

# Opportunity Summit 2012



# elev★te

**Walter E. Washington Convention Center  
September 25<sup>th</sup>, 2012  
10:00am – 3:00pm**

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## SEPTEMBER 25TH, 2012

9:00 AM – 10:00AM	REGISTRATION
10:00 AM – 10:45AM	OPENING REMARKS (ROOM 150) INTRODUCTION BY JW LANUM
10:45 AM – 11:30AM	INTRODUCTION TO DGS/Q&A (ROOM 150) DIRECTOR HANLON
11:30 AM – 12:30 PM	BREAK FOR LUNCH
12:30 PM – 12:45 PM	MAYOR VINCENT C. GRAY REMARKS (ROOM 150)
1:00 PM – 3:00 PM	<b>BREAKOUT SESSIONS:</b>  <b>ARCHITECTS &amp; ENGINEERS ROOM 144-A</b>  <b>GENERAL CONTRACTORS AND TRADE SUB-CONTRACTORS ROOM 144-B&amp;C</b>  <b>DISTRICT PORTFOLIO MANAGEMENT ROOM 143-B</b>  <b>DISTRICT FACILITY MANAGEMENT ROOM 143-C</b>

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As Mayor of the District of Columbia, I am firmly committed to aggressively continuing to move the District forward in becoming a world-class city. In order to achieve this critical goal, one of my five priorities for my Administration is a focus on jobs and economic development.

Fiscal responsibility in the long term depends on getting District residents back to work. The District has neighborhoods with unemployment rates approaching 25 percent. Although the District is rich in job opportunities, some of its residents do not benefit from these opportunities because District jobs are often held by non-District residents. My administration has developed a dual track approach that gets residents back to work by attracting new economic development proposals that create jobs and by developing initiatives designed to equip our unemployed and underemployed residents with the skills and resources they need to find good jobs.

In helping to achieve this goal, I am delighted to attend today's "Opportunity Summit 2012: A Day of Information, Workshops and Opportunities" for local contractors, hosted by the Department of General Services (DGS). The Summit will provide local contractors the opportunity to meet and network with DGS staff, representatives from the Department of Small and Local Business Development (DSLBD), other District agencies and fellow contractors. This conversation will showcase the broad spectrum of work opportunities that DGS has to offer, while giving the contractor community an opportunity to ask questions and interface with those staffers who are part of the process.

Today's Summit will include an overview of "Who" DGS is, "What" the Agency does and "How" contractors can get into business with the District. Of equal importance, we as the District Government want to hear from local contractors on how we can serve you better. The afternoon's break-out sessions will jumpstart that conversation, led by industry leaders to focus on specific areas of DGS' project work: Architects/Engineers, General Contractors/Sub-Contractors, District Portfolio Management and District Facility Management.

Thank you for your interest in working with District.



Sincerely,

Mayor Vincent C. Gray



The Mayor of the District of Columbia, Vincent C. Gray has created his 'One City' platform on the premise that he is committed to elevating the District to a world-class city. In order to achieve this goal, one of his five priorities for the Administration is to focus on jobs and economic development. As the Director the Department of General Services, I have the unique opportunity to serve in this effort through the broad spectrum of work opportunities that our Agency provides.

In support of the Mayor's vision for 'One City,' and to forward his concentrated effort to get residents back to work and reduce the unemployment rate in the city, the Department of General Services (DGS) is excited to announce that we are hosting this "Opportunity Summit 2012: A Day of Information, Workshops and Opportunities" today Tuesday, September 25, 2012 from 10 a.m. to 3 p.m., at the Walter E. Washington Convention Center. The event is geared toward building relationships with the local contractor community by educating them on DGS' responsibilities, opportunities and practices. The Summit will also provide local contractors the chance to meet and network with DGS staff, representatives from the Department of Small and Local Business Development (DSLBD), other District agencies and fellow contractors.

As we are a relatively new Agency and are comprised of legacy agencies and other District services, we know it is imperative to clearly communicate DGS' role in the community. From the schools, facilities and parks we construct; to the rec centers and leased properties we manage; and the maintenance spanning the District's portfolio, we hope this event will define "Who is DGS?" At the same time, this day should serve as a two-way conversation with our local contractors so that we can hear your thoughts and ideas on how we do our job, as well as share with you the best practices for getting into business with our Agency. Through the specific break-out sessions, we anticipate the contractors will be able to get direct answers from the source, in the following specific areas: Architects/Engineers, General Contractors/Sub-Contractors, District Portfolio Management and District Facility Management.

Thank you for joining Mayor Gray, myself and the DGS staff at this terrific event. We hope that you walk away with a clear understanding of our Agency's role in the growth and sustainability of the District and the various ways that you can interact with the Department of General Services.

Sincerely,

Brian J. Hanlon  
Director, Department of General Services





## WORKSHOP OVERVIEW

### ARCHITECTS & ENGINEERS (ROOM 144-A)

An overview of the solicitation process across the DGS portfolio, including the definition of the varying types of contracting work, as well as a review of upcoming opportunities.

*FACILITATED BY:* CAMILLE SABBAKHAN

*PRESENTED BY:* MARCOS MIRANDA & BETH PENFIELD

### GENERAL CONTRACTORS AND TRADE SUB-CONTRACTORS (ROOM 144-B&C)

The objective of the session is to alert the contracting community of upcoming opportunities in FY13, to educate contractors on methods of award and to walk them through the process of how to compete for DGS work.

*FACILITATED BY:* DESIREE TOWNES

*PRESENTED BY:* TOM BRIDENBAUGH, WILL MANGRUM, AL-ALAMI ALLAM & PHIL ARTIN

### DISTRICT PORTFOLIO MANAGEMENT (ROOM 143-B)

An overview of how to work with DGS with regard to leasing space and purchasing assets through the District of Columbia.

*FACILITATED BY:* JONATHAN KAYNE

*PRESENTED BY:* TODD DOUGLAS & SHERYL PONDS

### DISTRICT FACILITY MANAGEMENT (ROOM 143-C)

This workshop is designed to help prospective vendors learn exactly what it is that the Facilities Management team does as well as review the opportunities available to vendors to provide services and goods.

*FACILITATED BY:* OLLIE HARPER

*PRESENTED BY:* JAMES JACKSON & ALYSSA TURNER

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## FACILITATOR AND PRESENTER BIOGRAPHIES

### Allam Al-Alami

Allam Al-Alami is a PMP Construction Executive in the Public Safety Cluster Capital Construction Services Division of the Department of General Services. Allam has over 28 years of construction experience for public and private sector agencies. He received his Bachelors of Science in Civil Engineering from the State University of New York (SUNY) at Buffalo. He is a certified project management professional (PMP) from the Project Management Institute (PMI). He has led the development and implementation of several key public safety projects in the District including the Unified Communications Center (UCC) and the DC Consolidated Forensic Laboratory (CFL). Allam was the Program Director directly responsible for the development and implementation of the recently completed CFL, a LEED Gold facility that will support the District's first responders agencies including Metropolitan Police Department (MPD), Office of the Chief Medical Examiner (OCME) and the Department of Health, Public Health Laboratory (PHL).

### Mel Butler, Jr., CCM, LEEDAP

Program Director / URS Regional Education Sector Leader

Mr. Butler enjoys over 34 years of experience in the areas of program and project management, construction management and engineering, project scheduling, project/cost controls, and claims mitigation and management. He has held a variety of positions of increasing responsibility in both the public sector and private industry, and, accordingly, has developed keen insights into virtually all aspects of successful project delivery processes. He is an acknowledged leader with proven ability to recruit, develop, and retain high-performance project teams.

### Ollie Harper

Ollie Harper has been an employee of the District of Columbia Government for 12 years in various executive level positions. He served as the Interim Executive Director for one year at the DC Sports and Entertainment Commission. He continued to serve as the Director of Facilities Management with the DC Sports and Entertainment Commission before coming to the Office of Public Education Facilities Modernization where he has also served as the Interim Executive Director prior to the merger into Department of General Services, where he now serves as the Deputy Director of Facilities Management.

### James Jackson

James Jackson has over 25 years of dedicated service in the District of Columbia beginning in DC Public Schools as a maintenance repair worker, Boiler Plant operator and Interim Facilities Deputy Director. He moved to the Office of Public Education Facilities Modernization where he served as Facilities Services Manager for 6 years. He is currently serving as Facilities Services Officer in the Department of General Services since the merger in October 2011. He brings a wealth of knowledge as it relates to the operations and management of District Facilities.





## FACILITATOR AND PRESENTER BIOGRAPHIES

### Jonathan Kayne

Jonathan Kayne has over 20 years of experience in the real estate industry including office, retail and residential sectors. Currently he is an Associate Director for the District of Columbia Department of General Services, responsible for overseeing the Portfolio division. The Portfolio division manages the District's operational portfolio of assets comprising approximately 15 million square feet. Jonathan's team is responsible for portfolio management, leasing, acquisitions, dispositions, lease administration and space allocation. Prior to joining the District he held positions as Senior Vice President at Stellar Management, Senior Vice President Director of Real Estate for Federal Realty Investment Trust, Vice President Charles E Smith Residential and Vice President LaSalle Advisors. Mr. Kayne received a Master's Degree in Real Estate from Johns Hopkins University.

### Sheryl Ellison Ponds

Sheryl Ellison Ponds, Realty Program Specialist, has had the privilege of working with DGS' Portfolio Division for nearly four years. Her portfolio of Client agencies (i.e., DDOT, OSSE, DMV, and OIG) occupy more than 1.1 million square feet - in administrative offices, light industrial facilities, parking lots and bus terminals, and retail locations. Ms. Ponds' active projects include 200 I Street, SE, Rhode Island Row DMV, OSSE Expansion and West End Library Relocation. In her role as Realty Program Specialist, Ms. Ponds enjoys engaging in the ABC's of real estate ("always be closing") with respect to lease acquisitions and property sales. She loves negotiating for spaces and places that District employees are proud to work in. Ms. Ponds is a native Washingtonian, who graduated from Northwestern's Kellogg Graduate School of Management and completed her post-graduate studies at City University of New York's S. L. Newman Real Estate Program.

### Camille Sabbakhan

Camille Sabbakhan currently serves as General Counsel for the Department of General Services (DGS) where she has management responsibility over all legal services and provides advice regarding all aspects of agency operations. Prior to creation of DGS in October 2011, she previously served as General Counsel for the Department of Real Estate Services (DRES) and the Office of Property Management (OPM). Prior to joining OPM in 2007, Ms. Sabbakhan served as a local government attorney in Virginia for ten plus years where her primary areas of representation included real estate matters, tax foreclosures, economic development and building/environmental code enforcement. In addition to a juris doctor, Ms. Sabbakhan also holds an undergraduate degree in architecture from the University of Virginia and a masters degree in urban planning from Virginia Commonwealth University.



## FACILITATOR AND PRESENTER BIOGRAPHIES

### Desiree Townes

Ms. Desiree Townes is the Chief of Staff at the Department of General Services with experience in Facility and Organizational Management. She is a native Washingtonian and graduate of Ballou Senior High School, Science Math Program. Her service to the District began during high school with the Department of Parks and Recreation Aquatics Division. Desiree's collegiate studies and matriculation was at the University of Pittsburgh, School of Law. Upon her return to the District, Desiree served as an advocate and leader in her service and commitment to the citizens of the District of Columbia in her service at the Department of Health, Office of the Chief Technology Officer, Homeland Security Emergency Management Agency, former Office of Property Management and Department of Real Estate Services, before her current role with the Department of General Services. Desiree has experience in residential construction, facility management, contracting, and organizational management. As the Assistant Facility Services Manager within the Facilities Division, Desiree oversaw projects involving the Reeves Center, One Judiciary Square, numerous municipal buildings, police stations and shelters and major events such as the 2009 Presidential Inauguration, major snow and storm events, and the 2011 earthquake.

### Alyssa Turner

Alyssa Turner began her employment with the District Government in 2000. During her tenure she served in several capacities including Project Manager for a major design, construction and relocation project, Building Manager/Area Manager within the Facilities Division, Interim Chief of Staff for the Agency and Agency Risk Management Representative (ARMR). She is currently acting in the role of Municipal Facilities Officer for which she has management responsibility of the team of Building Managers overseeing the day-to-day operations of the municipal office buildings and warehouses, public safety facilities, vacant properties and the DMPED property portfolio.



# Street Level (LEVEL 1)

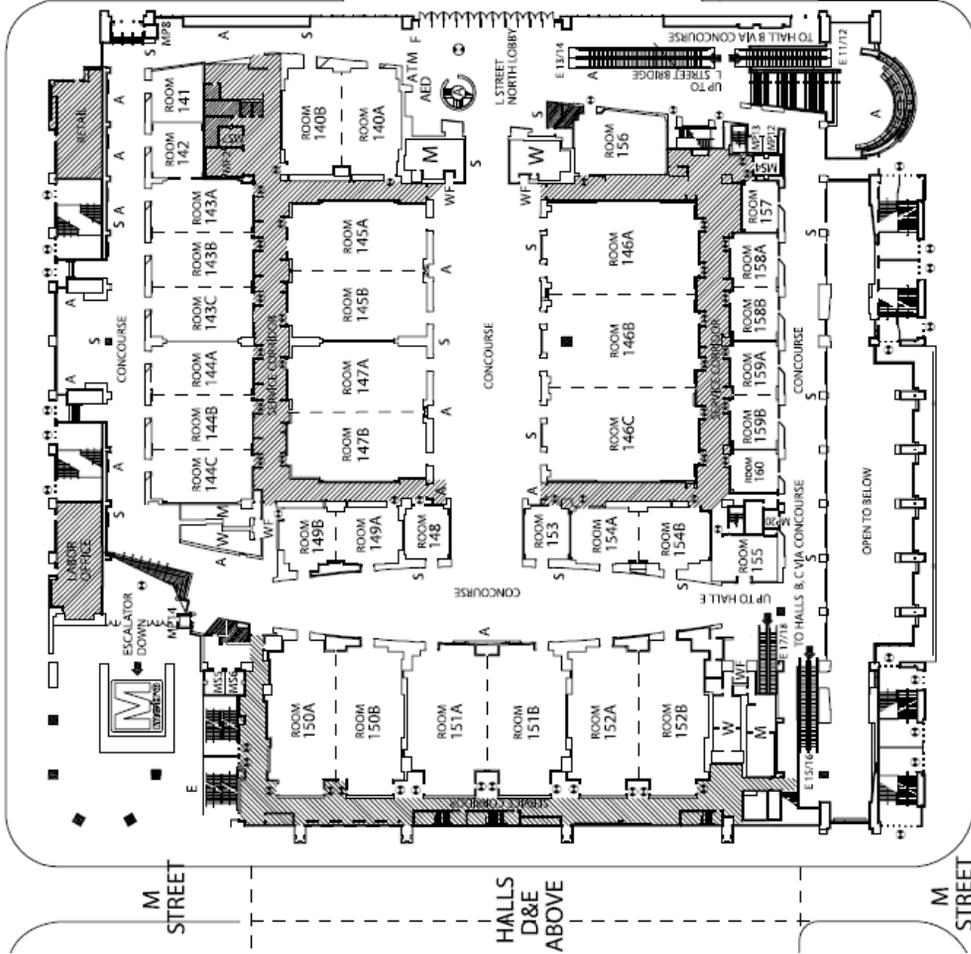
Grand Lobby/Registration/Salons A-I  
Meeting Rooms 101-103 & 140-160  
Loading Dock Entrance

## BUILDING LEGEND

ELEVATOR LEGEND		LINE TYPE LEGEND	
■	COLUMNS	—	ROLL-UP DOORS
W	WOMEN'S RESTROOM	—	AIR WALLS
M	MEN'S RESTROOM	—	LOW CEILING
E	ESCALATOR	—	SKYFOLD AIR WALLS
—	CONCESSIONS	—	
—	MECHANICAL AREAS	—	
—	EXIT	—	
—	TELEPHONES	—	
—	STROBES	—	
—	FIRE EXTINGUISHER CABINET	—	
—	AIR	—	
—	WATER FOUNTAIN	—	
—	THERMOSTAT	—	
—	FREIGHT ELEVATOR	—	
—	PASSENGER ELEVATOR	—	
—	SERVICE ELEVATOR	—	
—	EXAMPLE: MPT16—MIDDLE PASSENGER ELEVATOR #16	—	



7TH STREET

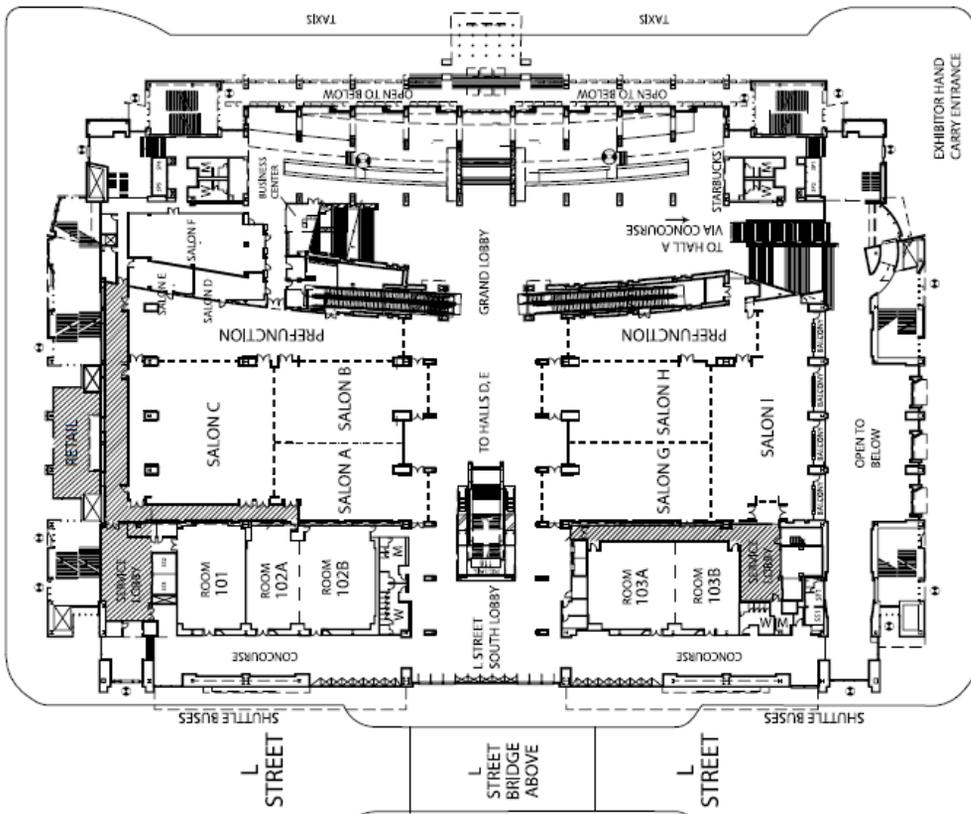


M STREET

HALLS  
D&E  
ABOVE

M STREET

9TH STREET



L STREET

L STREET  
BRIDGE  
ABOVE

L STREET

MOUNT  
VERNON  
PLACE

EXHIBITOR HAND  
CARRY ENTRANCE