Kick-Off Workshop for Businesses

August 1, 2019
Agenda

- Opening Remarks
- P3 Program Updates
- Opportunity MDOT Program Introduction and Overview
- Q&A
- Next Steps
  Call to Action | Closing Remarks
- Networking
Resources Available Today

- Opportunity MDOT
- MDOT SHA Office of Equal Opportunity
- MDOT Office of Small & Minority Business Policy
- Association for the Improvement of American Infrastructure
- Maryland Chamber of Commerce
- Maryland Hispanic Chamber of Commerce
- Conference of Minority Transportation Officials (COMTO)
Pete K. Rahn, Secretary
Maryland Department of Transportation
Greg Slater, Administrator
MDOT State Highway Administration
I-495 & I-270 P3 Program Overview

Lisa B. Choplin, DBIA, Director
I-495 & I-270 P3 Program
Traffic Congestion Relief

- 2nd highest commuting times in the country
- On average, severe congestion lasts 7 hours each day on I-270 and 10 hours each day on I-495
- The average commuter loses 87 hours and over $2,000 to congestion annually
- Congestion limits economic growth and diminishes your quality of life
Program Solution: Traffic Relief Plan (TRP) Innovative Improvements

- To address Maryland’s congestion, a balanced approach to transportation infrastructure improvements is needed for both transit and highways.
- The TRP is Governor Hogan’s comprehensive plan to bring innovative solutions to address the transportation challenges on Maryland’s most congested roads
  - The I-495 & I-270 P3 Program is the largest component of the Traffic Relief Plan.
- This is a chance to address more than just traffic. It’s our opportunity to improve the quality of life for those in the region and to enhance Maryland’s economic vitality and growth.
P3 Program Delivery Goals

- Congestion Relief
- Minimize Impacts
- Shockingly Innovative
- No Net Cost to the State
- Accelerated Delivery
I-495 & I-270 P3 Program

- I-495 & I-270 P3 Program – over 70-miles of interstate corridor
- Current Studies:
  - I-495 & I-270 Managed Lanes Study (48 miles)
  - I-270 from I-370 to I-70 (Preliminary planning underway)
  - VDOT I-495 NEXT Project Environmental Study underway independently
- Future Study:
  - I-495 from MD 5 to the Woodrow Wilson Bridge
Program Phasing

**Phase 1A**
- I-270 from I-370 to I-70

**Phase 1B**
- I-270 from I-370 to I-70

**Phase 2**
- I-495 from the George Washington Memorial Parkway in Virginia to I-95 in Maryland, including improvements to the American Legion Bridge

**Phase 3A**
- I-495 from I-95 to west of MD 8

**Phase 3B**
- I-495 from west of MD 8 to the Woodrow Wilson Bridge
Concurrent NEPA and P3 Solicitation

NEPA

- Scoping
- Alternatives Development
- DEIS/Public Comment Period
- FEIS/ROD

P3 Solicitation

- Request for Information
- Pre-solicitation / BPW P3 Designation
- Request for Qualifications & Request for Proposals
- Selection

Timeline:

- Winter 2017-Spring 2018: Scoping
- Summer 2018-Spring 2019: Alternatives Development
- Fall 2019-Fall 2020: DEIS/Public Comment Period
- Fall 2020: FEIS/ROD
- Spring 2021-Summer 2021: Request for Qualifications & Request for Proposals
P3 Solicitation from a DBE Perspective

Joe Lewis
Where has P3 Legislation been Authorized?

https://aiai-infra.info/legislative-updates/
Benefits of P3 Delivery for a DBE Firm

Operations and Maintenance
More Work Ahead!
P3 Project Goals

Goals

1. ____________
2. ____________
3. ____________

Guidelines

Contract
P3 vs. Other Solicitation Models

**Design-Bid-Build**
- Environmental Review
- Financing (if necessary)
- Design
- Construction
- Operation
- Maintenance

**Design-Build**
- Environmental Review
- Financing (if necessary)
- Design
- Construction
- Operation
- Maintenance

**Public Private Partnerships**
- Environmental Review
- Financing (if necessary)
- Design
- Construction
- Operation
- Maintenance
**P3 Structure**

- **Public Agency (Owner)**
  - P3 Agreement
  - **Equity Investors**
    - Equity
    - Design-Build Payments
  - **Developer**
    - Debt
    - Operate-Maintain Fees
    - **Lenders**
  - **Design-Build Contractor**
  - **Operator (Maintenance)**
P3 Subconsultant Team Structure

Prime Contractors

D/BE Subconsultant & Construction Opportunities
- Construction Contractor
- Tolling Experts
- Design Engineer

Operator (Maintenance) Contract Opportunities
- Maintenance
- Facilities Operation
- Tolling Operations
- Back Office Operations
Subcontract bids for services are typically secured with unit-based pricing and flexibility on scheduling and scope.
Opportunity MDOT Overview

Joe Lewis
Turnkey Support for Businesses, Job Seekers and Prime Contractors

1 Inclusion Program Set-up and Management Office

- Inclusion Program Management
- Executive Reporting and Manage Strike Team
- Procurement review and advisory support
- Inclusion Program resource and skill management and deployment
- Program Execution
  - Establish Work Group for each major project
  - Develop Program-wide opportunities by major commodities
  - Establish and manage to agreed measures of success
  - Institute on-line tools for execution, tracking, and enforcement

2 Awareness and Outreach

- Outreach and Comm.
- Media Relations
- Marketing & Branding
- Political Outreach

3 Business Assessment and Intake

- Risk assessment
- Business Management
- Data and Trend Analysis
- DBE Certification

4 Opportunity and Contracting Assistance

- Facilitation
- Business Management
- Contracts Management
- Training Design & Delivery

5 Compliance Reviews and Monitoring

- DBE/EEO/Labor Compliance
- Field Technical Assistance
- Construction Management
- Engineering and Design

6 Field Support and Business Sustainment

- Field Observation & Documentation
- Technology Transfer
- Business Train / Support
- Continuing Education

7 Workforce Development

- Workforce Requirements
- Training Programs
- Placement Objectives
- DBE Opportunities
- Targeted OJT Programs

Turnkey Support for Businesses, Job Seekers and Prime Contractors
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We are here for the full life-cycle

Program Setup & Management
Awareness & Outreach
Business Assessment & Intake
Opportunity & Contracting Assessment
Compliance Reviews & Monitoring
Field Support
Workforce Development

Fall 2019 – Fall 2020
Spring 2021 – Summer 2021
2022

All activities will be ongoing in order to cover all Phases of the Program

RFQ release
REP release
Preferred selected
Construction begins
Opportunity MDOT’s Inclusion Gateway

Center of Excellence

For Businesses:
Management Maturity Model (M3)

For Job Seekers:
Workforce Outreach Assistant (WOA)

For Primes:
Online Compliance System (OCS)

We are Here
MDOT Certifications

• Minority Business Enterprise (MBE)
• Disadvantaged Business Enterprise (DBE)
• Airport Concessions Disadvantaged Business Enterprise (ACDBE)
• Small Business Enterprise (SBE)
MDOT Certifications: Eligibility

• **Ownership** - 51% ownership or more

• **Minority Status** - (MBE Program only)

• **Control** - Overall understanding / managerial and technical competence and experience

• **Personal Net Worth** - MBE: $1,749,347, DBE/ACDBE/SBE: $1,320,000

• **Size** - Meet the small business size standards established SBA
MDOT Certifications: Process

1. Application
2. Investigation
3. Evaluation
4. Determination

This process takes an average of 90 days
DBE Interstate Certification

Out of state firms must be certified in their home state before seeking certification in Maryland and submit the following information to MDOT:

- Complete copy of the business’ home state Uniform Certification Application and all supporting documentation
- All notices or correspondence from UCPs other than the firm’s home state relating to the firm’s status as an applicant or certified DBE in those states, including all No Change Affidavits
- Affidavit of Certification for Out of State Applicants
Expanding and Maintaining Your MDOT Certifications

1. Renew your certifications annually
2. Consider certification in new areas of work
3. Add references to your company profile
Annual Review

• The eligibility of firms to remain certified is reviewed annually. A firm may retain its certification as long as it continues to meet the eligibility standards.

• This process affirms that there have been no changes in the firm’s circumstances affecting its ability to meet size, disadvantaged status, ownership, or control requirements.

• Failure to respond or submit all required documents by the deadline may result in loss of certification.
Annual Review: Required Documents

- MDOT No Change Affidavit – *must be notarized*
  - Affidavit-must affirm that there are no changes in the firms circumstances

- Federal Business Tax Return – *for the most recent year; including all schedules and forms*

- Maryland Department of Assessments and Taxation Proof of Good Standing - [dat.state.md.us](http://dat.state.md.us), *not required for sole proprietorships and general partnerships*
Expansion of Services

Who?

• Currently MDOT certified firms

What?

• Certified firms are encouraged to request an Expansion of Services with MDOT:
  • as their products and services grow
  • as a firm gains new experience doing something new
  • as a firm gains new professional certifications

Where?

• The Expansion of Services form can be found at: [http://www.mdot.maryland.gov/newMDOT/MBE/Documents/Expansion%20of%20Services.pdf](http://www.mdot.maryland.gov/newMDOT/MBE/Documents/Expansion%20of%20Services.pdf)

When?

• After certification and a firm decides to venture into other areas of work not included in their current certification and/or when a firm wants to expand certification to additional State programs requiring MDOT approval

Why?

• New potential contracting opportunities

How?

• Once the request is submitted, an officer will be assigned to investigate the request and perform an on-site visit to verify compliance with established certification requirements
Expansion of Services: 
Supporting Documents

• Resume(s) of individual(s) who will be performing the requested service(s)

• List of equipment used to perform the requested service(s), if applicable

• Copies of contracts, purchase orders or invoices verifying the performance of the requested service(s)
  o If none, provide written documentation of the ability or resources to perform the requested service
Adding References to Your Company Profile

• Be sure to add professional references when completing your company profile to showcase experience your business has gained (up to four references)

• References can be updated at any time by completing and submitting the “Reference Data” form to OMBE via mail, email or fax. The Form can be found at: http://www.mdot.maryland.gov/newMDOT/MBE/Documents/Reference%20Letter%20Fillable.pdf
As you go through the process of maintaining and/or expanding your certification – talk with the experts!

Phone: 410.865.1269  
mb@mdot.maryland.gov
mdot.maryland.gov
Outreach & Awareness – Workforce Development
Dr. JoWanda Rollins-Fells
Outreach & Awareness Focus

Monitor the Solicitation Schedule

Execute Activities to Prepare Businesses

Communicate Actionable Steps to be Opportunity Ready
Watch for Upcoming Workshops

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Center of Excellence for Businesses Training Courses

- P3 / Design Build
- Business Plan Execution
- Cash Flow Management
- Certified Payroll/Processing & Systems / Wage Table and DBRA
- Communication Systems
- Contracts and Legal
- Equal Employment
- Equipment
- Mobilization
- Risk Assessment
- Partnering and Teaming
- QA/QC Plan
- Safety Plan
- Work Plan
- Accounting and Finance
Resources Available Today

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Quick Tips

• Bring your business cards and your capabilities statement
• Be prepared to network
• Be responsive
• Invest your time upfront
Workforce Development Mission:

Engage

Empower

Ignite
Workforce Development Project Model Opportunity MDOT

Community Resource Board
- Economic Development Centers
- Community Based Organizations
- Faith Based Organizations
- High Schools
- Colleges/Universities
- Trade Unions
- On-Line

Center of Excellence for Job Seekers

Preferred Training Partners
- Job Readiness Program
- Pre-Apprenticeship Program

Communication and Outreach
- Career Opportunities with Developers and Subcontractors

Monitoring Team
Center of Excellence & Compliance Monitoring

Christopher Harris
Center of Excellence for Businesses
Benefits

- Access to best practices and industry metrics
- Training programs
- Networking opportunities with prime contractors
- Certification preparation assistance
- Leadership training
- Research insights
- Technical support including a personal success partner
- Alerts about upcoming events
- First to know
Tour the Center of Excellence for Businesses Inclusion Gateway
Compliance Monitoring

• Prompt payment and retainage
• Good Faith Efforts
• Contract goals
• On-the-Job Training
• Davis Bacon reviews
• Commercially Useful Function (CUF) Reviews
• EEO document review
Workshop Survey

Please fill out your survey and turn it in for a Thank You Gift
Other Ways to Stay Connected

1. Go to 495-270-p3.com – Under “P3 Information” – Sign up for industry email
2. Follow MDOT and MDOT SHA at:

@MDOTSHA
@MDSHA
@MDOTNews
Questions?
Becoming Opportunity Ready

Dr. JoWanda Rollins-Fells
“Opportunity Ready”
Call to ACTION

1. Scan this QR code on your smartphone
2. Under NEW CUSTOMER create your account by entering your email and creating a password
3. Click “LET’S GET STARTED”
Call to ACTION

If you can’t use the QR Code,

1. Go to this website: **495-270-p3.com**
2. Click on **Opportunity MDOT** in the navigational bar across the top
3. Under the Center of Excellence section - Click on “BUSINESSES REGISTER HERE”
4. Under NEW CUSTOMER create your account by entering your email and creating a password
5. Click “LET’S GET STARTED”
Stop at the General Information page
If you need help with the Business portal visit the Opportunity MDOT table.
Networking and Resource Assistance
THANK YOU!