

BUSINESS OPPORTUNITY:

NEW SUPREME COURT OF MARYLAND

PRESENTERS



Courtney League

Assistant Secretary
Design, Construction & Energy
courtney.league@maryland.gov

Michael Cavanaugh

Procurement Officer
Office of State Procurement
michael.cavanaugh@maryland.gov

Natasha Ramsundar

Procurement Officer
Office of State Procurement
natasha.ramsundar@maryland.gov

Chantal Kai-Lewis

Director of Supplier Diversity Office of State Procurement chantal.kai-lewis2@maryland.gov

Barry Miller

Capital Project Executive
Design Construction & Energy
barryl.miller@maryland.gov

Jason Valuntis

Associate Director
Office of State Procurement
jason.valuntis@maryland.gov

Kim Langkam

Procurement Officer
Office of State Procurement
kimberly.langkam@maryland.gov

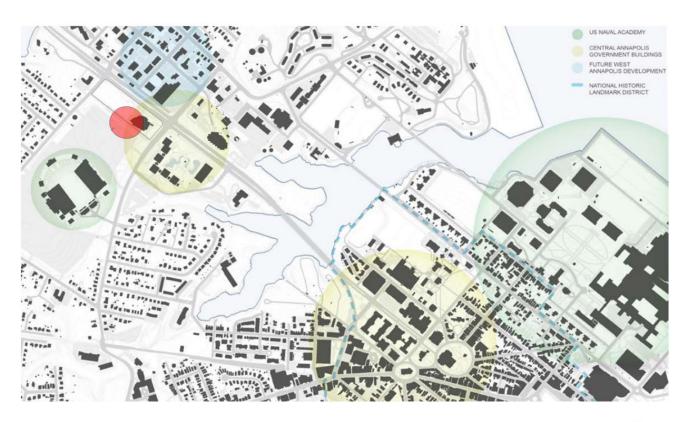
Project Description:



The New Maryland Supreme Courthouse will replace the existing Murphy Court of Appeals Courthouse. It will be constructed on the vacant parcel of land along Rowe Boulevard, north of the existing Sweeney District Courthouse. The courthouse is 119,410 NSF and 217,564 GSF. The structure is a six story steel frame, and the courthouse is clad in precast concrete. The courthouse provides office space for all Appellate Administrative Staff, the Maryland Law Library (including its special book collection), the Maryland Law History Museum, two Special Courts of Appeals courtrooms, one Court of Appeals Courtroom and the relocation of the Maryland Historic Court of Appeals Courtroom from the Murphy Courthouse. There is a secured service drive running north to south, from Farragut Road to Taylor Avenue behind the new courthouse and the Sweeney Courthouse. The secured service drive provides access to some outdoor employee parking, the loading dock, secured employee and and judges' garages, Mechanical, Electrical, and security rooms all located at this level. Construction is scheduled to begin in August of this year and is scheduled for a construction period of three (3) years.

Location: Annapolis, Maryland



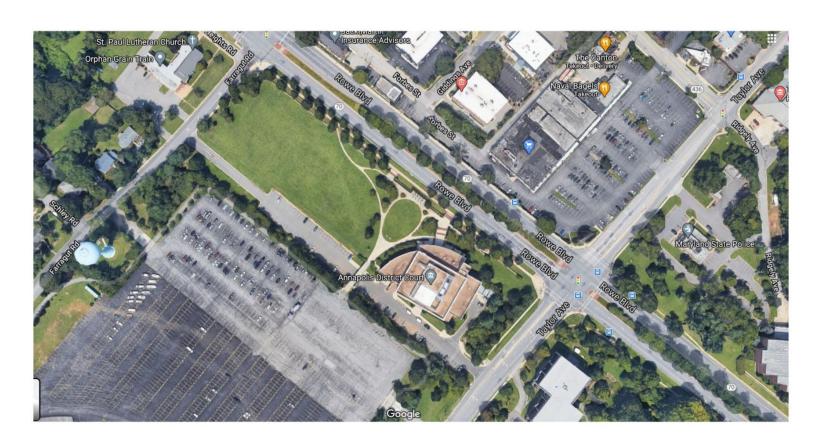


CONTEXT MAP



Location: Annapolis, Maryland

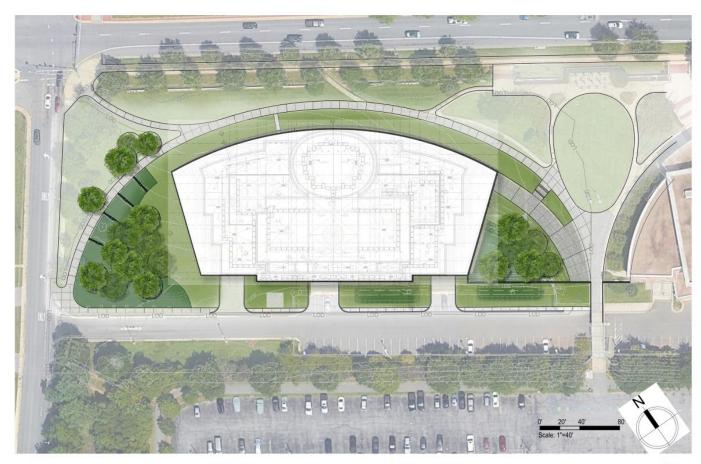




PROJECT SITE





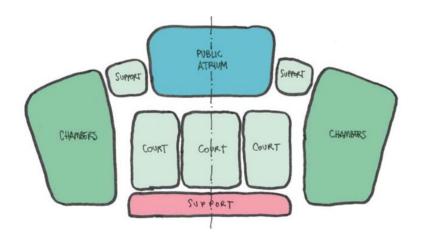


SITE PLAN









COURT ORGANIZATION







AERIAL VIEW FROM ROWE BLVD















ATRIUM VIEW FROM LEVEL 1











LEED Silver



		R.	±3		LEED	4 for New Construction and Major Renovations			L	
		1	\boldsymbol{y}	y -	Project i	Checklist Supreme Court of	Maryla	ind	T	Silver minimum
7	Г	-3	-	1=			т	\Box	T	17-Mar-23
¥.	84	и	8					1 1	T	
1			.0	0	Integra	ted Process Possible Points:	1		Г	Documentation in progress
7	0	0	9	Г	Locatio	n and Transportation Possible Points:	16	v4.1	Г	COMMENTS
Y	552	W	N	tic					F	
1			0	D	Credit 2	Sensitive Land Protection	1		t	Complies
			2	D	Credit 1	High Priority Site	2		t	Not applicable
4			1	-0	Credit 4	Surrounding Density and Diverse Uses	5	v4.1	T	Site has Walkscore of 65, and qualifies as infill site
0			5	0	Codt	Access to Quality Trensit	5	94.1	Ι	Number of daily bus service trips does not meet minimum threshold
			1	D	Credit E	Bicycle Facilities	1		Γ	Site is not within 200 yds of a bike path that serves 10 diverse uses
1	0			D	Credit7	Reduced Parking Footprint	1	$\overline{}$	t	Provided parking is 80%, meets threshold of 60%
				0		Green Vehicles	,		t	
1					Cedif	Cross vencus	,	94.1	L	Project will provide minimum 2 EV charging stations (or 2% of total) per type of park
7	1		2		Sustair	able Sites Possible Points:	10	v4.1	H	COMMENTS
	100	w	-	rich		Pusating Fullits.	1	1	F	
Y	100	vot	*	000	Pany I	Construction Activity Pollution Prevention	-	-	۲	Requirement will be in Specifications
-	1				Credit 1	Sto Assessment	1	-	٠	In progress, there is no EIS
	1		2	-	Cwst 2	Ste Development—Protect or Restore Habitat	2	-	٠	in progress; there is no Ets Not applicable - landscape palette is limited
			0	-	Coudt 2	Open Space	1	-	H	Not appricates - sentecape passes is inness. Comples
1		-		-	Credit 4	Roinwater Management	3	94.5	╀	
2		Н	-	-	Credit 5	Heat Island Reduction	-	94,1	₽	Complex: 100% onsite management using LIDs
2			0	0	Coudt 6	Heat Island Reduction Light Pollution Reduction (DGS regt)	2	-	H	High SRI criteria will be in Specifications
1				0.	Credit	Light Pollution Reduction (DGS reqt)	1	-	H	Will comply. Light fixtures will meet LZ2 BUG oriteria
- 1	Н	H			00000		_		H	
8			3		Water E	Efficiency Possible Points:	11	v4.1	L	COMMENTS
٧.	552	и	76	tic.					İ	
Υ				13	Paragit.	Outdoor Water Use Reduction (DGS reqt)			L	Will comply, no irrigation
Υ			0	0	Press 2	Indoor Water Use Reduction (DGS reqt)				Will comply with 20% reduction
Y				- 11	Francy 3	Building-Level Water Metering			t	Will comply and share data via Energy Star Reporting
2				- 11	Credit 1	Outdoor Water Use Reduction (DGS regt)	2		t	Will comply, no irrigation
3			3	D	Credit 2	Indoor Water Use Reduction (DGS reqt)	6		T	35.4% - Meets DGS minimum regt of 35%
2					Credit 1	Cooling Tower Water Use	2		T	Registered for Alternate Compliance Path for this Credit WEpc94 - "No cooling low
1	Ì	Ī		0	Chillia	Water Melering	1	¥4.1	İ	WII comply; meter 2 or more subsystems - intgation, plumbing, DHW, boiler, recisimed, other process (meter min 80%)
									İ	
12	2	5	14		Energy	and Atmosphere Possible Points:	33	v4.1	l	COMMENTS
Y	588	м	N	DIC					F	
Y				17	Person 1	Fundamental Commissioning and Verification			L	Will comply. CxA needs to be under contract by 100% DD
Y				D	Prent 2	Minimum Energy Performance (DGS reqt)		. 1		Complex. Minimum threshold is 5%, based on ASHRAE 90.1-2010.
	П	Г	П	D	Fareq 1	Building-Level Energy Metering	т		T	Will comply and share data via Energy Star Reporting
Y				- 0	Prints 4	Fundamental Refrigerant Management			t	Complies. Mechanical systems contain no CFCs
-				0	Delti 1	Enhanced Commissioning	6		T	Will comply, CxA needs to be under contract by 100% DD
Y		_		0	Credit 2	Optimize Energy Performance (DGS reqt)	18			DGS requires 15% better than ASHRAE 93.1-2018. Energy model is in progress du to September decision for full electrification
Y	2	3	,				-		T	
Y	2	3	•	1	CmdR 3	Advanced Energy Metering	1		L	Will comply. Provide submeters for all whole-bldg energy sources; and any use that >10% of total
Y	2			0				wi 1	L	>10% of total
Y	2	2			Credit 4	Demand Response	2	v4.1	L	>10% of total Awaking direction from Owner
Y Y 6 4 1	2		0 0 3			Dentard Response Renewable Energy Production		v4.1		Awaiting direction from Owner Not applicable
Y	2				Credit 4	Demand Response	2	v4.1		>10% of total Awaking direction from Owner

4	2	4	3		Materia	Is and Resources Possible Poir	s: 13	v4.1	COMMENTS
y	SN	u	N	H			_		
Y				-	Preing 1	Storage and Collection of Recyclables			Will comply; Recycling pickup will be located with trash bins across Rogers Heigh Road.
Y		Н		Н	Parent T	Construction and Demolition Waste Management Planning (DGS regt)	+	\vdash	Porformance criteria will be in Specifications
		3	2		Ordit f	Building Life Cycle Impact Reduction	5	v4.1	
		-		9.	-		-	7.00	Will pursue only if necessary; calculating embodied Carbon will be a scope add
1		1	0	-6	Credit 2	Building Product Disclosure and Optimization - Environmental Product Declar	ion 2	v4.1	Documentation requirements will be in Specifications
	1		1	2	Credit 3	Building Product Disclosure and Optimization - Sourcing of Raw Materials	2	V4.1	Documentation requirements will be in Specifications
1	1		0	0	Clodf 4	Building Product Disclosure and Optimization - Material Ingredients	2	94.1	Documentation requirements will be in Specifications
2			0	4	Over5	Construction and Demolition Waste Management (DGS reqt)	2		Documentation requirements will be in Specifications
5	2	4	5		Indoor	Environmental Quality Possible Poir	s: 16	v4.1	COMMENTS
			N	H			(A) (A)	1	
Ÿ	811	м	N		Protect 1	Minimum Indoor Air Quality Performance	-	-	Will comply.
Ÿ				-	Premo 2	Environmental Tobacco Smoke (ETS) Control	+		Will comply. Includes DGS tobacco use policy
2			0		Credit 1	Enhanced Indoor Air Quality Strategies	2		Will comply; provide entryway systems + dedicated exhaust, filters - 1 pt; CO2 monitoring or inc ventilation - 1 pt; (code reqt)
2	1		0	1	Credit 2	Low-Emitting Materials (DGS reqt)	3	v4.1	Documentation will be in Specifications; Floors, walls, ceilings and composite workings risk correct.
1			0	6	Ondr3	Construction Indoor Air Quality Mangement Plan (DGS regt)	1		Documentation requirements will be in Specifications
	0	2	0	· C.	Codt 4	Indoor Air Quality Assessment	2		DGS reqt for LEED v2009 projects only. Confirm if reqd.
			1	0.	Codt 5	Thermal Comfort	1		Unlikely due top cost of providing thermal controls for 50% of occupants
Ī	1	1	0	i d	Credit 6	Interfor Lighting	2		3-step lighting controls for individual work spaces, dimming for multiple-occupant spaces (1) pt. lighting quality - glare control and coloring rending for = (1) pt
i			3	ě	Credit T	Daylight	3	v4.1	Min. 40% of occupied spaces to be compliant: unlikely given number of enclosed offices
1			1	=	CHR8	Quality Views	1	v4.1	Min. 75% of occupied spaces to be compliant unlikely given number of enclosed offices.
	- 7	1	0	1	Credit 9	Acoustic Performance	1		TBD
_									
3	2	1	0		Innova	tion and Design Process Possible Poir	s: 6	v4.1	COMMENTS
Y	531		14	Н			_		
	1		0	110	Credit 1.1	Innovation in Design: O&M starter kit OR Education Outreach	1		DGS to confirm either O+M or Education Outreach
1			0	110	Cell 12	Innovation in Design: Purchasing lamps	1		WE .
ı	1		0	80	CHR13	Innovation in Design occupant comfort survey	1		FA has survey template. DGS to confirm implementation
1	0		0	00	Cedt 1.8	Exemplary perf. reduced parking	1		achievable with 80%+ reduction in project
		1	0	00	Credit 1.5	Plot Credit - LEED Safety First Credits	1		DGS to confirm adoption of pandemic-response protocol
1			0	80	Credit 2	LEED Accredited Professional	1		Many members of project team are LEED Aps
4		0	0	H	Dente	al Priority Credits Possible Poi	ls 4	v4.1	
9	0		N	H	Region	ai Priority Credits Possible Po	15 4	V4.1	I St
•	om		0	200	Ordi 1.1	Reduced Parking Footprint (threshold: 1	1		
÷			0	00	Credit 13	Sensitive Land Protection threshold 1	1	-	
÷			0	80	CHR13	Rainwater Management threshold: 3	1		
1			0	80	Clost 1.4	Indoor Water Use Reduction threshold, 3	1		
	9	14	36	H	Total	Possible Poi	is: 110		H
51		-	-	-	1	settled 48 to 48 points. Silver 50 to 59 points. Sold 60 to 79 points. Platinum 80 to 110	1	T	
51	0								
	-	-		-					
6 ogen	vd	Projec	t requi	De the		nt in reture of the site/location	м	Mayte	- more research required

LEED SCORECARD - SILVER



Doing Business with DCE



- 1). Go to www.dgs.maryland.gov
- 2). Click on the last menu item on the left-hand side:

For State Agencies

3). Click the last item:

Design and Construction

- 4). In the column on the right, you will find links for the following
 - <u>2019 Manual</u> covers what DCE expects from A/E firms
 - <u>2019 Roofing Policy</u> covers what DCE expects for roof projects
 - <u>General Conditions 2022</u> covers what DCE expects for <u>all</u> construction projects

Maryland's Web Based Procurement



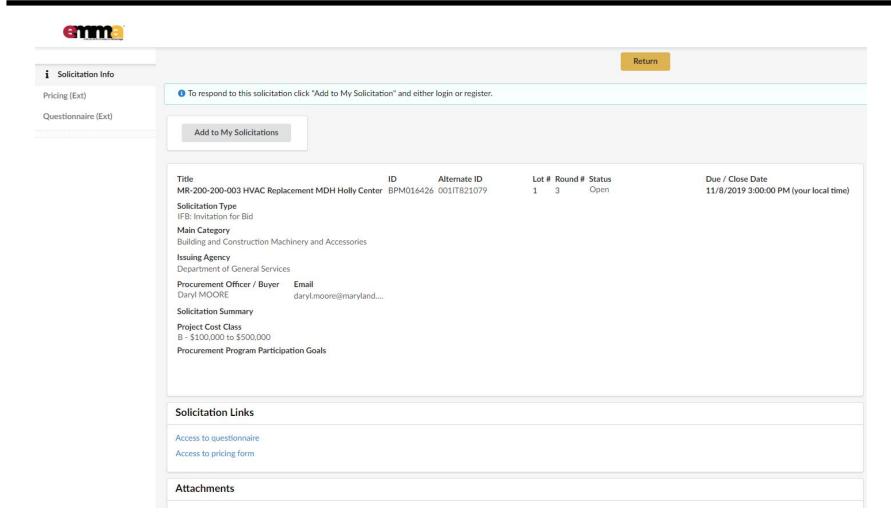
Who's



https://procurement.maryland.gov/business-community/

An eMMA Solicitation





Procurement Process



The Competitive Sealed Bid Process

- 1. Bid specifications and drawings are created and posted on eMaryland Marketplace Advantage.
- 2. A pre-bid meeting/site visit is held and all interested businesses are **encouraged to attend**.
- 3. Vendors submit bids online through www.emma.maryland.gov.
- 4. On the bid opening date, the procurement officer opens bid submissions and begins the review process.
- 5. A contract is awarded to the <u>responsible bidder</u> that submitted a <u>responsive bid</u> with the most favorable total bid price.

Responsive vs. Responsible



Responsive

"A <u>bid</u> submitted in response to an invitation for bids that conforms in all material respects to the requirements contained in the invitation for bids" – COMAR21.01.02.01(78)

Responsible

"A <u>person</u> who has the capability in all respects to perform fully the contract requirements, and the integrity and reliability that shall assure good faith performance" – COMAR 21.01.02.01(77)

10/17/2024 <u>19</u>

Avoid the Fatal Flaws



- **Overcommitting Resources** taking on more work than your company can handle will cause poor performance and can result in contract termination.
- **Bidding too Low** submitting a low bid to win a contract award will likely have negative consequences, including:
 - Failure to perform work at the stated prices causing termination of contract.
 - Rejection of bid.
- Failure to Read ALL Requirements and Follow Instructions the solicitation outlines all of the requirements of the solicitation. Be sure to read thoroughly and follow instructions. Common items overlooked include:
 - Wage Requirements When applicable bidders are required to indicate a minimum labor hourly wage rate that has been determined by the Department of Labor and Licensing Regulations (DLLR)
 - Required Forms Forms should be fully completed and signed. Make sure all required documents are included in bid submission.

Bid all lines of the bid form when indicated by the solicitation.

Tips to Submit a Complete Bid Response

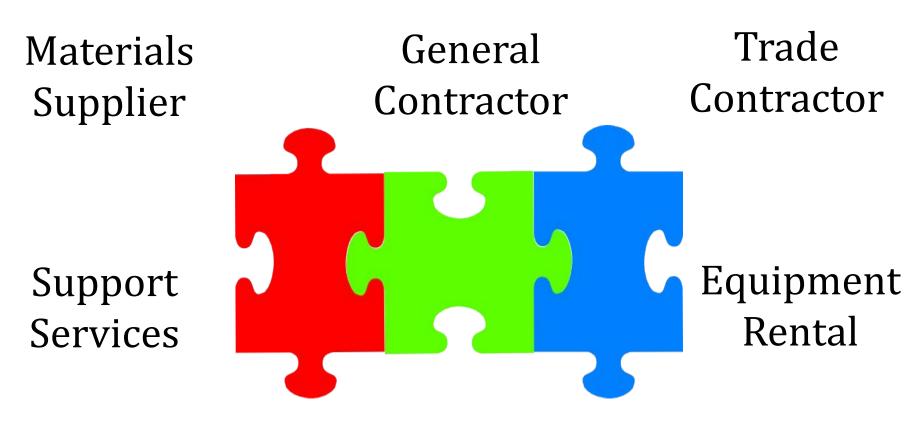


- Read the entire solicitation, including all attachments/addendums, completely and thoroughly.
- Attend the pre-bid meeting/site visit so you can see the location where the work is to be performed.
- Ensure that all forms are completed in entirety and signed.
- Include <u>all</u> required information, forms and documents in your bid submission. MBE D1-A must be completed accurately as part of the bid submission.
- Double check to make sure all forms are complete and required information and documents are included in your bid submission.



Opportunities to Participate





Where do you fit into the puzzle?

Contracting Opportunities



Programs for

Small, Minority, and Veteran-Owned Businesses

Small Business Reserve Minority Business Enterprise Veteran-owned Small Business Enterprise





State Programs to Assist Businesses with Subcontracting Opportunities

Minority Business Enterprise (MBE) Veteran-owned Small Business Enterprise (VSBE)



MBE & VSBE Programs

Increase opportunities for Maryland State **certified** minority-owned and/or veteran-owned businesses to participate on state contracts.

Subcontracting goals are placed on contracts and the prime contractor is required to utilize certified firms to satisfy the established goal.



What you Need to Know

- Goals are placed on contracts BEFORE they are solicited.
- Prime-Contractors are required to identify MBE/VSBE subcontractors WHEN they submit their bid.
- Certified MBEs are encouraged to participate as prime-contractors and may count their own work toward 50% of the goal.
- Certified VSBEs are encouraged to participate as prime-contractors and may count their own work toward 100% of the goal.
- A company who has both certifications may be counted toward achieving both goals.

So What's Next





Build relationships with prime contractors.

Look for notification emails from eMaryland Marketplace Advantage and review the solicitation documents.

A Checklist for your Company



- How have you organized your business?
- Do you have a Business License?
- Are you certified in a trade?
- Do have contract experience?
- Do you have an Accountant?
- Do you have a Lawyer?
- Do you have a Bank?
- Do you have a Line of Credit?
- Do you have Bonding?
- How is your cash flow?





SUPREME COURT OF MARYLANDAnnapolis, Maryland

