

Maryland Department of Transportation's

Maryland Port Administration

Business Opportunities & Entrepreneurial Training Summit



MARYLAND PORT
ADMINISTRATION

James Dwyer
Director of Planning
Maryland Port Administration

November 13, 2017

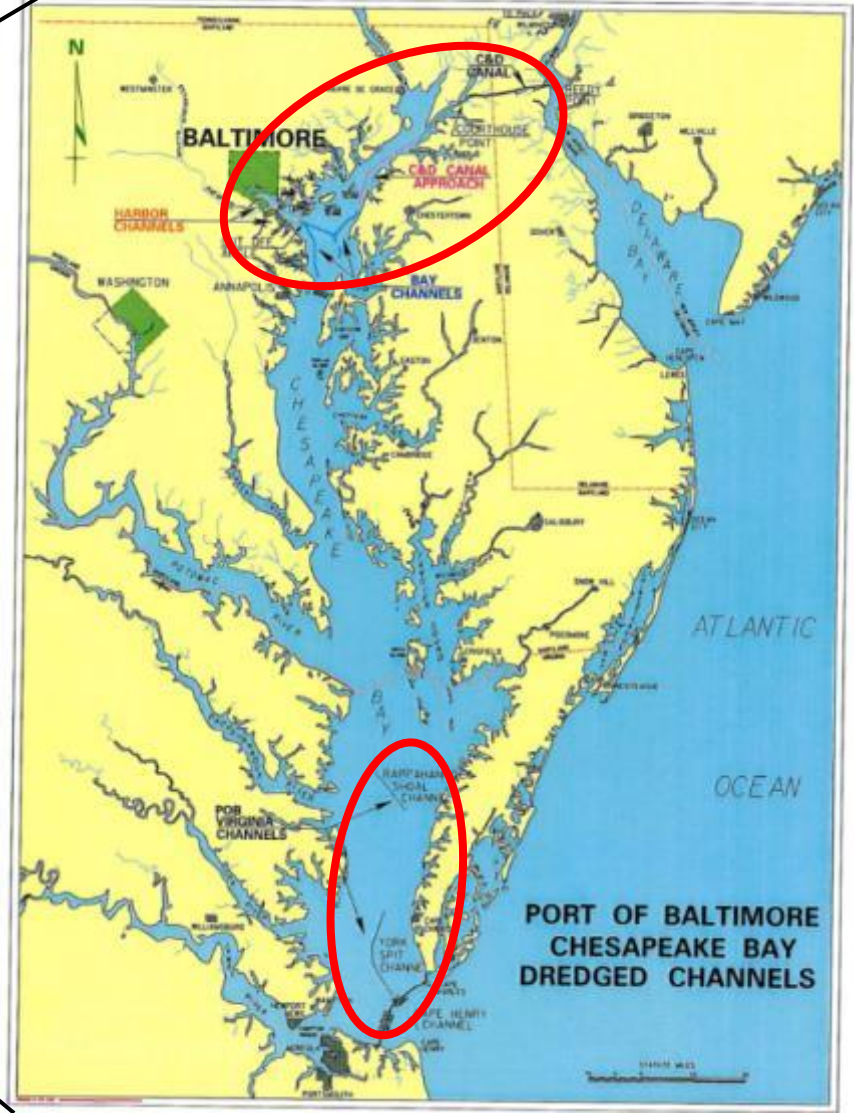


Contents:

- Port's Historical Perspective
- Port's Current Status:
 - Cargo
 - Cruise
- Upcoming Projects:
 - Landside (terminals)
 - Procurements
 - Harbor Development (dredging)



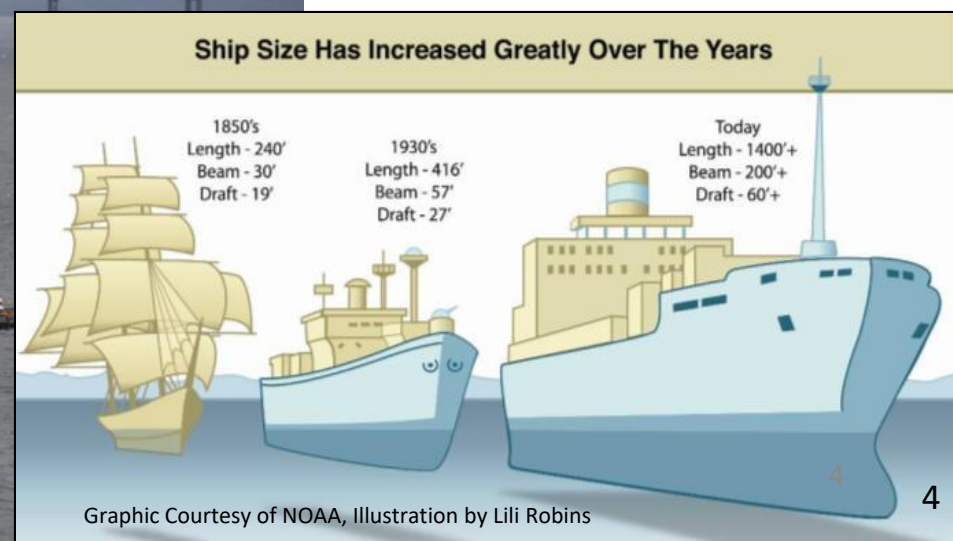
Baltimore City has great maritime history due to its inland location. Being the western most Mid-Atlantic Port requires dredged channels.





In the past 2,000 years, there have been only three paradigm shifts in ship design and waterborne cargo movement.

1. Mechanical Propulsion - early 1800s
2. Steel shipbuilding - late 1800s
3. Containerized cargo – 1956

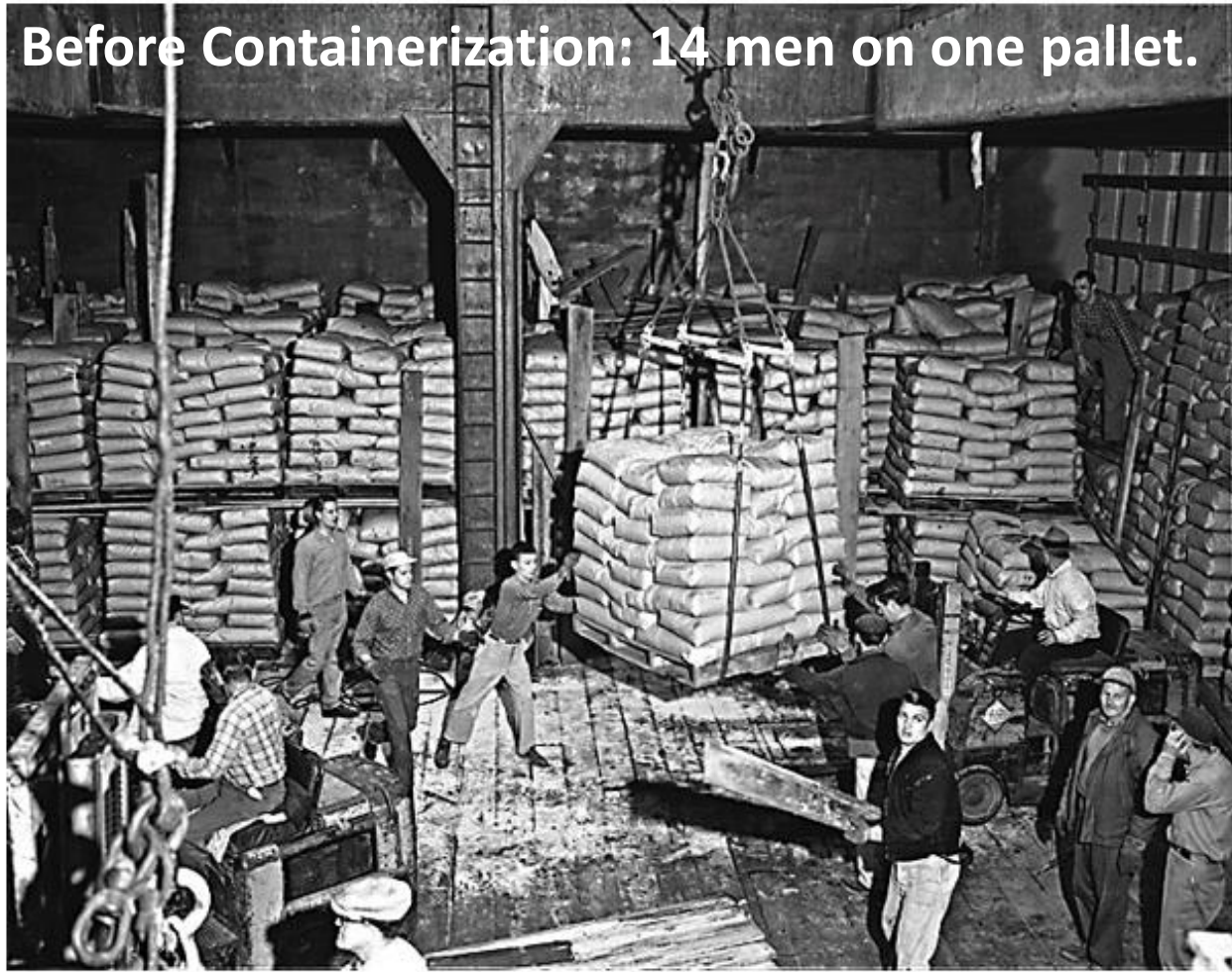




Before Containerization – there was no need for membership in a gym.

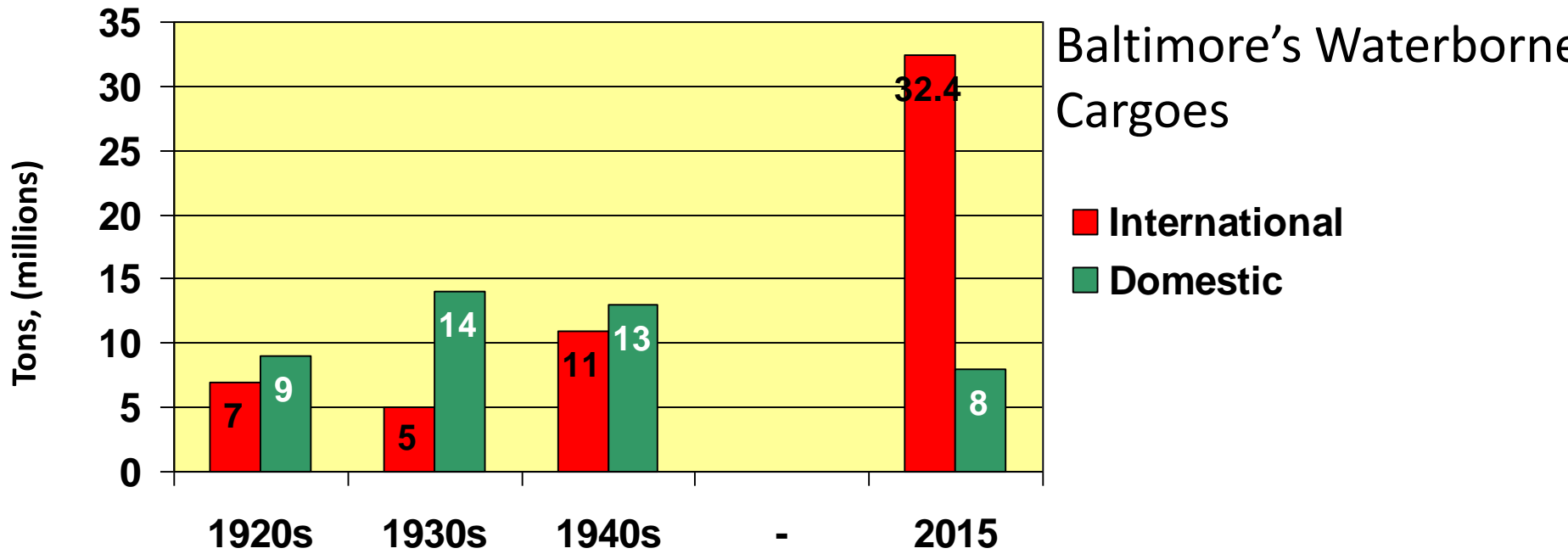


Before Containerization: 14 men on one pallet.

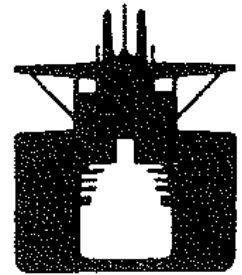




Domestic waterborne tonnage remains steady, while international trade has increased, due to globalization.



1942

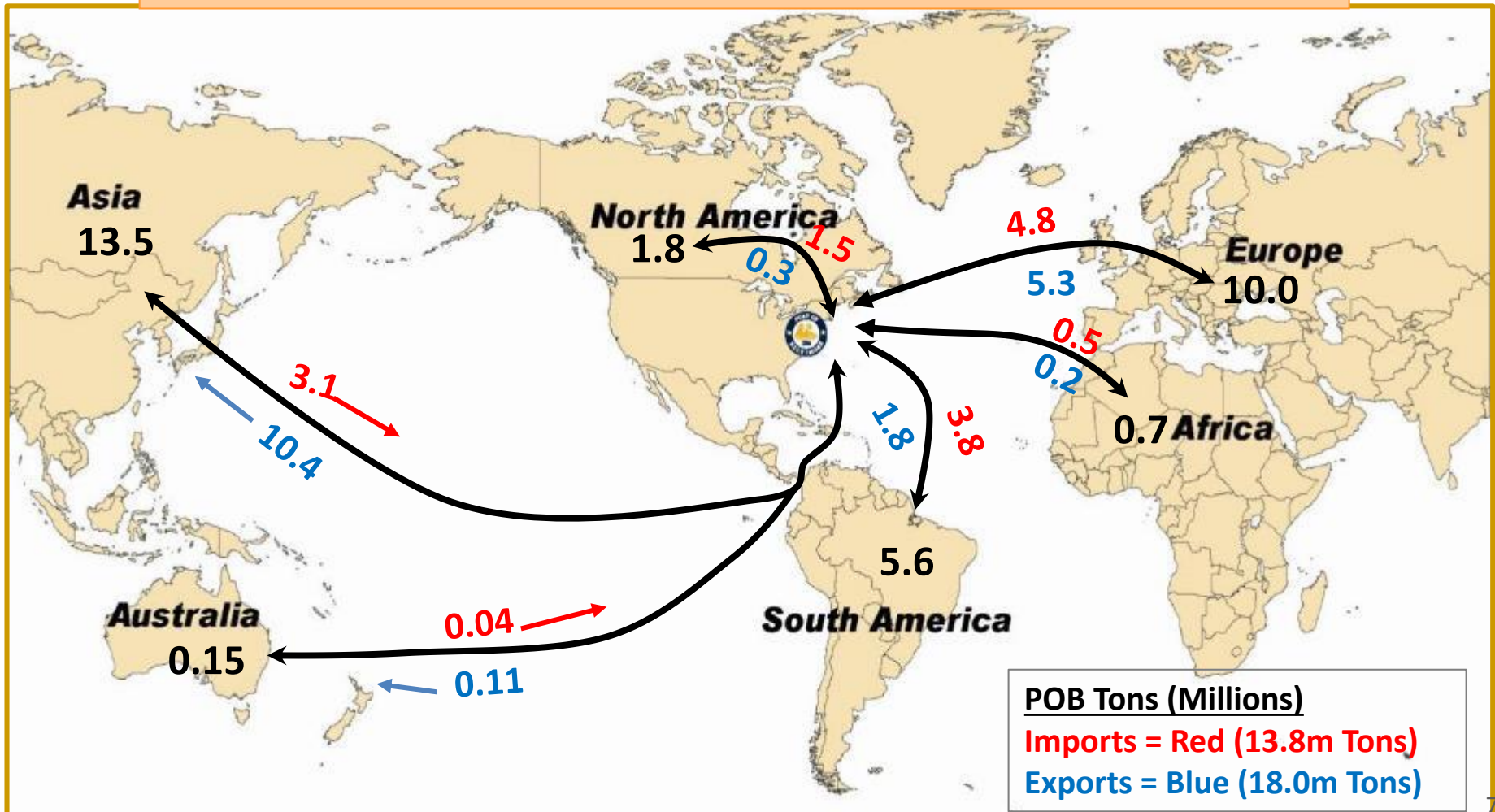


1975



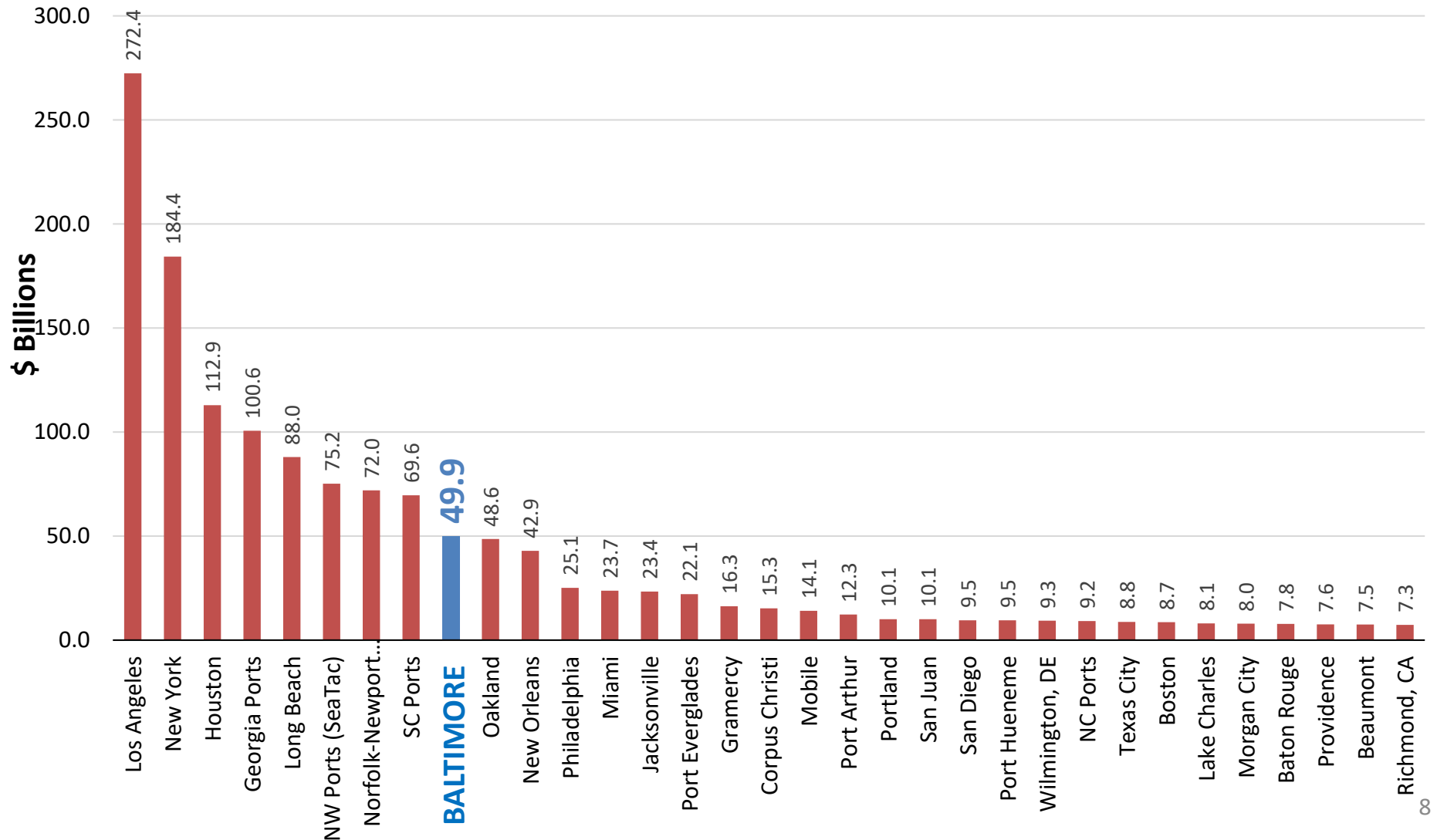
The Port has global reach, connecting many Mid-Atlantic suppliers and markets worldwide.

POB's International Cargo in 2016 was 31.8 Million Tons.



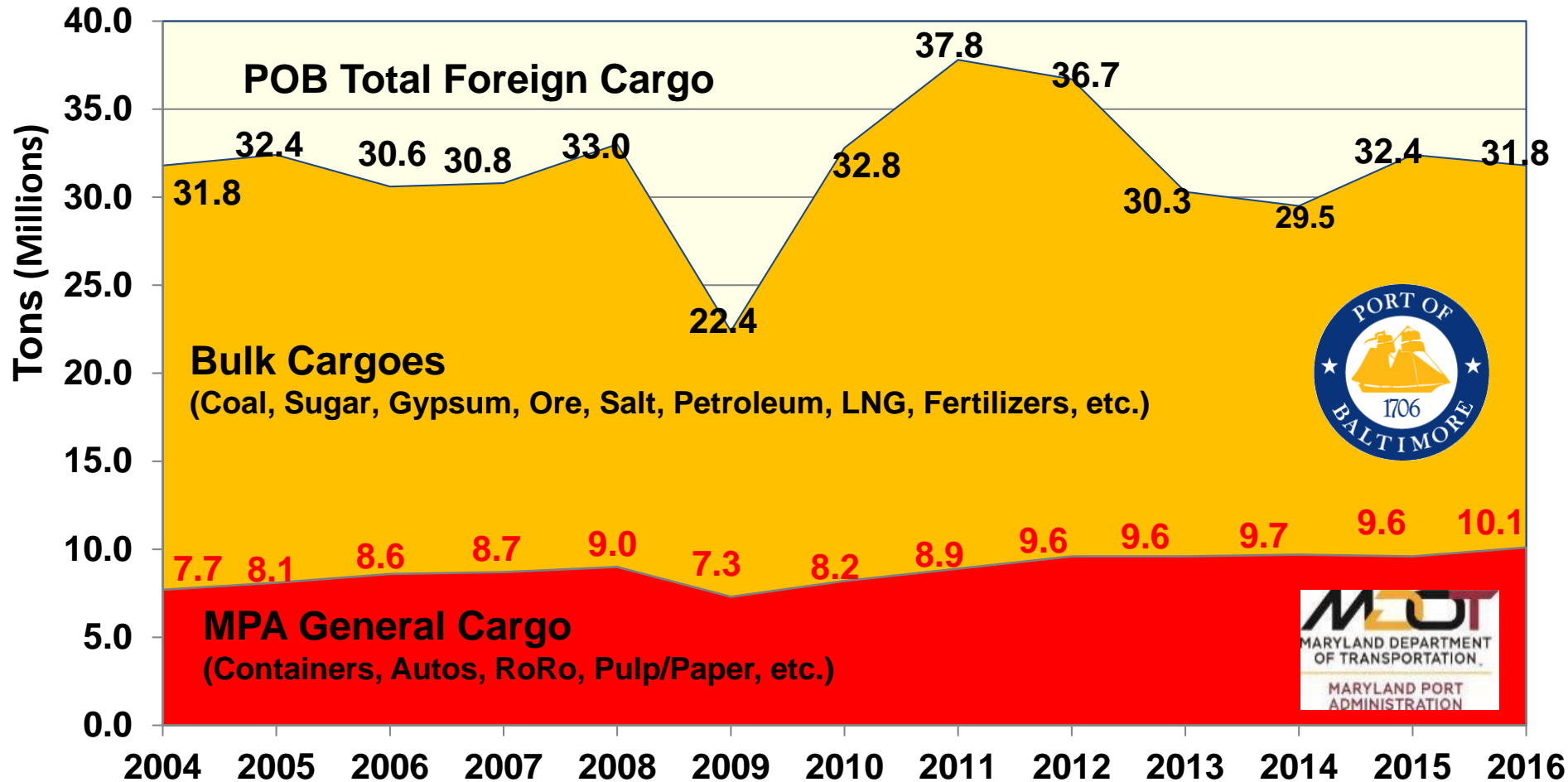


The Port of Baltimore is the 9th largest port in the nation for international cargo value.



The Port of Baltimore's foreign tonnage has recovered from the economic recession.

Port of Baltimore Foreign Cargo & MPA General Cargo, 2004 – 2016



The Port of Baltimore is a complex mix of Private and State-owned terminals handling diverse bulk & general cargoes.



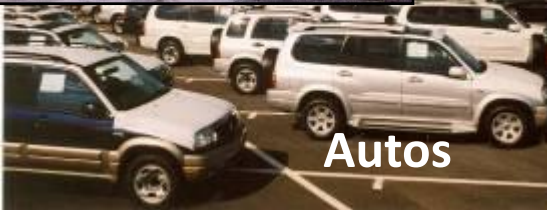
Forest Products



Sugar



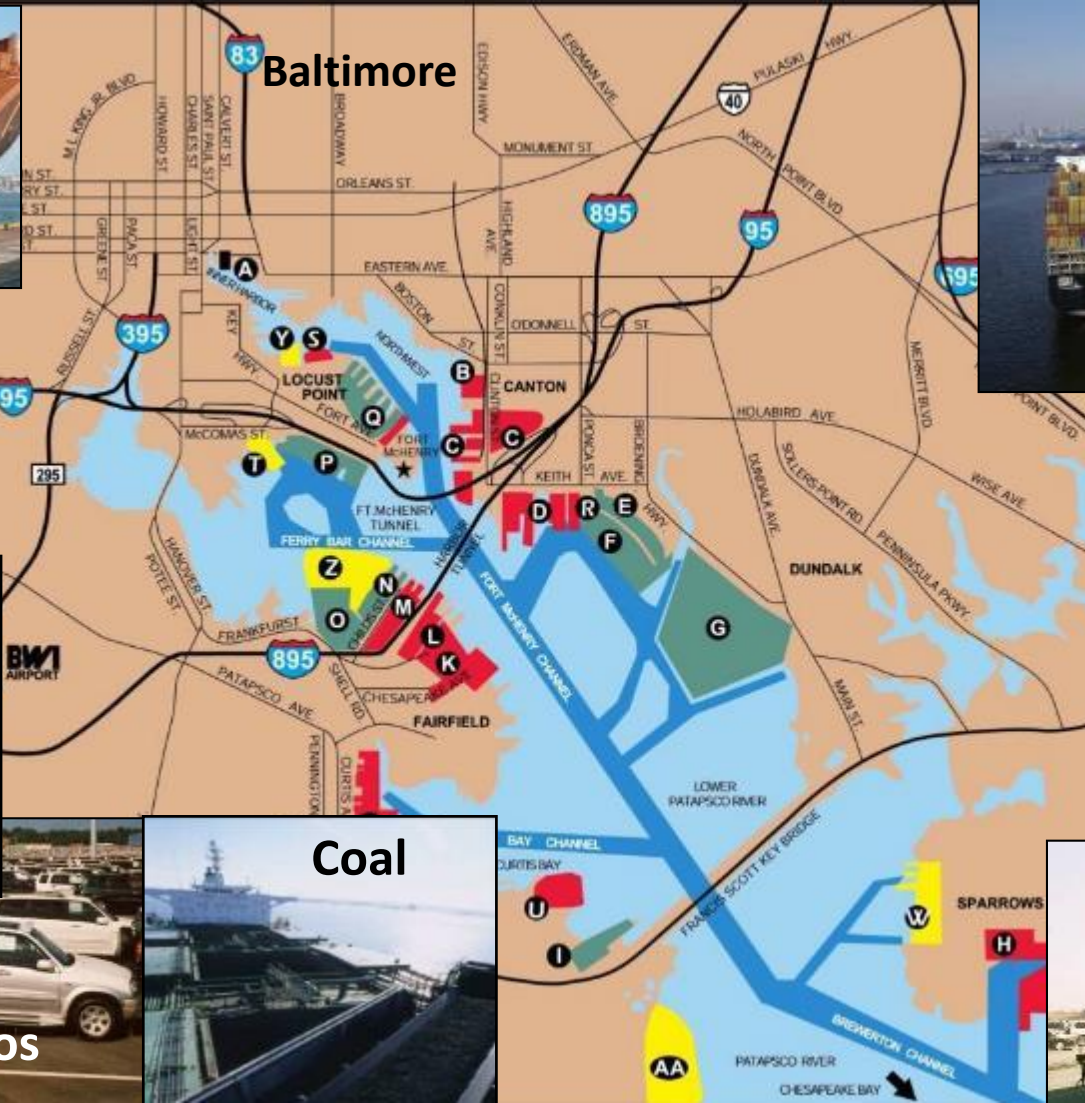
Salt &
Fertilizers



Autos



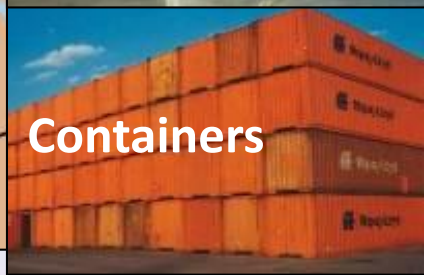
Coal



Containers



Forest Products



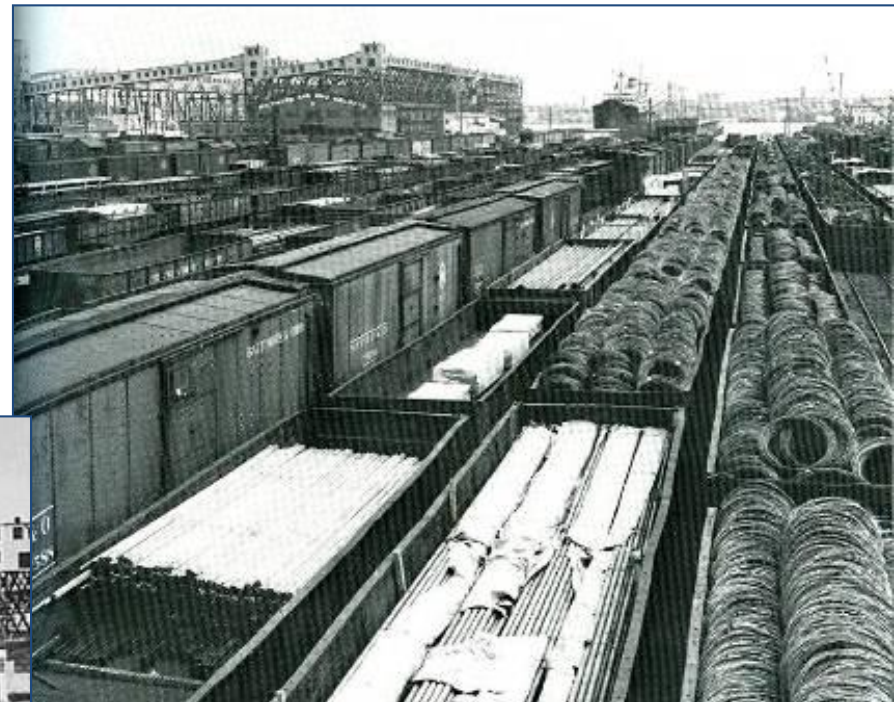
Containers



Farming, Mining
Construction



Railroads led the way for terminal development. However, they lost the incentive after WWII when trucking became viable option for transportation.



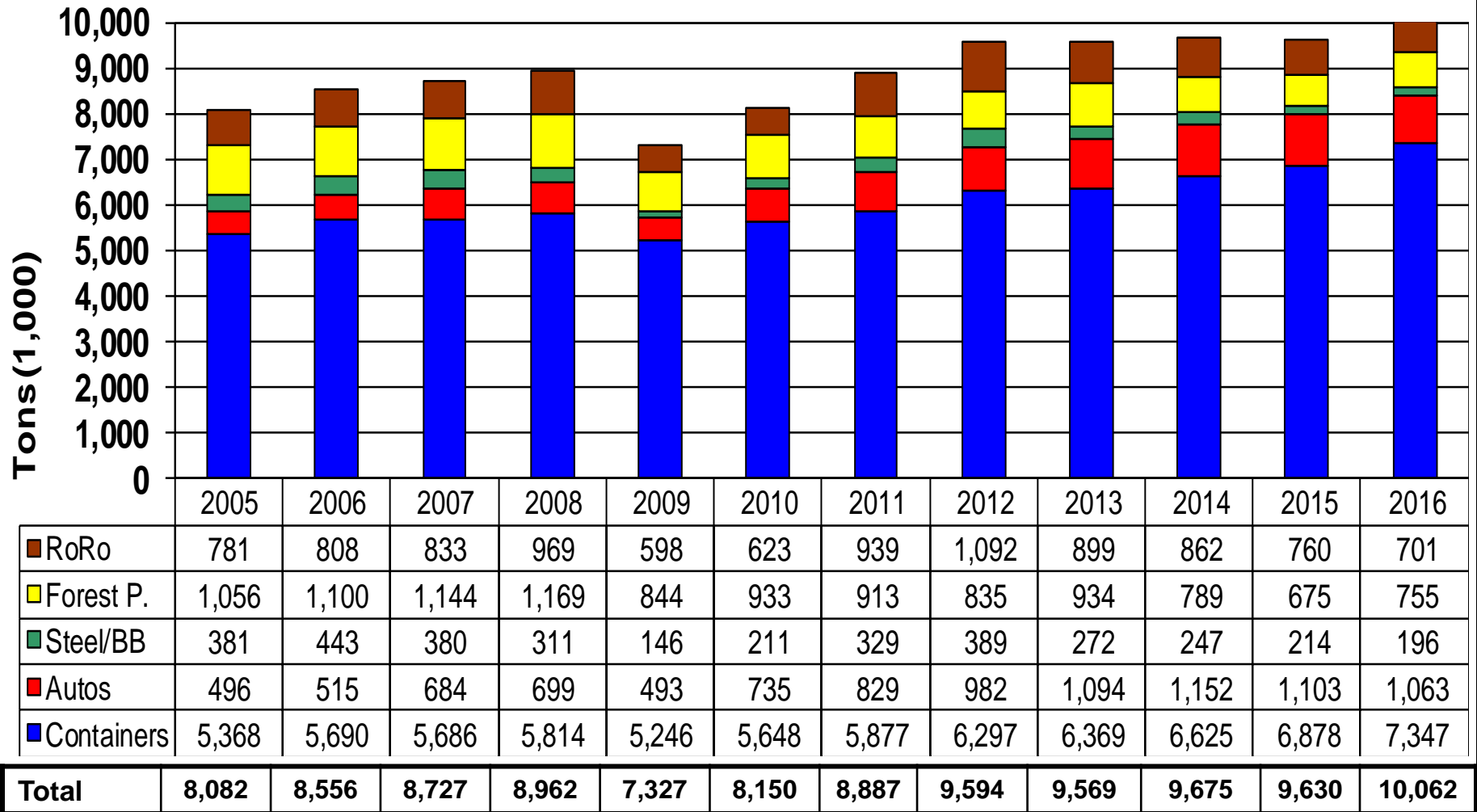
Maryland Port Administration was established because of neglected port facilities.

Purpose: “To increase the flow of waterborne commerce through the State of Maryland in a manner that provides benefit to the citizens of the State.”

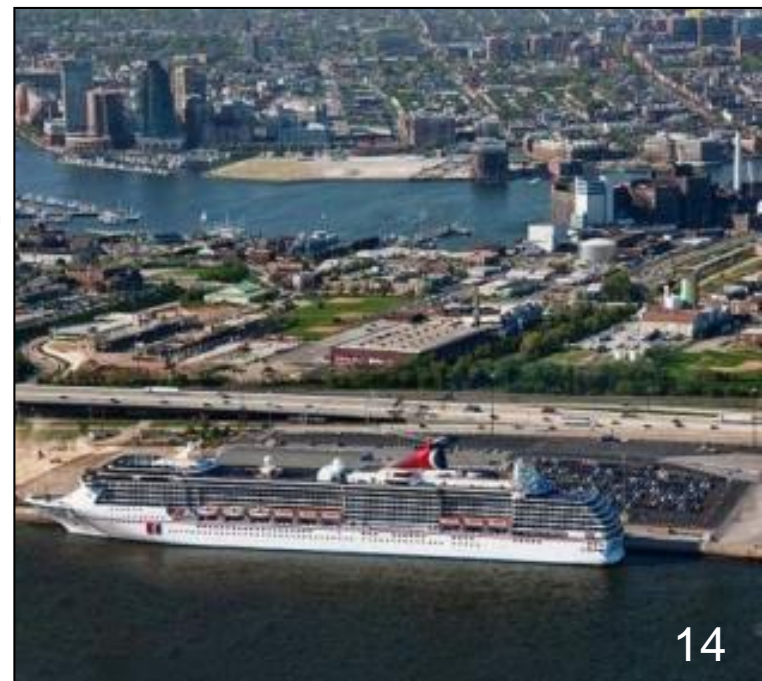
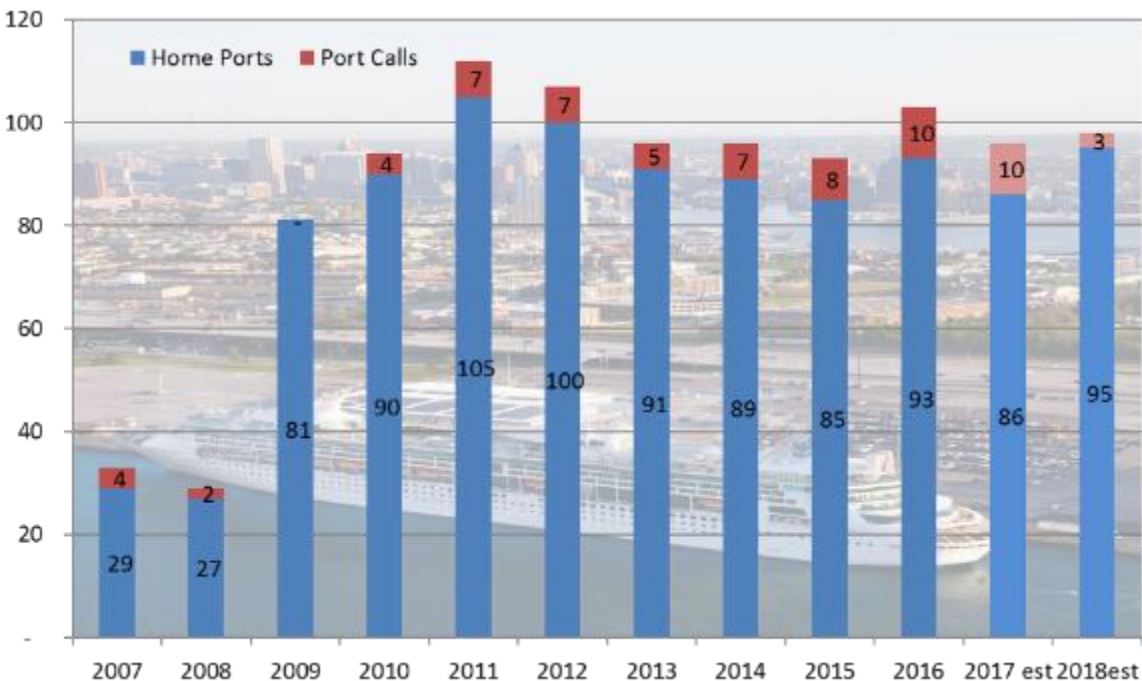


MPA had steady cargo growth before and after the Recession.

MPA General Cargo Tonnage (thousands)



The Port's Cruise business increased with the new terminal adjacent to I-95, and will stabilize at nearly 100 Cruises per year.



Port's Bottom line:

1. Cargo and Cruise forecasts are positive, but not without challenges.
2. The Port links Maryland and the Mid-Atlantic region to the global marketplace.
3. The Port is a large economic engine with a long record of sustaining a variety of jobs in Maryland.





MDOT Maryland Port Administration, Upcoming Opportunities, Nov. 2017
MPA Office of Fair Practice, Wanda Forman, 410 385-4555

Landside Terminal Projects

	Advertise	Estimate	POC: Gary R. Lockett, 410 385-4833
1	Late 2017	<\$1M	Cruise Terminal, US Customs Secondary Inspection area (515205)
2	Late 2017	<\$.5M	Lot 95 SWM/ Jellyfish at Dundalk Marine Terminal (514020)
3	Late 2017	<\$1.5M	Demo of Crane 10 and Water Tower at Dundalk Marine Terminal (518009)
4	Late 2017	\$1M	Cruise Breezeway Upgrade at South Locust Point Marine Terminal (518214)
5	Late 2017	\$.5M-\$1M	Masonville Access Road at Masonville Marine Terminal (518507)
6	2018	\$.5M-\$1M	Dunmar HVAC at Dundalk Marine Terminal (518023)
7	Late 2017	\$10M	Berth Substructure Repair 5 - Agency Wide (517807)
8	2018	<\$30M	Misc. Engineering Services A/E (518827) multiple awards
9	2018	\$7M	CMI Services A/E (518826) multiple awards
10	2018	<\$1.5M	Berth 1 Mooring Dolphins at Dundalk Marine Terminal (517003)
11	2018	\$10M	Utility Maintenance - Agency Wide (516905)
12	2018	\$10M	Building Repair 2 - Agency Wide (518825)
13	2018	\$7M-\$10M	Wet Basin Infrastructure (TIGER) at Fairfield Marine Terminal (518506)
14	2018	\$3M-\$4M	Fruit Slip Site Work and Shoreline Filters at South Locust Point MT (518219)
15	2018	<\$2M	Pier 10 Stabilization at North Locust Point Marine Terminal (518105)
16	2018	\$.5M	Surveys A/E
17	2018	\$.3M	Hot Water Recirculation at World Trade Center (515827)
18	2018	\$30M	Berths 2&3 Reconstruction at Dundalk (518008)
19	2018	\$5M-\$7M	Lots Development (Firestone and Maint. Bldg), North Locust Point (517102)

Procurements

Advertise		Estimate	POC: Trisha O'Neal 410 385-4849
1	Jan. 2018	<\$100K	Elevator Maintenance
2	Jan. 2018	<\$25K	Air Quality Testing
3	Jan. 2018	<\$150K	Armored Car Services for Cruise Terminal
4	Jan. 2018	<\$100K	Janitorial Services for North & South Locust Point & Fairfield Terminals
5	Jan. 2018	<\$100K	Mobile Video Surveillance Vehicle Maintenance
6	Apr. 2018	\$.1M-\$.5M	Under Water Intrusion Detection System Maintenance

MDOT Maryland Port Administration, Upcoming Opportunities, Nov. 2017
Maryland Environmental Service Procurement (MES), 410 729-8510

Harbor Development's Projects

	Advertise	Estimate	POC: MES Procurement, 410-729-8510
A	Fall 2017	<\$.5M	Kurt Iron Slip (KIS) Derelict Vessel Removal
B	Late 2017	<\$.5M	Fairfield Marine Terminal Buried Barge Grouting
C	Fall 2017	<\$130K	Hawkins Point Leachate Loading Area Canopy Replacement
D	Fall 2017	<\$.5M	Masonville Cove Chesapeake Bay Critical Areas Mitigation Planting
E	Late 2017	\$60K-\$70K	Purchase of Watercraft
F	Early 2018	\$3M - \$6M	Cox Creek Expanded New O&M Complex
G	TBD 2018	\$35M-\$45M	Cox Creek Expanded Borrow Area Excavation and Base Dike Widening
H	Spring 2018	<\$100k	Maintenance Dredging of Poplar Island Landbase Pier
I	Spring 2018	<\$.5M	Masonville DMCF Spillway Modifications
J	Mid-2018	<\$.5M	A/E Services Shortlist (multiple contracts)
K	Fall 2018	\$1M - \$1.5M	Masonville DMCF Liner Installation
L	Dec. 2018	\$.5M-\$1.5M	Supply/Deliver 200K Gal. Diesel to Hart-Miller Island and Poplar Island
M	Late 2018	<\$300K	Hawkins Point South Cell Closure
N	Early 2019	\$1M-\$1.6M	Cox Creek Expanded New Spillways
O	Spring 2019	\$1M-\$1.7M	Masonville Operations Trailer Complex Relocation

Upcoming Terminal Projects: Gary Lockett 410 385-4833

1. Project: Cruise Terminal Customs and Border Protection (CBP) Secondary Screening Area at South Locust Point (515205)

SOW: This project moves the existing CBP inspection area inside the terminal to another inside location at South Locust Point Cruise Maryland Terminal. There is considerable mechanical, electrical, and control work necessary.

Advertise: Late 2017

Estimate: <\$1M



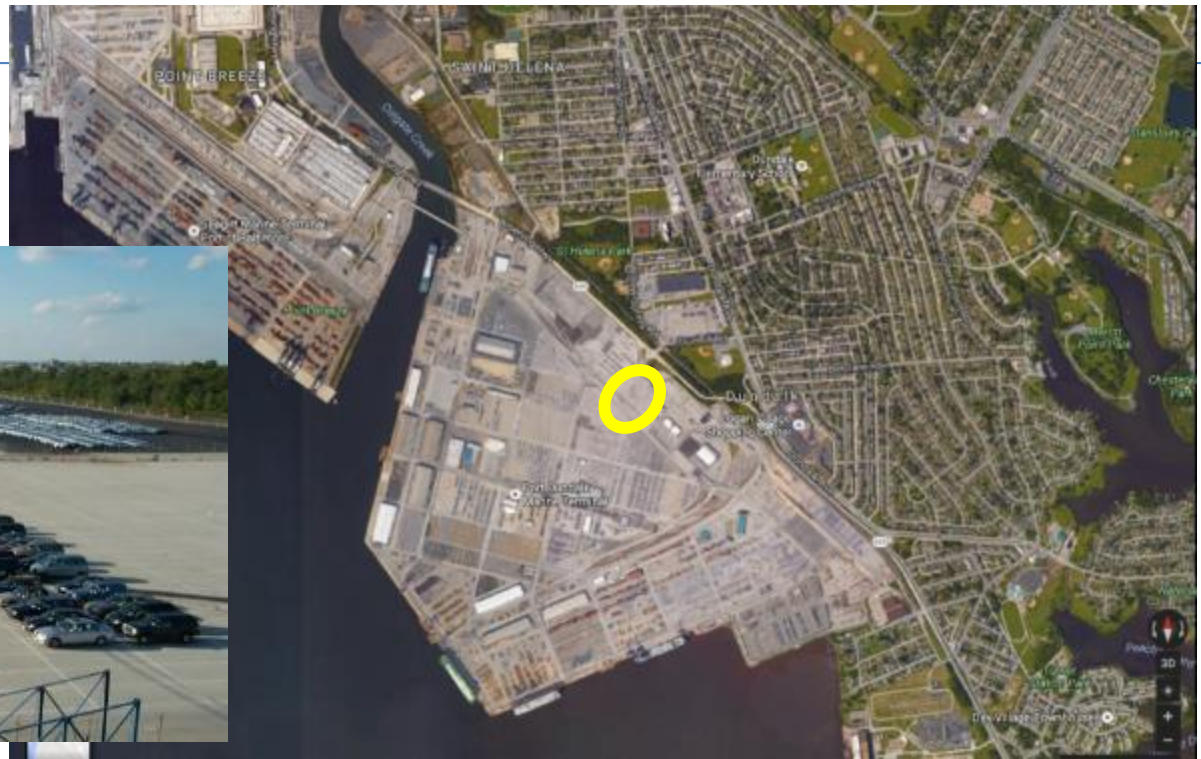
Upcoming Terminal Projects: Gary Lockett 410 385-4833

2. Project: Dundalk Lot 95 Stormwater Management (514020)

SOW: This includes site work to install a Jellyfish Filter stormwater filter in the existing stormdrain system at Dundalk Marine Terminal. The Jellyfish Filter is a filtering technology featuring pretreatment and membrane filtration in a compact stand-alone system. The Jellyfish Filter removes floatables, trash, oil, debris, TSS, fine silt-sized particles, and a high percentage of particulate-bound pollutants.

Advertise: Late 2017

Estimate: <\$5m



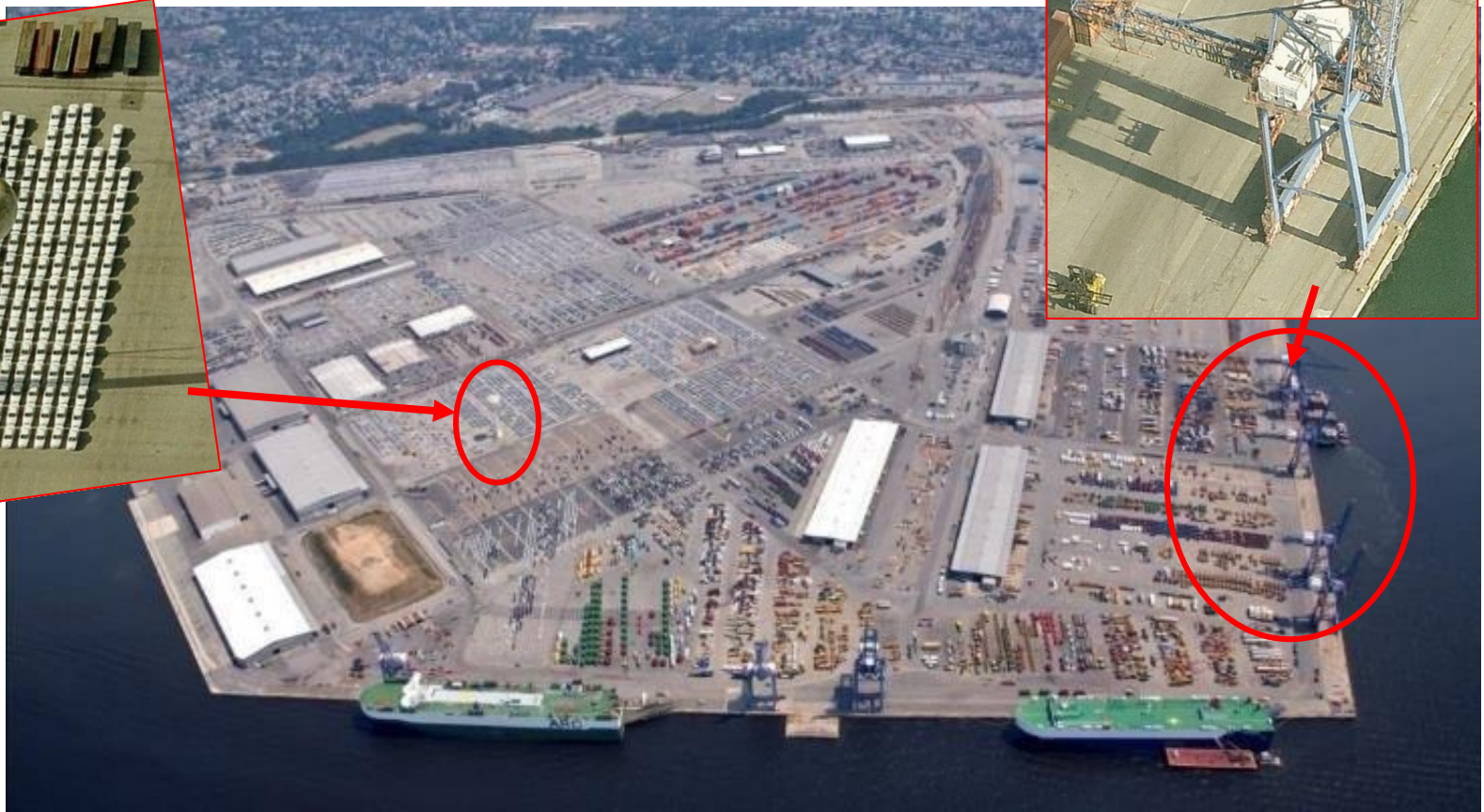
Upcoming Terminal Projects: Gary Lockett 410 385-4833

3. Project: Dundalk Demolish Water Tower & Crane 10 (518009)

SOW: Demolish and remove one water tower and one ship-to-shore crane.

Advertise: late 2017

Estimate: <\$1.5M



Upcoming Terminal Projects: Gary Lockett 410 385-4833

4. Project: Cruise Terminal Breezeway Upgrade at South Locust Point (515205)

SOW: This project provides upgraded HVAC for the Terminal's Breezeway to the vessels.

Advertise: Late 2017

Estimate: \$1M



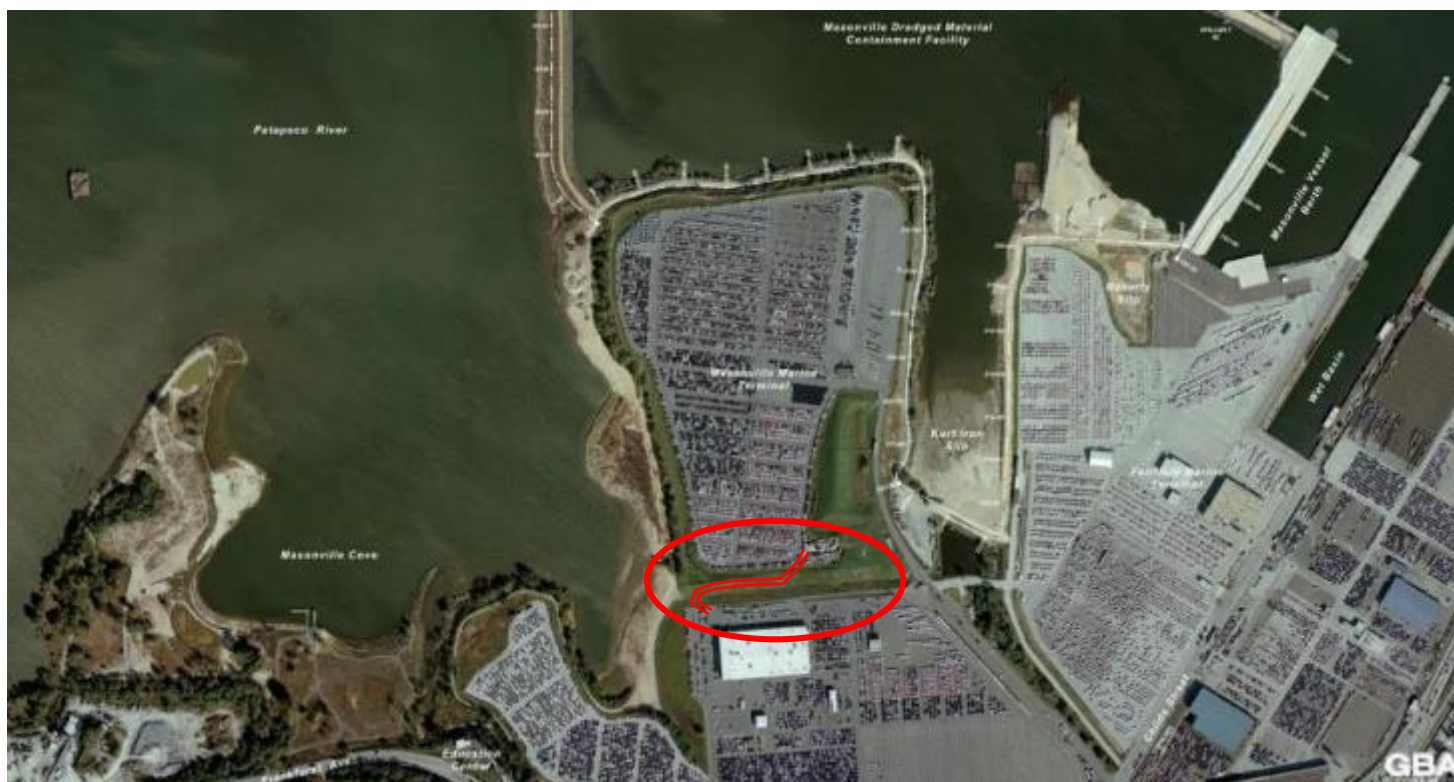
Upcoming Terminal Projects: Gary Lockett 410 385-4833

5. Project: Masonville Access Road (518507)

SOW: This project constructs a short, two-lane, asphalt access road up the hill behind the Mercedes vehicle processing bldg near Brooklyn in the City.

Advertise: Late 2017

Estimate: \$0.5M to \$1M



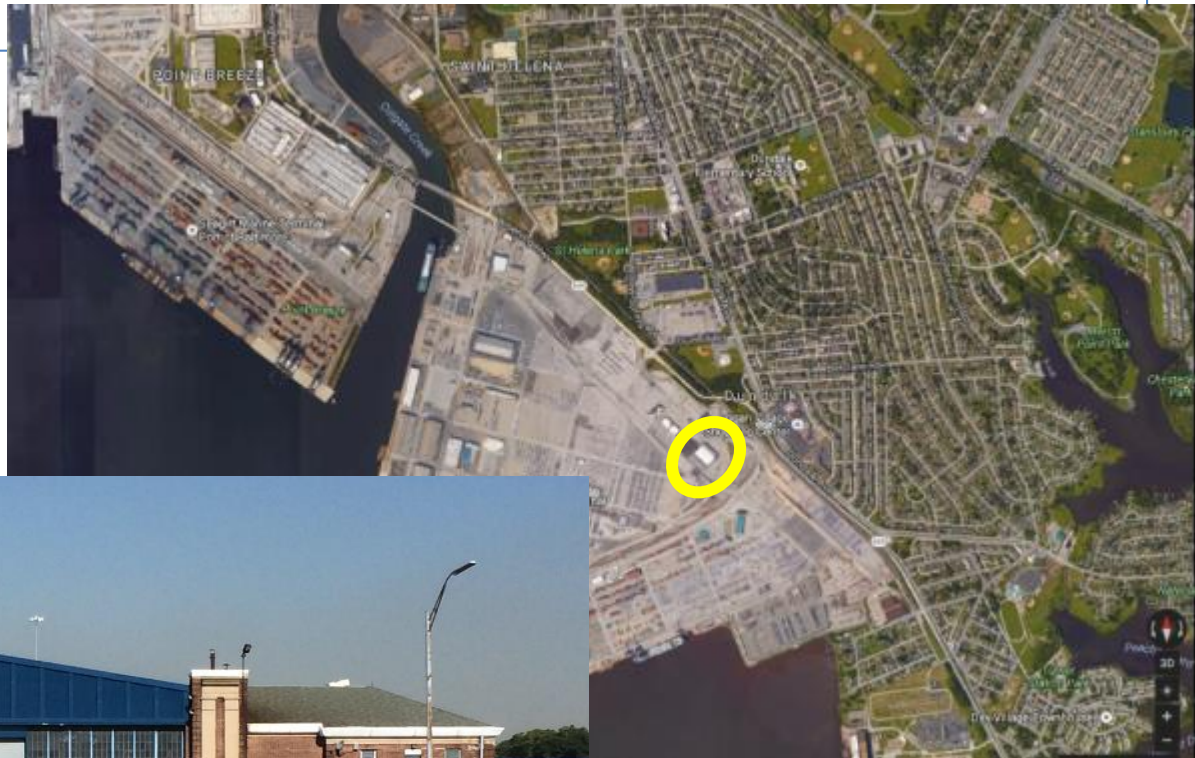
Upcoming Terminal Projects: Gary Lockett 410 385-4833

6. Project: Dundalk's Dunmar Bldg HVAC (518023)

SOW: This includes upgrading HVAC system in 70 year old airplane hangar's offices.

Advertise: 2018

Estimate: \$.5M to \$1M



Upcoming Terminal Projects: Gary Lockett 410 385-4833

7. Project: All Terminals - Berth Substructure Repairs 5 (517807)

SOW: This task-order contract includes marine construction, vessel berth substructure rehabilitation and repairs at any of MPA's facilities.

Advertise: Late 2017

Estimate: \$10M



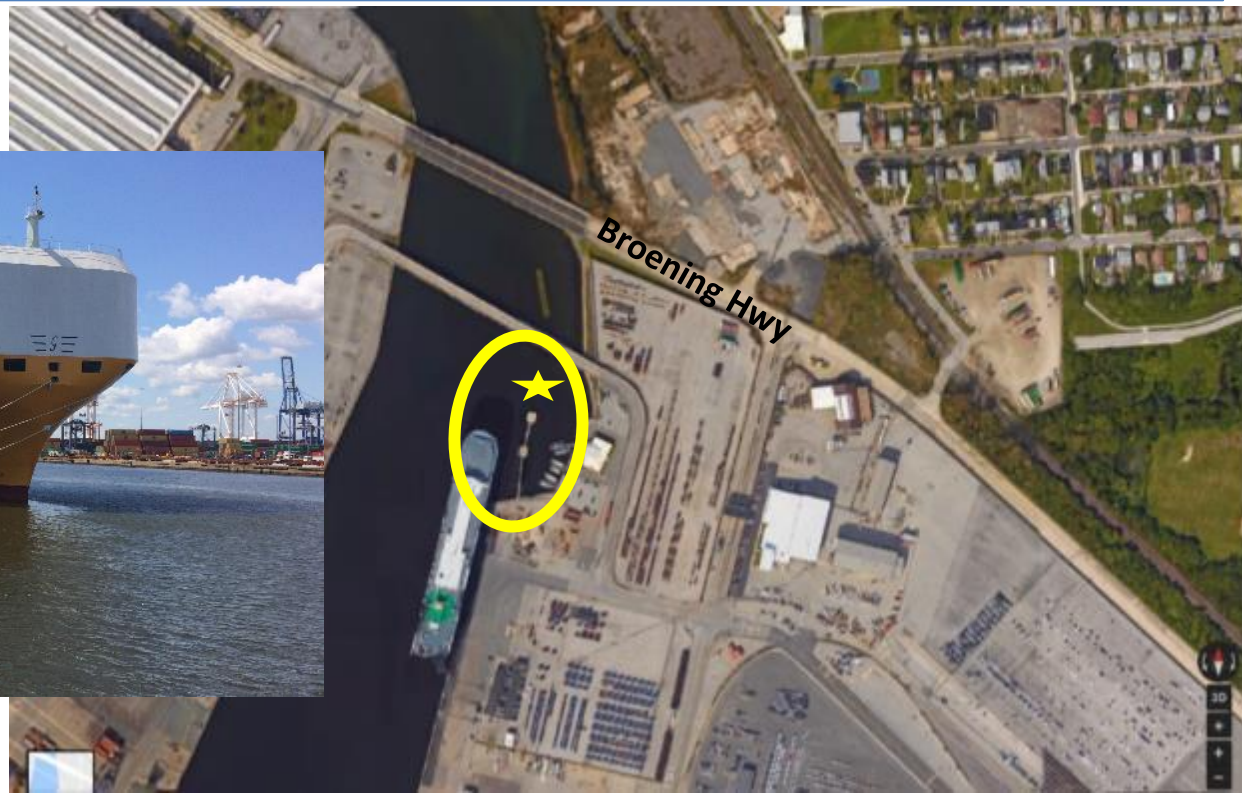
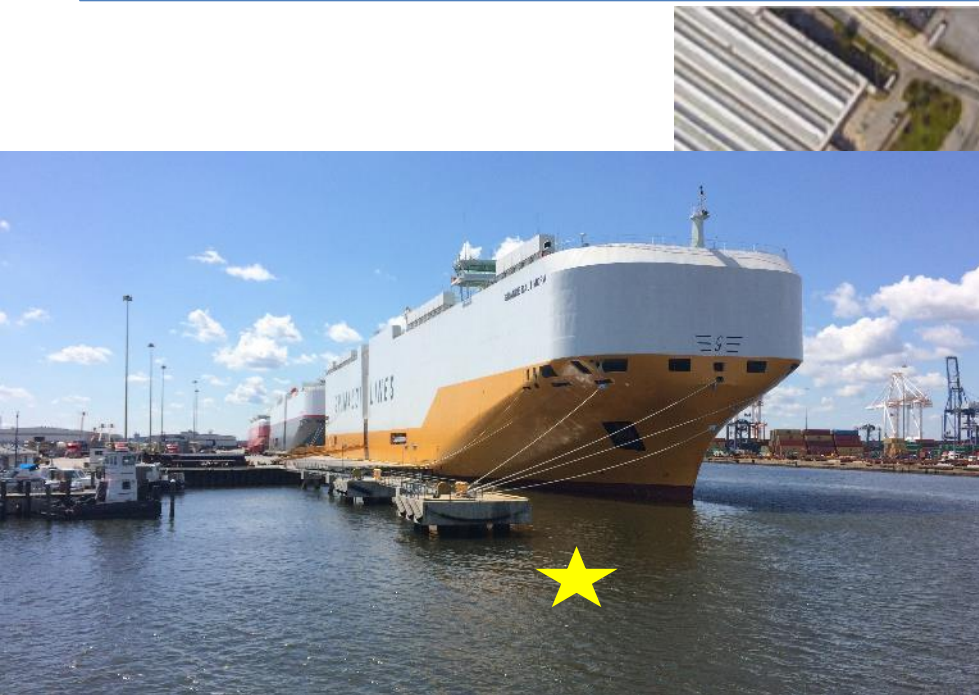
Upcoming Terminal Projects: Gary Lockett 410 385-4833

10. Project: Mooring Dolphin at Dundalk Marine Terminal (517003)

SOW: This project constructs a new vessel mooring dolphin north of the two existing dolphins at Berth 1, Dundalk Marine Terminal.

Advertise: 2018

Estimate: <\$1.5M



Upcoming Terminal Projects: Gary Lockett 410 385-4833

11. Project: Agency Wide Utility Maintenance, 516905

SOW: The repair and rehabilitation of existing underground water and sanitary sewer services, including the installation of piping, valves, hydrants, lift stations, manholes and vaults. Also included are maintenance of traffic, earthwork, pavement and site restoration, and all other associated activities at the MPA Terminals (less Seagirt) located in Baltimore, Maryland.

Advertise: 2018

Estimate: \$10M



Upcoming Terminal Projects: Gary Lockett 410 385-4833

12. Project: All Terminals, Building Repair 2 - Agency Wide (518825)

SOW: This task-order contract includes building repairs and rehabilitation at any of MPA's facilities, i.e. windows, roofs, doors, etc.

Advertise: 2018

Estimate: \$10M



Upcoming Terminal Projects: Gary Lockett 410 385-4833

13. Project: Wet Basin Infrastructure (TIGER) at Fairfield Marine Terminal (518506)

SOW: Seven acres have been filled and stabilized; they now need to be developed into a marine terminal for open cargo storage: grading, stormwater management with pre-cast concrete filter and storage system, utilities, paving, stripes, high mast lighting, fences, security, etc.

Advertise: 2018

Estimate: \$7M to \$10M



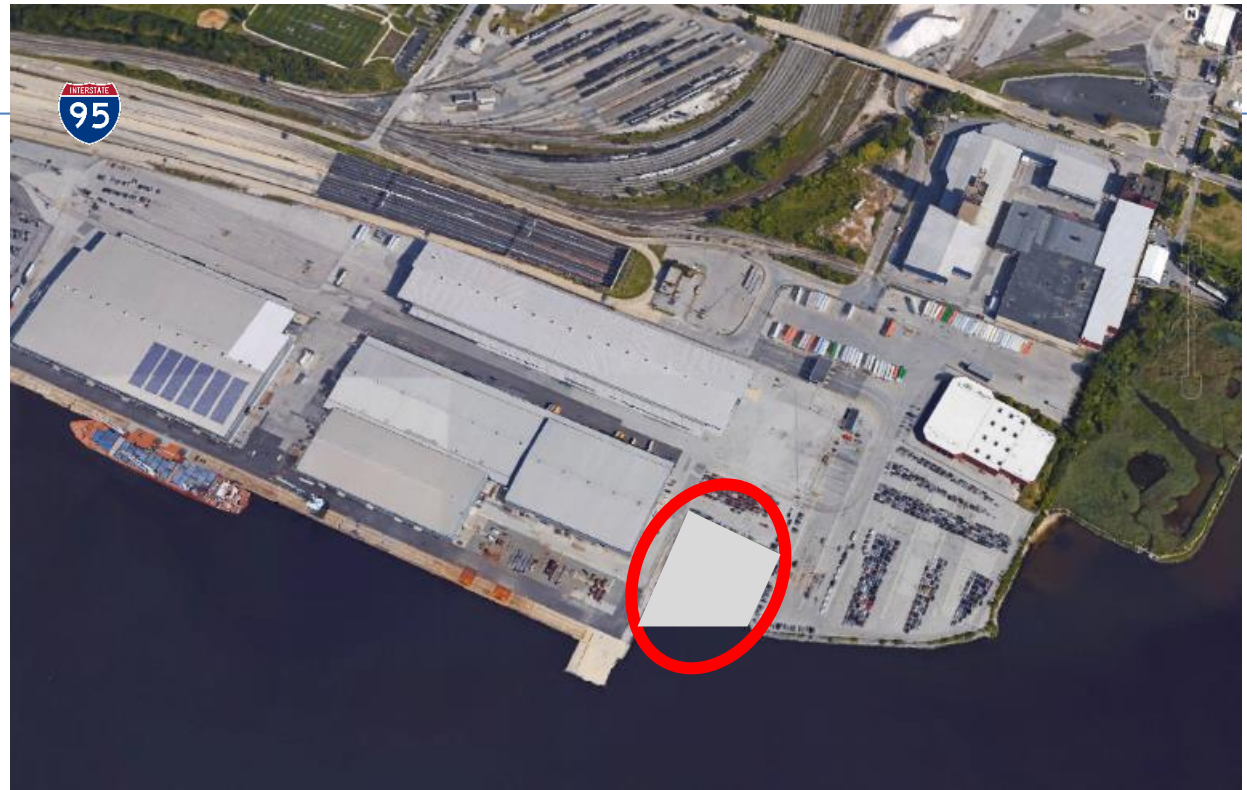
Upcoming Terminal Projects: Gary Lockett 410 385-4833

14. Project: Fruit Slip Site Work and Shoreline Filters at South Locust Point MT (518219)

SOW: About two acres need to be developed into a marine terminal for open cargo storage: grading, stormwater management, utilities, paving, stripes, high mast lighting, fences, security cameras, etc. (The site was recently filled and stabilized.)

Advertise: 2018

Estimate: \$2M to \$4M



Upcoming Terminal Projects: Gary Lockett 410 385-4833

15. Project: Pier 10 Stabilization at North Locust Point Marine Terminal (518105)

SOW: Bulkhead and site work needed to stabilize sinkhole near Pire 10.

Advertise: 2018

Estimate: <\$2M



Upcoming Terminal Projects: Gary Lockett 410 385-4833

17. Project: WTC Hot Water Circulation (515827)

SOW: Install/upgrade hot water circulation system at the World Trade Center in downtown Baltimore.

Advertise: 2018

Estimate: <\$3M



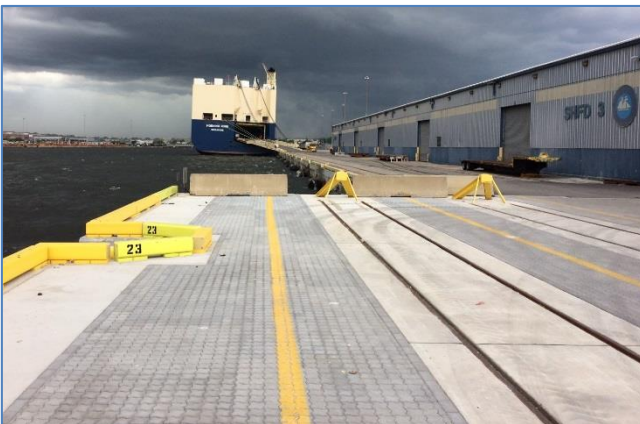
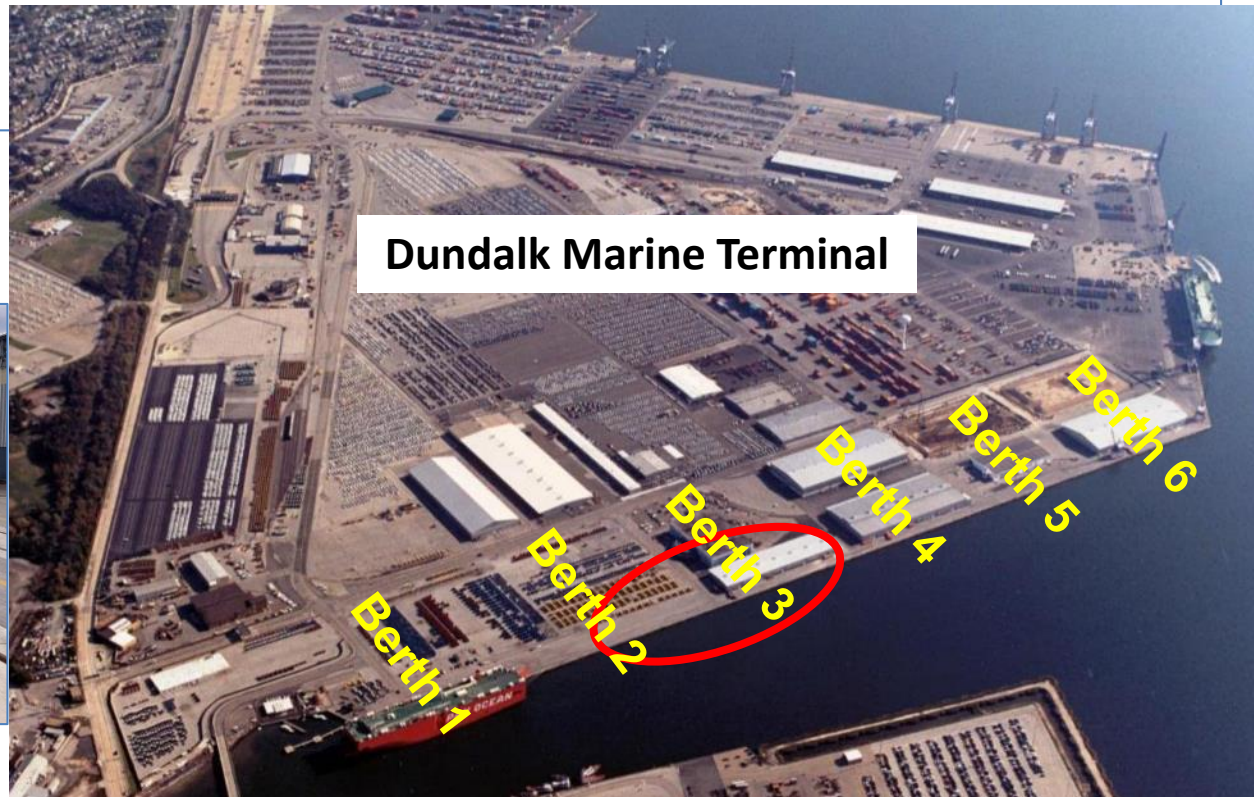
Upcoming Terminal Projects: Gary Lockett 410 385-4833

18. Project: Berths 2&3 Reconstruction at Dundalk Marine Terminal (518008)

SOW: Demolish the existing Dundalk Berth 3 and a portion of Berth 2 and completely reconstruct. Demolish DMT Shed 3 to facilitate berth construction; grade and pave site.

Advertise: 2018

Estimate: ~\$30M



19. Project: Lots Development - Firestone and Maintenance Building at North Locust Point Marine Terminal (517102)

SOW: This project includes demolition of two buildings (Firestone & Crane Maintenance) and associated site work, stormwater management and paving. It also includes driving new sheet piles and constructing revetment behind the Crane Maintenance Bldg at Berth 7, North Locust Point.

Advertise: 2018

Estimate: \$5M to \$7M



A. Project: Kurt Iron Slip (KIS) Derelict Vessel Removal

SOW: Work includes the removal of three derelict vessels inside the Kurt Iron Slip for future expansion of the Fairfield Marine Terminal, Baltimore, MD

Advertise: Fall 2017

Estimate: < \$500,000

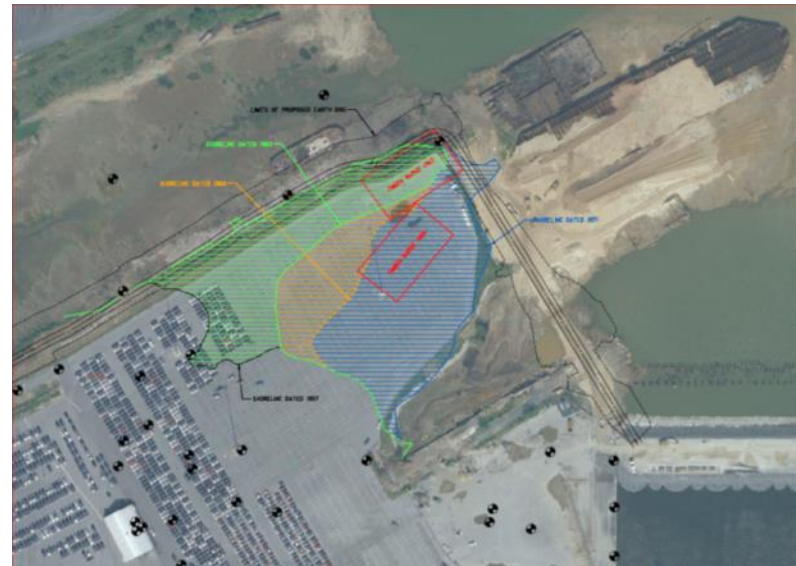


B. Project: Fairfield Marine Terminal Buried Barge Grouting

SOW: Work includes the grouting of voids within buried barges located inside and adjacent to the Fairfield Marine Terminal to improve future stability of the Masonville Dredged Material Containment Facility Dikes.

Advertise: Late 2017

Estimate: <\$500,000



Projects:

MES Procurement, 410 729-8510

C. Project: Hawkins Point Leachate Loading Area Canopy Replacement

SOW: Work includes demolition of a two bay leachate loading area canopy structure and replacement with a one bay canopy structure located at Hawkins Point Facility on Quarantine Road, Baltimore.

Advertise: Fall 2017

Estimate: \$100,000 - \$130,000



D. Project: Masonville Cove Chesapeake Bay Critical Areas Mitigation Planting

SOW: Supply, installation and maintenance of trees and shrubs at Masonville Cove in Baltimore City, to satisfy Chesapeake Bay Critical Area Commission mitigation requirements.

Advertise: Fall 2017

Estimate: <\$500,000



Upcoming Harbor Development Projects: MES Procurement, 410 729-8510

E. Project: Purchase of Watercraft

SOW: MES will procure a watercraft for use at both the Cox Creek and Masonville Dredged Material Containment Facilities.

Advertise: Late 2017

Estimate: \$60K-\$70K



Upcoming Harbor Development Projects: MES Procurement, 410 729-8510

F. Project: Cox Creek Expanded New O&M Complex

SOW: Work includes installation of permanent utilities (electric/communications, utilities), demolition/removal of existing trailers, and construction of a new modular building to be utilized by MES' operations staff adjacent to the Cox Creek Dredged Material Containment Facility (DMCF).

Advertise: Early 2018

Estimate: \$3.5M - \$5.5M

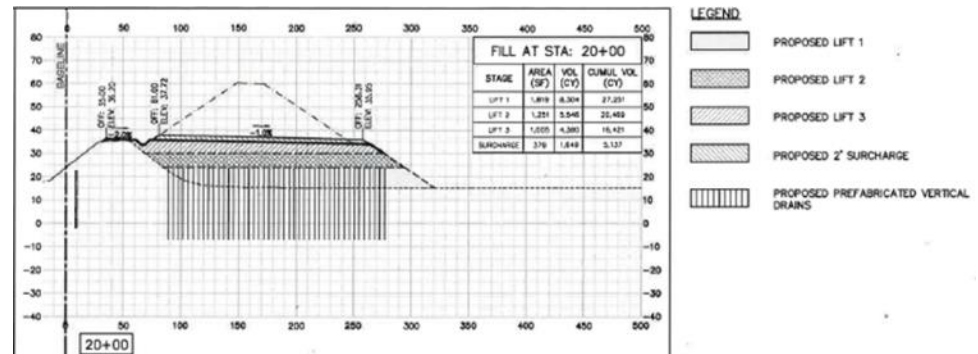


G. Project: Cox Creek Expanded Borrow Area Excavation and Base Dike Widening

SOW: Work includes upland borrow area excavation, transport and placement of material for base dike widening construction to accommodate future dike raising, including demolition of underground structures/utilities, dewatering, spillway modifications, vertical wick drain installation, roadway and fencing installation, and any necessary remediation work related to the excavation and demolition.

Advertise: (TBD) 2018

Estimate: \$35M-\$45M



Upcoming Harbor Development Projects: MES Procurement, 410 729-8510

H. Project: Maintenance Dredging of Poplar Island Landbase Pier

SOW: Maintenance dredging of approximately 350 cubic yards of sediment for access to the Poplar Island Landbase pier adjacent to Knapps Narrows, at Tilghman Island. Work includes dredging, transport and offloading of material at the Paul S. Sarbanes Ecosystem Restoration Project at Poplar Island.

Advertise: Spring 2018

Estimate: <\$100k

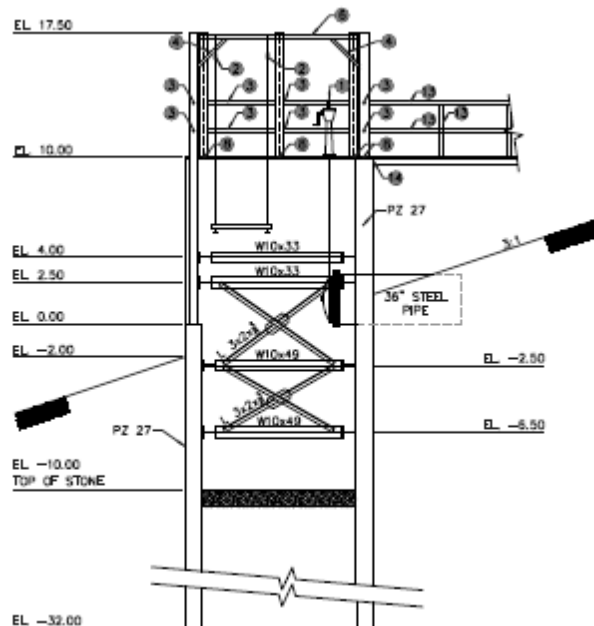


I. Project: Masonville DMCF Spillway Modifications

SOW: Construct vertical extension of two existing spillways to accommodate dike raising of Masonville Dredged Material Containment Facility located at Child's Street, Baltimore.

Advertise: Spring 2018

Estimate: <\$500,000



Upcoming Harbor Development Projects: MES Procurement 410-729-8510

J. A/E Services Shortlist – Architectural/Engineering Consultant

SOW: MES will solicit expression of interests from Architectural/Engineering firms to enter into agreements to provide engineering services on an as-needed basis. Engineering services may include:

1. Water, Wastewater, and Residuals Management
2. Solid and Hazardous Waste Management
3. Dredged Material Management, Habitat Development, and Environmental Investigation & Documentation
4. Geotechnical Engineering services
5. Environmental Management Systems, Engineering, and Environmental Compliance Services
6. Energy Analysis, Design, and Support Services
7. Electrical Engineering Services, including Cogeneration
8. Mechanical Engineering Services, including Cogeneration

Advertise: Mid-2018

Estimate: 3- year shortlist term, up to \$500K per contract awarded (multiple contracts)

K. Project: Masonville DMCF Liner Installation

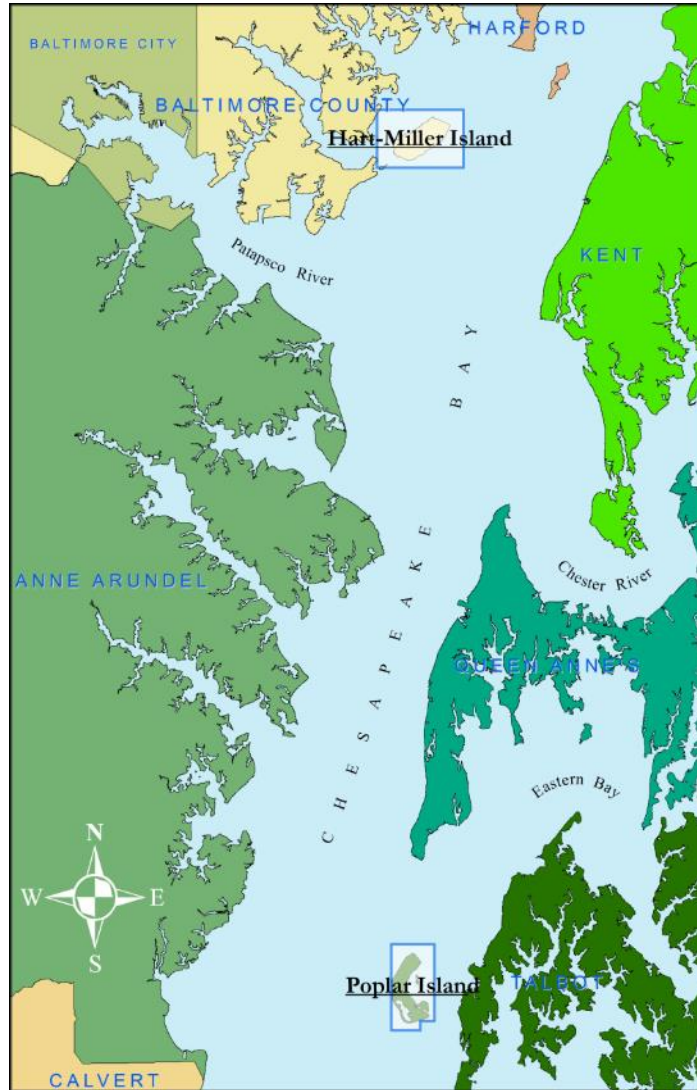
SOW: Installation of impermeable liner on interior face of Masonville Dredged Material Containment Facility dikes from Elevation +2 to +10, including connection of new liner to existing liner.

Advertise: Fall 2018

Estimate: \$1.0M - \$1.5M



Upcoming Harbor Development Projects: MES Procurement, 410 729-8510



L. Project: Supply & Delivery of 200,000 Gallons of Ultra Low Sulfur Diesel Fuel to Hart-Miller Island and Poplar Island

SOW: Maryland Environmental Service (MES) is seeking a qualified vendor to provide fuel via barge upon request.

Advertise: December 2018

Estimate: \$0.5M-\$1.5M

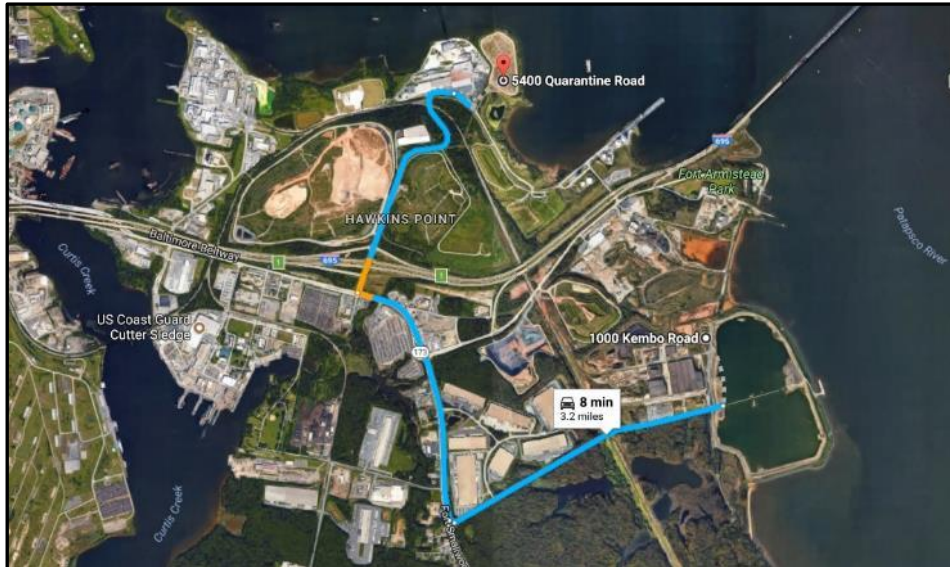


M. Project: Hawkins Point South Cell Closure

SOW: The Hawkins Point (HP) Dredged Material Containment Facility (DMCF) South Cell will be graded and closed to support construction of an Algal Flow-way. Fill material required during the grading process will come from innovative reuse stockpiles located at Cox Creek DMCF. Contracted work will include loading, hauling and placement of approximately 26,600 cubic yards of dried dredged material from Cox Creek DMCF and to Hawkins Point DMCF. (~3 miles).

Advertise: Late 2018

Estimate: \$150k- \$300K



N. Project: Cox Creek Expanded New Spillways

SOW: Work includes installation of new spillways to accommodate new/raised dikes at the Cox Creek Expanded Dredged Material Containment Facility.

Advertise: Early 2019

Estimate: \$1.0M-\$1.6M



O. Project: Masonville Operations Trailer Complex Relocation

SOW: Work includes installation of permanent utilities (electric/communications, water, sewer), construction of a new modular building, and relocation of an existing trailer, to be utilized by MES' operations staff adjacent to the Masonville Dredged Material Containment Facility (DMCF).

Advertise: Spring 2019

Estimate: \$1M-\$1.7M



Upcoming Harbor Development Projects: **MES Procurement, 410 729-8510**

For more information on upcoming Harbor Development Projects and other projects through the Maryland Environmental Service, please visit the MES website, www.menv.com and click on the Procurement page to find more on the following:

- Services MES is actively seeking
- How to do business with MES
- Contracting opportunities
- Bid results
- Minority Business Enterprise

MES is a self-supporting independent State Agency with 900 diverse projects that include:

- water and wastewater treatment,
- solid waste management,
- composting,
- recycling,
- dredged material management,
- hazardous materials management,
- storm water services, and
- renewable energy.



Maryland Environmental Service
Attn: Procurement Division
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Questions?

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