

PRINCE GEORGE'S COUNTY | CORVIAS SOLUTIONS

# CLEAN WATER PARTNERSHIP



**GOVERNING**



**Corvias®**

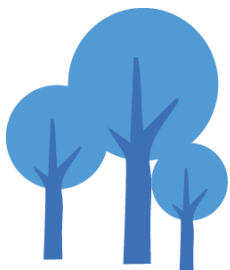
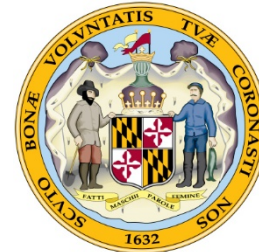
# CLEAN WATER MANDATE

## Mandate for Prince George's County

- Build filters to treat 15,000 impervious acres by 2025
  - Approximately 46,000 stormwater filtration devices
  - Will cost approximately \$1.2 billion
- Pay for this with a dedicated funding source (Clean Water Act Fee)

## The Prince George's Model: *Make work for us*

- Clean our waters
- Revitalize older communities
- Lead with innovation
- Grow local economy
- Partner as much as possible



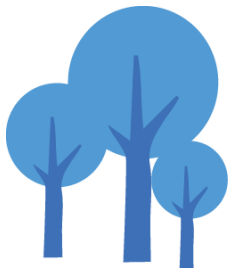
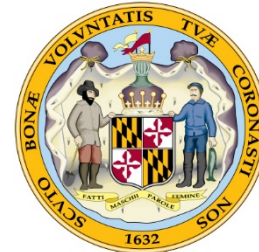
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# OUR PERSPECTIVE

1. Have a lot of catching up to do
2. Need to be humble, we don't have all the answers
3. Embrace culture of innovation
4. Transcend stereotypes with a can-do mindset
5. "Lets things happen to us" vs.  
"Make things happen for us"
6. Leverage opportunity for interconnected issues  
(County Executive Baker)
7. Role of Government?  
To align outside forces for the public good



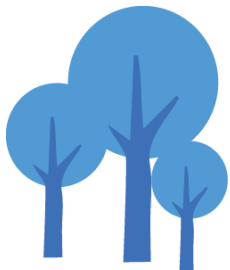
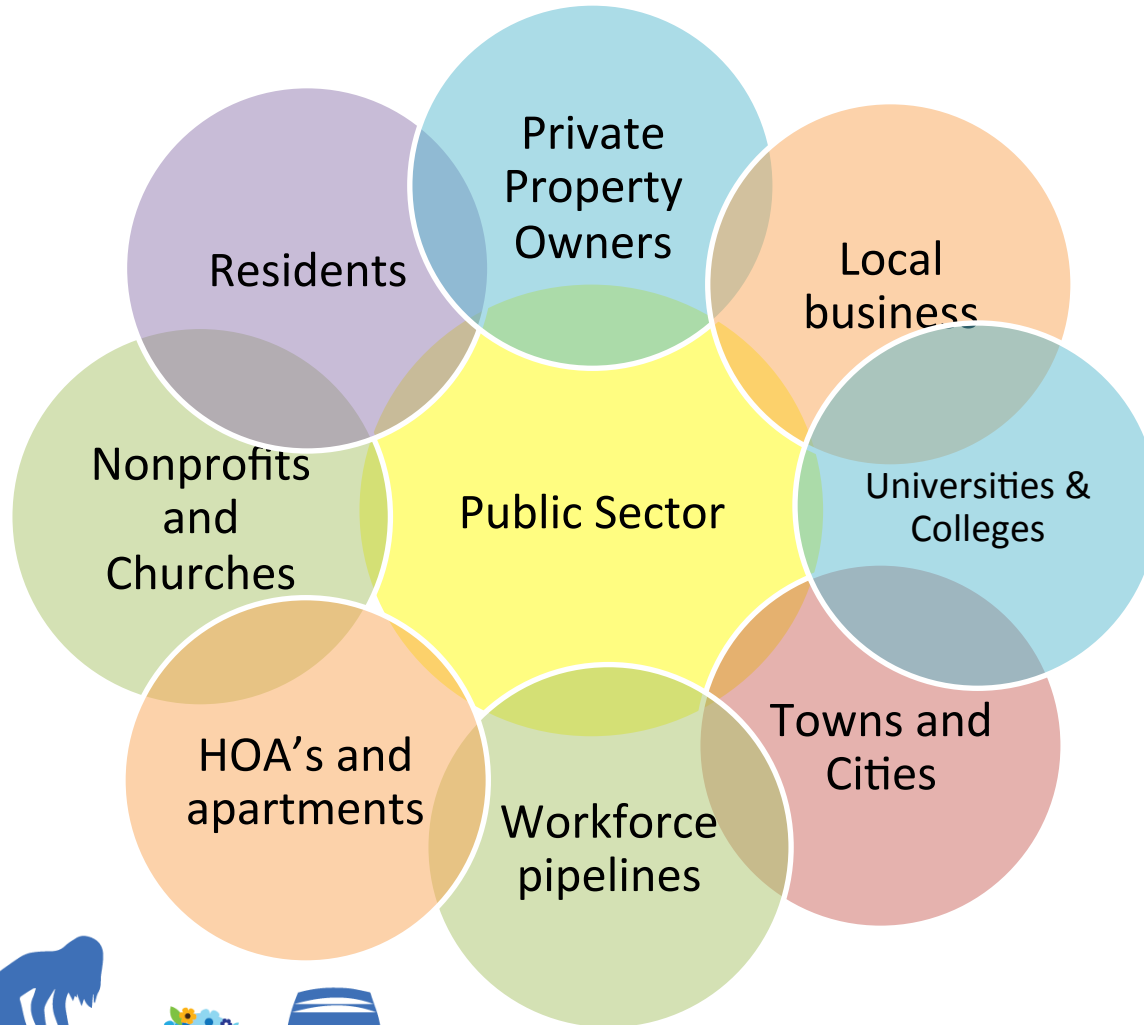


# WE ARE NOT ENOUGH

Public Sector

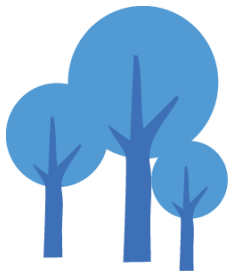


# WE MUST PARTNER



# PARTNERSHIP: PRIVATE PROPERTY OWNERS

Our **Rain Check**  
Program provides up to  
**\$3 Million** for private  
property owners to  
address polluted runoff.



# PARTNERSHIP: SCHOOLS

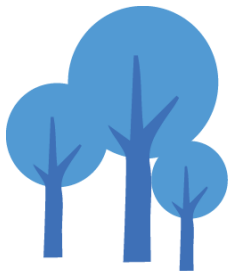
Our 200 school properties can help us meet our retrofit acreage goals while we help them meet their environmental literacy goals, turning raingardens into outdoor classrooms.



# PARTNERSHIP: CHURCHES AND NONPROFITS

## Alternative Compliance Program

1. **Easements:** Up to 50% reduction in fee
2. **Green Teams and Green Ministries:** Up to 25% reduction
3. **Green Housekeeping:** Up to 25% reduction





# PARTNERSHIP: WORKFORCE TRAINERS



# PARTNERSHIP: PRIVATE SECTOR

## Public Private Partnership (P3)

- Enhance strengths and mitigate weaknesses of the other
- Use market forces to achieve goals, bring down pricing, and nurture a 'Stormwater Silicon Valley'



# CLEAN WATER PARTNERSHIP

## THE AGREEMENT

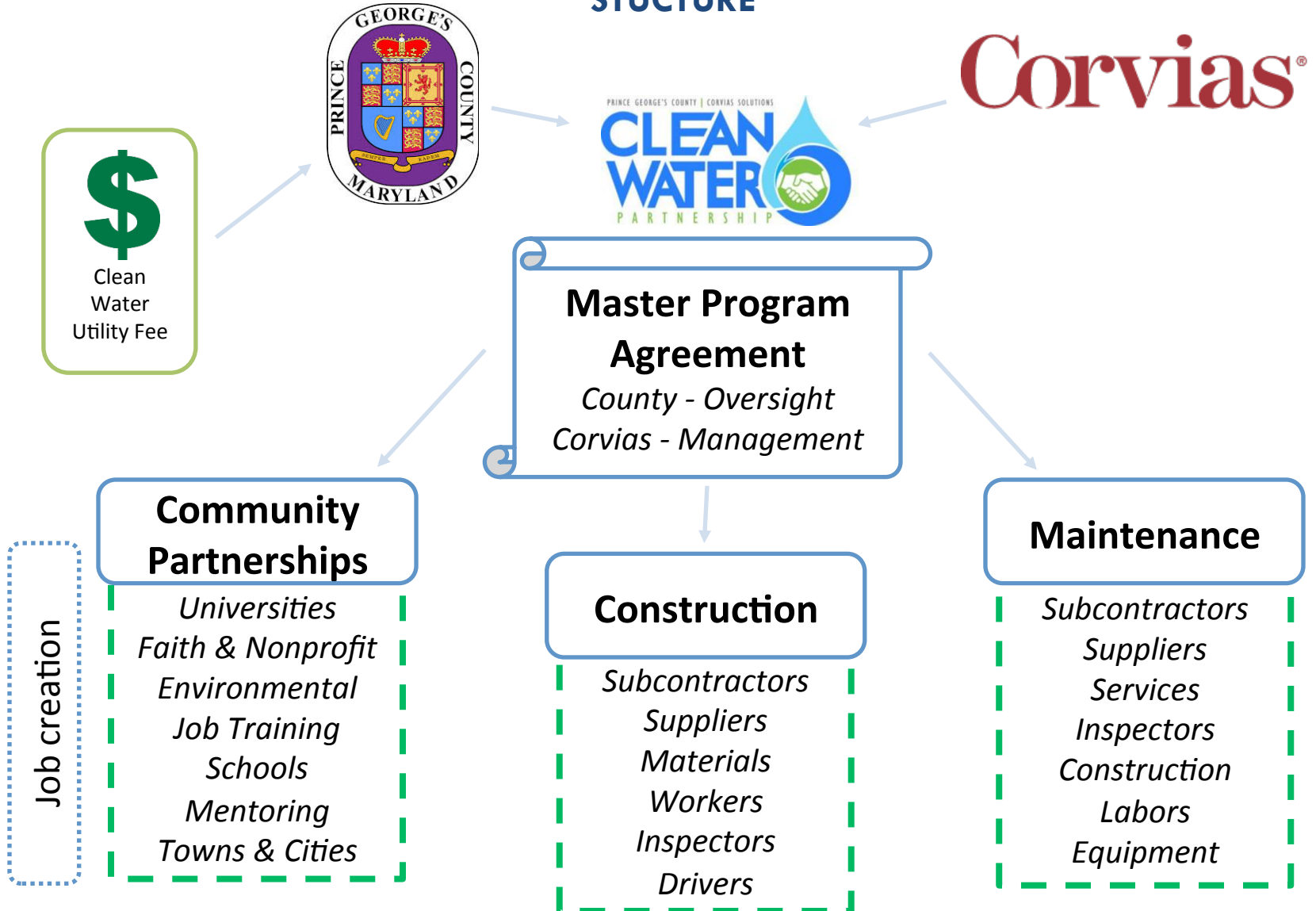
- Construction: 3 years to retrofit 2,000 acres
- Maintenance: 30 years
- Manage \$100M in contracting
  - Pay for performance:
    - Time & budget
    - Socio Economic –
      - 40% County business
        - Small and minority business targets
        - Local hiring (51%)
      - Local business mentor-protoge development



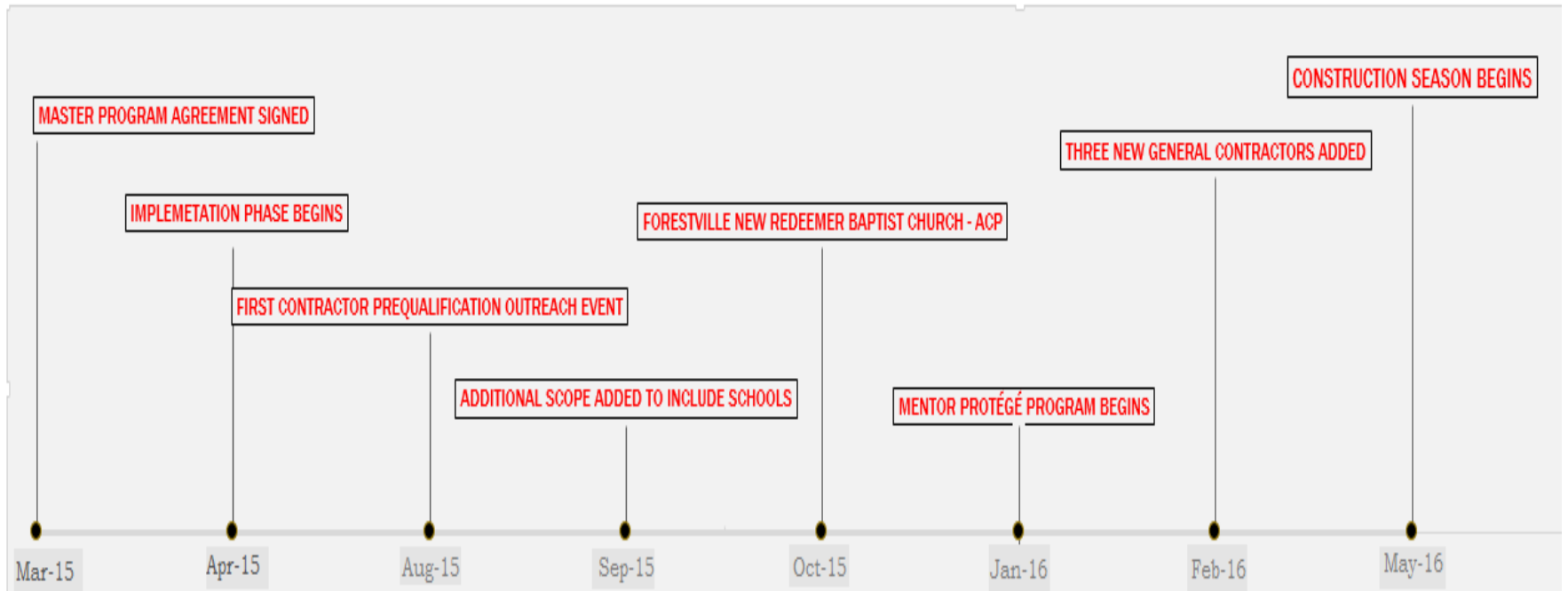


# THE CLEAN WATER PARTNERSHIP

## STRUCTURE

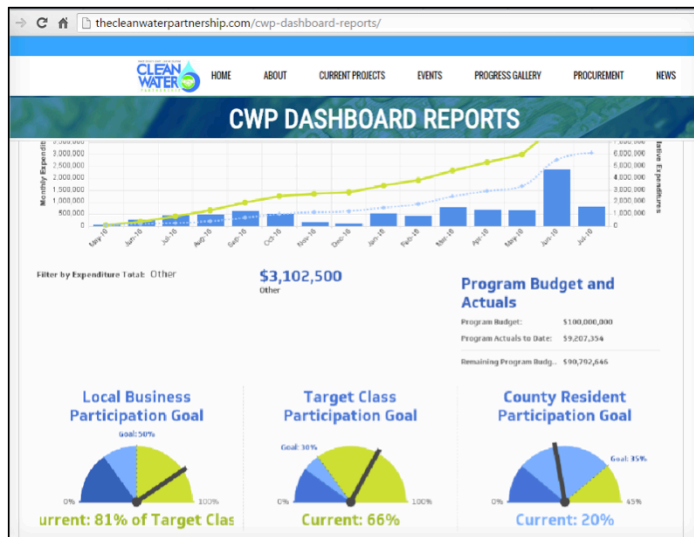


# THE CLEAN WATER PARTNERSHIP TIMELINE

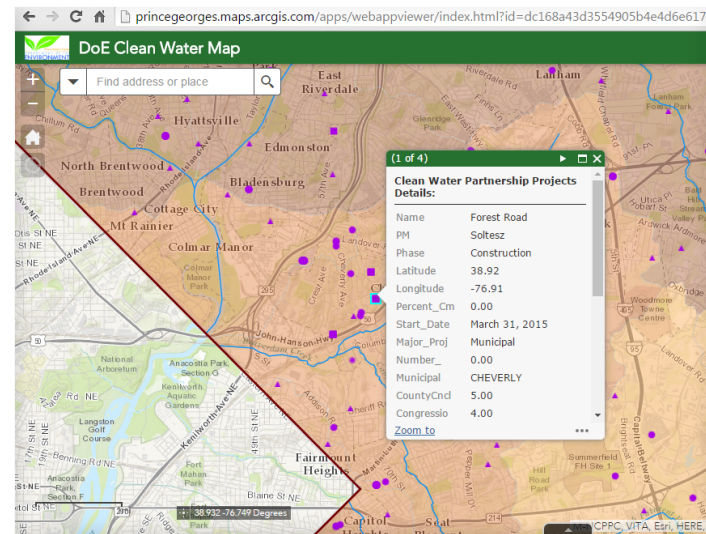


# PERFORMANCE METRICS & TRANSPARENCY

CWP Dashboard  
[Cleanwaterpartnership.com](http://Cleanwaterpartnership.com)



DoE Clean Water Map  
[Princegeorges.maps.arcgis.com](http://Princegeorges.maps.arcgis.com)



# PERFORMANCE METRICS & TRANSPARENCY



PUBLIC SCHOOLS

39

ACRES

ESTIMATED 18 PROJECTS



MUNICIPAL SITES

372.54

ACRES

ESTIMATED 180 PROJECTS



PONDS

460.19

ACRES

ESTIMATED 4 PROJECTS



PRIVATE PROPERTY

24.27

ACRES

ESTIMATED 50 PROJECTS



OUTFALLS

50

ACRES

ESTIMATED 50 PROJECTS

## WORKFORCE DEVELOPMENT

11,285.55

TOTAL HOURS WORKED BY COUNTY RESIDENTS (15.32%)

55,988.05

TOTAL HOURS WORKED

Year 1  
15%

Year 2  
30%

Year 3  
51%

## COMMUNITY IMPACT



125,000

INVESTMENT IN STUDENT INTERNSHIPS

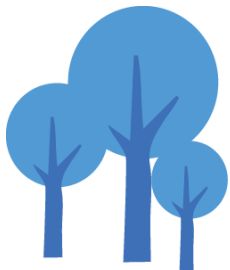


MORE THAN 50 OUTREACH EVENTS IN THE BUSINESS COMMUNITY



SMALL CHURCHES

CONNECTING WITH CONGREGATIONS AS PART OF OUR CWP PARTNERSHIP WITH FAITH-BASED AND 501(C) NON-PROFIT GROUPS



# PERFORMANCE METRICS & TRANSPARENCY

## DISTRICT 1 (10 BUSINESSES)

Asseido Consulting, LLC ■  
 Audio Video Solutions, Inc.  
 CelSue Construction Services, Inc. ■ ▲ ■ ■ ■ ▲  
 CSI Engineering, PC ■  
 Eden Team, LLC ■  
 GeoTech Engineers, Inc.  
 L.E. Blue & Associates, Inc.  
 NZI Construction Corporation  
 Olney Masonry Corporation  
 Sandy Audio Visual, LLC

## DISTRICT 2 (2 BUSINESSES)

Advanced Engineering Design, Inc. ■  
 DMV Solutions, LLC

## DISTRICT 3 (2 BUSINESSES)

AB Consultants, Inc.  
 BlyBee Professional Staffing & Biz' Ness Solutions, LLC

## DISTRICT 4 (10 BUSINESSES)

Angarai International, Inc. ■  
 BCV Solutions, Inc.  
 Bourn Environmental, LLC ■  
 Hopper Grass Lawn Care, LLC  
 Kambiance, LLC  
 LK Enterprise General Construction, Inc.  
 Nudawn Marketing Group, Inc. ■  
 Pivotal Practices Consulting, LLC  
 Sage Services Group, LLC  
 SherAI Consulting Services, LLC ■

## DISTRICT 5 (15 BUSINESSES)

Braxton Educational Services and Training, LLC ■  
 Brewington Management Co., LLC  
 City Ornamental Iron Inc  
 Corenic Construction Group, LLC  
 CSA Central, Inc. ■  
 Engineering Design Technologies, Inc.  
 Estime Enterprises, Inc. ■  
 Exceed Corporation ■  
 Garcete Construction Co., Inc.  
 HCD International, Inc. ■  
 Helix Enterprises, Inc. ■  
 MK Catering, Inc. ▲  
 SanDow Construction, Inc.  
 The Sutter Group ■  
 Systems Integration, Inc.

## DISTRICT 6 (15 BUSINESSES)

Business Strategy Consultants, LLC  
 Clean Sweep Trucking, LLC ■ ■ ■ ■  
 Denang's Trucking LLC  
 Dirt Plus, Inc. ■  
 D & F Construction, Inc.  
 The ELOCEN Group, LLC  
 Erimax, Inc.  
 Monumental Building, LLC  
 Printing Express & Designs, LLC ■ ■ ▲ ▲  
 Strativa, LLC  
 M & G Services, Inc.  
 McElroy Enterprises, LLC  
 McJordan Consulting Services & Facilities Solutions Group, LLC  
 Neil General Contractor, Inc.  
 Shipley & Horne, P.A.  
 Tri-Logistic, LLC

## DISTRICT 7 (1 BUSINESS)

Jordon Lawn & Maintenance

## DISTRICT 8 (9 BUSINESSES)

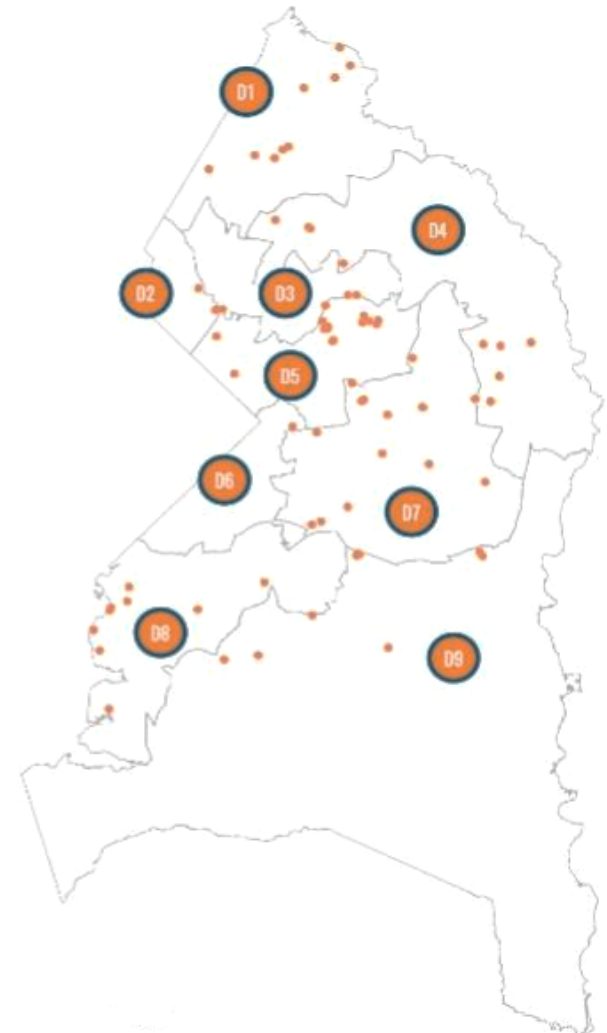
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 Faulkner Lawn Care & Landscaping ■ ▲ ■ ■ ■ ▲  
 Global Executive Staffing, LLC  
 Leuterio Thomas, LLC  
 Lord & Mitchell, Inc.  
 TreKnot Organization LLC  
 Ubiquity Marketing & Management Consulting Inc.

## DISTRICT 9 (9 BUSINESSES)

Capitol City Associates, Inc. ■  
 Century Fence Construction, LLC  
 Conscious Planet, L3C  
 Essex Construction, LLC ■ ▲  
 Grace Management & Construction, LLC ■ ■ ■ ■  
 Manuel Luis Construction Co., Inc.  
 Philip Aaron Lacy Architects  
 Proctor Landscaping & Masonry  
 Warren Brothers Construction, LLC ■

## OUTSIDE COUNTY (62 BUSINESSES)

■ Bid  
 ▲ Award  
 ■ ■ ■ ■ Mentor Protégé  
 ▲ Assisted



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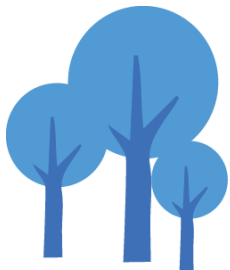
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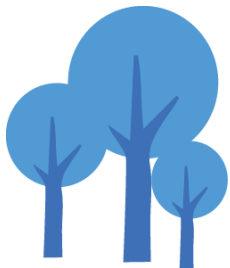
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# PROCESS TRANSFORMATION

Before      Now

Silo'd design, build, and maintenance	Integrated project development
James Brown: "Hit it and quit it"	Long term investment in product
Focus on individual projects	Focus on effective system
Narrow Control	Broad Empowerment
Costly duplication	Aggregation and standardization
Input preoccupation	Outcome preoccupation
Start over from scratch	Scalable resources
Change orders	No change orders
Missed deadlines, extensions	Timeliness





# INDUSTRY TRANSFORMATION

## Before   Now

Uncertain price and schedule	Fixed price, fixed payment process
Unpredictable payments to subs	Timely payment
Cost per acre +/- \$130k	Cost per acre +/- \$50k
Community disengagement	Broad socio-economic engagement
Same ol' contractors	New contracting participants
Limited financing options	Additional financing options
Subordination to market	Driving the market





# LESSONS LEARNED

## 1. Negotiation Process

- Hold negotiations early and anticipate adequate time
- Establish clear and defined roles for oversight of different disciplines

## 2. Duration of Agreement

- It must correspond with the scope and scale of deliverables
- Consider increases in production or product demand

## 3. Project Inventories and Distribution

- Discuss and develop clear planning guidelines for the partnership
- Create and maintain a transparent, alternate system to handle viable projects that may be more conducive to an enhanced CIP program



# LESSONS LEARNED

## 4. Quality Assurance/Quality Control

- Create specific and detailed performance measures

## 5. Completion Certifier Agreement

- Respond to inquiries from outside entities that may be watching
- Have an independent third party entity certifying the execution and completion of the program's work

## 6. Permitting

- Anticipate and adjust local permitting processes to address pace of individual project loads
- Develop and implement expedited permitting relationships with local agencies (i.e. the County Permitting Agency, MNCPPC, SCD, etc).
- Make permitting processes geared toward restoration oriented projects vs. a typical development track.



# LESSONS LEARNED

## 7. Procurement

- Resources and capacity
- Evaluate and adjust the procurement process to help facilitate prompt payments for partnership workforce and vendors

## 8. Maintenance

- Have a long term maintenance plan in place

## 9. Private Property Access

- Ensure that the Agreement allows for project participation on private property
- Ensure that local governing laws/regulations authorize local stormwater fund revenue expenditures on private property
- Anticipate the need for project implementation on private property



# LESSONS LEARNED

## 10. Diversification

- Evaluate and look for opportunities that will diversify the program (i.e. developing a programmatic approach w/the school system or faith based communities)

## 11. Partnerships

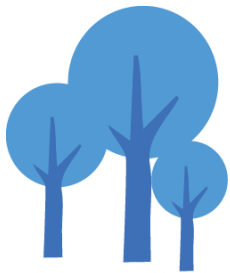
- Engage stakeholders up front
  - Executive and Legislative Branches
  - Other Public Agencies (local, State, and Federal)
  - Schools and Universities
  - NPOs/NGOs
  - Communities
  - Municipalities
  - Environmental Groups

## 12. Be Adaptive

- Anticipate and plan for change
- Be flexible with the program



# THANK YOU.



STORM WATER MANAGEMENT DIVISION