

NAVFAC
Naval Facilities Engineering Systems Command

NAVFAC SOUTHEAST

2023 Industry Day Increasing Competition **WE WANT YOU!**

Presented by:

Stephen Sparks, Kings Bay Dry Dock Contracting Division Director

Rebecca Jones, PW Contracts Division Director

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Overview

- **FY2022 Goals and Achievements**
- **FY2023 Goals and Current Achievements**
- **Upcoming Opportunities**
- **Procurement Methods**
- **Ensuring Marketability**
- **Increasing Competition**
- **Open Dialogue on Competition Concerns from Industry**

FY2022 Goals and Achievements

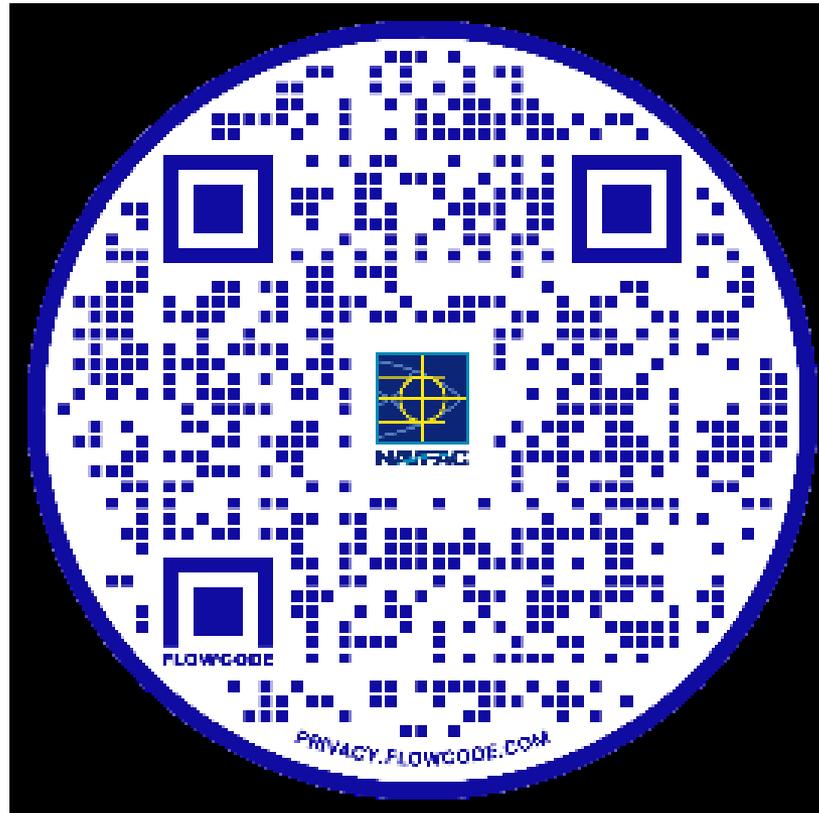
Location		Small Business				HUBZone			SDVOSB			Small Disadvantaged Business			Women Owned		
		(Eligible)	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current
NAVFAC		\$ 10.37B	44.68%	\$ 4.87B	47.06%	10.11%	\$ 1.28B	12.43%	5.00%	\$ 484.4M	4.67%	28.72%	\$ 3.13B	30.26%	7.62%	\$ 663.8M	6.40%
LANT		\$ 5.74B	45.49%	\$ 2.54B	44.21%	6.62%	\$ 413.1M	7.19%	5.90%	\$ 305.2M	5.31%	27.84%	\$ 1.5B	26.94%	7.79%	\$ 356.9M	6.21%
	Atlantic	\$ 878.3M	11.32%	\$ 116.5M	13.26%	0.37%	\$ 6.6M	0.76%	3.03%	\$ 34.7M	3.96%	8.18%	\$ 30.4M	3.47%	3.19%	\$ 25.2M	2.87%
	Mid-Atlantic	\$ 2.17B	47.02%	\$ 1.13B	52.27%	9.55%	\$ 182.4M	8.39%	5.81%	\$ 165.1M	7.59%	28.28%	\$ 627.7M	28.87%	8.75%	\$ 202.8M	9.33%
	Washington	\$ 1.17B	57.45%	\$ 600.1M	51.07%	5.84%	\$ 117.2M	9.98%	4.63%	\$ 19.4M	1.65%	36.16%	\$ 337.2M	28.70%	7.52%	\$ 39.8M	3.39%
	Southeast	\$ 1.5B	47.99%	\$ 687.4M	45.45%	5.68%	\$ 106.7M	7.06%	7.50%	\$ 85.8M	5.68%	29.04%	\$ 552.6M	36.54%	8.24%	\$ 88.9M	5.88%
	EURAFCENT	\$ 6.4M	N/A	\$ 62.1K	0.00%	N/A	\$ 0K	0.00%	N/A	\$ 0K	0.00%	N/A	\$ 0K	0.00%	N/A	\$ 0K	0.00%
PAC		\$ 4.23B	44.52%	\$ 2.18B	51.68%	14.69%	\$ 851.2M	20.10%	3.80%	\$ 159.5M	3.77%	31.00%	\$ 1.52B	36.04%	7.62%	\$ 293.7M	6.94%
	Pacific	\$ 1.4B	8.36%	\$ 192.5M	13.28%	0.08%	\$ 94.6M	6.53%	0.31%	\$ 7.4M	0.51%	2.83%	\$ 31.5M	2.18%	0.39%	\$ 3.7M	0.26%
	Hawaii	\$ 645.9M	72.79%	\$ 376.3M	58.26%	18.78%	\$ 107.3M	16.61%	6.80%	\$ 48.4M	7.50%	53.10%	\$ 255.6M	39.58%	7.61%	\$ 30.2M	4.68%
	Marianas	\$ 329.9M	77.86%	\$ 375M	113.66%	58.90%	\$ 221.6M	67.18%	3.90%	\$ 10.4M	3.17%	57.10%	\$ 300.9M	91.21%	7.13%	\$ 18.8M	5.72%
	Northwest	\$ 439.5M	61.23%	\$ 360.2M	81.96%	17.79%	\$ 130.7M	29.75%	11.40%	\$ 23M	5.24%	47.31%	\$ 267.8M	60.94%	4.43%	\$ 20.6M	4.69%
	Southwest	\$ 1.36B	41.52%	\$ 884.2M	64.60%	10.29%	\$ 296.7M	21.68%	3.01%	\$ 70.1M	5.13%	28.09%	\$ 669.7M	48.92%	10.24%	\$ 220.2M	16.09%
	Far East	\$ 0K	N/A	\$ 0K	0%	N/A	\$ 0K	0%	N/A	\$ 0K	0%	N/A	\$ 0K	0%	N/A	\$ 0K	0%
EXWC		\$ 383.3M	35.05%	\$ 147.9M	38.60%	6.92%	\$ 24.2M	6.32%	6.00%	\$ 19.7M	5.14%	15.23%	\$ 62.2M	16.23%	5.15%	\$ 13.1M	3.43%

FY2023 Goals and Current Achievements

Location		Small Business					HUBZone			SDVOSB			Small Disadvantaged Business			Women Owned		
		(Eligible)	(Eligible)	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current
NAVFAC		\$2,399,005,783	\$ 2.4B	32.00%	\$ 850.07M	35.44%	7.00%	\$ 222.3M	9.27%	4.02%	\$ 94.2M	3.93%	21.60%	\$ 584.09M	24.35%	5.00%	\$ 157.7M	6.58%
LANT		\$1,294,151,453	\$ 1.29B	38.84%	\$ 473.47M	36.59%	6.00%	\$ 126M	9.74%	4.96%	\$ 52M	4.02%	24.67%	\$ 297M	22.95%	6.16%	\$ 103.4M	7.99%
	Atlantic	\$531,607,450	\$ 531.6M	10.25%	\$ 26.8M	5.05%	0.50%	\$ 14.1M	2.66%	2.52%	\$ 4.3M	0.83%	4.40%	\$ 20.3M	3.84%	2.85%	\$ 21.2M	4.00%
	Mid-Atlantic	\$339,212,806	\$ 339.21M	39.42%	\$ 212.1M	62.56%	7.60%	\$ 61.6M	18.18%	4.96%	\$ 22.4M	6.61%	22.33%	\$ 122.3M	36.05%	7.34%	\$ 64M	18.88%
	Washington	\$108,934,363	\$ 108.9M	50.50%	\$ 91.8M	84.29%	5.72%	\$ 26.5M	24.39%	2.85%	\$ 5.3M	4.94%	32.33%	\$ 52.2M	47.99%	4.89%	\$ 7.8M	7.21%
	Southeast	\$314,228,831	\$ 314.2M	44.79%	\$ 142.4M	45.34%	6.34%	\$ 23.6M	7.52%	7.29%	\$ 19.8M	6.31%	33.33%	\$ 102M	32.48%	6.65%	\$ 10.2M	3.26%
	EURAFCENT	\$168,003	\$ 168K	N/A	\$ 118.3K	0.00%	N/A	\$ 0K	0.00%	N/A	\$ 0K	0.00%	N/A	\$ 0K	0.00%	N/A	\$ 0K	0.00%
PAC		\$997,190,210	\$ 997.19M	24.45%	\$ 361.6M	36.27%	8.10%	\$ 91.8M	9.21%	2.91%	\$ 40.2M	4.04%	18.71%	\$ 277.58M	27.84%	3.88%	\$ 49.3M	4.95%
	Pacific	\$347,648,395	\$ 347.6M	3.20%	\$ 7M	2.03%	0.08%	\$ 742.4K	0.21%	0.09%	\$ 1.2M	0.36%	0.75%	\$ 862.6K	0.25%	0.075%	\$ 227.2K	0.065%
	Hawaii	\$148,328,282	\$ 148.3M	48.25%	\$ 64.5M	43.54%	11.00%	\$ 7.2M	4.85%	5.80%	\$ 11.8M	7.96%	30.00%	\$ 51.5M	34.77%	4.85%	\$ 2.6M	1.77%
	Marianas	\$120,280,918	\$ 120.2M	67.50%	\$ 37.1M	30.88%	40.50%	\$ 23.3M	19.44%	3.00%	\$ 1M	0.84%	49.00%	\$ 32.9M	27.38%	4.75%	\$ 5.9M	4.97%
	Northwest	\$64,682,382	\$ 64.6M	42.20%	\$ 77.5M	119.94%	18.00%	\$ 28.9M	44.76%	9.50%	\$ 18.2M	28.15%	47.30%	\$ 59.7M	92.35%	3.75%	\$ 1.9M	2.97%
	Southwest	\$315,442,246	\$ 315.44M	48.47%	\$ 175.3M	55.58%	14.97%	\$ 31.5M	9.99%	5.95%	\$ 8M	2.54%	40.82%	\$ 132.4M	42.00%	14.75%	\$ 38.6M	12.24%
	Far East	\$807,988	\$ 807.9K	N/A	\$ 0K	0%	N/A	\$ 0K	0%	N/A	\$ 0K	0%	N/A	\$ 0K	0%	N/A	\$ 0K	0%
EXWC		\$107,585,417	\$ 107.5M	36.32%	\$ 14.8M	13.78%	6.25%	\$ 4.4M	4.14%	5.60%	\$ 1.9M	1.78%	15.75%	\$ 9.3M	8.73%	3.50%	\$ 4.8M	4.50%

Upcoming Opportunities

- **NAVFAC SE Contract Opportunities**
- **Subcontracting Opportunities**



Procurement Methods

- **Typical Procurement Methods (Construction)**
 - Up to \$4.5M – 8(a) or Small Business set-aside
 - \$4.5M - \$20M – Medium MACC
 - \$20M - \$100M – Large MACC
 - > \$100M – Stand Alone
- **Typical Procurement Methods (Facility Services)**
 - < \$1M – Generally 8(a) or Small Business set-aside
 - Procured at PWD
 - \$1M - \$20M annually – Generally SB set-aside
 - Up to \$4.5M total / existing 8(a) requirement – Sole Source at PWD
 - > \$20M annually – Generally Full and Open
- **Typical Procurement Methods (A/E – Environmental)**
 - < \$30M IDIQ – Mostly Small Business
 - > \$30M IDIQ – Generally Full and Open

Ensuring Marketability

- **Sources Sought**
 - **SAM.gov**
 - Contract Opportunities
 - Search for N69450
- **Capability Briefings**
 - **NAVFAC SE OSB and PWDs**

Increasing Competition

- **Industry Days/Forums**
 - Current: large, complex contract actions – are they valuable?
 - Recommendations on dollar value to hold or project type
 - Timeframe?
- **Draft RFPs / Two Part Design-Bid-Build**
 - Would you like to see more?
 - Timeframe for release?
- **Source Selection Process**
 - Non-Price/Technical Factors Significantly more important than Price
 - Input on Submittal Requirements / Factors?

NAVFAC SE WANTS YOU!

