

September 7<sup>th</sup>, 2023

Town of Upper Marlboro  
ATTN: Mr. Darnell Bond, Director of Public Works  
Upper Marlboro Town Hall  
14211 School Lane  
Upper Marlboro, MD 20772

RE: RFP # UM 2023-03—Church Street Parking Lot Improvements

Dear Mr. Bond:

Thank you for the opportunity to respond to the subject request for proposal (RFP). WarrenBuilds is a well-known Prince George' County-Based Small Business (CBSB) and Minority Business Enterprise (MBE) with headquarters on Main Street in Upper Marlboro. We are a best-in-class General Contractor with significant experience providing a wide range of construction, site work, and facility services to government and commercial clients, including a strong portfolio of work for Prince Georges County. A current capability statement is found at Enclosure 1.

On review of the proposed scope of work, we believe it will prove difficult for the town to achieve all of its objectives within the currently available funding. This entails more than simple cost management or cost engineering; we believe there may be additional required costs that have not been considered. For example, the transition from a pervious to an impervious paving surface will most likely have stormwater management implications. It would be wise to engage the services of a qualified civil engineer with experience in stormwater management to assess this aspect of the project and advise the town on any compliance issues that arise. Planning should begin now for any stormwater management structures and site features that are necessary and practical.

Our preliminary (prior to design) cost estimate to perform the required work is found at Enclosure 2, along with our specified exclusions. We look forward to the prospect of discussing the project further, including evaluation of any potential cost engineering modifications. Should you have any questions, please contact our Director of Pre-Construction, Mr. Jon O'Keefe, at (301) 543-9303 / JonO@warrenbuilds.us. We look forward to serving our home town in this effort.

Sincerely,

A handwritten signature in black ink that reads 'Shane W. Warren'.

Shane W. Warren  
CEO

Encls:

1. WarrenBuilds Capability Statement
2. Proposal Cost Estimate

# WarrenBuilds

Sites, Landscapes,  
and Hardscapes



[www.warrenbuilds.us](http://www.warrenbuilds.us)



14503 Main Street  
Upper Marlboro, MD 20772



(301) 627-8989

## Certifications:

Minority Business Enterprise:  
Maryland (MDOT); Prince  
Georges, Baltimore,  
& Howard Counties;  
Baltimore City;  
Washington DC (LSDB);  
Prince Georges County  
Based Small Business  
(CBSB)

## NAICS Codes:

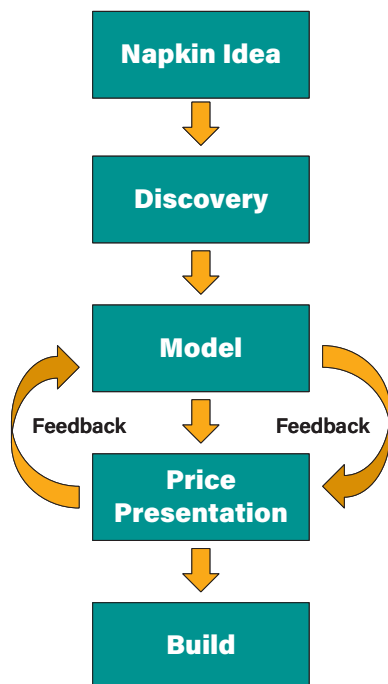
236220, 238210,  
238220, 238990,  
561210, 561720,  
561730

Good builders construct good buildings. Great ones create places where we live, work, and thrive.

Where some see vacant space, we see possibility.

We create communities and campuses where people dream, achieve, and celebrate.

## Our Proven Process



## Partners in the Development Team

A project is more than physical spaces. Each begins with vision, guiding the development team to see all possibilities. Great communities, campuses, and centers of commerce and government are created by teams that integrate many disciplines, skills, and perspectives. WarrenBuilds is a Best-in-Class General Contractor providing Design-Build Landscape and Hardscape Construction, General Construction, and Site Development services. We work in partnership with specialists in real estate, finance, planning, engineering and design, and others disciplines on multi-functional teams that conceive, plan, resource, build, connect, finish, manage, and maintain great projects. We rely on a proven process to transform your ideas sketched on a napkin into buildable concepts, complete plans, and ready projects.

## Regional Knowledge & Experience

WarrenBuilds has served commercial and government clients across the Washington DC, Maryland, and Virginia (DMV) region for over two decades. Our leadership team has worked with developers, owners, designers, and stakeholders on site development tasks from land acquisition, titling, and recordation to obtaining easements, permits, approvals. We've managed feasibility studies and environmental analyses, prepared project plans, and guided them through approvals. Our decades of experience and robust regional network of subcontractors, suppliers, and industry contacts make us a valuable construction prime contractor and team partner. We have a certified landscape architect on staff to coordinate and manage our landscape and hardscape projects.

## Site Development, Landscaping, & Hardscaping

WarrenBuilds oversees all aspects of site planning, development, design, and installation to transform a site into a complete and cohesive location. We assist in acquiring the site, overseeing needed studies, preparing detailed plans, and designing site layouts, features, and components. We help prepare budgets, create project schedules, and manage projects through each phase. We implement the plans we create, clearing and grading the site, building storm water systems, utilities, and infrastructure, and installing all hardscapes, landscapes, furnishings, and features. We understand our role working for the owner/developer. At the same time, we never lose sight of this fact: when our work is done, people will use what we build. We develop each site as if it were our own.

## Experience & Commitment

Over a quarter century, WarrenBuilds has helped create hundreds of commercial, government, and mixed use projects. We've built schools, campuses, business centers, neighborhoods, and government buildings. We've worked with partners across the region, making the place we call home a little better each day. Our selected experience capsules (below) illustrate our commitment: WarrenBuilds the change we want to see.



### Kaiser Permanente Medical Center

Kaiser Permanente's Largo, Maryland, medical center is the largest in the Mid-Atlantic region. WarrenBuilds supplied and installed all hardscapes, landscapes, plantings and planting beds, site accessories and furnishings, IPE deck and cable railing. We value engineered site features and components and built bio-retention structures around the boardwalk to meet exacting design standards. We tested site grading to validate required drainage performance. Much of the landscaping and IPE decking was designed and installed around a sensitive bio-retention facility; we performed all work with extreme care to avoid contamination. Working under a tight timeline for the grand opening, WarrenBuilds delivered on time and within budget.

### MGM National Harbor

MGM National Harbor is a \$1.4B resort complex on 23 waterfront acres on the Potomac River near Washington, DC. WarrenBuilds created the campus landscape and hardscape features prior to the grand opening in December 2016. We installed all trees and plants, performed site carpentry, executed the design and engineering of the IPE decks at the pool terrace, and designed and installed site furnishings and structural planters. We installed irrigation systems and constructed storm water management features and built aggregate pathways across the campus. We used a tower crane to install 2,000 yards of fine structural soil and structural foam for the casino terrace. We designed and installed drainage systems in areas with poor soil to enable planting of the larger trees on the site.

### Magnolia Cove Community

WarrenBuilds developed Magnolia Cove, an 87-acre residential enclave in Brandywine, Maryland. We acquired the land, designed the site, and installed all infrastructure and amenities for 17 home sites, sized from two to eight acres. We performed all site clearing, excavation, and grading, installed storm drains and bioswales, and built and planted community landscaping areas. We installed sediment controls, built 3,500 LF of primary roadway and associated road infrastructure, and installed all site paving, street lighting, and other features to create a cohesive, living community.

### Intelligence Community Campus (ICC)

The Intelligence Community Campus (ICC) is a 40-acre campus bringing together elements of 16 federal intelligence community agencies in a single collaborative campus. Developed in the aftermath of the September 2001 terror attacks, the site has been renovated and constructed to provide a secure, sustainable, state-of-the-art interagency complex. WarrenBuilds provided landscape installation and maintenance services in the development of the ICC. We installed bio-retention areas, installed hardscape features, and performed installation and maintenance of trees, plants, and planting beds. All work was performed in a sensitive environment on a secure campus, using agency-cleared workers.

Scope of Work Line Item	Estimated Cost (with Mark Ups)
Site Paving Work: excavation, new base, two courses of asphalt	\$ 161,600
Site Electrical Work: design, permitting, lighting (4 each 15' poles with motion sensors, panels, lockable enclosure, conduit for future electric vehicle (EV) charging stations	\$ 75,900
Lot Finishing Work: striping, signage, parking bumpers (including handicapped parking spaces)	\$ 8,000
General Conditions: Mobilization, Project Management	\$ 35,000
<b>Subtotal</b>	<b>\$ 280,500</b>
Civil Engineer Allowance	\$ 19,000
EV Charging Station Allowance	\$ 42,000
Stormwater Management Features	Pending analysis & design
<b>Project Total</b>	<b>\$ 341,500</b>

Exclusions:

- All design work is covered under civil engineering allowance
- Trade permits only; testing and inspection by others
- Pricing does not include unsuitable soil remediation or unforeseen conditions
- Does not include fencing or pedestrian control