

USACE/Small Business Partnerships Going from Good to GREAT!



C-17 Flight Simulator Building, Dover AFB, DE
Odyssey International, Inc.

United States Army Corps of Engineers North Atlantic Division
Small Business ... BIG Opportunities
28-29 April 2008

North Atlantic Division Team



Our Vision

A full-spectrum Engineer Force of high quality Civilians and Soldiers, working with our partners through disciplined thought and action, and guided by Army values, to deliver innovative, effective, collaborative solutions to the Armed Forces and our nation.

Our Strategic Goals

- **Strengthen Strategic Alliances and Customer Focus**
 - **Create and Maintain a World Class Workforce**
 - **Aggressively Execute our Program and Missions**
 - **Realize the Benefits of Regionalization**

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Our Environment

Political Landscape

- 14 governors
- 28 senators, 105 Congressional Districts
- Political, Economic, Media, Academic and Security center of the Nation and the World

Civil Works

- 5 Major International Ports: Boston, NY/NJ, Philadelphia/Camden, Baltimore and Norfolk
- 8 River Basins: Charles, Connecticut, Hudson, Passaic, Delaware, Susquehanna, Potomac, and James
- 2 Major Bays: Chesapeake and Delaware
- 5 Federal Canals: Cape Cod, Cape May, C&D, Albemarle, Chesapeake, and Dismal Swamp
- 16,700 miles of Shoreline
- 53 Dams owned and operated
- 63 miles of levees and channels

Military and DoD

- Responsible for MILCON in 14 states, the District of Columbia, and the EUCOM & AFRICOM AORs.
- Area of Responsibility: 50 Army Installations, 13 Air Force Installations and 4 Army Reserve Stations
- Flagship Installations include: Fort Belvoir, Fort Meade, Fort Lee, Grafenwoehr, and Fort Drum
- Manage 725 recruiting offices (largest program within USACE)
- Manage the largest BRAC/MILCON/GTA program in the USACE - \$17.5B over the next 5 years
- Wide range of security and defense customers

Who we are....

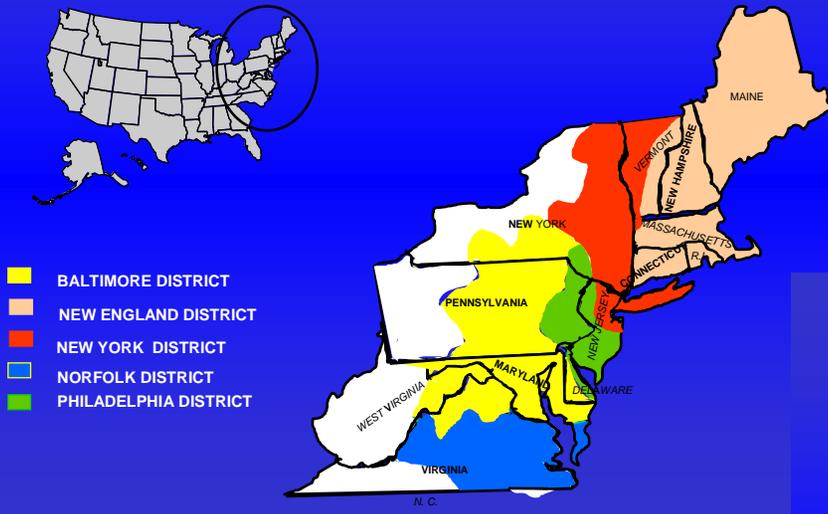


...a closely-knit, diverse team of 3,362 soldiers and civilians, working to serve the nation across the spectrum on engineering services:

- Civil Works
- Military Construction
- Environmental Work
- Interagency & International Services
- Emergency Management

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Civil Works Boundaries



Military Boundaries in USA



North Atlantic Division Boundaries

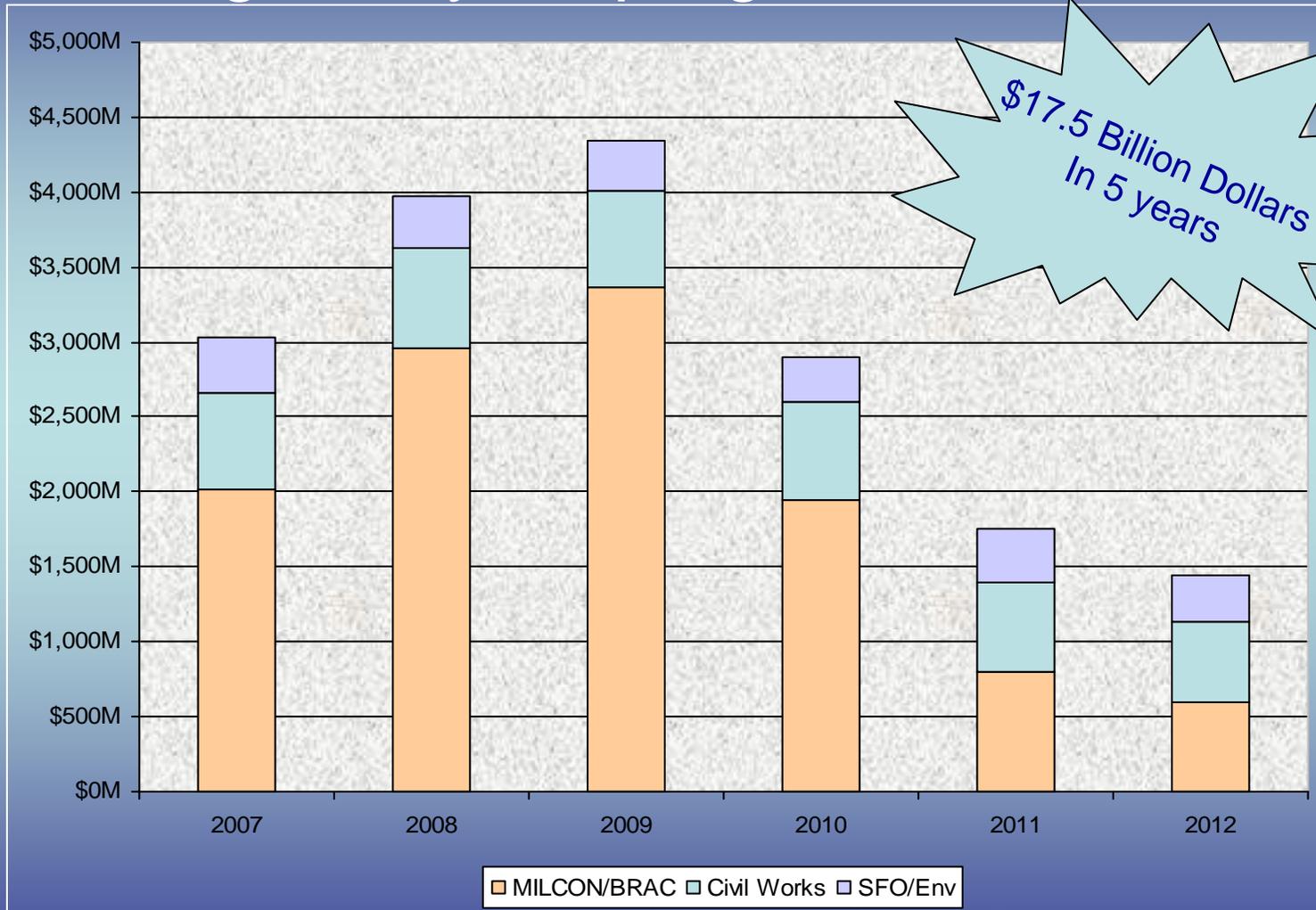
Our Customers

- **Armed Forces**
 - U.S. European Command
 - U.S. Africa Command
 - U.S. Army
 - U.S. Air Force
 - Special Operations Command, Europe
- **Department of Defense Agencies**
 - Army and Air Force Exchange Service
 - Defense Commissary Agency
 - National Geospatial-Intelligence Agency
 - Department of Defense Dependent Schools
 - Defense Logistics Agency
 - Defense Intelligence Agency
 - Missile Defense Agency
- **Other Governmental Agencies**
 - U.S. Department of Homeland Security
 - U.S. Department of State
 - Host Nation Governments (Germany, Belgium, Turkey, etc.)
 - Government of Israel (Ministry of Defense – MOD)



NAD Program FY07 – FY12 !!!

Largest 5 year program in the COE



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NAD TOTAL DOLLARS AWARDED 2007

- Total US Business Dollars \$1,925,817,030
- Baltimore District Awarded \$561,991,765
- New England Awarded \$105,806,807
- New York District Awarded \$387,301,876
- Philadelphia District Awarded \$410,989,033
- Norfolk District Awarded \$459,481,661

NAD TOTAL DOLLARS AWARDED 2008

- Total US Business Dollars \$ 2,046,055,896
- Baltimore District Awarded \$886,297,322
- New England Awarded \$33,460,318
- New York District Awarded \$409,872,373
- Philadelphia District Awarded \$293,795,354
- Norfolk District Awarded \$422,630,529

“The role of government is not to create wealth, but to **create an environment where entrepreneurs can flourish**. The President believes that low taxes and clear, sensible regulations are essential to helping all 25 million small businesses in America.... And for those small businesses that deal with the federal government, **the contracting process should be fair, open, and straightforward.**”

President George W. Bush

Find Contracting Opportunities in the northeastern states at:

<http://www.nad.usace.army.mil/contracting.htm>

“Priorities are those things that get resourced. Last fiscal year, we awarded three-quarters of a billion dollars in contracts to Small Business. This year that number will continue to grow.”

*Brig. Gen. Todd Semonite
North Atlantic Division
Commander*

Our contacts:

www.nad.usace.army.mil/contracting.htm

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Small Business Success



Newton Creek
Bainbridge, NY



**Salmon River Ice Control
Structure, East Haddam, CT.**



Whitney Point Lake, NY

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