MONTGOMERY COUNTY DEVELOPMENT OUTLOOK BEYOND 2012

<u>The Panel</u> Francine Waters Lerner Enterprises

Rob Klein

Montgomery County Department of General Services

David McDonough Johns Hopkins Real Estate

Moderator – Joel Zingeser, Grunley Construction Company

 Presentation
 5:30 to 7:00 p.m.

 Reception
 7:00 to 8:00 p.m.

November 1, 2012



11/1/2012

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

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Contracting with the County

11/1/2012

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

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

1/1/2012

6

- 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

1/1/2012

9

- 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

| Process Timeline | IFB B/D/C | IFB *DOT | RFP 2012 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 |
| 1 st meeting to execution of contract | 23 Weeks | 27 Weeks | 33 Weeks |

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

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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 |

Dept. General Services Construction Office of Special Projects

| Project | Total Project Cost | Bid Date (est.) | 2102/L17 |
|---|--------------------|-------------------------|----------|
| 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 | 14 |

Department of Transportation Projects to be Advertised

in the next 1-2 years

| 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

| 「「「「 | Project | Project Type/Category | Master Plan Location | Construction Cost (est.) | Construction Duration (est.) |
|-----------|-----------------------------------|---------------------------------|-------------------------|-----------------------------|---------------------------------|
| 11 | 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 |
| the state | Platt Ridge Drive Extended | Road | Bethesda | \$3 M | ~420 CD |

Other Potential Projects

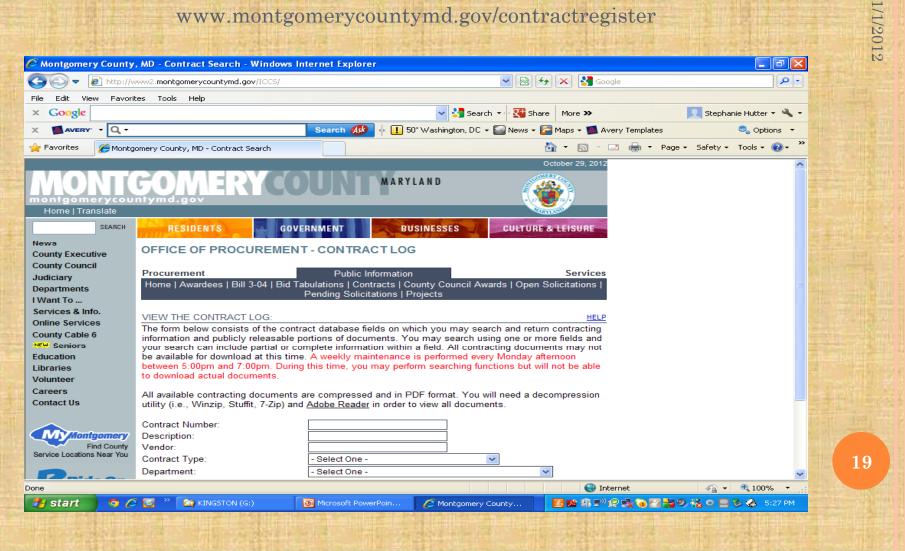
- Public Service Training Academy Site (52 acres) PPP
- Shady Grove Metro Station Jeremiah Park Development (45 acres) PPP (within the year)
- White Oak Science Gateway (100 acres) PPP
- Wheaton Library Recreation Center (2015)
- White Flint Development, estimated \$854 million

Register as a County Vendor

www.mcipcc.net - 0 🖉 Montgomery County - Central Vendor Registration System - Windows Internet Explorer 💌 🔒 🗟 😽 🗙 🚼 Google ρhttps://www.mcipcc.net/ 1/1/2012 Edit View Favorites Tools Help File 🗸 🔧 Search 🔹 🔁 Share 🛛 More 🌫 👤 Stephanie Hutter 🝷 🔧 🝷 × Google MAVERY' - Q -Search Ask 🚺 50° Washington, DC 👻 🎑 News 👻 🚰 Maps 👻 🌉 Avery Templates 🔍 Options 📼 х 🔄 🔹 🔝 🕤 🖃 🛻 🔹 Page 🔹 Safety 🔹 Tools 🔹 🕢 🔹 🔶 Favorites Montgomery County - Central Vendor Registration Sy... MONTGOMERY COUNTY **Central Vendor Registration System** October 29, 2012 ~ VENDORS Welcome to the Montgomery County Inter-Agency Central Vendor Registration System! LOGON REGISTER This website is a collaborative effort from Montgomery County Government, Montgomery College, Montgomery County LOGOFF Public Schools, and Housing Opportunities Commission. It is the one-stop registration system for companies who are SEARCH interested in providing goods and services to all 4 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 SOLICITATION information. Only the listed agents will receive your registration information. If you would like to register with other LISTINGS Montgomery County agencies, please register with them directly. CONTACTS FAQs AGENCIES To ensure this system is successful, please update your company information when any changes occur. LOGON LOGOFF REGISTER NOW LOG ON Portal operated for Montgomery County by EEPEX Live Support OFFLINE lational Association of Counties 18 2010 ACHIEVEMENT AWARD 😜 Internet - 🐴 🔹 🔍 100% Done C KINGSTON (G:) 📓 🖄 📽 🗣 🕵 🐚 🖓 start 💿 🥭 🖸 Microsoft PowerPoin.. 🔚 🕘 强 🖸 🔲 🗞 🚷 🛛 5:25 PM 🖉 Montgomery County...

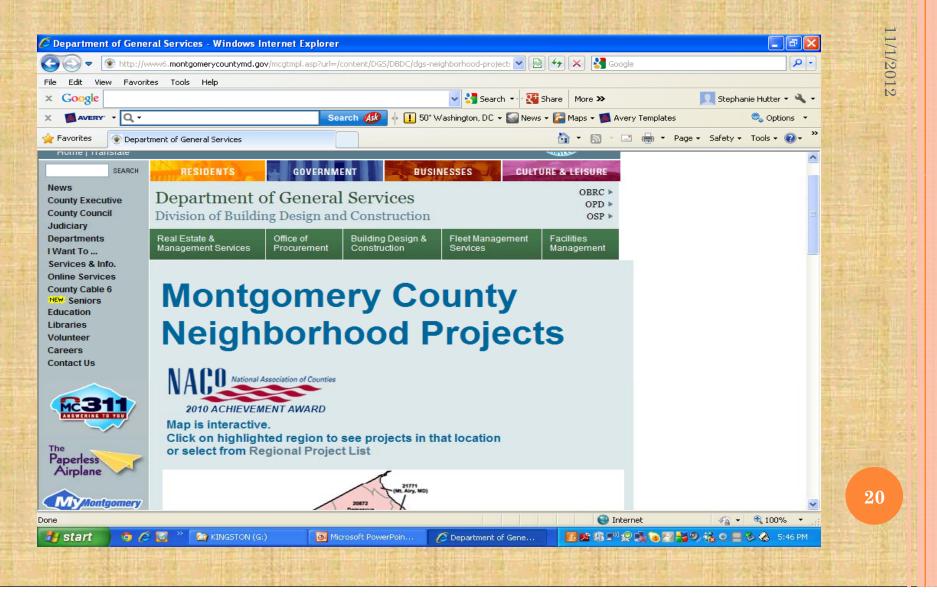
Search Current Contract Info Exp. Date, Incumbent, Contract Adm. Contact info.

www.montgomerycountymd.gov/contractregister



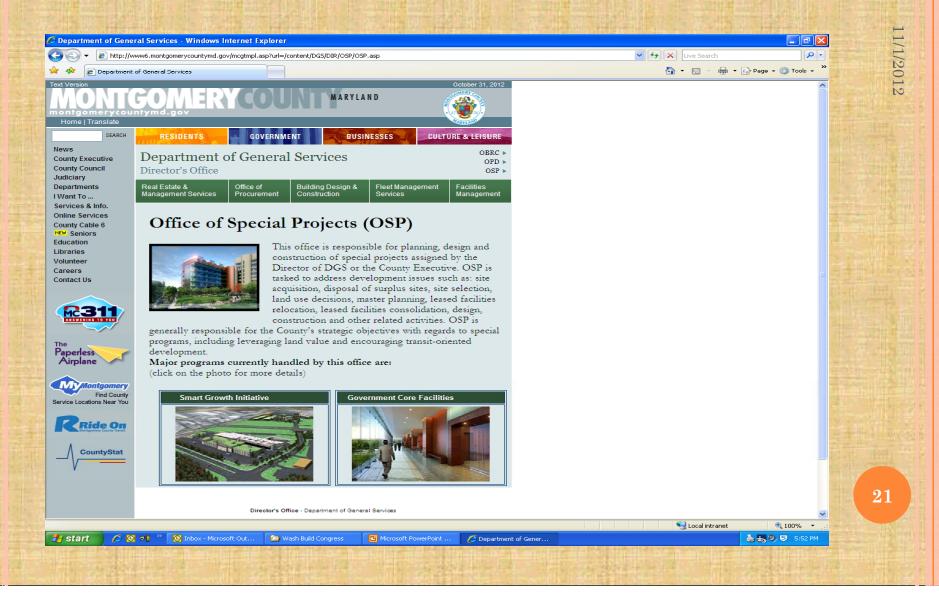
Tract Project – DGS Community Projects Web Page

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



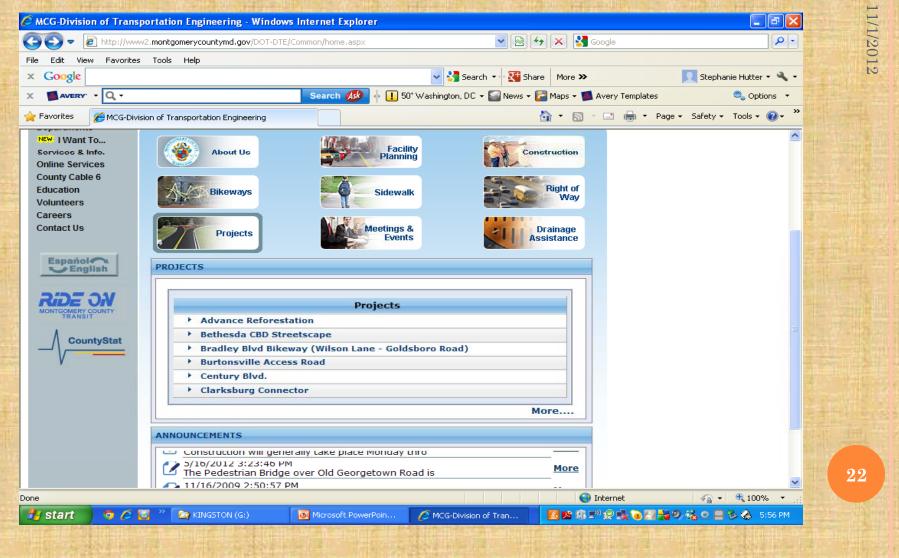
Tract Project – DGS Office of Special Projects Web Page

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



Tract Project – DOT Engineering Web Page

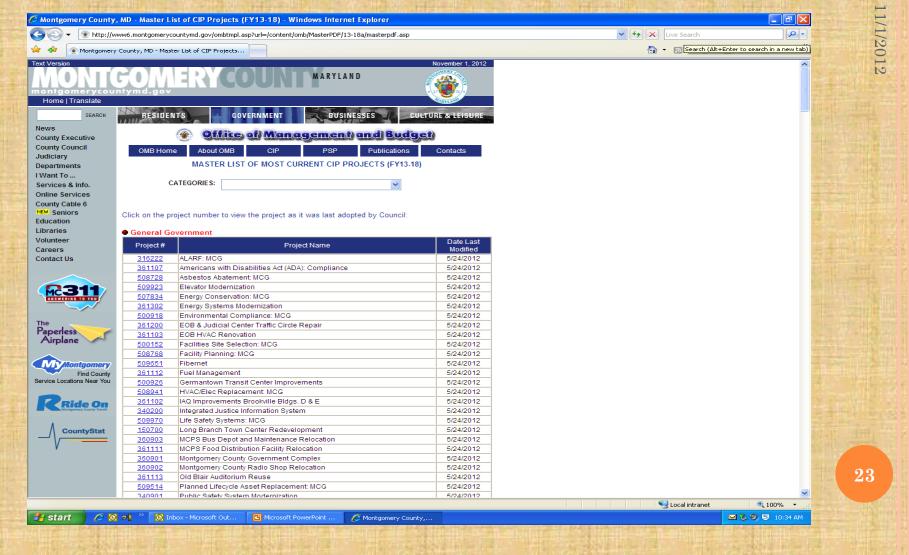
http://www2.montgomerycountymd.gov/DOT-DTE/Common/home.aspx



Capital Improvement Program OMB Web Site

http://www6.montgomerycountymd.gov/ombtmpl.asp?url=/content/omb/MasterPDF/13-

18a/masterpdf.asp



Contacts

• Building Contracts: Todd Collins, Procurement Office; todd.collins@montgomerycountymd.gov

11/1/2012

24

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

WASHINGTON BUILDING CONGRESS

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.