

# MONTGOMERY COUNTY

## DEVELOPMENT OUTLOOK BEYOND 2012

### The Panel

Francine Waters  
*Lerner Enterprises*

Rob Klein  
*Montgomery County Department of General Services*

David McDonough  
*Johns Hopkins Real Estate*

*Moderator* – Joel Zingesser, *Grunley Construction Company*

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*Presentation* 5:30 to 7:00 p.m.  
*Reception* 7:00 to 8:00 p.m.

*November 1, 2012*



11/1/2012

# THANK YOU TO OUR SPONSORS!



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**MONTGOMERY COUNTY**  
**November 1, 2012**  
**Presentation to the**  
**Washington Building Congress**

**Rob Klein**

**Office of Planning & Development**

**Department of General Services**

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# Contracting with the County

- Have you contracted with the County?
- Are you interested in doing so?
- Is your Company registered in as County vendor?

11/1/2012



# Why you might be interested?

- Annually some 20 major construction projects
- Annually some \$200 million in major construction projects
- Annually some \$800 million in contracting
- Public Private Partnership provide construction work opportunities



# To be Covered

- Overview of Construction Contracting with Montgomery County
- DGS Building Contracts coming up
- Transportation Contracts coming up
- Possible future work including Public Private Partnerships
- Follow-up actions



# Words that Come to Mind when thinking of Government Contracting?

- Legalistic
- Slow
- Burdensome procedures



# Big Picture Factors – Multiple Objectives Relating to

- o Process clarity
- o Open & fair process
- o High quality
- o Competitive cost
- o Risk management
- o Equity
- o Environment
- o Master Plan & Public Involvement
- o Capital Improvement Program



# Trends in Construction Contracts

- Proactive Quality Control, e.g. Building Information Modeling (BIM) and Building Commissioning Process
- Public Private Partnerships (PPP)
- Mixed Use Developments
- In-File Development
- Leadership in Energy and Environmental Design (LEED); International Green Construction Code
- Prevailing Wage/Living wage
- Promoting Minority Female & Disadvantage businesses
- Promoting Local Small Businesses (under 50 employees or \$14 million in annual revenue)



# Contractor Selection Evaluation Criteria:

- o Past Performance
- o Previous Experience
- o Equipment and Experience Certifications
- o Price (Low Bid)
- o Customer/Client Recommendations
- o Responsiveness



# Sample Criteria Regarding Recent Buildings

- Value more than \$25 million
- Utilized complex steel structure
- Utilized steel caissons
- In a tight urban area
- Extensive use of curtain wall
- Utilized a vegetative roof
- Certified LEED Silver Project or higher



# Office of Procurement

11/1/2012

Process Timeline	IFB B/D/C	IFB *DOT	RFP B/D/C
Review & Returns;	2 Weeks	2 Weeks	4 Weeks
Advertising 4 weeks but we allow extra 2 weeks for any addendums.	6 Weeks	6 Weeks	6 Weeks
After Opening/Closing Bid/Proposal released	1 Week	1 Weeks	2 Weeks
Recommendation from Dept.	4 Weeks	* 8 Weeks	8 Weeks
Posting of award	1 Week	1 Week	4 Weeks
Required submission & negotiations if required	8 Weeks	8 Weeks	8 Weeks
Execution of contract	1 Week	1 Week	1 Week
<b>1<sup>st</sup> meeting to execution of contract</b>	<b>23 Weeks</b>	<b>27 Weeks</b>	<b>33 Weeks</b>

- \* DOT has additional requirements and a longer review process from the State and a longer internal review process for approval and final signatures.



# Dept. General Services Construction

Project	Total Project Cost	Bid Date (est.)
Good Hope Neighborhood Rec Center	\$7 M	Sept 2014
North Potomac Comm Rec Center	\$38 M	July 2013
Ross Boddy Neighborhood Rec Center	\$16 M	July 2013
Glenmont Fire Station No. 18	\$14 M	Nov 2013
Colesville Depot	\$10 M	May 2013
Silver Spring Library	\$70 M	Currently Pre-qualified
Dennis Avenue Health Center	\$38 M	Nov 2013
Scotland Neighborhood Rec Center	\$8 M	Currently Pre-qualified

11/1/2012



# Dept. General Services Construction Office of Special Projects

11/1/2012

Project	Total Project Cost	Bid Date (est.)
Smart Growth Initiative (Webb Tract) Site Work	\$6M	Sept 2013
Smart Growth Initiative, Montgomery Public Schools Food Facility (fast tract project)	\$ 28M	Summer 2013
Smart Growth Initiative, Training Academy; MC Public Schools and M-NCPPC Facilities Depots	\$ 130M	Starting Summer 2013
Gov't Core Facilities, Council Office Building Replacement	\$100 M	5 to 7 years
Gov't Core Facilities, Gray Court House Renovation	\$5 M	2 to 5 years



# Department of Transportation

## Projects to be Advertised

### in the next 1-2 years

11/1/2012

Project	Project Type/Category	Master Plan Location	Construction Cost (estimated)	Construction Duration (est.)
MD 355 Crossing (D/B)	Pedestrian /Bicycle Facility	Bethesda	\$73M in Federal Funding	2 yrs
MacArthur Boulevard BIDS DUE 11/16 2 p.m.	Bicycle Facility	Glen Echo	\$6 M	540CD
Century Boulevard To be advertise either Nov. or Dec.	Road	Germantown	\$14 M	540CD
Whites Ferry Road Bridges	Bridge	Poolesville	\$2 M	180CD
Chapman Avenue Extended	Road	North Bethesda	\$4 M	490 CD
Wapakoneta Road Improvements	Drainage Improvement	Glen Echo	\$1 M	270 CD



# Department of Transportation

## Projects on the Horizon (3-5) years

11/1/2012

Project	Project Type/Category	Master Plan Location	Construction Cost (est.)	Construction Duration (est.)
Metropolitan Branch Trail	Pedestrian/ Bicycle Facility	Silver Spring	\$3 M	~420 CD
Snouffer School Road North	Road	Gaithersburg	\$17 M	~600 CD
Piney Meetinghouse Road Bridge	Bridge	Rockville	N/A	N/A
Goshen Road	Road/Bridge	Gaithersburg	\$130 M	~1100 CD
Montrose Parkway East	Road	North Bethesda	N/A	N/A
Platt Ridge Drive Extended	Road	Bethesda	\$3 M	~420 CD



## Other Potential Projects

- Public Service Training Academy Site (52 acres) PPP
- Shady Grove Metro Station – Jeremiah Park Development (45 acres) PPP (within the year)
- White Oak Science Gateway (100 acres) PPP
- Wheaton Library Recreation Center (2015)
- White Flint Development, estimated \$854 million



# Register as a County Vendor

www.mcipcc.net

11/1/2012

The screenshot shows a Windows Internet Explorer browser window displaying the Montgomery County Central Vendor Registration System website. The browser's address bar shows the URL <https://www.mcipcc.net/>. The website's header features the Montgomery County logo and the title "MONTGOMERY COUNTY Central Vendor Registration System" with a date of "October 29, 2012".

The main content area includes a welcome message: "Welcome to the Montgomery County Inter-Agency Central Vendor Registration System!". Below this, a paragraph explains that the website is a collaborative effort from the Montgomery County Government, Montgomery College, Montgomery County Public Schools, and the Housing Opportunities Commission. It states that the system is a one-stop registration system for companies interested in providing goods and services to all four county agencies' procurement offices. It allows potential vendors to create and maintain their subscriptions at no financial cost, ensuring county agencies always have up-to-date vendor information. Only the listed agents will receive your registration information. If you would like to register with other Montgomery County agencies, please register with them directly.

Below the text are logos for the Montgomery County Government, Montgomery College, Montgomery County Public Schools (MCPS), and the Housing Opportunities Commission (HOC). A message states: "To ensure this system is successful, please update your company information when any changes occur." Below this message are two buttons: "REGISTER NOW" and "LOG ON".

The footer of the website mentions "Portal operated for Montgomery County by EEPEX" and displays the "NACO National Association of Counties 2010 ACHIEVEMENT AWARD" logo and the "Green Chamber America 2012 MEMBER" logo.

The left sidebar contains navigation links for VENDORS (LOGON, REGISTER, LOGOFF, SEARCH), SOLICITATION (LISTINGS, CONTACTS, FAQs), and AGENCIES (LOGON, LOGOFF). A "Live Support OFFLINE" button is also present.

The Windows taskbar at the bottom shows the Start button, several open applications (KINGSTON (G:), Microsoft PowerPoint, Montgomery County...), and the system clock showing 5:25 PM on 11/1/2012.



# Search Current Contract Info Exp. Date, Incumbent, Contract Adm. Contact info.

www.montgomerycountymd.gov/contractregister

11/1/2012

The screenshot shows a Windows Internet Explorer browser window displaying the Montgomery County, MD Contract Search website. The address bar shows the URL <http://www2.montgomerycountymd.gov/ICCS/>. The website header includes the Montgomery County logo and the text "MONTGOMERY COUNTY MARYLAND". Below the header is a navigation bar with links for "RESIDENTS", "GOVERNMENT", "BUSINESSES", and "CULTURE & LEISURE". The main content area is titled "OFFICE OF PROCUREMENT - CONTRACT LOG". It features a "Procurement" section with links to "Home", "Awardees", "Bill 3-04", "Bid Tabulations", "Contracts", "County Council Awards", "Open Solicitations", and "Pending Solicitations". A "VIEW THE CONTRACT LOG:" section provides instructions on how to search the contract database. Below this, there is a search form with fields for "Contract Number:", "Description:", "Vendor:", "Contract Type:", and "Department:". The "Contract Type:" and "Department:" fields are dropdown menus. The website footer includes a "My Montgomery" logo and the text "Find County Service Locations Near You". The taskbar at the bottom shows the "start" button and several open applications, including "KINGSTON (G:)", "Microsoft PowerPoin...", and "Montgomery County...". The system clock in the bottom right corner shows "5:27 PM".

Montgomery County, MD - Contract Search - Windows Internet Explorer

http://www2.montgomerycountymd.gov/ICCS/

File Edit View Favorites Tools Help

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50° Washington, DC News Maps Avery Templates Options

Montgomery County, MD - Contract Search

October 29, 2012

**MONTGOMERY COUNTY** MARYLAND

montgomerycountymd.gov

Home | Translate

SEARCH

News  
County Executive  
County Council  
Judiciary  
Departments  
I Want To ...  
Services & Info.  
Online Services  
County Cable 6  
NEW Seniors  
Education  
Libraries  
Volunteer  
Careers  
Contact Us

**RESIDENTS** **GOVERNMENT** **BUSINESSES** **CULTURE & LEISURE**

**OFFICE OF PROCUREMENT - CONTRACT LOG**

**Procurement** Public Information Services

Home | Awardees | Bill 3-04 | Bid Tabulations | Contracts | County Council Awards | Open Solicitations | Pending Solicitations | Projects

VIEW THE CONTRACT LOG: [HELP](#)

The form below consists of the contract database fields on which you may search and return contracting information and publicly releasable portions of documents. You may search using one or more fields and your search can include partial or complete information within a field. All contracting documents may not be available for download at this time. **A weekly maintenance is performed every Monday afternoon between 5:00pm and 7:00pm. During this time, you may perform searching functions but will not be able to download actual documents.**

All available contracting documents are compressed and in PDF format. You will need a decompression utility (i.e., Winzip, Stuffit, 7-Zip) and [Adobe Reader](#) in order to view all documents.

Contract Number:

Description:

Vendor:

Contract Type:

Department:

Done

start KINGSTON (G:) Microsoft PowerPoin... Montgomery County... 5:27 PM



# Tract Project – DGS Community Projects Web Page

<http://www6.montgomerycountymd.gov/mcgtmpl.asp?url=/content/DGS/DBDC/dgs-neighborhood-projects-page.asp>

11/1/2012

The screenshot shows a Windows Internet Explorer browser window displaying the Montgomery County Department of General Services website. The address bar shows the URL: <http://www6.montgomerycountymd.gov/mcgtmpl.asp?url=/content/DGS/DBDC/dgs-neighborhood-projects-page.asp>. The browser's search bar contains the text "Google". The website's header includes navigation tabs for RESIDENTS, GOVERNMENT, BUSINESSES, and CULTURE & LEISURE. The main content area features the title "Department of General Services" and "Division of Building Design and Construction". Below this, there are links to various services: Real Estate & Management Services, Office of Procurement, Building Design & Construction, Fleet Management Services, and Facilities Management. The central focus is the "Montgomery County Neighborhood Projects" section, which includes the NACo (National Association of Counties) 2010 Achievement Award logo. A text box states: "Map is interactive. Click on highlighted region to see projects in that location or select from Regional Project List". Below this text is a map showing a highlighted region. The browser's taskbar at the bottom shows the start button, several open applications (KINGSTON (G:), Microsoft PowerPoint, Department of Gene...), and the system clock indicating 5:46 PM on 11/1/2012.

Department of General Services - Windows Internet Explorer

http://www6.montgomerycountymd.gov/mcgtmpl.asp?url=/content/DGS/DBDC/dgs-neighborhood-projects-page.asp

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Department of General Services  
Division of Building Design and Construction

OBRC >  
OPD >  
OSP >

Real Estate & Management Services  
Office of Procurement  
Building Design & Construction  
Fleet Management Services  
Facilities Management

**Montgomery County  
Neighborhood Projects**

NACo National Association of Counties  
2010 ACHIEVEMENT AWARD

Map is interactive.  
Click on highlighted region to see projects in that location  
or select from Regional Project List

MC311 ANSWERING TO YOU

The Paperless Airplane

My Montgomery

Done

Internet 100%

start KINGSTON (G:) Microsoft PowerPoin... Department of Gene... 5:46 PM



# Tract Project – DGS

## Office of Special Projects Web Page

<http://www6.montgomerycountymd.gov/mcgtmpl.asp?url=/content/DGS/DIR/OSP/OSP.asp>

11/1/2012

Department of General Services - Windows Internet Explorer

http://www6.montgomerycountymd.gov/mcgtmpl.asp?url=/content/DGS/DIR/OSP/OSP.asp

Live Search

Department of General Services

Text Version

OCTOBER 31, 2012

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SEARCH

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County Cable 6  
**NEW** Seniors  
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**RESIDENTS** **GOVERNMENT** **BUSINESSES** **CULTURE & LEISURE**

Department of General Services  
Director's Office

OBRC ►  
OPD ►  
OSP ►

Real Estate & Management Services | Office of Procurement | Building Design & Construction | Fleet Management Services | Facilities Management

### Office of Special Projects (OSP)



This office is responsible for planning, design and construction of special projects assigned by the Director of DGS or the County Executive. OSP is tasked to address development issues such as: site acquisition, disposal of surplus sites, site selection, land use decisions, master planning, leased facilities relocation, leased facilities consolidation, design, construction and other related activities. OSP is generally responsible for the County's strategic objectives with regards to special programs, including leveraging land value and encouraging transit-oriented development.

**Major programs currently handled by this office are:**  
(click on the photo for more details)

**Smart Growth Initiative**



**Government Core Facilities**



Director's Office - Department of General Services

Local intranet 100%

start | Inbox - Microsoft Out... | Wash Build Congress | Microsoft PowerPoint ... | Department of Gener... | 5:52 PM



# Tract Project – DOT Engineering Web Page

<http://www2.montgomerycountymd.gov/DOT-DTE/Common/home.aspx>

1/1/2012

The screenshot shows the MCG-Division of Transportation Engineering website in a Windows Internet Explorer browser window. The address bar displays the URL: <http://www2.montgomerycountymd.gov/DOT-DTE/Common/home.aspx>. The browser's menu bar includes File, Edit, View, Favorites, Tools, and Help. The search bar shows a Google search engine. The page features a sidebar on the left with links for 'NEW I Want To...', 'Services & Info.', 'Online Services', 'County Cable 6', 'Education', 'Volunteers', 'Careers', and 'Contact Us'. Below these are logos for 'Español English', 'RIDE ON MONTGOMERY COUNTY TRANSIT', and 'CountyStat'. The main content area has a grid of buttons for 'About Us', 'Facility Planning', 'Construction', 'Bikeways', 'Sidewalk', 'Right of Way', 'Projects', 'Meetings & Events', and 'Drainage Assistance'. A 'PROJECTS' section lists several projects with expandable arrows: Advance Reforestation, Bethesda CBD Streetscape, Bradley Blvd Bikeway (Wilson Lane - Goldsboro Road), Burtonsville Access Road, Century Blvd., and Clarksburg Connector. Below this is an 'ANNOUNCEMENTS' section with a message about construction on Monday, May 16, 2012, at 3:23:46 PM, regarding the Pedestrian Bridge over Old Georgetown Road. The Windows taskbar at the bottom shows the Start button, open applications like KINGSTON (G:) and Microsoft PowerPoint, and the system clock indicating 5:56 PM on 1/1/2012.

MCG-Division of Transportation Engineering - Windows Internet Explorer

http://www2.montgomerycountymd.gov/DOT-DTE/Common/home.aspx

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Español English

RIDE ON MONTGOMERY COUNTY TRANSIT

CountyStat

About Us Facility Planning Construction Bikeways Sidewalk Right of Way Projects Meetings & Events Drainage Assistance

PROJECTS

Projects

- ▶ Advance Reforestation
- ▶ Bethesda CBD Streetscape
- ▶ Bradley Blvd Bikeway (Wilson Lane - Goldsboro Road)
- ▶ Burtonsville Access Road
- ▶ Century Blvd.
- ▶ Clarksburg Connector

More....

ANNOUNCEMENTS

Construction will generally take place Monday thru 5/16/2012 3:23:46 PM The Pedestrian Bridge over Old Georgetown Road is 11/16/2009 2:50:57 PM

More

Done Internet 100% 5:56 PM

start KINGSTON (G:) Microsoft PowerPoin... MCG-Division of Tran...



# Capital Improvement Program OMB Web Site

<http://www6.montgomerycountymd.gov/ombtml.asp?url=/content/omb/MasterPDF/13-18a/masterpdf.asp>

11/1/2012

Montgomery County, MD - Master List of CIP Projects (FY13-18) - Windows Internet Explorer

http://www6.montgomerycountymd.gov/ombtml.asp?url=/content/omb/MasterPDF/13-18a/masterpdf.asp

Montgomery County, MD - Master List of CIP Projects...

Text Version November 1, 2012

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**Office of Management and Budget**

OMB Home About OMB CIP PSP Publications Contacts

**MASTER LIST OF MOST CURRENT CIP PROJECTS (FY13-18)**

CATEGORIES:

Click on the project number to view the project as it was last adopted by Council:

● **General Government**

Project #	Project Name	Date Last Modified
<a href="#">316222</a>	ALARF: MCG	5/24/2012
<a href="#">361107</a>	Americans with Disabilities Act (ADA): Compliance	5/24/2012
<a href="#">508728</a>	Asbestos Abatement: MCG	5/24/2012
<a href="#">509923</a>	Elevator Modernization	5/24/2012
<a href="#">507834</a>	Energy Conservation: MCG	5/24/2012
<a href="#">361302</a>	Energy Systems Modernization	5/24/2012
<a href="#">500918</a>	Environmental Compliance: MCG	5/24/2012
<a href="#">361200</a>	EOB & Judicial Center Traffic Circle Repair	5/24/2012
<a href="#">361103</a>	EOB HVAC Renovation	5/24/2012
<a href="#">500152</a>	Facilities Site Selection: MCG	5/24/2012
<a href="#">508788</a>	Facility Planning: MCG	5/24/2012
<a href="#">509651</a>	Fibernet	5/24/2012
<a href="#">361112</a>	Fuel Management	5/24/2012
<a href="#">500926</a>	Germantown Transit Center Improvements	5/24/2012
<a href="#">508941</a>	HVAC/Elec Replacement: MCG	5/24/2012
<a href="#">361102</a>	IAQ Improvements Brookville Bldgs. D & E	5/24/2012
<a href="#">340200</a>	Integrated Justice Information System	5/24/2012
<a href="#">508970</a>	Life Safety Systems: MCG	5/24/2012
<a href="#">150700</a>	Long Branch Town Center Redevelopment	5/24/2012
<a href="#">360903</a>	MCPS Bus Depot and Maintenance Relocation	5/24/2012
<a href="#">361111</a>	MCPS Food Distribution Facility Relocation	5/24/2012
<a href="#">360901</a>	Montgomery County Government Complex	5/24/2012
<a href="#">360902</a>	Montgomery County Radio Shop Relocation	5/24/2012
<a href="#">361113</a>	Old Blair Auditorium Reuse	5/24/2012
<a href="#">509514</a>	Planned Lifecycle Asset Replacement: MCG	5/24/2012
<a href="#">340901</a>	Public Safety System Modernization	5/24/2012

Local intranet 100%

start Inbox - Microsoft Out... Microsoft PowerPoint ... Montgomery County,...

10:34 AM



# Contacts

- Building Contracts: Todd Collins, Procurement Office; [todd.collins@montgomerycountymd.gov](mailto:todd.collins@montgomerycountymd.gov)
- Transportation Contracts: Bob Norris, Procurement Office; [robert.norris@montgomerycountymd.gov](mailto:robert.norris@montgomerycountymd.gov)
- Minority and Local Small Business Reserve, Grace Denno, DGS Office of Business Relations & Compliance; [grace.denno@montgomerycountymd.gov](mailto:grace.denno@montgomerycountymd.gov)
- DGS, Division of Building Design & Construction, Don Scheuerman; [don.scheuerman@montgomerycountymd.gov](mailto:don.scheuerman@montgomerycountymd.gov)
- DGS, Office of Special Projects, Hamid Omidvar; [hamid.omidvar@montgomerycountymd.gov](mailto:hamid.omidvar@montgomerycountymd.gov)
- DOT, Construction Section, Girum Awoke; [girum.awoke@montgomerycountymd.gov](mailto:girum.awoke@montgomerycountymd.gov)



# WASHINGTON BUILDING CONGRESS

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The Washington Building Congress is a professional trade association made up of over 1,000 companies and individuals from a variety of disciplines, all with an active interest or involvement in the Washington metropolitan area real estate, design and construction community.

The WBC was established in 1937 as an “*umbrella organization*” to represent the collective interests of the industry, provide education and networking opportunities, and promote the professional advancement of our members.