



Global Leader in Munitions Response

National Association of Ordnance Contractors

3 April 2023

Ryan Steigerwalt, PG
Member, Board of Directors, NAOC
Weston Solutions, Inc.

Detection. Remediation. Destruction.
www.naoc.org



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MEMBERSHIP

1st Line of Defense LLC
Acorn Science & Innovation, Inc.
Acuity International
AECOM, Inc.
AEROSTAR SES
Ahtna Environmental, Inc.
Alpine Ocean Seismic Survey, Inc.
American EOD Services, Inc.
AOR International, Inc.
Aptim Federal Services, LLC
Aqua Survey, Inc.
ARCADIS US, Inc.
ATI, Inc.
Bay West LLC
Bently Systems/ Seequent
Black Tusk Geophysics
Bonetti Explosives LLC
Bristol Environmental Solutions, LLC (BES)
Cape Environmental Management, Inc.
Cascade Geo Equipment
Cayuse Government Services, LLC
DAWSON
EA Engineering, Science and Technology, Inc.,
PBC
ECC

ECM Consultants
Engineering/Remediation Resources Group, Inc.
(ERRG)
Exploration Instruments
FPM Remediations, Inc.
Gradient Technology
GSI North America
H&L Environmental Services, LLC
HDR
HydroGeoLogic, Inc.
InDepth Corporation
International Mine Warfare Consultancy LLC
(IMWC)
ISSI UXO and Consulting, LLC
Jacobs
Kaarta
KEMRON Environmental Services, Inc.
KIAN International Inc.
KOMAN Government Solutions, LLC(KGS)
LEIDOS
Matrix Environmental Services, LLC
MuniRem Environmental, LLC
Munitions Management Group
Na Ali'i Consulting & Sales LLC
NAEVA Geophysics, Inc.

Northwest Demolition and Dismantling
Nova Research
Ordnance Holdings, Inc. (OHI)
Parsons Infrastructure & Technology Group, Inc.
PIKA International, Inc.
Relyant
Robotics Fabrication Inc.
Schonstedt Instrument Company
SERES Engineering & Services, LLC
Tanaq Environmental, LLC
TerranearPMC, LLC
Tetra Tech EC, Inc.
Timberline Environmental Services
TLI Solutions, Inc.
UEG, Inc. dba, UNITEK ENVIRONMENTAL GUAM
USA Environmental, Inc.
UXO Pro, Inc.
VRHabilis LLC
Weston Solutions, Inc.
White River Technologies, Inc.



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ABOUT US

- National Association of Ordnance Contractors (NAOC) is the industry trade association representing companies who perform services addressing munitions and explosives of concern (MEC)
- NAOC was established in 1995 as a non-profit organization to represent and promote the interests of its members in all aspects of military munitions response services
- NAOC.org



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- **12 Large Businesses:** over 500 employees
- **25 Small Business:** less than 500 employees
- **30 Very Small Businesses:** Less than \$5M in revenue
- Our small business profile includes:
 - SDB = Small Disadvantaged Business
 - VOSB = Veteran-Owned Small Business
 - SDVOSB = Service Disabled Veteran-Owned Small Business
 - WOSB = Women-Owned Small Business
 - Minority Owned SB = Minority-Owned Small Business
 - ANC = Alaskan Native Corporation
 - NHO = Native Hawaiian Organization



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ORGANIZATION

- 67 member companies

- **Board of Directors**

- Arcadis
- EA
- ECC
- HGL
- Kemron
- Jacobs
- NAEVA Geophysics
- PIKA
- Tetra Tech
- TLI Solutions
- Weston Solutions

- **Officers**

- President: Lanette Waite - Tetra Tech
- Vice President: Ivy Harvey - EA
- Treasurer: Karen Lemley - NAEVA Geophysics
- Secretary: Kyra Donnell - Hydrogeologic

- **Committees**

- Government Affairs: Victoria Kantsios - AECOM
- Operations and Standards: Shawn Corcoran - PIKA
- Technology: Jeffrey Leberfinger - PIKA
- Member Services: Nicole Sharkey - Weston
- Small Business: David Nelson - ATI



- Be the collective voice for the munitions response industry
- Partner with Government to promote safe, efficient, high quality project execution
- Lobby Congress to protect MMRP program funding and discuss appropriate acquisition strategies
- Be a leader in the development and application of MEC related technology
- Provide insight, review guidance and regulations related to explosives safety and quality
- Coordinate industry training (MR-QAPPs, PMP...)



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HOW WE DO IT

- Annual Meeting
- Capital Hill Fly-In
- Board of Directors Meetings
- Monthly Committee Meetings and Working Groups
- NAOC Webinar Series
- M2S2 Support
- M2G2 Coordination
- SERDP/ESTCP IPR Meetings
- Review EM200-1-15, PWS template, MR-QAPP
- IVS Memo Working Group
- Other training events





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IF WE AIN'T TALKIN' MONEY WE AIN'T TALKIN'

- Conduct lobbying efforts to protect ER funding allocated to the Military Munitions Response Program (MMRP)
- Regular meetings with decision makers (HAS(c) and SAS(c))
- Submits hundreds of Appropriation Authorization requests, working with six different congressional committees, requesting plus-ups, and tracking various special initiatives
- Dedicated funding for FUDS MMRP in the FY23 Appropriations Bill



**NAOC selfie with
Representative Jill Tokuda, Hawaii**

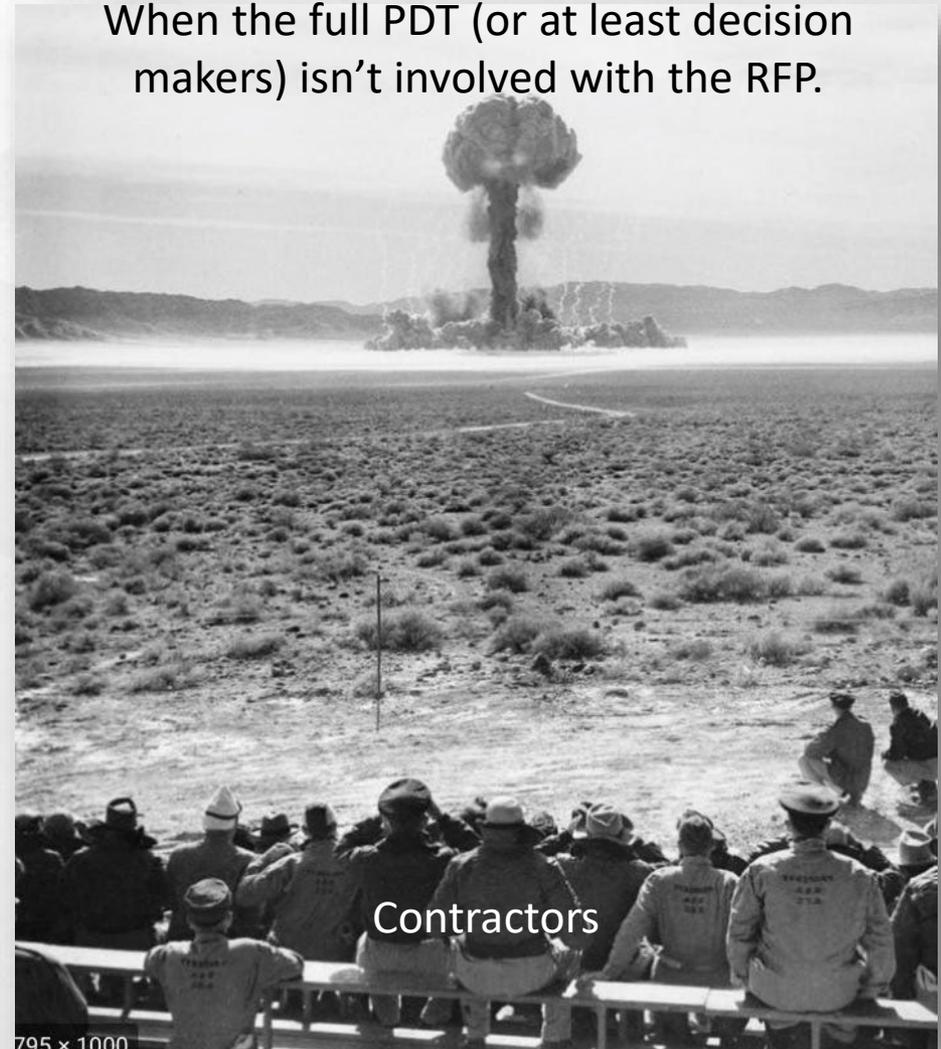


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- Seeing the value of utilizing the MR-QAPP and PWS template
- Works very well when implemented from the RFP through the full project lifecycle
- Engaging the full PDT and getting alignment around Worksheets 10 and 11 is invaluable

ADDITIONAL PERSPECTIVES

When the full PDT (or at least decision makers) isn't involved with the RFP.



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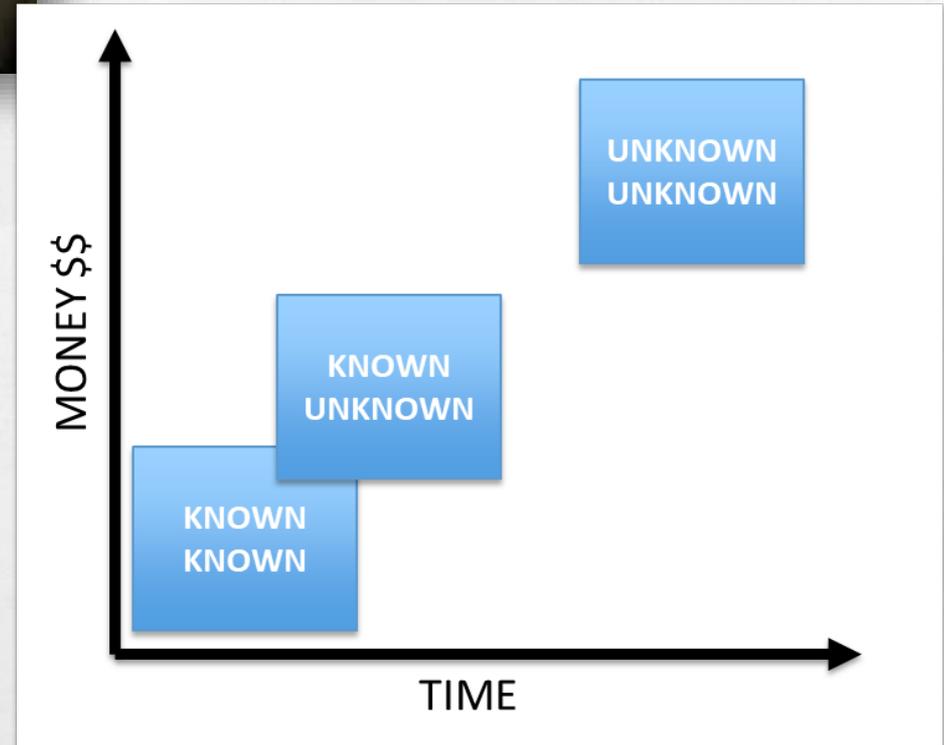


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ADDITIONAL PERSPECTIVES

“...because as we know, there are known knowns; there are things we know we know. We also know there are known unknowns; that is to say we know there are some things we do not know. But there are also unknown unknowns—the ones we don't know we don't know. And if one looks throughout the history of our country and other free countries, it is the latter category that tends to be the difficult ones.” Donald Rumsfeld

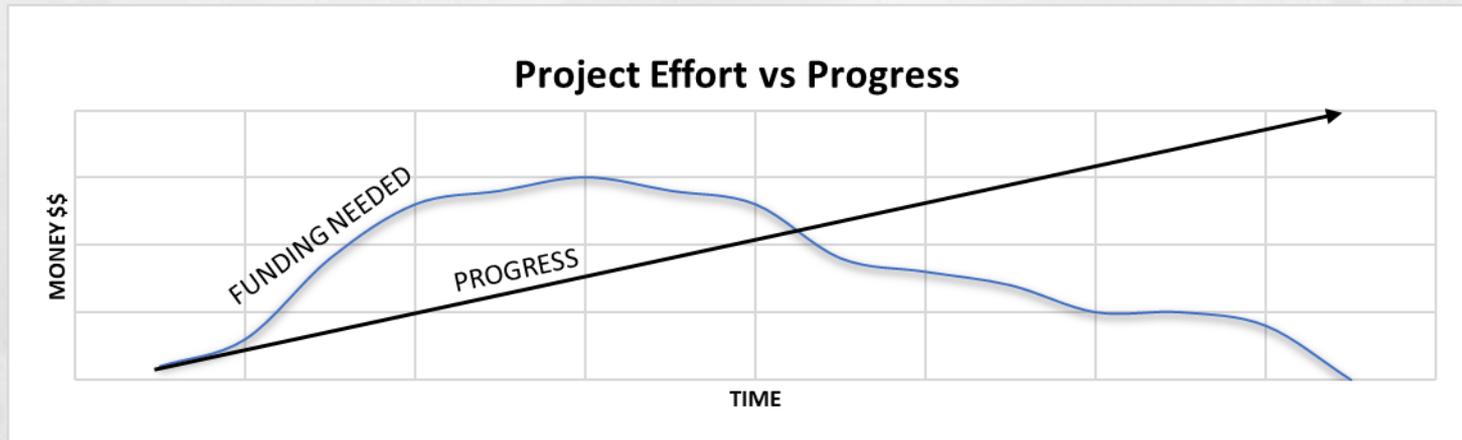


- Most significant changes since MRSP!, happening all at once
- “Old” RI – DD’s also add to the complexity
- We need to collectively consider proactive ways to deal with things we are neither aware of nor understand



ADDITIONAL PERSPECTIVES

- Insight into the FY work plan is helpful for planning and prioritizing
- Program funding delays seem to continue cause obligation issues
- Ability to fund “new starts” and maintain existing projects could be problematic
- Upfront project costs may not translate to “earned value” for the government





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