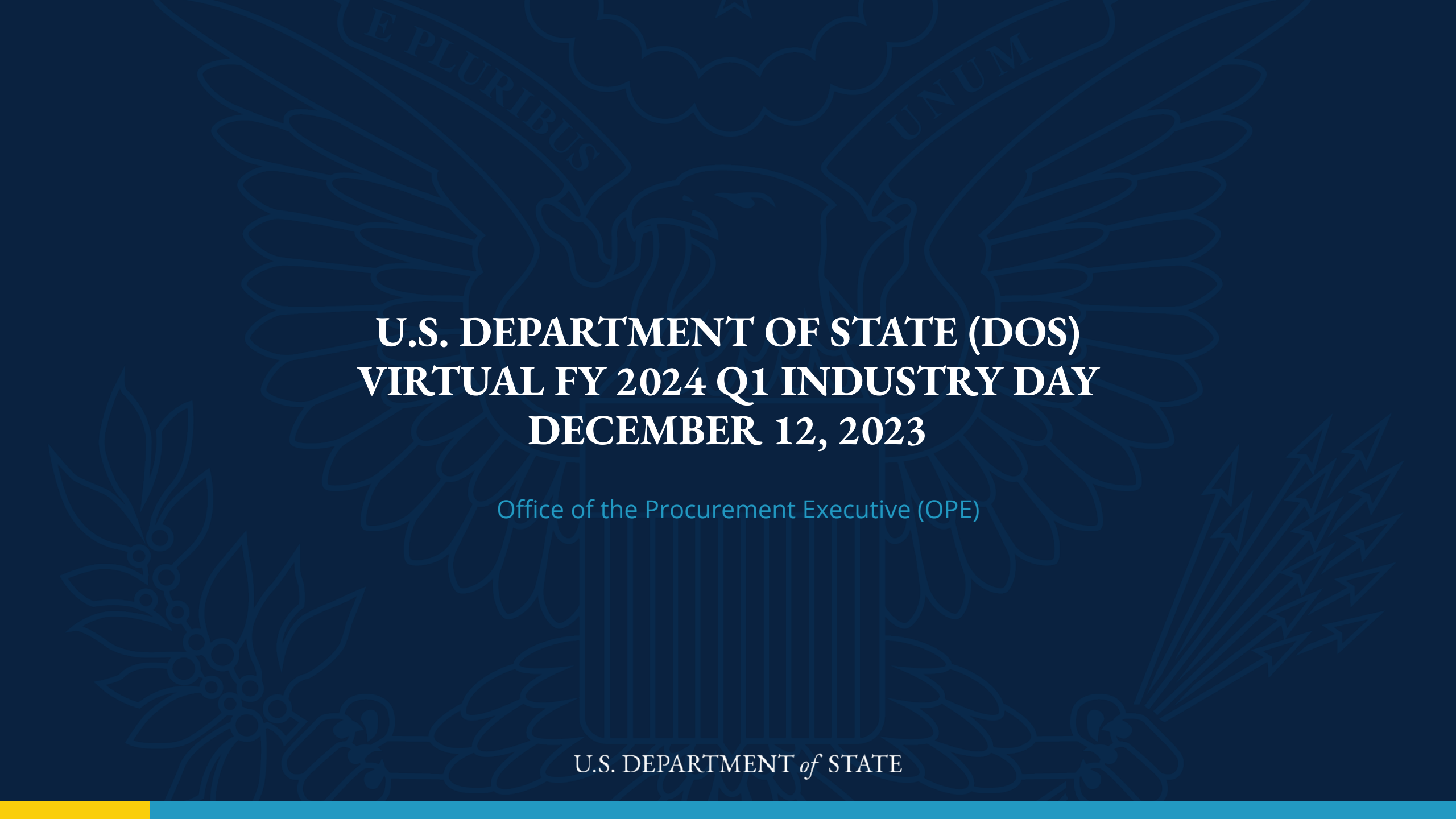


**U.S. DEPARTMENT OF STATE (DOS)
VIRTUAL FY 2024 Q1 INDUSTRY DAY
DECEMBER 12, 2023**

Event will begin momentarily

U.S. DEPARTMENT *of* STATE



**U.S. DEPARTMENT OF STATE (DOS)
VIRTUAL FY 2024 Q1 INDUSTRY DAY
DECEMBER 12, 2023**

Office of the Procurement Executive (OPE)

U.S. DEPARTMENT *of* STATE



**U.S. DEPARTMENT OF STATE (DOS)
VIRTUAL FY 2024 Q1 INDUSTRY DAY**

Microphones on Mute

Cameras Off

Hold Questions Until the End

U.S. DEPARTMENT *of* STATE

Jaime Gracia

Director for Strategic Enterprise
Programs

Industry Liaison | Acquisition

Innovation Advocate

Center for Acquisition Experience
(CAE)



INDUSTRY LIAISON



Industry Liaison

- Promotes timely responses to general vendor requests where appropriate.
- Helps program and acquisition personnel develop strategies for engaging potential vendors that can provide capabilities necessary to achieve agency missions.
- Works with the agency's AIA and OSDBU to drive practices that improve communication with vendors.
- Encourages vendor feedback on agency acquisitions and monitor marketplace interest in agency requirements.



STEPS TO WORK WITH DOS

1. Define your product or service.
2. Register your business.
3. Identify your target market/customer.
4. Understand Department of State procurement rules.
5. Create a consistent, solid market presence.
6. Obtain necessary security clearances.
7. Tap into your networks.
8. Start by subcontracting.
9. Consider contracting “vehicles”.
10. Strategically utilize set-asides.

DOS PROCUREMENT ENGAGEMENT & COMMUNICATION



- Small business outreach sessions or conferences
- Market research
- One-on-one meetings with vendors
- Product demonstrations
- Sources sought notices
- Pre-solicitation notices
- Draft Request for Proposal or Quote (DRFP/DRFQ)
- Requests for Information (RFI)

DOS ACQUISITION PRIORITIES



1. Foster a climate that encourages competition and supplier diversity with an emphasis on the construction portfolio and the diplomatic security portfolio.
2. Support the industrial base by innovating acquisition planning and reducing the usage of interim contracting solutions for services that extend periods of performance.
3. Foster quality pre-award procurement activity and post-award contract administration to maximize return on investment for taxpayer dollars through discretionary spending.
4. Maximize the capacity and prowess of the Acquisition Workforce and build an Acquisition Community of Practice across the enterprise.
5. Promote an innovative procurement culture centered on enhancing the Acquisition Experience for customers, practitioners, and stakeholders using alternative approaches and cognitive tools.

George Price

Office of Small and Disadvantaged Business Utilization (OSDBU)



U.S. DEPARTMENT *of* STATE
Virtual FY 2024 Q1 Industry Day

Patrick Reilly
Division Director

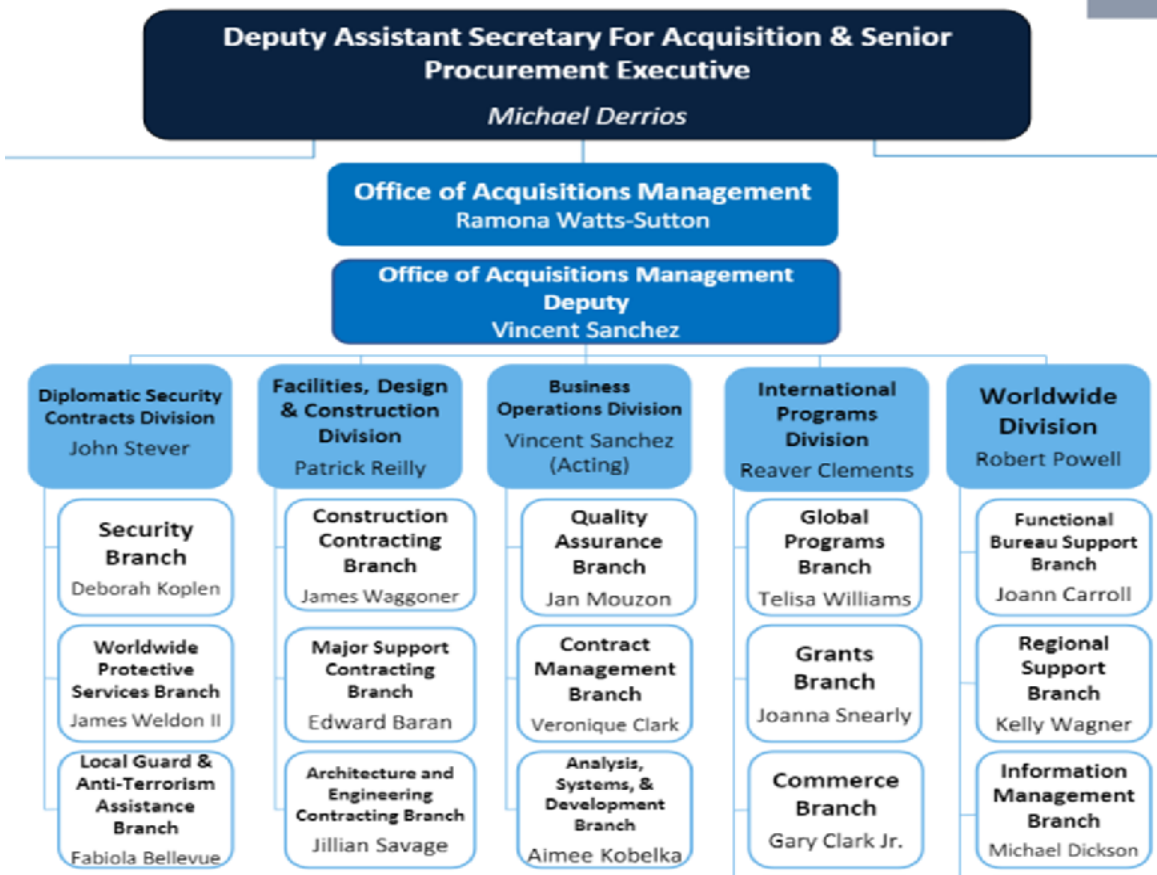


U.S. DEPARTMENT *of* STATE
Virtual FY 2024 Q1 Industry Day



A/OPE/AQM/FDCD

A/OPE/AQM Facilities Design and Construction Contracting





- **Department of State Acquisition Priorities**

Foster a climate that encourages competition and supplier diversity with emphasis on the construction portfolio (e.g., large embassy and consulate building and infrastructure projects) and the diplomatic security portfolio (e.g., local guard programs).

- The work is complex, standards are high, but the rewards are great.
- More resources for Doing Business with State

<https://www.state.gov/build-with-obo/>

Victoria Hartke

Managing Director
OBO Directorate of Planning and Real
Estate (PRE)
Bureau of Overseas Buildings
Operations (OBO)



DIRECTORATE OF PLANNING AND REAL ESTATE (PRE)



- The Planning and Real Estate Directorate (PRE) plans and delivers safe, secure, functional, and resilient property overseas, and uses data to empower the Department to achieve its mission.
- PRE strives to be the preeminent provider of planning and real property services, delivering outstanding and creative real estate solutions through a diverse and dynamic workforce.
- PRE is responsible for real property portfolio planning and real estate transactions.
- PRE Portfolio by the Numbers

DIRECTORATE OF PLANNING AND REAL ESTATE (PRE)



Impacts

- New legislation
- Climate and resilience
- Data and technology
- Budget challenges

Responses

- Prioritization methodology
- Development of new programs
- Adaptable Accessible Housing Acquisition Program
- Representational Facilities Program
- Capital Planning Process

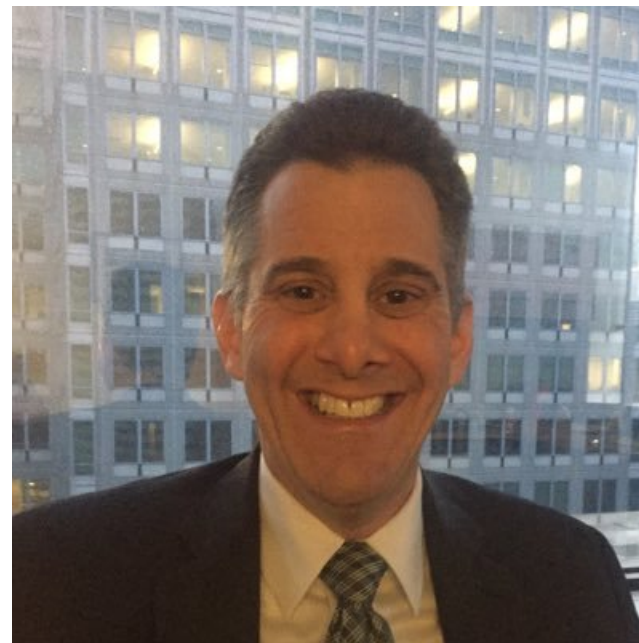
Innovative delivery of real estate transactions

- Foreign Service Buildings Act (22 U.S.C. § 292 (2021) §292(a)) as codified in the Foreign Affairs Manual (15 FAM 112.2) grants OBO broad latitude to manage its overseas real property portfolio.
- In addition to traditional methods of leasing, acquiring, and disposing of real property, OBO leverages its authorities as creatively and flexibly as possible to provide residential, representational, office and warehouse space overseas.
- Joint venture
- Build to Lease with Purchase Option
- Share purchase
- Exchange

PRE's fiduciary obligations to both overseas diplomatic corps and American taxpayers require collaboration with industry.

Jason Dallara

Office Director
Office of Acquisitions and
Disposals (OAD)
Bureau of Overseas Buildings
Operations (OBO)



OFFICE OF ACQUISITIONS AND DISPOSALS (OAD)



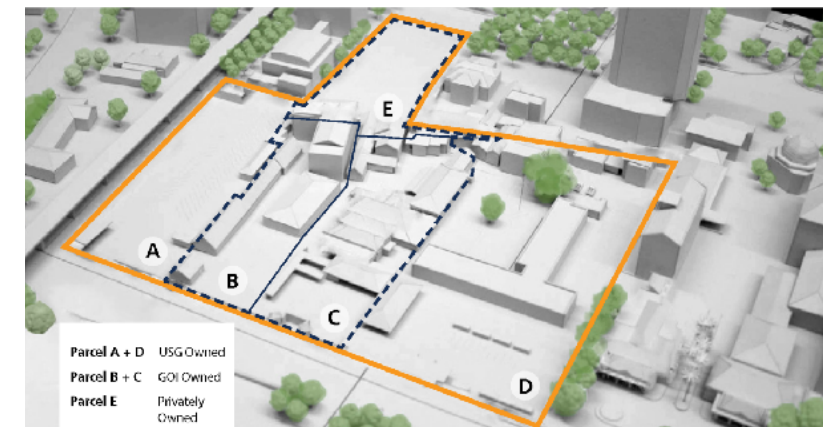
Site Acquisition Division

- Part of Capital Security Construction Program
- Leads land acquisition process for NECs/NCCs/NOXs
- Manages pipeline of 50+ site acquisitions (\$1+ billion in property values)
- Also pursues any ancillary land acquisitions



Major Initiatives

- Adjacent Parcels – logical consequence of more stay-in-place solutions
- Site-Assisted BTLs



OFFICE OF ACQUISITIONS AND DISPOSALS (OAD)



Site Selection

- Context and location
- Operational requirements
- Location of host government, customers.
- Security requirements
- Representation
- Central business districts
- Central, transitional urban neighborhoods
- **Takeaway --- > NEC Sites don't exist...we create them...**

Contracting – Negotiates contracts with seller (non-FAR)

Due Diligence

- Technical (PDCS)
- Political/Administrative

Congressional Notification

Closing

Post-Closing Actions





OFFICE OF ACQUISITIONS AND DISPOSALS (OAD)

Asset Management Division

- Real Property Acquisitions
 - SHOP – Staff Housing
 - Representational / Functional
 - MSGR – OCO funded
- Real Property Dispositions
- Managing 50+ real estate actions
- Over \$1.5 billion in property values



Major Initiatives

- High-profile actions (Hamburg)
- Joint Venture / Property Exchange (Seoul, Mexico City)

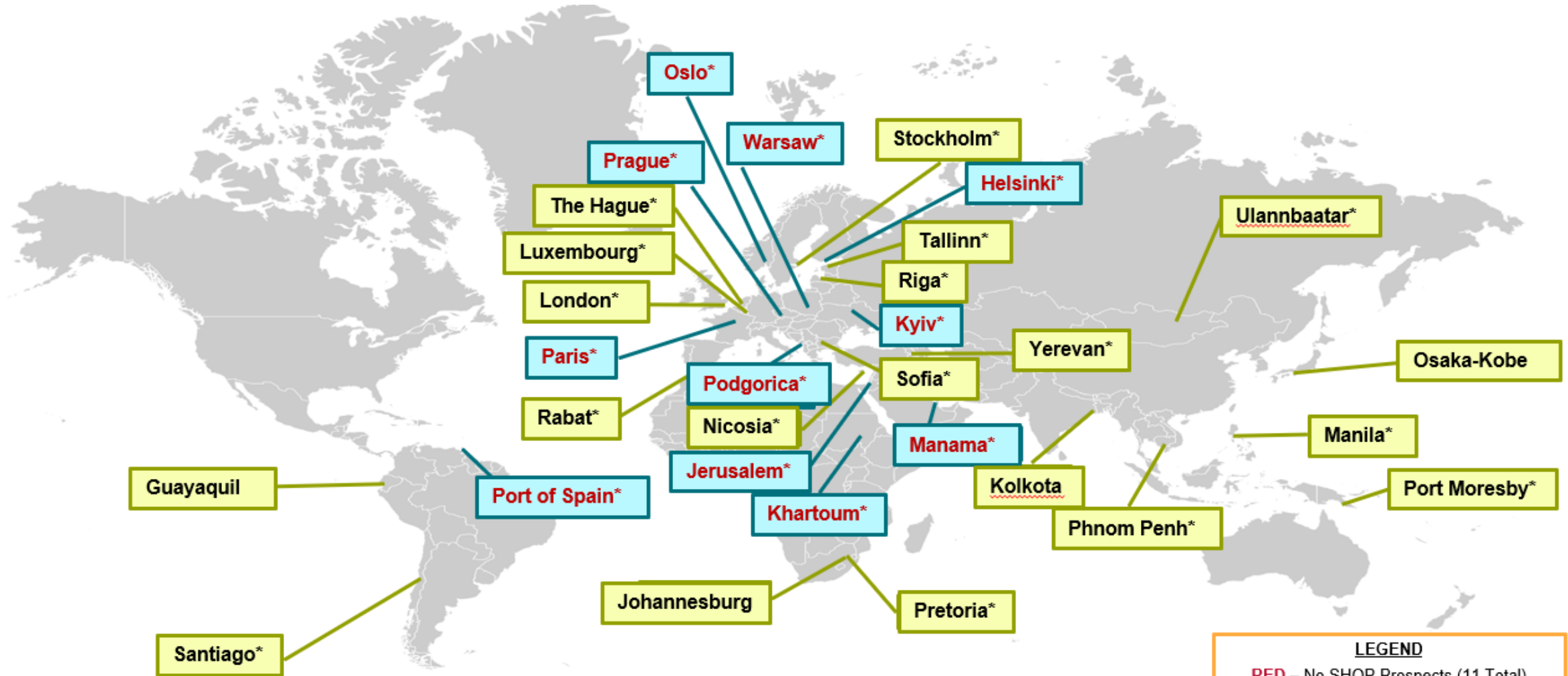
KALINAUSKO 20

| Unit No. | Level | Bedroom | Bathroom | SM |
|-----------|-------|---------|-----------------|-----|
| B1 | 2 | 2 | 2 full | 101 |
| B2a | 2 | 4 | 2 full / 1 half | 200 |
| B5 | 3 | 2 | 2 full | 107 |
| B10-11/12 | 4 | 4 | 2 full / 1 half | 189 |
| B13 | 5 | 2 | 2 full | 101 |
| B14 | 5 | 3 | 2 full | 142 |
| B15/16 | 5 | 4 | 2 full / 1 half | 101 |

U.S. DEPARTMENT OF STATE
BUREAU OF OVERSEAS BUILDINGS OPERATIONS
PLANNING AND REAL ESTATE



Staff Housing Opportunity to Purchase (SHOP)



LEGEND
RED – No SHOP Prospects (11 Total)
YELLOW – Active SHOP Action (20 Total)
* – Embassy Update 07/28/2022

Disposals



The goal of the Disposal Program ==> achieve the highest sale price possible for the U.S. government's surplus real estate assets

- Department has special authority to retain proceeds.
- Value Proposition
 - USG: Stewardship of taxpayers' assets (Congressional reports)
 - Post: Generate \$\$\$ for purchases
- High-Value Disposals
 - Mumbai, Oslo, Tel Aviv, and Hong Kong
 - Sealed bid, competitive process, and teamwork with post can yield great results.



Oslo Former Chancery



Hamburg Former Consulate



IDIQ – Acquisitions and Disposals

Acquisitions IDIQ

- Purpose – Support for international real estate acquisitions – searches, brokerage, support services
- Vendors – CBRE, JLL, Cushman Wakefield, Transwestern
- Renewal – Target Date 2024

Disposals IDIQ

- Purpose – Support for international real estate disposals - brokerage (compete by percentage)
- Vendors – CBRE, Cushman Wakefield, Knight Frank, DTZ (now CW)
- Renewal – Target Date 2025



Michael Lash

Office Director
Office of Real Property Leasing
(RPL)
Bureau of Overseas Buildings
Operations (OBO)



OFFICE OF REAL PROPERTY LEASING (RPL)



- Manage **global portfolio of 17,000 leases** –residential, office, warehouses, land
 - Centralized State Department authority on leasing and housing policy and regulations
 - Manage distribution of over \$500 million annually in direct lease costs
 - Active daily management of global portfolio with guidance and problem solving
 - Negotiate important, complex, high-cost leases
- Contract Opportunities – International IDIQs, annual subscriptions for market data
- Dozens of service orders requested annually worth several million dollars
- Many service requests arise ad hoc across all regions



Staff Housing

- **2024-2026**
- **NAICS codes** – 531110 residential
- **Above local market standards** for safe, secure, construction quality.
- **Walled compounds of 30 -90** units of mixed sizes with amenities.
- **Option to Lease** – market driven and preferred
- **Build to Lease** – Competitive bidding

Opportunities

- Bishkek
- Tashkent
- Almaty
- Kampala
- Conakry
- Addis Ababa
- Lusaka
- Djibouti
- Accra



Executive Housing

- **2024-2026**
- **NAICS code** – 531110 residential
- **Ambassadors and Consul Generals**
- High end “permanent” residences
- **Build to Lease** be more appropriate
- **Long term leases** and possible ownership

Opportunities

- Chiang Mai
- Bangkok
- Tegucigalpa
- Dili



Warehouses and Offices

- **2024-2026**
- **NAICS code** – 531120 non-residential
- **Warehouses** 1,000 - 2,000 gsm, turnkey, stand-alone facilities
- **Build to Suit** - land leased from 3rd party
- **Build to Lease** - leased from developer
- **Office Space Fit Outs**

Opportunities

- Bissau
- Lome
- Douala
- Kampala

Melvin Randolph

Office Director

Office of Master Planning and
Evaluations (MPE)

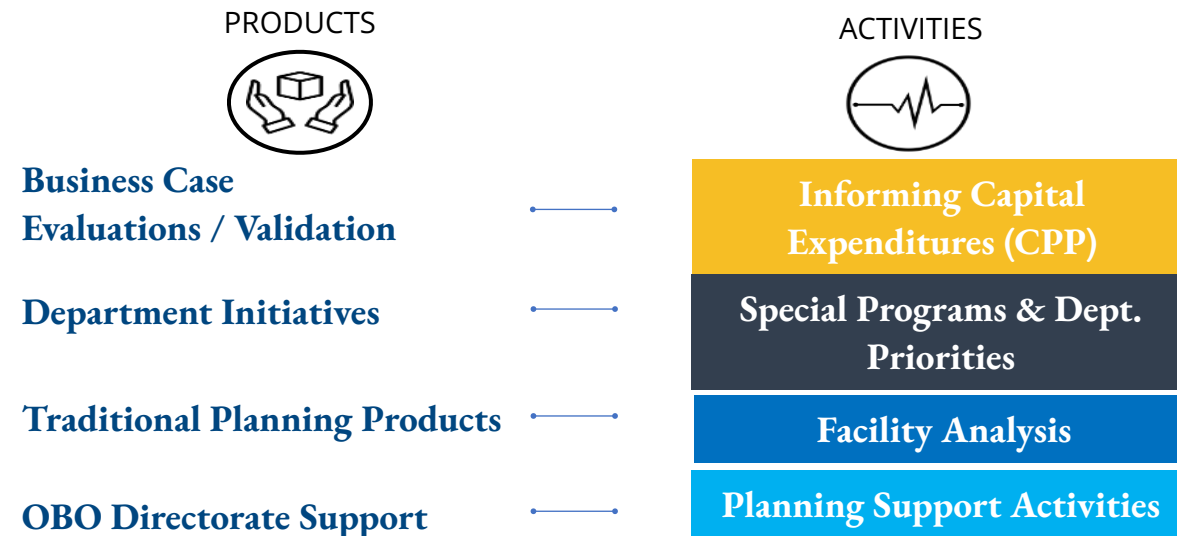
Bureau of Overseas Buildings Operations
(OBO)



OFFICE OF MASTER PLANNING AND EVALUATIONS (MPE)



The Master Planning Division coordinates a range of planning studies on behalf of the Department to **create an optimal real property portfolio balance** among U.S. diplomatic facilities and to **produce multidisciplinary options for the near-, medium-, and long- term development** of U.S. embassies, consulates, and selected residential compounds.



Evaluations Division (EV)

Informing leasing, acquisition, disposal & planning decisions with:

- Market Value and Market Rent Analyses
- Business Case Analyses
- Feasibility Analyses
- Negotiation Support

Additionally, EV provides financial analyses for:

- Representational Facilities Program (RepFac)
- Capital Planning Process (CPP)
- Adaptable Accessible Housing Acquisition Program (AAHAP)
- Planning Support

Beyond PRE, providing real estate analytics to:

- Other OBO Directorates
- Office of Foreign Missions
- A-Bureau
- Other U.S. government agencies

OFFICE OF MASTER PLANNING AND EVALUATIONS (MPE)



- Potential need for real estate appraisal and advisory services.
 - Preparation of oral, narrative or form appraisals and other advisory reports such as notional values (similar to broker's opinion of value), rent studies, reports on real estate trends, highest and best use studies, feasibility studies, property searches, and other real estate consulting services as needed.
- Estimated January 2024
- Assignments may be located in nearly every country throughout the world.

NAICS codes:

- 531320 Offices Of Real Estate Appraisers
- 531210 Offices Of Real Estate Agents and Brokers
- 531390 Other Activities Related to Real Estate

Erin Crudden

Office Director
Office of Strategic Planning (OSP)
Bureau of Overseas Buildings
Operations (OBO)





OFFICE OF STRATEGIC PLANNING (OSP)

Knowledge Management Division manages all data related to OBO's real property portfolio and develops tools that disseminate data to stakeholders so they can make informed decisions.



RECORD KEEPING



**GEOGRAPHIC
MAPPING**



DATA ANALYSIS



**DATA QUALITY
IMPROVEMENT PROGRAM**



OFFICE OF STRATEGIC PLANNING (OSP)

Long-Range Planning Division manages programs related to capital and non-capital planning, defines project requirements and administers OBO's cost-sharing program, which provides over \$2.5 billion annually.



**PROJECT
PRIORITIZATION**



COST-SHARING



**LONG-RANGE
PLANNING**



**PROJECT
REQUIREMENTS**



- Integrated Workplace Management System (Archibus)- Adoption of Real Property and Space Modules
 - Capturing and modeling existing conditions
 - Change management & training
- July 2024
- DC and overseas locations
- **NAICS code:** 541611 Consulting
- Applicable Industries: Real Property Portfolio Management, Data & Technology
- Develop scope and roadmap for the transition of OBO's existing cost-sharing program.
 - Streamline program processes and redefine metrics for identifying agency costs
- May 2024
- Location: DC
- **NAICS code:** 541611 Consulting
- Applicable Industries: Real Property Portfolio Management, Data & Technology

OPPORTUNITIES



[Build with Us - United States Department of State](https://www.state.gov/build-with-obo/)

<https://www.state.gov/build-with-obo/>



Q&A

FY 24 Q1 INDUSTRY DAY

U.S. DEPARTMENT *of* STATE

RESOURCES



Department of State Website

www.state.gov/business/



Social Media

<https://www.linkedin.com/company/department-of-state-industry-liaison/>



Follow us on LinkedIn to see what **procurement events** we'll be attending and speaking at.



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