
Integrity - Service - Excellence



Air Force Civil Engineer Center

Brig Gen Vince Saroni, P.E.

Deputy Director

19 Jun 2013



AFCEC Mission

**The mission of the
Air Force Civil Engineer Center
is to provide Civil Engineering
services and enterprise lifecycle
leadership to Air Force
installations that
enable the warfighter**

Battle Ready ... Built Right!

Integrity - Service - Excellence



AFCEC Vision

**The AFCEC vision is to lead the
way in delivering
Civil Engineering
enterprise solutions**

Battle Ready ... Built Right!

Integrity - Service - Excellence



AFCEC Organizational Fit



**Air Force
Chief of Staff**
Gen Mark Welsh III



Deputy Chief of Staff
Installations & Logistics (A4/7)
Lt Gen Judith Fedder



The Civil Engineer
(A7C)
Maj Gen (S) Theresa Carter



**Air Force
Civil Engineer Center**
Mr. Joe Sciabica



Office of The AF Civil Engineer

Transformed Organization

AF/A7C
The Civil Engineer
Maj Gen Tim Byers



AF/A7C-2
Deputy Civil Engineer
Mr. Mark Correll



AFCEC
Air Force Civil Engineer Center
Mr. Joe Sciabica



FIELD OPERATING AGENCY

AF/ACE
Associate Civil Engineer
Col Scott Hoover

AF/A7CM
Chief, Enlisted Matters
CMSgt Jerry Lewis



AF/A7CI
Installations Division
Col Ed Oshiba

- Builds and defends the POM
- Planning:
 - Strategic
 - Installation
 - NEPA
 - Encroachment
 - Investment

AF/A7CF
Facility Mgmt Division
Mr. Robert Gill

- Built Environment
- Execution oversight :
 - O&M
 - MILCON
 - Capital improvements

AF/A7CE
Environment & Energy Division
Mr. Gerald Johnson

- Natural Environment
- Energy policy, oversight and resource advocacy
- Execution oversight:
 - CE Energy strategy
 - EQ
 - ERA

AF/A7CO
Operations Division
Col Derrek Sanks

- Facility Operations support functions
- Real Property asset accountability
- Housing Operations support

AF/A7CX
Readiness & Emergency Management Division
Col Darren Gibbs

- CE garrison & expeditionary
 - Readiness
 - Firefighting
 - Emergency Management
 - Explosive Ordnance Disposal
 - Lessons learned

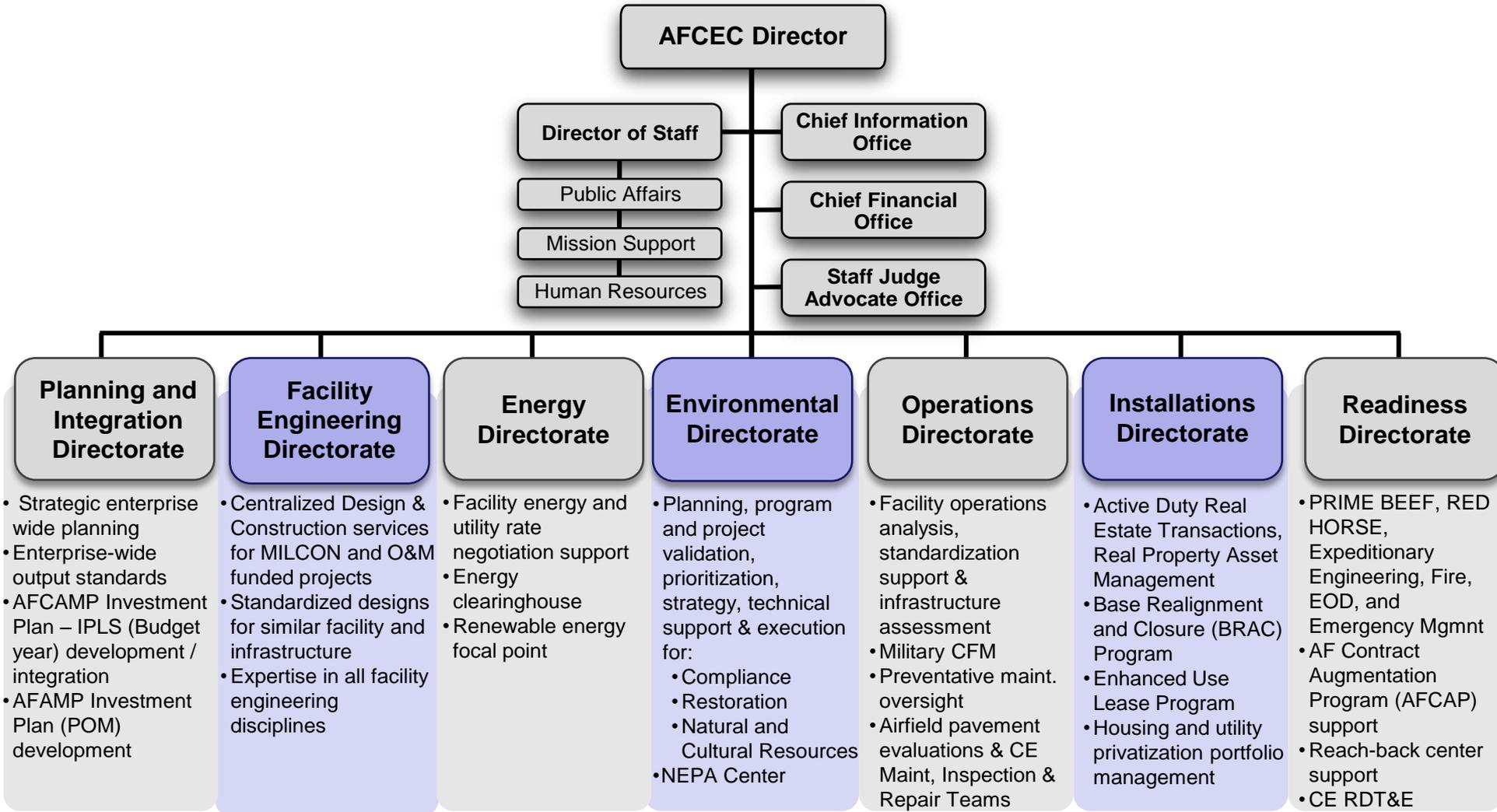
AF/A7CR
Chief Financial Officer
Mr. Roger Bick

- Ensures financial internal controls and audit-ability
- AF CE O&M funding advocate
- NexGen IT System
- Force Management





AFCEC Organization



Integrity - Service - Excellence



Planning & Integration Directorate

P & I - Overview

▪ Mission

Provide a framework enabling strategic planning for installation complexes and their customers through development of comprehensive plans and investment strategies that minimizes risk to mission and Airmen

▪ Roles & Responsibilities

- Comprehensive Planning support to include Installation Development Plans, Encroachment/Noise/AICUZ Mgt**
- Installation capacity analysis for installation basing & optimization**
- Enterprise-wide built infrastructure requirements development, identification and analysis**
- AF Activity Mgt Plans (AFAMP) development for out year investment**
- AF Comprehensive Asset Mgt Plan (AFCAMP) development for budget year allocation**

Centralized Enterprise-wide Asset Management



Facility Engineering

Overview

- **Mission:**

Provide centralized facility design and construction for military construction, restoration and modernization, sustainment, and military family housing.

- **Roles and Responsibilities:**

- **Implements standardized designs for similar facility and infrastructure types**
- **seeks cost-reduction strategies such as packaging multiple single-facility requirements into “whole facility investments” and regional acquisition efforts**
- **Uses Air Force Comprehensive Asset Management Plan process to improve project delivery by increasing lead times for planning and design, ensuring earlier and more effective construction awards**



Facility Engineering

What has changed?

■ **Significant Changes**

- SRM Centralized Management
- PACAF/USAFE “Storefronts”
- Centralized D&C – organization aligned to MAJCOMs/Bases
- D&C Center of Expertise

■ **Less Significant Changes**

- Housing Privatization
- Contingency Construction
- FOA executed reimbursable work



Facility Changes to Support Bases

- **Centralized SRM Program Management**
 - **Asset Management approach – 2 year program “look ahead”**
 - Opportunities to “package” projects (e.g. whole facility repair)
 - Programmatic look at full program – opportunities for standard designs
 - Only plan, program, design projects that are funded for execution
 - Longer lead time to adequately design/procure projects
 - **Centralized SRM funds mgt (FY13: \$244 R&M, \$83M S, \$22M D)**
 - Ability to provide both design and construction funds *faster* to BCEs
 - Standardized AF processes – Auth to Advertise/Award, ACES/Next Gen Mgmt, User Requested Changes, Installation Governance Structure
 - **Design and Construction (D&C) Center of Expertise (AFCEC/CFT)**
 - Standard designs = reduced change orders, lower design/const costs
 - Ability to integrate “lessons learned” across entire AF portfolio
 - More robust technical design review and BCE technical reach-back
-



Facility Changes to Support Bases

- **Full utilization of AF capabilities**
 - SRM/D programs evaluated to ensure full BCE and AFCEC capabilities are used prior to using non-AF agents
 - Enhances expeditionary combat skills – allows AF to focus and sharpen organic capabilities on key warfighting skills

- **MILCON & SRM Divisions combined/aligned to MAJCOMs/BCEs**
 - Provides single, integrated face to MAJCOMs, BCEs, and Agents
 - Stronger, streamlined teamwork to respond to issues/concerns
 - Note: Legacy AFCESA organization no longer performing new SRM (non-energy) design/construction projects

- **PACAF and USAFE “storefronts”**
 - Provides a single point of contact where BCEs and FOA customers can access the full range of products/services offered by the FOA



Energy Directorate

Overview

■ **Mission:**

Provide expert support to Air Force installations and Major Commands, and centrally manage Air Force Facility Energy and Utilities Privatization programs in order to comply with all applicable Executive, Legislative, and Agency policies and directives related to facilities energy and utilities privatization

■ **Implement the Air Force Energy Master Strategy as follows:**

- **Drive down facility energy/water use through cost-effective conservation initiatives**
- **Increase use/production of Renewable Energy by advocating for and facilitating third-party investments**
- **Change the culture to ensure all Airmen "Make energy a consideration in all we do!"**
- **Privatize utility systems where/when feasible**



Environmental Capabilities

- **Centralizes remaining MAJCOM compliance functions and restoration responsibilities, and establishes National Environmental Policy Act (NEPA) CoE to support AF Environmental Impact Analysis Process (EIAP) management and Environmental Planning Function (EPF) responsibilities**
 - Consolidates and streamline program processes.
 - Changes information flow, guidance, funding, and technical support, and increases interactions between installations and AFCEC
- **Retains overseas operating locations in United States Air Forces Europe (USAFE) and the Pacific Air Forces (PACAF) to ensure sufficient manpower is available to support unique theater requirements and Combatant Command support**
- **Maintains positions needed to coordinate host nation-specific environmental policy and planning requirements**



Operations Directorate

Overview

■ Mission:

Provide direct technical, managerial and training expertise to the Air Force civil engineer community with emphasis on Operations and Maintenance of the built environment

■ Areas of Responsibility

- Asset Visibility**
- Operations Maintenance**
- Force Development / Career Field Management**
- Engineer Subject Matter Experts**
- CEMIRT – Civil Engineer Maintenance, Inspection & Repair Team**



Installations Capabilities

- **Acquires, manages and disposes of Air Force-controlled real property worldwide**
- **Manages real property programs formerly housed in AFRPA and AFCEE including:**
 - Base Realignment and Closure (BRAC) property transfer and environmental remediation
 - Enhanced Use Lease (EUL) project development, execution and long-term management
 - Real-property accountability and active duty real estate transactions
 - Long-term portfolio management, including Housing Privatization and Utilities Privatization
 - Develops and provides real-property training, processes, and playbooks



Readiness Directorate

Overview

■ **Mission:**

Provide readiness support to the civil engineer community through technical information and standardized methodology, enabling civil engineers worldwide to execute their expeditionary combat support and emergency services missions safely, effectively and efficiently.

■ **Areas of Responsibilities**

- **Enabler of OT&E**
- **Standards, guidance, TTPs, publications**
- **Functional, Home Station, Contingency Training Support**
- **Equipment Management/Sustainment**
- **Functional SMEs**
- **AFCAP**



Acquisition Thoughts

- **Competition is still king**
- **We have increased emphasis on cost as a driving factor**
- **While Low-priced Technically-Acceptable is an option, our focus remains on Best Value for the government**
- **Don't low-ball offers in anticipation of making it up on Change Orders and REAs**
- **We want your input on ways to reduce risk for all parties**



How Can Industry Help?

- **Job #1 – High-Performance Project Delivery:**
 - At fair cost....at the right quality...and on time
 - My concerns: accountability; schedule; and project closeout

- **Share best practices** – we want to leverage your expertise in technology, construction, maintenance and ops to be more efficient

- **Get “Back to Basics”** while developing new strategies & capitalizing on new technologies that help us build sustainable facilities/infrastructure
 - Use less energy...facility, process, mission, and operational
 - Require less manpower...use asset mgt principles, risk-based analysis
 - Lower life-cycle costs
 - More efficient...yet effective (not more with less but less with less)

Help Us Find Efficient Ways to Build Sustainable Installations



“3D Weapon System”

Air Force Installations

Family Housing



75,800 Homes

Arlington & Alexandria
Combined



10M Acres of Land

2 x New Jersey

Airfields



154M Sq Yds of Pavement

229 x Dulles Airport

Facilities



634M Sq Ft of Buildings

89 x Microsoft Corporation
1.5 x GM



Plant Replacement Value

\$255B PRV

Equal to Chevron's
annual revenue

Dormitories



69,500 Dorm Rooms

1.5 x Doubletree Hotels

We Must Reinvest in Air Force Installations – A Force Enabler



AF Civil Engineering has changed!

- **We've centralized enterprise-wide asset management**
- **We're gaining efficiencies**
- **We're building upon – with an intent to grow – our industry partner relationships**

Integrity - Service - Excellence



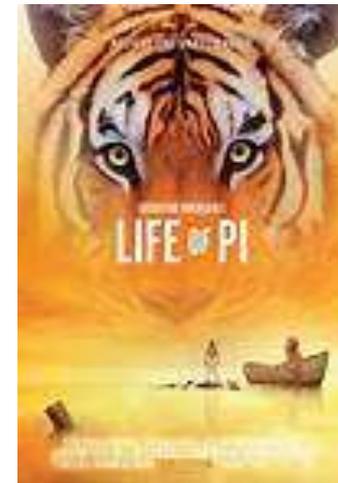
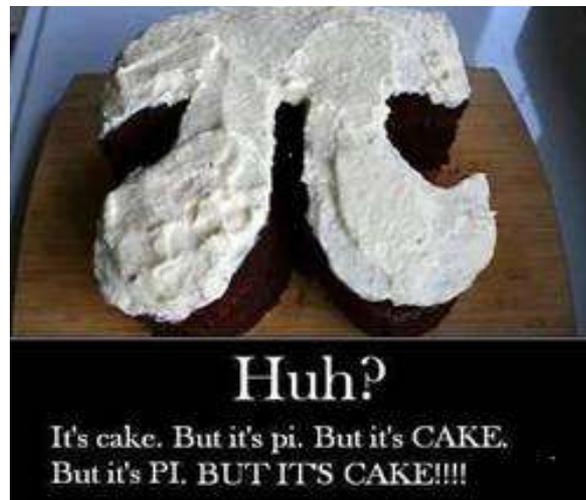
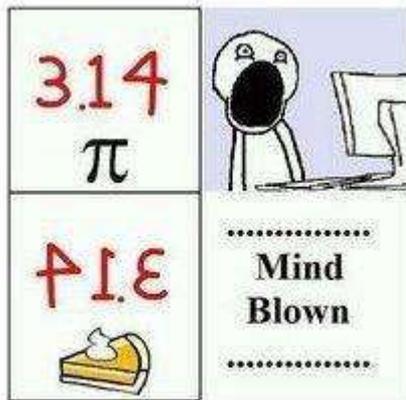
Planning & Integration and Enterprise Procurement

Col Dave DeMartino
P&I Director
19 Jun 2013



Did you say π ?

- One of the most revered mathematical constants, $\pi = 3.14159...$
 - ...the Greek letter pi (π),
 - ...mathematicians began using the Greek letter π in the 1700s
 - ...ratio of perimeter, or circumference, of a circle to its diameter
 - ...first letter of the word perimetros (Greek for perimeter)
 - ...it creates the filling in the middle (πr^2) and when you add an 'e', it makes for a pretty good dessert.





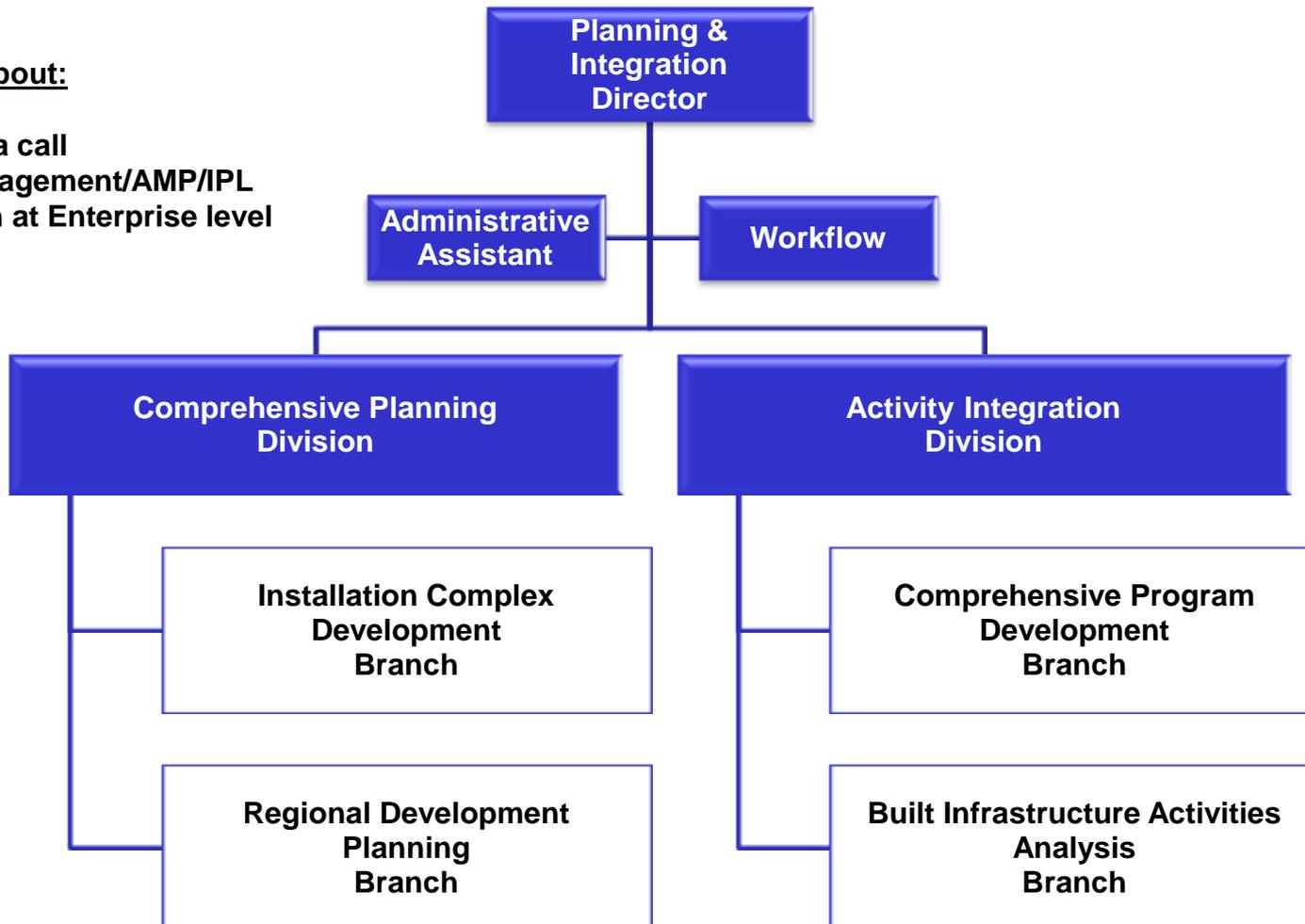
Why did AF create P&I?



Planning & Integration

Let's talk about:

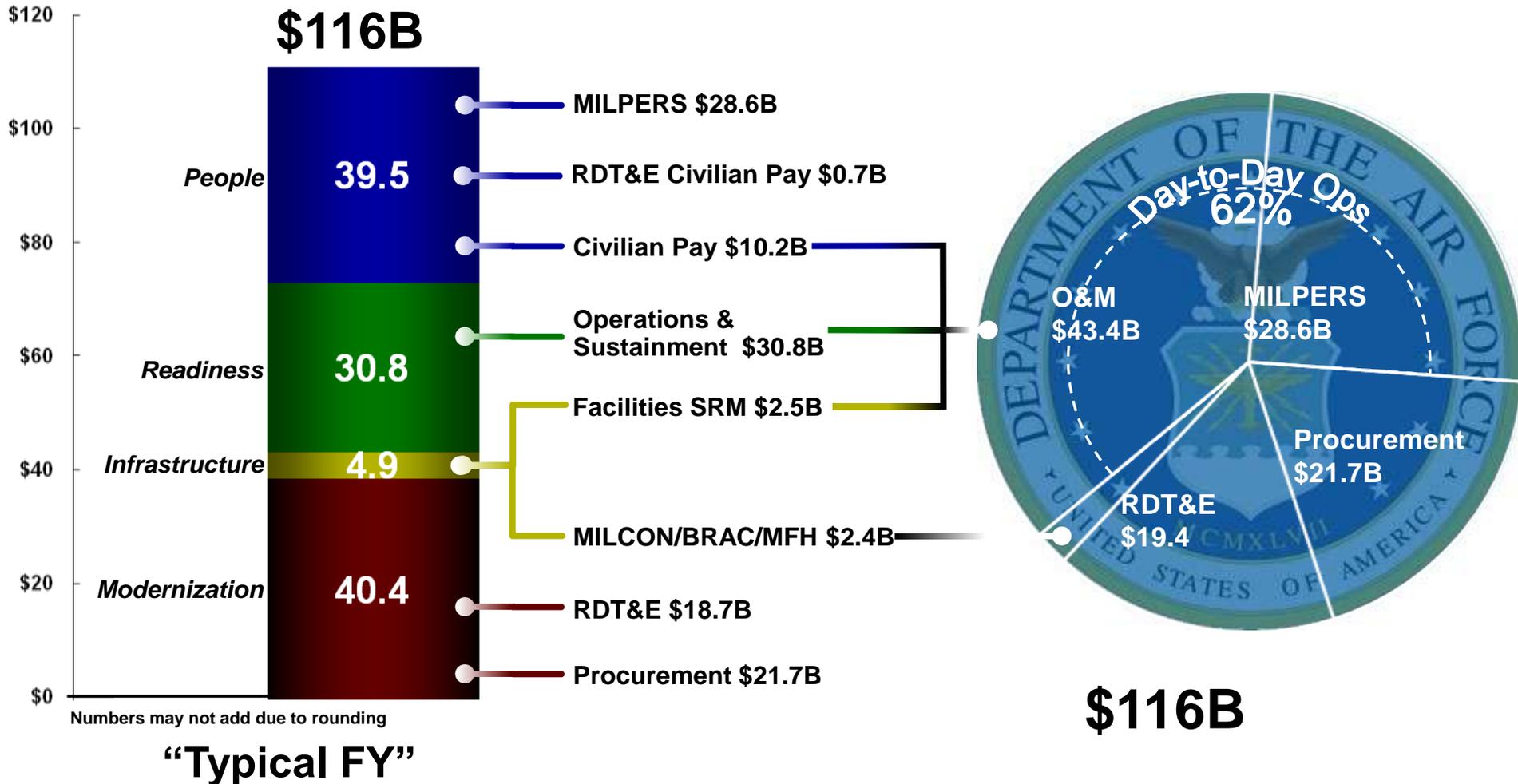
- Planning
- Single data call
- Asset Management/AMP/IPL
- Integration at Enterprise level





The Air Force Budget

Plan ahead, Integrate next \$, Impact?





Planning & Integration

Integrate & Impact!

Pgm / Overall Assessment	FY10 PB	FY11 PB	FY12 PB	FY13 PB	FY14 POM
Sustainment (% of FSM)	90% /	What is impact of this decision?			80% / 75%
R&M	+\$685.5M	+107.9M	-\$15.1M	-\$523.9M	+\$561.1M
Energy (% Redux)	14.8%	16.3%	18.2%	21.1%	24.1%
MILCON	+\$688.0M	-\$199.8M	+3,015.4M	-\$2,508.4M	-\$992.2M
Demo	-\$98.4M	+\$8.7M	+\$271.0M	-\$271.8M	+\$2.1M
FO (Utilities % of 3-yr avg)	100% / 100%	85% / 80%	90% / 85%	85% / 80%	95% / 95%
Env Quality	-\$71.4M	What is impact of this decision?			+\$55.7M
MFH (% Q1/2)	78%	89%	85%	91%	91%
Dorms (% Q1/2)	95%	96%	96%	98%	97%
Combat Spt	+\$187.6M	+\$33.7M	-\$138.5M	+\$51.9M	+\$371.4M

LOW
Achievement of goal or activity highly likely

MODERATE
Achievement of goal or activity likely

SIGNIFICANT
Achievement of goal or activity questionable

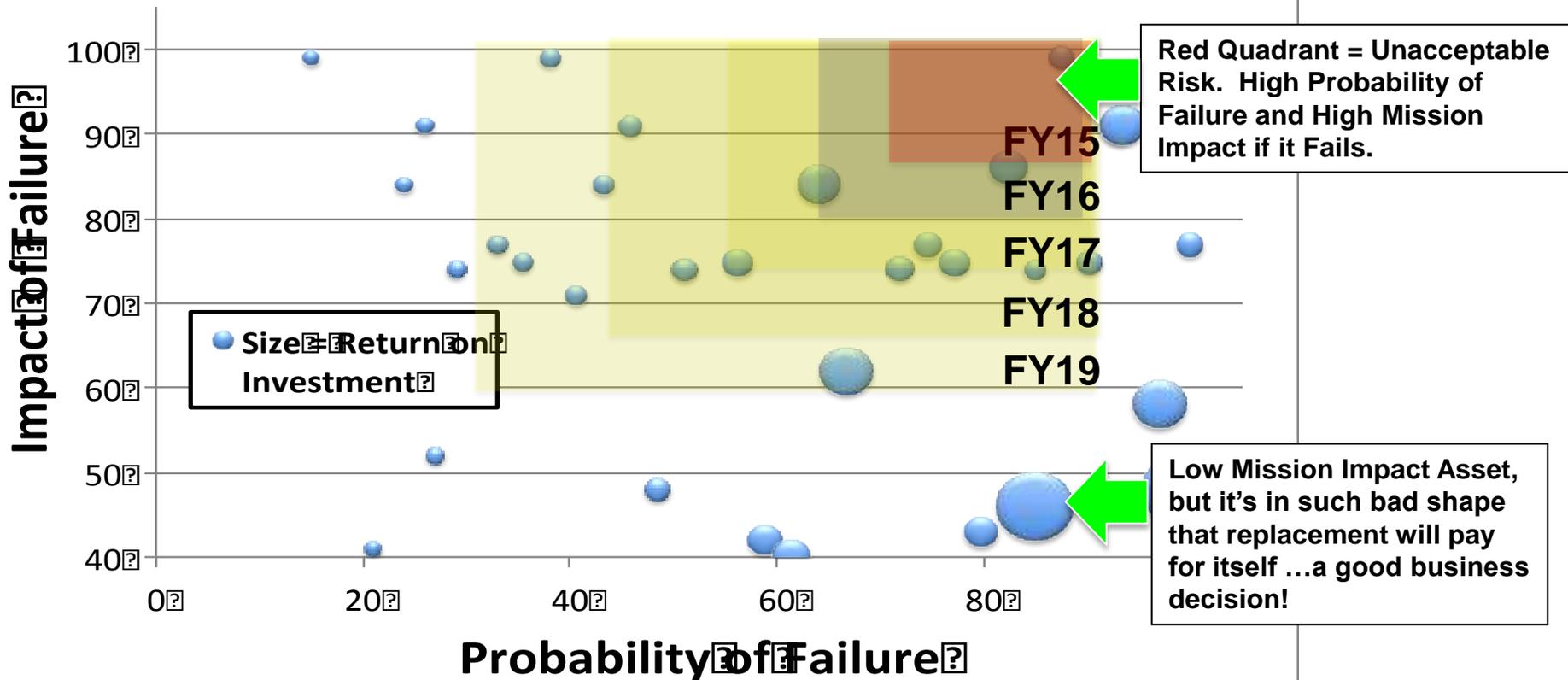
HIGH
Achievement of goal or activity highly unlikely



Planning & Integration

Integrate & Impact... & Risk?

Water Asset Risk & ROI Investment Chart



Impact & Probability: Specific calcs for each Sub-AMP, normalized on a scale of 0-100.

Impact Function of:
 1) Facilities Impacted
 2) Tier 1 Facs Impacted

Prob Function of % Useful Life [1) Matl, 2) Age] and Performance [3) # Breaks]

ROI function of 1) Replacement Cost, 2) Cost of Leaks, 3) Cost of Break Repairs/yr



Planning & Integration

Big Rocks

- **AMPs, CAMPS & IPLs for FY14 & FY15**
 - Working data, collaborating w/MAJCOMs, 2-Yr Data, multiple IPLs
- **Build FY13 EOY strategy for Centralized programs**
 - Lot of work here to ensure all understand/agree w/PROCESS
- **Develop Business Rules for FY15/16 programs**
 - Using MilBook to get input, must get out to bases in timely fashion
- **Develop funding strategies for FY16 POM**
 - If we don't deliver for the fall IEC, we will fail
- **Develop Strategic Planning capability/capacity**



Planning & Integration

How do requirements support AF goals?

Mission Requirements

AF Corporate Strategic Goals

Core Function Lead Integrators (CFLI)

Presidential/Congressional Mandates

MAJCOM Commanders

SecAF Vision & Goals

Installation Commanders

CSAF Vision & Goals

- WSA of the Future
- Fix USAFA
- Modernize Airfields
- New Mission Beddowns

- 20/20 by 2020
- Amn & Families
- Energy & the Environ
- Real Estate EULs





Planning & Integration

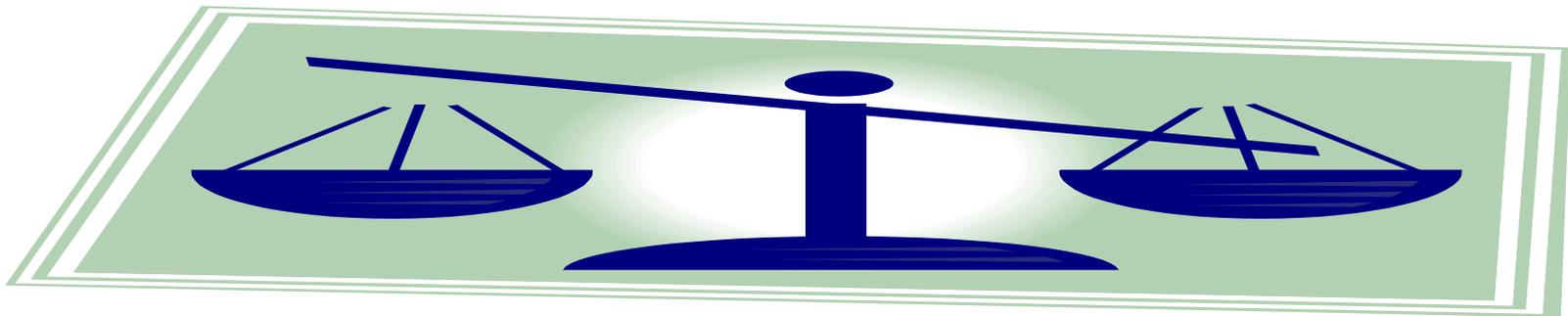
Airfield and Mission COA

Mission Requirements

- Airfields
- Mission Critical Facilities
- Dorms & Housing
- Energy Security
- Ranges

AF Corporate Strategic Goals

- Renewable Energy
- 20/20 by 2020
- 2% PRV
- Divest & Acquire
- Ready Engineers





Planning & Integration

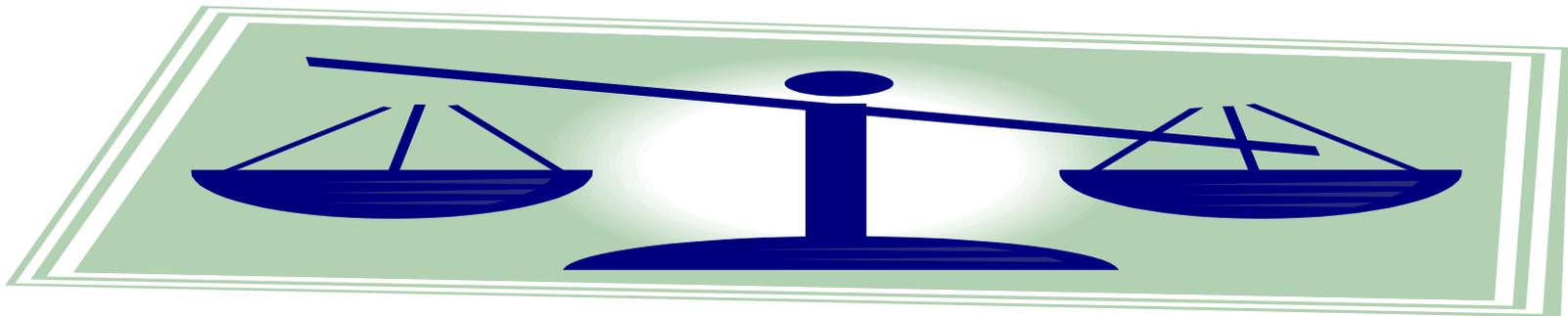
Energy & Dorms COA

Mission Requirements

- Airfields
- Mission Critical Facilities
- Dorms & Housing
- Energy Security
- Ranges

AF Corporate Strategic Goals

- Renewable Energy
- 20/20 by 2020
- 2% PRV
- Divest & Acquire
- Ready Engineers





Planning & Integration

Observations & Thanks!

- **AMPS & requirement determination starts at the base**
 - **Projects are not the only solution**
 - **You can help us here**
- **SIA & Builder facilitate requirements process**
 - **Bases need help understanding process & tools**
- **We'd love to automate our decision making process**
 - **Thanks for your ideas here**



Why did AFCEC create EP?



Enterprise Procurement

- **We do acquisition across AFCEC (CN, CF, CZ, CO)**
- **Processes, tools and timelines vary**
- **Best practices, can we find efficiencies? We think so...**

- **Need acquisition strategies that support timely execution**
- **Ensure tools are available regardless of execution agent**
- **Strategic acquisition & partnering will be our overall strategy for meeting requirements...at all levels**
- **You, our industry partners, are critical to our success!!**

Contact the AFCEC

Enterprise Procurement Division at 210-395-8830



Enterprise Procurement Strategy

Strategic Sourcing

(thru ESG/771 ESS CECC)
CE Enterprise Commodities
Base CE Maintenance Services (Not A76)

- Critically analyze CE's spending relative to requirements
- Use information to make business decisions
- Acquire CE enterprise commodities & base CE maintenance services (not A76) more effectively & efficiently

Strategic Acquisition

(thru ESG/772 ESS-AFCEC)
CE Enterprise Services
Const, A&E, A&AS, BOS,
Contingency –AFCAP

- Establish large and/or flexible contractual programs
- Include breath, scope, & program ceiling needed to meet specific AFCEC execution mission requirements

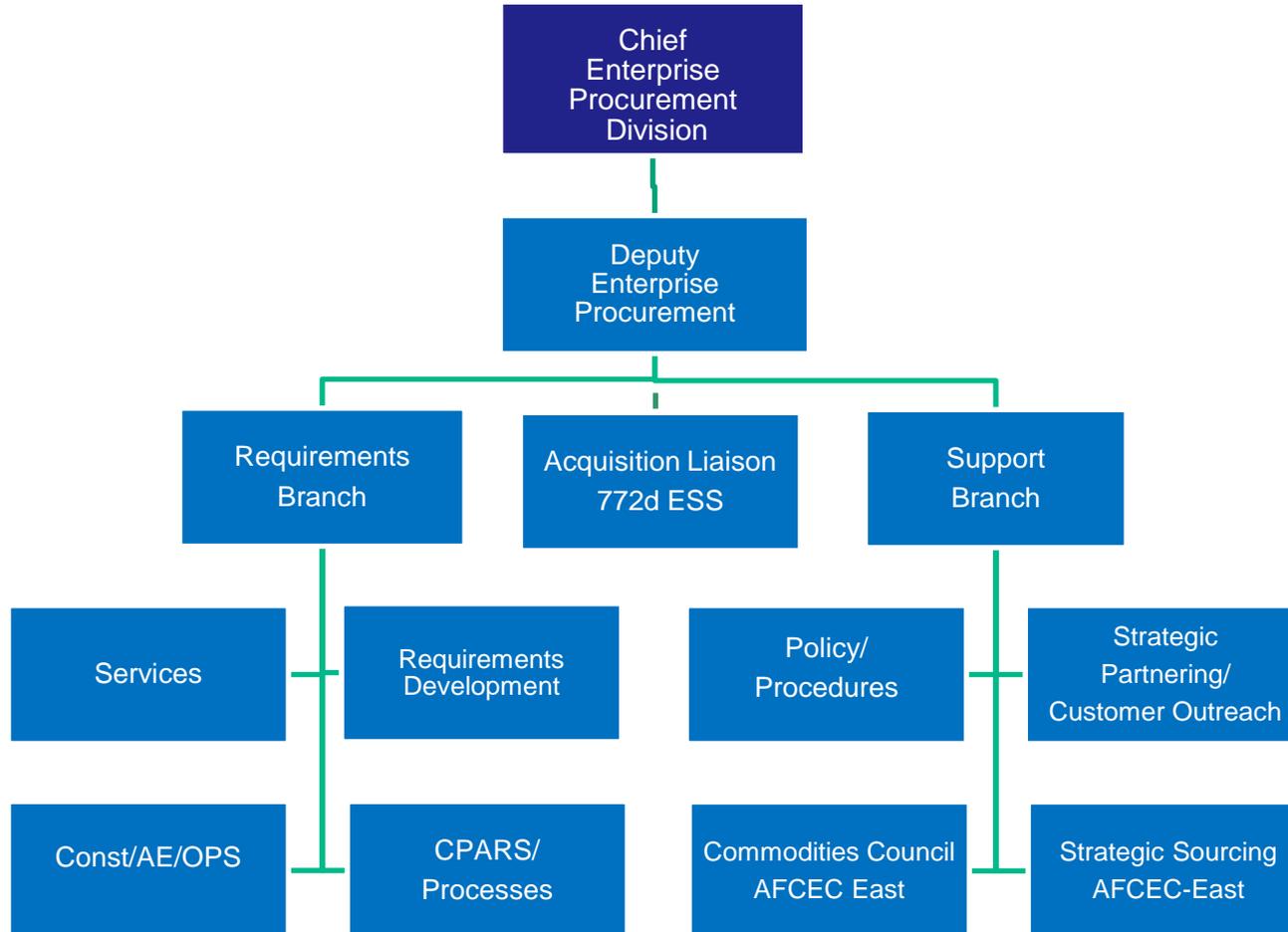
Strategic Partnering

Other AF & Non-AF Contracting Activities
(MAJCOM/Base, USACE, DLA, Navy, etc.)

- Establish partnerships to meet specific AFCEC execution mission requirements



Enterprise Procurement





Enterprise Procurement Benefits

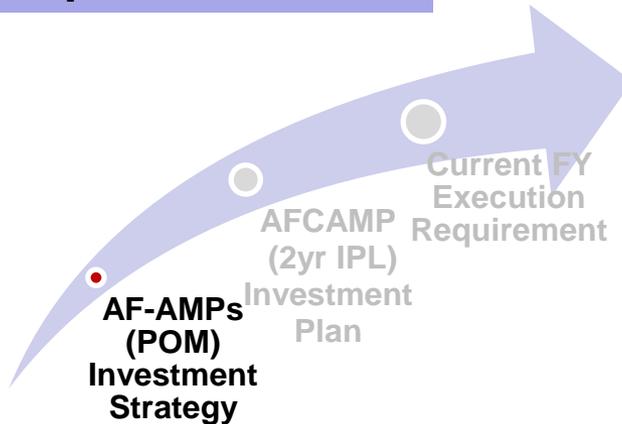
- **Consistency & standardization across the organization ... & integration, a benefit to customers?**
- **Maintains an execution capability while concurrently leveraging outside acquisition vehicles**
- **Standardization & EP will support SB program/goals**
- **Enterprise Procurement = Enterprise Buying Power**



Enterprise Procurement Strategy... & why in P&I?

Alignment of Execution Strategy with CE Investment Strategy

CE Requirements



- Installation Executive Council approves Investment Strategy
- AFAMP investment opportunities w/ EP employ strategic acquisition



- Provides technical/acquisition expertise/feedback to AFAMP Managers
- First glimpse of strategic acquisition tools that may be required to execute strategy
- Begins strategic partnering w/ multiple execution agents



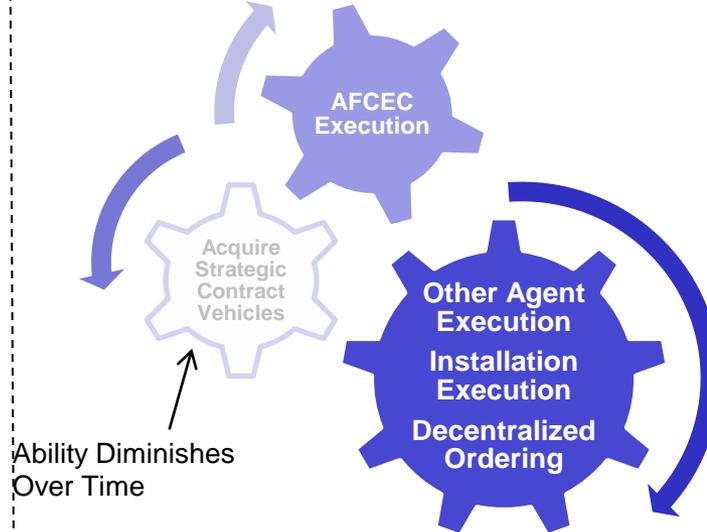
Enterprise Procurement Strategy... & why in P&I?

CE Enterprise Procurement Coordinates with Directorates to Develop AFCEC 2 yr Execution Plan

CE Requirements



- Prioritized list of Investments
- Develop 2 yr AFCEC Execution Plan
- Directorates work with EP to develop finalize strategic contract tools



Ability Diminishes Over Time

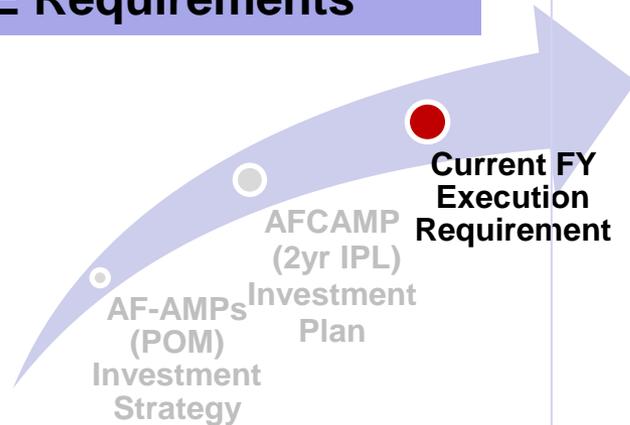
- **Accesses AFCEC contract availability**
- **Develops strategic partnerships w/other execution agencies**
- **Coordinates w/ ESG & Small Business**
- **Conducts Industry Days**
- **Oversees source selections augmented by technical staff from other Directorates**



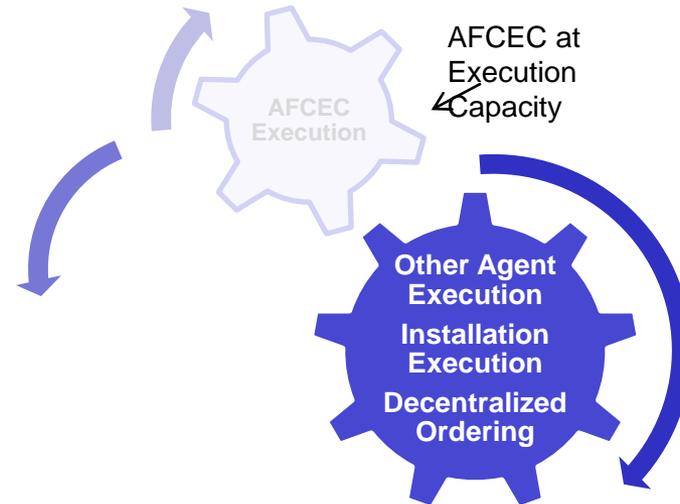
Enterprise Procurement Strategy... & why in P&I?

Limited Capability to Execute Requirements Outside of Approved AFCEC Execution

CE Requirements



- Directorates execute Plan
- Limited availability for AFCEC execution of emergent requirements
- Other agent execution would become primary method for execution



- Monitors contract Delivery Process
- Contract usage/ceiling
- Monitors/coords Decentralized Ordering
- Recommends contract tools to customers
- Maintains information on EP webpage
- Training for AFCEC on contract vehicles

Management of CE Enterprise Portfolio

Enterprise Procurement

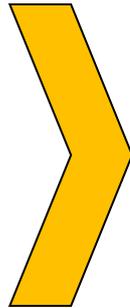


Enterprise Procurement Managing Risk w/source selections

Past acquisition strategies not supportive of timely execution of CE requirements

Barriers to Success

- *Acquisition policy changes*
- *Organizational changes*
- *#, level, timeliness of reviews*
- *Incomplete requirements definition*
- *Lack of early key stakeholder involvement*
- *Not utilizing delegated authorities*



Strategies

- **Migrate to small, targeted contracts**
 - -Numerous source selections accomplished yearly
 - -Increase management for each contract set
- **Partner w/ other Agencies to share ceiling**
- **Explore other execution avenues**
- **Utilize designated authority at AFCEC level**
- **Integrate into SAF/AQC processes, improve relationships & overcoming barriers**
- **Continue participating in CE Commodity Council**
- **Establish/maintain communication**
- **Ensure right tools are available to execute mission**
- **ENGAGE YOU!**



Contract Opportunities

Integrity - Service - Excellence



Enterprise Procurement Major Contracts

- **Worldwide Planning, Program, & Design 08 (4PA-E08)**
 - 5 year IDIQ...\$3B capacity...22 Full Scope, 7 Reduced Scope (replacement in procurement)
- **Global Engineer, Integration & Tech Assistance (GEITA 2011)**
 - Just awarded in April; A&AS; 100% small business set aside
- **Heavy Engineering, Repair, and Construction (HERC) (Overseas only)**
 - 5 year IDIQ...\$6 - \$15B capacity...19 firms; 15-F&O, 4-8(a) firms
- **Environmental, Construction, Ops & Services (ECOS09)—100% SB set aside**
 - 5 year IDIQ...\$350M total...\$95M services...10 small firms
- **Worldwide Environmental Restoration and Construction 2009 (WERC09)**
 - 5 year IDIQ...\$3B capacity...23 F&O, 16 small, 3-8(a), 2 SDVOSB
- **SRM Acquisition and Task Order Contract (SATOC)**
 - 5 Year + 5 options IDIQ...\$4B capacity...20 Contractors
- **Air Force Contract Augmentation Program III (AFCAP III)**
 - IDIQ contract...5 Contractors

Contact AFCEC Enterprise Procurement Team @ 210-395-8830



Enterprise Procurement New Construction Vehicle

- **NAICS code Construction Services**
- **Initial thoughts pending market research results...**
 - **Worldwide Full & Open (General Contractor basis)**
 - **Regional contracts (Construction ctrs, Possibly SB set asides)**
- **Projected Schedule**
 - **Initial RFI in Jul 13**
 - **Industry Day Aug 13**
 - **Anticipate ~12-18 month procurement process**
- **Ceiling**
 - **Currently analyzing CE FYDP requirements**
 - **Will consider projected FYPD funding**



Contract Website

U.S. Air Force Civil Engineer Center

HOME NEWS MULTIMEDIA DIRECTORATES LIBRARY QUESTIONS

Currently Awarded Contracts

[Find a Contractor](#)

Advisory & Assistance and Other Services

- [GEITA Bridge](#) GEITA Bridge: Global Engineering, Integration and Technical Assistance - *No Longer Available for New Orders*
- [IVIS09](#) Administrative Support Services
- [PCM](#) Post Closing Management (PCM)
- [PRESS](#) PRESS: Privatization Real Estate Support Services - *No Longer Available for New Orders*
- [RESS](#) RESS 2011, Real Estate Support Services 2011

Architect-Engineer

- [4PAE08](#) 4PAE08, Worldwide Planning, Program, and Design

Design and Construction

- [Fuels](#) Fuels - *No Longer Available for New Orders*
- [HERC](#) HERC: Heavy Engineering Repair & Construction

Remediation and Construction

- [DSR2](#) Design-Build, Restore, Remediate
- [ECOS09](#) ECOS09: Environmental, Construction and Operations & Services 2009
- [WERC09](#) WERC09: Worldwide Environmental Restoration & Construction 09

Business Opportunities

<http://www.afcee.lackland.af.mil/contracting/contracts.asp>

<http://www.afcee.lackland.af.mil/contracting/contracts.asp>

Contact AFCEC Strategic Acquisitions Team @ 210-395-1701

Integrity - Service - Excellence



Enhanced Use Lease Program

Brig Gen Vince Saroni, P.E.

Deputy Director

19 Jun 2013



Enhanced Use Leases

- **An EUL is a lease**
 - **By the government**
 - **Of “non-excess” property**
 - **Under the control of the government**
 - **To a public or private sector lessee**
 - **In exchange for at least fair market value rental payments in cash and/or in kind consideration**





Why? ...Win, Win, Win

■ **Community**

- Supports base/State/local economic development
- Increases tax base
- Creates increased job opportunities

■ **Developer**

- Financially beneficial business deal
- Potential tax incentives & proximity to utilities
- Project site security associated with installation security
- Supports “highest and best” use of real estate; single/stable land owner

■ **Air Force**

- Consideration recapitalizes Air Force facilities/infrastructure
- Efficient Management of Assets...”highest and best” use
- Supports DoD’s 1GW Renewable Energy Plan



Signed EULs

Nellis AFB

EUL facilitated quality of life upgrades for Airmen (new construction, maintenance, repair and restoration of facilities).



Land Lease for construction of Water Reclamation Facility w/ City of North Las Vegas



Warrior Fitness Center - funded entirely through in-kind consideration



Signed EULs cont.

Hill AFB

EUL facilitated new construction, maintenance and repairs.



Land Lease for construction of Falcon Hill National Aerospace Research Park - 8M SF of office space, hotels and restaurants



- **New Security Forces Building**
- **Contractor Support Offices**
- **New installation gate**
- **Street improvements**
- **All funded through EUL in-kind consideration monies**



Signed EULs cont.

Eglin AFB

EUL for resort development creates funding and enhances mission capabilities.



Destin West Land Lease for construction of Holiday Inn Resort; grand opening Spring 2014.

Eglin's 96th Wing will install test monitoring equipment on hotel roof.



Developing EUL

Joint Base McGuire-Dix Lakehurst (JB MDL) NJ

6 parcels totaling approximately 500 acres

Opportunity posted in FedBizOpps.gov; proposals due 26 Jul 13



Opportunity exists to develop renewable and non-renewable energy production.



Potential consideration to fund JB MDL facility projects.

Proposals due 26 Jul 13 – Major East Coast Power Opportunity

Integrity - Service - Excellence



Developing EUL Opportunities



Integrity - Service - Excellence



What Next?

- **What you can do:**
 - **Understand value / benefits of EULs for your capabilities and associated Air Force installation**
 - **View EUL Program Slides & Website:**
www.afcec.af.mil/eul/index.asp
 - **Identify available parcels/opportunities**
 - **Discuss opportunities/benefits with**
 - **Community Representatives**
 - **Installation leadership**
 - **Participate in opportunity request solicitations**
 - **Submit unsolicited proposals**

Developer Day
Presentations –
Thursdays by
appointment –
see website for
instructions!

Bring us your ideas / initiatives!



Contact Information

EUL Program Contacts:

Brian Brown – brian.brown.11@us.af.mil

Strategic Asset Utilization Division Chief

Chuck Cyr, AICP – charles.cyr@us.af.mil

Business Development Branch Chief

Dave Funk, PE – david.funk.7@us.af.mil

Execution Branch Chief

Website: www.afcec.af.mil/eul

Integrity - Service - Excellence



Energy Savings Performance Contracts

Brig Gen Vince Saroni, P.E.

Deputy Director

19 Jun 2013



Energy Saving Performance Contracts (ESPC)

- **ESPC definition:**
 - **ESPCs are initiatives resulting in net decrease in future energy or water costs**
 - **Contractor finances, designs, implements, operates, maintains, and owns infrastructure improvements**
 - **Contractor paid from generated savings over time**
- **A7C Policy signed on 23 Oct 1**
 - **Assigns AFCEC to manage**
 - **Involved in all stages of project development**
 - **“Assist in awarding and administering contracts”**
 - **Use where good business case**
 - **Prime Targets: Needle moving projects**
 - **Heat Plant Decentralizations**
 - **Computers/Servers/Data Centers**
 - **Maintenance Processes/Equipment**



How to Participate in an ESPC

- **DOE ESPC is the preferred contract**
 - **Multiple Award with 16 pre-qualified Energy Service Contractors (ESCO's)/available to all federal agencies**
 - **Any/all 16 ESCO's may propose on each project**
- **ESCOs remain free to**
 - **Introduce and/or share conceptual energy conservation ideas**
 - **Any marketing literature or conceptual ideas proposed**
 - **May be shared with other AF installation, MAJCOMs and AFCEC personnel**
 - **Must be presented in a non-proprietary document**



Industry Day – Rapid Improvement Event

■ Industry Day – 26 November 2012

- AF opportunity to share its philosophy and practices in regards to the Energy Program and ESPCs

■ Rapid Improvement Event (RIE) – 27-29 November 2012

- Objective was to identify activities that may be eliminated or streamlined to optimize ESPC execution
- Several key improvements to the acquisition process identified:
 - Centralizing the acquisition and legal review process at AFCEC
 - Moving from a “submit/review” process to a more collaborative partnership with industry, and
 - Eliminating over-engineering by the government in several key points in the process
 - Reduced ESPC process from ~24 months to a target of 12 months

United States Air Force

Integrity - Service - Excellence

AF Community Partnership Initiative

Public-Public; Public-Private Partnerships (P4)



“Leveraging military installation and local community capabilities and resources to reduce operating and service costs in support of the AF mission”

U.S. AIR FORCE

Jun 2013



U.S. AIR FORCE

Shared Environment

- Reduced budgets & fiscal challenges
- Manpower cuts; hiring freezes; realignments; furloughs...
- Force structure changes and defense industry reductions
- Innovative partnerships—sparked by new legislation
- Need to make “Every dollar count,” provide quality services, allocate risk, share value

This is NOT business as usual



U.S. AIR FORCE

Vision and Goals

AF and Local Community Leadership is key!

Bring AF leadership and resource support as Installation and Community leaders develop, prioritize and implement community partnership initiatives

Practice the “Art of the Possible”

**Identify ways to get to “Yes” by identifying resource requirements:
Time, Money, Manpower, Authority**

People closest to the mission are generating ideas in the “best interests of the Air Force”



U.S. AIR FORCE

Prototype AF Framework, Policy & Guidance

- Under development, but learning by doing, how to support Installation and Community leaders with policy and guidance.
 - Leverage new and existing authorities to identify potential P4 initiatives
 - Created a cross-functional Task Force of subject matter experts to address potential issues
 - Draft AF Policy Directive and AF Instruction in coord;

- Based upon a prototype AF process that empowers Installations and Community leaders by using a 6-step process.
 - An analytical, methodical approach to achieve mutual understanding and create shared value
 - Foundation for enduring relationship to build partnership capacity

Set conditions to enable Installation and Community Leaders to see opportunities



U.S. AIR FORCE

AF Community Partnership Task Force

- A Cross-functional Air Force Community Partnership Task Force, chaired by SAF/IEI helps guide efforts to identify and reduce potential AF-wide operating costs
- Members' expertise assists you through P4 process:
 - Installations
 - Energy
 - Contracting
 - Communications
 - Finance
 - Legal
 - Legislative Liaison
 - Reserve Affairs
 - Public Affairs
 - Services
 - Air Operations
 - Logistics
 - Security
 - National Guard
 - Health
 - Cost Efficiency
 - Small Business
 - Office of Economic Adjustment
 - Base Exchange?
 - DoD Schools?



Possible Stakeholders

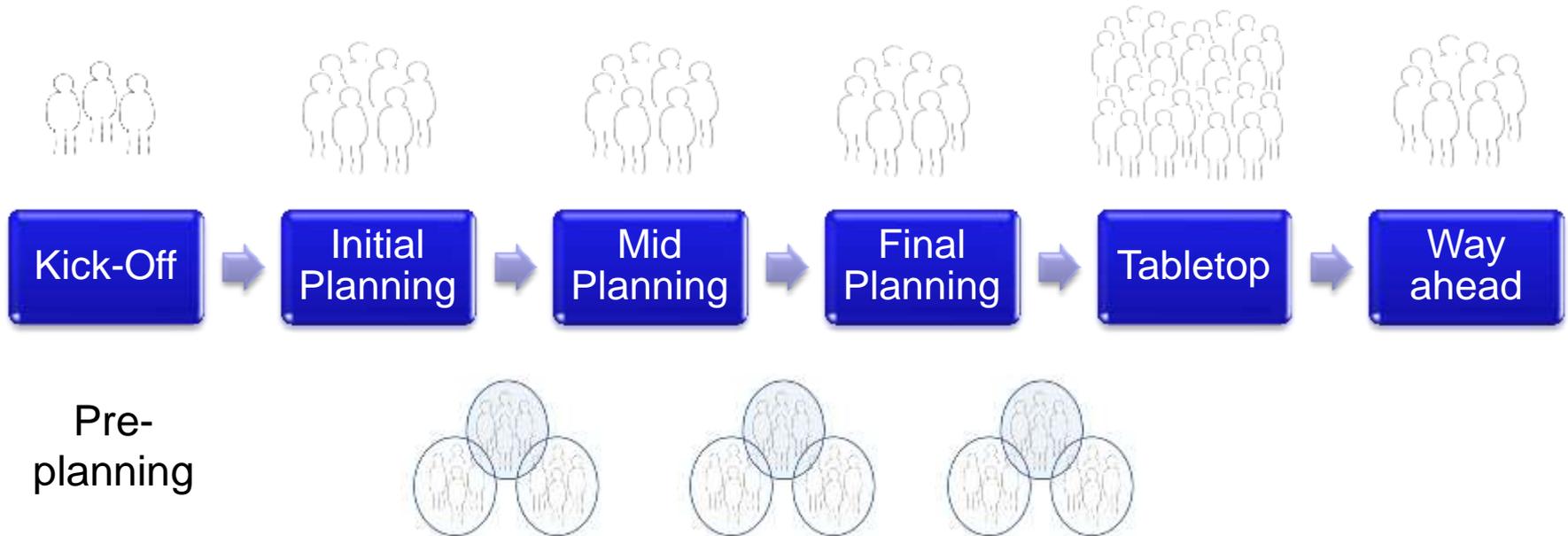
- Local, State & Federal Governments (City Managers, Emergency Management, and Public Works)
- Regional Planning Organizations
- Key Tenant Organizations
- Economic Development Organizations
- Educators and University Organizations
- Non-Governmental Organizations
- Conservation Organizations
- Union Representatives
- Utility Companies
- Community Thought Leaders (e.g., Community Alliances, Chambers of Commerce)
- Non-Profits
- Private sector experts (as appropriate)



U.S. AIR FORCE

AF Community Partnership Process

- Typically a 6- Step TTX Process: 6-8 months



- The AF Community Partnership process is adaptable
 - Identify focus areas, partners, required meetings



- **There are many DoD and Federal agency legal authorities that an installation can utilize for a partnership agreement**
- **Lay out the initiative objectives first, then identify the tools to make it happen**



Potential Cross-Functional Initiatives

U.S. AIR FORCE

- **Prisoner Detention**
- **Shared use Firing Ranges**
- **Cooperative Police Training**
- **Many of the AF Services provided Airmen support programs**
 - **Youth Programs**
 - **Lodging**
 - **Community Educational Center near front gate**
- **Waste Management/Recycling**
- **Snow removal**
- **Cooperative Fire Training/Support**
- **Chaplain Programs**
- **Pharmacy**
- **Data Center Training/Cable Maintenance**
- **Expand bus system**
- **Airport Operations and Maintenance**
- **University training of critical need interns**
- **Strategic Sourcing**
- **Sharing of Security intelligence**



The AF Community Partnership Process is simple

- Provide a Partnership “Brokering Team” when Installation and Community Leaders commit to using the AF process
- Schedule a series of 6 meetings that enable identifying potential partnership initiatives—this series of meetings helps identify potential initiatives that address mutual need and capacities
- Once initiatives are “fleshed-out” in adequate detail, bring in experts to help define the way forward—this will help drive initiative priority (see 6-step meeting slide)
- By the time of the Table Top Exercise, identify exactly, what resources are required, when resources will be needed and who programs
- Do it! (or program for funding then do it)



U.S. AIR FORCE

We're on the Web: www.afcec.af.mil

U.S. Air Force Civil Engineer Center



HOME NEWS MULTIMEDIA LIBRARY DIRECTORATES QUESTIONS

Most Viewed News Archive

AFCEC News

MEDIA RELEASE: Air Force seeks developers for Alaska coal plant lease

Air Force adopts mascot in the Win the War Against Waste campaign

I am Air Force Energy campaign in full swing

National Fire Prevention Week: Have 2 Ways Out

MEDIA RELEASE: Kelly Restoration Advisory Board meets Oct. 9

AF Headlines

F-35A completes first in-flight JDAM release

Through Airmen's Eyes: Ultimate wingman helps save friend's life

Pacific Thunder gets jump start at Osan AB

AF soccer team wins 2nd straight armed forces championship

Through Airmen's Eyes: Airman keeps mission on target

Airmen missing from Vietnam War identified **1**

Air Force adopts mascot in the 'Win the War Against Waste' campaign **4**

Airmen deliver aid 'outside the wire' **2**

New York Air National Guard supports Antarctic research **2**

AF officials releasing enlisted quarterly assignment listing

Air Force Civil Engineer Center Top Stories 01 / 06 |< prev next >|

AFCEC Videos

Air Force Civil Engineer Center Spotlights

Air Force CE Heritage

Conserve Today . . .

CE stands up new unit

Air Force Videos

Official Site of the U.S. Air Force Video 02 / 10 « prev next »

Search

search AFLink

General Images Video

View All RSS

Follow AFCEC

Mission areas

- Base Realignment and Closure
- Civil engineer operations
- Design & construction
- Enhanced Use Lease
- Environment
- Facility energy
- Installation planning
- Readiness & emergency management

Quick Links

- AFCEC Fact Sheet
- Business Opportunities
- Freedom of Information Act
- Privacy & Security Notice
- Notice and Consent
- ERPIMS

Reach-Back Assistance



U.S. AIR FORCE

How to Contact Us

AFCEC Public Affairs
afcec.pa@us.af.mil
(210) 395-8329