

CH2MHILL®

Small Business Contracting Opportunities



Ron Slotke

Vice President & CFO, CH2M HILL Nuclear Business Group

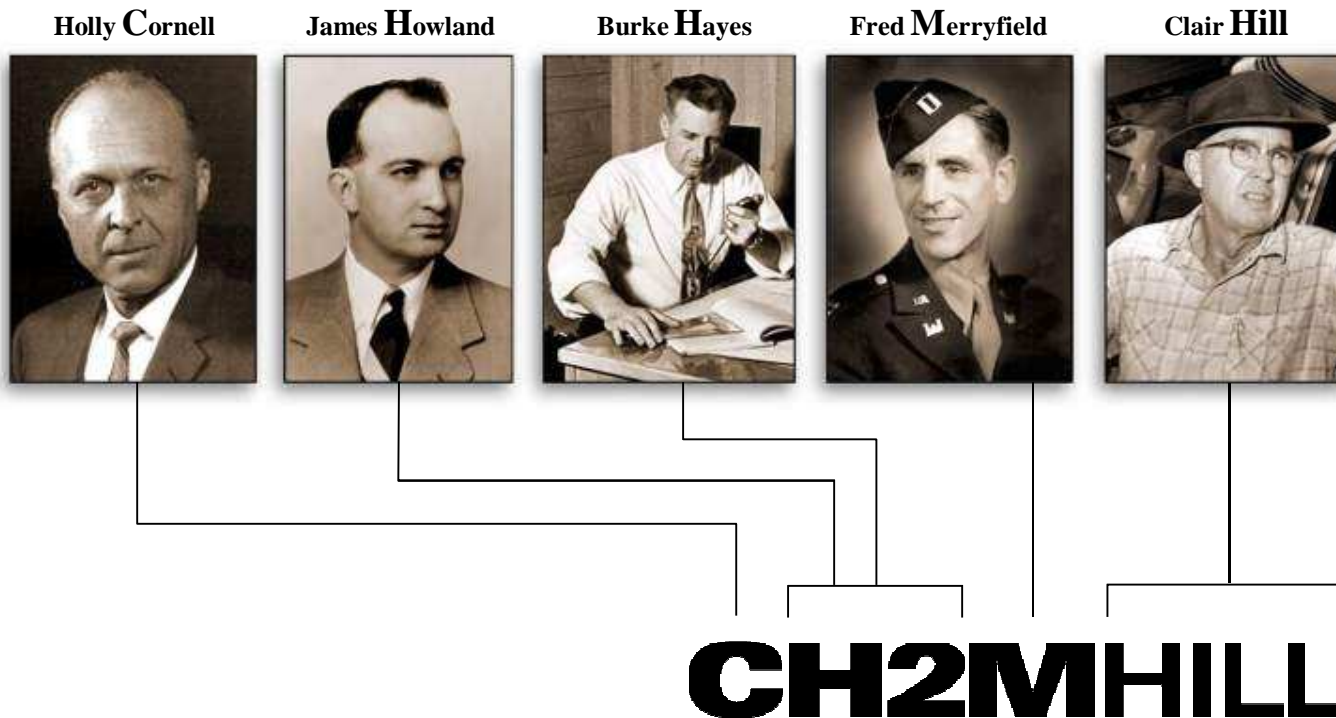
Waste Management 2012, Session 66

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Founded on Values

Established in 1946 by three engineers and a professor, CH2M HILL operated from its very beginning on **four simple values**: take care of clients, deliver great work, do right by employees, and stay true to our integrity and honesty.



Values Established 60 Years Ago, Still Strong Today

Many of these values are captured in The Little Yellow Book, a guide for business conduct written by Jim Howland and distributed to all employees around the world, in multiple languages.

- Honesty, integrity, and trust
- Focus on our clients and our people
- Employee ownership
- Innovation and technological leadership
- Collaborative and enjoyable work environment
- Challenging work
- Opportunities for individual growth



Commitment to Health, Safety, Security, and Environment

- Our goal is “Target Zero”
- Zero injuries and illnesses (world-class safety)
- Zero adverse impacts (environmental stewardship)
- Zero errors, omissions, and defects (first-time quality)



CH2MHILL

HSSE
Target Zero
World-Class Performance

Where We Are Today



CH2M HILL Today

We are an industry-leader in program management, construction management, engineering, procurement, and operations.



- Headquartered in Englewood, Colorado
- More than 30,000 employees
- 100 percent owned by our employees
- Broadly diversified across multiple business sectors
- US\$7 billion in revenue
- Actively working in more than 90 countries around the world
- More than 21,000 active projects in 2011



CH2M HILL Today

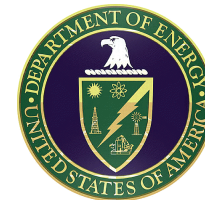
Extraordinary projects:



- London 2012 Olympic and Paralympic Games
- Panama Canal Expansion Program
- U.S. Forces Korea Base Relocation in South Korea
- Masdar City—the first carbon neutral, zero-waste, fully sustainable city in Abu Dhabi, United Arab Emirates
- Design-build of a new reverse osmosis water treatment plant in Bonita Springs, Florida
- High Bridge combined-cycle power plant in St. Paul, Minnesota
- First offshore development on North Slope in Prudhoe Bay, Alaska

Nuclear Operations, Remediation and Waste Management

- Premier operations and cleanup company – we've managed more than \$15 Billion in nuclear cleanup over the past 15 years
 - Idaho Cleanup Project
 - Hanford Plateau Remediation, Tank Operations, and River Corridor
 - Nevada Test Site
 - United Kingdom Atomic Energy Authority (UKAEA) Decommissioning Program
 - Rocky Flats
 - Mound
 - Savannah River
 - Atomic Energy of Canada Limited (AECL) Waste Storage System
 - Connecticut & Maine Yankee Reactor Decommissioning
 - Ford Nuclear Reactor
 - University of Virginia
 - Mayak Nuclear Complex



CH2M HILL's Nuclear Business Group Services

The Nuclear Business Group specializes in the management of complex nuclear programs and projects around the globe. Our experience includes more than two decades of managing and operating nuclear facilities and providing innovative clean-up and environmental remediation for commercial and government facilities and sites worldwide.

Defense Nuclear Liabilities Management

- Federal and non-federal traditional environmental management (D&D, waste management, environmental restoration, nuclear material stewardship, etc.)
- Technology development, demonstration, and deployment
- Conversion to end use

Nuclear Infrastructure Management

- DOE NNSA/Science/Nuclear processing operations and maintenance, infrastructure upgrades, process and facility engineering/design, and facility EPC
- Nuclear quality assurance program
- Regulatory compliance
- Defense sector work

Nuclear New Build and Program Management

- Program Management for new build
- Siting, licensing, and permitting of new nuclear power plants

Nuclear Fuel Cycle Management and Civil Liabilities

- Enrichment, fuel reprocessing design
- Spent nuclear fuel handling, storage, and disposition
- Nuclear License Termination

Industry Rankings and Recognition



Market Share

CH2M HILL is the #1 in:

- Environmental Firms
- Manufacturing
- Pipelines
- Program Management
- Semiconductors
- Sewer Waste
- Sewerage and Solid Waste
- Site Assessment and Compliance
- Wastewater Treatment
- Water Supply/Treatment



Source: *Engineering News-Record*, July 2009

Global Reputation

FORTUNE Magazine

- 100 “Best Companies to Work For” 2009, 2008, 2006, and 2003
- “America’s Most Admired Companies” named six times



2009 Catalyst Award

- CH2M HILL’s Women’s Leadership Initiative became the first in the engineering and construction industry to receive this prestigious award, which honors innovative organizational approaches that advance women in the workplace.



Environmental Business Journal

- “Project Merit Award” and “Lifetime Achievement Award” for helping clients achieve LEED certification

Global Reputation

2009 World's Most Ethical Companies

- CH2M HILL is one of 99 companies selected globally by an independent organization dedicated to the advancement of best practices in business ethics and corporate social responsibility.



Top Employer in Canada

- “Canada’s Top 100 Employers” (*Macleans*)
- “Financial Post’s Ten Best Companies to Work For” (*National Post*)



Top 50 “Best Companies to Work For in Australia”

- CH2M HILL has been named one of the Top 50 “Best Companies to Work For in Australia” by the Great Place to Work® Institute, Inc. which is a research and management consultancy based in the U.S. with international affiliate offices through the world.



Top “Best Employer’s Study in Poland”

- CH2M HILL ranked the fourth best company to work for in Poland within the service industry for its commitment to work/life balance, focus on people, and benefits.

Industry Recognition

U.S. Small Business Administration

- Two Dwight D. Eisenhower Awards for Excellence in the use of small businesses and subcontractors
- Frances Perkins Vanguard Award for leadership and commitment to women-owned small businesses

EPA Administrative Award

- Outstanding Accomplishments by a Prime Contractor for our increased outreach and utilization of small businesses on the Region 5 Remedial Action Contract

U.S. Department of Defense

- Maintained an “Outstanding” rating for its Supplier Diversity and Small Business Program through the Defense Contract Management Agency and the U.S. Small Business Administration since 1998
- Nunn-Perry Award for a successful mentor-protégé program with a small disadvantaged business



CH2M HILL Nuclear Projects



Hanford Central Plateau Remediation Site

Client: U.S. Department of Energy

Location: Hanford, Washington, USA

Project Scope

- Disposition of SNM, remediation, exhuming, and disposing of buried waste
- Decommissioning and Demolition of more than 800 facilities and structures
- 586-square mile Site is the U.S.'s largest environmental cleanup effort
- Remediation of contaminated environmental sites and groundwater
- Project estimated completion by 2015

Our Role

- Prime contractor for the cleanup of hundreds of buildings and 1,200 waste sites
- Decommissioning the site to less than 75 square miles
- In 2009, the DOE entrusted CHPRC with an additional \$1.359 billion in American Recovery and Reinvestment Act (Recovery Act) funds to accelerate decommissioning and cleanup work across the site



Idaho Cleanup Project

Client: U.S. Department of Energy

Location: Idaho Falls, Idaho, USA

Project Scope

- Disposal and disposition of nuclear materials
- Management of spent nuclear fuel
- Closure of former high-level waste tanks
- Treatment and disposal of radioactive waste streams
- Cleanup of contaminated soil and water
- Demolition of high-risk and excess facilities
- Majority Partner



West Valley Demonstration Project (WVDP)

Client: U.S. Department of Energy

Location: West Valley, New York, USA

Program Scope:

- CH2M HILL is a prime contractor on the 7-year, \$333 million project to operate and maintain site facilities and infrastructure and decommission the West Valley site
- Relocation and storage of vitrified high-level waste
- Management of the underground tank farm
- Environmental remediation
- Site facilities and infrastructure O&M
- Main Plant Process Building and Vitrification Facility decommissioning



Small Business Program & Subcontracting

- **Small Business Program Mission:**
 - Match knowledgeable and skilled subcontractors with meaningful work throughout the varied and complex scope of our cleanup programs
 - Promote, develop and implement aggressive small business and socioeconomic subcontracting goals
 - Serve as an advocate for small businesses
 - Provide guidance and council to small businesses interested in selling products or services in support of the project we prime
 - Identify, recruit, and develop small businesses
 - Integrate with Subcontracts and Procurement
 - Review and approve solicitation lists
 - Conduct market surveys

Small Business Program & Subcontracting

- **Subcontracting Philosophy**
 - Maintain safe continuity of operations
 - Integrate subcontractors into the cleanup strategy
 - Maximize subcontracting opportunities for small business
 - Heighten awareness of ARRA Requirements

- **We will seek subcontractors who:**
 - Work safely; this is a mandatory prerequisite
 - Provide high quality products and services
 - Adhere to cost and schedule requirements
 - Provide innovative tools and ideas
 - Sustain zero claims

Small Business Subcontracting Opportunities

- CH2M HILL aggressively pursues subcontracting opportunities with small, disadvantaged, minority, veteran-owned, and woman-owned enterprises in the performance of its federal, state, commercial, industrial, and municipal contracts.

- For current forecasting information go to:
 - <http://www.plateauremediation.hanford.gov/> (Hanford PRC)
 - Suppliers
 - Current Solicitations
 - <https://idahocleanupproject.com> (Idaho Cleanup Project)
 - Work With CWI
 - Subcontractors
 - » Procurement Forecast
 - <http://www.chbwv.com> (West Valley Phase 1 Decommissioning Project)
 - Doing Business

Doing Business with CH2M HILL

Steps to Initiating Business

- 1. Register your business in the Central Contractor Registration (CCR) database.**
 - Ensure all fields are populated; key words, capabilities, references
 - Update profile frequently
- 2. Email your capabilities statement or line card to the small business program office at CWI or PRC.**
- 3. Check online Forecast of Opportunities and submit an expression of interest for each specific opportunity using the link provided.**
- 4. Service Providers may also register in the CH2M Contractor Qualification System (CQS) Online Interactive Database for exposure to all CH2M-Hill affiliated companies.**

Competition is fierce – What sets you apart from the rest?

General Tips for Small Businesses

- Make safety a prerequisite for performing work
- Market your capabilities & past performance before your size classification
- Earn business - Don't expect it
 - Accept responsibility for marketing your product or service
 - Research the mission of your customer to match your capabilities with their needs
 - Research the capabilities of your competition and identify your discriminators
- Complete tasks with the same rigor and enthusiasm you displayed when competing for the work
 - Word of mouth advertising will make or break you
- Establish and nurture strong business relationships
 - Communication must be a fundamental part of your marketing and performance
 - Once relationships are established, work diligently to maintain a reputation as a leader in your industry and a preferred supplier through consistent delivery of high-quality and cost-competitive products and services.

Hanford Plateau Remediation Contact Information

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CH2M HILL Plateau Remediation Company

MSIN: H8-42

P.O. Box 1600

Richland, WA 99352

<http://www.plateauremediation.hanford.gov/>



Idaho Cleanup Project Contact Information

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Natalie Packer

Department Manager/SBPM

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208-533-0253

CH2M-WG Idaho, LLC (CWI)

P.O. Box 1625

Idaho Falls, ID 83415-2501



<https://idahocleanupproject.com>

Subcontracting - ICP

- Purchase Orders and Subcontracts for materials and services with an on-going need were awarded for the duration of contract term
- Already Competed and Awarded at ICP through 2012
 - ✓ Staff augmentation (administrative, professional and technical services)
 - ✓ A-E services
 - ✓ Idaho CERCLA Disposal Facility (ICDF) operations (on-site)
 - ✓ Treatment and disposal of mixed and low level waste (off-site)
 - ✓ Concrete/grout batch plant
 - ✓ Design and fabrication services (Premier, small business partner)
 - ✓ Blanket Purchase Orders (BPO)
 - Office supplies, Janitorial, Electrical, Lab supplies

West Valley Contact Information

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Procurement and Small Business Opportunities

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<http://www.chbwv.com>



Helpful Resources

- <http://www.plateauremediation.hanford.gov/> – PRC web
- <https://idahocleanupproject.com> – ICP web
- www.sba.gov – Small Business Administration
- www.ccr.gov – Central Contractor's Registration
- <http://www.sba.gov/services/training/index.html> SBA on-line training resources
- <http://www.energy.gov/recovery/index.htm> - DOE ARRA
- <http://www.esrs.gov/> - DOE Electronic Subcontracting Reporting System
- <https://hqlnc.doe.gov/Forecast> - Forecast of Opportunities
- www.score.org - Counselors to America's Small Business
- <http://www.scoreideast.org/> Score of Eastern Idaho
- <http://www.acquisition.gov/far/> - Federal Acquisition Regulations

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