

Mr. Andrew Stackpole

PWD New London

Deputy Public Works Officer



Naval Submarine Base New London

Submarine Capital of the World



CAPT Carl Lahti
Commanding Officer
August 2014



SUBASE NLON Mission



Provide the facilities,
deliver the services and
create the environment
for the Fleet, Fighter
and Family to:

- deploy combat-ready submarines and their crews;
- and, train a corps of professional submariners.

Submarines and Submariners primary reason for existence

Creating and Sustaining Warfighter Readiness



Submarine Force



SSBN: Ballistic Missile Submarines (14)

SSN: Attack Submarines (53)

- Los Angeles Class*
- Seawolf Class
- Virginia Class*

(* = homeported at SUBASE NLON)

SSGN: Guided Missile Submarines (4)

Stealth, Agility, Endurance, Payload

Creating and Sustaining Warfighter Readiness



Submarine Force Missions

Anti-Surface Warfare



Anti-Submarine Warfare



Special Warfare



Intelligence, Surveillance, & Reconnaissance



Strike Warfare



Strike Group Operations



Strategic Deterrence



Mine Warfare



Creating and Sustaining Warfighter Readiness



Unique Characteristics of SUBASE



- SUBASE NLON is only All-Weather Submarine Homeport.
- SUBASE NLON is closer to PAC OP AREAS than West Coast.
- SUBASE NLON is last Navy Operational Base in NE.

Home to 1/3 of Attack Submarine Force

Creating and Sustaining Warfighter Readiness



Team New London

- **Operational Waterfront**
 - 15 SSNs
 - 2 Sub Squadrons / NSSC
 - Regional Support Group
 - Naval Submarine Support Facility
- **Submarine “University”**
 - Sub School / SLC
- **Personnel**
 - 70+ tenants
 - 6,000+ active / reserve military personnel
 - 650 drilling reservists
 - 12,000 family members
 - 12,000 retirees
 - 1,300 Civilian employees
 - 1,000 Contractors



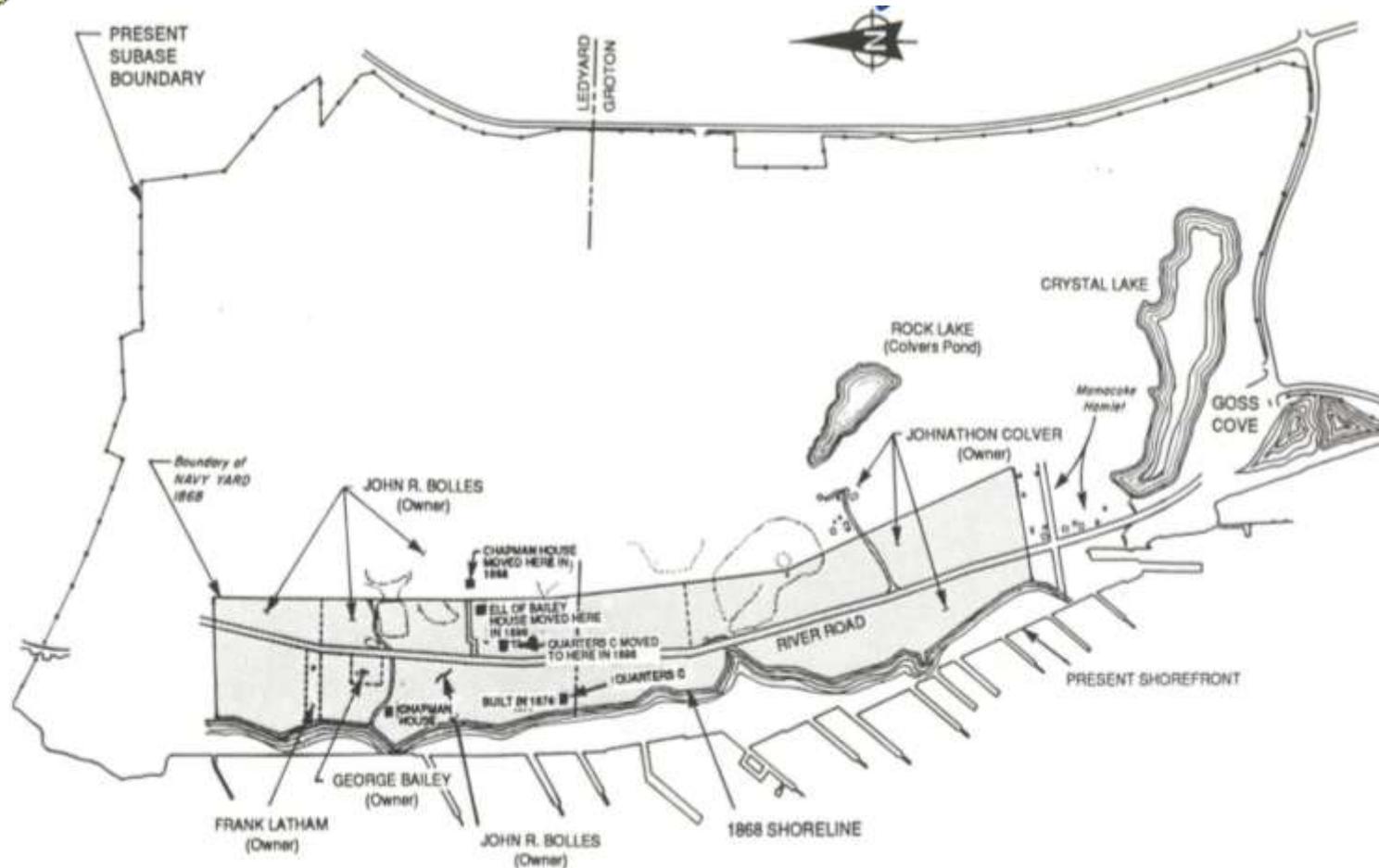
More...

- + 15,000 additional USA/USAF/USCG/USMC personnel annually
- **Land and facilities**
 - 687+ acres on Base
 - 530+ acres off Base
 - 240+ structures
 - 1,897 PPV Housing Units
 - Navy Lodge
 - 9 barracks
 - NGI&S + Groton Chalet

One of Largest Employers in SECT / \$4.1B Economic Impact



Investment – 1868 to Today



More than \$150M invested since 2005



Naval Submarine Base New London



The First and Finest!

Creating and Sustaining Warfighter Readiness

Smart Grid Program Update

for:

SUBASE New London Energy Industry Day

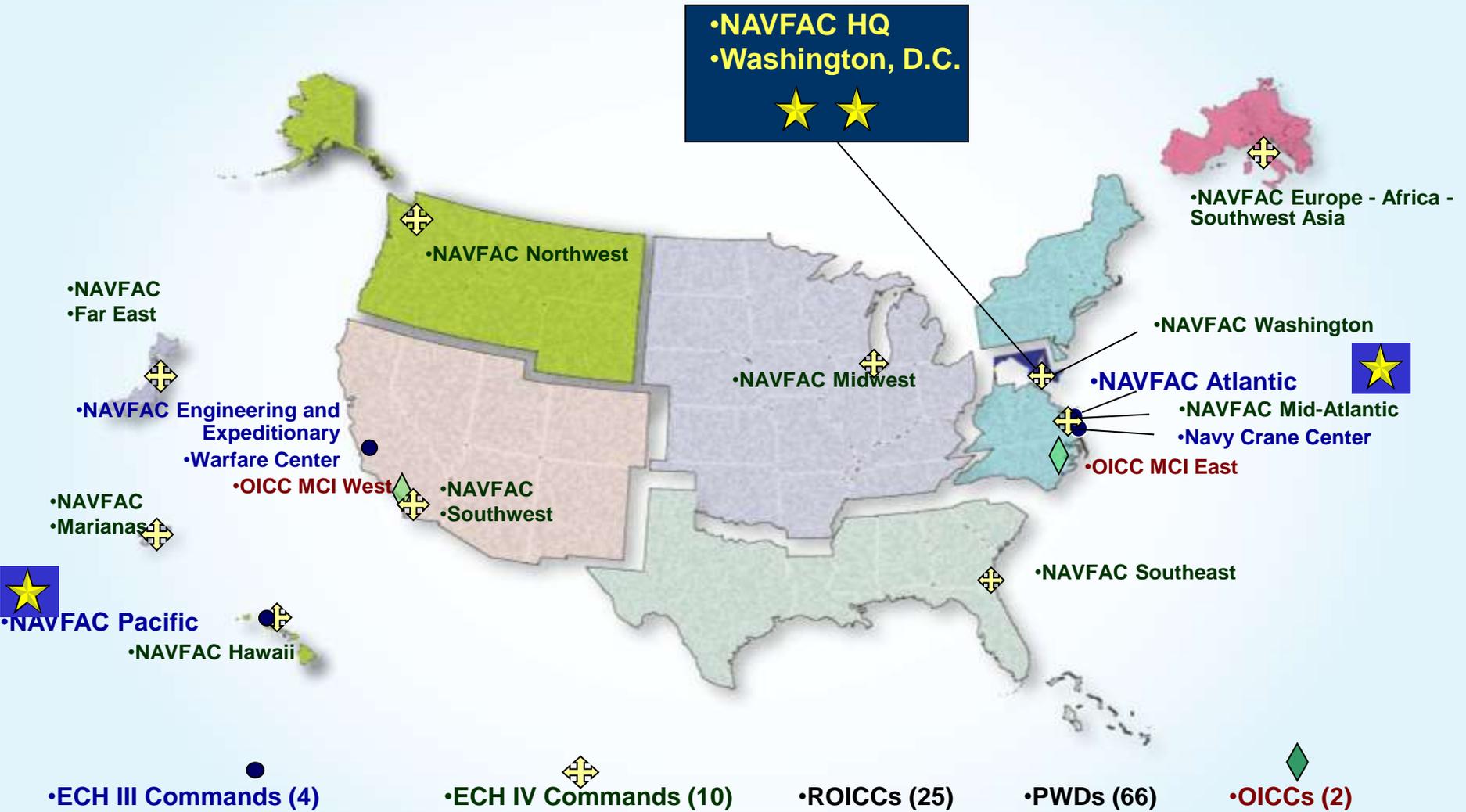
•by:

- CAPT Kathy Donovan
- Assistant Commander,
- Public Works Business Line

Naval Facilities Engineering Command



•NAVFAC HQ
•Washington, D.C.



•100+ Different Delivery Points

Public Works



• Deliver efficient and effective Public Works products and services through Navy Public Works Department using Enterprise Processes

• Facilities Management and Sustainment

- Wage Grade Efficiency and Initiative implementation
- MAXIMO 7.1 deployment, issues resolution, and effective use
- ICAP process consistency driving CBMM
- Linear segmentation

• Base Support Vehicles & Equipment

- Fossil fuel reduction via Alt Fuel and more efficient vehicles
- Focus on consistent and minimal BSVE inventory objectives
- Wage Grade Efficiency Study

• Utility Management

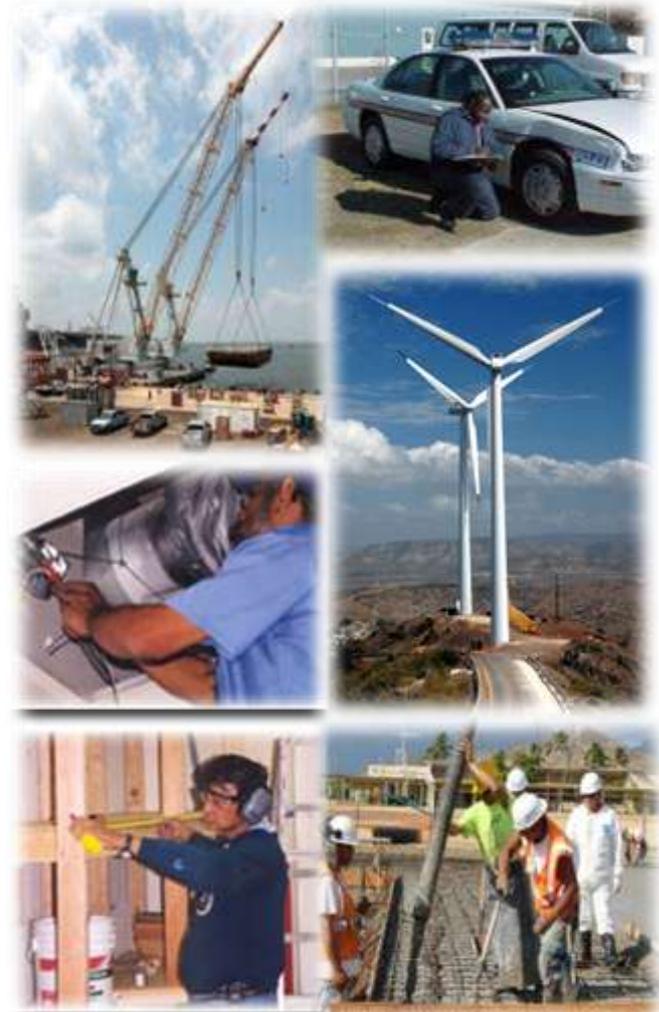
- Commercial utility ACQ
- Renewables and 2922A efforts -
- Utility system recapitalization

• Facility Support Contracts Mgmt and Facility Services

- FX reductions in FY13 and FSC/BOS template updates
- FSC/BOS stand-down and oversight self assessment
- Contract award timeliness

• Utility & Energy Systems

- AMI & energy consumption mgmt.
- ICS (Industrial control systems)
- CIRCUITS
- Smart Grid



• Delivering PWBL Products and Services in the field!

Navy Vision - Smart Grid Control

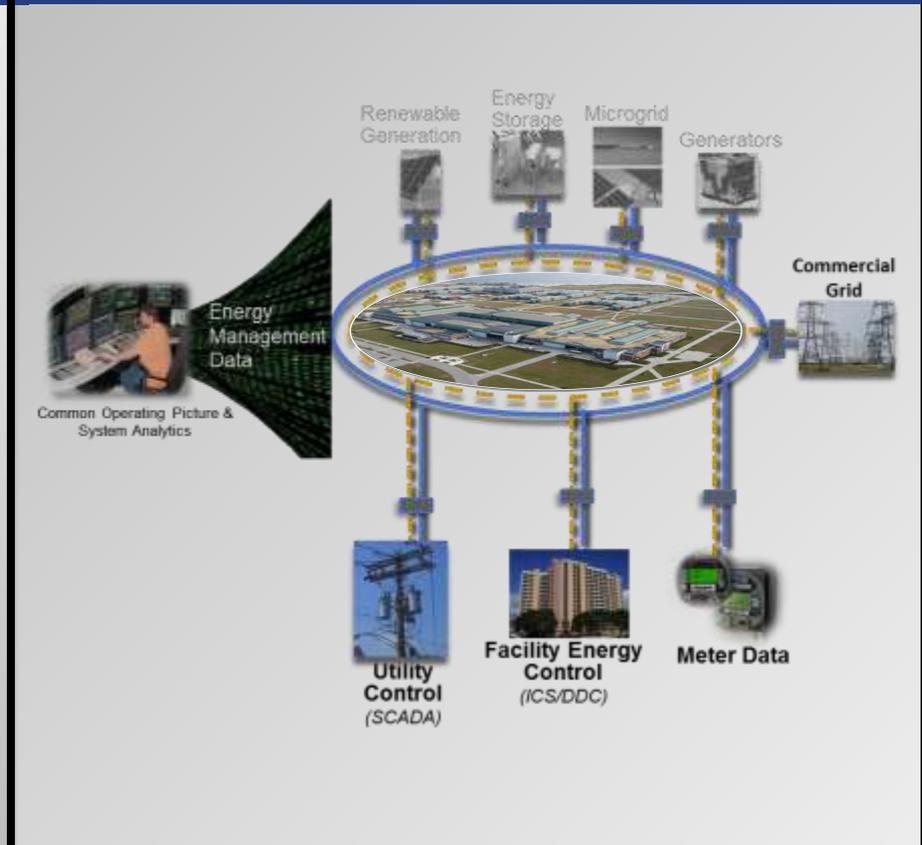


•Today....

•Remote energy data collection and control with cyber vulnerabilities that lacks transparency.

•To be...

•Near real time, centralized, transparent cyber secure energy data and control.



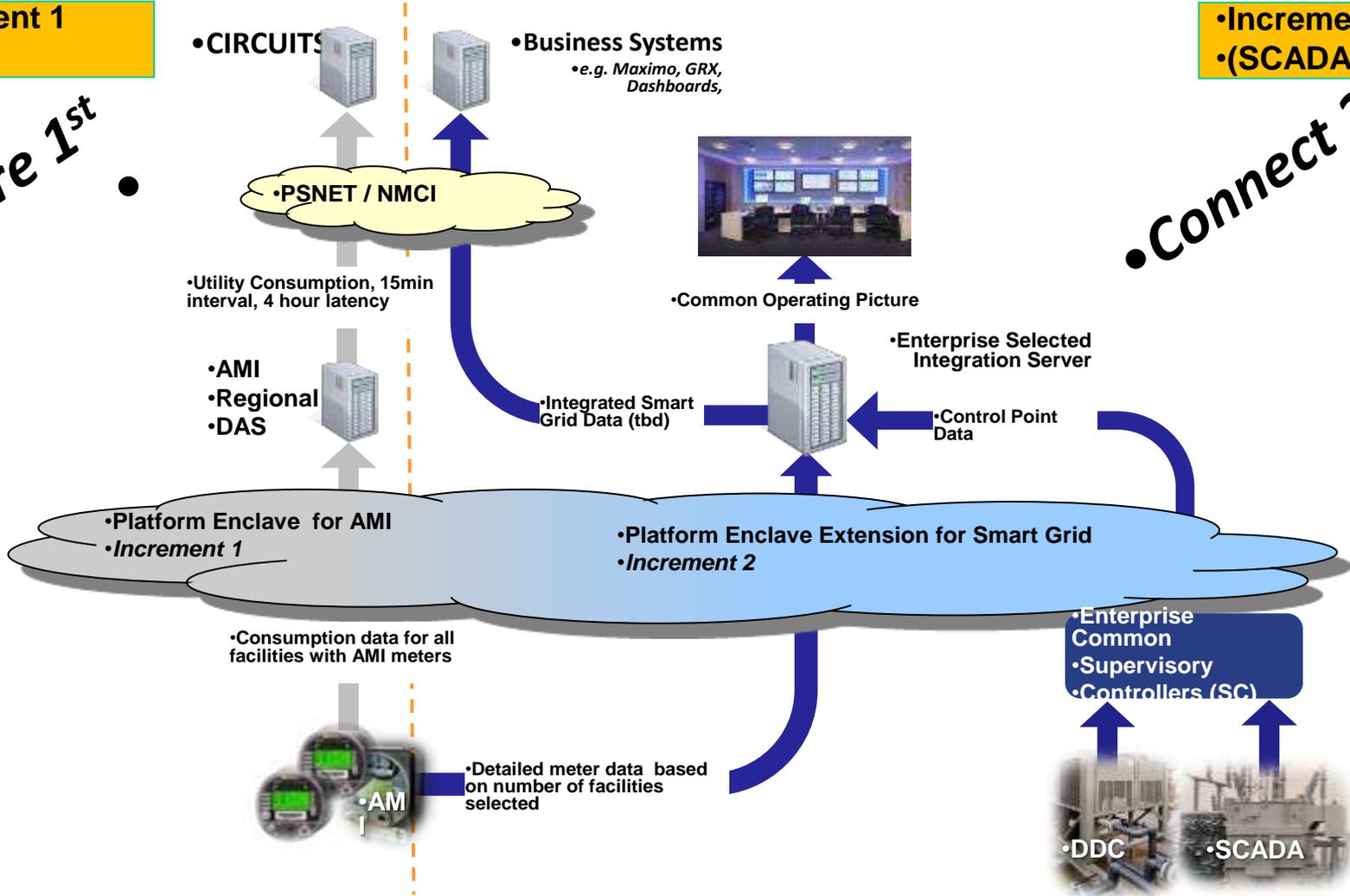
Smart Grid Strategy

**Increment 1
(AMI)**

**Increment 2
(SCADA & DDC)**

Secure 1st

Connect 2nd



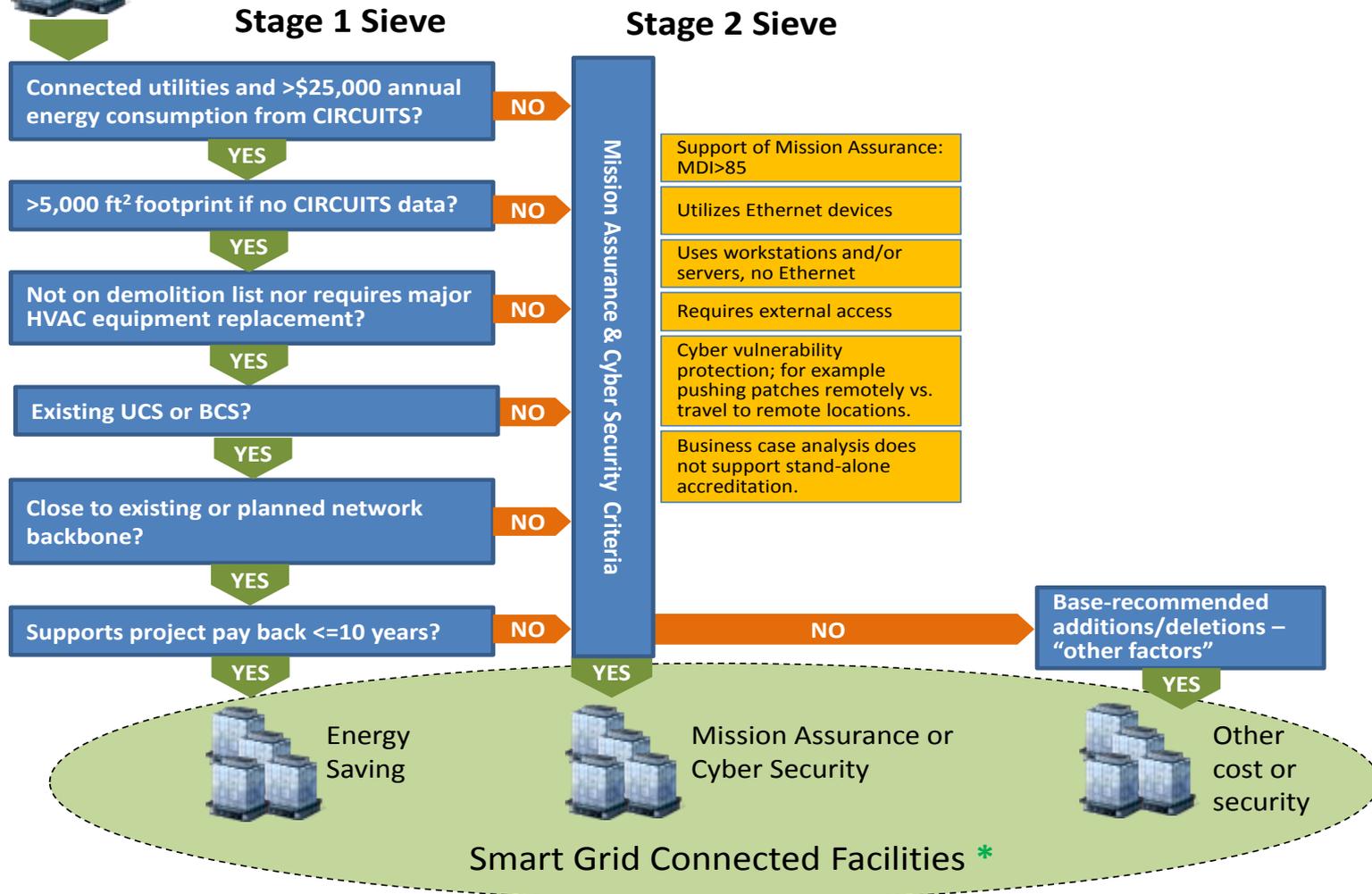
Paving the way for energy savings...

Selection based on Mission Criticality & Energy Loads

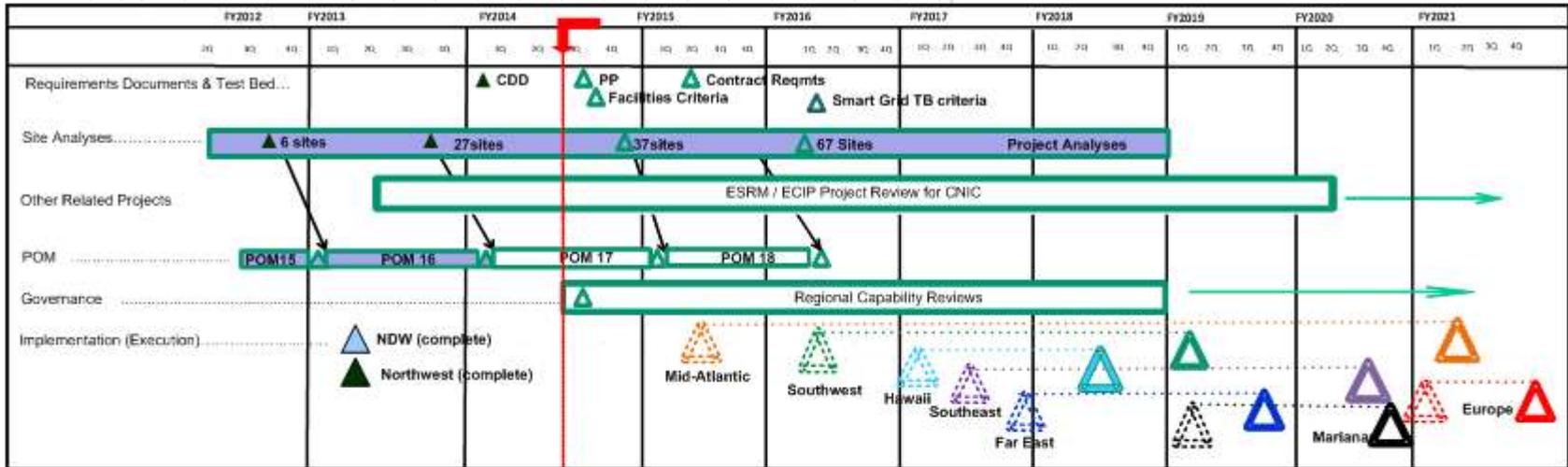


Facilities on-base, based on INFADS and CIRCUITS

Facilities Selection Criteria



Planned Smart Grid Increment II



SG Acquisition Plan

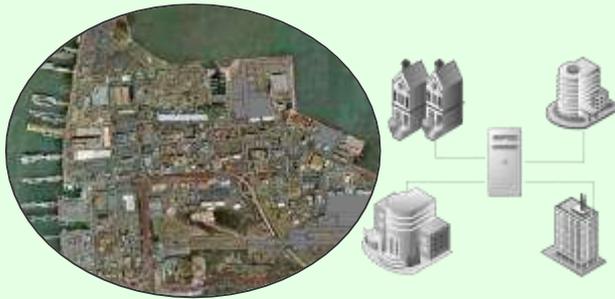
“Best of Breed”



• Strategic Focus Capability

• to meet Utility Systems, Energy, Productivity, & Accountability Goals

• Fiber Installation & ICS Upgrades

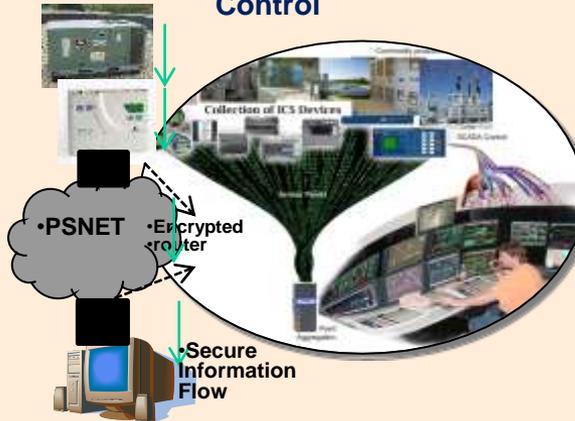


- Each FEC Contracts Separately
- Normal business

- Baseline - connect the buildings /systems enabling centralized data
- Retrocommissioning
- Expand HVAC/lighting controls
- SG Command Center structure

• Industry Competition

- Enclave
- Central Command & Control



- Software suite to manage utilities
- Centralize & integrate data
- Integrate enclave to common architecture
- Common operating picture & dashboards

• Meter Sustainment



- OEM
- Normal business

- Meter sustainment

Lets discuss?

Break

SUBASE NEW LONDON Groton, CT

Energy Industry Day

•by:

- CDR Brian Lindoerfer
- Public Works Officer
- PWD New London

•August 20, 2014

AGENDA



- **SUBASE New London Overview**
- **Current Electrical Distribution System**
- **Microgrid Concept**
- **Local Generation Initiatives**
- **Renewable/Alternative Energy Opportunities**



SUBASE New London Overview



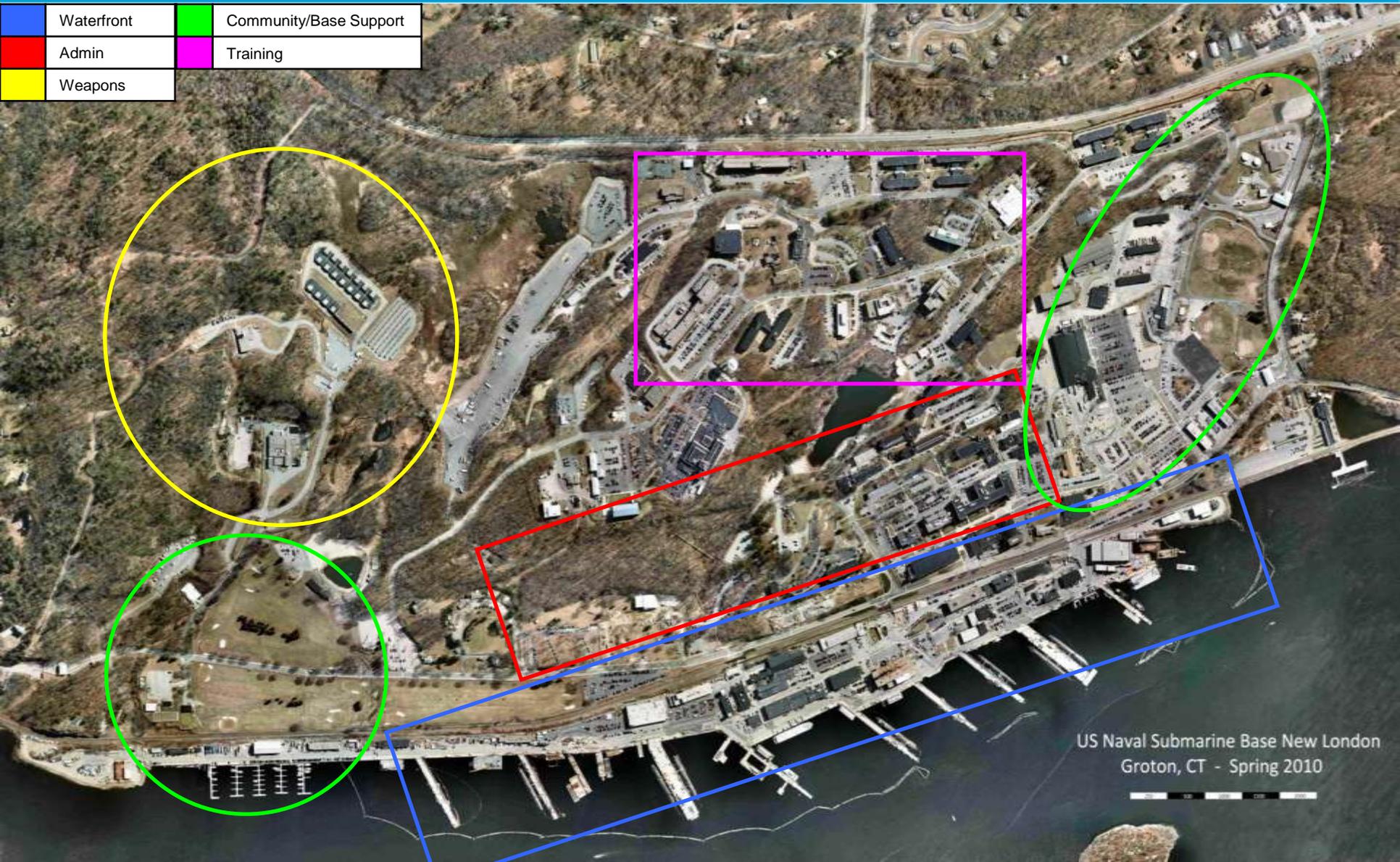
- **Operational Waterfront**
 - 15 SSNs
 - 2 Sub Squadrons
 - Sub Maint/Repair
- **Submarine “University”**
 - Sub School / SLC
- **Land and facilities**
 - 687+ acres on Base
 - 530+ acres off Base
 - 240+ structures
 - 1,897 PPV Housing Units
- **Personnel**
 - 6,500+ active / reserve military personnel
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SUBASE New London Overview



Waterfront	Community/Base Support
Admin	Training
Weapons	



US Naval Submarine Base New London
Groton, CT - Spring 2010



Electrical Distribution System



* ***SUBASE Demand ~ 10-25 MW***

- **Commercial Power (Groton Utilities)**

- (2) 34.5 kVA feeds

- **SUBASE Utility Plant (Building 29)**

- 13.8 kVA Ring Bus

- 5 MW Solar Turbine Generator - CHP

- Peak Shaving

- Manual Islanding

- 1.5 MW Diesel (Emergency Power only Bldg. 29)

- Replacement by early 2015

- (2) 750 KW Diesels (Emergency/Peak Shaving)



*****Thermal – (2) dual fuel boilers for base-wide steam distribution***



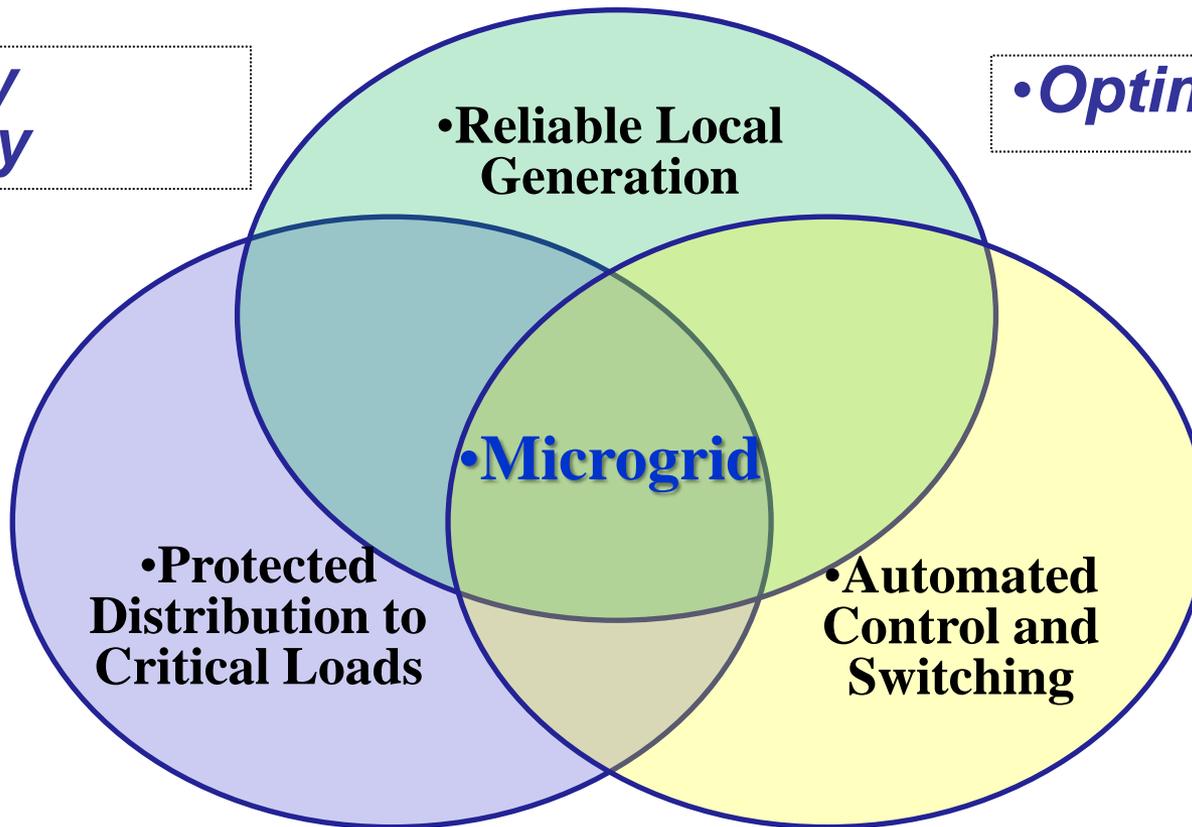
SUBASE Microgrid Concept

•Why Microgrid?

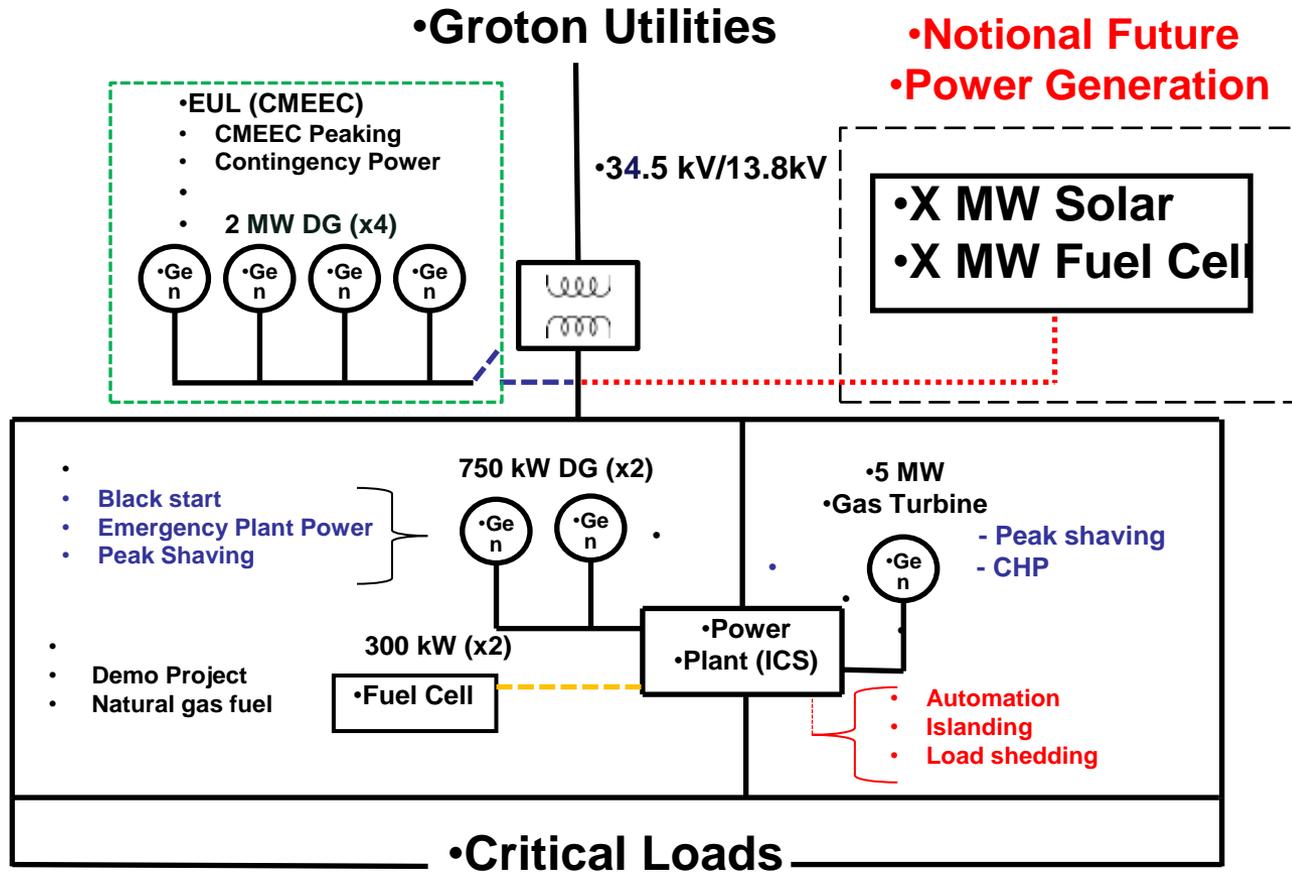
•Reliability – Redundancy – Renewables – Reduced Cost

•Energy Security

•Optimization



SUBASE Microgrid Concept



•CMEEC: Connecticut Municipal Electrical Energy Cooperative
 •EUL: Enhanced Use Lease
 •ICS: Industrial Control System (SCADA, DDC etc.)

DG: Diesel Generator (ultra low sulfur fuel)
 PPA: Power Purchase Agreement
 CHP: Combined Heat and Power (Cogen)



Local Generation Initiatives



- **Enhanced Use Lease (EUL)**

- Connecticut Municipal Electric Energy Cooperative (CMEEC)
- 8 MW of packaged diesel generation for local peak shaving
- Lease approved/signed - effective 1 Aug 2014

- **Molten Carbonate Fuel Cell Demonstration Project**

- (2) 300 KW Fuel Cells
- Contract awarded for a 36 month demonstration period
- Estimated Completion - TBD

Renewable Energy Opportunities



- Area “A” SUBASE (approximately 15 acres)



Q & A!

Doing Business with the Department of the Navy

Kimberly A. Vallone
Assistant Deputy for Small Business
NAVFAC Mid-Atlantic

•August 20, 2014

Agenda



- **NAVFAC Overview**
- **Forecasts & Opportunities**
- **Small Business is Big Business**

The NAVFAC Mission/Vision



From the 2014-2016 NAVFAC Strategic Plan:

Our Mission:

NAVFAC is the Systems Command that builds and maintains sustainable facilities, delivers utilities and services, and provides Navy expeditionary combat forces capabilities.

Our Vision:

Our expertise enables mission success.

Who We Are...



- **Global Engineering/Acquisition Command**
- **20,000 People (Military, Civilians, & Contractors)**
- **Annually deliver over \$16 billion of products and services**
- **Contracts for Construction, A&E, Facility Support, Environmental and other 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

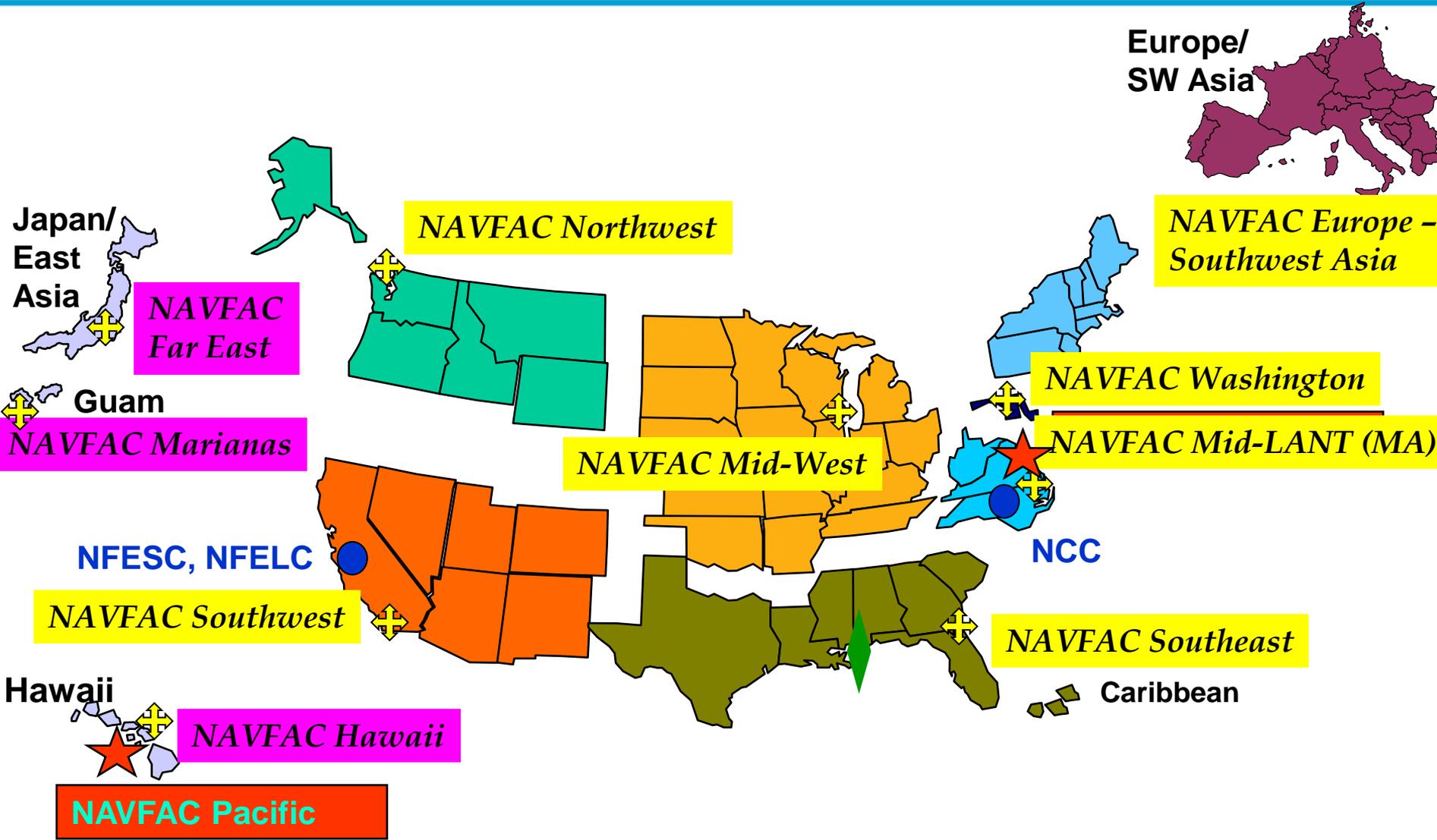
- **Contingency Engineering**

- Disaster Recovery
- Emergent Operations

- **Expeditionary Programs**

- Support Military Operations
- Equipment/Systems Acquisition

NAVFAC Areas of Responsibility: A Global, Interdependent Team



NAVFAC MIDLANT

Area Of Responsibility



NAVFAC MIDLANT
Demographics: 3320

- Military: 115
- Civilian: 3146
- Contractor: 59

North East IPT
Demographics: 1025

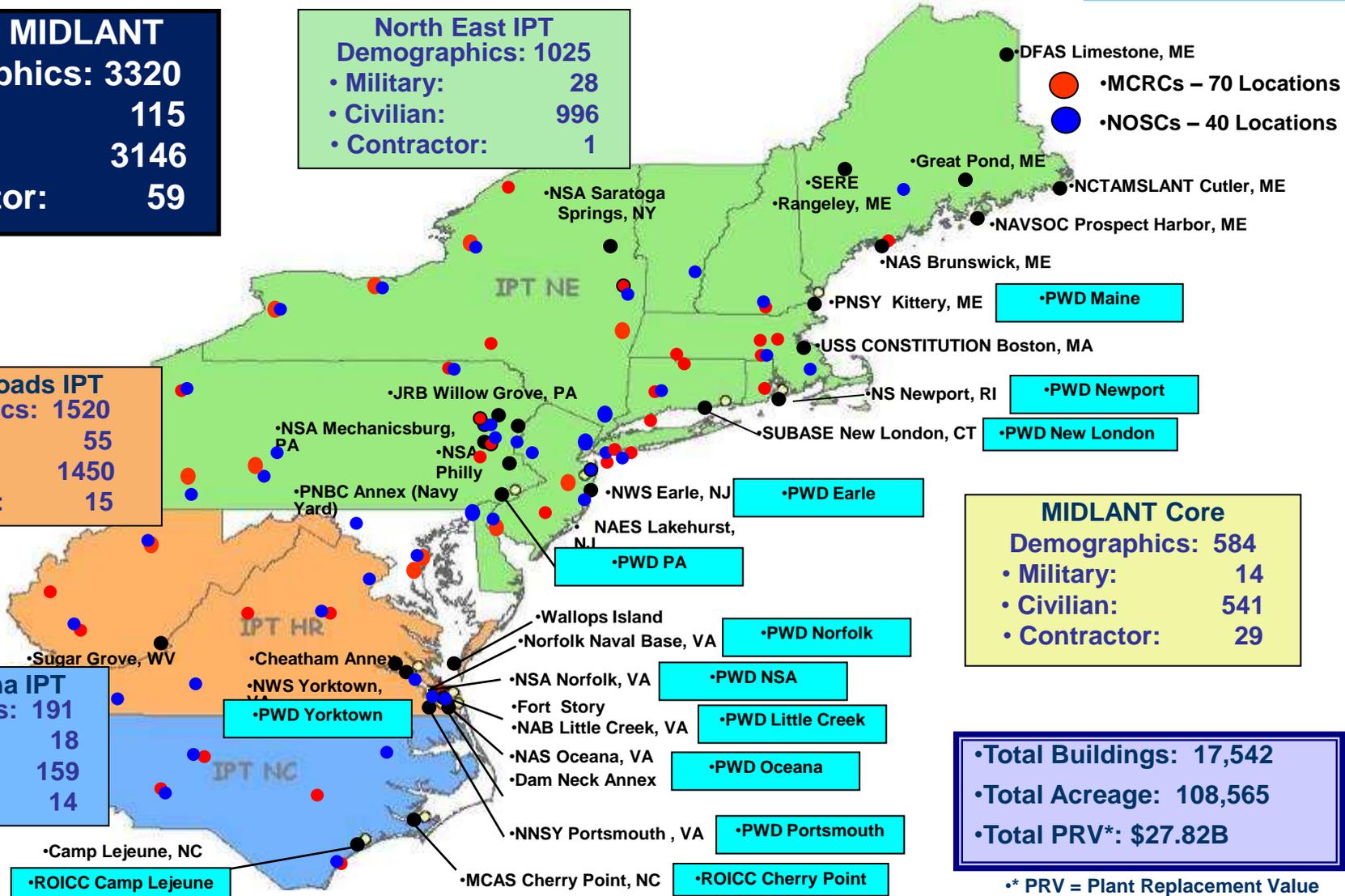
- Military: 28
- Civilian: 996
- Contractor: 1

Hampton Roads IPT
Demographics: 1520

- Military: 55
- Civilian: 1450
- Contractor: 15

North Carolina IPT
Demographics: 191

- Military : 18
- Civilian: 159
- Contractor: 14



MIDLANT Core
Demographics: 584

- Military: 14
- Civilian: 541
- Contractor: 29

Total Buildings: 17,542
Total Acreage: 108,565
Total PRV*: \$27.82B

* PRV = Plant Replacement Value

NAVFAC Execution Goals



- Award 75% of MCON / MCNR projects using DB
- Zero safety accidents
- Minimize unplanned cost and schedule growth
- Turnkey procurement approach for Furniture, Fixtures & Equipment (FF&E)
- LEED Silver
- Energy reduction for existing buildings
- Implement Low Impact Development (LID)
- Meet DOD Small Business Goals

MIDLANT MILCON Program Forecast



IPT	FY13	FY14	FY15
Hampton Roads	\$143M	\$76M	\$94M
North Carolina	\$201M	\$167M	\$106M
Northeast	\$38M	\$38M	\$78M
Total	\$382M	\$281M	\$278M

MILCON Program



Hampton Roads

\$150M-\$200M, FY14-15

Virginia - Hampton Roads Summary

–Special Operations Command – 2 Projects
\$25-\$50M

–MCON – 8 Projects

\$50-\$100M

–Housing, Energy

\$25-\$50M

FY13	P998 Drydock 8 Electrical Distribution Upgrade, NNSY	\$25-50M
FY14	P500 SOF Pier 11 Power Upgrades for CNN-78, Norfolk	\$1-5M
FY14	P602 CRS-2 Boat Maintenance Facility, JEB LCFS	\$1-5M
FY14	P815 SOF Aerial Target Operation Consolidation, NAS Oceana	\$10-25M
FY14	Q157 SOF Human Performance Center, NAS Oceana	\$10-25M
FY14	Q334 SOF LOGSU Two Operations Facility, JEB LCFS	\$25-50M
FY14	P461 Small Arms Ranges, Yorktown, VA	\$1-5M
FY15	P148 Replace Fuel Distribution Facilities, Norfolk	\$25-50M
FY15	P354 EOD Consolidated Ops and Logistics Facility, JEB LCFS	\$25-50M
FY15	P527 Submarine Maintenance Facility, NNSY	\$5-10M
FY15	P992 FAST Company Training Facility, Yorktown	\$5-10M
FY15	P1501 Conversion and Renovation of Military Family Housing, JEB LCFS	\$1-5M
FY15	H238 Housing Welcome Center, JEB LCFS	\$100-500K

MILCON Program



North Carolina
\$200M-\$300M, FY14-15

North Carolina – U.S Marine Corps Installation Summary

	–MCON - 9 Projects	\$100-200M
	–SOC, DoDDS	\$100-200M
FY13	P1450 SOF Fires Platoon Storage Facility, New River	\$1-5M
FY14	P674 Corrosion Control Hangar, Camp Lejeune	\$10-25M
FY14	P676 CH-53K Maintenance Training Facility, Camp Lejeune	\$10-25M
FY14	P726 Regional Communication Station, Camp Lejeune	\$10-25M
FY14	P1349 Special Operations Training Complex, Camp Lejeune	\$10-25M
FY14	P1353 Landfill, Phase 4, Camp Lejeune	\$25-50M
FY14	P1391 SOF Sustainment Training Complex, Camp Lejeune	\$25-50M
FY14	P1445 Steam Decentralization, Camp Johnson	\$1-5M
FY14	P1147 Steam Decentralization, Camp Lejeune	\$10-25M
FY14	P1148 Steam Decentralization (BEQ), Camp Lejeune	\$10-25M
FY14	Q1362 SOF Performance Resiliency Center, Camp Lejeune	\$10-25M
FY15	P193 Water Treatment Plant Replacement, Cherry Point	\$25-50M
FY15	P1461 Lejeune High School Reconfiguration, Camp Lejeune	\$50-100M
FY15	P1396 SOF Intel Ops Expansion, Camp Lejeune	\$10-25M

MILCON & Special Projects



Northeast

\$100M-\$200M, FY14-15

NE- Pennsylvania, Earle, New London, Newport, Maine

– MILCON - 5 Projects		\$50-100M
– Energy		\$25-\$50M
FY14	P103 Hewitt Hall Research Center, Newport, RI	\$10-25M
FY14	P266 Structural Shops Consolidation, PNSY, ME	\$10-25M
FY14	P308 NCTAMS Commercial Power Connection, PNSY, ME	\$10-25M
FY14	P478 Navy Gateway Inn & Suites, Newport, RI	\$25-50M
FY14	D450214 Consolidate Mini Mart/Package Store, Newport, RI	\$1-5M
FY15	P285 Unaccompanied Housing Consolidation, PNSY, ME	\$10-25M
FY15	P547 Ohio Replacement Power & Propulsion Facility, Penn	\$25-50M
FY15	P1501 Replace Headquarters, Penn	\$25-50M

NAVFAC MIDLANT FY13 TOP 10 NAICS



NAICS Code	NAICS Description	Dollars Obligated
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$832,365,065.29
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$108,668,976.29
541330	ENGINEERING SERVICES	\$89,179,340.25
562910	REMEDATION SERVICES	\$86,268,818.34
238220	PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$64,577,009.73
561210	FACILITIES SUPPORT SERVICES	\$50,698,504.86
237990	HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$48,439,788.40
561720	JANITORIAL SERVICES	\$41,727,160.85
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$37,920,723.64
561730	LANDSCAPING SERVICES	\$18,315,955.97

• Data from FPDS-NG 02/04/2014.

NAVFAC MIDLANT FY13 OTHER NAICS PROCURED with NOTABLE OBLIGATIONS



NAICS Code	NAICS Description	Dollars Obligated
238160	ROOFING CONTRACTORS	\$16,655,641.53
541310	ARCHITECTURAL SERVICES	\$14,152,258.28
237110	WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION	\$13,350,582.30
238990	ALL OTHER SPECIALTY TRADE CONTRACTORS	\$8,073,816.65
562111	SOLID WASTE COLLECTION	\$7,622,033.80
238210	ELECTRICAL CONTRACTORS AND OTHER WIRING INSTALLATION CONTRACTORS	\$7,281,065.26
238320	PAINTING AND WALL COVERING CONTRACTORS	\$6,312,740.38
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$5,502,367.41
532490	OTHER COMMERCIAL AND INDUSTRIAL MACHINERY AND EQUIPMENT RENTAL AND LEASING	\$4,972,513.69
561612	SECURITY GUARDS AND PATROL SERVICES	\$4,858,039.05
562219	OTHER NONHAZARDOUS WASTE TREATMENT AND DISPOSAL	\$4,626,589.85
238290	OTHER BUILDING EQUIPMENT CONTRACTORS	\$4,524,583.71
221210	NATURAL GAS DISTRIBUTION	\$4,173,971.61
238170	SIDING CONTRACTORS	\$3,877,495.92
561621	SECURITY SYSTEMS SERVICES (EXCEPT LOCKSMITHS)	\$3,577,330.33
237120	OIL AND GAS PIPELINE AND RELATED STRUCTURES CONSTRUCTION	\$3,087,185.12

• Data from FPDS-NG 02/04/2014.

NAVFAC FY13 TOP 10 NAICS-SB Actions

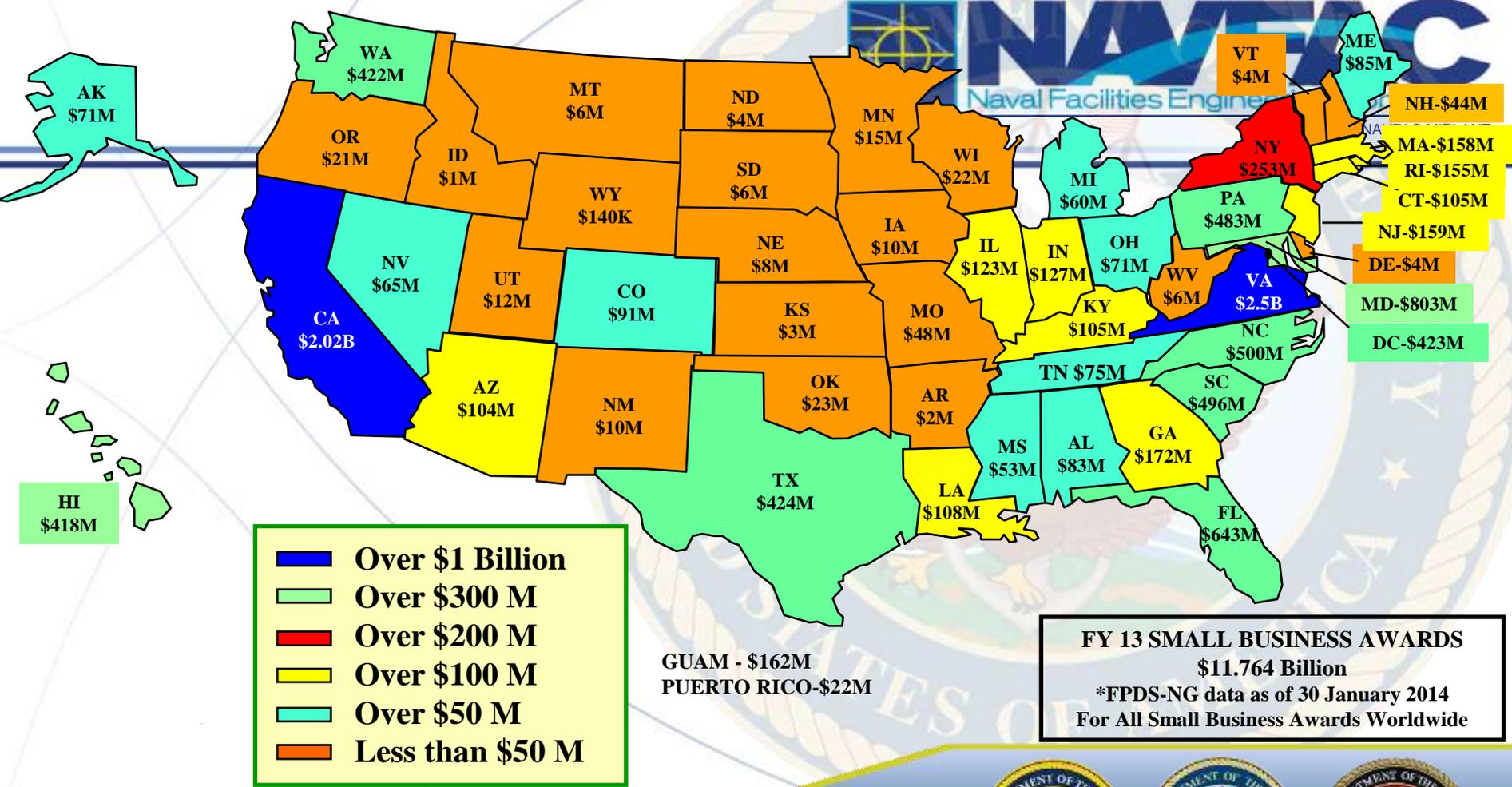


NAICS Code	NAICS Description	Dollars Obligated
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$1,186,211,615.54
561210	FACILITIES SUPPORT SERVICES	\$293,295,926.16
562910	REMEDICATION SERVICES	\$194,985,184.38
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$172,149,094.96
541330	ENGINEERING SERVICES	\$160,568,551.55
238220	PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$158,984,442.26
237310	HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$125,579,210.78
561720	JANITORIAL SERVICES	\$70,687,095.43
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$67,537,762.16
238990	ALL OTHER SPECIALTY TRADE CONTRACTORS	\$63,965,330.16

• Data from FPDS-NG 02/03/2014.

National Impact of DoN FY13 Small Business Awards

Department of the Navy Office of Small Business Programs



<http://SmallBusiness.Navy.mil>



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



Region/Installation	Name	Phone #
Northeast Region		
PWD Maine	Ms. Jackie Johnston	(207) 438-4602
PWD Newport	Mr. Jeff Welch	(401) 841-2395
PWD New London	Ms. Laura Chapman	(806) 694-4528
PWD Earle	Mr. Adam Ginther	(732) 866-2825
PWD Pennsylvania	Ms. Linda Giallonardo	(215) 897-3586
Hampton Roads Region		
Mid-Atlantic SB Deputy	Mr. Joe McGrenra	(757) 341-0092
PWD Yorktown	Ms. Kathy Pope	(757) 887-4705
PWD Little Creek	Ms. Tina Rule	(757) 462-7713 Ext. 305
PWD Norfolk	Ms. Michele Carter	(757) 341-0565
PWD Portsmouth	Mr. Dan Ford	(757) 396-5121 Ext. 200
PWD Oceana	Ms. Dee Mitchell	(757) 433-2668
North Carolina Region*		
North Carolina	Ms. Kim Vallone	(910) 451-2582 Ext. 5289

FY14 Small Business Goals



Program	NAVFAC	
	Prime Goal	Subcontracting Goals
Small Business	39.00%	66.67%
HUBZone Empowerment	9.00%	8.85%
Small Disadvantaged Business	24.00%	17.10%
Woman Owned Small Business	7.00%	15.00%
Veteran-owned Small Business	--	3.00%
Service Disabled Veteran Owned Small Business	4.00%	3.00%

Small Business

Command Achievements by FEC – FY 2013



Location		(Eligible)	Small Business			HUBZone			SDVOSB			Small Disadvantaged Business			Women Owned		
			Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current
NAVFAC		\$ 6B	38%	\$ 2.9B	49.58%	9.5%	\$ 582.7M	9.70%	3%	\$ 358.9M	5.97%	24%	\$ 1.9B	31.94%	7%	\$ 603.7M	10.05%
LANT		\$ 5B	39.2%	\$ 2.5B	50.75%	9.35%	\$ 452.4M	9.04%	3.49%	\$ 314.2M	6.27%	24.66%	\$ 1.6B	32.10%	7.28%	\$ 528M	10.55%
	Atlantic	\$ 103.2M	18%	\$ 30.1M	29.19%	1%	\$ 27.1K	0.02%	1%	\$ 339.6K	0.32%	8%	\$ 3.4M	3.35%	6.5%	\$ 6.6M	6.39%
	Mid-Atlantic	\$ 1.4B	39%	\$ 732.9M	50.18%	9%	\$ 112.1M	7.68%	2.5%	\$ 94.3M	6.45%	26%	\$ 422.4M	28.91%	7%	\$ 158.1M	10.82%
	Washington	\$ 722.8M	34%	\$ 322.5M	44.62%	3%	\$ 24.9M	3.45%	2.5%	\$ 42.9M	5.93%	25%	\$ 192.4M	26.62%	6.5%	\$ 55.5M	7.68%
	Southeast	\$ 728M	48%	\$ 464.6M	63.82%	14%	\$ 125.2M	17.19%	5.5%	\$ 47.3M	6.49%	26%	\$ 323.2M	44.40%	9%	\$ 131.6M	18.07%
	Midwest	\$ 110.2M	66%	\$ 98.6M	89.47%	17.5%	\$ 15M	13.63%	3.5%	\$ 21.7M	19.76%	34%	\$ 39.1M	35.48%	19%	\$ 16.3M	14.86%
	Northwest	\$ 522.9M	39%	\$ 154.5M	29.54%	7.5%	\$ 18.3M	3.51%	8%	\$ 38.6M	7.39%	20%	\$ 77.1M	14.74%	3.5%	\$ 31.6M	6.05%
	Southwest	\$ 1.3B	36%	\$ 736.1M	54.29%	10%	\$ 156.6M	11.55%	3%	\$ 68.8M	5.07%	24%	\$ 548.4M	40.45%	6.5%	\$ 128M	9.44%
PAC		\$ 651.7M	33.4%	\$ 313.3M	48.08%	13.88%	\$ 120.7M	18.53%	0.59%	\$ 34.6M	5.31%	24.82%	\$ 237M	36.36%	4.38%	\$ 27.3M	4.19%
	Pacific	\$ 82.9M	9%	\$ 25.8M	31.20%	3%	\$ 1.6M	2.03%	0.10%	\$ 12.8K	0.01%	3%	\$ 9.2M	11.21%	1%	\$ 388.8K	0.46%
	Hawaii	\$ 256.2M	37%	\$ 150M	58.55%	13%	\$ 33.9M	13.26%	0.20%	\$ 28.3M	11.05%	31%	\$ 127M	49.59%	6%	\$ 16M	6.24%
	Marianas	\$ 312.1M	42%	\$ 137.4M	44.04%	19%	\$ 85.1M	27.26%	1%	\$ 6.2M	2.01%	31%	\$ 100.6M	32.23%	5%	\$ 10.9M	3.51%
EXWC		\$ 331.1M	36%	\$ 121.3M	36.64%	3%	\$ 9M	2.72%	1%	\$ 10.1M	3.05%	13%	\$ 74.8M	22.60%	7.5%	\$ 48.2M	14.57%

Data from FPDS-NG 10/08/2013. * FPDS-NG Data Incomplete.

Small Business

Command Achievements by FEC – FY 2014



Location		(Eligible)	Small Business			HUBZone			SDVOSB			Small Disadvantaged Business			Women Owned		
			Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current	Target	Dollars	Current
NAVFAC		\$ 3.8B	46%	\$ 1.7B	45.64%	9%	\$ 391.4M	10.11%	4%	\$ 214.5M	5.54%	24%	\$ 1.1B	28.83%	7%	\$ 382.1M	9.87%
LANT		\$ 2.9B	48.50%	\$ 1.5B	52.19%	9.26%	\$ 319.1M	10.98%	4.68%	\$ 179.8M	6.19%	27.51%	\$ 969.8M	33.38%	7.72%	\$ 308.6M	10.62%
	Atlantic	\$ 102M	23%	\$ 31.1M	30.56%	0%	\$ 4.2K	0.0%	0.50%	\$ 252.7K	0.24%	6.5%	\$ 1.6M	1.61%	6.5%	\$ 3.3M	3.28%
	Mid-Atlantic	\$ 727.8M	46%	\$ 450.3M	61.87%	9.5%	\$ 80.9M	11.12%	3.5%	\$ 42.3M	5.82%	26%	\$ 241.1M	33.13%	7.5%	\$ 93.2M	12.81%
	Washington	\$ 657.2M	43%	\$ 232.1M	35.31%	3.5%	\$ 23.1M	3.52%	3.5%	\$ 21M	3.20%	25%	\$ 161.6M	24.59%	6.5%	\$ 28.6M	4.35%
	Southeast	\$ 480.6M	55%	\$ 297.6M	61.91%	13.5%	\$ 102.5M	21.34%	6.5%	\$ 52.9M	11%	33%	\$ 198.1M	41.22%	10%	\$ 63.8M	13.28%
	Midwest	\$ 66.5M	72%	\$ 54.5M	81.96%	12%	\$ 7.7M	11.58%	8%	\$ 7.8M	11.82%	34%	\$ 29.8M	44.82%	19%	\$ 18M	27.05%
	Northwest	\$ 272.6M	43%	\$ 66.5M	24.41%	7.5%	\$ 8.6M	3.17%	11.5%	\$ 26M	9.54%	20%	\$ 33.6M	12.35%	3%	\$ 4.5M	1.68%
	Southwest	\$ 597.9M	50%	\$ 383.8M	64.18%	10%	\$ 95.9M	16.05%	4%	\$ 29.3M	4.90%	29%	\$ 303.6M	50.78%	7%	\$ 97M	16.22%
PAC		\$ 727.4M	36.56%	\$ 188.6M	25.92%	9.37%	\$ 54.6M	7.51%	0.28%	\$ 27.7M	3.81%	15.18%	\$ 111.7M	15.35%	2.96%	\$ 43.1M	5.92%
	Pacific	\$ 392.5M	27%	\$ 51.4M	13.10%	3.5%	\$ 548.6K	0.13%	0.10%	\$ 0K	0%	3%	\$ 5.4M	1.38%	1%	\$ 13.4M	3.42%
	Hawaii	\$ 125.3M	52%	\$ 86.7M	69.19%	13.5%	\$ 23.8M	19.03%	0.50%	\$ 27.1M	21.63%	31%	\$ 67.4M	53.77%	6%	\$ 22.7M	18.11%
	Marianas	\$ 209.5M	46%	\$ 50.4M	24.07%	19%	\$ 30.2M	14.43%	0.50%	\$ 607.8K	0.29%	30%	\$ 38.8M	18.54%	5%	\$ 6.9M	3.33%
EXWC		\$ 229.7M	36%	\$ 60.7M	26.45%	2.5%	\$ 16.6M	7.24%	2%	\$ 6.9M	3.01%	13%	\$ 34.4M	15.01%	8%	\$ 30.2M	13.18%

• Data from FPDS-NG 08/11/2014. * FPDS-NG Data Incomplete.

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



NAVFAC Office of Small Business Programs

Business | Media Center | Contact Us

Enter Query []

Employees | Client | View Map

ABOUT US | CONTACT US | OPPORTUNITIES | ACHIEVEMENTS | PROGRAMS

Office of Small Business Programs > Opportunities > Acquisition Strategies & Forecasts

Contracting Guidelines

Subcontracting Opportunities

Regional Opportunities

Acquisition Strategies & Forecasts

WOSB Directory

SBVOSB Directory

Public Presentations

NAVFAC Long Range Acquisition Forecast (LRAF)

“DISCLAIMER” United States Code Title 10, Section 637 (A) (1) (C) requires the Department of the Navy to prepare a forecast of expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The LRAF contains NAVFAC Indefinite Delivery/Indefinite Quantity (IDIQ) requirements forecasts for the upcoming and next two fiscal years. The forecast is for informational marketing purposes and does not constitute a specific offer of commitment by the Navy to fund, in whole or in part, the opportunity. This listing is not all inclusive and is subject to change. --Updated 04/2013--

NAVFAC Military Construction (MILCON) Forecast

This document is in PDF format. It will typically be updated on a quarterly basis. This forecast is for advance planning only. See FEDBIZOPS for additional information. --Updated 04/2013--

NAVFAC FY14 MILCON Project List

Provides information on Military Construction Naval Reserve (MCNR) and Family Housing Defense projects. This information is based on the President's budget request. Sequestration reductions are currently being implemented. The amount indicated by an amount TBD. --Updated 13/MAY/2013--

WWW.SMALLBUSINESS.NAVFAC.NAVY.MIL

“DISCLAIMER” United States Code Title 10, Section 637(A)(1)(C) requires the Department of the Navy to prepare a forecast of expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The LRAF contains NAVFAC Indefinite Delivery/Indefinite Quantity requirements that are

CURRENT NAVFAC IDIQ CONTRACTS - ANTICIPATED LONG RANGE ACQUISITION FORECAST

CONTRACTING OFFICE NAME	CONTRACT NUMBER	DESCRIPTION OF AWARD	DESCRIPTION OF REQUIREMENT	MULTIPLE OR SINGLE AWARD CONTRACT	NAICS CODE	NAICS DESCRIPTION	DESCRIPTION OF PRODUCTS OR SERVICES	AWARD DATE	ESTIMATED ULTIMATE COMPLETE ON DATE	OPTION PERIOD	OPTION PERIODS REMAINING	CONTRACTING OFFICER'S BUSINESS SIZE SELECTION	SOLICITATION PROCEDURES	TYPE OF ASSET
NAVFAC ATLANTIC - BARBARA TAYLOR (757) 322-4430														
JSN-NAVFAC LANL	N62470-09-D-3398	IDIQ For A/E Services for Material and Waste Environmental Compliance Engineering Support at Navy and	IDIQ A/E SERVICES FOR MATERIAL AND WASTE ENVIRONMENTAL COMPLIANCE ENGINEERING SUPPORT AT NAVY AND	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	3/30/2009	3/29/2014	5	3	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANL	N62470-10-D-2006	Success Estimator software a		SINGLE AWARD	731200	Software Publishers	ADP SOFTWARE	3/8/2010	3/7/2015	5	4	SMALL BUSINESS	SINGLE SOURCE SOLICITED	NO SET ASID
JSN-NAVFAC LANL	N62470-10-D-3000	IDIQ for Multimedia Complan	ARCHITECT-ENGINEER SERVICES	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	1/16/2010	1/14/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANL	N62470-10-D-3003	Indefinite Delivery / Indefinite Quantity		SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	3/9/2010	3/8/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANL	N62470-10-D-3006	Homeporting Contract	ARCHITECT-ENGINEER SERVICES - MULTIMEDIA ENVIRONMENTAL COMPLIANCE ENGINEERING SUPPORT	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	3/29/2010	3/28/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANL	N62470-10-D-3009	IDIQ for Multimedia Environm	THE CONTRACTOR SHALL PROVIDE PROFESSIONAL SERVICES AND ASSOCIATED DATA PERTAINING TO COST OF CAPITAL SERVICES IN SUPPORT OF THE UTILITY RATES AND STUDIES	SINGLE AWARD	541200	Offices of Certified Public Accountants	OTHER PROFESSIONAL SERVICES	7/12/2010	7/18/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANL	N62470-10-D-5004	Revenue Requirements		SINGLE AWARD	541200	Offices of Certified Public Accountants	OTHER PROFESSIONAL SERVICES	2/16/2010	2/14/2015	5	4	SMALL BUSINESS	SIMPLIFIED ACQUISITION	NO SET ASID
JSN-NAVFAC LANL	N62470-10-D-5007	Professional Services Portal		SINGLE AWARD	541990	All Other Professional, Scientific, and Technical	OTHER PROFESSIONAL SERVICES	4/5/2010	3/28/2011	1	0	SMALL BUSINESS	NEGOTIATED PROPOSAL	SMALL BUSINESS

Typical Acquisition Tools



- **Full and Open Competition**
- **Set-Aside for Small Businesses**
- **Multiple Award Construction Contracts**
 - Small Business set-aside within MACC (at Contracting Officer discretion)
 - Fair Opportunity within MACC
- **Indefinite Delivery Indefinite Quantity A&E Contracts**
 - Follow-on Task Orders are negotiated
- **Indefinite Delivery Indefinite Quantity Construction Contracts**
 - Paving, Roofing, Painting, Utilities, other specialty trades
- **Facility Support Service Contracts**
 - Vehicle Rental, Maintenance, Custodial, Grounds, etc.

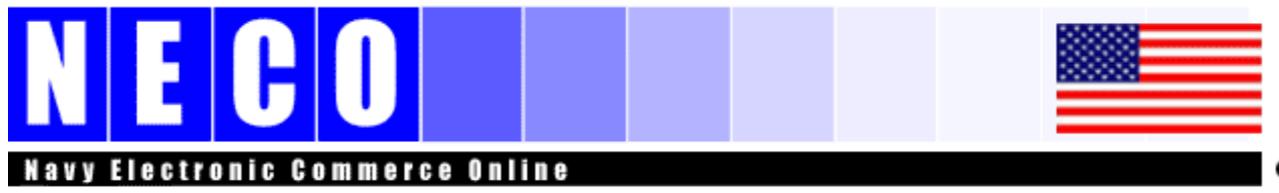
Announcements



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



www.FBO.gov



www.NECO.NAVY.mil

Wrap-up



- **Small Business is important to us – WE NEED YOU!**
- **How can you help us?**
 - Watch for opportunities on website
 - Respond to sources sought if you are qualified and responsible
 - Follow instructions in proposal
 - Safety always on our projects!



POCs:

Joe McGrenra, 757-341-0092

Kimberly Vallone, 910-451-2582 x5289

???Questions???

Lunch Break



- Questions or comments from today's event may
 - be addressed in writing to
- NAVFAC Atlantic RePO acquisition,
 - Erin Quimby, via email at
 - erin.quimby@navy.mil



Department of Navy (DON)

Renewable Energy Program Office (REPO)

Energy Industry Day
SUBASE New London

August 20 2014



Agenda

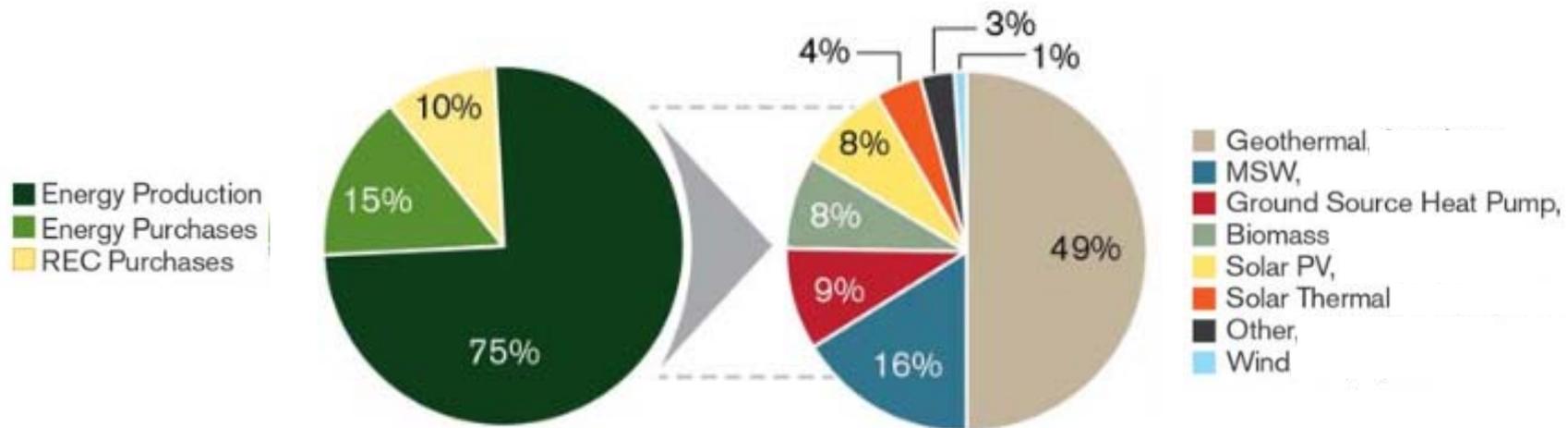
- ***Introduction***
 - *DoD Renewable Energy Mandate*
 - *DON Renewable Energy Goals*
- ***REPO 101***
 - *Mission*
 - *Acquisition Models*
 - *Key Features of REPO's Models*
- ***Current REPO Opportunities***
- ***Energy Security***
- ***Timeline and Next Steps***
- ***Questions***



DoD Renewable Energy Mandate

- **US Code Title 10, Section 2911(e)**
 - Produce or procure 25% of total DoD facility energy from renewable sources by 2025
 - DoD's performance has remained below 10% since FY 2007

DoD Renewable Energy Supply Mix by Technology Type



Source: FY 2012 DoD Annual Energy Management Report



DON Goals

- ***Produce/Procure 1 GW of Alternative Energy***
 - *0.5 GW in Procurement by 2014*
 - *Add'l 0.5 GW in Procurement by 2015*
- ***Achieve 50% Shore Energy Requirement from Alternative Energy Sources by 2020***
- ***Build On-Base “Backbone” For Large Scale Renewables & Energy Security***



REPO 101

- ***May 2014: SECNAV created Renewable Energy Program Office to facilitate the 1 GW goal and act as the single point of responsibility for program execution***
 - *Large-scale projects (>10MW), new capacity*
 - *Third-party financed, sometimes supported by DON power purchase agreements*
 - *Strategic relationships with utilities and industry*
- ***Working on a aggressive procurement timeline***
 - *500 MW by December 2014;*
 - *additional 500 MW by December 2015*



REPO Acquisition Models

- **Model 1: “Buy it”**
Off-base Generation for On-base Consumption (Acquisition: USC/PPA)

- **Model 2: “Book it”**
On-base Generation for Off-base consumption (real estate outgrant)

- **Model 3: “Build it”**
On-base Generation for On-base consumption (Acquisition: PPA)



Key Features of Models

	Model 1	Model 2	Model 3
Location	Off-base	On-base	On-base
Electricity Off-taker	DON	Utility/other	DON
RECs	Required if necessary	Not required	Not required
Contract Length	Up to 30 years	Technology-dependent; generally 30 years	Up to 30 years



REPO Pre-Development Process





Energy Security

- **Definition:** “having assured access to reliable supplies of energy and the ability to protect and deliver sufficient energy to meet mission essential requirements” - DoDD 4180.01; NDAA FY2012
- *Every project will be different depending on what the economics will support*
- *Renewable energy contribution to energy security, by acquisition model:*

Model 1	Model 2	Model 3
<ul style="list-style-type: none">• Diversify energy supply in the regional electric market• Greater DON budget certainty• Strengthening regional grid through infrastructure upgrades – from integration of new renewable energy	<ul style="list-style-type: none">• Diversify energy supply in the regional electric market• Building up installation energy security backbone• Strengthening regional grid through infrastructure upgrades – from integration of new renewable energy	<ul style="list-style-type: none">• Opportunities to incorporate cost-effective microgrid components – create energy security backbone• Greater DON budget certainty



Timeline/Next Steps

- ***DON is leaning forward to take advantage of market and timing opportunities (incentives, regulations, offtake appetite, pricing...)***
- ***Fulfill 500 MW by December 2014 and 500 MW by December 2015 (in procurement)***
- ***Any upcoming RFPs in deregulated markets will be posted on Navy Electronic Commerce Online (NECO)***
- ***Any upcoming Energy Industry Days at specific DON sites will be posted on Navy Electronic Commerce Online (NECO)***
- ***Solicitations by utility partners***



Questions?

Bob Griffin

robert.m.griffin@navy.mil

(202) 433-3221

Technical: Monica DeAngelo

monica.deangelo@navy.mil

(202) 685-0533

Acquisition: Jermaine Hector

jermaine.hector@navy.mil

(202) 685-0538

Real Estate: John Baxter

john.w.baxter@navy.mil

(202) 685-9204