



Doing Business with the Department of General Services

Construction Contracting Opportunities

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Construction Procurement Overview

**University System
College Park**

**University System
University of Baltimore**

Department of General Services

Baltimore City Community College
Health & Mental Hygiene
Juvenile Services
Labor & Licensing
Natural Resources
Public Safety
Agriculture
Planning
Veterans Affairs
Judiciary
Military
Public Television
School for the Deaf
Education
Disabilities

Department of Transportation

State Highway
Transit Administration
Transportation Authority
Port Administration
Motor Vehicle Administration
Aviation Administration

St. Mary's
College

Morgan State

MD
Environmental
Service

Stadium
Authority

Construction Overview

Project Types

Capital	Facilities Renewal	Operating Maintenance
> \$2.5M	\$100k - \$2.5M	< \$100k
5 Year Capital Plan	Annual Capital Plan	Annual Operations
Legislated & Governor Approved	Legislated & Governor Approved	
Submitted by Using Agencies	Submitted by Using Agencies	Submitted by Using Agencies
Prioritized by Dept. of Budget & Management & Governor	Prioritized by DGS and Project Rating System	Prioritized by DGS and Project Rating System

Construction Overview

Construction Contract Types

Design/Bid/Build (D/B/B)	Design/Build (D/B)	Construction Management at Risk (CM)
Most Common	Client/Project Specific	Considered for Projects > \$5M with Complications
Competitive Bid on eMM	Multi-Step Proposal on eMM	Request for Proposal on eMM

Construction Overview

Construction Standards

Construction General Conditions

dgs.maryland.gov/Pages/OFP/index.aspx

Facilities Planning, Design and Construction

Designing & Building Maryland's Future

The Department of General Services supervises and coordinates the design and construction of a wide range of state public improvements totaling hundreds of millions of dollars annually. DGS is committed to the fair and competitive selection of design consultants and construction contractors for capital improvement and maintenance projects. Once awarded, the department manages each contract to deliver quality projects that are on time and within budget.

Architectural/Engineering Services

Architects and engineers are selected based on a consideration of qualifications and subsequent negotiation of fees with top qualified firms. All A/E projects with fees anticipated above \$200,000 are advertised in eMaryland Marketplace.

Procedure Manual

[2015 Manual](#)

[2015 Roofing Policy](#)

[2015 Code Update](#)

AutoCAD Drawing Format Samples:

- [Title Sheet](#)
- [Horizontal Sheet](#)
- [Vertical Sheet](#)

Construction Projects

[Project Updates](#)

[General Conditions](#)

[Capital Budget Facility Program Manual](#)

[Construction Change Order Guidelines](#)

Contracting Opportunities

Facilities Maintenance Projects Under \$100,000

Approximately 140 projects, including:

- ◆ Boiler Replacements
- ◆ Painting
- ◆ Building Renovations
- ◆ Ceiling Tile Replacement
- ◆ Floor Replacement
- ◆ Repair Projects (fire alarm system, shed
- ◆ Irrigation Installation
- ◆ Replace Windows & Doors
- ◆ Replace Underground Gas Tanks
- ◆ HVAC System Upgrade/Replacement
- ◆ Replace Faucets & Shower Doors
- ◆ Install Concrete Walkway
- ◆ Replace Steel Access Floor Panels
- ◆ Replace Sidewalk & Curbs
- ◆ Roof Repairs
- ◆ Kitchen Renovation
- ◆ Replace galvanized piping & valves
- ◆ Replace Stairwell Fire Doors



Contracting Opportunities

Facilities Renewal Projects

\$100,000 to \$2.5 Million

Project Location	Description	County
Department of Legislative Services Building	Replace Fire Alarm	Anne Arundel
George M. Taylor District Court	Waterproof Exterior	Anne Arundel
Maryland State Police Annapolis - Barrack J	Mechanical/Electrical/Plumbing	Anne Arundel
Government House - Annapolis	Repair/Replace Broken Roof Slate	Anne Arundel
DGS Public Buildings & Grounds - Central Services Building	Replace Main Electrical Panel	Anne Arundel
Government House - Annapolis	Replace Windows	Anne Arundel
Maryland State Police Headquarters	Replace Roof	Baltimore
DGS Building - Towson District Court/MSC	Replace VAVs and HVAC Controls	Baltimore
Spring Grove Hospital Maintenance Mall	Replace Roof	Baltimore
Spring Grove Hospital - Tawes Building	Repair Elevator	Baltimore
500 N. Hilton	Replace Roofing System	Baltimore City
Maryland Rehabilitation Center, Mechanical House	Replace Roof	Baltimore City



Contracting Opportunities

Facilities Renewal Projects \$100,000 to \$2.5 Million

Project Location	Description	County
Regional Institute for Children and Adolescents	Install A/C in Gymnasium	Baltimore City
Regional Institute for Children and Adolescents	Replace Roof	Baltimore City
Jefferson Patterson Park Museum - MAC Lab	HVAC and Building Envelope	Calvert
DPSCS Central Laundry Building	Replace Roof	Howard
Patuxent Institution, Women's Facility	Replace Roof	Howard
Clifton T. Perkins Hospital Administration Building	Replace Sprinkler System and Ceilings	Howard
Eastern Correctional Institution	Replace Cell Door Tracks	Somerset
Maryland Correctional Institution - Power Plant	Replace Roof	Washington
Western Maryland Hospital Center	Front Entrance Upgrades	Washington
Potomac Center - Administration Building	Replace HVAC - Phase II	Washington

Contracting Opportunities

Construction Over \$2.5 Million

Project Location	Description	County	Over \$5 Million	Project Manager	Estimated Solicitation Time
Sandy Point State Park	Renovation of site and nature center	Anne Arundel	No	Chris Elnicki	Fall 2017
Rocky Gap State Park	Parking renovations and traffic flow mods	Allegany	No	Chris Elnicki	Fall 2017
New Germany State Park	Renovation of rec hall, picnic area and comfort station	Garrett	No	Chris Elnicki	Spring 2018
Rocky Gap State Park	Dam repair	Allegany	No	Chris Elnicki	Spring 2018
Female Detention Facility	New facility	Carroll	Yes	Mark Schneidman	Summer 2019



Contracting Opportunities

Design Build Over \$2.5 Million

Project Location	Description	County	Over \$5 Million	Project Manager	Estimated Solicitation Time
Tuckahoe State Park	Rail trail extension	Queen Anne's	No	Chris Elnicki	Spring 2018
Patapsco State Park	New trail & bridge	Carroll	No	Chris Elnicki	Spring 2018



Small, Minority and Veteran Business Programs

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

Small, Minority and Veteran Business Programs

Prime Contractor vs. Subcontractor

	Prime Contractors	Subcontractors
How do I find contracting opportunities?	Projects will be advertised on eMaryland Marketplace	Projects will be advertised on eMaryland Marketplace
How can I get selected to work on projects?	Submit proposal/ bid in response to RFP/ITB	Form relationships with prime contractors who select the subcontractors to work on projects
Who is my contract with?	Department of General Services	Prime Contractor
How do I get paid?	Invoice and get paid by DGS	Invoice and get paid by prime contractor

Small, Minority and Veteran Business Programs

Small Business Reserve Program

- Prime Contracting Opportunities
- Provides opportunities for small business to compete on contracts against other small businesses.
- Agency is required to spend a minimum of 15% of procurement dollars with certified small businesses through the SBR program.
- Company must complete the SBR certification process to be eligible to participate.

Small, Minority and Veteran Business Programs

Small Business Reserve Certification

Certification: eMaryland Marketplace – www.emarylandmarketplace.com

Certification Resources:

- eMaryland Marketplace Instruction Guides
 - *Registering Your Business in eMaryland Marketplace*
 - *Small Business Reserve Certification & Renewal*
- eMaryland Marketplace Help Desk
 - Telephone: 410-767-1492
 - Email: dgs.emaryland@Maryland.gov

Small, Minority and Veteran Business Programs

Minority Business Enterprise Program

- Subcontracting Opportunities
- Provides opportunities for minority owned businesses to participate on state contracts.
- Agency's goal is to award a minimum of 29% of total contract dollars to certified Minority Business Enterprises.
- Obtain certification through the MDOT Office of Minority Business Enterprise.

Small, Minority and Veteran Business Programs

Minority Business Enterprise Certification

Certification: Maryland Department of Transportation

Certification Resources:

- Application Assistance Workshop held the first Tuesday of every month.
- mdot.maryland.gov/certify

Small, Minority and Veteran Business Programs

Veteran-owned Small Business Enterprise Program

- Subcontracting Opportunities
- Provides opportunities for veteran owned businesses to participate on state contracts.
- Agency's goal is to award a minimum of 1% of total contract dollars to certified veteran-owned small businesses.
- Obtain certification through the U.S. Department of Veteran's Affairs Office of Small and Disadvantaged Business Utilization.

Small, Minority and Veteran Business Programs

Veteran-owned Small Business Enterprise Certification

Certification: U.S. Department of Veteran's Affairs Office of Small and Disadvantaged Business Utilization

Certification Resources:

- Office of Small and Disadvantaged Business Utilization website:
<http://www.va.gov/OSDBU/index.asp> (formerly vetbiz.gov)

Small, Minority and Veteran Business Programs

MBE & VSBE Q&A

- How are set-asides and goals placed on contracts?
 - Procurement Review Group reviews each contract to determine:
 - If the procurement can be reserved for small business participation only.
 - If MBE and VSBE goals can be placed on the contract.
 - What an appropriate goal is.
- How can my company find out about opportunities?
 - Contracting opportunities will be advertised on eMaryland Marketplace.
 - Prime contractors identify and select MBE subcontractors to participate on contracts.
 - “SBR Only” procurements will be advertised on eMaryland Marketplace.
 - Attend business opportunities outreach events.

Small, Minority and Veteran Business Programs

Program Comparison Chart

	Small Business Reserve	Minority Business Enterprise	Veteran owned Small Business Enterprise
Type of Program	Prime Contracting	Subcontracting	Subcontracting
Award	Full Contract Set-Aside	% of Contract Set-Aside	% of Contract Set-Aside
State Goals	15%	29%	1%
Certification Agency	eMaryland Marketplace	Maryland Department of Transportation	U.S Department of Veteran's Affairs

Questions & Answers

Questions?

