

**THE PARKS AT WALTER REED**  
**CERTIFIED BUSINESS ENTERPRISE and FIRST SOURCE PROGRESS UPDATE**  
**Q3 2019**  
**(Reporting Data as of September 30, 2019)**

**I. THE PARKS AT WALTER REED CBE AND FIRST SOURCE REQUIREMENTS**

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**CBE:**

A Certified Business Enterprise (CBE) is a business that is headquartered in the District of Columbia and has been certified by the Department of Small and Local Business Development (DSLBD). Businesses with CBE certification receive preferred procurement and contracting opportunities on DC sponsored projects. The Parks at Walter Reed is required to have 35% CBE contracting on all onsite construction projects.

**First Source:**

The Department of Employment Services (DOES) First Source Program has been in effect since 1984 to ensure that projects developed with District of Columbia funds, or with other funds which the District administers, give priority to District residents. The First Source law requires all beneficiaries of contractual agreements meeting the established threshold, to enter into a First Source Agreement. The Parks at Walter Reed is required to have at least 51% of new hires be District of Columbia residents.

**\*\*Please note this report covers projects that fall under The Parks at Walter Reed Master Development Team of Hines-Urban Atlantic-Triden only.** It does not include other areas of the former Walter Reed Army Medical Center controlled by Children’s National Medical Center or Department of State, or projects developed by the “Notice of Interest” nonprofit users DCI/LAMB, HELP USA, SOME and Howard.

**II. Q3 2019 SUMMARY STATS**

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**Master Development**

- ✓ **69% CBE Infrastructure Construction Contracting with CBEs** – Master Development infrastructure construction completed to date
- ✓ **20 “Soft Cost” CBEs Contracted** – Master Development soft cost contracting to date
- ✓ **100 First Source Compliance** – 67% of new hires DC residents on completed projects

### III. CERTIFIED BUSINESS ENTERPRISE (CBE) CONTRACTING

This report tracks CBE contracting for Master (“Horizontal/Infrastructure”) and Component (“Vertical”) Development projects in which members of the Hines-Urban Atlantic-Triden Master Development group are involved. CBE contracting is reported quarterly to DSBLD.

#### A. Master Development CBE Equity & Development Partner

Triden Development Group is the 20% CBE Equity & Development Partner as part of the Hines-Urban Atlantic-Triden Master Development Team.

#### B. Master Development CBE Contracting through Q3 2019

Construction Contracting Data – Project Through 09/30/19

<b>Horizontal Projects Completed Projects</b>						
<b>Project</b>	<b>Prime Contractor</b>	<b>CBE Subcontractors</b>	<b>Year Completed</b>	<b>Total Contracted</b>	<b>Total CBE Contracted</b>	<b>CBE % Contracted</b>
H1 - Mothballing of Historic Buildings	Whiting Turner	Eagle Construction* Magnolia	2017	\$ 1,030,000	\$ 410,408	40%
H2 - Main Drive Water Line	Connally (CBE)	NA (Prime is CBE)	2017	\$ 1,413,544	\$ 1,413,544	100%
H4 - Electric Feeder Ductbank Relocation	Anchor (CBE)	NA (Prime is CBE)	2018	\$ 289,575	\$ 289,575	100%
H5 - Bldgs 83,91 & 15 Demo	Berg	A&A Premium Paint* AMT Engineering Dixon Pest Control* EnviCon* Stefron Strategies First Construction Tenleytown Trash* Vantix*	2019	\$ 873,000	\$ 368,180	42%
<b>TOTAL COMPLETED</b>				<b>\$ 3,606,119</b>	<b>\$ 2,481,707</b>	<b>69%</b>

**Horizontal Projects - Under Construction**

Project	Prime Contractor	CBE Subcontractors (Contracted to Date)	Anticipated Completion	Total Anticipated Construction Budget	Final CBE % Requirement	Final CBE \$ Requirement	CBE Contracted to Date	CBE % Contracted to Date
H3 - Bldg 2 (Hospital) Abatement & Demo	NorthStar	AMT Dixon's Pest Control* F& L Construction Gotta Go Now Rath Enterprises Smith & Son's LLC Strittmatter Metro Eight Brothers Development American Contracting Corp Phoenix Salut	2020	\$ 18,593,820	35%	\$ 6,507,837	\$ 6,490,365	35%

*\*Denotes Ward 4 CBE*

**Horizontal Soft Cost CBE Spending to Date**

- \$2.1 Million

<b>Soft Cost CBE</b>	<b>Type of Business</b>
AMT, LLC	Engineering
ATCS Capital Infrastructure	Engineering
BlueBoy Blueprinting	Reproduction
Bowman Consulting Group	Engineering
Delucchi Plus	Marketing/Branding & Retail Consulting
ECS Capitol Services	Engineering
EHT Traceries	Historic Preservation
Gelberg Signs*	Signage
GeoCapitol Engineering	Engineering
Gorove/Slade	Engineering
Graves, Horton, Askew & Johns	Legal
Great American Corp TBA Dutchmill*	Catering
MCN Build, Inc.	Equipment Purchase
Oehme van Sweden & Associates	Landscape Architecture
Olender Reporting	Transcribing
Pantera Management	Compliance
SaLUT	Environmental Monitoring
SK&A	Engineering
Torti Gallas Urban	Planning & Architecture
Urban Service*	Temp Toilet Facilities

*\*Denotes Ward 4 CBE*

**Total Master Developer CBE Spending (Completed Construction projects + Soft Costs) to Date**

\$4.6 Million of \$25.7 Million total 10-year build out requirement for Master Development construction and soft costs per Master Development CBE Agreement with DSLBD. Master Developer Construction commenced January 2017.

C. Vertical Development CBE Contracting through Q3 2019

Construction Contracting Data – Project Through 09/30/19

V1 - Parcel 14M ("Abrams Hall Senior)		
<b>CBE Equity &amp; Development Partner</b>	1750 K Affordable Partners, JV of Evergreen Urban and Blue Sky Development	
<b>Construction Start Date</b>	Q2 2018	
<b>Construction Completion Date (Anticipated)</b>	Q1 2020	
<b>Total Project Base Budget for CBE</b>	\$	13,290,495
<b>CBE Contracting Requirement</b>	\$	4,651,673
		35%
Soft Cost Budgeted CBE Contracting	\$	145,728
Construction Cost Budgeted CBE Contracting	\$	4,505,946
<b>Total CBE Budgeted Contracting</b>	\$	4,651,673
		35%
Soft Cost CBE Contracting Actual to Date	\$	234,642
Construction Cost CBE Contracting Actual to Date	\$	5,319,223
<b>Total CBE Contracting Actual to Date</b>	\$	5,553,865
		42%
<b>Soft Cost CBEs Contracted to Date</b>	<b>Construction CBEs Contracted to Date</b>	
Bowman Consulting	A. Wash & Associates, Inc.	
Pantera Management Group	Allstate Floors*	
SK&A	Centennial Builders*	
	Columbia Woodworking	
	Crown Construction*	
	DC Fire Protection	
	Eastern Plumbing	
	EcoSpaces	
	Gelberg Signs*	
	JPN Masonry, LLC	
	M&M Appliance*	
	Motir Services	
	Nai Xander*	
	Pantera Management Group	
	Rath Enterprises, Inc.	
	Smith & Sons, LLC.	
	Unique Construction	
	Vika Capitol, LLC.	
	<i>*Denotes Ward 4 CBE</i>	

V2 - PARCEL VU ("The Brooks and The Vale")		
<b>CBE Equity &amp; Development Partner</b>	<b>Triden Development Group</b>	
<b>Construction Start Date</b>	Q1 2019	
<b>Construction Completion Date (Anticipated)</b>	Q1 2021	
<b>General Contractor</b>	<b>Paradigm Construction</b>	
<b>Total Project Base Budget for CBE</b>	\$	89,219,443
<b>CBE Contracting Requirement</b>	\$	31,226,805
		35%
Soft Cost Budgeted CBE Contracting	\$	5,606,575
Construction Cost Budgeted CBE Contracting	\$	26,534,555
<b>Total CBE Budgeted Contracting</b>	\$	32,141,130
		36%
Soft Cost CBE Contracting Actual to Date	\$	5,606,575
Construction Cost CBE Contracting Actual to Date	\$	24,172,483
<b>Total CBE Contracting Actual to Date</b>	\$	29,779,058
		33%
<b>Soft Cost CBEs Contracted to Date</b>	<b>Construction CBEs Contracted to Date</b>	
Bowman Consulting	Baker DC LLC	
ConTest	Charles Mann Enterprises	
DeLucchi Plus	Fairness Environmental Services	
ECS Capitol Services	Goldin & Stafford Inc	
EHT Traceries	Joseph Magnolia	
FMC & Associates	Soil and Land Use Technology, Inc.	
Gorove/Slade		
Oehme van Sweden & Associates (OVS)		
Pantera Management Group		
SK&A		
Torti Gallas		
JL Terrell *		
	<i>* Denotes Ward 4 CBE</i>	

#### IV. CERTIFIED BUSINESS ENTERPRISE (CBE) CONTRACTING

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This report tracks First Source hiring for Master and Component Development projects in which members of the Hines-Urban Atlantic-Triden Master Development group are involved. First Source Hiring is reported monthly to DOES.

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##### A. First Source Hiring through Q3 2019 – COMPLETED PROJECTS

<b>Project</b>	<b>Prime Contractor</b>	<b>Total New Hires</b>	<b>DC Hires</b>	<b>Percentage (51% requirement)</b>
H1 - Mothballing of Historic Buildings	Whiting Turner	1	1	100%
H2 - Main Drive Waterline	Connally Contracting	5	3	60%
H4 - Electric Feeder Ductbank Relocation – H4	Anchor			N/A – Contract Less than 300k
H5 - Bldgs 83, 91 & 15 Demo	Berg	0	0	0%
<b>Overall Workforce statistics</b>		<b>6</b>	<b>4</b>	<b>67%</b>

**B. First Source Hiring through Q3 2019 – UNDER CONSTRUCTION**

<b>Project</b>	<b>Prime Contractor</b>	<b>Total New Hires</b>	<b>DC Hires</b>	<b>Percentage (51% requirement)</b>
V1 - Parcel 14M "Abrams Hall Senior"	Ellisdale Construction	12	11	92%
H3 – Bldg 2 (Hospital) Abatement & Demo	Northstar	13	5	38%
V2 – Parcel VU "The Brooks and The Vale"	Paradigm	33	10	30%
<b>Overall Workforce statistics – Under Construction</b>		<b>58</b>	<b>26</b>	<b>45%</b>

**V. UPCOMING OPPORTUNITIES**

CBG has ongoing opportunities for Parcel IJ that are being distributed to CBEs via DSLBD following the October 2019 outreach event. Requests for Qualifications for a General Contractor for Buildings 82 and 90 (auto mechanic shop and firehouse) and for an Architect for Parcel L are anticipated spring/summer 2020.

**VI. OUTREACH TRACKER**

Please see following pages.



	PROJECT PARCEL/BUILDING	OPPORTUNITY PRESENTED BY	VEHICLE USED TO OUTLINE OPPORTUNITY	OPEN/CLOSE DATE	AVAILABLE TRADES	METHOD OF DISSEMINATION	NUMBER OF RESPONDERS	NUMBER OF C/SBES RESPONDERS (*SBES are also CBES)	NUMBER OF WARD 4 CBE RESPONDERS	TOTAL NUMBER OF ATTENDEES (if applicable)	NUMBER OF C/SBES AWARDED CONTRACTS TO DATE	NUMBER OF WARD 4 CBES AWARDED TO DATE
1	H1 - Mothballing (Part I)	TPWR Master Developer	Invitation to Bid (ITB)	12/23/2014 – 02/13/2015	Building stabilization	Direct Invitations were sent to companies	3	2C	0	N/A	0	0
2	H1 - Mothballing (Part II)	Whiting Turner (Prime Contractor)	Directly contacted CBES	Nov-16	Building stabilization, pest control	WT contacted companies/CBES it had prior experience with	N/A	N/A	N/A	N/A	2	1
3	H2 - Main Drive Water Line (Part I)	TPWR Master Developer	Pre-Qualification Survey & RFP	01/10/2017 – 01/13/2017	Water Utilities	Pre-qualification survey sent to 7 CBES from DSLBD list on 1/10/17.	1 (3 declined / 3 did not respond)	1	0	N/A	N/A (PreQual only)	0
4	H2 - Main Drive Water Line (Part II)	TPWR Master Developer	Request for Proposal (RFP)	01/30/2017 – 02/20/2017	Water Utilities	RFP sent to 4 CBE companies on 1/30/17.	4	4C	0	N/A	1	0
5	H3 - Bldg. 2 Demo (Part I)	TPWR Master Developer	Pre-Qualification Survey & RFP	2/6/17 - 2/13/17	Demolition Services	Pre-qualification survey emailed to CBES from DSLBD's list on 2/06/17. CBES Identified (53) - Scale of project and bonding requirements pre-cluded CBES as a prime	0	0	0	N/A	N/A (PreQual only)	N/A (PreQual only)
6	H3 - Bldg. 2 Demo (Part II)	TPWR Master Developer	Request for Proposal (RFP)	3/6/2017	Demolition Services	Direct Invitations were sent to companies (6 companies) based on a national search. Companies informed they must commit 35% of contract to CBES	6	0	0	N/A	0	0
7	H3 - Bldg. 2 Demo (Part III)	NorthStar (Prime Contractor)	Request for Proposal (RFP)	8/03/17 - 9/28/17	Fence Installation, Remediation Services, Cap underground, Utilities, Vector Control, Off Road Fuel Delivery, Roll Off Service, Masonry	5/4/17, 5/7/17, 6/26/17, 7/05/17 - Contacted CBES directly (Fence Installation, Masonry, Remediation Services). 7/7/17 Received List of CBES from DSLBD for fencing, fuel service and Utility Abandonments; 7/09/17, 7/10/17, 7/24/17, 7/27/17 - Contacted CBES directly in those trades. 7/28/17 - Sent Request to DSLBD for Ward 4 CBES; 7/31/17, 8/3/17, 8/7/17, 8/31/17, 9/27/17 Contacted Ward 4 CBES directly.	11	11C/8S	3	N/A	10C/8S	1
8	H4 - Pepco Duct bank	TPWR Master Developer	Request for Proposal (RFP)	10/3/2017 – 10/10/2017	Ductbank	Pre-qualification survey sent to qualified CBES taken from DSLBD's list on 10/3/17. RFP sent to eligible respondents on 10/11/17.	6	3C	0	N/A	1	0
9	14M - Building, VU - Building	14M Component Developer, VU Component Developer (both)	Annual CBE & Ward 4 Small Business Outreach Event	11/16/2017	General Overview of various trades was provided by Harkins Builders and Paradigm Construction (Targeted Outreach events were later conducted by Paradigm and Ellisdale) *Ellisdale later replaced Harkins as a GC on the project	Announcement sent via email on 11/02/18 to DSLBD Distribution, TPWR Website, CM Todds Distribution List	4	78 C Attendees	14 Attendees	115	1	0
10	VU - Building	Paradigm Construction (General Contractor)	Invitation To Bid (ITB)	12/29/17 – 1/18/18 3/13/18 – 4/02/18	See Attachment	General Invitation to Bid - sent to ALL distribution channels (DSLBD, TPWR, CM Todd list)	176	43	7	N/A	N/A (No contracts awarded as of this report - project has not started construction)	N/A (No contracts awarded as of this report - project has not started construction)
11	VU - Building	Paradigm Construction (General Contractor)	Parcel VU CBE & Ward 4 Small Business Outreach Event	3/20/2018	See Attachment	Opportunities Information Session - sent to ALL distribution channels (DSLBD, TPWR, CM Todd list)	N/A	13 CBE ATTENDEES	4 Ward 4 ATTENDEES	20	N/A (Event)	N/A (Event)

12	14M - Building	Ellisdale Construction (General Contractor)	Invitation to Bid (ITB)	1/12/18 – 2/2/18	See Attachment	General Invitation to Bid - sent to ALL distribution channels (DSLBD, TPWR, CM Todd list)	3	0	0	N/A	0	0
13	14M - Building	Ellisdale Construction (General Contractor)	14M Renovation CBE & Ward 4 Small Business Outreach Event	1/23/2018	See Attachment	Opportunities Information Session - sent to ALL distribution channels (DSLBD, TPWR, CM Todd's list)	68	17 CBE ATTENDEES	7 Ward 4 ATTENDEES	35	3	1
14	H5 - Buildings 15, 83, 91 Demolition (Part I)	TPWR Master Developer	Request for Proposal (RFP)	1/30/18 – 3/7/18	Asbestos and Lead Abatement; Concrete and Brick Removal; Disposal of Construction Debris; Engineering and Development of Sediment and Erosion Control Plan	RFP issued 1/30/18 through DSLBD. Site made accessible to potential bidders from 2/8/18-2/26/18. Bids due 3/9/18. BAFO issued 4/2/18. BAFO due 4/9/18	3	1	1	N/A	0	0
15	H5 - Buildings 15, 83, 91 Demolition (Part II)	The Berg Corporation (Prime Contractor)	* Berg submitted a lump sum bid for this opportunity - Due to the nature of lump sum bidding Berg's RFP response included pre-identified CBEs	N/A	Asbestos and Lead Abatement; Concrete and Brick Removal; Disposal of Construction Debris; Engineering and Development of Sediment and Erosion Control Plan; Portajohns; Pest Control; Temporary Fencing	Berg contacted CBEs directly in order to submit a lump sum bid as required for this opportunity. Their CBE contracting will be reported as part of the Economic Development Progress Report.	N/A	N/A	N/A	N/A	9	5
16	14M - Building	Ellisdale Construction (General Contractor)	Ward 4 Small Business Outreach Event	5/24/2018	See Attachment	Opportunities Information Session - sent to ALL distribution channels (DSLBD, TPWR, CM Todd's list)	N/A	10 CBE ATTENDEES	3 Ward 4 ATTENDEES	29	1	0
17	Bldg 15/Industrial Hygiene Services (Part I)	TPWR Developers	Pre-Qualification Survey	6/7/2018	Industrial Hygiene Monitoring	PMG sent out notices to invitees on 06.07.2018 electronically via email. Sent to list of firms provided by DSLBD.	4	4C	0	N/A	N/A (PreQual only)	N/A (PreQual only)
18	Bldg 15/Industrial Hygiene Services (Part II)	TPWR Developers	Request for Proposal (RFP)	6/21/2018	Industrial Hygiene Monitoring	TPWR Developers sent a request to (2) CBE companies based on qualification survey	2	2C	0	N/A	1	0
19	14M - Building	Ellisdale Construction (General Contractor)	RFP/ITB Updated	6/28/2018	Furniture moving, surveying, appliances, sprinkler, demolition	TPWR Developers website and sent an email out to the stakeholder list and to attendees from the outreach event on May 24, 2018	5	4C/5	0	N/A	3	0
20	WXY - Building	TPWR Developers	TPWR Developers	6/29/18 - 7/9/18	Townhome Sales and Marketing Agent	RFEI issued to CBE community via DSLBD email/TPWR Website/TPWR Distribution List/DMPED Directed ROB email list/CM Todd's Distribution List - 8 Responses Received (1 CBE) - 2 qualified firms invited to respond to RFP along w/4 additional firms - CBE selected for Marketing alongside non-CBE for Sales listing	6	1	1	NA	1	1
21	VU - Building	Power Design Inc. (Design-Build Subcontractor to GC)	Ward 4 Small Business Outreach Event	7/30/2018	Electrical Supply Houses/Access Control/CCTV/Tele Entry/Emergency Phone/AV System/Fire Alarm/WiFi/Intercom/Unit Locks/Pubic Safety First Responder/Rigging/Two-Way Communication Systems (Elevator Lobbies)	Opportunities Information Session - sent to ALL distribution channels (DSLBD, TPWR, CM Todd's list)	N/A	11 CBE ATTENDEES	4 Ward 4 ATTENDEES	20	N/A	N/A
22	14M - Building	Ellisdale Construction (General Contractor)	RFP/ITB Updated	08/02/2018 - 08/08/2018	Masonry, Elevator and Concrete	Contracting opportunities updated on TPWR website, newsletter distributed via email with all available contracting opportunities	3	2C/5	1	N/A	2	0
23	VU - Building	Power Design Inc. (Design-Build Subcontractor to GC)	RFP/Email Announcement	8/8/2018 - 8/23/18	Electrical Supply Houses/Access Control/CCTV/Tele Entry/Emergency Phone/AV System/Fire Alarm/WiFi/Intercom/Unit Locks/Pubic Safety First Responder/Rigging/Two-Way Communication Systems (Elevator Lobbies)	RFP issued to CBE community via DSLBD email/TPWR Website/TPWR Distribution List/DMPED Directed ROB email list/CM Todd's Distribution List	Data being compiled as of the date of this report					

24	H5 - Buildings 15, 83, 91 Demolition	The Berg Corporation (Prime Contractor)	Invitation to Bid (ITB)	10/01/18 - 10/16/18	Installer of Glass Block/Mason and Sediment and Erosion Control Contractor	Announcement sent via email on 11/02/18 to DSLBD Distribution, TPWR Website, CM Todds Distribution List	0 Responders via distribution channels - Berg reached out to 5 companies directly	Berg contacted 2 CBEs directly	0	N/A	0	0
25	ALL CURRENT/FUTURE PHASES	The Berg Corporation, MHH, Paradigm, CBG and Ellisdale	DSLBD's Small Business Contracting Expo	10/9/2018	All current/future GCs participating on TPWR met with potential DC/CBE small businesses in conjunction with City wide event sponsored by DSLBD	Via DSLBD email blasts	N/A	N/A	N/A	N/A	N/A	N/A
26	ALL CURRENT/FUTURE PHASES	Ellisdale, Paradigm, Baker DC, PDI, Ramsey Masonry, Pivec Mechanical, Superior Foundation, Goldin Stafford, LIW Ironworkers, Inc., A Wash & Associates, Integrated Companies, and Worcester Eisenbrandt Inc.	Construction Hiring Event	10/26/2018	All current/future GCs participating on TPWR met with District residents pre-screened and invited by the Department of Employment Services (DOES) Business Services Group	Via TPWR Website, CM Todd's Distribution List, DOES direct invite to pre-screened candidates, DOES announcement posted in local community centers	210 Interviews were conducted for this event - 2 Individuals were hired as the result (Baker DC / Goldin Stafford)	N/A	N/A	TBD	N/A	N/A
27	ALL CURRENT/FUTURE PHASES	TPWR Master Developer	Annual CBE & Ward 4 Small Business Outreach Event	12/13/2018	General Overview of TPWR including current progress and upcoming projects. Representatives from Berg, Paradigm, MHH, Northstar and Ellisdale were in attendance.	Announcement sent via email on 11/02/18 to DSLBD Distribution, TPWR Website, CM Todds Distribution List	N/A	25 C Attendees	14 Attendees	47	N/A	N/A
28	O - Building	Hines	Expression of Interest (EOI)	12/21/2018 – 01/11/2019	Achetectural Design and Production Services	Announcement sent via email on 12/21/18 to TPWR Website, CM Todds Distribution List. 12/21/18, 12/29/18, 12/31/18 DSLBD Distribution List	16	11	0	N/A	1	N/A
29	14M - Building	Ellisdale Construction (General Contractor)	Invitation to Bid (ITB)	12/11/2018 - Present	Fiber cement siding, landscaping, final cleaning, waterproofing, division 10 specialties	Announcement sent via DSLBD database, TPWR Website	TBD	TBD	TBD	TBD	2	TBD
30	Bldg 82 (Auto Shop) & Bldg 90 (Firehouse)	TPWR Master Developer	Request for Proposal (RFP)	4/23/19 - 5/06/19		Announcement sent via DSLBD database, TPWR Website						
31	IJ - Building	CBG (General Contractor)	Ward 4 Small Business Outreach Event	10/30/2019	Over 40 trades presented as available. Attendees encouraged to contact CBG for trades interested in pursuing	Announcement sent via DSLBD database, TPWR Website, CM Todds Distribution List	TBD	TBD	TBD	36	TBD	TBD