Washington Building Congress

Federal Market Insights

April 27, 2016

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Cl5, Construction PLC
NAVFAC Washington
NAVFAC Wash Area of Responsibility

- PWD Washington
- PWD Annapolis (USNA)
- PWD Patuxent River
- PWD South Potomac (Indian Head and Dahlgren)
- PWD Joint Base Anacostia Bolling (JBAB)
- PWD Bethesda
- ROICC Andrews (Joint Base Andrews)
- FEAD Quantico (Marine Corps Base Quantico)
• Notable Projects: Current

• P8000/8001- Ambulatory Care/Dental Clinic- ROICC Andrews: $223.9M
• P131- Electrical Capacity and Cooling Tower- PWD Bethesda: $27M
• P130- Mechanical and Electrical Improvements- PWD Bethesda: $38M
• P222- Steam Decentralization- PWD SP (IH): $66M
• P565/548 Student QTR and Student Dining Fac- PWD Quantico: $44M
• DODEA Consolidated Elementary School- PWD Quantico: $43M
• P566/567TBS phases 5/6/7- PWD Quantico: $88M
• P621 Embassy Security Facility- PWD Quantico: $25M
• P1505 Health Clinic Replacement- PWD Annapolis: $42M
• P677 TECOM Schools-PWD Quantico: $24.38M
• P621 Cyber Security Studies Bldg- PWD Annapolis: $106.5M
Federal Market Insights – NAVFAC Wash (FY13-FY17)

- What's Ahead - @ $700M

<table>
<thead>
<tr>
<th>FY</th>
<th>P</th>
<th>Installation</th>
<th>Description</th>
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<tbody>
<tr>
<td>2013</td>
<td>125</td>
<td>NAVSUPPACT BETHESDA MD</td>
<td>TEMPORARY MEDICAL FACILITIES</td>
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<tr>
<td>2014</td>
<td>021</td>
<td>QUANTICO VA MCCOMBDEV CMD</td>
<td>REPLACE QUANTICO MIDDLE/HIGH SCHOOL</td>
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<tr>
<td>2015</td>
<td>275</td>
<td>NSA WASHINGTON DC</td>
<td>ELECTRONICS SCIENCE AND TECHNOLOGY LABORATORY (NRL)</td>
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<td>2016</td>
<td>975</td>
<td>NAS PATUXENT RIVER</td>
<td>UNACCOMPANIED HOUSING</td>
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<td>2016</td>
<td>707</td>
<td>QUANTICO VA MCCOMBDEV CMD</td>
<td>EMBASSY SECURITY GUARD BEQ &amp; OPS FACILITY</td>
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<tr>
<td>2017</td>
<td>114</td>
<td>NAVSUPPACT BETHESDA MD</td>
<td>Medical Center Addition/Alteration</td>
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<tr>
<td>2017</td>
<td>265</td>
<td>NAVAL AIR STATION PAX RIVER</td>
<td>UCLASS RDT&amp;E Hangar</td>
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### Work in Place Projections

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<tr>
<th>FY</th>
<th>15</th>
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<tbody>
<tr>
<td>Projected WIP ($M)</td>
<td>582.50</td>
<td>488.00</td>
<td>547.00</td>
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### Design in Place Projections

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<tr>
<td>Projected DIP ($M)</td>
<td>503.92</td>
<td>720.31</td>
<td>712.5</td>
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</table>
Process: What to Watch For:

Contract Vehicles:

- SBMACC
- Roofing MACC
- Industrial AE IDIQ
- Paving IDIQ
- AE SB IDIQ
- Secure JOC/Multi-Trade
- 8a MACC
Process: What to Watch For:

**Pre-Award:**

- Pay Attention to Detail; a Chance to Make Revisions May Not Be Available.
- Fully Understand the Evaluation Criteria AND its Importance to Each Other, i.e. Price and Non-Price Factors
- Address Team Collaboration Matrix and Focus Relevant Projects
- Be Patient as We Get to an Award.
  - There are numerous levels of review and approval
  - We may have challenges getting all the funds
- While we ask for your patience . . .
  - We have none!
  - Hit the ground running
Process: What to Watch For:

Post-Award:

- More Reliance on Contractor to Complete Contract Requirements

- Schedule – Key Element and a Primary Metric
  - Develop, submit, update on timely & continual basis.
• Points-of-Contact
  – Acquisitions
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  – Capital Improvements
    • Thomas H. Cox, PE - CIBLC
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    • Robert Greenberg, RA - CI3 MILCON PLC
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