SAME HOUSTON-GALVESTON POST
PUBLIC AGENCY BANQUET

Colonel Brooks Schultze
Deputy Commander, Southwestern Division
13 June 2023
SOUTHWESTERN DIVISION

Division Leadership

Colonel Kenneth N. Reed
SWD Commander

Colonel James M. Schultze
Deputy Commander

Mr. Richard Byrd, SES
Director of Regional Business

Mr. Wes Coleman
Director of Programs

District Commanders

Colonel Paul Culberson
Ft. Worth District Commander

Colonel Rhett Blackmon
Galveston District Commander

Colonel Damon Knarr
Little Rock District Commander

Colonel Timothy Hudson
Tulsa District Commander
SWD SUPPLEMENTAL PROGRAM

BBA18 – PL 115-123
Total Budget: $5.1B
40 Projects (FCCE, OM, CON)

DRA19 – PL 116-20
Total Budget: $32.8M
4 Projects (OM)

DRSAA – PL 117-43
Total Budget: $170M
33 Projects (OM, CON)

BIL – PL 117-58
Total Budget: $1.3B
83 Projects (OM, CAP, CON)

$6.6B total supplemental appropriations equals 70% of CW program
Accomplishments - $1.2B total obligations and 19 CON Awards
SWD SUPPLEMENTAL PROGRAM

SWD SUPP CON Awards Outlook*

*Reflects current schedules
### Current Approach

<table>
<thead>
<tr>
<th>CLIN</th>
<th>Proposal</th>
</tr>
</thead>
<tbody>
<tr>
<td>0001</td>
<td>$1,000</td>
</tr>
<tr>
<td>0002</td>
<td>$5,000</td>
</tr>
<tr>
<td>0003</td>
<td>$4,000</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$10,000</strong></td>
</tr>
</tbody>
</table>

- Firm Fixed Prices remain valid for one period. Contractors unable/unwilling to hold prices past 60 – 90 days due to inflation.

### PIVOT Approach

<table>
<thead>
<tr>
<th></th>
<th>Period 1 0-90 days</th>
<th>Period 2 91-180 days</th>
<th>Period 3 181-965 days</th>
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</thead>
<tbody>
<tr>
<td>CLIN 0001</td>
<td>$1,000</td>
<td>$1,100</td>
<td>$1,500</td>
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<tr>
<td>CLIN 0002</td>
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<td>$5,500</td>
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<td>CLIN 0003</td>
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<td>$6,400</td>
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<tr>
<td><strong>TOTALS</strong></td>
<td><strong>$10,000</strong></td>
<td><strong>$11,000</strong></td>
<td><strong>$15,000</strong></td>
</tr>
</tbody>
</table>

- Multiple prices over time, providing contractors a way to hedge risk.
INTEGRATED DESIGN AND CONSTRUCTION

Construction Option Award at 95% to 100% design comp

Government (USACE) ➔ Stakeholders

Designer (In-house or AE) ➔ IDaC Contractor ➔ Subcontractors ➔ Consultants

Collaboration

ECI – IDaC

AE ➔ PreCon Svs ➔ Firm Fixed Price Construction ➔ Finish

Traditional FFP Administration

✓ Integration
✓ Collaboration
✓ Cost
✓ Schedule
✓ Quality
✓ Shared Risk
PRECONSTRUCTION SERVICES

AE Contract

15% Design 35% Review 65% Review 95% Review 100% Complete

Construction Contract

PreConst Services

Issue RFP to convert Option

Construction

Less Risk to Prime = Savings or Scope for Customer

Risk

Prime's Certainty of Requirements

Driving down risk

Profit

15% 35% 65% 95% 100% NTP Complete

Design Preconstruction Production Point Construction

Early Prime Contractor Input Produces Greater Savings

Project Maturity

$ Savings

15% 35% 65% 95% 100% NTP Complete

Design Preconstruction Production Point Construction