

# Naval Facilities Engineering Command Mid-Atlantic Small Business Overview

Joseph J. McGrenra, CFCM  
Deputy for Small Business  
NAVFAC Mid-Atlantic

*June 1st, 2011*

# The NAVFAC Mission/Vision



## Our Mission

**NAVFAC is the Systems Command that delivers and maintains quality, sustainable facilities, acquires and manages capabilities for the Navy's expeditionary combat forces, provides contingency engineering response, and enables energy security and environmental stewardship.**

## Our Vision

**We strengthen Navy and Marine Corps readiness through our work across the facility lifecycle and our support of the shore expeditionary mission.**



## **Who we are...**

- **Global Engineering/Acquisition Command**
- **17,000 Civilians, 1,600 military, & 500 Contractors**
- **Annually provide over \$18 billion of products/ services**
- **DoN's Facilities Engineering SYSCOM**
- **Naval Expeditionary Combat Enterprise lead SYSCOM**
- **DoD Construction Agent**
- **Member of the Provider Enterprise**

# NAVFAC Products & Services



- **Capital Improvements**

- Construction
- Design A&E/In-House
- Specialized Technical Engineering and Services
- Ocean Engineering

- **Environmental**

- Environmental Restoration
- Environmental Quality

- **Asset Management**

- Facilities Planning
- Project Development
- Real Property Acquisition, Mgmt and Disposal

- **Public Works**

- Facility Sustainment
- Utilities and Energy Management
- Base Support Vehicles and Equipment
- Facility Services
- Facilities Support Contract Management

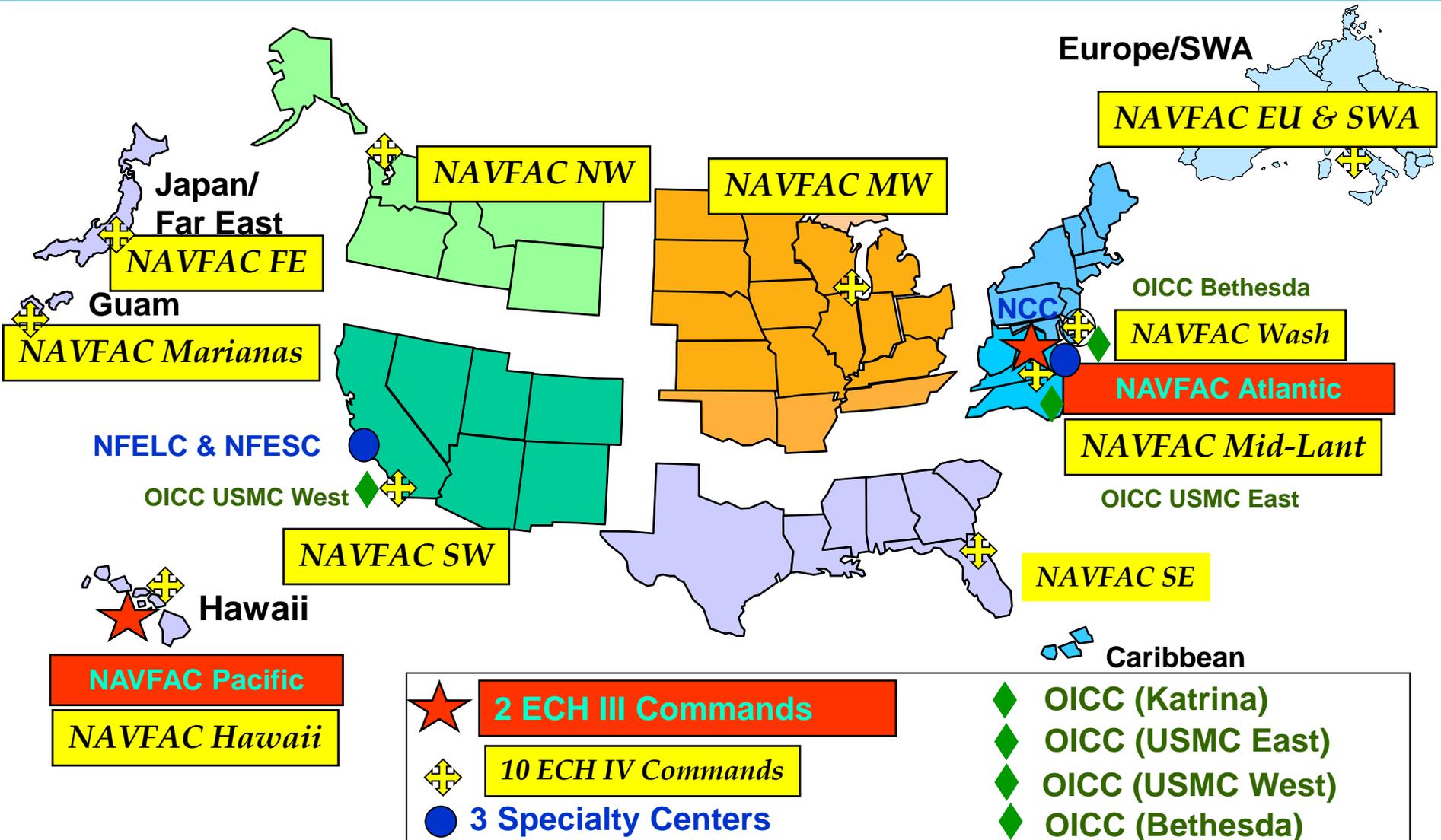
- **Contingency Engineering**

- Disaster Recovery
- Emergent Operations

- **Expeditionary Programs**

- Support Military Operations
- Equipment/Systems Acquisition

# NAVFAC Organization



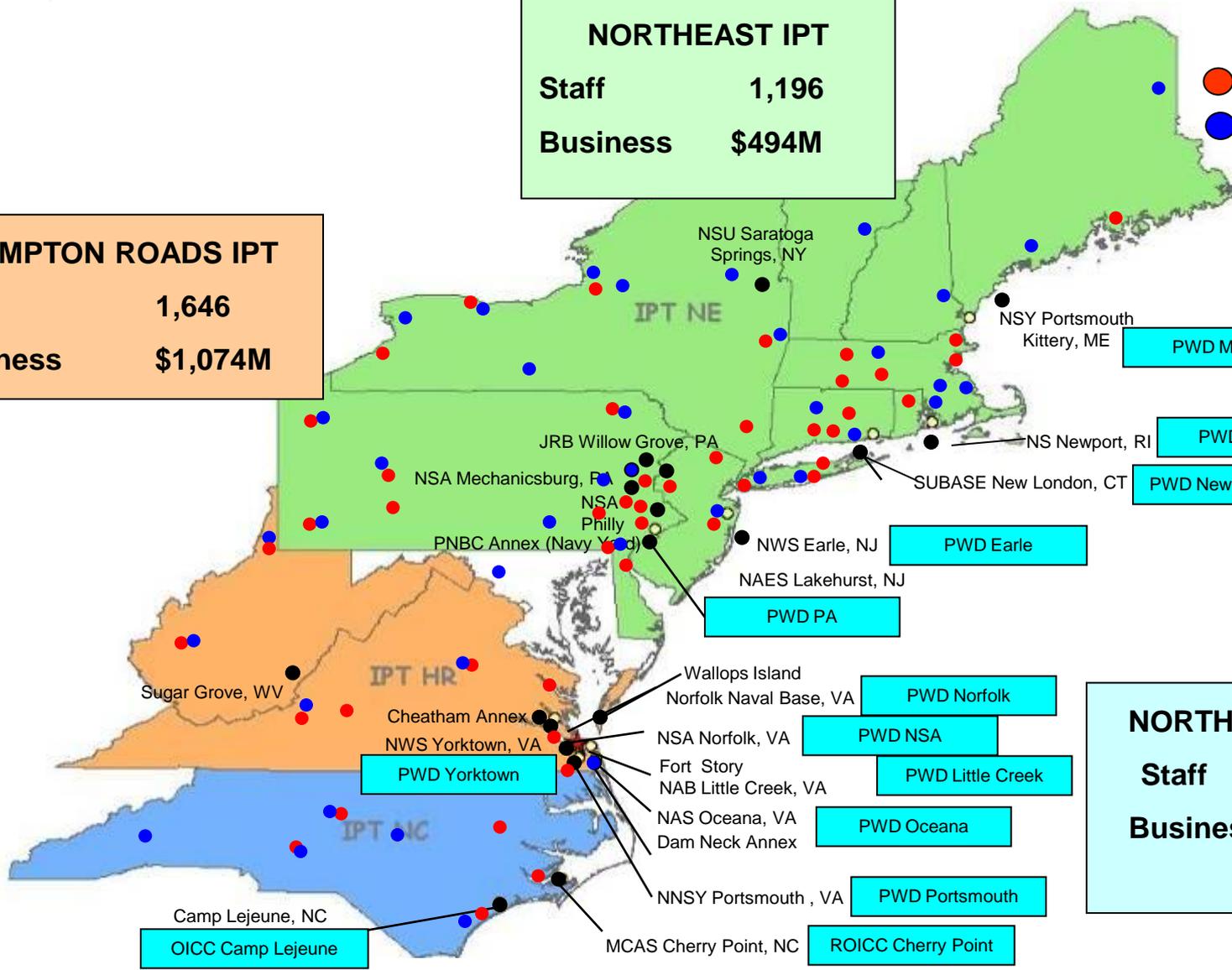
# NAVFAC MIDLANT Area Of Responsibility



**NORTHEAST IPT**  
**Staff 1,196**  
**Business \$494M**

**HAMPTON ROADS IPT**  
**Staff 1,646**  
**Business \$1,074M**

- MRCs – 48 Locations
- NOSCs – 40 Locations



**PWD Maine**

**PWD Newport**

**PWD New London**

**PWD Earle**

**PWD PA**

**PWD Norfolk**

**PWD NSA**

**PWD Little Creek**

**PWD Oceana**

**PWD Portsmouth**

**ROICC Cherry Point**

**PWD Yorktown**

**OICC Camp Lejeune**

**NORTH CAROLINA IPT**  
**Staff 178**  
**Business \$1,529M**

# NAVFAC MIDLANT Organization



- **Business/Support Lines**
  - Capital Improvement
  - Public Works
  - Environmental
  - Asset Management
  - Contingency Engineering
  - Acquisition, Financial Management, CIO, Counsel
- **Integrated Product Teams**
  - Hampton Roads: VA, WV
  - North Carolina: NC
  - Northeast: PA, NJ, CT, RI, ME, NY, NH, VT, MA, MD, DE
- **Field Offices**
  - Public Works Departments – 11 Installations
  - Officer in Charge of Construction – Camp Lejeune, NC
  - Resident Officer in Charge of Construction – Cherry Point, NC

# NAVFAC Execution Goals



- **Award 75% of projects using Design/Build**
- **Zero safety accidents / Proactive involvement and accountability**
- **0% unplanned cost and schedule growth**
- **Turnkey approach with FFE**
- **LEED Silver**
- **Implement Low Impact Development (LID)**
- **Meet NAVFAC Small Business Goals**

# Hampton Roads Highlights: Future Years



*P-835 Replace Fuel Pier,  
NAVSTA Norfolk*

<b>P835</b>	<b>Replace Fuel Pier, NAVSTA Norfolk – FY11</b>	<b>(\$58M)</b>
<b>P828</b>	<b>Piers 9 &amp; 10 Upgrade, NAVSTA Norfolk – FY11</b>	<b>(\$2.4M)</b>
<b>P862</b>	<b>Pier 1 Upgrades, NAVSTA Norfolk – FY11</b>	<b>(\$10M)</b>
<b>P743</b>	<b>Ordnance Cargo Logistics Trng, MWS Yorktown – FY11</b>	<b>(\$21.4M)</b>

# Types of Projects -- FY10-13 in NC



	ADMIN	AIR OPS	BEQ	GRND OPS	INFRA	RANGE	ORD / ARMORY	SUPPORT	TRAINING
<b>No. Projects</b>	7	13	26	12	13	6	8	11	5
<b>\$(M)</b>	166	324	1,087	409	520	145	120	220	262
<b>\$ (%)</b>	5	9	32	13	16	4	3	11	7



# MILCON Program Highlights



- **MIDLANT Northeast**

- **Approximately \$184M (15 projects)**
- **Design Level**
  - 34 % DB (5 projects / \$81M)
  - 66 % DBB (10 projects / \$103M)
- **Acquisition**
  - 60% Stand Alone (9 projects / \$121M)
  - 40% MACC (6 projects / \$63M)
- **Program Allocation**
  - Newport, RI (4 projects / \$76M)
  - Lakehurst, NJ (1 project / \$7M)
  - Philadelphia, AOR (2 projects / \$22M)
  - Brunswick, ME (1 project / \$13M)
  - New London, CT (3 projects / \$22M)
  - Portsmouth, ME (4 projects / \$44M)

# Typical Acquisition Approach



- **Full and Open Competition**
- **Full and Open Set-Aside for Small Business**
- **Multiple Award Construction Contracts (As many as 6 contractors selected)**
  - Small Business set-aside within MACC
  - Full and Open within MACC
- **Indefinite Delivery Indefinite Quantity A&E Contracts**
  - Follow-on Task Orders are negotiated
- **Indefinite Delivery Indefinite Quantity Construction Contracts**
  - Paving, Fencing, Roofing, Painting, Utility Distribution
- **Facility Support Service Contracts**
  - Vehicle Rental, Maintenance, Custodial, Grounds, etc.

# Small Business Specialists POCs



Region/Installation	Name	Phone #
<b>Northeast Region</b>		
PWD Maine	Ms. Jackie Johnston	(207) 438-4602
PWD Newport	Ms. Stephanie Smyth	(401) 841-1523
PWD New London	Ms. Laura Chapman	(806) 694-4528
PWD Earle	Ms. Fran Buzzetta	(732) 323-7550
PWD Pennsylvania	Ms. Linda Giallonardo	(215) 897-3586
<b>Hampton Roads Region</b>		
<b>Mid-Atlantic SB Deputy</b>	<b>Mr. Joe McGrenra</b>	<b>(757) 341-0092</b>
PWD Yorktown	Ms. Kathy Pope	(757) 887-4705
PWD Little Creek	Ms. Tina Rule	(757) 462-7713 Ext. 305
PWD Norfolk	Ms. Georgia Owens	(757) 445-8975
PWD Portsmouth	Mr. Dan Ford	(757) 396-5121 Ext. 200
PWD Oceana	Mr. Larry Scheible	(757) 433-2668
<b>North Carolina Region*</b>		
North Carolina	Ms. Kim Vallone	(910) 451-2582 Ext. 5289

# ***Small Business Summary***



- **Strong Small Business Advocate**
- **Routinely meets goals due to aggressive program**
- **Aggressive participation in SB Outreach Programs**
- **Maintains a High level of trust with SBA**
- **Strong support from senior leadership, business lines and Acquisition**
- **Actively involved in development of Acquisition Strategies and Acquisition Planning**

# FY11 Small Business Goals



Program	NAVFAC	
	Prime Goal	Subcontracting Goals
<b>Small Business</b>	36.00%	65.75%
<b>HUBZone Empowerment</b>	10.00%	8.50%
<b>Small Disadvantaged Business</b>	23.00%	16.51%
<b>Woman Owned Small Business</b>	6.50%	14.70%
<b>Veteran-owned Small Business</b>	--	2.62%
<b>Service Disabled Veteran Owned Small Business</b>	2.50%	2.62%

# Small Business

## Command Achievements – FY 2010



Location		Target (Eligible)	Small Business		HUBZone		SDVOSB		Small Disadvantaged Business		Women Owned	
			35.61%		10.20%		3.00%		22.67%		5.97%	
			Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent
NAVFAC		\$8.9B	\$3.2B	35.89%	\$874.7M	9.81%	\$208.5M	2.33%	\$2.1B	24.51%	\$720.7M	8.08%
LANT		\$7.2B	\$2.6B	36.15%	\$665.6M	9.22%	\$205.6M	2.84%	\$1.8M	24.99%	\$603.1M	8.35%
	Atlantic	\$131.4M	\$20.8M	15.88%	\$2.1M	1.60%	\$584.9K	0.44%	\$7.6M	5.81%	\$11.6M	8.86%
	Mid-Atlantic	\$1.7B	\$681.9M	38.59%	\$158M	8.94%	\$47.9M	2.71%	\$395.3M	22.37%	\$139.7M	7.90%
	Washington	\$1.1B	\$382M	34.55%	\$18.4M	1.66%	\$10M	0.90%	\$261.9M	23.69%	\$78.1M	7.07%
	Southeast	\$959.2M	\$475.1M	49.53%	\$160.4M	16.72%	\$49.3M	5.14%	\$368.7M	38.43%	\$106.9M	11.14%
	Midwest	\$203.4M	\$142.1M	69.89%	\$48.7M	23.97%	\$4.6M	2.29%	\$104.3M	51.30%	\$72.6M	35.72%
	Northwest	\$391.4M	\$138.9M	35.48%	\$17.3M	4.43%	\$47.9M	12.26%	\$78.9M	20.16%	\$19.5M	4.99%
	Southwest	\$2.6B	\$768.1M	28.89%	\$260.5M	9.79%	\$45M	1.69%	\$587.3M	22.09%	\$174.4M	6.56%
PAC		\$1.1B	\$399.1M	33.32%	\$193.7M	16.17%	\$710.3K	0.05%	\$316.2M	26.40%	\$60M	5.01%
	Pacific	\$517M	\$29.9M	5.79%	\$11M	2.13%	\$599.3K	0.11%	\$11.9M	2.31%	\$5.6M	1.08%
	Hawaii	\$319.7M	\$168.7M	52.76%	\$73.4M	22.96%	\$51.3K	0.01%	\$146.9M	45.93%	\$19.3M	6.04%
	Marianas	\$360.7M	\$200.4M	55.55%	\$109.3M	30.29%	\$59.6K	0.01%	\$157.4M	43.63%	\$35.1M	9.74%
SCAN		486.6M	\$188M	38.64%	\$14.7M	3.03%	\$2.1M	0.45%	\$64.8M	13.32%	\$57.48M	11.81%

• Data from FPDS-NG 1-3-2011. FPDS-NG Data Incomplete.

# Small Business

## Command Achievements – FY 2011



Location		Target	Small Business		HUBZone		SDVOSB		Small Disadvantaged Business		Women Owned	
			36%	10%	2.5%	23%	6.5%					
		(Eligible)	Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent	Dollars	Percent
NAVFAC		\$2.7B	\$1.2B	45.44%	\$253.5M	9.28%	\$98M	3.59%	\$836.6M	30.65%	\$235.3M	8.62%
LANT		\$2.1B	\$1.0B	48.04%	\$198.9M	9.05%	\$94.6M	4.30%	\$737M	33.53%	\$185.8M	8.45%
	Atlantic	\$113.6M	\$8.4M	7.42%	\$588.9K	0.51%	\$566K	0.49%	\$2.6M	2.31%	\$4.9M	4.32%
	Mid-Atlantic	\$590.2M	\$293M	49.65%	\$56.8M	9.62%	\$31.5M	5.34%	\$184.5M	31.26%	\$43.5M	7.37%
	Washington	\$369.4M	\$145.7M	39.44%	\$9.9M	2.68%	\$15.3M	4.14%	\$119.3M	32.30%	\$29M	7.85%
	Southeast	\$330.5M	\$163.7M	49.55%	\$42.6M	12.91%	\$16.9M	5.13%	\$111.4M	33.72%	\$38.8M	11.75%
	Midwest	\$74.1M	\$58.3M	78.75%	\$8.5M	11.49%	\$9.2M	12.45%	\$37M	50.04%	\$22M	29.73%
	Northwest	\$179M	\$82.8M	46.29%	\$7.6M	4.25%	\$12.9M	7.24%	\$63.4M	35.41%	\$3.5M	1.96%
	Southwest	\$540.1M	\$303.7M	56.23%	\$72.7M	13.47%	\$8M	1.48%	\$218.6M	40.47%	\$44M	8.15%
PAC		\$354.5M	\$117.4M	33.12%	\$53.3M	15.05%	\$3.2M	0.91%	\$80.7M	22.78%	\$18.6M	5.26%
	Pacific	\$13.4M	\$1.8M	13.48%	\$188.7K	1.40%	\$0	0%	\$368.6K	2.74%	\$694.4K	5.17%
	Hawaii	\$108.6M	\$53.9M	49.65%	\$24.1M	22.23%	-\$30.5K	-0.02%	\$28.6M	26.33%	\$17.4M	16.06%
	Marianas	\$232.4M	\$61.6M	26.54%	\$29M	12.49%	\$3.2M	1.40%	\$51.8M	22.29%	\$540.6K	0.23%
SCAN		\$174.8M	\$66.1M	37.85%	\$1.1M	0.67%	\$199.9K	0.11%	\$18.8M	10.76%	\$30.7M	17.59%

• Data from FPDS-NG 05/23/2011. FPDS-NG Data Incomplete.

## The Pitch:

-Have three marketing “presentations” ready at all times:

- Elevator speech
- One page capability sheet
- Full capability presentation

# Doing Business With MIDLANT



**–NAVFAC MIDLANT posts Sources Sought Notices/RFPs and/or Solicitations to the FedBizOpps Website at <http://www.fbo.gov> and Navy Electronic Commerce Online at <http://www.neco.navy.mil>**

**POC: Joe McGrenra, 757-341-0092**

*???Questions???*