

Dear Stormwater Program Manager/Attendees of June 14, 2017 Procurement Workshop:

Thank you for your attendance and participation in the June 14, 2017, workshop jointly sponsored by Montgomery County Department of Environmental Protection and the Metropolitan Washington Council of Governments. The primary objective of the workshop was to explore traditional and new approaches to various types of stormwater procurements and learn from each other's experience to date with these methods. We believe the objectives of the workshop were met, due to great participation from the presenters and all attendees. The presentations both provided detail on what approaches different jurisdictions are using to conduct their MS4 restoration work and generated good dialogue.

The following link provides access to a Dropbox site with the following materials from the workshop:

<https://www.mwcog.org/events/2017/6/14/stormwater-procurement-workshop-cog/montgomery-county-dep-joint-workshop/>

- All the presentations for which there were slides.
- The final RFPs for those 3 initiatives - given that there was much discussion about the Pay for Performance contract approaches being used by Howard, Anne Arundel and Montgomery counties.
- The "Pay for Success Strategies for Western States" report that Erik Michelsen mentioned in his presentation.
- Information on the RFP for stormwater restoration work that the Maryland State Highway Administration recently released.

#### Follow-up Actions

1. Contract Database - To follow up on the discussion about bridging of contracts between jurisdictions, we thought it would be helpful to set up a database of information containing links and contact information to the contracts that are already in place across jurisdictions. This effort will take some time and support from all of you. Montgomery County and COG will work together to design the format for collection of the information. As part of that effort, we will explore setting up a share point site or some other mechanism that will allow easy access to the information on current contracts.
2. Capacity & Outreach - Several speakers at the workshop raised the issue of capacity constraints among consulting firms, design contractors and other business entities assisting jurisdictions with their stormwater work. To address this issue, several ideas were brought up that warrant follow up by the group:
  - Capacity issues seem more prevalent when using traditional design-bid-build contracts than when using pay-for-performance contracts. Performance-based contracts may provide greater incentives for contractors to complete work on time and within budget, as well as additional incentives for early completion. Cost and timeliness metrics can be tracked and reported by the three jurisdictions currently using this method.
  - Partnerships with the Economic Development organizations in your jurisdictions may allow for enhanced outreach to the business community about the amount of work available in this sector given the ongoing nature of MS4 permit requirements.

COG and Montgomery County staff will work together to set up follow-up discussions on these and other topics that seem relevant as we continue to work together. COG staff will also support these efforts in the FY 2018 Regional Water Quality Management Work Program. To assist with organizing that effort, please provide Heidi Bonnaffon ([hbonnaffon@mwkog.org](mailto:hbonnaffon@mwkog.org)) with at least one point of contact for sharing information.

Thank you again for your participation. If you have ideas on additional actions to be taken as a result of the workshop, please let us know. Attached is the sign-in sheet including email addresses. Feel free to reach out to your colleagues to continue the dialogue.

Patty Bubar

  
Karl Berger

Cc: Tanya T. Spano  
Heidi Bonnaffon