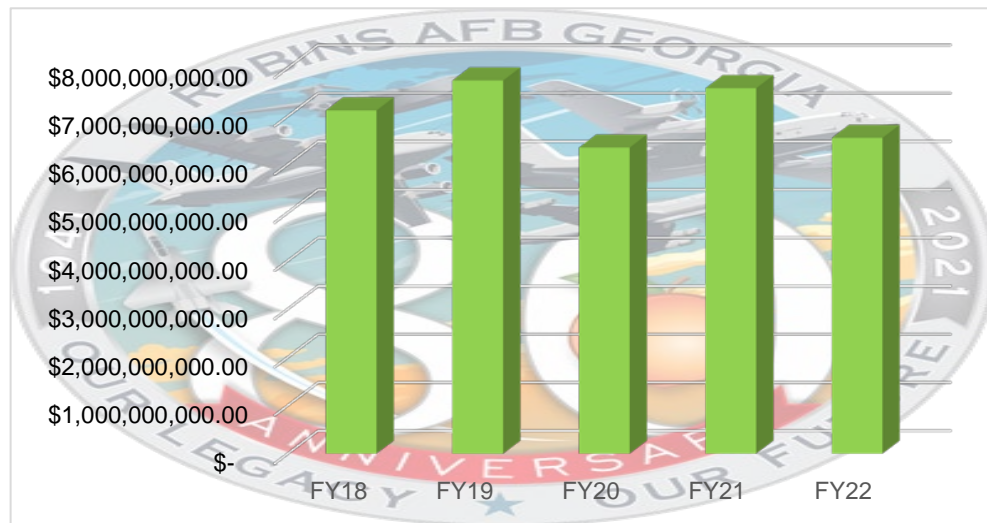
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# ***Broader Opportunities at Robins AFB***



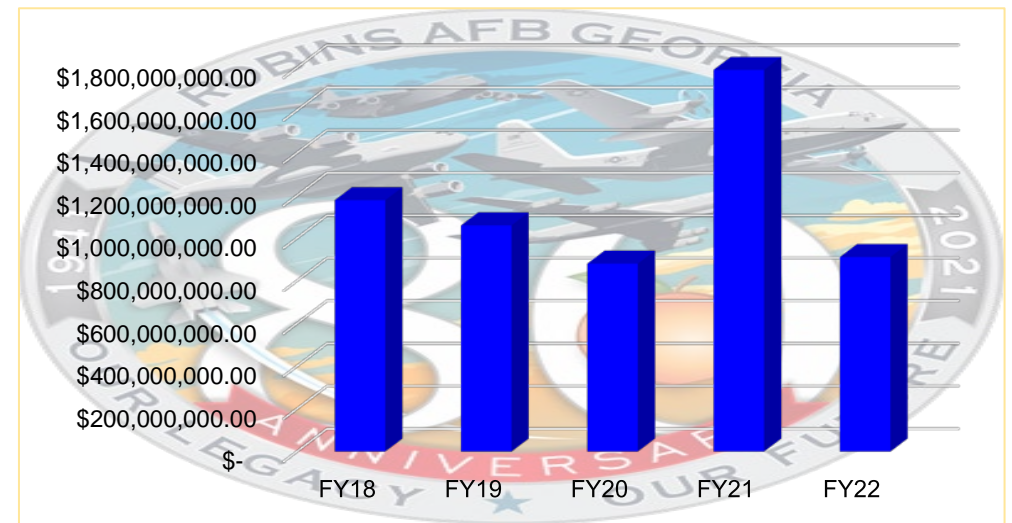
## Five Year Trend in Total Contract Obligations

The below outlines the trend line in total obligations over the past five fiscal years. Obligations peaked in FY19 for a total of \$7.7 Billion. These obligations support missions and jobs all over the Globe.



## Five Year Trend in Total Obligations for Competitive Awards

The below reflects the obligations for awards that achieved competition in the marketplace. FY21 nearly doubled the competitive obligations from FY20!





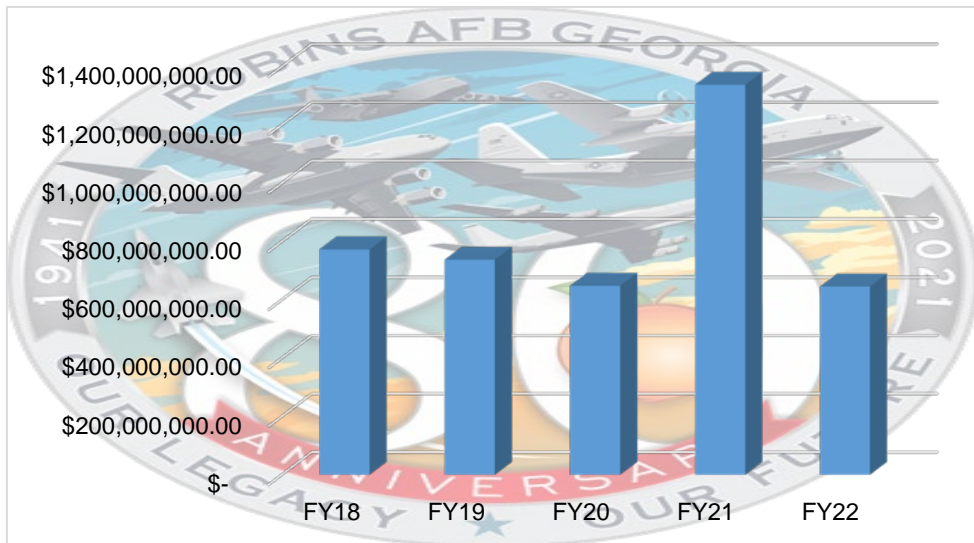
**638<sup>TH</sup> SUPPLY CHAIN MANAGEMENT GROUP**



**WARNER ROBINS AIR LOGISTICS COMPLEX**

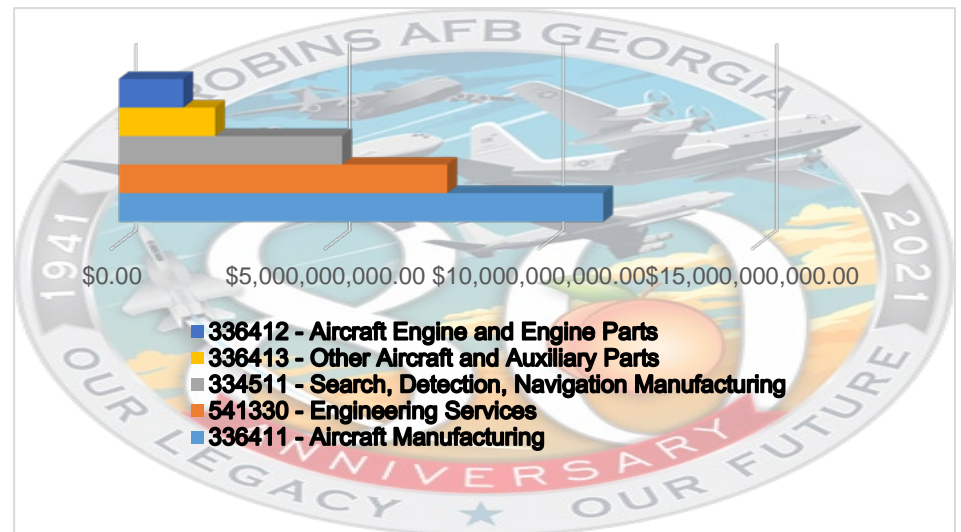
## Five Year Trend in Obligations to Small Businesses

The below outlines the trend line in total obligations to small businesses. FY21 obligations to small businesses more than doubled in FY21 compared to FY20.



## Top Five NAICS Obligations over Five Year Period

Ever wonder what type of business is awarded at Robins? Robins' obligations span over 300 NAICS Codes! The below represents the top five by total obligations over five years.





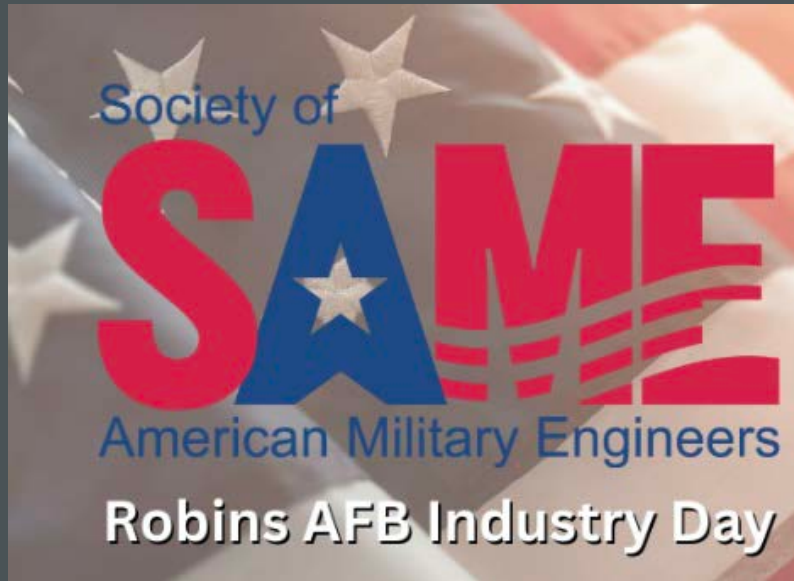
# Industry Outreach Events

- Created by Robins PK back in Oct 2021 as a monthly engagement with industry to discuss opportunities at Robins, acquisition policies/methods, and engagement with program offices
- Monthly event, typically first Tuesday of the month, held in person at the Nugteren Hangar at the Museum of Aviation and streamed virtually via Microsoft Teams
- Advertised on SAM.GOV
- Previous briefings to the right
- Mailing List point of contact:  
theresa.puterbaugh@us.af.mil

Month and Day	Topic	Synopsis
November 2nd	Division Intros and Kick Off	Event kick off and introduction to each Robins Contracting Divisions and the respective Division Chiefs.
December 7th	Tech Evals - How does the AF Evaluate?	Walkthrough explanation of how the AF reviews proposals and completes our technical evaluations. What do you as the contractor need to know.
January 11th	Source Selection Procedures	Explanation of how the AF chooses its Source Selection methods and how we conduct source selections.
February 1st	PCO Coffee Talk	Open forum event with approx. 5 SME PCOs. PCOs will be introduced at beginning and event will function as a "social" with all PCOs available for discussion and questions.
March 1st	PEO/Cust Portfolio Discussion	Detailed discussion of a PEO's/customer's portfolio. Mission Statements, Risk Areas, Focus Areas, How contractors can help, etc.
April 5th	GSA Schedules	Briefing by GSA on how contractors can best get on GSA Schedules and what Schedules Robins Contracting uses the most.
May 3rd	PEO/Cust Portfolio Discussion (638th DD)	Detailed discussion of a PEO's/customer's portfolio. Mission Statements, Risk Areas, Focus Areas, How contractors can help, etc.
June 7th	DLA and E3CP Brief	Introduction to DLA, how DLA interacts with AF at Robins, what they buy, and points of contact. Introduction to E3CP (Pre-Industry Day)

# Questions?





# THANKS TO OUR SPONSORS



---

Todd McDowell

President

[tmcdowell@a-otc.com](mailto:tmcdowell@a-otc.com)



**Mr. Marshall S. Wall, PE**  
Chief of Engineering  
78<sup>th</sup> Civil Engineering Group





*78 CEG*

# SAME



**Marshall S. Wall Jr., P.E.**  
Chief of Engineering  
Robins AFB, Georgia  
Feb 23





# Overview



*78 CEG*

- **Scope of Work**
- **MILCON & UMMC**
- **Funding**
- **FY23 Project Program**
- **Questions**



# Scope of Work



78 CEG

## ➤ Operate, Sustain, and Improve:

- 6,935 Acres
- 1151 Government Facilities
- 14.1M SF of Shop, Admin and Warehouse Space
- 92 Miles of Paved Roads
- 3.0M SY Aircraft Flight Line and Ramp Areas
- 600 Miles of Electrical, Water, Sewage, Gas Lines
- Total Replacement Cost = \$8.4B

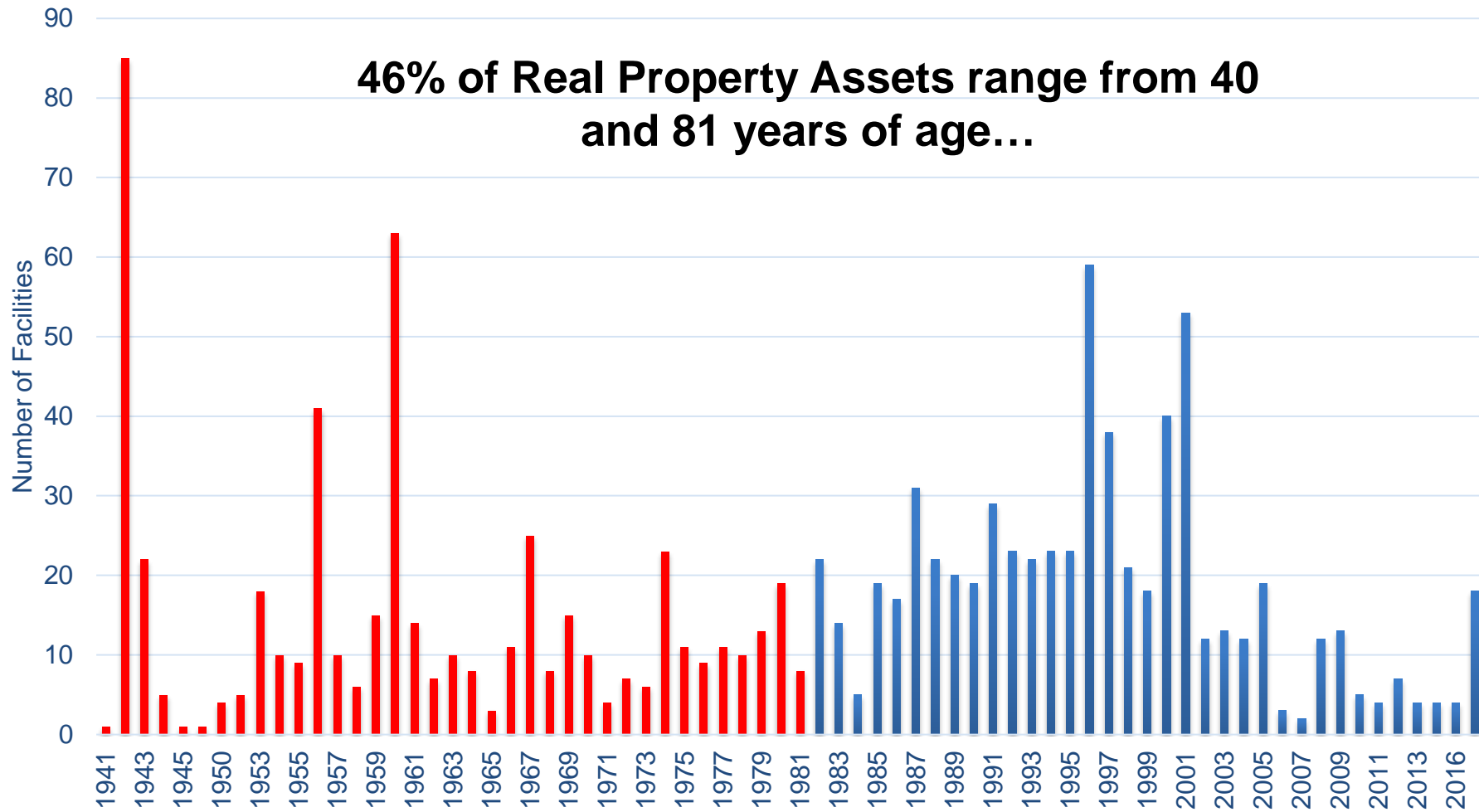
***Largest Industrial Complex in Georgia***



# RAFB Real Property Age



78 CEG



As of Feb 2022

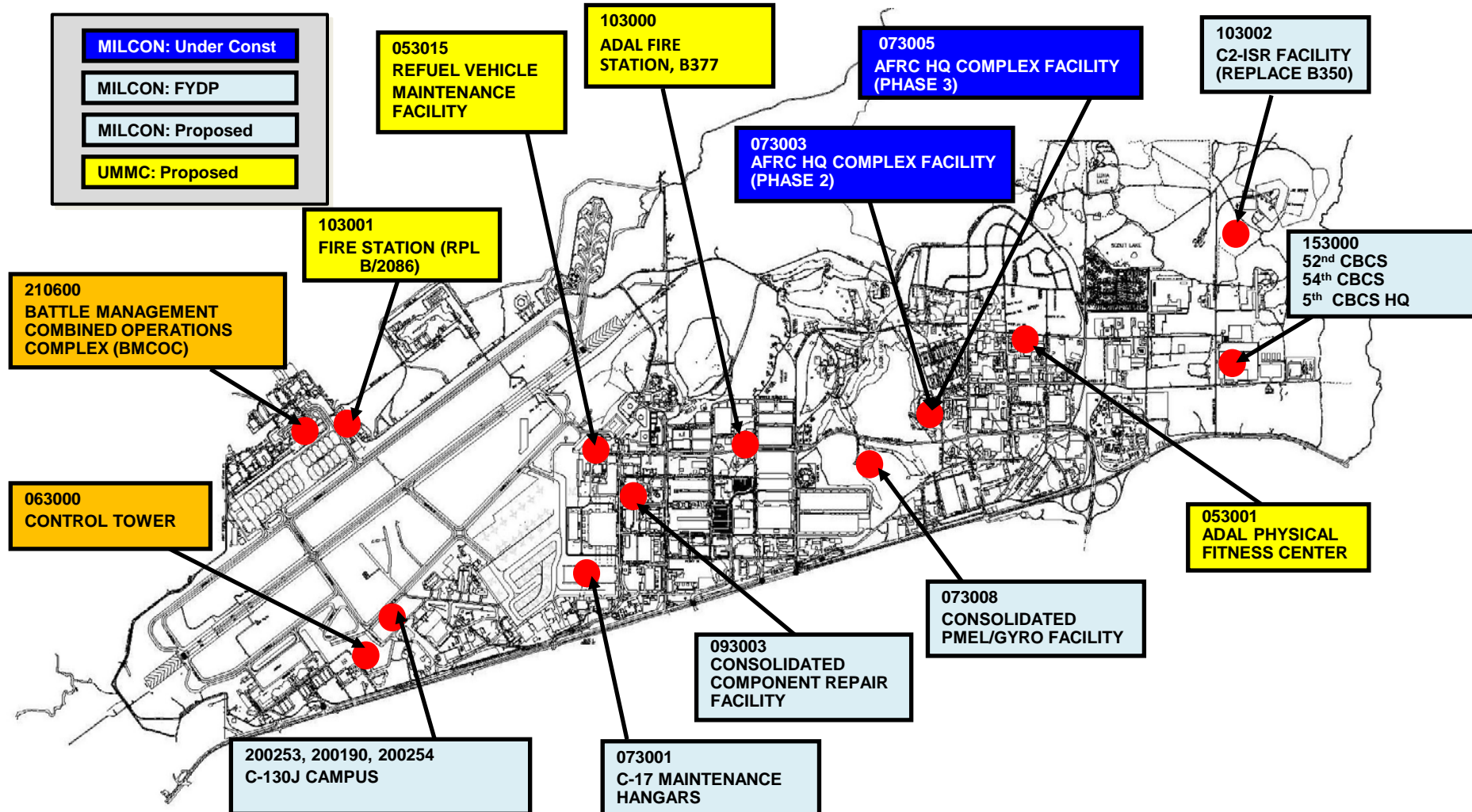


# MILCON & UMMC Projects

## Robins AFB



78 CEG

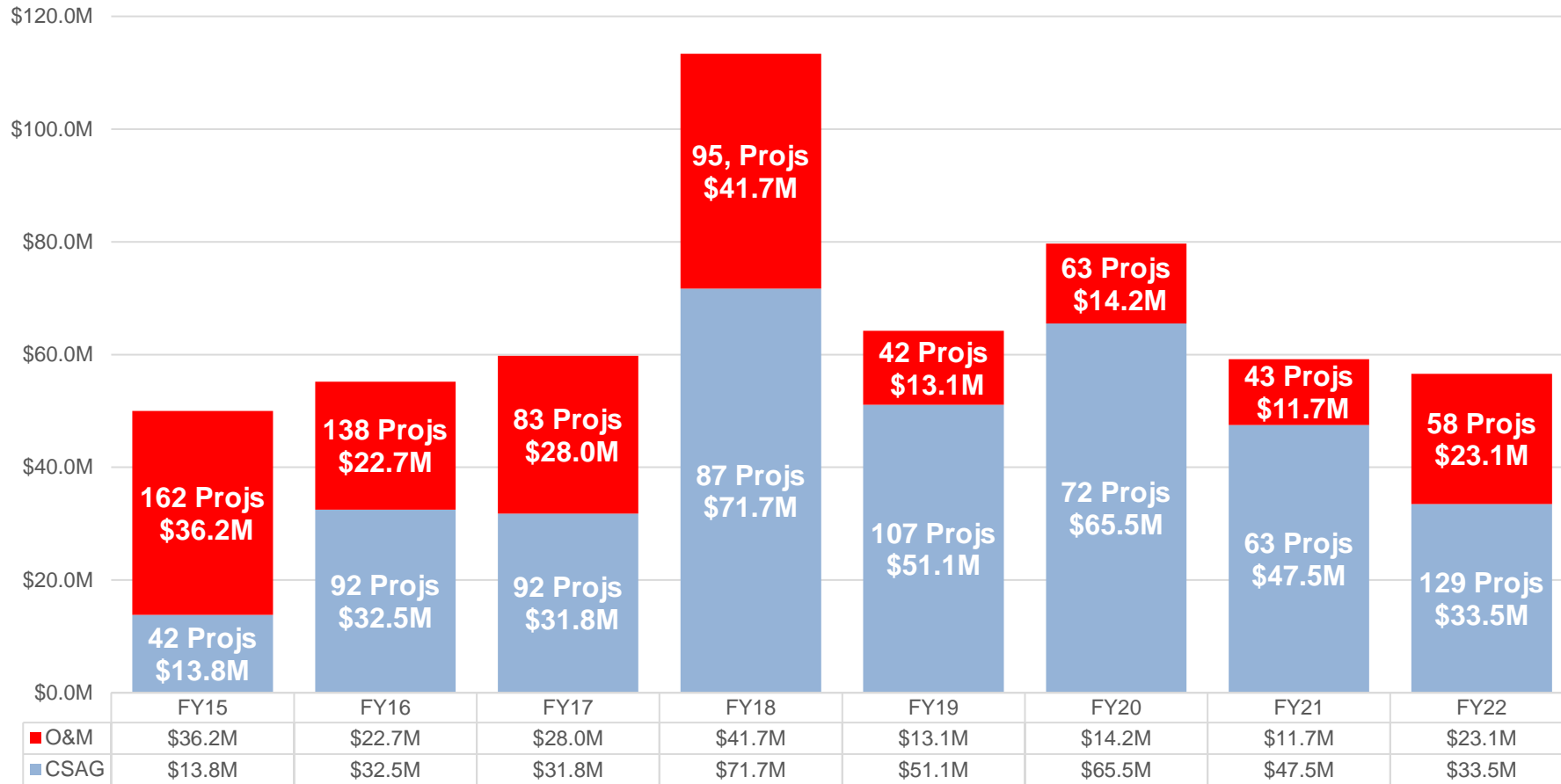




# Construction Program



78 CEG



Operations and Maintenance (O&M)  
Consolidated Sustainment Activity Group (CSAG)



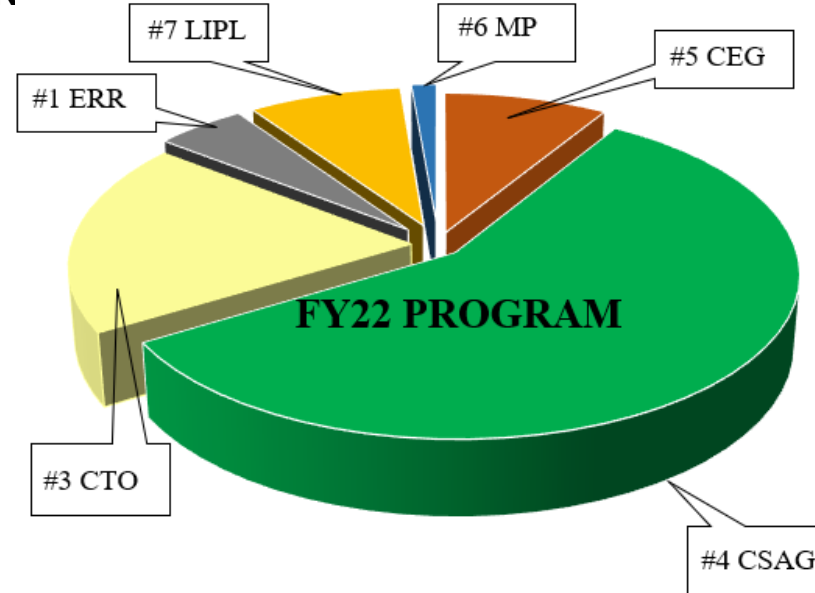
# 78 CEG FY22 Project Program



78 CEG

## ➤ Current FY22 Program → 187 Projs = \$56.6M

- Pri #1: Storm Damage/ERR → 1 Proj = \$2.7M
- Pri #2: IDIQs → 2 Contracts = \$75M capacity
- Pri #3: CTO → 6 Projs = \$10.4M
- Pri #4: CSAG → 63 Projs = \$33.5M
- Pri #5: CEG → 20 Projs = \$4.8M
- Pri #6: Mission Partners → 7 Projs = \$734K
- Pri #7: LIPL → 13 Projs = \$4.5M





# IDIQ Contracts



78 CEG

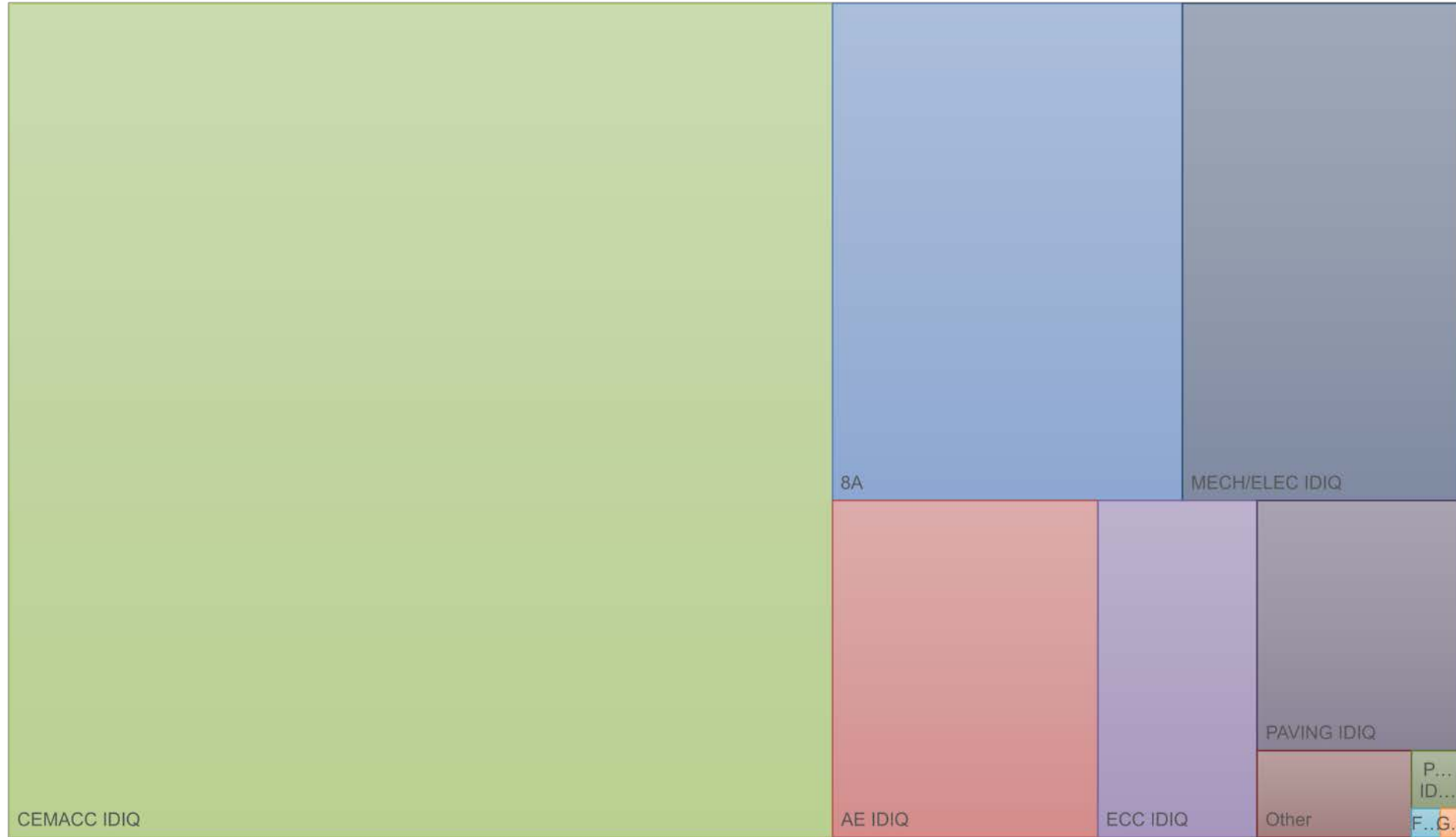
Title	Contract Years	Contract Expire	Contract Limit	Current Obligations	% Remaining
Mech/Elec	5	23-Apr-24	\$95M	\$35.7M	62%
CEMACC II	5	16-Sep-24	\$95M	\$79.7M	16%
SABER II	5	15-Sep-25	\$55M	\$7.3M	87%
Paving	5	23-Aug-26	\$40M	\$6.3M	84%
Paint	5	31-Aug-26	\$4M	\$0.6M	85%
AE II	5	21-Apr-26	\$30M	\$4.6M	85%
ECC	5	22-Jul-27	\$45M	\$6.3M	86%
CEMACC III	5		\$300M		EAD: MAR 2023



# FY20-22 Breakdown (\$ of Projs)



78 CEG







# FY20-22 Breakdown (# of Projs)



78 CEG

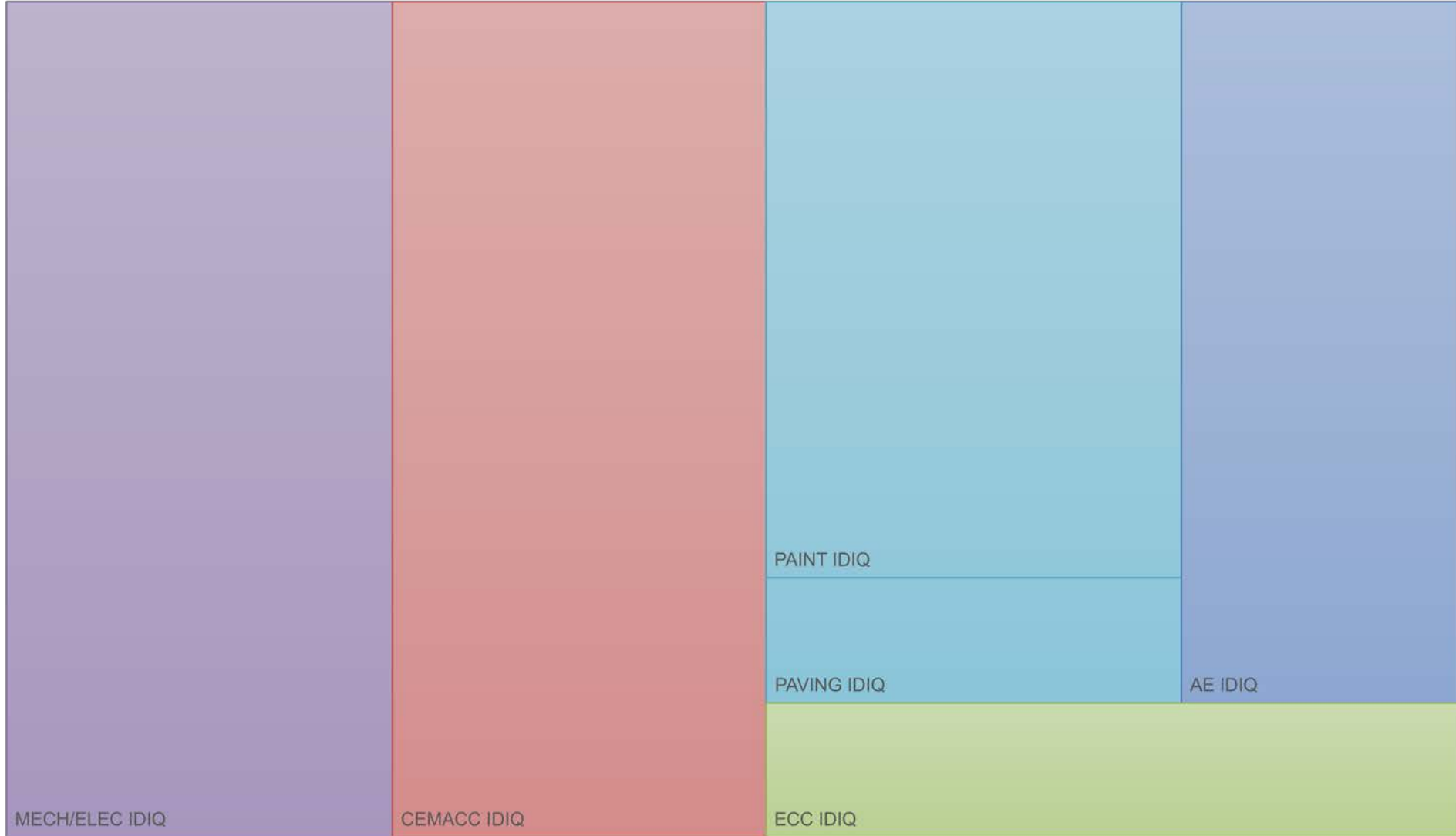




# FY23 Breakdown (# of Projs)



78 CEG

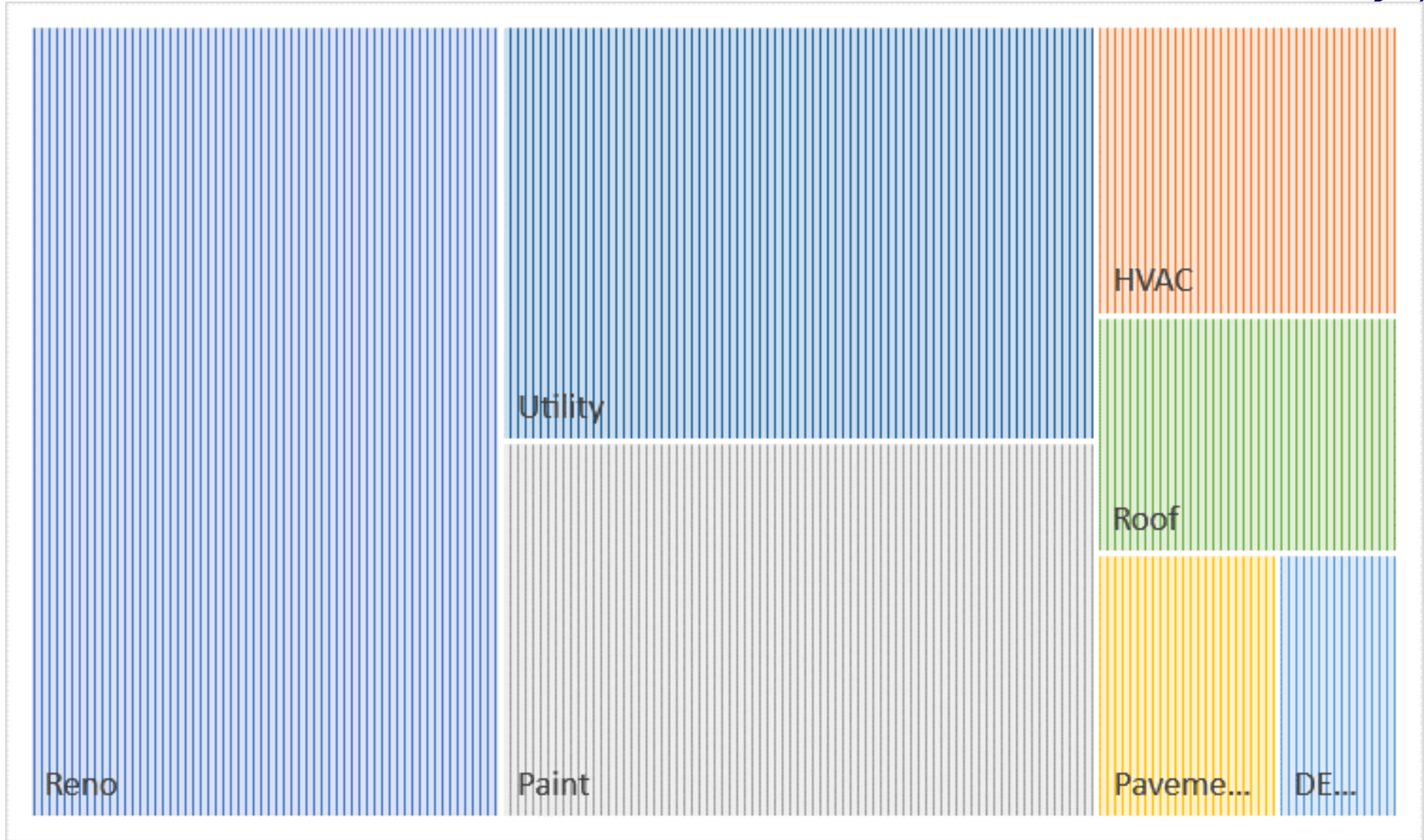




# FY23 Breakdown (# of Projs)



78 CEG





# Discussion/Questions



78 CEG

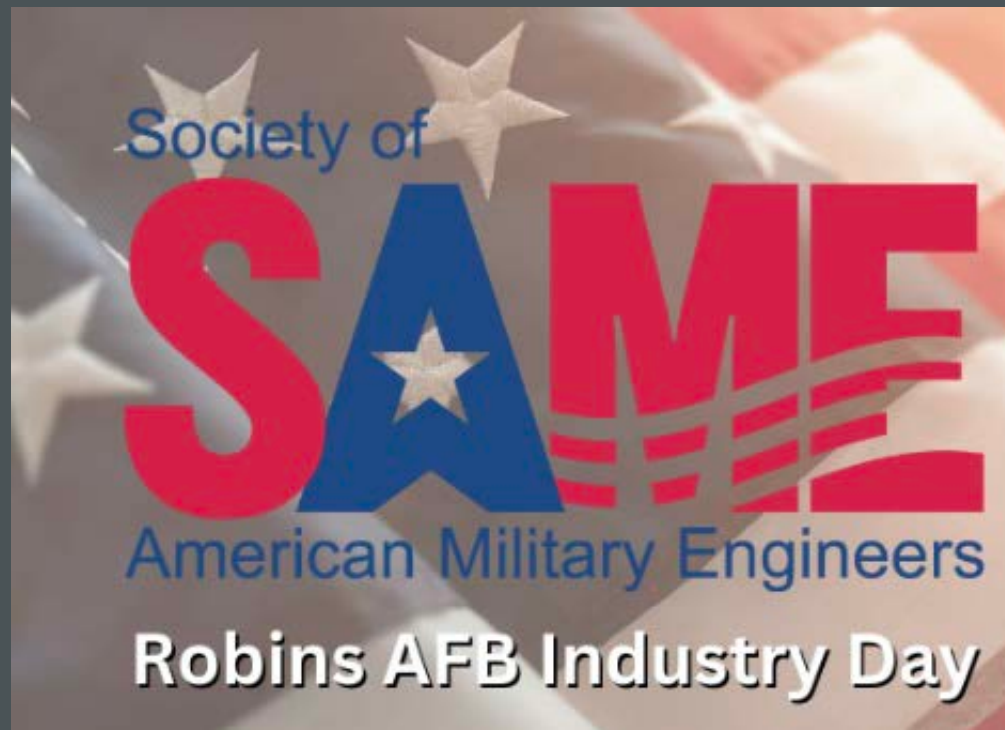


THANKS TO OUR  
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George Ajy

Environmental, SP

[george.ajy@r2tinc.com](mailto:george.ajy@r2tinc.com)



# SAME

American Military Engineers

Robins AFB Industry Day

Thanks to our speakers



THANKS TO OUR  
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**Robert Horton**

Area Sales Manager

[robert.horton@kardex.com](mailto:robert.horton@kardex.com)

**kardex**remstar



# Kardex Remstar Storage Solutions

Offering automatic, condensed storage options for applications from files to plate steel.

## Benefits

- Save space and optimize room height
  - 85% Floor space savings (typical)
- Create an ergonomic working environment
- Secure stored goods
- Achieve a high picking accuracy
- Keep systems flexible
- Modular systems

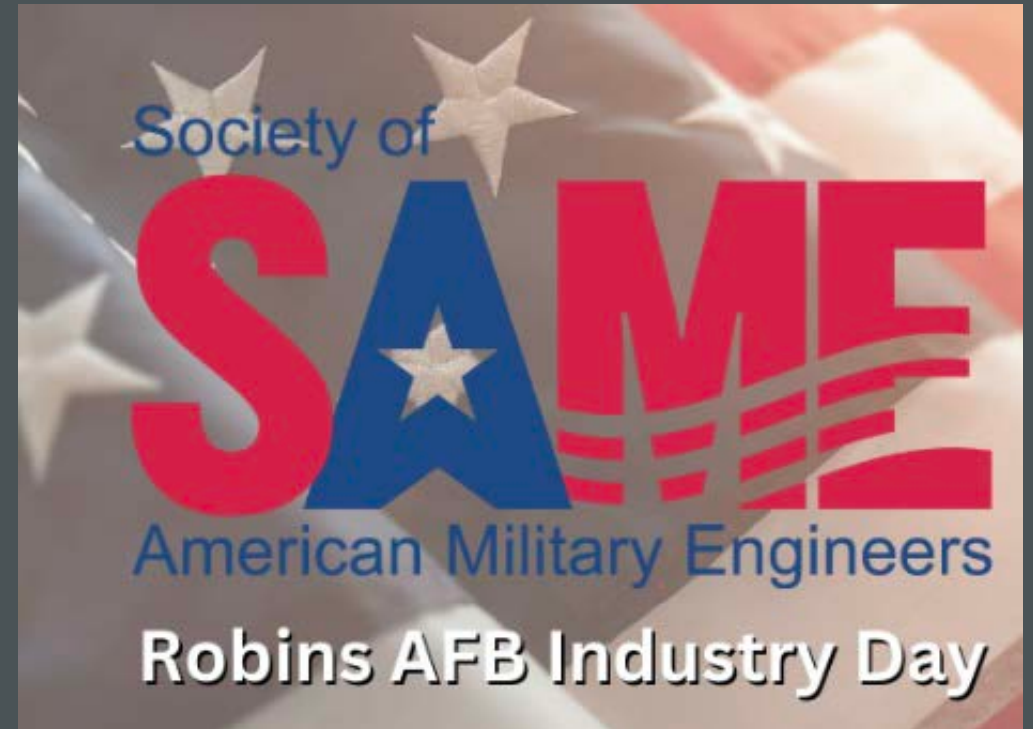




**Mr. Anthony (Tony) Cady**  
Chief, Military Programs and  
Project Management

**Ms. Jennifer Cavanaugh**  
Savannah District, US Army Corps of Engineers  
Chief, Office of Small Business Programs

**Mr. Richard Thomas, PE**  
Area Engineer  
Robins Area Office – USACE Savannah



# USACE SAVANNAH DISTRICT BRIEFING SAME MOBILE POST INDUSTRY DAY

8 FEB 2023

Jennifer Cavanagh  
Deputy, Small Business

Anthony (Tony) Cady, PMP  
Chief, Military Programs & Project Management Branch

*Working Today to Build a Better Tomorrow*



US Army Corps  
of Engineers®





# SAVANNAH DISTRICT MISSION



## Building Strong for America!

- Provide facilities for Soldiers, Airmen, and families
- Enable free-flow of commerce
- Conserve and protect the region's water and natural resources
- Enhance family recreation

***Working Today to Build a Better Tomorrow***



# SAVANNAH DISTRICT LEADERSHIP



**COL Joseph R. Geary**  
District Commander



**Maj Alex Duffy**  
District Deputy Commander



**MAJ Robert Etheridge**  
Deputy Commander  
for Cyber Transformation

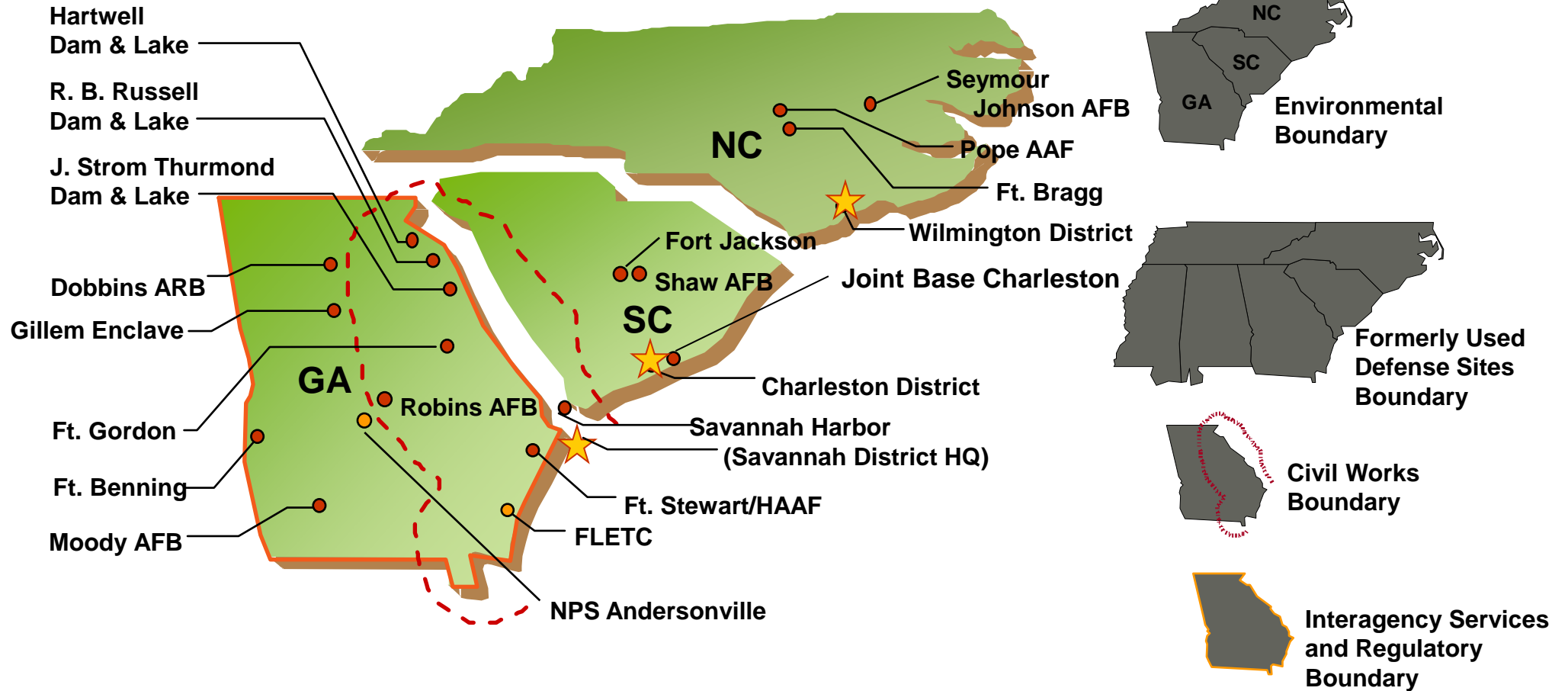


**Erik Blechinger**  
Deputy District Engineer  
Programs and Project Management

*Working Today to Build a Better Tomorrow*



# SAVANNAH DISTRICT BOUNDARIES



- Homeowner's Assistance Program includes entire U.S. and Overseas.
- Real Estate Boundary includes Army Central Command AOR



# SAVANNAH DISTRICT'S WORKLOAD



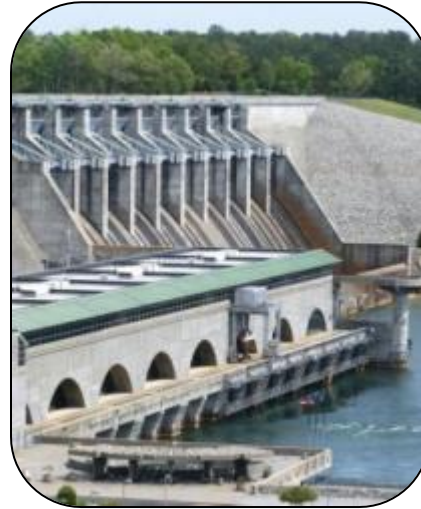
Fiscal Year 2023



**Military**  
**\$547M**



**Real Estate**  
**\$31M**



**Civil Works**  
**\$146M \*\***



**Regulatory**  
**\$5.1M \***



**Environmental**  
**\$64M**

**Total: \$793 million**

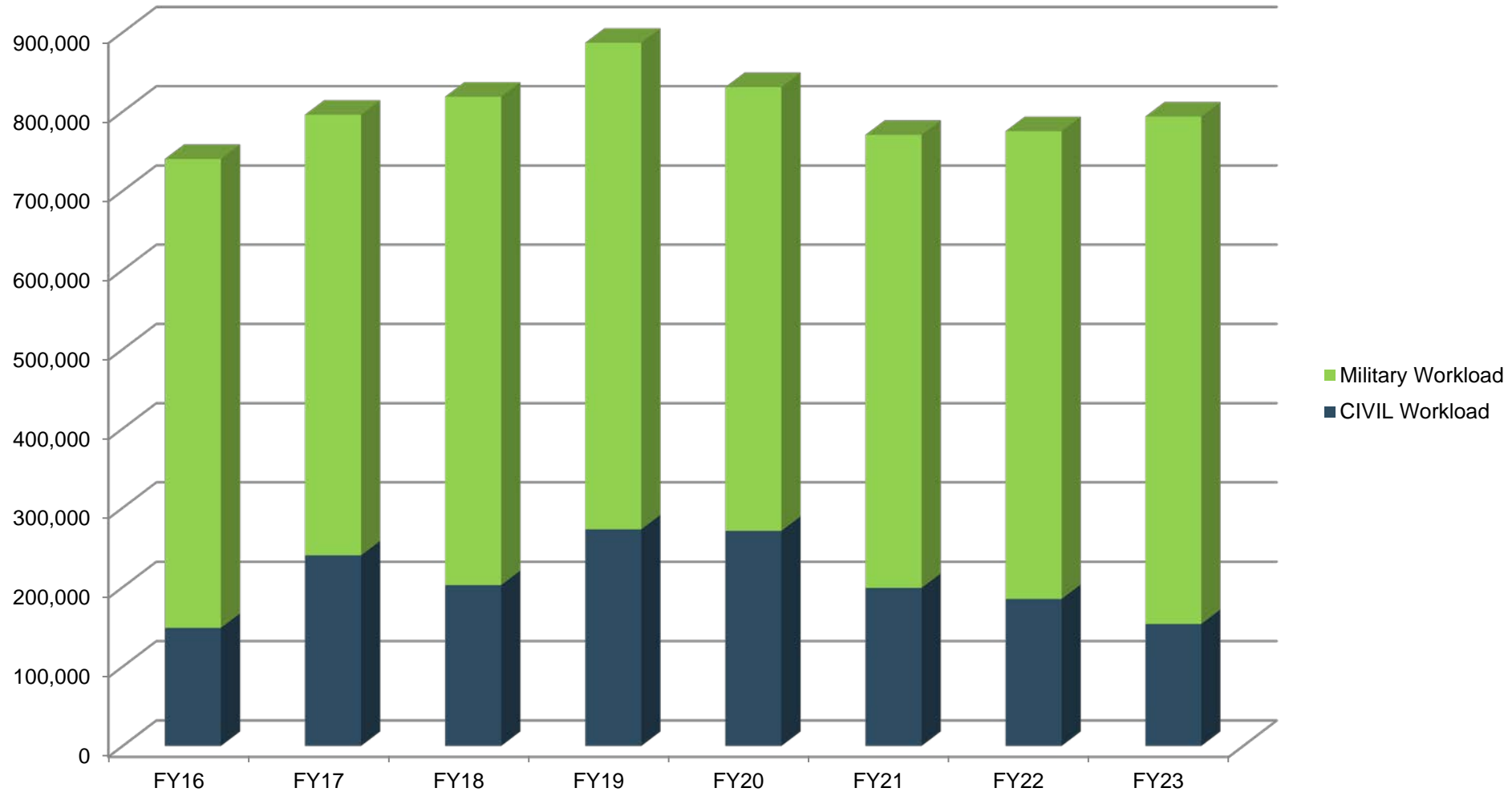
\* does not include BIL regulatory  
\*\* does not include VA Gainesville

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# SAS WORKLOAD TRENDS

Dollars in 000



*Working Today to Build a Better Tomorrow*



# FY22 SMALL BUSINESS ACHIEVEMENTS



## **Awarded over \$366M to Small Business Partners!**

- 47.82% Small Business
- 28.55% Small Disadvantaged (SDB)
- 3.61% Service-Disabled Veteran Owned (SDVOSB)
- 20.01% Woman Owned (WOSB)
- 13.97% HUBZone





# FY 2022 PROGRAM TRENDS & OBSERVATIONS



NAICS Description	SB Dollars	% of Total Obligations
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$212,094,161	28%
237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$28,310,367	4%
238220 - PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$33,956,474	4%
541330 - ENGINEERING SERVICES	\$17,058,721	2%
562910 - REMEDIATION SERVICES	\$38,484,532	5%



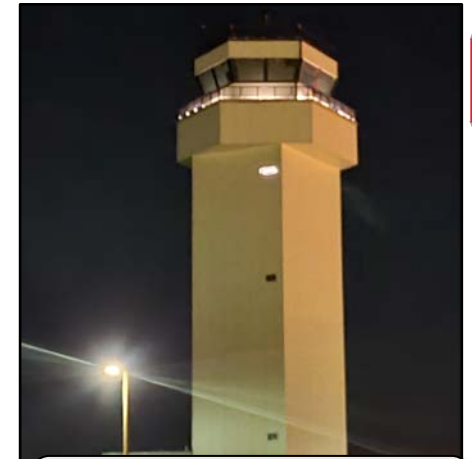


# MILITARY CONSTRUCTION



*2-Bay Hangar Seymour-Johnson AFB*

*Elementary School Fort Stewart*



*Air Traffic Control Tower Ft. Benning*



*CDC Tyndall AFB*



*Ramey Elementary School, Puerto Rico*



*Pope Army Airfield Runway Replacement Ft. Bragg*

***Working Today to Build a Better Tomorrow***

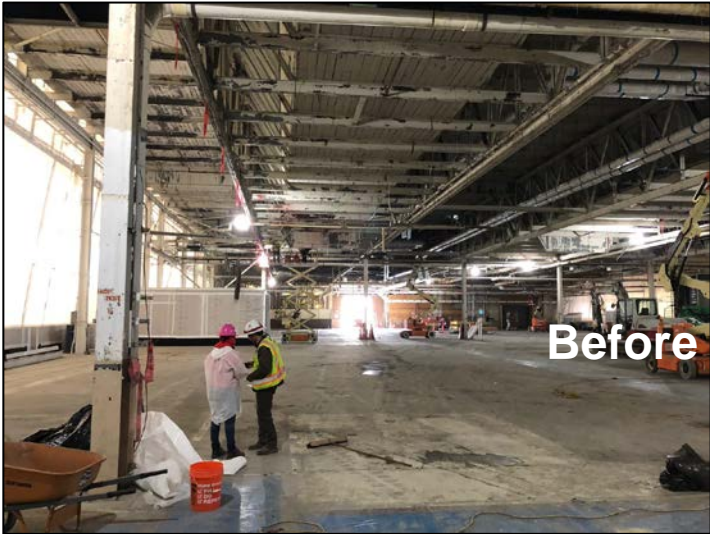


# Robins AFB Projects

**Bldg 125**



**USAF CMC**



**Before**



**After**



*Working Ready to Build a Better Tomorrow*



# CONTRACT OPPORTUNITIES: STANDALONE

## MILITARY CONSTRUCTION PROGRAM

PROPONENT ORGANIZATION	CONTRACT	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION	ADVERTISE
Military Programs	Bldg 231 Foreign Military Sales Addition Robins AFB, GA	\$10M - \$25M	Small Business	DBB "C" Type	1 <sup>st</sup> Qtr FY23
Military Programs	Bldg 125 Breakroom Robins AFB, GA	\$5M - \$10M	Small Business	DBB "C" Type	2 <sup>nd</sup> Qtr FY23
Military Programs	Bldg 59D Renovation Robins AFB, GA	\$25M - \$100M	UR	DBB "C" Type	3 <sup>rd</sup> Qtr FY23
Military Programs	Battle Management Combined Ops Complex Robins AFB, GA	\$100M - \$125M	UR	DBB "C" Type	4 <sup>th</sup> Qtr FY23
Military Programs	SW Annex & Flight Office Robins AFB, GA	\$5M - \$10M	Small Business	DBB "C" Type	2 <sup>nd</sup> Qtr FY24
Military Programs	Air Traffic Control Tower & Base Ops Facility Robins AFB, GA	\$5M - \$10M	Small Business	DBB "C" Type	1 <sup>st</sup> Qtr FY25



# CONTRACT OPPORTUNITIES: STANDALONE



<b>MILITARY CONSTRUCTION PROGRAM</b>					
<b>PROPONENT ORGANIZATION</b>	<b>PROJECT</b>	<b>MAGNITUDE OF CONSTRUCTION</b>	<b>BUSINESS STANDARD</b>	<b>ACQUISITION</b>	<b>ADVERTISE</b>
Military Programs	Repair Barrack Bldg. 317 Ft. Gordon, GA	\$10M - \$25M	Small Business	DBB 'C' Type	2 <sup>nd</sup> Qtr FY23
Military Programs	Stormwater Outfall Z Ft. Gordon, GA	\$5M - \$10M	Small Business	DBB 'C' Type	2 <sup>nd</sup> Qtr FY23
Military Programs	Range 17 Erosion Control Ft. Gordon, GA	\$1M - \$5M	Small Business	DBB "C" Type	2 <sup>nd</sup> Qtr FY23
Military Programs	Forensic Laboratory Gillem Enclave, GA	\$25M - \$100M	UR	DBB "C" Type	2 <sup>nd</sup> Qtr FY23
Military Programs	Repair Parking Lots, Bldg. 300 Ft. Gordon, GA	\$1M-\$5M	Small Business	DBB "C" Type	2 <sup>nd</sup> Qtr FY23
Military Programs	Barrack Renovation Bldg. 19733 Ft. Gordon, GA	\$5M - \$10M	Small Business	DBB "C" Type	3 <sup>rd</sup> Qtr FY23



# CONTRACT OPPORTUNITIES: STANDALONE

## MILITARY CONSTRUCTION PROGRAM

PROPONENT ORGANIZATION	CONTRACT	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION	ADVERTISE
Military Programs	Bldg 17 (Sections E&F) Renovation Ft. Benning, GA	\$25M - \$100M	UR	DBB "C" Type	2 <sup>nd</sup> Qtr FY23
Military Programs	ARNG Admin Facility Ft. Benning, GA	\$1M - \$5M	Small Business	DB "C" Type	3 <sup>rd</sup> Qtr FY23
Military Programs	Bldg 399 (Sections E&F) Renovation Ft. Benning, GA	\$25M - \$100M	UR	DBB "C" Type	3 <sup>rd</sup> Qtr FY23
Military Programs	5.2MW Microgrid Ft. Benning, GA	\$10M - \$25M	Small Business	DBB "C" Type	3 <sup>rd</sup> Qtr FY23
Military Programs	ARNG UPH Barracks Ft. Benning, GA	\$10M - \$25M	Small Business	DBB "C" Type	3 <sup>rd</sup> Qtr FY23
Military Programs	ARNG UPH Barracks Ft. Benning, GA	\$10M - \$25M	Small Business	DBB "C" Type	4 <sup>th</sup> Qtr FY23
Military Programs	Bldg 2831 Ft. Benning, GA	\$5M - \$10M	Small Business	DBB "C" Type	2 <sup>nd</sup> Qtr FY24



# CONTRACT OPPORTUNITIES: STANDALONE

## MILITARY CONSTRUCTION PROGRAM

PROPONENT ORGANIZATION	CONTRACT	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION	ADVERTISE
Military Programs	Multi-Purpose Training Range Ft. Bragg, NC	\$20M - \$30M	Unrestricted	DBB "C" Type	2 <sup>nd</sup> Qtr FY23
Military Programs	Knox Hall B12732 Reno Ft. Bragg, NC	\$5M - \$10M	Small Business	DBB "C" Type	4 <sup>th</sup> Qtr FY23
Military Programs	Repair Building 900 Ft. Bragg, NC	\$5M - \$10M	Small Business	DBB "C" Type	2 <sup>nd</sup> Qtr FY23
Military Programs	Pope Army Airfield Apron and Taxiways Ft. Bragg, NC	\$15M - \$25M	Small Business	DBB "C" Type	3 <sup>rd</sup> Qtr FY23
Military Programs	Liberty Trail Ft. Bragg, NC	\$5M - \$10M	Small Business	DBB "C" Type	3 <sup>rd</sup> Qtr FY23
Military Programs	Prep Admin Space for Garrison C2	\$1M - \$5M	Small Business	DBB "C" Type	4 <sup>th</sup> Qtr FY23
Military Programs	Repair Building 2-1105 Ft. Bragg, NC	\$20M - \$30M	Unrestricted	DBB "C" Type	4 <sup>th</sup> Qtr FY23





# CONTRACT OPPORTUNITIES: STANDALONE

## MILITARY CONSTRUCTION PROGRAM

PROPONENT ORGANIZATION	CONTRACT	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION	ADVERTISE
Military Programs	Bldg. 623 Renovation Ft. Stewart, GA	\$10M - \$25M	Small Business	DBB "C" Type	4 <sup>th</sup> Qtr FY23
Military Programs	10MW Microgrid Ft. Stewart, GA	\$10M - \$25M	Small Business	DBB "C" Type	4 <sup>th</sup> Qtr FY23



# CONTRACT OPPORTUNITIES: STANDALONE

## MILITARY CONSTRUCTION PROGRAM

PROPONENT ORGANIZATION	CONTRACT	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION	ADVERTISE
Military Programs	Bldg 3300 Renovation Seymour-Johnson AFB	\$10M - \$25M	Small Business	DBB "C" Type	4 <sup>th</sup> Qtr FY23



# CONTRACT OPPORTUNITIES: CIVIL WORKS



## CIVIL WORKS PROGRAM

PROPONENT ORGANIZATION	PROJECT NAME	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION METHOD	ADVERTISE
Civil Works	<b>Lower Dissolved Oxygen (DO) Discharge Pipe Stabilization</b>	\$1M - \$5M	Competitive 8(a)	IFB	4th Qtr FY23
Civil Works	<b>Erosion Repair - Upper Dissolved Oxygen (DO) Plant</b>	\$500K - \$1M	Competitive 8(a)	IFB	1st Qtr FY23
Civil Works	<b>Richard B Russel (RBR) O2 Diffuser Replacement</b>	\$1M - \$5M	TBD	2-Step DB	1st Qtr FY23
Civil Works	<b>Down River Dissolved Oxygen Water Bearing Flush System</b>	\$1M - \$5M	Small Business	TBD	2nd Qtr 2023
Civil Works	<b>Boat Ramp at Hutchinson Island Construction</b>	\$1M - \$5M	Small Business	IFB	4th Qtr FY23



# CONTRACT OPPORTUNITIES: ENVIRONMENTAL



## ENVIRONMENTAL PROGRAM

PROPONENT ORGANIZATION	PROJECT NAME	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION METHOD	ADVERTISE
Environmental	<b>Carolina Group ORC</b>	\$25M - \$100M	Small Business	"C" Type	3 <sup>rd</sup> Qtr FY23
Environmental	<b>ERS/MMRP MATOC</b>	\$249M	Multiple	IDIQ	3 <sup>rd</sup> Qtr FY23



# CONTRACT OPPORTUNITIES: IDIQ



PROPONENT ORGANIZATION	PROJECT NAME	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION METHOD	ADVERTISE
Military Programs	Small Business Small Project MATOC	\$249M	Small Business	2-Step	Ph 1 – 2 <sup>nd</sup> Qtr FY23 Ph 2 – 4 <sup>th</sup> Qtr FY23
Military Programs	AE IDC	\$240M	UR	IDIQ	3 <sup>rd</sup> Qtr FY23 (15 Apr 23)



# GATEWAY TO SUCCESS



- Do your homework & understand our mission
- Schedule a meeting with the Small Business Office
  - Jennifer Cavanagh, [Jennifer.S.Cavanagh@usace.army.mil](mailto:Jennifer.S.Cavanagh@usace.army.mil)  
(912) 652-5539
  - <https://www.sas.usace.army.mil/Business-With-Us/Small-Business/>
- Register in the “System for Award Management” (SAM) [www.sam.gov](http://www.sam.gov)
- Be AWARE of announcements – business opportunity notifications, industry days, and federally attended meetings in the area





# Contact Information

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# QUESTIONS

Find us on Social Media!





# USACE SAVANNAH Q&A



# CLOSING REMARKS AND NETWORKING

