

GovWin
from Deltek

Federal Agency Profiles

US Army Corps of Engineers – *Account Planner*

May 18, 2021



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01

Methodology

Methodology

- » Strategic plans outline the budget by agency strategic goal when available. In cases where budget by strategic goal is not available the department/agency strategic goals and objectives are provided.
- » Employee data represents civilian employees only (it does not include contractors or military enlisted personnel) as reported by federal agencies to the Office of Personnel Management.
- » Total agency budgets represent highlighted portions of a department's / agency's budget authorization as posted on the Government Printing Office website, or from the agency's own Budget Briefs and/or Congressional Budget Justifications.
 - » Total agency budget authorization data represents discretionary budget data only. It does not include offsetting fees, mandatory fees, service fees, etc., unless stated otherwise.



Methodology (Cont)

- » Listed opportunities constitute the leading opportunities from this department / agency, sorted by value, tracked by GovWin IQ . All reported opportunities are based on publicly available information.
- » Each year GovWin IQ forecasts the IT spending of the Executive Branch agencies over a five fiscal year period*. GovWin IQ's forecast is produced using the following sources:
 - » The President's Fiscal Year budget request & supporting documentation
 - » Congressional documents
 - » Legislative and policy documents
 - » OMB A-11 circular, Exhibit 53 and Exhibit 300s
 - » Agency budget documentation, reports and strategic plans
 - » Deltek GovWin IQ databases
 - » Federal Procurement Data System (FPDS) data
 - » Industry articles and publications
 - » Interviews with agency officials and industry experts and thought leaders
 - » Public statements of federal IT executives

Methodology (Cont)

- » Federal Information Security Modernization Act (FISMA) compliance scores and explanations are reported by each Executive branch agency and issued in the *Annual Report to Congress on the Implementation of the FISMA Modernization Act of 2014* . No scores were reported for the Department of Defense.
- » All parts of a department's / agency's buying behavior is figured using reported spending through the current fiscal, as reported by FPDS.
- » FPDS spending is current as of the listed date and is refreshed during each update.
- » Leading contractors are determined using data from (FPDS) and sorted by value.
 - » Leading contractors under specific types of spending are determined by the total obligations of Product Service Codes (PCS) mapped to each specific spending type.
- » Government-wide initiatives are programs all Executive branch agencies must participate in as mandated by the White House. The President's Management Agenda was revised at the beginning of the current administration and provides its long-term vision to reform government functions. The plan's Cross Agency Priority Goals specify the areas where agencies will focus to meet the administration's overall objectives. The President's Management Agenda is publicly available at the Performance.gov website.

02

Account Summary

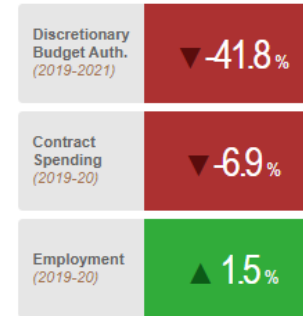
USACE Organization - Summary

Headquarters:

441 G. Street, NW,
Washington, DC 20314

Leadership:

- » **Commanding Gen:**
Lt Gen. Scott A. Spellmon
- » **Chief Information Officer:**
Dovarius L. Peoples
- » **Director of Contracting:**
Jill E. Stiglich



Total Employees (2020) 36,550

FY 2021 Budget Request \$5,966M

FY 2021 IT Budget Request \$0M

Percentage data based on prior year comparisons.

Additional points of contacts & deeper lower level office coverage are available on [GovWin IQ's Army Corps of Engineers Organization Chart](#)

USACE Mission

» **Mission Statement:**

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.

» **Vision Statement:**

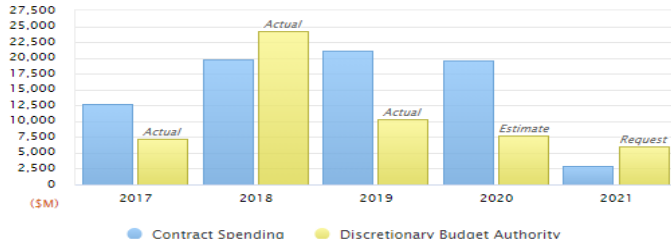
Engineering solutions for our Nation's toughest challenges.

Source: USACE Website

USACE Agency Contracting Summary

Contract Spending vs. Discretionary Budget Authority

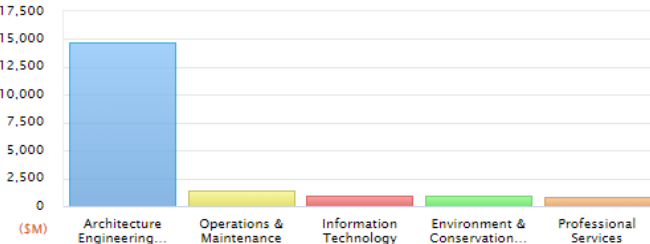
Contract Spending vs. Discretionary Budget Authority by Fiscal Year



Top Segment Spending

Top Segment Spending (2020)

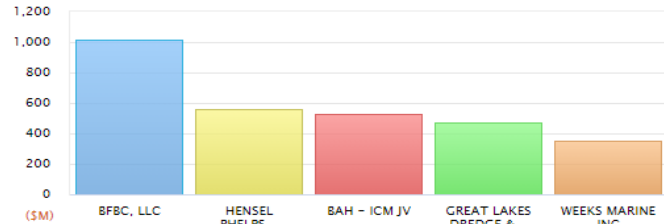
(Top 5 only)



Top Contractors

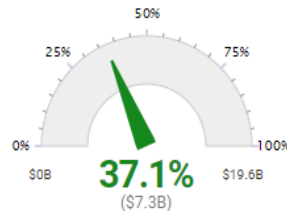
Top Contractors (2020)

(Top 5 only)



FY 2020 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Certified HUBZone Small Business	\$1.4B	7.1%	3.0%
Small Disadvantaged Business	\$3.8B	19.5%	5.0%
Women Owned	\$1.1B	5.5%	5.0%
Service Disabled Veteran Owned	\$868.3M	4.4%	3.0%

Source: FPDS
 - Indicates goal achieved

Source: USACE, President's Budget Request FY 2021, OPM, OMB, FPDS

USACE Strategic Plan

Strategic Goals	Strategic Objectives
Support National Readiness	<ul style="list-style-type: none">• Expand Use of Continuing Contract Authorities (CCA)• Streamline Economy Act Procedures for Army SRM• Increase Commonality of Components in USACE CW Projects• Improve Command Strategic Reviews (CSR)
Modernize USACE	<ul style="list-style-type: none">• Increase Diversity• Transform Talent Acquisition / Hiring Panels• Optimize Direct Hiring Authorities – Max Use / Coverage• Develop a USACE R&D Strategy• Improve Data Governance• Modernize the USACE Dredge Fleet• Transform the USACE Workplace• Implement USACE Strategic Resourcing
Improve Partnering and Strengthen Relationships	<ul style="list-style-type: none">• Improve Partnering Consistency• Establish Doctrinal Army Installation Management Relationships

USACE Strategic Plan

Strategic Goals	Strategic Objectives
Revolutionize Program and Project Delivery	<ul style="list-style-type: none">• Institute Risk-Informed Decision-making• Develop Multi-Year Capital Investment Strategies• Implement Alternative Financing• Decentralize Water Supply• Improve Quality Management, Scheduling, and Cost Estimating

03

Agency Employee Summary

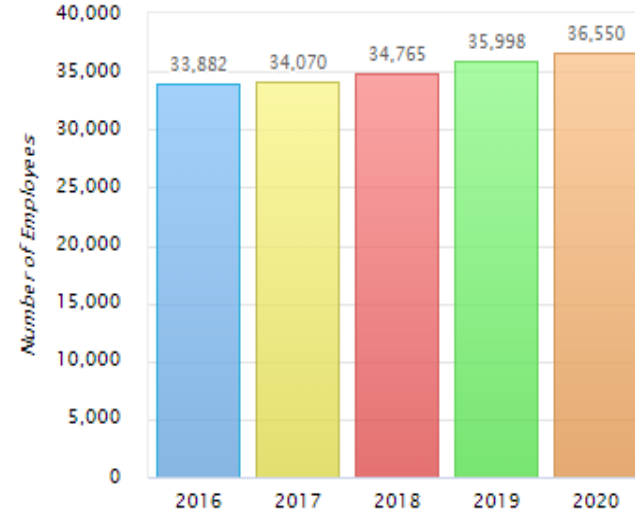
USACE Employee Summary

Employee Statistics

	Agency	Federal
Employees (2020)	36,550	2,159,501
Employment Growth (2019 vs. 2020)	1.5 %	1.3 %
Retirement Rate (2019)	3.3 %	3.2 %
Turnover Rate (2019)	11.7 %	11.0 %
Largest Age Group (2020)	50-59 (9,884)	50-59 (624,289)
Length of Service (2020)	1-9 Yrs (12,386)	1-9 Yrs (843,282)

Source: FedScope (June 2020)

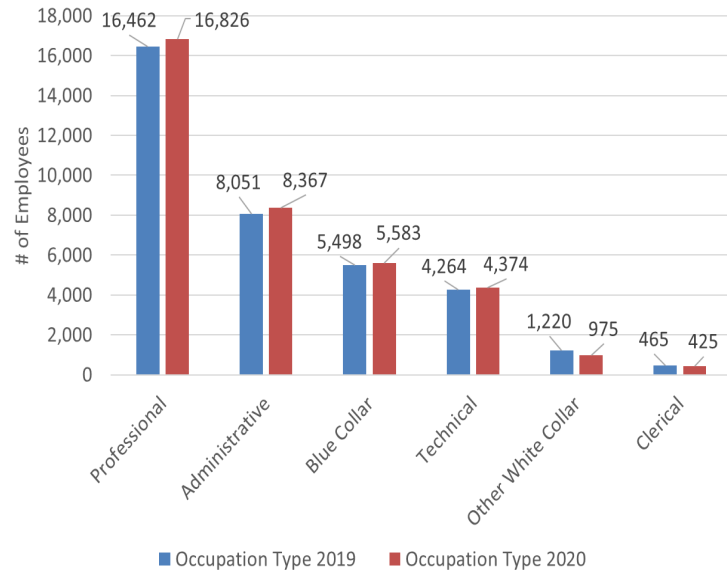
Annual Employment Trend



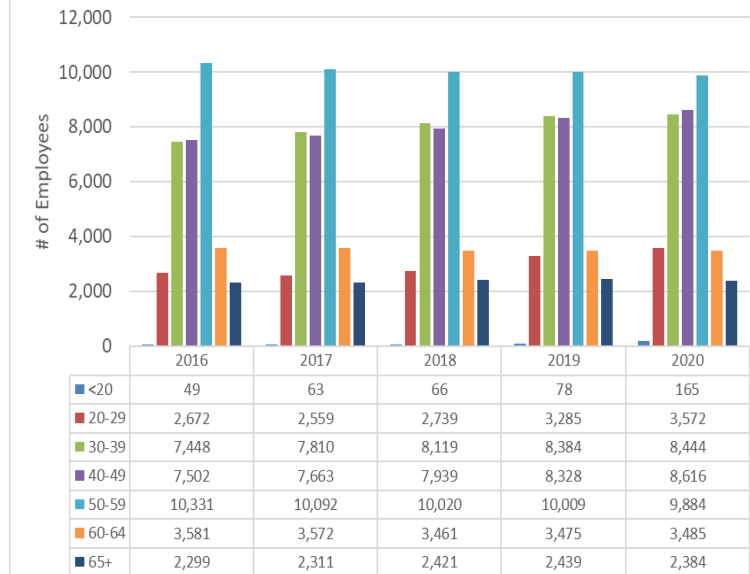
Source: OPM FedScope, Deltek

USACE Employee Summary (Cont.)

Employees by Occupation (FY 2019 - 2020)



Employees by Age



Source: OPM FedScope, Deltek

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Account Budget Summary



Annual Federal Budget Timeline



**1st Monday
in Feb**

President submits
budget to
Congress



April 15*

Congress begins
works to complete
action on budget
resolutions



June 30*

House Completes
action on regular
appropriation bills
and any required
reconciliation
legislation.



July 15*

President submits
mid-session
review of his
budget to
Congress

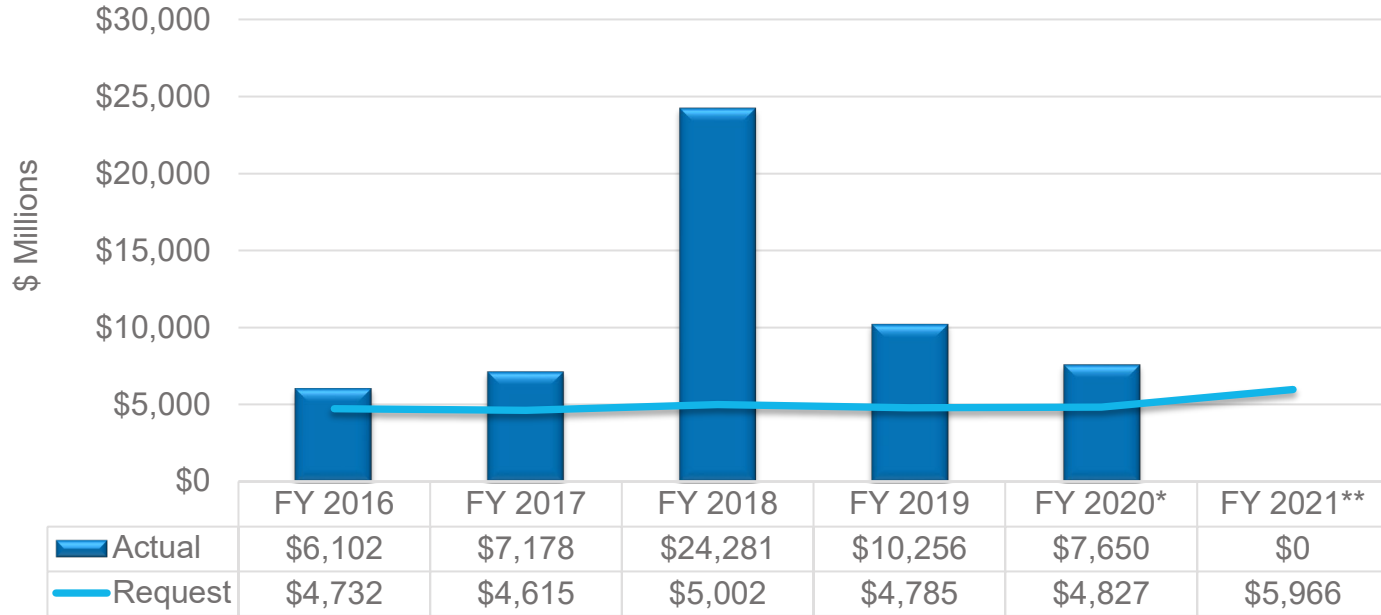


Oct 1st

Government
Fiscal Year Begins

Source: Committee on the Budget, U.S. Senate Glossary, and GovWin IQ

USACE Total Budget Request vs. Actual



* FY 2020 Actual is an OMB estimated value

** FY 2021 Actual has not yet been reported

Source: GovWin IQ, President's Budget Request FY 16 - 21

USACE Budget Authorization

Bureau Name	Account Name	FY 2019 (\$K) (Actual)	FY 2020 (\$K) (Enacted)	FY 2021 (\$K) (Proposed)
Corps of Engineers--Civil Works	Construction	\$2,685,000	\$2,504,000	\$2,173,000
	Expenses	\$193,000	\$203,000	\$187,000
	Flood Control and Coastal Emergencies	\$1,035,000	\$35,000	\$77,000
	Formerly Utilized Sites Remedial Action Program	\$150,000	\$200,000	\$0
	Harbor Maintenance Trust Fund	\$1,929,000	\$984,000	\$1,015,000
	Inland Waterways Trust Fund	\$183,000	\$131,000	\$0
	Investigations	\$160,000	\$151,000	\$103,000
	Mississippi River and Tributaries	\$937,000	\$370,000	\$210,000
	Office of the Assistant Secretary of the Army for Civil Works	\$5,000	\$5,000	\$5,000
	Operation and Maintenance	\$2,779,000	\$2,857,000	\$1,996,000

USACE Budget Authorization (Cont.)

Bureau Name	Account Name	FY 2019 (\$K) (Actual)	FY 2020 (\$K) (Enacted)	FY 2021 (\$K) (Proposed)
Corps of Engineers--Civil Works	Regulatory Program	\$200,000	\$210,000	\$200,000
<i>*Accounts that have not been authorized during the last three fiscal years are not shown on this table.</i>				

USACE Budget Objectives

FY 2021 Funding Highlights:

- » The USACE Budget provides \$5.966 billion in discretionary funding for the Civil Works program, including \$2.397 billion for commercial navigation, \$1.634 billion for flood and storm damage reduction, and \$350 million for aquatic ecosystem restoration. The Budget proposes establishing an annual fee to support future inland waterways capital investments and economic growth by helping finance the users' share of future capital investments, as well as 10 percent of the operation and maintenance cost of the inland waterways. The Budget also proposes to divest the Washington Aqueduct, which is the wholesale water supply system for Washington, D.C.; Arlington County, Virginia; the City of Falls Church, Virginia; and parts of Fairfax County, Virginia and is the only local water supply system in the Nation owned and operated by the Corps.
- » In addition, the Budget re-proposes revisions to the appropriations language for the Construction, Operation and Maintenance, and Mississippi River and Tributaries accounts and the Harbor Maintenance and Inland Waterways Trust Funds to enable greater transparency and accountability in how these funds are spent.

USACE Budget Objectives (Cont.)

- » **Operation and Maintenance.** The Budget provides a total of \$3.123 billion for the Operation and Maintenance program, consisting of \$1.996 billion from the Operation and Maintenance account, \$967.9 million from the Harbor Maintenance Trust Fund, and \$158.8 million from the Mississippi River and Tributaries account. The Budget uses the performance guidelines on page 53 to guide the allocation of operation and maintenance funds. The allocation of funding for maintenance among projects reflects a risk-informed approach that considers both project and project component conditions as well as the consequences in the event of a failure. The Budget also gives priority to the maintenance of coastal ports and inland waterways with the most commercial traffic.
- » **Investigations.** The Budget provides a total of \$108 million for the Investigations program, consisting of \$102.6 million from the Investigations account and \$5.7 million from the Mississippi River and Tributaries account. The Budget focuses on ongoing work and on promoting efforts to provide local communities with technical and planning assistance to enable them to reduce their flood risk, with emphasis on non-structural approaches. The Budget includes \$31.372 million for Dam Safety Modification Studies and Design.
- » **Mississippi River and Tributaries.** The Budget includes a total of \$215 million, consisting of \$209.863 million from the Mississippi River and Tributaries account and \$5.133 million from the Harbor Maintenance Trust Fund account, for ongoing work in the lower Mississippi River and its tributaries, with emphasis on the 1,600 miles of levees and related features on the main stem of the lower Mississippi River and in the Atchafalaya Basin.
- » **Harbor Maintenance Trust Fund.** The Budget proposes to derive \$1.015 million from the Harbor Maintenance Trust Fund with an emphasis on supporting transportation of cargo at current levels at the 50 largest U.S. coastal ports, which handle around 90 percent of the waterborne cargo shipped to or from the United States.

USACE Budget Objectives (Cont.)

- » **Flood Control and Coastal Emergencies.** The Budget provides \$27 million for preparedness and training of Corps staff to enable them to assist communities during a flood, hurricane, or other natural disasters.
- » **Regulatory Program.** The Budget provides \$200 million for the Regulatory Program to protect the Nation's waters and wetlands and provide efficiency in permit processing.
- » **Formerly Utilized Sites Remedial Action Program.** The Budget proposes to return responsibility for management of the Formerly Utilized Sites Remedial Action Program (FUSRAP) back to the Department of Energy (DOE). The Army Corps would continue to perform cleanup of FUSRAP sites on a reimbursable basis with DOE. This proposal would enable DOE to consider a broader range of federal cleanup efforts in prioritizing work each year, thereby increasing the effectiveness and efficiency of Federal cleanup efforts. For these reasons, no funds are included in the Army Corps' Budget for FUSRAP.
- » **Expenses.** The Budget provides \$187 million for the Expenses account, which funds the Civil Works program responsibilities of the Corps headquarters and division offices, and other operational costs.
- » **Office of the Assistant Secretary of the Army for Civil Works.** The Budget provides \$5 million for the Office of the Assistant Secretary of the Army for Civil Work, whose responsibilities include policy direction and oversight of the Civil Works Program.

05

Account Capital Plans and Initiatives – Information Technology

USACE Technology Strategic Goals

Strategic Goals	Strategic Objectives
Grow our People	Build the workforce with the right skills and tools to plan for and deliver effective and efficient information services to USACE customers. The focus is on people process and organization. Creating a workforce with the skills to access and utilize emerging technologies; maintain a supportive management team; deliver high quality information and technology services as a strategic enabler of USACE missions.
Provide Mission Focused IT Services	Operate and deliver the IT service the USACE community authorizes during the annual IT portfolio review and approval cycle in a secure and easy to use environment.
Modernize	Transform the Automated Information System and Computing environments into a cost effective ecosystem based upon common standards, platforms and services (i.e., move to the cloud model). USACE has a unique mission within the Federal government, which entails a variety of customers and stakeholders whose many unique needs place diverse demands on USACE for application services.

USACE Technology Strategic Goals

Strategic Goals	Strategic Objectives
Govern IT Investments	Build the workforce with the right skills and tools to plan for and deliver effective and efficient information services to USACE customers. The focus is on people process and organization. Creating a workforce with the skills to access and utilize emerging technologies; maintain a supportive management team; deliver high quality information and technology services as a strategic enabler of USACE missions.
Cyber Security	Implement USACE's cyber security program and manage IT security throughout USACE. USACE must continue to monitor the security of information and technology services it provides.

USACE – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
WESTERN MULTIPLE AWARD TASK ORDER CONTRACT FOR HORIZONTAL CONSTRUCTION (MATOC)	Pre-RFP	10/2021	4,000	197720
USACE OPERATION AND MAINTENANCE ENGINEERING ENHANCEMENT SUPPORT SERVICES 7TH GENERATION	Pre-RFP	06/2021	2,350	204931
USACE ELECTRONIC SECURITY SYSTEMS VII (ESS)	Pre-RFP	07/2021	950	191328
USACE HIGH PERFORMANCE COMPUTING MODERNIZATION PROGRAM TECHNOLOGY INSERTION (HPCMP)(TI)	Pre-RFP	05/2021	369	193793
USACE MEGA MATOC ENVIRONMENTAL REMEDIATION SERVICES SPD SWD AND NWD	Forecast Pre-RFP	05/2021	300	195828

Source: GovWin IQ

Account Capital Plans and Initiatives – Architecture, Engineering, and Construction (AEC)

USACE AEC Initiatives

FY 2021 Architecture, Engineering and Construction Funding Highlights:

- » **Construction** - The Budget provides a total of \$2.265 billion for the Construction program, consisting of \$2.173 billion from the Construction account and \$47.1 million from the Harbor Maintenance Trust Fund, and \$45.2 million from the Mississippi River and Tributaries account. The Budget uses the performance guidelines on page 52 to guide the allocation of construction funds. It gives priority to the projects with the highest economic, environmental, and safety returns and focuses on ongoing projects, rather than starting additional projects. The Budget includes \$250 million for the WRRDA 2014 Section 1043 Non-Federal Construction of Federal Projects program, an innovative program under which the Corps would transfer appropriated funds to non Federal sponsors who decide to construct a project on their own under Section 1043 of the Water Resources Reform and Development Act of 2014, as amended, and includes a proposal to renew the authorization for that provision which expired on June 10, 2019. The Budget also includes an additional \$250 million, for the Innovative Funding Partnership, to be used in conjunction with funds in excess of the statutory cost share requirements provided by non Federal interests to accelerate the completion of construction of specifically authorized projects.

USACE – Leading AEC Opportunities

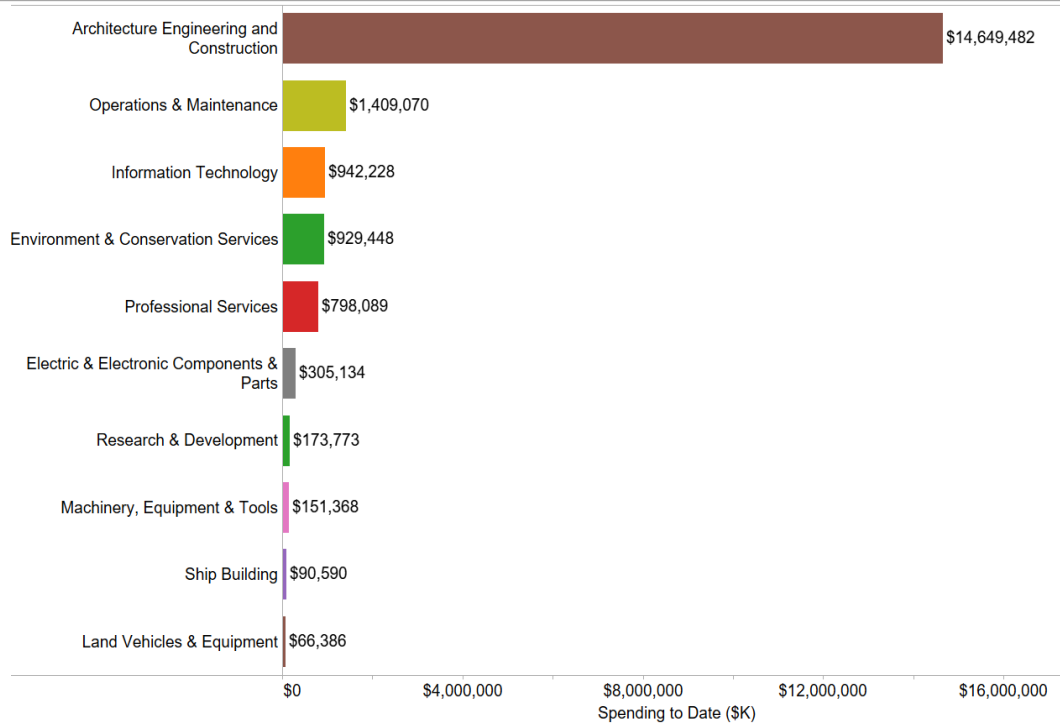
Program	Status	RFP-Date	Value (\$ M)	Opp. ID
USACE AEC HORIZONTAL CONSTRUCTION CONTRACTS FOR USACE GALVESTON DISTRICT	Pre-RFP	07/2021	7,000	172447
WESTERN MULTIPLE AWARD TASK ORDER CONTRACT FOR HORIZONTAL CONSTRUCTION (MATOC)	Pre-RFP	10/2021	4,000	197720
USACE AEC EASTERN MULTIPLE AWARD TASK ORDER CONTRACT FOR HORIZONTAL CONSTRUCTION (MATOC)	Pre-RFP	10/2021	4,000	197721
USACE AEC VERTICAL CONSTRUCTION MATOC	Pre-RFP	08/2021	2,200	186058
USACE AEC MEDICAL REPAIR AND RENEWAL DESIGN BUILD INDEFINITE DELIVERY INDEFINITE QUANTITY MULTIPLE AWARD TASK ORDER CONTRACTS FOR PROJECTS WITHIN THE CONTIGUOUS UNITED STATES AND OVERSEAS LOCATIONS (MRR)(DB)(IDIQ)(MATOC)	Pre-RFP	07/2022	1,500	179256

Source: GovWin IQ

06

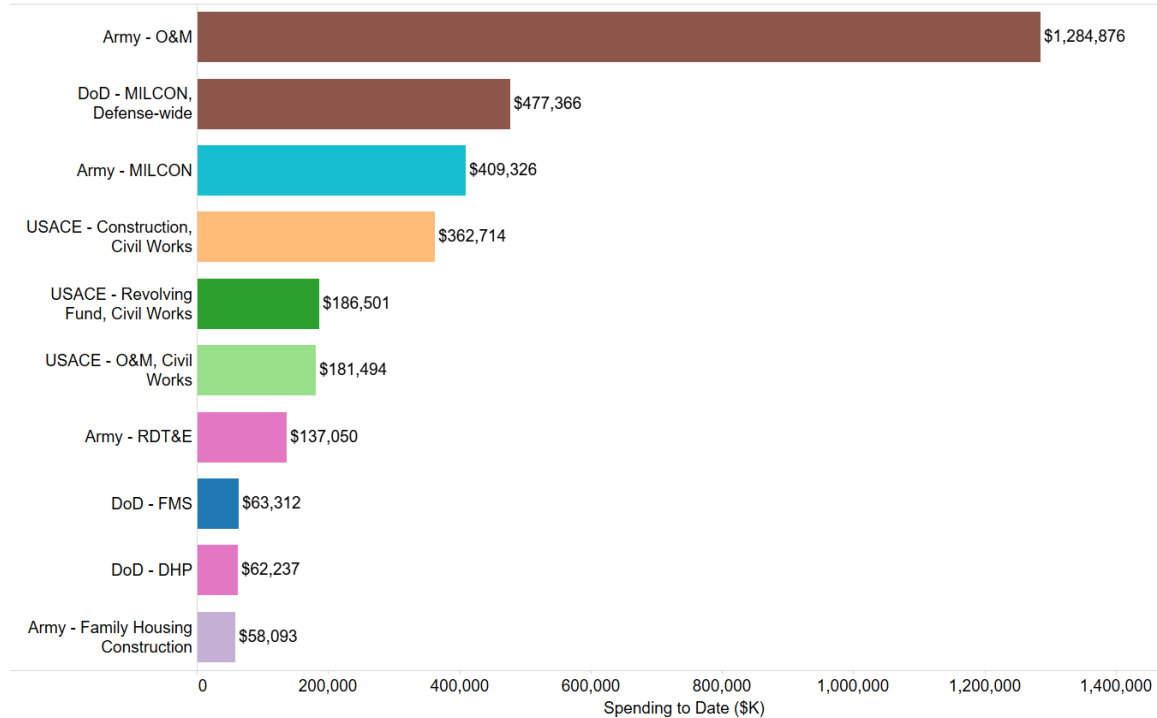
Account Buying Behavior

Leading USACE Spending by Segments, FY 2020



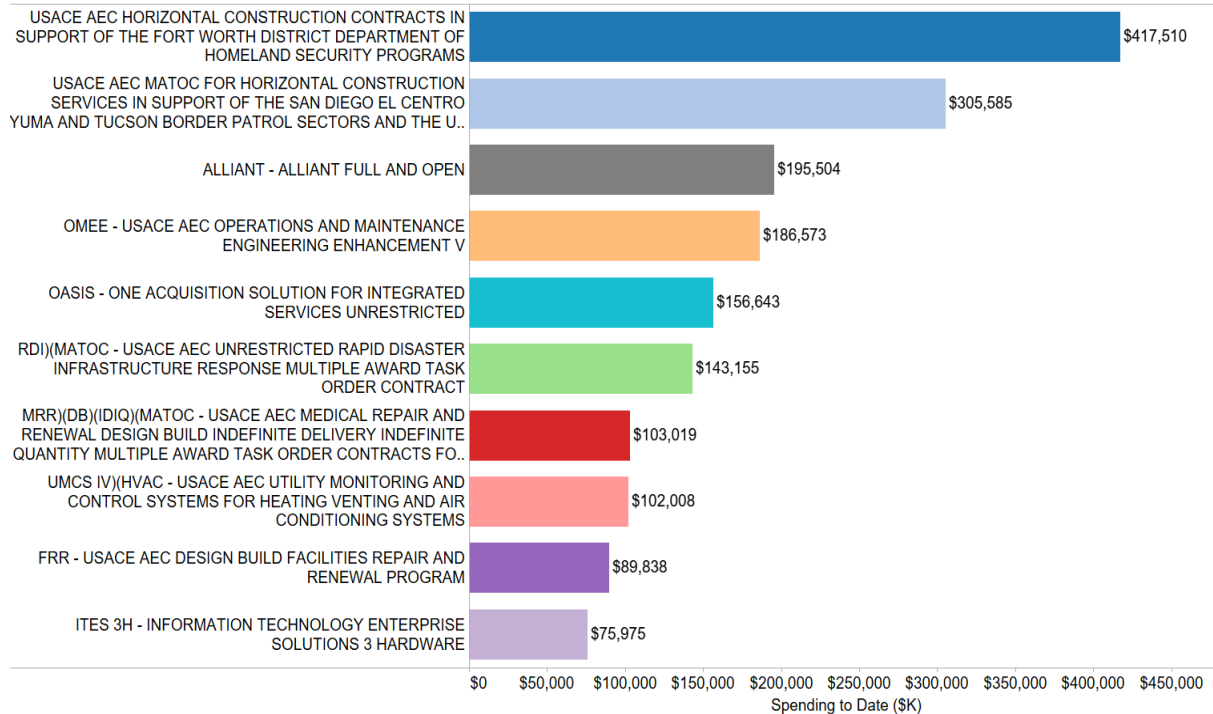
Source: Federal Procurement Data System, GovWin IQ

Leading USACE Budget Accounts, FY 2020



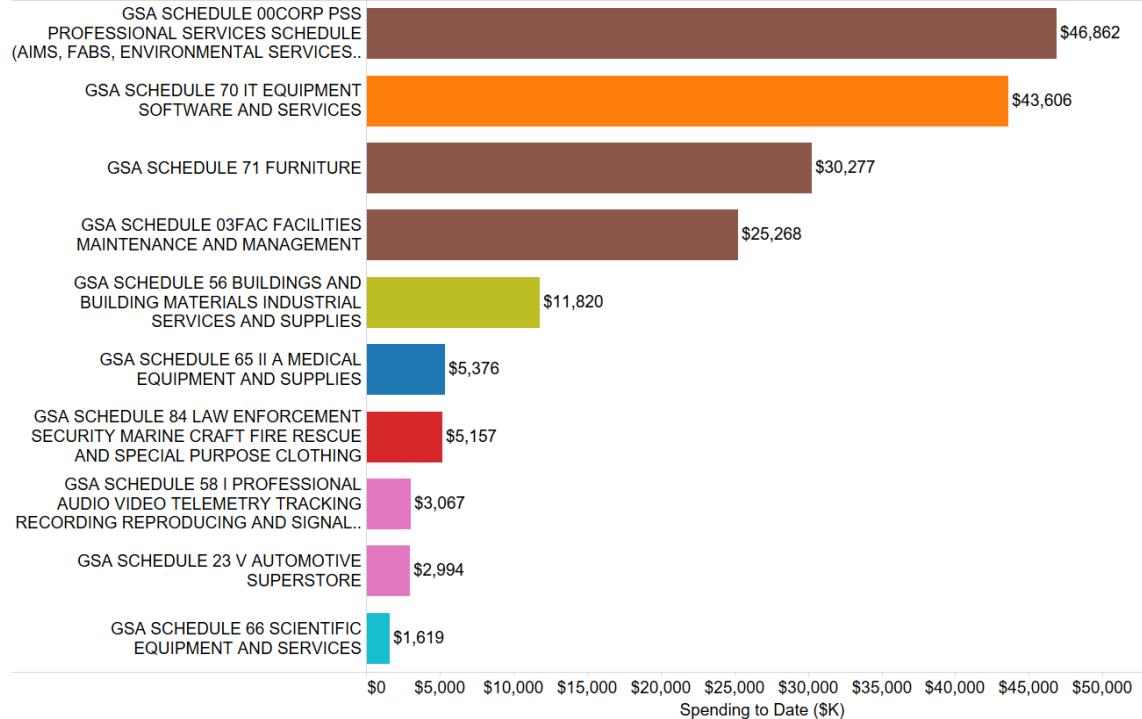
Source: Federal Procurement Data System, GovWin IQ

Leading USACE Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

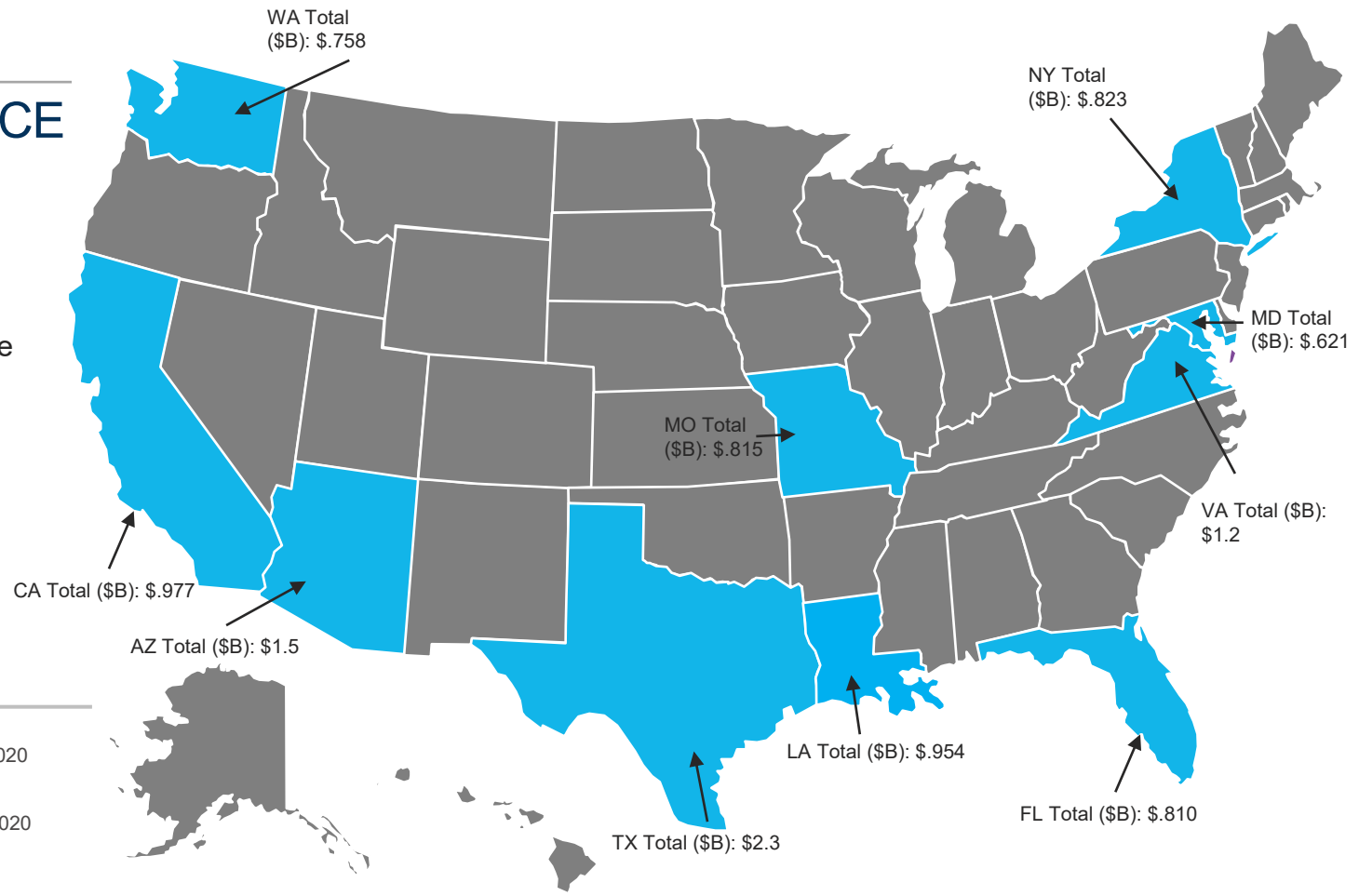
Leading USACE Spending GSA Schedules, FY 2020




Source: Federal Procurement Data System, GovWin IQ

FY 2020 Total USACE Federal Reported Spending: \$19.6B

» In FY 2020, Texas had the highest reported total spending obligations.

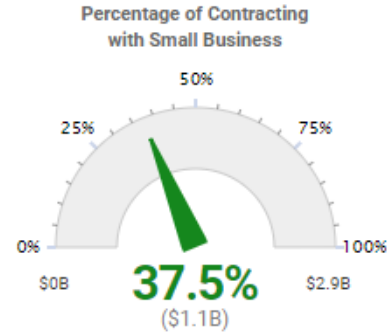


 Top 10 States by Spending FY 2020

 States outside of Top 10 by FY 2020 spending

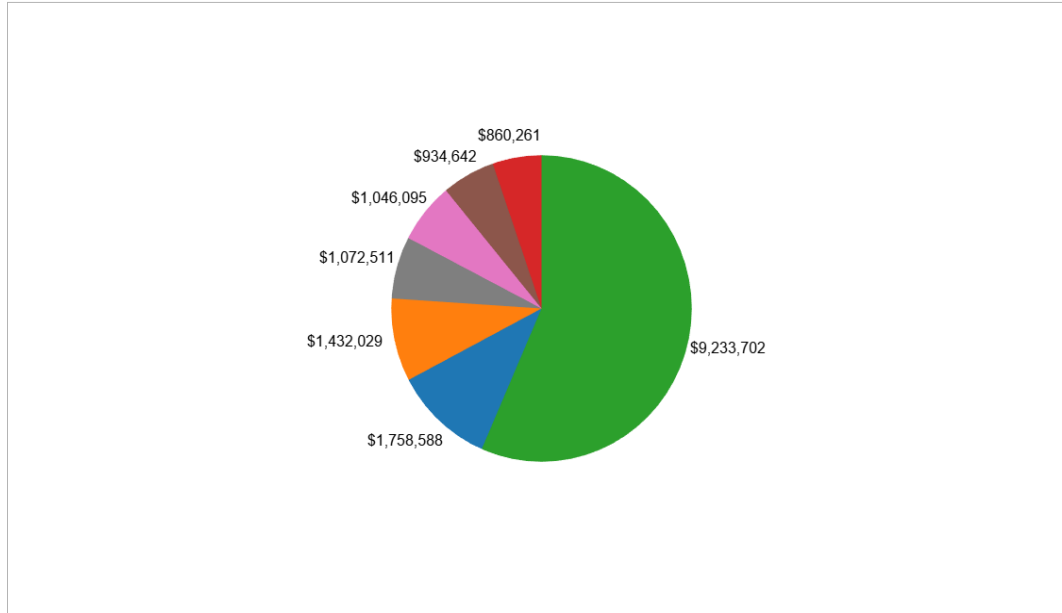
USACE Small Business Contracting Goals FY 2021

Socioec. Status	Actual	% Actual	% Goal
Certified HUBZone Small Business	\$186.6M	6.5%	3.0%
Small Disadvantaged Business	\$438.4M	15.4%	5.0%
Women Owned	\$250M	8.8%	5.0%
Service Disabled Veteran Owned	\$166.6M	5.8%	3.0%
<i>Source: FPDS</i>			



Source: Small Business Dashboard

USACE Total Small Business Spending by Socioeconomic Status, FY 2020*



Socioeconomic Status

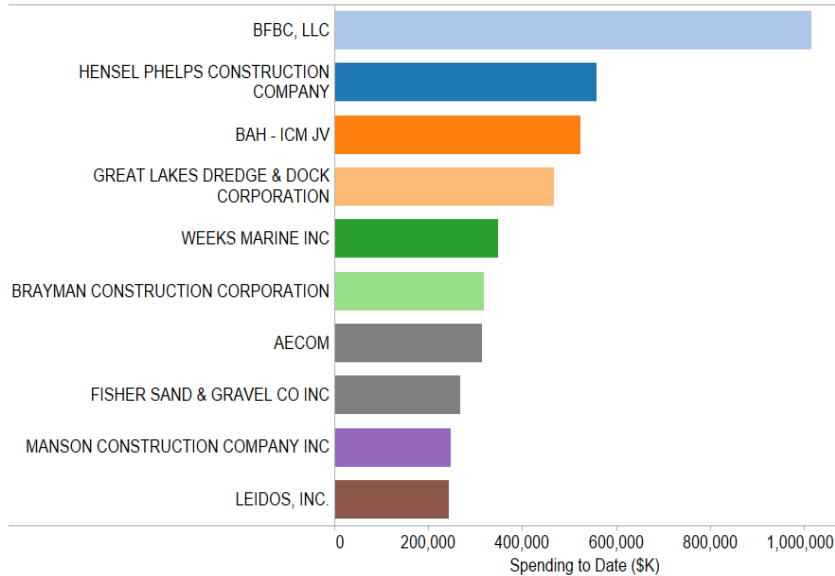
- Small Business (in one or more NAICS)
- 8(a)
- HUBZone
- Alaskan Native Corporation Owned
- Women Owned
- Veteran Owned
- Service Disabled Veteran Owned

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

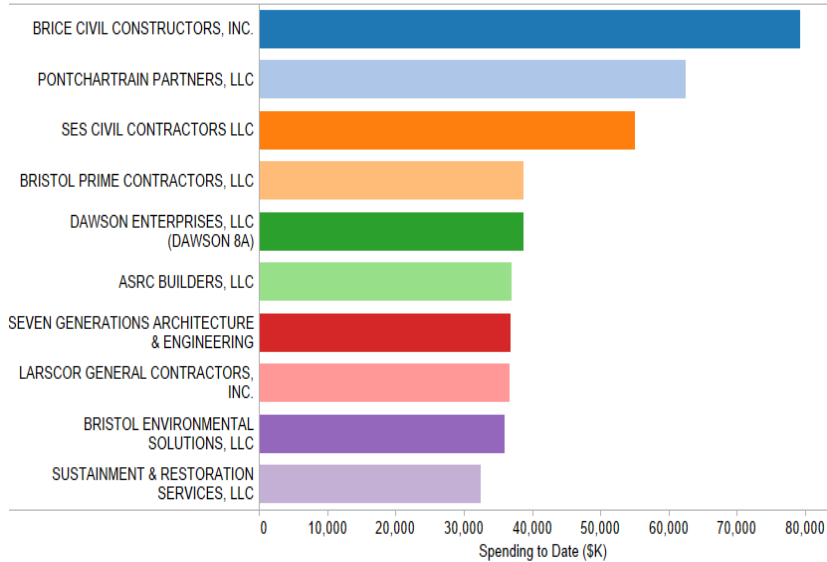
Leading USACE Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
BFBC, LLC	\$1,015,836	5%
HENSEL PHELPS CONSTRUCTION COMPANY	\$558,398	3%
BAH - ICM JV	\$524,417	3%
GREAT LAKES DREDGE & DOCK CORPORATION	\$468,618	2%
WEEKS MARINE INC	\$349,619	2%
BRAYMAN CONSTRUCTION CORPORATION	\$318,696	2%
AECOM	\$315,308	2%
FISHER SAND & GRAVEL CO INC	\$268,139	1%
MANSON CONSTRUCTION COMPANY INC	\$247,560	1%
LEIDOS, INC.	\$243,066	1%
Grand Total	\$19,612,513	100%

Source: Federal Procurement Data System, GovWin IQ

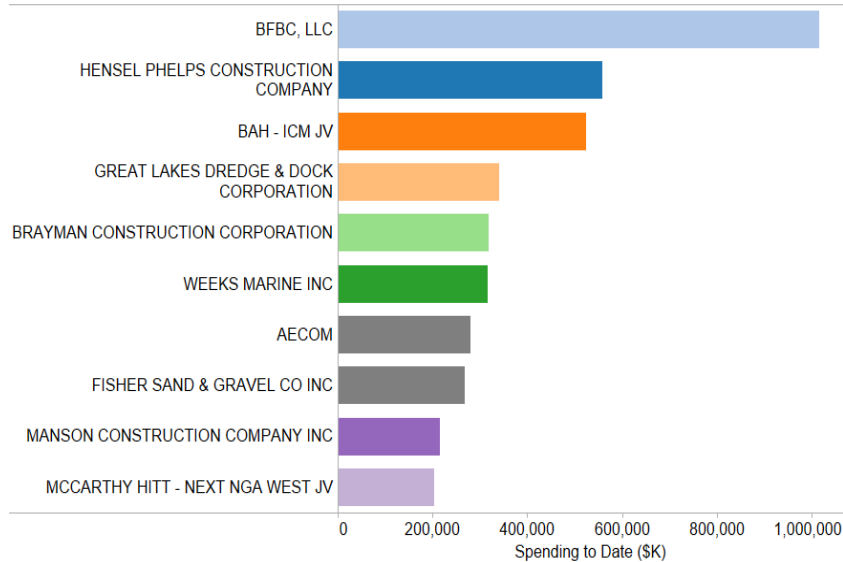
Leading USACE Prime 8(a) Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
BRICE CIVIL CONSTRUCTORS, INC.	\$79,239	5%
PONTCHARTRAIN PARTNERS, LLC	\$62,505	4%
SES CIVIL CONTRACTORS LLC	\$55,098	3%
BRISTOL PRIME CONTRACTORS, LLC	\$38,794	2%
DAWSON ENTERPRISES, LLC (DAWSON 8A)	\$38,760	2%
ASRC BUILDERS, LLC	\$37,032	2%
SEVEN GENERATIONS ARCHITECTURE & ENGINEERING	\$36,872	2%
LARSCOR GENERAL CONTRACTORS, INC.	\$36,672	2%
BRISTOL ENVIRONMENTAL SOLUTIONS, LLC	\$35,959	2%
SUSTAINMENT & RESTORATION SERVICES, LLC	\$32,433	2%
Grand Total	\$1,758,588	100%

Source: Federal Procurement Data System, GovWin IQ

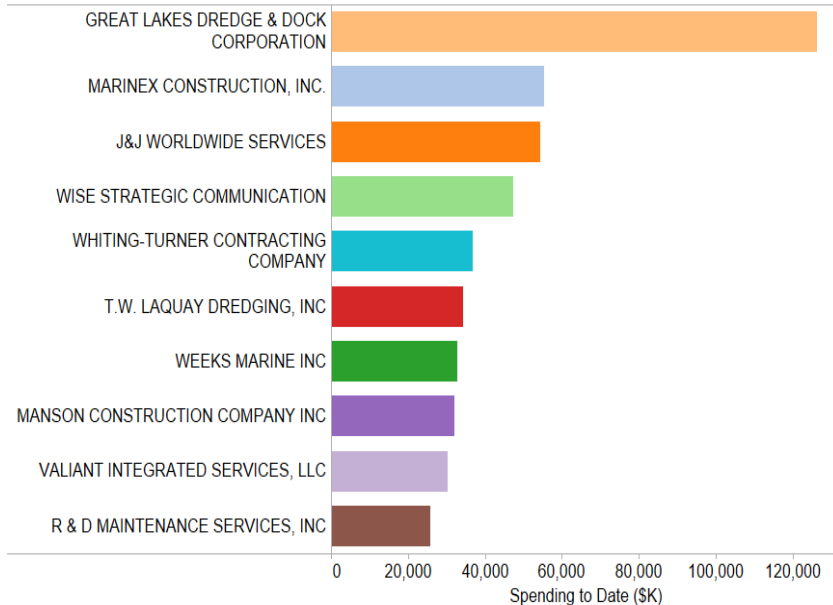
Leading USACE Prime Architecture Engineering and Construction Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
BFBC, LLC	\$1,015,836	7%
HENSEL PHELPS CONSTRUCTION COMPANY	\$558,398	4%
BAH - ICM JV	\$524,417	4%
GREAT LAKES DREDGE & DOCK CORPORATION	\$340,715	2%
BRAYMAN CONSTRUCTION CORPORATION	\$318,696	2%
WEEKS MARINE INC	\$316,692	2%
AECOM	\$280,313	2%
FISHER SAND & GRAVEL CO INC	\$268,139	2%
MANSON CONSTRUCTION COMPANY INC	\$215,380	1%
MCCARTHY HITT - NEXT NGA WEST JV	\$203,347	1%
Grand Total	\$14,649,482	100%

Source: Federal Procurement Data System, GovWin IQ

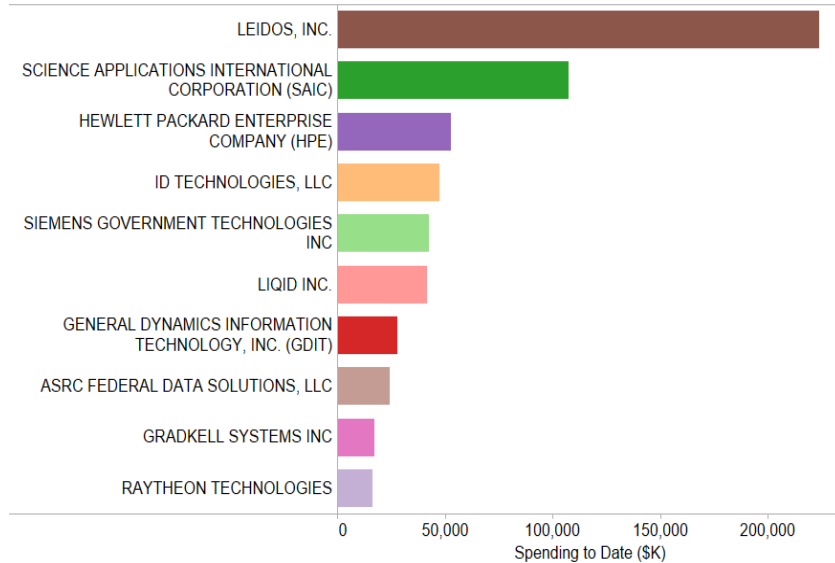
Leading USACE Prime Operations & Maintenance Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
GREAT LAKES DREDGE & DOCK CORPORATION	\$126,319	9%
MARINEX CONSTRUCTION, INC.	\$55,408	4%
J&J WORLDWIDE SERVICES	\$54,419	4%
WISE STRATEGIC COMMUNICATION	\$47,289	3%
WHITING-TURNER CONTRACTING COMPANY	\$36,953	3%
T.W. LAQUAY DREDGING, INC	\$34,239	2%
WEEKS MARINE INC	\$32,926	2%
MANSON CONSTRUCTION COMPANY INC	\$32,180	2%
VALIANT INTEGRATED SERVICES, LLC	\$30,397	2%
R & D MAINTENANCE SERVICES, INC	\$25,761	2%
Grand Total	\$1,409,070	100%

Source: Federal Procurement Data System, GovWin IQ

Leading USACE Prime Information Technology Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
LEIDOS, INC.	\$223,868	24%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$107,472	11%
HEWLETT PACKARD ENTERPRISE COMPANY (HPE)	\$52,796	6%
ID TECHNOLOGIES, LLC	\$47,342	5%
SIEMENS GOVERNMENT TECHNOLOGIES INC	\$42,688	5%
LIQID INC.	\$41,960	4%
GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC. (GDIT)	\$28,042	3%
ASRC FEDERAL DATA SOLUTIONS, LLC	\$24,356	3%
GRADKELL SYSTEMS INC	\$17,307	2%
RAYTHEON TECHNOLOGIES	\$16,588	2%
Grand Total	\$942,228	100%

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

USACE Procurement

- » The [USACE Acquisition Instruction \(UAI\)](#) is issued by the Head of the Contracting Activity (HCA), the Chief of Engineers, pursuant to the FAR 1.301, DFARS 201.304, and under the authority of the Secretary of the Army, pursuant to AFARS 5101.304. The UAI establishes uniform policies and procedures to ensure that business practices are consistent throughout USACE, provides internal guidance, delegations of authority, assignments of responsibilities, work-flow procedures, procedures that are required by regulation to be established by the HCA, procedures that implement policies, and internal reporting requirements.
- » [The Engineer Federal Acquisition Regulation Supplement \(EFARS\)](#) is RESCINDED by the USACE Acquisition Instruction which was issued by USACE Head of Contracting Activity on March 18, 2013. EFARS can be referenced, as necessary, for any contracts issued before March 18, 2013.

USACE Procurement (Cont.)

» Information concerning any of the USACE procurement activities can be obtained at the following phone number:

USACE Contracting
(202) 761-0567

What Does USACE Buy?

- » **Supplies-** “Supplies” means all property except land or interest in land. USACE buys a wide variety of supplies. Some examples of prior USACE purchases include- Trailer, UTVs, ATV, Boats, Fire Suppression Systems, Furniture, Construction Equipment, survey equipment...
- » **Construction-** These requirements can range from \$25,000 / 1 week project, to several hundreds of millions of dollars that stretch over YEARS!
- » **Architecture and Engineering Services (AE)-** “Architect-engineer services,” as defined in 40 U.S.C. 1102, means--
 - » (1) Professional services of an architectural or engineering nature, as defined by State law, if applicable, that are required to be performed or approved by a person licensed, registered, or certified to provide those services;
 - » (2) Professional services of an architectural or engineering nature performed by contract that are associated with research, planning, development, design, construction, alteration, or repair of real property; and
 - » (3) Those other professional services of an architectural or engineering nature, or incidental services, that members of the architectural and engineering professions (and individuals in their employ) may logically or justifiably perform, including studies, investigations, surveying and mapping, tests, evaluations, consultations, comprehensive planning, program management, conceptual designs, plans and specifications, value engineering, construction phase services, soils engineering, drawing reviews, preparation of operating and maintenance manuals, and other related services.

USACE – MILCON Forecast

- » The [MILCON Forecast](#) provides the USACE acquisition forecast of planned Military Construction projects. This forecast information is for advance planning purposes only and is subject to change. Please see the System for Award Management (SAM) [Contract Opportunities](#) for actual solicitation opportunities. USACE plans to perform bi-annual updates of this information.

USACE – Office of Small Business Programs (OSBP)

- » The [Associate Director of the Small Business Program and Headquarters Small Business Assistant Directors](#) oversee policy and overall management of the Small Business Program and staff, and are not involved in awarding contracts or recommending small businesses for contracts. The Associate Director sets the vision for the organization, and oversees implementation of policies and regulations that impact the small business program across the U.S. Army Corps of Engineers. The Associate Director provides direction and guidance to the 60 plus small business advocates working for the U.S. Army Corps of Engineers. The Headquarters staff is not involved in recommending small firms for specific contract opportunities (this is done at the District and Center Level two levels below the headquarters).
- » Capability briefings (introductory/informative meetings with the Small Business Professional and Contracting Officers and Project Managers when available) should be scheduled at the District and Center level. Firms that are experiencing difficulty with payments, performance, terminations, or other issues that will negatively impact the small business should reach out to USACE Headquarters for intervention when unable to resolve the issues at the District or Division level.

USACE – Office of Small Business Programs (OSBP)

- » The **Division Assistant Directors** are senior advisers to the nine US Army Corps of Engineers Division Commanders, Regional Contracting Leaders, and the Headquarters Small Business Office. They serve as leaders to the District Small Business Deputies. Division Assistant Directors can discuss and advise on all areas of the small business program and how to do business with USACE, but are not directly involved in recommending small businesses to contracting officers and program managers.
- » The 9 USACE Divisions are:
 - » Great Lakes and Ohio River Division
 - » Mississippi Valley Division
 - » North Atlantic Division
 - » Northwestern Division
 - » Pacific Ocean Division
 - » South Atlantic Division
 - » South Pacific Division
 - » Southwestern Division
 - » Transatlantic Division

USACE – Office of Small Business Programs (OSBP)

- » The District and Center Small Business Deputies work side-by-side with Contracting Officers, Program Managers, District Commanders, and Center Directors to determine which specific acquisitions should be set-aside for competitive small business award to Small Businesses, Service Disabled Veteran Owned Small Businesses (SDVOSB), Women-Owned Small Businesses (WOSB), Historically Black Colleges and Universities (HBCU), Historically Underutilized Business Zone (HUBzone) firms.
- » For example, these Small Business Deputies help find 8(a) firms and make recommendations for sole source 8(a) awards. The District and Center Small Business Deputies have the day-to-day visibility over purchases within their respective District or Center. **Contracts are awarded at the District Level and Center levels.**
- » Information concerning any of the USACE small business activities can be obtained from USACE OSBP at the following point of contact:

Small-Business-HQ@usace.army.mil

Thank You!