

In The Matter Of:
COASTAL PROTECTION AND RESTORATION AUTHORITY
RFP PRE-PROPOSAL MEETING

HEARING
November 19, 2014

Associated Reporters, Incorporated
225-216-2036

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Page 1

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3 COASTAL PROTECTION AND RESTORATION AUTHORITY
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6 RFP PRE-PROPOSAL MEETING
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12 The public hearing in the above titled
13 matter was taken at 450 Laurel Street, 8th
14 Floor, Baton Rouge, Louisiana, beginning at
15 2:59 p.m. on November 19, 2014.
16
17 BEFORE: Jennifer Pickett, Certified
18 Stenomask Reporter, in and for the State of
19 Louisiana.
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Page 2

1 HEARING
2 MS. LANSING:
3 We will get started, we are
4 here for an RFP that Coastal
5 Protection and Restoration
6 Authority issued, it's RFP
7 25031529. I'm Janice Lansing,
8 Chief Financial Officer for the
9 agency. We are having the
10 conference for the potential
11 proposers to come and seek
12 clarification about anything
13 that's written in the RFP. We
14 have some folks here from our
15 agency that will do some opening
16 remarks and then answer any
17 questions you might have. I would
18 like to point out that any
19 questions you ask today and
20 answers that we give are not
21 binding. And we stipulate that in
22 the RFP. If you have further
23 questions we need you to submit
24 those in accordance with the
25 guidelines in the RFP and we will

Page 3

1 respond in writing so that
2 everyone has the opportunity to
3 see those answers. We do have a
4 court reporter with us today to
5 transcribe our meeting today so
6 that if there are questions we can
7 begin to research those and have
8 answers ready for when you submit.
9 Again the sign in sheet, I think I
10 mentioned that, if you could fill
11 that out for me and with that,
12 Kyle Graham, our Executive
13 Director will open up and we will
14 go from here.
15 MR. GRAHAM:
16 Sure. Thanks again everybody
17 for coming out, I know that there
18 has been discussion of having an
19 additional RFP out to give us some
20 assistance and help us grow our
21 program for quite some time and we
22 simply were waiting until it was,
23 we felt the need to expand. And
24 with a lot of the oil spill
25 dollars on the horizon and having

Page 4

1 a better understanding of what we
2 do and how we do work we would
3 like to bring on some expertise to
4 help round the corners of our
5 program. Couple things that I
6 think are important, as many of
7 you probably realize this isn't a
8 project management RFP. We feel
9 very comfortable with the way that
10 we manage projects and the work
11 and the way that we deliver
12 projects, in fact, I don't think
13 there is another entity in
14 government that does more with
15 less in delivering the hundreds of
16 millions of dollars of work that
17 we do. We, again, feel that that
18 isn't a place that we need a whole
19 lot of work, yes, there are always
20 ways to improve and do better.
21 But we're really looking at
22 managing our program. We
23 recognize that this isn't a finite
24 program. It's going to be here
25 for hundreds of years and in order

Page 5		Page 7	
1	to help drive the direction of	1	we see is crucial to the way that
2	that program there are things that	2	we do work, we see that this is
3	we need to do a lot better. In	3	important to progressing and
4	other words, if you look at the	4	making us better so that we are
5	individual pieces and the way we	5	more efficient as we move forward.
6	do work taking information from	6	One of the things and the reasons
7	lessons learned whether it's from	7	that we do this is because we
8	construction practices or	8	don't have a tremendous amount of
9	construction management, or it's	9	excess resources. So it's going
10	from monitoring and monitoring	10	to be really important that the
11	stations and making them more	11	people and the folks that you have
12	available to the overall community	12	on your team are going to be able
13	that we rely on to do our	13	to be strong and smart enough to
14	engineering and/or construction	14	hit the ground running. We don't
15	are things that we know can be	15	have a whole lot of time to hold
16	progressed. We don't think that	16	hands, educate folks, bring folks
17	there is necessarily one person or	17	up to speed. We're really looking
18	one expert that you're going to be	18	for those exceptional, bright
19	able to bring to the table that is	19	folks that can dive in, understand
20	going to be able to do this. It's	20	where we're going, learn what we
21	new, right. There aren't many	21	need and independently kind of
22	programs out there, period, that	22	drive solutions, smart solutions,
23	do what we are asking folks to do.	23	ones that aren't necessarily
24	But we do think that ideally the	24	relying on lots of additional
25	winning team is going to have a	25	investment but they can survey the
Page 6		Page 8	
1	level of expertise that they can	1	scene and make us over all
2	bring to the table that together	2	stronger. Where we are headed and
3	cumulatively are going to be able	3	where we are going. We are really
4	to target individual areas and	4	excited about getting this on the
5	make us better and make us	5	ground, I think as we initially
6	stronger as we move forward. With	6	stated when we came in with the
7	our overall program. It's	7	project management we anticipate
8	important to note that what is	8	doing this every few years. We
9	listed in here isn't -- this is	9	think it's important to have gaps
10	what we're asking you to do. What	10	in between those periods but we
11	is listed in here is the types of	11	always want to be better and we
12	work that we think we would	12	think that this is an important
13	probably ask, or task, the winner	13	contract or contract to have on
14	of this contract to be able to do.	14	the ground and capability in-
15	But I think a lot of that is going	15	house, or ability to be able to
16	to come down to who that is. What	16	task so that when we come up with
17	are the expertise that they have.	17	those ideas and things that we can
18	It's definitely not a guarantee	18	quickly get moving on those
19	either, right, so once we have a	19	individual tasks. So again we're
20	team in place if it doesn't work,	20	excited and thank you very much
21	as many of you have probably	21	for coming out and your interest
22	experienced before we're pretty	22	in this. Jason, Jerry, I don't
23	quick to shut it down and we'll	23	know if y'all had anything to add.
24	try again at a later date. This	24	Robert?
25	isn't something necessarily that	25	MS. LANSING:

Page 9

1 Okay, we can open it up for
2 questions and if you would please
3 speak loudly and clearly so that
4 we can hear you up here but also
5 if you could tell me your name and
6 the firm that you're with please.
7 MR. NORMAN:
8 Will Norman with CDM, the
9 cost proposal in the RFP, it is
10 just that, the rate sheet?
11 MS. LANSING:
12 Yes.
13 MR. NORMAN:
14 That's all it is it's not a
15 more detailed cost proposal? It's
16 just the rate sheet?
17 MS. LANSING:
18 Yeah.
19 MR. GRAHAM:
20 Really, that's it?
21 MR. BASILICA:
22 If you have some small
23 business subcontractors if they
24 don't have insurance coverage per
25 se, would a letter from the

Page 10

1 insurance company would that
2 suffice to say that they would
3 cover a proposal?
4 MS. LANSING:
5 I do not know the answer to
6 that John. I will research that
7 and make sure we have an answer.
8 MR. MELANCON:
9 Of the tasks that are listed
10 in the scope, is the intention to
11 accomplish definitely one, two and
12 three but is it possible that one
13 or more of those tasks wouldn't be
14 activated?
15 MR. GRAHAM:
16 Yeah, I mean, it's possible
17 that we don't task any of the
18 tasks that are inside that scope
19 or that might be variations
20 thereof. And who knows when we
21 get underway evaluating the scene
22 where we are. We do think it's
23 going to be in that types of work,
24 and most of that that you probably
25 recognize are in between our

Page 11

1 divisions. So it's work in
2 between planning and research and
3 engineering and design. And in
4 between engineering and design and
5 operations. In between operations
6 and feeding back into planning,
7 there's a tremendous amount of
8 gray space there that we're
9 looking at being more efficient
10 and effective with the way that we
11 do work. I think there are some
12 of those things that are always
13 going to be there, some will be
14 easier to knock out than others.
15 They are going to be less
16 dependant on the expertise and
17 more dependant on having the
18 resources.
19 MR. MELANCON:
20 So as a follow up to that in
21 responding to this RFP should the
22 proposal response be responsive to
23 those tasks or try to speak more
24 broadly or to both? The scope
25 that's listed or to try to speak

Page 12

1 more broadly to the needs that
2 you're identifying?
3 MR. GRAHAM:
4 So what we tried to do with
5 the tasks is present the types of
6 work that we think you're going to
7 need to have - the types of
8 expertise that you're going to
9 fulfill. And so however you
10 decide to write the script as
11 whether it's geared towards those
12 individual tasks types that we
13 listed there or take a broader
14 approach in understanding what we
15 do and what your teams is going to
16 bring, I think that's going to be
17 up to y'all.
18 MR. BASILICA:
19 I've been provided the target
20 percentages in a letter of
21 agreement, that's not binding
22 until we find out exactly what the
23 scope is (inaudible).
24 MS. LANSING:
25 I'm not - what was your

Page 13

1 question?
2 MR. BASILICA:
3 Is there a targeted
4 percentage of scope that a sub
5 would get with the letter of
6 agreement that you're on the team,
7 you'll do this much, it's an
8 estimate?
9 MS. LANSING:
10 Yeah.
11 MR. BASILICA:
12 Until you have some idea of
13 exactly what you do, as far as
14 tasks you ask us to do?
15 MS. LANSING:
16 That's right, that's right.
17 It will work just like one of our
18 IDIP contracts.
19 AUDIENCE MEMBER:
20 There is a lot of IT stuff in
21 terms of what consultants you
22 already have on board are they
23 still on board helping with the
24 additional development?
25 MS. LANSING:

Page 14

1 Are you asking is that
2 contractor still on board?
3 AUDIENCE MEMBER:
4 Yes.
5 MS. LANSING:
6 Yes.
7 AUDIENCE MEMBER:
8 When does that contract end?
9 MS. LANSING:
10 They have a year and a half
11 left, so - late '16. Well DNR
12 provides back office service to
13 us, not necessarily document
14 management. DNR is our agency of
15 record so our original files
16 remain there because they are the
17 agency of transaction but we
18 follow a records retention program
19 just like every agency does.
20 AUDIENCE MEMBER:
21 So you don't have a standard
22 design file (inaudible)?
23 MS. LANSING:
24 A standard for?
25 AUDIENCE MEMBER:

Page 15

1 For design files.
2 MR. CARROLL:
3 In the, I think it's task
4 1.5, 1.6, it talks about the cost
5 estimation - cost
6 standardization, could you speak a
7 little bit more of the need for
8 that? Is that across the projects
9 or is it across the internal CPRA
10 functions?
11 MR. GRAHAM:
12 Internal CPRA functions,
13 right, so many of our projects are
14 originally born in planning and
15 research so we'll have engineers
16 who are engaged with the planning
17 an research teams. But for the
18 master plans purposes we need to
19 develop a project that has enough
20 attributes to be able to model,
21 utilizes the ~~sweet~~ of models we
22 used for the master plan. One of
23 the components is cost, so that's
24 before we get in to the
25 engineering and design phase. So

Page 16

1 we've got lots of different
2 methodologies that have been born
3 over time rather it's historic
4 CWPRAA processes or things that
5 just various folks have worked on
6 to getting to the point that we've
7 developed those cost estimates.
8 So probably what you see a lot of,
9 and we see this repeatedly, we
10 need to write down what we do so
11 we need to establish some of those
12 internal policies to further
13 solidify how we do work. As many
14 of y'all are aware we - our first
15 day in this building was five and
16 a half years ago. So we've
17 developed a whole series of ways
18 we do work but haven't necessarily
19 had the resources to be able to
20 sit back and say let's make this
21 an official policy. We have lots
22 of long standing guidelines much
23 like the Corp of Engineers for the
24 Record, but we need to further
25 solidify some of those things.

Page 17

1 MR. MELANCON:
2 So that's my next question,
3 to what point are you trying to
4 standardize to the Army Corp of
5 Engineers or -
6 MR. GRAHAM:
7 We do not strive to be the
8 Army Corp of Engineers.
9 MR. JONES:
10 What is your expectation of
11 the project manager and the team's
12 leadership, are you expecting that
13 to be embedded here with you?
14 Sitting here shoulder to shoulder
15 or a blend of here and back at our
16 home offices? How do you envision
17 that relationship?
18 MR. GRAHAM:
19 Yeah, so it's probably going
20 to end up on all the tasks that
21 they are working on speaking from
22 a little bit of past experience.
23 Probably a blend between folks
24 that are embedded here, so going
25 back to when we did have a project

Page 18

1 management RFP and CH2M Hill and
2 their group of subs were running
3 that. They had folks who actually
4 sat within CPRA and then brought
5 in subs and they kind of rotated
6 in and out, so it's a little bit
7 of a hybrid. I would anticipate
8 once this gets up, assuming that
9 we get a team that has a lot of
10 expertise to be utilized that we'd
11 have something similar. For
12 example, if it was document
13 management and data systems you're
14 probably going to have people
15 sitting in here, now those might
16 not necessarily be the same folks
17 that are sitting here when you
18 move but if the next task is
19 working on dash boards in IT and
20 how to take monitoring data an
21 incorporate it back into the
22 engineering design or work on
23 regional curves or whatever that
24 next task be. Other questions?
25 AUDIENCE MEMBER:

Page 19

1 Do you envision there being
2 any potential conflicts on the
3 successful firms implementing and
4 doing work with CPRA on the
5 projects?
6 MR. GRAHAM:
7 No. However as y'all are
8 well aware when we rate folks,
9 right, so when we typically have
10 large projects to come up and we
11 rate internally the teams to do
12 that work, we don't always take
13 the number one team because that
14 number one team may be working on
15 lots of other projects. And y'all
16 all would be beating down our
17 doors if there was just one super
18 team that we tasked all of the
19 time. So that definitely would
20 come into account if your doing
21 this work you're not going to win
22 every job even if you're the
23 number one team that comes up in
24 some of the other work, so that's
25 how we do work now and that's kind

Page 20

1 of how we rate through the IDIQs
2 and it really comes down to us
3 needing to justify how we do the
4 selection of the contracts.
5 GORDAN (inaudible):
6 To follow up on that, is that
7 going to be a consideration in the
8 selection of this?
9 MR. GRAHAM:
10 Yeah, sure. It would be just
11 like anything else, although I'm
12 not thinking of anyone that is
13 over-tasked right now. Y'all
14 might be thinking of some folks
15 that are over-tasked.
16 MS. LANSING:
17 The proposals that y'all will
18 submit will be what we grade the
19 RFP selection on. The panel will
20 be looking at your proposal and
21 how well you demonstrate your
22 ability with your teams to address
23 the tasks that are listed here and
24 like Kyle said earlier some of
25 that will be judgement calls on

Page 21	Page 23
<p>1 your part of how you chose to do 2 that with the information we have 3 provided for you to do that. So 4 there will be one contractor 5 selected and through the RFP 6 process that will be based on the 7 highest ranking score through the 8 consensus method that we've 9 outlined. 10 MR. GRAHAM: 11 Scratch what I said, go with 12 what she said. 13 MS. LANSING: 14 It is an IDIQ type but it's 15 not that we have several that we 16 are going to award, so I just 17 wanted to make that clear that 18 while it is an IDIQ indefinite 19 delivery and indefinite quantity 20 type of contract there will be one 21 selected and because it's through 22 a RFP process it will be based on 23 the highest ranking score. 24 MR. MELANCON: 25 Just to be clear if you're a</p>	<p>1 will be very similar to how we do 2 the IDIQs now, we'll sit down and 3 we'll work out a scope of work and 4 we'll come up with a estimate of 5 what that looks like an we'll head 6 down that path and hope to hit 7 that target. Any other questions? 8 We got all this brain power in the 9 room and that's all you got? 10 MS. LANSING: 11 I would just like to mention 12 one more thing in the RFP just 13 please make sure that when you're 14 submitting your proposals you are 15 responding to all of the required 16 criteria. On the rate sheet a 17 numerical value for each category 18 must be provided and I would just 19 keep re-enforcing to make sure 20 that you are compliant with all 21 the requirements in the RFP. 22 MR. GRAHAM: 23 I know y'all know this, most 24 all of you know this but during 25 times when we are out making a</p>
Page 22	Page 24
<p>1 subcontractor on this providing 2 the hourly rates separate from the 3 prime contractor would you be 4 provided with (inaudible) blended 5 rate between all expected work 6 with some percentage overhead? 7 Does that make sense? 8 MS. LANSING: 9 Yes. I think if you're 10 asking will you provide separate 11 rates for the subcontractor, no. 12 This is the rate sheet, this is 13 your cost proposal, you will give 14 us a rate for each of these labor 15 categories which will apply 16 throughout your whole list of 17 subcontractors. 18 AUDIENCE MEMBER: 19 Once tasks are developed 20 after the contract, is it going to 21 be like level of effort or how is 22 the individual task cost? 23 MR. GRAHAM: 24 How are we going to come up 25 with the total costs? Assuming it</p>	<p>1 selection we do ask that you don't 2 bother our staff with questions 3 about the RFP. Utilize the formal 4 process, they know not to respond 5 but sometimes you can catch them 6 in a weak moment. All right thank 7 you all very much. 8 MS. LANSING: 9 Thank you all for coming. 10 (The meeting was concluded on or about 3:24 11 p.m.) 12 13 14 15 16 17 18 19 20 21 22 23 24 25</p>

1

2 REPORTER'S PAGE

3 I, Jennifer Pickett, Certified Court
4 Reporter, in and for the State of Louisiana,
5 the officer, as defined in Rule 28 of the
6 Federal Rules of Civil Procedure and/or
7 Article 1434(b) of the Louisiana Code of Civil
8 Procedure, before whom this sworn testimony
9 was taken, do hereby state on the record:

10 That due to the interaction in the
11 spontaneous discourse of this proceeding,
12 dashes (--) have been used to indicate pauses,
13 changes in thought, and/or talk overs; that
14 same is the proper method for a Court
15 Reporter's transcription of proceeding, and
16 that the dashes (--) do not indicate that
17 words or phrases have been left out of this
18 transcript.

19 Also, any words and/or names which could
20 not be verified through reference material
21 have been denoted with the phrase
22 "(inaudible)."

23

24 _____
Jennifer Pickett, C.C.R.
25 # 29011

1

2 CERTIFICATION

3 I, Jennifer Pickett, Certified Court
4 Reporter in and for the State of Louisiana,
5 Certificate No. 29011, which is current and in
6 good standing, as the officer before whom this
7 Settlement Statement was taken, do hereby
8 certify that the above and foregoing was taken
9 under the authority of R.S. 37:2554; that the
10 foregoing was taken by the undersigned as
11 hereinbefore set forth in the foregoing pages;
12 that it was reported by me, was prepared and
13 transcribed by me or under my personal
14 direction and supervision, and is a true and
15 correct transcript to the best of my ability
16 and understanding; and that I have acted in
17 compliance with La. Code of Civil Procedure
18 Article 1434; that I am not related to
19 counsel, I am in no manner associated with
20 counsel for any of the interested parties to
21 this litigation, and I am in no way concerned
22 with the outcome thereof.

23

24 _____
Jennifer Pickett, C.C.R.
25 # 29011

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<p>A</p> <p>ability (2) 8:15;20:22</p> <p>able (8) 5:19;20;6:3,14;7:12; 8:15;15:20;16:19</p> <p>accomplish (1) 10:11</p> <p>accordance (1) 2:24</p> <p>account (1) 19:20</p> <p>across (2) 15:8,9</p> <p>activated (1) 10:14</p> <p>actually (1) 18:3</p> <p>add (1) 8:23</p> <p>additional (3) 3:19;7:24;13:24</p> <p>address (1) 20:22</p> <p>Again (5) 3:9,16;4:17;6:24; 8:19</p> <p>agency (5) 2:9,15;14:14,17,19</p> <p>ago (1) 16:16</p> <p>agreement (2) 12:21;13:6</p> <p>although (1) 20:11</p> <p>always (4) 4:19;8:11;11:12; 19:12</p> <p>amount (2) 7:8;11:7</p> <p>and/or (4) 5:14;25:6,13,19</p> <p>anticipate (2) 8:7;18:7</p> <p>apply (1) 22:15</p> <p>approach (1) 12:14</p> <p>areas (1) 6:4</p> <p>Army (2) 17:4,8</p> <p>Article (1) 25:7</p> <p>assistance (1) 3:20</p> <p>assuming (2) 18:8;22:25</p> <p>attributes (1) 15:20</p> <p>AUDIENCE (7)</p>	<p>13:19;14:3,7,20,25; 18:25;22:18</p> <p>Authority (1) 2:6</p> <p>available (1) 5:12</p> <p>award (1) 21:16</p> <p>aware (2) 16:14;19:8</p> <p>B</p> <p>back (6) 11:6;14:12;16:20; 17:15,25;18:21</p> <p>based (2) 21:6,22</p> <p>BASILICA (4) 9:21;12:18;13:2,11</p> <p>beating (1) 19:16</p> <p>begin (1) 3:7</p> <p>better (6) 4:1,20;5:3;6:5;7:4; 8:11</p> <p>binding (2) 2:21;12:21</p> <p>bit (3) 15:7;17:22;18:6</p> <p>blend (2) 17:15,23</p> <p>blended (1) 22:4</p> <p>board (3) 13:22,23;14:2</p> <p>boards (1) 18:19</p> <p>born (2) 15:14;16:2</p> <p>both (1) 11:24</p> <p>bother (1) 24:2</p> <p>brain (1) 23:8</p> <p>bright (1) 7:18</p> <p>bring (5) 4:3;5:19;6:2;7:16; 12:16</p> <p>broader (1) 12:13</p> <p>broadly (2) 11:24;12:1</p> <p>brought (1) 18:4</p> <p>building (1) 16:15</p> <p>business (1) 9:23</p>	<p>C</p> <p>calls (1) 20:25</p> <p>came (1) 8:6</p> <p>can (9) 3:6;5:15;6:1;7:19, 25;8:17;9:1,4;24:5</p> <p>capability (1) 8:14</p> <p>CARROLL (1) 15:2</p> <p>catch (1) 24:5</p> <p>categories (1) 22:15</p> <p>category (1) 23:17</p> <p>CCR (1) 25:24</p> <p>CDM (1) 9:8</p> <p>Certified (1) 25:3</p> <p>CH2M (1) 18:1</p> <p>changes (1) 25:13</p> <p>Chief (1) 2:8</p> <p>chose (1) 21:1</p> <p>Civil (2) 25:6,7</p> <p>clarification (1) 2:12</p> <p>clear (2) 21:17,25</p> <p>clearly (1) 9:3</p> <p>Coastal (1) 2:4</p> <p>Code (1) 25:7</p> <p>comfortable (1) 4:9</p> <p>coming (3) 3:17;8:21;24:9</p> <p>community (1) 5:12</p> <p>company (1) 10:1</p> <p>compliant (1) 23:20</p> <p>components (1) 15:23</p> <p>concluded (1) 24:10</p> <p>conference (1) 2:10</p> <p>conflicts (1)</p>	<p>19:2</p> <p>consensus (1) 21:8</p> <p>consideration (1) 20:7</p> <p>construction (3) 5:8,9,14</p> <p>consultants (1) 13:21</p> <p>contract (6) 6:14;8:13,13;14:8; 21:20;22:20</p> <p>contractor (3) 14:2;21:4;22:3</p> <p>contracts (2) 13:18;20:4</p> <p>corners (1) 4:4</p> <p>Corp (3) 16:23;17:4,8</p> <p>cost (8) 9:9,15;15:4,5,23; 16:7;22:13,22</p> <p>costs (1) 22:25</p> <p>Couple (1) 4:5</p> <p>court (3) 3:4;25:3,14</p> <p>cover (1) 10:3</p> <p>coverage (1) 9:24</p> <p>CPRA (4) 15:9,12;18:4;19:4</p> <p>criteria (1) 23:16</p> <p>crucial (1) 7:1</p> <p>cumulatively (1) 6:3</p> <p>curves (1) 18:23</p> <p>CWPRAA (1) 16:4</p> <p>D</p> <p>dash (1) 18:19</p> <p>dashes (2) 25:12,16</p> <p>data (2) 18:13,20</p> <p>date (1) 6:24</p> <p>day (1) 16:15</p> <p>decide (1) 12:10</p> <p>defined (1) 25:5</p> <p>definitely (3)</p>	<p>6:18;10:11;19:19</p> <p>deliver (1) 4:11</p> <p>delivering (1) 4:15</p> <p>delivery (1) 21:19</p> <p>demonstrate (1) 20:21</p> <p>denoted (1) 25:21</p> <p>dependant (2) 11:16,17</p> <p>design (6) 11:3,4;14:22;15:1, 25;18:22</p> <p>detailed (1) 9:15</p> <p>develop (1) 15:19</p> <p>developed (3) 16:7,17;22:19</p> <p>development (1) 13:24</p> <p>different (1) 16:1</p> <p>direction (1) 5:1</p> <p>Director (1) 3:13</p> <p>discourse (1) 25:11</p> <p>discussion (1) 3:18</p> <p>dive (1) 7:19</p> <p>divisions (1) 11:1</p> <p>DNR (2) 14:11,14</p> <p>document (2) 14:13;18:12</p> <p>dollars (2) 3:25;4:16</p> <p>doors (1) 19:17</p> <p>down (7) 6:16,23;16:10;19:16; 20:2;23:2,6</p> <p>drive (2) 5:1;7:22</p> <p>due (1) 25:10</p> <p>during (1) 23:24</p> <p>E</p> <p>earlier (1) 20:24</p> <p>easier (1) 11:14</p> <p>educate (1)</p>
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<p>7:16 effective (1) 11:10 efficient (2) 7:5;11:9 effort (1) 22:21 either (1) 6:19 else (1) 20:11 embedded (2) 17:13,24 end (2) 14:8;17:20 engaged (1) 15:16 engineering (5) 5:14;11:3,4;15:25; 18:22 engineers (4) 15:15;16:23;17:5,8 enough (2) 7:13;15:19 entity (1) 4:13 envision (2) 17:16;19:1 establish (1) 16:11 estimate (2) 13:8;23:4 estimates (1) 16:7 estimation (1) 15:5 evaluating (1) 10:21 even (1) 19:22 everybody (1) 3:16 everyone (1) 3:2 exactly (2) 12:22;13:13 example (1) 18:12 exceptional (1) 7:18 excess (1) 7:9 excited (2) 8:4,20 Executive (1) 3:12 expand (1) 3:23 expectation (1) 17:10 expected (1) 22:5 expecting (1)</p>	<p>17:12 experience (1) 17:22 experienced (1) 6:22 expert (1) 5:18 expertise (6) 4:3;6:1,17;11:16; 12:8;18:10</p> <p style="text-align: center;">F</p> <p>fact (1) 4:12 far (1) 13:13 Federal (1) 25:6 feeding (1) 11:6 feel (2) 4:8,17 felt (1) 3:23 few (1) 8:8 file (1) 14:22 files (2) 14:15;15:1 fill (1) 3:10 Financial (1) 2:8 find (1) 12:22 finite (1) 4:23 firm (1) 9:6 firms (1) 19:3 first (1) 16:14 five (1) 16:15 folks (12) 2:14;5:23;7:11,16, 16,19;16:5;17:23;18:3, 16;19:8;20:14 follow (3) 11:20;14:18;20:6 formal (1) 24:3 forward (2) 6:6;7:5 fulfill (1) 12:9 functions (2) 15:10,12 further (3) 2:22;16:12,24</p>	<p style="text-align: center;">G</p> <p>gaps (1) 8:9 geared (1) 12:11 gets (1) 18:8 GORDAN (1) 20:5 government (1) 4:14 grade (1) 20:18 Graham (13) 3:12,15;9:19;10:15; 12:3;15:11;17:6,18; 19:6;20:9;21:10;22:23; 23:22 gray (1) 11:8 ground (3) 7:14;8:5,14 group (1) 18:2 grow (1) 3:20 guarantee (1) 6:18 guidelines (2) 2:25;16:22</p> <p style="text-align: center;">H</p> <p>half (2) 14:10;16:16 hands (1) 7:16 head (1) 23:5 headed (1) 8:2 hear (1) 9:4 help (3) 3:20;4:4;5:1 helping (1) 13:23 hereby (1) 25:9 highest (2) 21:7,23 Hill (1) 18:1 historic (1) 16:3 hit (2) 7:14;23:6 hold (1) 7:15 home (1) 17:16</p>	<p>hope (1) 23:6 horizon (1) 3:25 hourly (1) 22:2 house (1) 8:15 hundreds (2) 4:15,25 hybrid (1) 18:7</p> <p style="text-align: center;">I</p> <p>idea (1) 13:12 ideally (1) 5:24 ideas (1) 8:17 identifying (1) 12:2 IDIP (1) 13:18 IDIQ (2) 21:14,18 IDIQs (2) 20:1;23:2 implementing (1) 19:3 important (6) 4:6;6:8;7:3,10;8:9,12 improve (1) 4:20 in- (1) 8:14 inaudible (5) 12:23;14:22;20:5; 22:4;25:22 incorporate (1) 18:21 indefinite (2) 21:18,19 independently (1) 7:21 indicate (2) 25:12,16 individual (5) 5:5;6:4;8:19;12:12; 22:22 information (2) 5:6;21:2 initially (1) 8:5 inside (1) 10:18 insurance (2) 9:24;10:1 intention (1) 10:10 interaction (1) 25:10</p>	<p>interest (1) 8:21 internal (3) 15:9,12;16:12 internally (1) 19:11 into (3) 11:6;18:21;19:20 investment (1) 7:25 issued (1) 2:6</p> <p style="text-align: center;">J</p> <p>Janice (1) 2:7 Jason (1) 8:22 Jennifer (2) 25:3,24 Jerry (1) 8:22 job (1) 19:22 John (1) 10:6 JONES (1) 17:9 judgement (1) 20:25 justify (1) 20:3</p> <p style="text-align: center;">K</p> <p>keep (1) 23:19 kind (3) 7:21;18:5;19:25 knock (1) 11:14 knows (1) 10:20 Kyle (2) 3:12;20:24</p> <p style="text-align: center;">L</p> <p>labor (1) 22:14 LANSING (18) 2:2,7;8:25;9:11,17; 10:4;12:24;13:9,15,25; 14:5,9,23;20:16;21:13; 22:8;23:10;24:8 large (1) 19:10 late (1) 14:11 later (1) 6:24 leadership (1)</p>
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17:12 learn (1) 7:20 learned (1) 5:7 left (2) 14:11;25:17 less (2) 4:15;11:15 lessons (1) 5:7 letter (3) 9:25;12:20;13:5 level (2) 6:1;22:21 list (1) 22:16 listed (6) 6:9,11;10:9;11:25; 12:13;20:23 little (3) 15:7;17:22;18:6 long (1) 16:22 look (1) 5:4 looking (4) 4:21;7:17;11:9; 20:20 looks (1) 23:5 lot (8) 3:24;4:19;5:3;6:15; 7:15;13:20;16:8;18:9 lots (4) 7:24;16:1,21;19:15 loudly (1) 9:3 Louisiana (2) 25:4,7	mean (1) 10:16 meeting (2) 3:5;24:10 MELANCON (4) 10:8;11:19;17:1; 21:24 MEMBER (7) 13:19;14:3,7,20,25; 18:25;22:18 mention (1) 23:11 mentioned (1) 3:10 method (2) 21:8;25:14 methodologies (1) 16:2 might (4) 2:17;10:19;18:15; 20:14 millions (1) 4:16 model (1) 15:20 models (1) 15:21 moment (1) 24:6 monitoring (3) 5:10,10;18:20 more (11) 4:14;5:11;7:5;9:15; 10:13;11:9,17,23;12:1; 15:7;23:12 most (2) 10:24;23:23 move (3) 6:6;7:5;18:18 moving (1) 8:18 much (4) 8:20;13:7;16:22; 24:7 must (1) 23:18	12:1 new (1) 5:21 next (3) 17:2;18:18,24 NORMAN (3) 9:7,8,13 note (1) 6:8 number (3) 19:13,14,23 numerical (1) 23:17	25:13 over-tasked (2) 20:13,15	23:8 practices (1) 5:8 present (1) 12:5 pretty (1) 6:22 prime (1) 22:3 probably (8) 4:7;6:13,21;10:24; 16:8;17:19,23;18:14 Procedure (2) 25:6,8 proceeding (2) 25:11,15 process (3) 21:6,22;24:4 processes (1) 16:4 program (7) 3:21;4:5,22,24;5:2; 6:7;14:18 programs (1) 5:22 progressed (1) 5:16 progressing (1) 7:3 project (5) 4:8;8:7;15:19;17:11, 25 projects (7) 4:10,12;15:8,13; 19:5,10,15 proper (1) 25:14 proposal (6) 9:9,15;10:3;11:22; 20:20;22:13 proposals (2) 20:17;23:14 proposers (1) 2:11 Protection (1) 2:5 provide (1) 22:10 provided (4) 12:19;21:3;22:4; 23:18 provides (1) 14:12 providing (1) 22:1 purposes (1) 15:18
M	N	O	P	Q
making (3) 5:11;7:4;23:25 manage (1) 4:10 management (6) 4:8;5:9;8:7;14:14; 18:1,13 manager (1) 17:11 managing (1) 4:22 many (5) 4:6;5:21;6:21;15:13; 16:13 master (2) 15:18,22 material (1) 25:20 may (1) 19:14	name (1) 9:5 names (1) 25:19 necessarily (6) 5:17;6:25;7:23; 14:13;16:18;18:16 need (11) 2:23;3:23;4:18;5:3; 7:21;12:7;15:7,18; 16:10,11,24 needing (1) 20:3 needs (1)	office (1) 14:12 Officer (2) 2:8;25:5 offices (1) 17:16 official (1) 16:21 oil (1) 3:24 once (3) 6:19;18:8;22:19 one (14) 5:17,18;7:6;10:11, 12;13:17;15:22;19:13, 14,17,23;21:4,20;23:12 ones (1) 7:23 open (2) 3:13;9:1 opening (1) 2:15 operations (2) 11:5,5 opportunity (1) 3:2 order (1) 4:25 original (1) 14:15 originally (1) 15:14 others (1) 11:14 out (12) 2:18;3:11,17,19; 5:22;8:21;11:14;12:22; 18:6;23:3,25;25:17 outlined (1) 21:9 over (2) 8:1;16:3 overall (2) 5:12;6:7 overhead (1) 22:6 overs (1)	panel (1) 20:19 part (1) 21:1 past (1) 17:22 path (1) 23:6 pauses (1) 25:12 people (2) 7:11;18:14 per (1) 9:24 percentage (2) 13:4;22:6 percentages (1) 12:20 period (1) 5:22 periods (1) 8:10 person (1) 5:17 phase (1) 15:25 phrase (1) 25:21 phrases (1) 25:17 Pickett (2) 25:3,24 pieces (1) 5:5 place (2) 4:18;6:20 plan (1) 15:22 planning (4) 11:2,6;15:14,16 plans (1) 15:18 please (3) 9:2,6;23:13 pm (1) 24:11 point (3) 2:18;16:6;17:3 policies (1) 16:12 policy (1) 16:21 possible (2) 10:12,16 potential (2) 2:10;19:2 power (1)	quantity (1) 21:19 quick (1)

<p>10:21 up (14) 3:13;7:17;8:16;9:1, 4;11:20;12:17;17:20; 18:8;19:10,23;20:6; 22:24;23:4 used (2) 15:22;25:12 Utilize (1) 24:3 utilized (1) 18:10 utilizes (1) 15:21</p>	<p>3:1 written (1) 2:13</p> <hr/> <p>Y</p> <hr/> <p>y'all (8) 8:23;12:17;16:14; 19:7,15;20:13,17; 23:23 year (1) 14:10 years (3) 4:25;8:8;16:16</p>			
V	1			
<p>value (1) 23:17 variations (1) 10:19 various (1) 16:5 verified (1) 25:20</p>	<p>1.5 (1) 15:4 1.6 (1) 15:4 1434b (1) 25:7 16 (1) 14:11</p>			
W	2			
<p>waiting (1) 3:22 way (5) 4:9,11;5:5;7:1;11:10 ways (2) 4:20;16:17 weak (1) 24:6 whole (4) 4:18;7:15;16:17; 22:16 win (1) 19:21 winner (1) 6:13 winning (1) 5:25 within (1) 18:4 words (3) 5:4;25:17,19 work (24) 4:2,10,16,19;5:6; 6:12,20;7:2;10:23; 11:1,11;12:6;13:17; 16:13,18;18:22;19:4, 12,21,24,25;22:5;23:3, 3 worked (1) 16:5 working (3) 17:21;18:19;19:14 write (2) 12:10;16:10 writing (1)</p>	<p>25031529 (1) 2:7 28 (1) 25:5 29011 (1) 25:25</p> <hr/> <p>3</p> <hr/> <p>3:24 (1) 24:10</p>			

