

Overseas Buildings Operations



Industry Day

2004

U.S. Department of State



Agenda



Industry Day

Ronald Reagan Building and
International Trade Center
Washington, DC

October 13, 2004

09:30-10:15 *Keynote Address General (RET.)*

Charles E. Williams

Director and Chief Operating Officer

10:15-10:45 *Walter Cate*, Director FDCD

Acquisitions Management

The Contracting Process

10:45-11:15 *Durie White*, Operations Director

Small/Disadvantaged Business Utilization

11:15-11:45 *Kimberly Baugher*, Industrial Security Specialist

Diplomatic Security Clearances for Facilities and

Personnel

11:45-12:00 Question and Answer Session

1200-1330 *Lunch and Networking*

13:30-15:00 *Subcontracting and teaming arrangements*

in amphitheater – Louis Pruitt (mediator)

Our Customers

Serve in 260 cities in 176 countries

- 57,000 Department of State employees
 - 30% U.S. citizens; 70% for locally engaged staff
 - 80% based overseas; 20% based in the US
- House over 60,000 USG employees from 35 USG agencies
- Provide facilities for processing of over 8.4 million visa applicants per year
- Provide facilities to support U.S. assistance to host country citizens, businesses, and government

Santo Domingo Consular Crowds



Dhaka Consular



Monterrey Consular



Our Mission

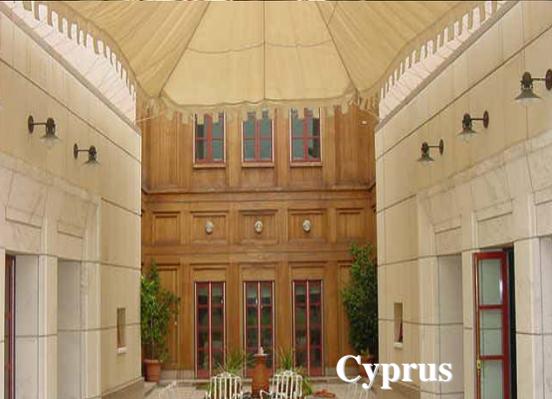


Our Facilities



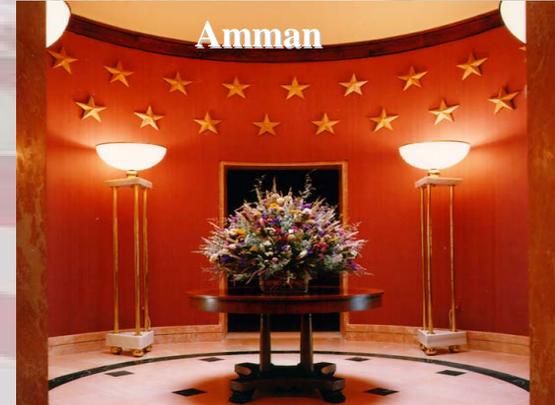
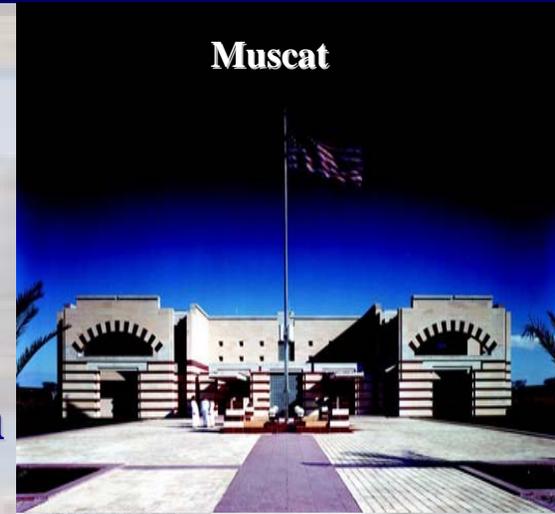
15,000 properties at 260 locations

41 NEC /Annex projects under design/construction (\$2.8B)



46 rehab projects underway (\$579M)

38 NEC projects in planning (\$2.96B)



Capital Construction Program



The Construction Program:

140 new embassy and consular compounds

Total capital \$15 billion

Funded over 11 years

Annual cost \$1.4 billion



Exceptional Properties



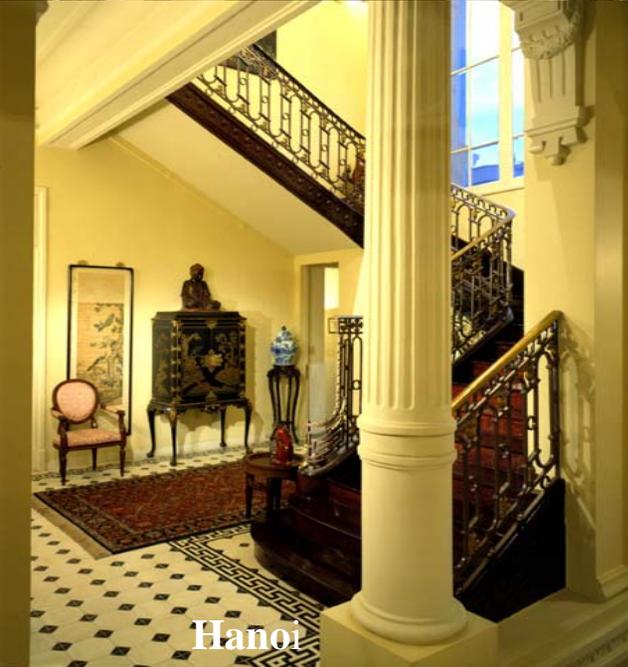
Buenos Aires



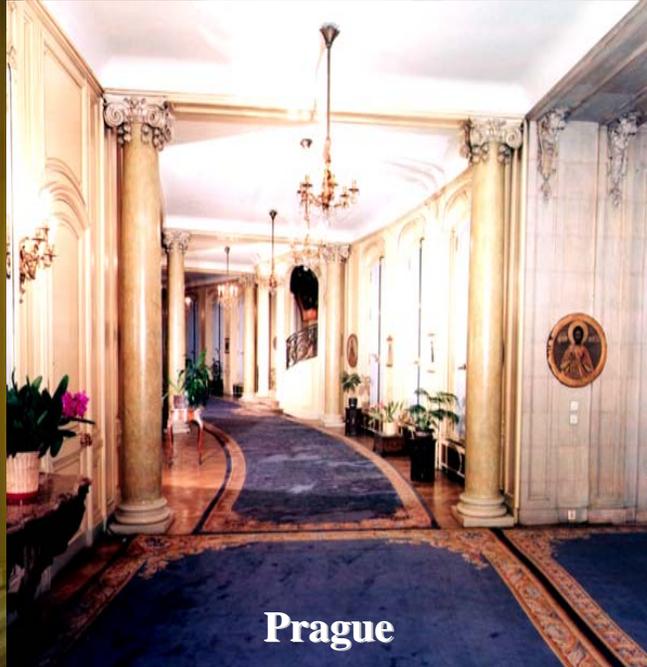
Cairo



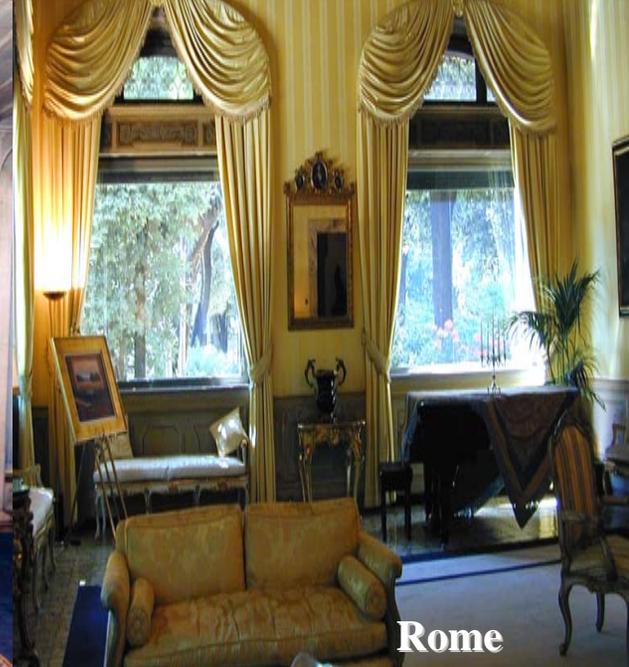
Tokyo



Hanoi

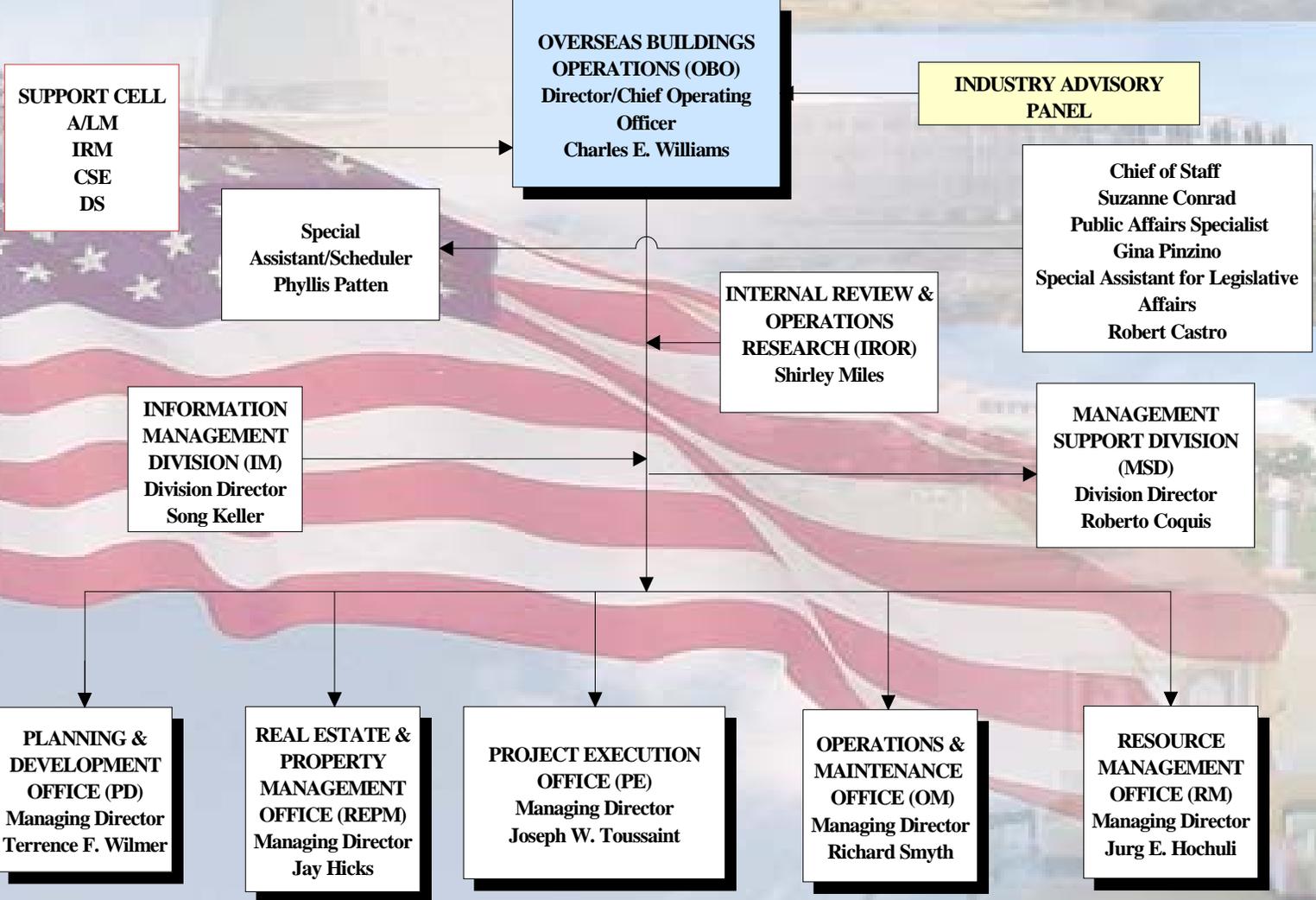


Prague



Rome

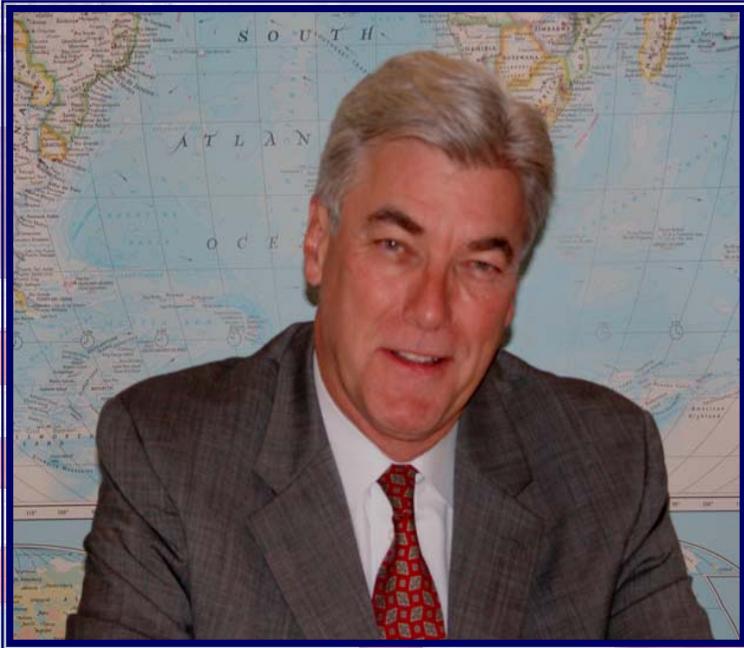
Our Organization





**Meet the
Top Team**

Planning and Development



Terrence F. Wilmer
Managing Director

New Initiatives

Project Development

Project Planning

**Project Evaluation
and Analysis**

Real Estate & Property Management



Jay A. Hicks
Managing Director

**Acquisitions &
Disposals**

Evaluations

**Real Property
Management**

Project Execution



Joseph Toussaint
Managing Director

**Construction &
Commissioning**

Design & Engineering

Interiors & Furnishings
Security Management

Special Projects
Coordination

Operations & Maintenance



Richard Smyth
Managing Director

Area Management

Art in Embassies

Facility Management

Fire Protection

Safety, Health &

Environmental

Management

Resource Management



Jürg Hochuli
Managing Director

**Financial
Management**

Human Resources

**Policy and
Programming**

Chief of Staff



Suzanne Conrad



Management Support



Roberto Coquis, Director



Information Management



Song Keller, Director

Internal Review/Operations Research



Shirley Miles, Manager

Our Partners

- **Congress**
- **OMB**
- **Contractors/Consultants 2,376 in FY04**
- **Logistics Management (A/LM)**
- **Diplomatic Security (DS)**
- **IRM**
- **Tenants**
- **GAO/OIG**

Our Tools

- **Long-Range Overseas Buildings Plan (LROBP)**
- **Integrated Design Reviews (IDR)**
- **Industry Advisory Panel**
- **Accountability Reviews**
- **Performance Measures**
- **Communication**

OBO Best Practices

- **Industry Advisory Panel**
- **Interagency Facilities Council**
- **Real Property Advisory Board**
- **Cost estimation evaluation (Benchmark & Validation)**
- **Value Engineering (Planning & Execution)**
- **Standard Embassy Designs**
- **Integrated Planning and Design Reviews**
- **Design-Build delivery method**
- **Formal training programs (i.e., COR, etc.)**
- **Operational reviews and system analyses**
- **Facilities Maintenance fully integrated in plans**
- **GAO & OIG partnership**
- **Monthly Project Performance Reviews**
- **Project Definition Rating Index**
- **Life Cycle Project Planning**

OBO with Industry

FY 04 Obligations/Performance (Dollars in Millions)

<u>Type</u>	<u>Number</u>	<u>FY 2004 Value</u>	<u>FY 2005 FY 05 Value</u>
New Embassy Compounds Awarded	9	\$582.3	\$560.0
New Embassy Annexes Awarded	4	77.7	120
New Interim Office Building	1	49.7	0
Site Acquisitions	11	50.8	81
Ongoing NEC Projects	27	251.9	400
New Multi-Unit Housing Acquisitions	5	16.4	17
Marine Security Guard Quarters	2	4.8	0
Marine Security Guard Detachments	10	13.6	0
Perimeter/Compound Security Upgrades		139.2	127
Major Rehabilitation	24	54.2	64.4
Maintenace & Repair Projects		<u>59.9</u>	<u>60.8</u>
Total Project Obligations		1,300.5	1,430
Operations		623.3	550
Grand Total FY 2003 Obligations		\$1,923.8	\$1,980.2

OBO with Industry

Percentage by small business category:

Small Business- 27.30%

- Disadvantaged Small Business- 21.13%
- 8(a) Set-Aside- 14.87%
- HUB Zone Small Business- 8.38%
- Veteran Owned Small Business- 2.60%
- Disabled Veteran Owned Small Business- 1.47%
- Woman Owned Small Business- 1.27%

Total Contractors FY 04 = 2,376

Your OBO Contacts

EXHIBITORS

Department of State Office of Logistics Management & Acquisitions Facilities Design and Construction Division

Architectural-Engineering Contracting Branch/ Major Support Contracting Branch

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Construction and Design/Build Contracting Branch

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N Prime Contractors and Subcontractor Networking



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