

MAPPS DoD/USACE Liaison Meeting Notes
San Antonio ASPRS/MAPPS Conference
November 9, 2006

Speaker: Dennis Morgan St. Louis USACE
Moderator: Dave Hart, Continental Mapping Consultants
Meeting Secretary: Rob Hench, GRW
Attendees: Scott Vandermark, Aerometric
Michael Janus, Tenix Lads
Terry Keating, Lucerne
Jeff Padgett GRW Aerial Surveys
Gerry Wingate, GRW
Keith McNease, SAM
Jerry Stewart, L.R. Kimball
Jay Arnold, 3001
Robert Dzur, Bohannon Huston
James Ferguson, Terrapoint
Claire Kiedrowski, Kappa Mapping
Gary Manzer, Mapcon
Richard McDonald, Michael Baker
Mike Ritchie, Photo Science
John Palatiello, MAPPS

The meeting was held at 4:00 p.m. on Thursday, November, 9th at the Crown Plaza hotel. The Meeting was hosted by Mr. Dennis Morgan from the St. Louis District Corps of Engineers.

General Notes

- 1) The St. Louis District is the national Center of Excellence for Photogrammetry for the Corps of Engineers. Their mission is to provide rapid response for surveying, photography, mapping, GIS, and QA/QC projects for a wide variety of Local, State and Federal agencies.
- 2) The St. Louis District supports the mapping needs for a wide variety of other federal agencies including FEMA, NRCS, USGS, DOD, National Guard, and other Corps of Engineers districts.
- 3) The St. Louis District does not produce any mapping products in-house, but they do occasionally modify, verify and process contractor supplied data.
- 4) The St. Louis District has contracting officers who work directly in their photogrammetry branch.
- 5) Profit levels for individual task orders depend on the perceived difficulties of the task and the risk inherent in the task. For example, Dennis said that a task order

in which the COE provided the photography and control will have a lower profit percentage because the COE is assuming some of the risk by providing the source material.

- 6) USGS is the primary federal mapping agency. Other agencies such as the Corps of Engineers and the National Geodetic Survey are secondary/support agencies that are used on an as-needed basis.
- 7) COE contracting vehicles encourage contractors to bring other potential partners (local/state government) to the contracting vehicle. This has worked very successfully to date.
- 8) Examples of successful mapping programs recently run through St. Louis include relationships with National Guard for their facilities and work on the National Levee Database Inventory with FEMA. For the Levee Database work, the St. Louis COE is working on two district pilot projects currently. Potential here for much more interaction and work for contractors. Other partnership examples include NRCS partnership to research LIDAR.
- 9) There will be an entirely new Topographic Surveying Manual soon on the COE web site (EM 1110-1-1005 Topographic Surveying). Check back there often in the next couple of months.
- 10) Question regarding COE policy related to contracting: The USACE has a 'matrix' for determining profit on a project based on risk, schedule, and complexity of task. This matrix is used on some orders, and not on others. What FAR, D-FAR, or E-FAR controls this?
Answer: In general, discretion of the contracting officer, in consultation with the COE team on 'complexity' is used. The specific FAR governing these actions can be found in ER 5-1-10 - Part 5a Policy and Part 5b5; EFARS Part 7 and Part 15.

Large Nationwide/Worldwide Contracts through the St. Louis COE

- 1) The St. Louis district currently has 7 nationwide photogrammetry contracts that are each 3 year - \$3,000,000 contracts. These contracts were used up faster than expected, so they are requesting larger and longer contracts this time. They also have smaller nationwide surveying contracts that are \$1,500,000 over three years.
- 2) They anticipate having a new announcement sometime around January, 2007 for the next round of photogrammetry contracts. This time, they have requested 7 contracts that are each \$8,000,000 over 5 years. These contracts are expected to be unrestricted contracts. No small business set-asides are expected. Working on getting these contracts out now.

- 3) The St. Louis nationwide/worldwide contracts can also be used to bring work to the COE. The contract holders can bring the work and the funding to the St. Louis COE for mapping projects for just about any local, state or federal client.
- 4) Dennis said that the unit rates for the 7 large contracts will be negotiated individually with each of the selected firms. Once those rates are negotiated, the rates can not be used to determine which of the 7 firms are given individual task orders.
- 5) The Nationwide/Worldwide contracts are selected based on qualifications. Office location has no bearing on the selection process. The Buckeye projects are one example of this.

Small District-wide Contracts through the St. Louis COE

- 1) There is a current announcement out now for surveying and hydrographic surveying for the St. Louis district. This announcement is meant to support the St. Louis district only (as opposed to the larger nationwide/worldwide contracts).
- 2) St. Louis COE also recently issued an announcement for photogrammetry services for the St. Louis district (as opposed to the larger nationwide/worldwide contracts). They have made the initial selection on this contract but have not yet made an official announcement because they are still negotiating the unit rates.

Proposal Strategy

- 1) Make sure that you specifically cover all of the requirements listed in the announcement in your 330 form.
- 2) The requirements in the announcements are listed by order of importance. The most important requirements are listed first.
- 3) Include detailed equipment and staff documentation and show how that equipment and staff directly applies to the listed requirements in the announcement.