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
The AFCEC vision is to lead the way in delivering Civil Engineering enterprise solutions.
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
AF/A7C
The Civil Engineer
Maj Gen Tim Byers

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

AF/ACE
Associate Civil Engineer
Col Scott Hoover

AFCEC
Air Force Civil
Engineer Center
Mr. Joe Sciabica

AF/A7CM
Chief, Enlisted Matters
CMSGt Jerry Lewis

AF/A7CI
Installations
Division
Col Ed Oshiba

AF/A7CF
Facility Mgmt
Division
Mr. Robert Gill

AF/A7CE
Environment &
Energy Division
Mr. Gerald Johnson

AF/A7CO
Operations
Division
Col Derrek Sanks

AF/A7CX
Readiness & Emergency
Management Division
Col Darren Gibbs

AF/A7CR
Chief Financial
Officer
Mr. Roger Bick

• Builds and defends the POM
• Planning:
  o Strategic
  o Installation
  o NEPA
  o Encroachment
  o Investment
• Built Environment
• Execution oversight:
  o O&M
  o MILCON
  o Capital improvements
• Natural Environment
• Energy policy, oversight and resource advocacy
• Execution oversight:
  o CE Energy strategy
  o EQ
  o ERA
• Facility Operations support functions
• Real Property asset accountability
• Housing Operations support
• CE garrison & expeditionary
  o Readiness
  o Firefighting
  o Emergency Management
  o Explosive Ordnance Disposal
  o Lessons learned
• Ensures financial internal controls and audit-ability
  • AF CE O&M funding advocate
  • NexGen IT System
  • Force Management
AFCEC Organization

AFCEC Director

Director of Staff
- Public Affairs
- Mission Support
- Human Resources

Chief Information Office

Chief Financial Office

Staff Judge Advocate Office

Planning and Integration Directorate
- Strategic enterprise wide planning
- Enterprise-wide output standards
- AFCAMP Investment Plan – IPLS (Budget year) development / integration
- AFAMP Investment Plan (POM) development

Facility Engineering Directorate
- Centralized Design & Construction services for MILCON and O&M funded projects
- Standardized designs for similar facility and infrastructure
- Expertise in all facility engineering disciplines

Energy Directorate
- Facility energy and utility rate negotiation support
- Energy clearinghouse
- Renewable energy focal point

Environmental Directorate
- Planning, program and project validation, prioritization, strategy, technical support & execution for:
  - Compliance
  - Restoration
  - Natural and Cultural Resources
  - NEPA Center

Operations Directorate
- Facility operations analysis, standardization support & infrastructure assessment
- Military CFM
- Preventative maint. oversight
- Airfield pavement evaluations & CE Maint, Inspection & Repair Teams

Installations Directorate
- Active Duty Real Estate Transactions, Real Property Asset Management
- Base Realignment and Closure (BRAC) Program
- Enhanced Use Lease Program
- Housing and utility privatization portfolio management

Readiness Directorate
- PRIME BEEF, RED HORSE, Expeditionary Engineering, Fire, EOD, and Emergency Mgmt
- AF Contract Augmentation Program (AFCAP) support
- Reach-back center support
- CE RDT&E

Staff Judge Advocate Office

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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
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
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
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 streamlines 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
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
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

- **Airfields**
  - 154M Sq Yds of Pavement
    - 229 x Dulles Airport

- **Facilities**
  - 634M Sq Ft of Buildings
    - 89 x Microsoft Corporation
    - 1.5 x GM

- **Dormitories**
  - 69,500 Dorm Rooms
    - 1.5 x Doubletree Hotels

- **Plant Replacement Value**
  - $255B PRV
    - Equal to Chevron’s annual revenue

- **10M Acres of Land**
  - 2 x New Jersey

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
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 ($\pi$),
  - …mathematicians began using the Greek letter $\pi$ 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 ($\pi r^2$) and when you add an ‘e’, it makes for a pretty good dessert.

March 14 is Pi Day, a sacred celebration in which radius and circumference lovers rejoice over circular snacks and decimal-reciting contests.
Why did AF create P&I?
Let's talk about:
- Planning
- Single data call
- Asset Management/AMP/IPL
- Integration at Enterprise level

Planning & Integration Director

Administrative Assistant

Workflow

Comprehensive Planning Division
- Installation Complex Development Branch
- Regional Development Planning Branch

Activity Integration Division
- Comprehensive Program Development Branch
- Built Infrastructure Activities Analysis Branch
The Air Force Budget
Plan ahead, Integrate next $, Impact?

“Typical FY”

$116B

MILPERS $28.6B
Civilian Pay $10.2B
Operations & Sustainment $30.8B
Facilities SRM $2.5B
MILCON/BRAC/MFH $2.4B
RDT&E $18.7B
Procurement $21.7B

$116B

Numbers may not add due to rounding

Typical FY

Day-to-Day Ops 62%

O&M $43.4B
MILPERS $28.6B
Procurement $21.7B
RDT&E $19.4B

Integrity - Service - Excellence
### Planning & Integration
**Integrate & Impact!**

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

**What is impact of this decision?**

- 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

26
**Planning & Integration**

Integrate & Impact...& Risk?

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**Impact & Probability**

- **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

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**Water Asset Risk & ROI Investment Chart**

- **Red Quadrant = Unacceptable Risk. High Probability of Failure and High Mission Impact if it Fails.**
- **Low Mission Impact Asset, but it’s in such bad shape that replacement will pay for itself ...a good business decision!**

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*I n t e g r i t y  -  S e r v i c e  -  E x c e l l e n c e*
• 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

- Core Function Lead Integrators (CFLI)
- MAJCOM Commanders
- Installation Commanders

AF Corporate Strategic Goals

- Presidential/Congressional Mandates
- SecAF Vision & Goals
- CSAF Vision & Goals

WSA of the Future
Fix USAFA
Modernize Airfields
New Mission Beddowns

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

Integrity - Service - Excellence
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 & Aquire
- Ready Engineers
## Planning & Integration
### Energy & Dorms COA

<table>
<thead>
<tr>
<th>Mission Requirements</th>
<th>AF Corporate Strategic Goals</th>
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<tr>
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<td>Ready Engineers</td>
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**Integrity - Service - Excellence**
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?
• 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**

(through ESG/771 ESS CECC)

- 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**

(through ESG/772 ESS-AFCEC)

- CE Enterprise Services

- 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

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O’Neill 201303014/0700 HRS

*Integrity - Service - Excellence*
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
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

AFCEC Execution

- 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

Management of CE Enterprise Portfolio
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

**Enterprise Procurement**

- 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
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
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 ConstructionVehicle

- 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


Contact AFCEC Strategic Acquisitions Team @ 210-395-1701
Enhanced Use Lease Program

Brig Gen Vince Saroni, P.E.
Deputy Director
19 Jun 2013
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
Hill AFB

EUL facilitated new construction, maintenance and repairs.

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

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

Eglins’s 96th Wing will install test monitoring equipment on hotel roof.

Integrity - Service - Excellence
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
Developing EUL Opportunities

Energy Opportunities

Real Estate Opportunities

Integrity - Service - Excellence
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.afcecc.af.mil/eul
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
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”

Jun 2013
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
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”
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
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)
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
Authorities

- 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

- 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)

The process is simple, but gaining efficiency requires hard work
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