

**American Society of Civil Engineers**

**NC Eastern Branch**

13 May 2021

# Federal Opportunities, Collaboration and Political Engagement

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# Federal Opportunities, Collaboration and Political Engagement



## The Opportunities:

**DoD – BILLIONS!**

- NAVFAC – MCB Camp Lejeune, MCAS Cherry Point
- USACE/MICC – Fort Bragg, SUNY Point, Port of Wilmington
- USAF – Seymour Johnson AFB

**DLA - FRC East, MCAS Cherry Point**

**DHS - USCG – Elizabeth City**

**DHHS - NIEHS, CDC**

**GSA – 2<sup>nd</sup> biggest property manager after DoD**

**DOI - NPS – Great American Outdoors Act – BILLIONS!**

**DOJ - FBI, Bureau Of Prisons**

**DOT – FHWA, FAA**

**VA – Durham, Raleigh, Fayetteville, Salisbury, Asheville, CBOCs**

**Scott Dorney: “Top 4 in Country – Boots on Ground; 26<sup>th</sup> in Country in Acquisition Dollars” WHY?**

# Federal Opportunities, Collaboration and Political Engagement

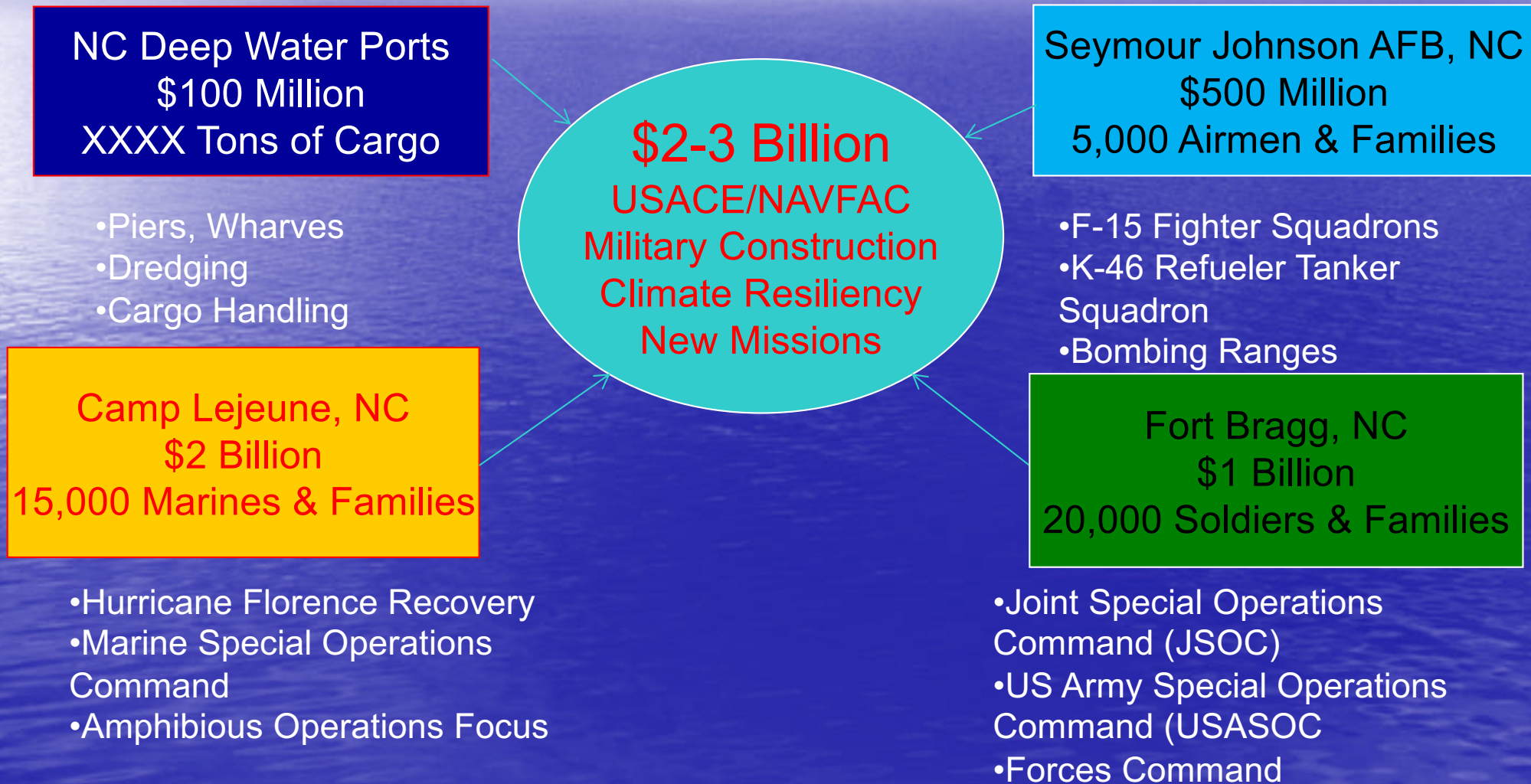


## The Challenges

# Federal Opportunities, Collaboration and Political Engagement



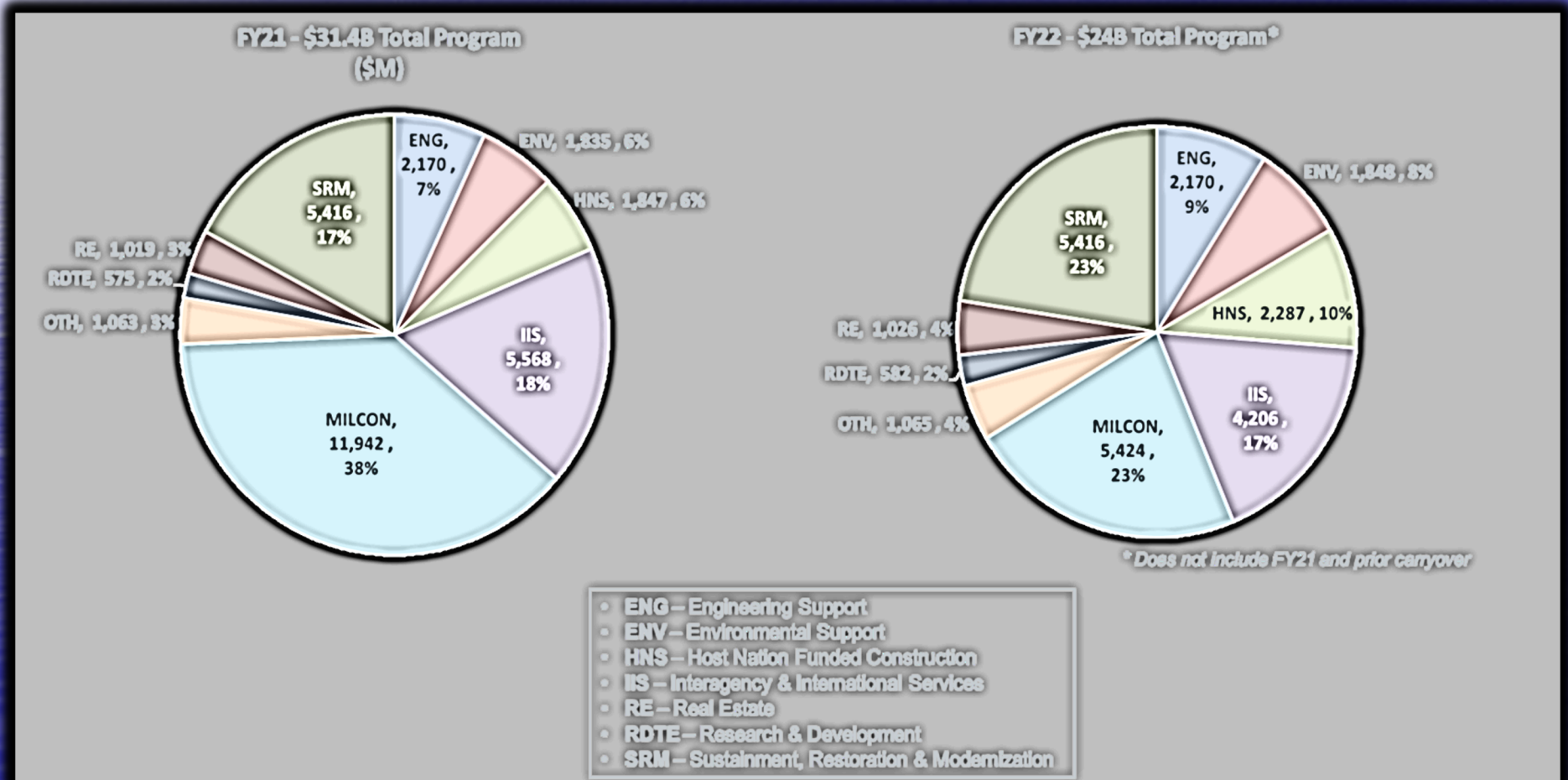
## Objective / Opportunity:



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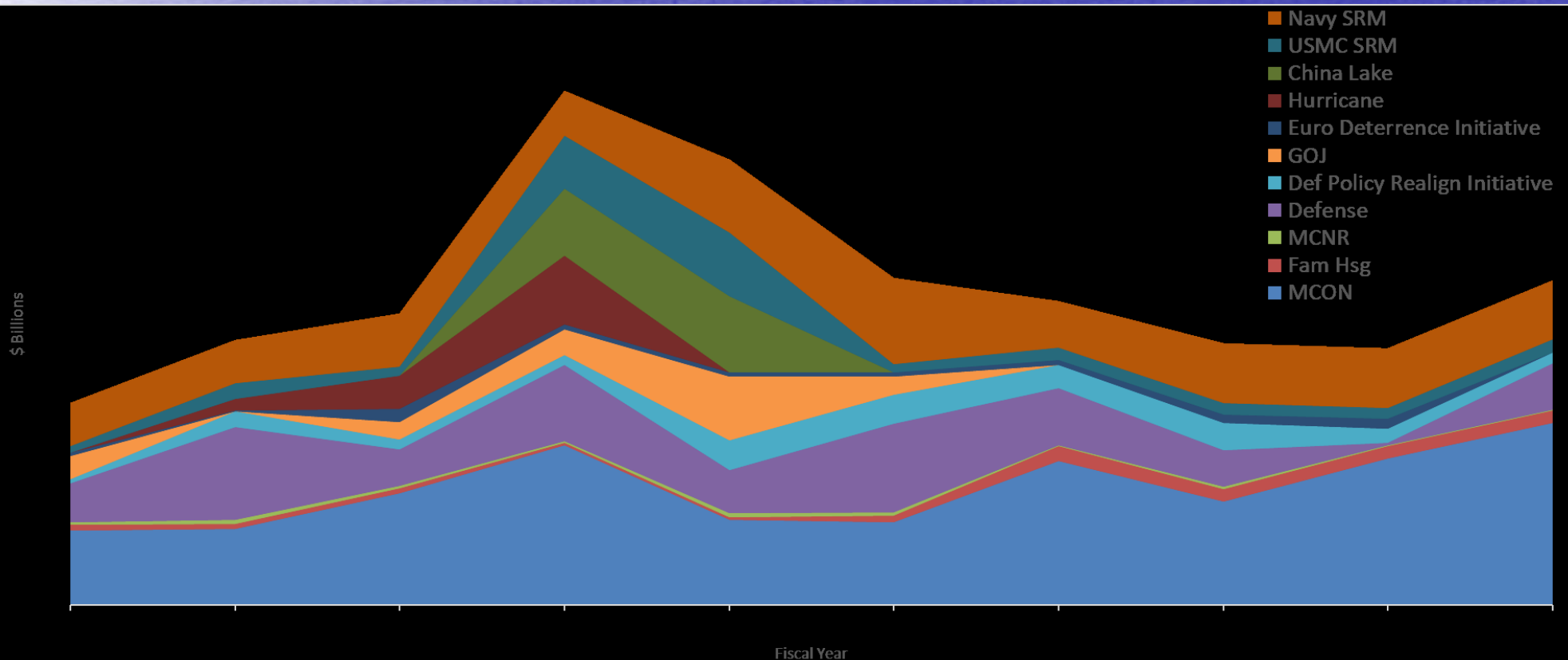
## Objective: Army Programs



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## Objective: Navy Programs



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## Objective: Navy Programs

### •FY20

- MCON Request = \$3.0B; Appropriation = \$6.48B (Record breaking)
- Congress added \$375M, \$3,477M, and \$35M for “Unfunded Priority List” and “Natural Disaster Relief (**Hurricane Florence** and China Lake Earthquake)” projects, and “**Improving Military Installation Resilience**”
- Executed 88% of Navy/USMC FY20 MILCON program in budget year (Prior 5-year avg was 49%)

### •FY21 and beyond workload

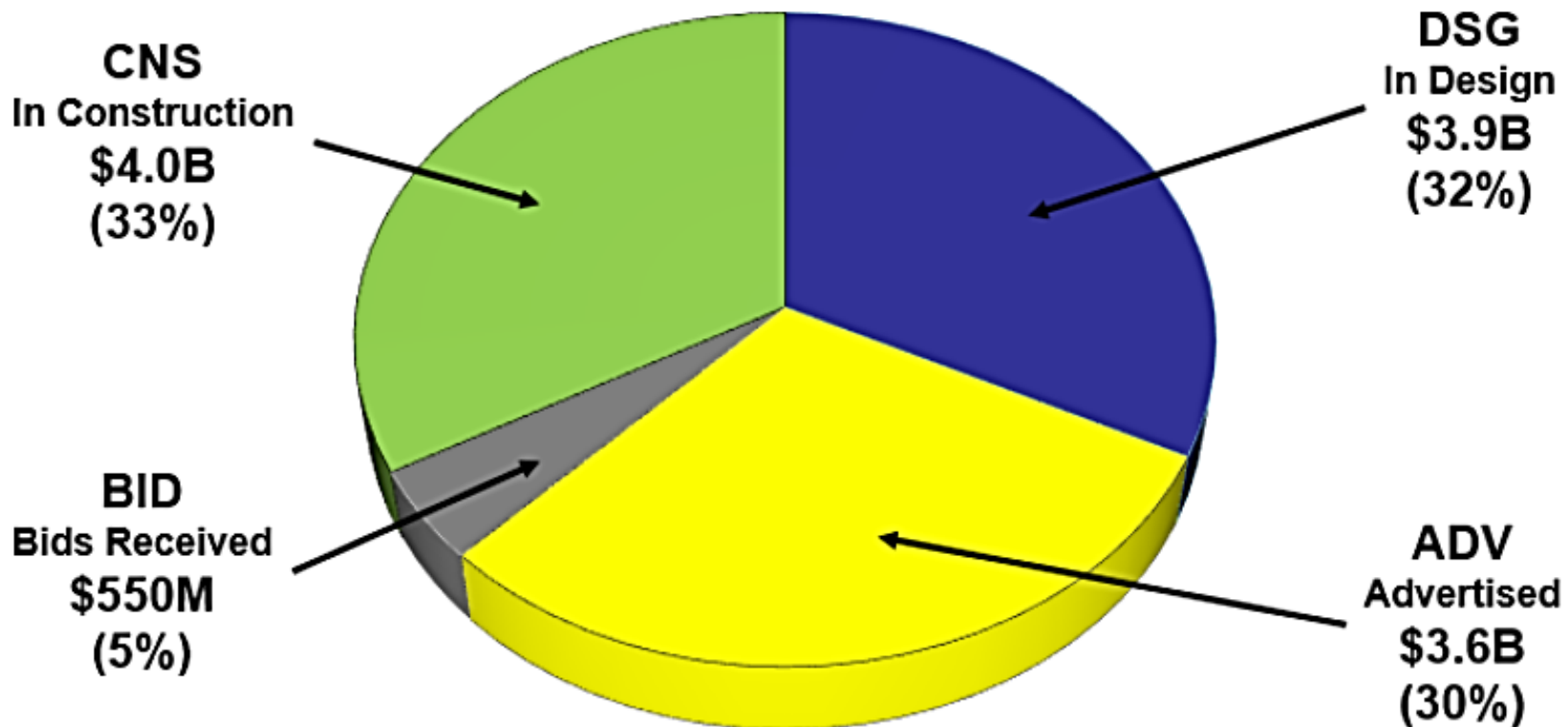
- MCON Request/Appropriation = \$2B
  - FY21 program *-44% of the Navy/USMC MCON program will be DB*
  - FY22 Budget not submitted yet
  - More projects for shipyard recapitalization at Pearl Harbor, Bremerton (Puget Sound NSY), Portsmouth (Norfolk NSY) and Kittery (Portsmouth NSY)**
- ### •Beyond
- Near-peer competition, especially in the Indo-Pacific region**
  - Shipyard upgrades, Fleet Readiness Center improvements**
  - Climate Change and Resiliency (sea level rise, natural and man-made disasters, energy and utilities service reliability, etc.)**

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## Objective: Air Force Programs

**FY16-21 (\$12.1B; 382 Projects)**





# Federal Opportunities, Collaboration and Political Engagement



## Opportunities and Challenges for NC Based Designers & Builders:

**\$2-3 Billion  
USACE/NAVFAC  
Military Construction  
Climate Resiliency  
New Missions**

### Opportunities:

- Assume \$1 Billion/year in requirements
- Assume 50% of contract is subcontracted - \$500M/year
- 5-10 % Design Fees - \$200 - 700 Million
- 2,000 – 7,000 Engineer-Designer years
- Approximate 5 year program
- 400 – 1,400 Engineer-Designers/year

### Challenges:

- High Percentage of Construction and Design Work Being Performed by Out-of State Firms
- Current Estimate is Approximately 50% of subcontracting and 90% of Design
- \$250 Million of Subcontracts/year
- 1,800 – 6,300 Engineer-Designer years

# Federal Opportunities, Collaboration and Political Engagement



## Reasons for Lack of In-State Opportunities:

Lack of Experience with Military Buyers and Selection Boards

**Lack of Political Engagement**

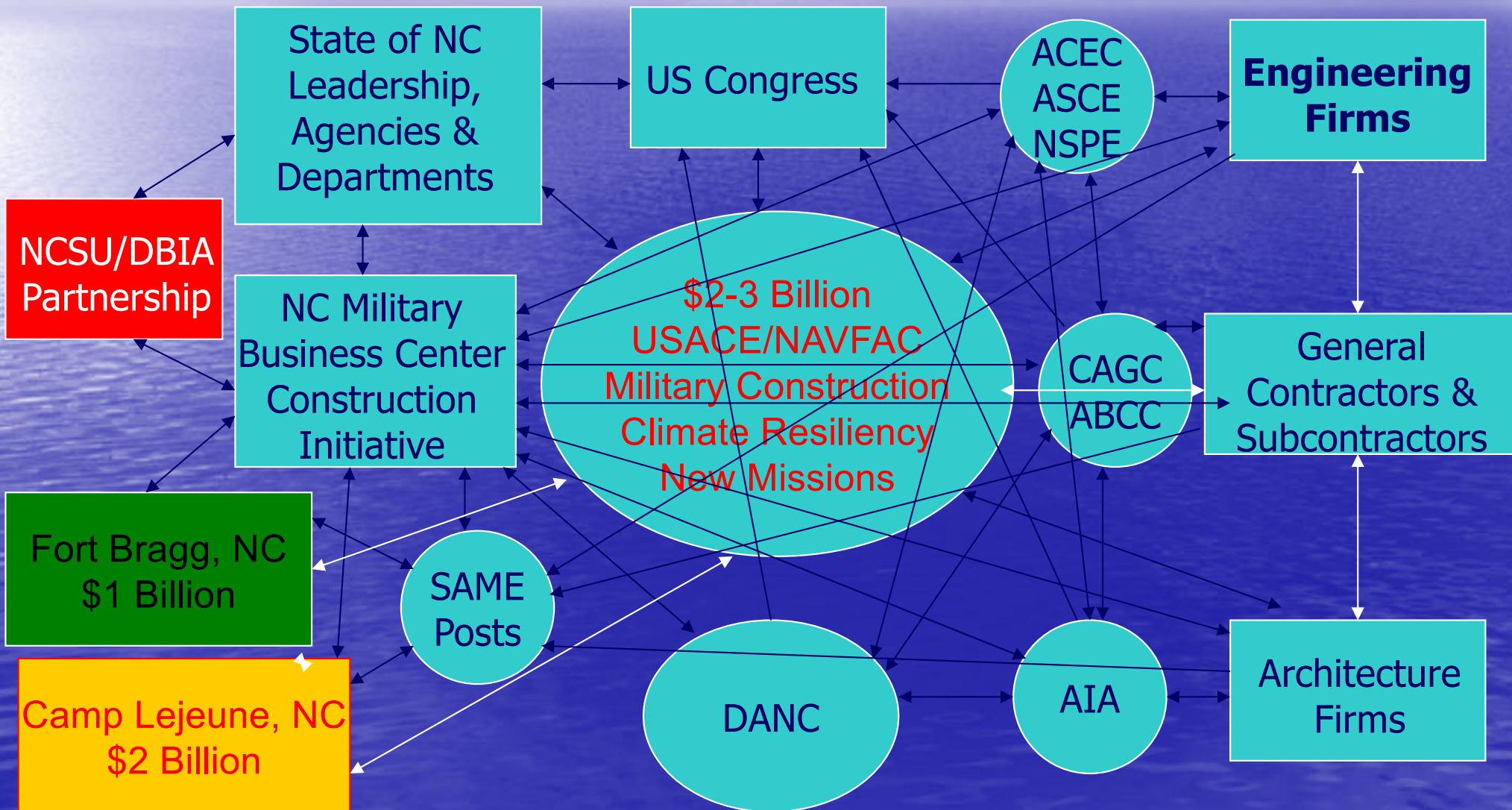
\$2-3 Billion  
USACE/NAVFAC  
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Lack of Experience with Federal Contracts and Liability Issues

Work Force Restrictions

# Federal Opportunities, Collaboration and Political Engagement

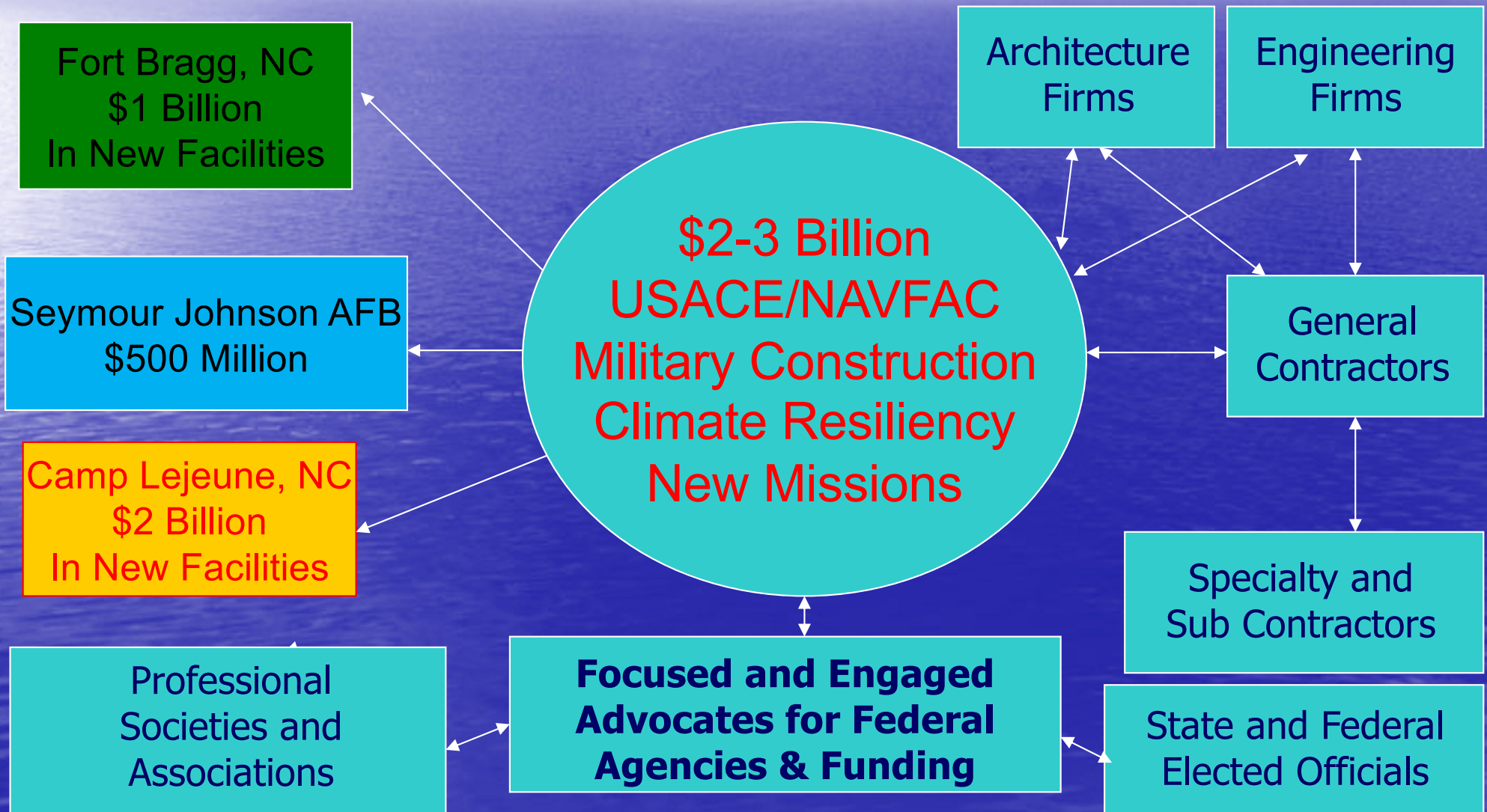
## The North Carolina Struggle:



# Federal Opportunities, Collaboration and Political Engagement



## The North Carolina Success Story in Progress:



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## Reasons for Lack of In-State Opportunities:

### Lack of Political Engagement

#### Federal Elected Officials:

- Administration – NC Representatives in the Cabinet
- US Congress – House and Senate
  - Defense Committees
  - Appropriations & Budget Committees
  - Transportation Committees

#### State Elected Officials:

- Governor's Administration
  - Departments – Commerce, Military and Veterans Affairs
- NC State Legislature

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## Reasons for Lack of In-State Opportunities:

### Lack of Political Engagement

#### Societies and Associations:

- ACEC – American Council of Engineering Companies
- AIA – American Institute of Architects
- AGC - Association of General Contractors
- ASCE – American Society of Civil Engineers
- CMAA – Construction Management Association of America
- **DANC – Defense Alliance of North Carolina**
- DBIA – Design Build Association of America
- NDIA – National Defense Industries of America
- NSBA – National Small Business Association
- Others?

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## Reasons for Lack of In-State Opportunities:

**\$2-3 Billion**  
**USACE/NAVFAC**  
**Military Construction**  
**Climate Resiliency**  
**New Missions**

## **Lack of Political Engagement**

### Goals:

- Create Position Papers in support of NC Based Federal Agencies
  - Defend current activities from BRAC and other closure actions
  - Grow federal footprint through advocacy for new missions
- Advocate Federal and State Elected Officials for support
- Create incentives for Federal and State Elected Officials to support second largest industry in NC (behind agriculture)

# Federal Opportunities, Collaboration and Political Engagement



## Reasons for Lack of In-State Opportunities:

**\$2-3 Billion**  
**USACE/NAVFAC**  
**Military Construction**  
**Climate Resiliency**  
**New Missions**

**Lack of Political Engagement**

### Suggested Topics:

- Deep water ports – 'Shift to the Pacific'
- Joint Strike Fighter Mission
- Climate Resiliency – Hurricanes, Flood Controls, Energy, Water
- Infrastructure Investments – Roads, Bridges, Dams, Water, Wastewater, Power, Communications, etc.
- Workforce Investments – Trades, Engineers, Scientists, etc.



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## Efforts Underway to Increase In-State Opportunities:

\$2-3 Billion  
USACE/NAVFAC  
Military Construction  
Climate Resiliency  
New Missions

## Lack of Political Engagement

### Keys to Success:

- Collaboration between Industry, State and Federal Elected Officials
- Develop a group from above to create Priorities, Objectives and Desired Results. Present position papers to Elected Officials for Support in Legislation and other Administrative Actions
- **DANC is proposing to lead this group with several Committees focused on education, advocacy and collaboration**
- Create a marketing plan that highlights the efforts of this group and promotes involvement by all parties

# ASCE-NC Chapter

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## Federal Opportunities, Collaboration and Political Engagement Questions??

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## Federal Opportunities for NC Companies

