• **Mission:** NAVFAC is the systems command that builds and maintains sustainable facilities, delivers utilities and services, and provides Navy expeditionary combat force capabilities

• **Vision:** Our expertise enables mission success
Who We Are...

- Global Engineering/Acquisition Command
- >16,500 People (Military, Civilians, & Contractors)
- Delivered > $10B of products and services in 2015
- Contracts for Construction, A&E, Facility Support, Environmental and other services
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’s FY16 Structural Alignment

- ECH III Commands (5)
- ECH IV Commands (9)
- FEADs (16)
- ROICCs (14)
- PWDs (77)

Business Lines:
- Public Works
- Asset Management
- Expeditionary
- Contingency Engineering
- Capital Improvements
- Environmental

Support Lines:
- Acquisition
- Financial Management
- Command Information
- Officer
- Chief Engineer
- Counsel

Functional Areas:
- Business Office
- Inspector General
- Operations/Safety
- Public Affairs Office
- Small Business Programs

NAVFAC Atlantic and Pacific Commanders also serve as Fleet Engineers. Facilities Engineering Commanders are dual-hatted as Regional Engineers.
• NAVFAC Small Business Advocacy
• Across the Map

NAVFAC NORTHWEST N44225
- Stephanie Higgins, Asst. Deputy Director, Silverdale, WA 360-396-0038

Engineering & Expeditionary Warfare Center N39430
- Raymond Brothers, Deputy Director, Port Hueneme, CA 805-982-1254

NAVFAC SOUTHWEST N62473
- Lora Morrow, Asst. Deputy Director, San Diego, CA 619-532-2248
- Robert “Zack” Zacharias, San Diego, CA 619-532-2375

NAVFAC PACIFIC N62742
- Lisa Roth, Deputy Director Pearl Harbor, HI 808-472-1045

NAVFAC HAWAII N62478
- Patrick Ompad, Asst. Deputy Director, Honolulu, HI 808-474-4554

NAVFAC MARIANAS N40192
- Albert Sampson, Asst. Deputy Director, Guam 671-339-7090
- Dante Serno, (Acting), Guam 671-337-5120

NAVFAC HEADQUARTERS N00025
- Scott Cross, Director, Washington, D.C. 202-685-9129
- Christy Strong, Program Analyst, Washington, D.C. 202-685-0442

NAVFAC WASHINGTON N40080
- Nola Campbell, Washington, D.C. 202-685-4371

NAVFAC MID ATLANTIC N40085
- Gregory Wynne, Asst. Deputy Director, Norfolk, VA 757-341-0902
- Kimberly Vallone, Camp Lejeune, NC 910-451-2582 x5289

NAVFAC ATLANTIC N62470
- Joseph McGrenra, Deputy Director, Norfolk, VA 757-322-4430
- Cynthia Anderson, Norfolk, VA 757-322-8308

NAVFAC SOUTHEAST N69450
- Vacant, Asst. Deputy Director, Jacksonville, FL 904-542-6624
- Dawn Brown, Jacksonville, FL 904-542-6629
# FY16 Small Business Goals

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<tr>
<th>Program</th>
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<td>Prime Goal</td>
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<tr>
<td>Small Business</td>
<td>46.00%</td>
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<tr>
<td>HUBZone Empowerment</td>
<td>8.00%</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>23.00%</td>
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<tr>
<td>Woman Owned Small Business</td>
<td>6.25%</td>
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<tr>
<td>Veteran-owned Small Business</td>
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<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>4.50%</td>
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# Small Business

## Command Achievements by FEC – FY 2016

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<tr>
<th>Location</th>
<th>Small Business</th>
<th>HUBZone</th>
<th>SDVOSB</th>
<th>Small Disadvantaged Business</th>
<th>Women Owned</th>
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<td></td>
<td>(Eligible)</td>
<td>Target</td>
<td>Dollars</td>
<td>Current Target Dollars Current</td>
<td>Target Dollars Current Target Dollars Current Target Dollars Current</td>
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<td>NAVFAC</td>
<td>$ 3.56B</td>
<td>46%</td>
<td>$ 1.67B</td>
<td>46.97% 8% $ 245.2M 6.90% 4.5% $ 213M 5.99% 23% $ 1.08B 30.47% 6.25% $ 336.8M 9.47%</td>
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<tr>
<td>LANT</td>
<td>$ 2.76B</td>
<td>48.70%</td>
<td>$ 1.4B</td>
<td>51.12% 9.10% $ 165M 5.96% 5.34% $ 180.8M 6.53% 25.18% $ 908.1M 32.81% 7.40% $ 252.3M 9.12%</td>
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<tr>
<td>Atlantic</td>
<td>$ 71.4M</td>
<td>20%</td>
<td>$ 15.7M</td>
<td>22.05% 0.5% $ -60.3K -0.08% 0.5% $ 390.6K 0.54% 4% $ 2M 2.81% 6% $ 1.8M 2.58%</td>
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<tr>
<td>Mid-Atlantic</td>
<td>$ 703.5M</td>
<td>48%</td>
<td>$ 431.7M</td>
<td>61.36% 8.5% $ 35.9M 5.10% 5% $ 82.2M 11.69% 24% $ 237M 33.69% 7.5% $ 59.4M 8.44%</td>
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<tr>
<td>Washington</td>
<td>$ 438.9M</td>
<td>44%</td>
<td>$ 177.7M</td>
<td>40.49% 3.5% $ 9.9M 2.25% 3.25% $ 15M 3.42% 24% $ 107.1M 24.41% 6% $ 13.8M 3.15%</td>
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<tr>
<td>Southeast</td>
<td>$ 457.7M</td>
<td>57%</td>
<td>$ 246.3M</td>
<td>53.81% 13.5% $ 35.1M 7.66% 6.5% $ 41.8M 9.14% 30% $ 146.7M 32.05% 10% $ 65.3M 14.27%</td>
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<tr>
<td>Northwest</td>
<td>$ 244.9M</td>
<td>43%</td>
<td>$ 107.6M</td>
<td>43.94% 7.5% $ 7.2M 2.94% 10% $ 2.2M 0.93% 19% $ 100.9M 41.22% 3% $ 29.7M 12.15%</td>
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<tr>
<td>Southwest</td>
<td>$ 717.7M</td>
<td>50.5%</td>
<td>$ 434.8M</td>
<td>60.58% 10% $ 77M 10.72% 5% $ 38.4M 5.35% 28% $ 314.2M 43.77% 7% $ 82.1M 11.44%</td>
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<tr>
<td>EURAF SWA</td>
<td>$ 132.8M</td>
<td>N/A</td>
<td>$ 571.3K</td>
<td>0.43% N/A $ -33K -0.02% N/A $ 509.8K 0.38% N/A N/A $ -33K -0.02% N/A $ 0K 0%</td>
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<tr>
<td>PAC</td>
<td>$ 582.8M</td>
<td>37.26%</td>
<td>$ 201.8M</td>
<td>34.63% 9.45% $ 64.6M 11.10% 1.21% $ 27.1M 4.66% 16.04% $ 158.7M 27.24% 3.77% $ 66.7M 11.45%</td>
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<tr>
<td>Pacific</td>
<td>$ 107.3M</td>
<td>22%</td>
<td>$ 29.7M</td>
<td>27.75% 2.5% $ 11.9K 0.01% 0.10% $ 14.4M 13.51% 3% $ 27.4M 25.61% 2% $ 7.2M 6.74%</td>
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<tr>
<td>Hawaii</td>
<td>$ 109.6M</td>
<td>55%</td>
<td>$ 91.7M</td>
<td>83.74% 15% $ 14.8M 13.58% 4% $ 9.9M 9.07% 29% $ 67.9M 61.98% 6% $ 47.3M 43.24%</td>
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<tr>
<td>Marianas</td>
<td>$ 174.4M</td>
<td>49%</td>
<td>$ 78.4M</td>
<td>44.95% 17% $ 49.7M 28.54% 0.75% $ 2.7M 1.56% 28% $ 63.3M 36.30% 5% $ 12.1M 6.95%</td>
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<tr>
<td>Far East</td>
<td>$ 191.4M</td>
<td>N/A</td>
<td>$ 1.8M</td>
<td>0.95% N/A $ 0K 0% N/A N/A $ 0K 0% N/A $ 15K 0.01% N/A $ 0K 0%</td>
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<tr>
<td>EXWC</td>
<td>$ 207.5M</td>
<td>34%</td>
<td>$ 54.2M</td>
<td>26.14% 3% $ 15.4M 7.46% 2% $ 5M 2.42% 11% $ 17.3M 8.35% 8% $ 17.7M 8.54%</td>
<td></td>
</tr>
</tbody>
</table>

As of 13 June 2016
NAVFAC Small Business

- Strong Small Business Advocates
- 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
# Small Business Specialists POCs

<table>
<thead>
<tr>
<th>Region/Installation</th>
<th>Name</th>
<th>Phone #</th>
</tr>
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<tbody>
<tr>
<td><strong>Northeast Region</strong></td>
<td></td>
<td></td>
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<tr>
<td>PWD Maine</td>
<td>Ms. Jackie Johnston</td>
<td>(207) 438-4602</td>
</tr>
<tr>
<td>PWD Newport</td>
<td>Mr. Jeff Welch</td>
<td>(401) 841-2395</td>
</tr>
<tr>
<td>PWD New London</td>
<td>Mr. Paul Krug</td>
<td>(806) 694-4563</td>
</tr>
<tr>
<td>PWD Earle</td>
<td>Mr. Adam Ginther</td>
<td>(732) 866-2825</td>
</tr>
<tr>
<td>PWD Pennsylvania</td>
<td>Vacant</td>
<td>(215) 897-3586</td>
</tr>
<tr>
<td><strong>Hampton Roads Region</strong></td>
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<tr>
<td>Mid-Atlantic SB Deputy</td>
<td>Mr. Greg Wynne</td>
<td>(757) 341-0092</td>
</tr>
<tr>
<td>PWD Yorktown</td>
<td>Ms. Kathy Pope</td>
<td>(757) 887-4705</td>
</tr>
<tr>
<td>PWD Little Creek</td>
<td>Ms. Katya Oxley</td>
<td>(757) 462-7713 Ext. 305</td>
</tr>
<tr>
<td>PWD Norfolk</td>
<td>Ms. Michele Carter</td>
<td>(757) 341-0565</td>
</tr>
<tr>
<td>PWD Portsmouth</td>
<td>Vacant</td>
<td>(757) 396-5121 Ext. 200</td>
</tr>
<tr>
<td>PWD Oceana</td>
<td>Ms. Natalie Augsburger</td>
<td>(757) 433-2668</td>
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<tr>
<td><strong>North Carolina Region</strong>*</td>
<td></td>
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<tr>
<td>North Carolina</td>
<td>Ms. Kim Vallone</td>
<td>(910) 451-2582 Ext. 5289</td>
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NAVFAC Small Business Webpage

- SB Programs
- SB Contacts
- SB Achievements
- Opportunities
  - MILCON Forecast List
  - NAVFAC Contracts with Large Businesses
  - Long Range Acquisition Forecast
- SB Directories
  - SDVOSB & WOSB Directory for Contracting Officer/Prime Contractor Market Research process
- Contract Guidelines
- Events Calendar

https://smallbusiness.navfac.navy.mil

Check it Out!

Good Information for YOU
# Long Range Acquisition Forecast

**Current NAVFAC IDIQ Contracts - Anticipated Long Range Acquisition Forecasts**

<table>
<thead>
<tr>
<th>CONTRACTING OFFICE NAME</th>
<th>CONTRACT NUMBER</th>
<th>DESCRIPTION OF AVAS*</th>
<th>DESCRIPTION OF REQUIREMENTS</th>
<th>MULTIPLE OR SINGLE AWARD CONTRACT</th>
<th>NAICS CODE*</th>
<th>NAICS DESCRIPTIC*</th>
<th>DESCRIPTION OF PRODUCTS OR SERVICES</th>
<th>AWARD DATE</th>
<th>ESTIMATED ULTIMATE COMPLETION DATE</th>
<th>OPTION PERIOD</th>
<th>OPTION PERIOD REMAINING</th>
<th>CONTRACTING OFFICER'S BUSINESS SIZE SELECTION</th>
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<tr>
<td>NAVFAC ATLANTIC BARBARA TAYLOR (757) 322-4430</td>
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<td>JONNAVAC.LANT</td>
<td>N00270-09-D-2149</td>
<td>DCS for AIE Services for Min</td>
<td>DCS for AIE Services for Material and Waste Management Compliance Engineering Support at NAVY and NAVFAC</td>
<td>SINGLE AWARD</td>
<td>54130</td>
<td>Engineering Services</td>
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<td>02/08/2019</td>
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<td>Success Estimator Software</td>
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<td>JONNAVAC.LANT</td>
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<td>DGVT Marketing &amp; Creative Services</td>
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<td>JONNAVAC.LANT</td>
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Opportunities – Mid-Atlantic

• For additional information contact Gregory Wynne, (757) 341-0092 or Kim Vallone, (910) 451-2582 X5289

• Demolition of Cape Henry Inn, Hampton, VA, $1-5M.
• Energy-HVAC & DDC facility optimization, Hampton, VA, $5-10M.
• NMC bldg. 2 renovate operating rooms, Hampton, VA, $5-10M.
• NEX main store expansion, Newport, RI, $5-10M.
• Bldg. 239 repair & replace roof, Great Lakes, MI, $1-5M.
• KC130J enlisted aircrew trainer facility, Cherry Point, NC, $1-$5M.
• Energy ground source heat pumps, Albany, GA, $5-10M.

• Information is for preliminary planning and is not a commitment as to method of acquisition. Check www.fbo.gov for actual solicitation announcements.
Acquisition Environment

• Market
  • Military construction workload has been trending down
  • Operations & maintenance projects are relatively steady with continued emphasis on energy efficiency and security

• Product Delivery
  • Design-build
  • Design-bid-build
  • Some in-house design to maintain core technical competencies
  • Standard capital improvements evaluation factors in source selections across command

2. Experience  5. Technical Solution
Typical Acquisition Approaches

- Small business set-asides – all categories
- Full and open competition
- 8(a) business development program
- Multiple Award Contracts (MACs)
  - Small business reserves within MACs
  - Fair opportunity within MACs
- IDIQ A&E contracts
  - Follow-on task orders are negotiated
- IDIQ construction contracts
  - Paving, roofing, painting, utilities, other specialty trades
- Facility support service contracts
  - Base operating services contracts
  - Vehicle rental, maintenance, custodial, grounds
Announcements

Please continue to monitor FedBizOpps and NECO for actual announcement as these projections are subject to change.

www.FBO.gov

www.NECO.NAVY.mil
Questions?

I look forward to working with you!
Kimberly.vallone@navy.mil
910-451-2582 ext. 5289

• NAVFAC Office of Small Business Programs – Gateway to Opportunities!

• http://www.navfac.navy.mil/products_and_services/sb.html