

Federal Construction

Steps to the Federal Construction Marketplace

Step 1: Establish a General Understanding of the Market

Construction firms have opportunities to work with the government as both prime and subcontractors for various agencies, including the U.S. Army Corps of Engineers, Naval Facilities Engineering Command, US Coast Guard, General Services Administration, Department of the Air Force, US Department of Agriculture, US Fish & Wildlife, and others.

Delivery varies between design-bid-build (where the government hires a design team that completes 100% plans and specifications) and design/build. A new delivery with the U.S. Army Corps of Engineers is “adapt build” where the government revises previously approved plans and specifications for a new project site (e.g. re-using design documents from a barracks project at Fort Benning and adapting them to a new site at Fort Bragg).

Based on presentations given by the US Army Corps of Engineers in May and June 2010, it appears that adapt build will be conducted similar to a design/bid/build project where a design firm on an established indefinite delivery/indefinite quantity (IDIQ) contract modifies the design and 100% plans and specifications are issued for construction. Another option is to issue both the design modifications and construction to a single contractor in a modified design/build delivery.

There are opportunities for both design/build and construction prime contracts in NC, and there are extensive subcontracting opportunities available. Note: As of June 2010, competition for prime construction contracts in the federal market is extremely high.

Step 2: Get Started

All businesses should follow the instructions in the North Carolina Military Business Center’s “**Checklist: Steps to the Federal Marketplace,**” which is located on the links page of the NCMBC main website at www.ncmbc.us. Use the checklist to:

- Get a number from the Data Universal Numbering System (DUNS)
- Identify your North American Industry Classification Codes (NAICS)
- Determine if you qualify as a small business
- Register at Central Contractor Registration (CCR)
- Register at www.MatchForce.org
- Complete your Online Representations and Certifications (ORCA)

After completing the above steps, firms should become familiar with the [NCMBC Federal Construction Initiative webpage](#). Key items to review and complete are:

- Register at the [NC Capabilities Matrix](#) to list your firm for potential teaming opportunities
- See the presentation titled **“Understanding Source Selection & Teaming to Win”** located in the Past Events & Presentations section for a discussion of how construction and A/E prime contract services are purchased by the federal government with reference to the applicable regulations
- Review the spreadsheet titled **“Future Projects at NC Military Installations”** located in the “Materials” section of the Federal Construction Initiative webpage
 - Note: MILCON is a term that describes Department of Defense projects valued at more than \$750,000 that add square footage to a military installation. MILCON is generally conducted as either a publicly advertised single project or as a task order on an existing multiple award contract (discussed below).
 - Another common project type is Sustainment, Restoration, and Modernization (SRM) projects, which are renovations, additions, alterations and others that do not add square footage (or are valued below \$750,000 if they do). SRM projects on the military installations in NC are typically purchased through multiple award contracts, although some opportunities may be competed publicly (see the [Federal Business Opportunities website](#), www.MatchForce.org, the NCMBC Federal Construction Initiative webpage, or the “Contract Opportunities” section on [Army Single Face to Industry](#) for current advertisements).
 - MILCON funds must be approved and appropriated by Congress each year; as a result, DoD provides justification data, including the project estimate, to Congress. The NCMBC captures and publicizes this data for most projects on the NCMBC website at the Federal Construction Initiative webpage. SRM is accomplished through a pool of funds managed at the installation level.
- To become familiar with the firms currently working in the NC federal market, review the lists located on the Federal Construction Initiative webpage in the “Materials” section:
 - Current construction prime contractors
 - Current construction multiple award contract holders
- If you are a small business and are interested in teaming, review the [“Set Aside Teaming Guidelines”](#) found in the “Materials” section of the Federal Construction Initiative webpage to understand the requirements of a legal teaming arrangement or joint venture.

Finally, firms should register at the [Federal Business Opportunities](#) website and should establish search agents to ensure visibility of current opportunities. For instruction on establishing these agents, see the [FBO User’s Guide](#) or view the demonstration videos.

Step 3A: Locating Construction Prime Contract Opportunities

Single Project Construction Contracts:

There are often opportunities to provide construction services for single projects for a variety of vertical and horizontal scopes; project magnitudes are diverse and go from <\$25,000 to over \$100,000,000. Projects may be purchased via Invitation for Bid, Lowest Price Technically Acceptable (LPTA), or Price/Performance Trade-off (see the presentation titled [Understanding Source Selection & Teaming to Win](#) for a discussion of acquisition approaches).

Market intelligence on upcoming MILCON projects can be found on the NCMBC spreadsheet titled **“Future Projects at NC Military Installations”** (contact NCMBC for login credentials) in the “Materials” section of the Federal Construction Initiative webpage. Contracts for single project opportunities valued at more than \$25,000 are advertised (when released) on the [Federal Business Opportunities](#) website, and can also be found at [MatchForce.org](#). The Federal Construction Initiative webpage also contains a list of all construction prime contract opportunities currently being publicly competed, or, “on the street.”

Multiple Award Construction and Design/Build Contracts:

Multiple Award Construction Contracts (MACCs / Navy term) and Multiple Award Task Order Contracts (MATOCs / Army term) involve the selection of two or more contractors for specific time period (e.g. base year plus four option years for a total of five years) and for a specific type of project or region (e.g. all design/build vehicle maintenance facilities in a region, all design/build projects from \$1 to 6 million in a specific region, etc.). The teams selected for the MACC or MATOC compete against one another for task order contracts throughout the life of the MACC contracts. Task order contracts are rarely advertised on the Federal Business Opportunities website unless they are funded by the American Recovery and Reinvestment Act (ARRA) and are reserved for the MACC or MATOC contract holders. In addition, the Army, Air Force, and other agencies also select Single Award Task Order Contracts (SATOCs) where one firm is selected for a period of time and type of project and receives task order awards that are typically unit priced based on RS Means or another cost source.

Information on current construction and/or design/build multiple award contract holders is available through the spreadsheet titled **“Current Construction Multiple Award Contract Holders at NC Military Installations”** and found on the NCMBC Military Construction Initiative website under “Materials.” Firms may wish to track when existing multiple award contracts will expire and may be re-competed. Contract expiration dates are included on the aforementioned spreadsheet. New and re-competing MACC/MATOC contracts valued at more than \$25,000 are advertised on the [Federal Business Opportunities](#) website, and can also be found at [MatchForce.org](#) and the Current Opportunities section of the Federal Construction Initiative webpage.

Step 3B: Locating Construction Subcontract Opportunities

In addition to construction prime contracts, there are extensive opportunities available for construction subcontracts and supplies. There is no mandatory registration for prime contract bidders; to locate construction subcontracts, NCMBC recommends the following:

- Identify the location and size of work that you are interested in and have previous successful experience executing
- Review the presentation titled “**Military Construction Subcontractor Training**” located on the NCMBC Federal Construction Initiative website under “Past Events & Presentations.” This presentation discusses the process to locate opportunities and the administrative and operational requirements of federal construction subcontracts.
- Review the spreadsheet titled “**Current Construction Multiple Award Contract Holders**” list located on the Federal Construction Initiative webpage in the “Materials” section. The firms identified on this spreadsheet have multiple award contracts and typically compete for task order contracts on a regular basis.
- Review the spreadsheet titled “**Current Prime Contractors at NC Military Installations**” on the Federal Construction Initiative webpage in the “Materials” section. The firms identified on this list have current projects at installations in NC and are often bidding additional work.
- Follow current opportunities on the NCMBC Military Construction Initiative webpage, www.MatchForce.org, and the [Federal Business Opportunities](#) website. Consider attending pre-bid meetings to identify current prime contractors.
- If you are a residential contractor, consider contacting **Picerne Military Housing** at Fort Bragg and **Atlantic Marine Corps Communities** at Camp Lejeune/Cherry Point. Both are in long term Public Private Ventures with the Army and Navy respectively and are responsible for maintaining on-post military housing.
- If you are a water/wastewater utilities contractor, consider contacting Old North Utilities at Fort Bragg, who has a long term Public Private Venture with the Army for installation and maintenance of water/wastewater infrastructure.

For additional information on construction opportunities in the federal marketplace or to identify potential teaming partners, contact the [NCMBC Business Development Specialist](#) located nearest to your firm.