

**GSA**

# 2017 Business Opportunities

Presentation to the Association of General Contractors of Washington  
November 01, 2017



# GSA Background

States: Alaska, Idaho, Oregon, and Washington

Geography: 12 million citizens across 817,000 square miles

Employees: 430 GSA employees

Federally Recognized Tribes: Region 10 is home to 250 federally-recognized tribes, which include both American Indian and Alaska Natives. This constitutes 45% of all federally recognized tribes





# Organizational Structure of GSA

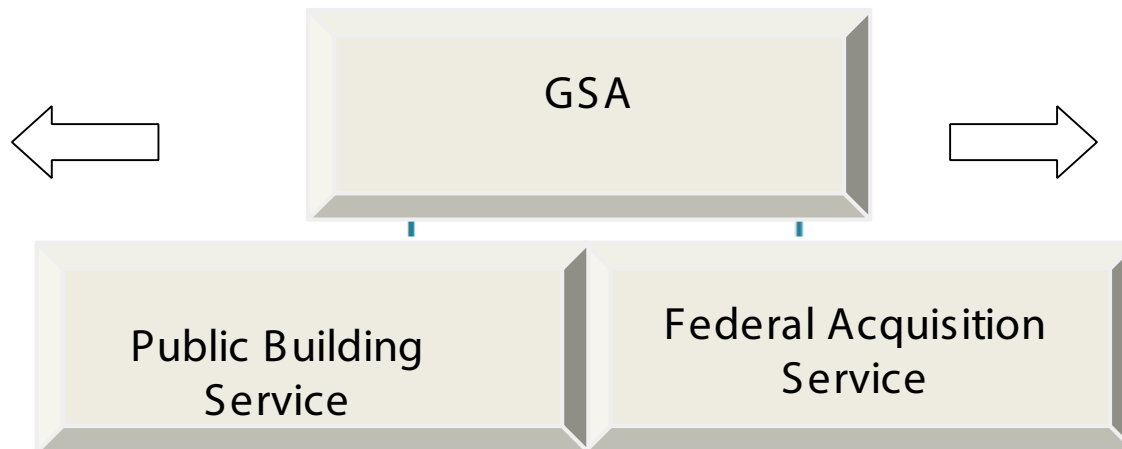
Landlord of the  
Federal  
Government

Design &  
Construction

Owned & Leased  
Buildings

Regional  
Program

Appropriated by  
Congress



Contracting/  
Purchasing  
Expert of the  
Federal  
Government

Multiple Award  
Schedules  
Program

Fleet Program

National  
Program

Funded by  
Vendor Sales





# Federal Acquisition Service

17 FAS Categories

Administrative Support

Workplace Environment

Facilities and Tools

Security, Scientific, Hospitality, Prefab

Buildings and Building Materials

Professional Services

Motor Vehicles

Card Services

Travel

Employee Relocation

Freight

Package Delivery

Telecommunications

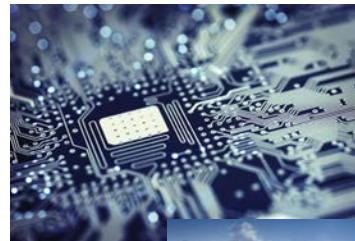
IT Software

IT Hardware

IT Consulting

IT Outsourcing

IT Security





# Federal Acquisition Service

Category Management

## Buy Smarter Through Single Enterprise Focus



Identify core areas of spend

Collectively develop heightened levels of expertise

Leverage shared best practices

Provide acquisition, supply and demand management solutions

*Increasing Efficiency, Effectiveness, Lessening Costs, Reducing Redundancies*



# Federal Acquisition Service

Schedules Consolidation



## Professional Services Schedule (PSS)

*Total contract solutions using one contract vehicle*

*~\$10 Billion in Professional Services Spend Annually*

Consolidated seven Schedules into one Professional Services Schedule.

Eliminated significant contract duplication and workload previously associated with negotiating, administering, and auditing multiple contracts.

Eliminated 700 contracts resulting in a five year savings of \$3.95 million.



# Federal Acquisition Service

## Vehicles

Nationally -

GSA Fleet is about 205,000 vehicles



Region 10 -

Vehicles: 17,000 vehicles (54 percent are alternative fuel vehicles)







# Public Building Service

Managing the owned and leased federal real estate portfolio, providing superior workplaces for federal customer agencies at superior value to the American taxpayer.

Design and Construction  
Environmental Programs  
Facilities Management  
Properties  
Historic Preservation  
Real Estate Services  
WorkPlace Innovation





## PBS Portfolio

Real Estate Portfolio: 534 properties, 15.3 million sf

- Owned: 104 properties, 8.1 million sf
- Leased: 430 properties, 7.2 million sf

\$192 million annual rental payments to building owners

Land Ports of Entry: 16 border stations in Washington, Idaho and Alaska

Top Customers: Judiciary (13.6%); Dept of Justice (11.8%); Dept of Homeland Security (10.49%); Dept of the Interior





# Doing Business with GSA

Areas of focus when doing business with GSA:

Delivering the best value to the government and the American taxpayers

Economic Catalyst

Small Business Utilization

Total WorkPlace

Sustainability and Efficiency





# Identifying Opportunities

## **GSA Forecast of Opportunities**

<https://hallways.cap.gsa.gov/app/#/x/forecast-of-contracting-opportunities>

## **Open Market opportunities over \$25,000**

[www.fbo.gov](http://www.fbo.gov)

## **GSA Schedule Readiness Assessment Tool\***

[vsc.gsa.gov](http://vsc.gsa.gov)

## **Getting on GSA Schedule\***

[www.gsa.gov/gettingonschedule](http://www.gsa.gov/gettingonschedule)



*\* For companies interested in getting on GSA Schedule for janitorial services, grounds maintenance, O&M services, facilities maintenance & management, furniture, construction management or engineering services in support of PBS projects.*



# Construction Program

## Program Execution Considerations

Design- Build

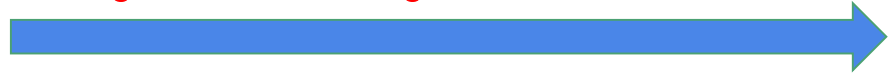
Best Value Source Selection

- Highest Technically Rated with Fair  
and Reasonable Pricing

Design - Bid - Build



**Design Build Advantage**



## Supporting Program Contracts

A/E

Construction Management

Commissioning





# ESPC - Enable

ESPC  
ENERGY SAVINGS  
PERFORMANCE CONTRACTS



Standardized and streamlined process to quickly award projects and realize savings using GSA Schedule 84, SIN 246-53

Targets straight-forward ECMs including lighting, water fixtures, basic HVAC controls, HVAC equipment replacement and solar PV

Prescribes basic levels of measurement and verification (M&V) for each ECM

Anticipate \$4-6M in ECMs per year

Implementation Focus Areas

- Seattle Area – FY17 - Evaluation of ECMs ongoing
- Alaska Metropolitan Areas - FY18
- Oregon Area – FY19
- Eastern WA / Idaho – FY20



# Construction Program

Project Range \$500K to +\$30M

- Portland BPA Building - Exterior Restoration
- Boise Federal Building - Tenant Space Alterations
- Seattle Federal Office - Building Exterior Renovation
- Seattle Federal Buildings - Tenant Space Alterations
- Portland 911 Building - Seismic Upgrade/NOAA Relocation/ Electrical
- Pacific Highway Land Port of Entry - Exterior Enclosure Retrofit
- Seattle Courthouse - Elevator Modernization
- Eastern LPOEs - Upgrade Electrical Distribution Systems
- PAC Highway LPOE - Lobby Remodel
- Eugene Courthouse - Tenant Space Alterations
- Alaska LPOE - Fire Alarm Replacement



# FY 2017 Regional Small Business Goals - Scorecard

Category	FY17 Agency Goal	FY17 R10 Goal Achievement	FY17 R10 Obligations
Total Obligations			\$70,854,716
Small Business	77.74%	<b>84.2%</b>	\$41,622,685
Small Disadvantaged	5%	<b>22.0%</b>	\$11,173,261
Women-Owned	5%	<b>8.6%</b>	\$4,243,829
SDVOSB	3%	<b>14.0%</b>	\$6,924,569
HubZone	3%	<b>13.9%</b>	\$6,890,372

**221** businesses served as prime contractors. **156** of them were small businesses

*\*Data pulled 10/20/2017*







# Auburn Federal Complex Disposal

## Existing Auburn Site

- 129 acres identified for disposal
- Located at 400 15th St. SW, Auburn, WA
- Approximately 300K SF of occupied buildings
- Property transfer schedule to be developed





# MATOC for Small Project Construction

## IDAHO/EASTERN WASHINGTON

Imperial Construction, Wapato WA	Period of Performance: 2016 - 2021
National Native American Construction (NNAC), Coeur d'Alene ID	
Ojeda Business Ventures (OBV), Richland WA	Total Contract Value: \$40M
Pacific Source Construction (PSC), Kuna ID	
RJS Construction, Yakima WA	
M J Takisaki Inc, Spokane WA	



# MATOC for Small Project Construction

## OREGON

Pacific Tech Construction, Kelso, WA	POP* - To 2019 Contract Value: \$ 15M
Cherokee Construction Services, Vancouver, WA	

*\*Period of Performance*



# MATOC for Small Project Construction

## ALASKA

Orion Construction, Inc. , Wasilla, AK	POP - To 2017 Contract Value: \$ 15M
JKM General Contractors LLC, Anchorage, AK	
Bering P7L JV, Anchorage, AK	

## WESTERN WASHINGTON

Macnak Construction LLC, Lakewood, WA	POP - To 2019 Contract Value: \$20M
VetFed-Pac Tech JV, Kennewick, WA	
Ronsons-P7L JV, Oak Harbor, WA	



# Line Item IDIQ

## Small Projects IDIQ

Repair and alteration projects less than \$50K

Company	Type	Expiration Yr	Geographic Coverage
Sustainable-Takisaki JV2	Line Item	2020	Seattle, WA
Lummi Nation	SATOC**	2019	Western WA LPOE's
National Native American Construction (NNAC)	SATOC	2019	Eastern WA LPOE's
Valdez Construction	SATOC	2019	FDA Facility Only

*\*Line Item IDIQ is based on pre-priced units of work using specifications.*

*\*\* SATOC 'Single Award Task Order Contract' relies on negotiating pricing for each task order contract. Total contract value for each ranges from \$2M to \$3M over the total period of performance.*



## A/E IDIQ Contracts

Company	Expiration	Geographic Locations
OH Planning + Design, Architecture	Thru 09/2019	WA, OR, ID
Bratslavsky Consulting Engineers, Inc. (BCE)	Thru 09/2019	WA, OR, ID, AK
Hennebery Eddy Architects, Inc.	Thru 09/2019	WA, OR, ID
ECH Architecture PS	Thru 09/2019	WA, OR, ID, AK
Hummel	Thru 09/2019	WA, OR, ID



## R10 FY18 IDIQ Offerings

Western MATOC IDIQ (Western Washington), CMV* \$40M	Award Feb 2018
Southern MATOC IDIQ (Oregon), CMV \$40M	Award Feb 2018
Northern General Construction Contract (GCC), CMV \$7M	Award Mar 2018
Historic Preservation IDIQ, CMV \$10M	Award May 2018

POP\*\* - To 2023

\* *CMV - Contract Maximum Value*

\*\* *POP - Period of Performance*



# Office of Small Business Utilization

Kenyon L. Taylor

Program Manager, Office of Small Business Utilization

U.S. General Services Administration (GSA)

Northwest/Arctic Region

253-931-7956

[kenyon.taylor@gsa.gov](mailto:kenyon.taylor@gsa.gov)

[www.gsa.gov/smallbizhelp](http://www.gsa.gov/smallbizhelp)

Twitter: **@US\_GSAR10**





## Questions?

Chaun Benjamin  
Acting Regional Administrator  
253.347.0359  
[chaun.benjamin@gsa.gov](mailto:chaun.benjamin@gsa.gov)

Rick Beseler  
Project Management Branch Chief  
206.719.9007  
[richard.beseler@gsa.gov](mailto:richard.beseler@gsa.gov)

Susan Wolfe  
Acquisition - Services  
253.931.7380  
[susan.wolfe@gsa.gov](mailto:susan.wolfe@gsa.gov)

Gayle Hanson  
Acquisition - Construction  
253.931.7471  
[gayle.hanson@gsa.gov](mailto:gayle.hanson@gsa.gov)

Thank You