



# Elevate 2018: CBE Procurement Opportunity Forum

March 15, 2018



we elev★te



## Purpose

Provide prime contractors and subcontractors an opportunity to:

- Learn about upcoming DGS procurement opportunities
- Network with DGS and other District government representatives
- Build business connections with each other

## Agenda

**Registration/Networking**      **12:45 – 1:15pm**

**Program**      **1:15 – 2:00pm**

- Welcome      Greer Gillis, P.E.  
Director
- Forecast Overview      George Lewis  
Associate Director, Contracts & Procurement
- Opportunities      Spencer Davis  
Chief Operating Officer  
Division Leaders

**Networking**      **2:00 – 3:30pm**



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## Government and Prime Contractor Partners/Exhibitors





Mayor Muriel Bowser

What are you looking for today?

# Department of General Services

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## DGS Launch Pad

<https://dgs.dc.gov/page/launch-pad-initiative-dgs>



- **DGS**
- **Various Scopes of Work**
- **Wards 1- 8**
- **Up to \$100K per contract**
- **Monthly Opportunities for Competition**
- **Contracts awarded the same day**

The Launch Pad is a new opportunity for The Department of General Services (DGS) to engage local Certified Business Enterprises (CBE) through an innovative concept that works towards Mayor Bowser's citywide initiative of creating pathways to the middle class.

CBEs are given the opportunity to bring their talents to fruition by presenting their qualifications to DGS Senior Staff, who will be serving as Launch Pad Judges. Each CBE is allotted a 5-minute presentation time slot with the Launch Pad Panel to showcase their company.

After the final presentation the judges will award one contract not to exceed \$100,000 based on the qualifications and presentation of the companies that presented. A contract is awarded the same day of the presentations.

This initiative is open to all CBEs in the District. DGS encourages CBEs to participate as we continue our efforts of elevating the quality of life for District residents and businesses by promoting a transparent, competitive process for engagement. Launch Pad opportunities will occur monthly.

# DGS WHO WE ARE

6 DIVISIONS, 700+ EMPLOYEES



FACILITIES  
MANAGEMENT



REAL ESTATE  
MANAGEMENT



ENERGY +  
SUSTAINABILITY



CAPITAL  
CONSTRUCTION



PROTECTIVE  
SERVICES



CONTRACTING +  
PROCUREMENT



# DGS WHAT WE DO

ELEVATE THE QUALITY OF LIFE

## PROTECTIVE SERVICES



ID Cards



Special Event



Building Security  
Management

## REAL ESTATE MANAGEMENT



27,000,000 Sq Ft



Re-purposing  
Service Centers



Tenant  
Moves

## CONTRACTING + PROCUREMENT



Hiring DC Residents  
+ Businesses



Goods + Services

# DGS WHAT WE DO

ELEVATE THE QUALITY OF LIFE

## CAPITAL CONSTRUCTION



\$2.0 billion



Schools and  
Municipal Bldgs.



Parks, Recs

## FACILITIES MANAGEMENT



300+ FTEs



City-wide Work Orders



24/7

## ENERGY + SUSTAINABILITY



Savings



Awareness



Programs

## Facilities Management Division

**Comprehensive Maintenance Contracts (CMCs)** include the following services:

- Electrical, Mechanical, Plumbing
- Elevators, Lifts and Escalators
- Energy Management Control Systems
- Fire Protection Systems
- Architectural and Structural Maintenance and Repairs
- Operations, Maintenance, Repairs and Improvement
- Snow and Ice Removal
- Custodial and Janitorial
- Landscaping
- Utility Companies
- Security, Telecommunication and Tenant Systems Support
- Pest Control
- Locksmith
- Service Call Operations and Tenant Environment
- Special Services (i.e., LEED)



## Facilities Management Division

Project	Estimated Value	Date	Method
CMC Cardozo High School re-compete	\$1M to \$5M	Mar	RFP SBE Set-aside
CMC Dunbar High School re-compete	\$1M to \$5M	Mar	RFP SBE Set-aside
Janitorial services re-compete - Adam's Place	\$100K to \$500K	Jun	Pre-qualified SBE Set-aside
Janitorial services re-compete - Kenilworth Recreation Center	\$100K to \$500K	Jun	Pre-qualified SBE Set-aside
City-wide municipal janitorial services re-compete	Multiple awards, \$100K to \$500K per award	Sep	RFP SBE Set-aside

## Sustainability & Energy Division

- Conservation and efficiency save DGS ~\$1.5m annually in energy costs.
- 25% of the District's electricity comes from a wind farm in PA, through a 20 year power purchase agreement
- 76,000 tons of greenhouse gas emissions were reduced in 2017 from using wind power = 16,000 cars off the road
- 11.5MW solar initiative (PPA), to be completed in 2018, will be the largest municipal onsite solar project in the U.S.





## Sustainability & Energy Division

Project	Estimated Value	Date	Method
Recycling signage/poster design and poster printing	Less than \$100K	Apr	Launch Pad
Organics Services	\$100K to \$500K	May-Jun	TBD
Recycling Hauling Services re-compete	\$500K to \$1M	May-Jun	SBE Set-aside

## Portfolio Management Division

Manages and secures over three million square feet of contracted Lease space for 49 agencies throughout all eight Wards of the District

Property Type	Number of Leases	Square Footage
Warehouses	8	410,295
Offices	54	3,185,164
Clinics / Housing	4	110,449
Parking and Land	5	236,537
Data Center	2	41,938
<b>Total</b>	<b>73</b>	<b>3,984,383</b>



## Portfolio Management Division

Project	Estimated Value	Date	Method
Eastern Market chiller replacement	\$100K-\$500K	Spring 2018	SBE/CBE Set-aside
Repair work to Eastern Market Stand	Less than \$100K	Spring 2018	SBE/CBE Set-aside
Install exterior signage at Eastern Market	Less than \$100K	Spring 2018	SBE/CBE Set-aside
Eastern Market Strategic Plan	Less than \$100K	Spring 2018	SBE/CBE Set-aside
Investigate and repair HVAC issues	Less than \$100K	Spring 2018	SBE/CBE Set-aside

## Construction Division

In FY 2017:

- 8 major school modernization projects
- 76 small capital projects during the summer
- 47 pool and splash park openings for the pool season
- 5 major recreation center modernizations
- 7 Fire and Emergency Medical Services projects



## Construction Division: Parks and Recreation Cluster

Project	Estimated Value	Date	Method
Playground Equipment	\$1M to \$5M	Mar	TBD
Oak Hill Building Stabilization	\$500K to \$1M	Mar	TBD
Barry Farm Recreation Center Fencing at Roof	\$100K to \$500K	Mar	SBE/CBE set-aside IFB
Metro Memorial Park Site-work	\$100K to \$500K	Mar	SBE/CBE set-aside IFB
Ridge Road Recreation Center Site and Interior Work	\$100K to \$500K	Mar	SBE/CBE IDIQ
Southeast Tennis & Learning Center Site-work	\$100K to \$500K	Mar	SBE/CBE set-aside IFB
Jelleff Recreation Center	\$1M to \$5M	Apr	TBD
Petworth Rec Center Playground Design Build	\$1M to \$5M	Apr	SBE/CBE set-aside RFP
Athletic Field And Park Improvements	\$500K to \$1M	Apr	SBE/CBE IDIQ
DPR ACCESS AND SECURITY INFRASTRUCTURE	\$100K to \$500K	Apr	SBE/CBE set-aside IFB
DPR ADA COMPLIANCE	\$100K to \$500K	Apr	TBD
Hill East Parks	\$100K to \$500K	Apr	TBD
Arboretum Community Center Design-Build Services	\$5M to \$10M	May	SBE/CBE set-aside RFP
Fort Lincoln Park	\$500K to \$1M	May	SBE/CBE IDIQ
MALCOLM X RECREATION FIELD AND COURTS	\$500K to \$1M	May	SBE/CBE IDIQ
Anacostia Recreation Center	\$100K to \$500K	May	SBE/CBE IDIQ
Fort Greble Urban Nature Center	\$1M to \$5M	Jun	SBE/CBE set-aside RFP
Yards Park and Canal Park Improvements	\$1M to \$5M	Jun	SBE/CBE set-aside RFP



## Construction Division: Short-Term Family Housing/Human Services Cluster

Project	Estimated Value	Date	Method
Ward 1 STFH - Design-Build	\$10M to \$25M	Mar	Open market RFP
4300 PSH FF&E Package	\$100K to \$500K	Apr	SBE set-aside
Ward 1 STFH - Rita Bright Center	\$1M to \$5M	May	SBE set-aside
Emery Shelter (Phase 1)	\$5M to \$10M	Jun	TBD
Blair Shelter (Phase 1)	\$1M to \$5M	Jun	TBD
DC VILLAGE - WAREHOUSE CONDITIONING (HVAC)	\$1M to \$5M	Pending funding	TBD
1131 SPRING ROAD - ROOF REPLACEMENT	\$100K to \$500K	Pending funding	TBD
Ward 5 STFH FF&E Package	\$100K to \$500K	Dec	SBE set-aside
Ward 1 STFH FF&E Package	\$100K to \$500K	Jan 2019	SBE set-aside

## Construction Division: Public Safety Cluster

Project	Estimated Value	Date	Method
Fleet Roof Stabilization	\$100K to \$500K	Mar	TBD
RTU Replacement of Fleet Admin Office	Less than \$100K	Mar	SBE/CBE set-aside
Engine Company #4 - Partial Roof Replacement	Less than \$100K	Mar	SBE/CBE set-aside
Engine Company #23 - Historic Window Replacement	\$100K to \$500K	Apr	TBD
Engine Company #7 - Kitchen Appliance Replacement	Less than \$100K	Apr	SBE/CBE set-aside
Engine Company #11 - Kitchen Appliance Replacement	Less than \$100K	Apr	SBE/CBE set-aside
Engine Company #31 - Kitchen Appliance Replacement	Less than \$100K	Apr	SBE/CBE set-aside
Engine Company #24 - Structural Concrete Replacement and Lighting Upgrades	Less than \$100K	May	Launch Pad
Engine Company #12 - Structural Concrete Replacement and Lighting Upgrades	Less than \$100K	May	Launch Pad
Engine Company #18 - Lower Roof Replacement	Less than \$100K	Jul	SBE/CBE set-aside

## Construction Division: Schools Cluster

Project	Estimated Value	Date	Method
Phelps HS Roofing	\$1M to \$5M	Mar-Apr	IFB CBE w/ Roofing Specialty
Plummer ES Roofing	\$1M to \$5M	Mar-Apr	IFB CBE w/ Roofing Specialty
JO Wilson ES Roofing	\$500K to \$1M	Mar-Apr	IFB CBE w/ Roofing Specialty
Park View ES Roofing	\$100K to \$500K	Mar-Apr	IFB CBE w/ Roofing Specialty
Sharpe Health Annex Roofing	\$100K to \$500K	Mar-Apr	IFB CBE w/ Roofing Specialty
Seaton Fence	\$100K to \$500K	Mar-Apr	TBD
Langley Flooring	\$100K to \$500K	Mar-Apr	TBD
Stoddert Walkway	\$100K to \$500K	Mar-Apr	TBD
Beers Classroom Modification	\$100K to \$500K	Mar-Apr	TBD

## Construction Division: Schools Cluster

Project	Estimated Value	Date	Method
Dorothy Heights Window and HVAC Design (Design)	\$100K to \$500K	Mar-Apr	RFP SBE Set-aside
HVAC design for 3 schools	\$100K to \$500K	Mar-Apr	RFP to pre-qualified SBEs
Meyer Window (Design)	Less than \$100K	Mar-Apr	RFP to pre-qualified SBEs
Washington Met Window (Design)	Less than \$100K	Mar-Apr	RFP to pre-qualified SBEs
Sharpe Health Window (Design)	Less than \$100K	Mar-Apr	Launch Pad
Smothers MP Room HVAC repair design	Less than \$100K	Mar-Apr	RFP to pre-qualified SBEs
Hendley HVAC repair design	Less than \$100K	Mar-Apr	RFP to pre-qualified SBEs
Johnson HVAC repair design	Less than \$100K	Mar-Apr	RFP to pre-qualified SBEs
JO Wilson Ramp design	Less than \$100K	Mar-Apr	RFP to pre-qualified SBEs
Langley Elevator design	Less than \$100K	Mar-Apr	RFP to pre-qualified SBEs

## Construction Division: Subcontracting Opportunities

Project	Est. Contract Value	Prime Contractor	Subk Forum Date
DC General Shelter	\$12.7M	Gilbane	March 28th
Houston Elementary School	\$32.3M	MCN Build (CBE)	Spring Date TBD
Jefferson Middle School	\$62.3M	MCN Build (CBE)	Spring Date TBD
CW Harris Elementary School	\$33M	MCN Build (CBE)	Spring Date TBD
Fort Dupont Ice Arena	\$25-\$50M	Active Solicitation	Date TBD
Eliot-Hine Middle School	\$50M-\$75M	Active Solicitation	Date TBD
St. Elizabeth's Infrastructure Improvements Stage 1 Phase 2	\$10-25M	Active Solicitation	Date TBD
Ward 1 Short-Term Family Housing	\$25-\$50M	To Be Solicited	Date TBD



## Compliance Program Purview

- “CBE”: Small and Certified Business Enterprise Development and Assistance Amendment Act of 2014, L20-0108 (D.C. Official Code §2-218.01 et seq.)
- “First Source” now called the “Workforce Act” for short, or Workforce Intermediary Establishment and Reform of the First Source Amendment Act of 2011 (D.C. Official Code § 2-219.01 et seq.)
- “Davis Bacon”: Davis-Bacon Act (40 U.S.C. 3141 et seq.)
- “Apprenticeship”: Apprenticeship Registration Requirement for Contractors (D.C. Official Code § 32-1431)

***Compliance training series to begin this Spring***

## Contact Information

### *For Vendor Outreach & Ombudsman Inquiries:*

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### *For Compliance-Related Questions:*

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<https://dgs.dc.gov/page/dgs-cbe-ombudsman>  
<https://dgs.dc.gov/page/cbe-resources>

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