
STATE OF MARYLAND
BOARD OF PUBLIC WORKS
GOVERNOR'S RECEPTION ROOM, SECOND FLOOR, STATE HOUSE
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PRESENT

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Governor

HONORABLE NANCY KOPP
Treasurer

HONORABLE PETER FRANCHOT
Comptroller

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GOVERNOR HOGAN: Good morning, everyone.

ALL: Good morning, Governor.

GOVERNOR HOGAN: Thank you for joining us. I'm pleased to once again start out this morning with an opportunity to bestow our customer service award onto some very deserving State employees. And joining us this morning are two outstanding State employees from the Motor Vehicle Administration. I want to welcome Natasha Jones and Jessica Mencos. Ladies, if you could just come up to the podium, please? We want to say something nice about you.

(Laughter.)

GOVERNOR HOGAN: Good morning. Natasha and Jessica went above and beyond the call of duty in responding to a request for a photo identification card. MVA received a request from an elderly customer who recently moved to our State. And she needed an identification card to access her medical benefits and her other State services. And this customer lives in a nursing home and was unable to visit the local MVA office. However, Natasha and Jessica collaboratively developed a new process to bring the MVA to the nursing home. And working together they visited the nursing home, took the customer's photo, captured her signature, and then verified her identity. And

MVA's technology team then took the information that they gathered, created an identification card, and got it back to the customer.

So I just want to say that Natasha and Jessica have set an outstanding example of just the type of customer service that our administration strives to provide to our citizens. And I want to give them both a big, big round of applause.

(Applause.)

GOVERNOR HOGAN: And if you wouldn't mind coming around this way, we'd love to present you with some citations.

Why don't you -- I'll get in the middle of you two and --

COMPTROLLER FRANCHOT: Oh good, oh boy --

(Laughter.)

GOVERNOR HOGAN: Thank you. Congratulations.

(Applause.)

TREASURER KOPP: Governor, could I just add something? William Donald Schaefer used to tell us, and he was absolutely right, that everyone we work for is a person. There are some people who love humanity but they don't like people very much.

(Laughter.)

TREASURER KOPP: Really. And this sort of public service, where you recognize that the person you're dealing with is a real person and has a

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real problem and you're there to solve it and not just to hide behind rules and protocol is just terrific. And I thank you.

GOVERNOR HOGAN: Absolutely. I agree with that. Thank you. Any other further comments, Madam Treasurer, about anything this morning?

TREASURER KOPP: It's a great morning.

GOVERNOR HOGAN: Great morning. Mr. Comptroller?

COMPTROLLER FRANCHOT: Thank you, Governor. And Natasha and Jessica, could I get your business cards?

MR. PORTS: You can't steal them.

GOVERNOR HOGAN: The Comptroller has a hard time getting to the MVA too.

(Laughter.)

COMPTROLLER FRANCHOT: So I know folks it's a day early, but Governor, Annie and I wanted to wish you a very Happy Birthday and many more years of good health and happiness.

GOVERNOR HOGAN: Thank you.

COMPTROLLER FRANCHOT: And I have a gift --

GOVERNOR HOGAN: Oh boy.

(Laughter.)

GOVERNOR HOGAN: Wow.

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(Laughter.)

GOVERNOR HOGAN: Should I share this with the group?

TREASURER KOPP: Someone has been to --

COMPTROLLER FRANCHOT: So it's let summer be summer
with Fisher's --

(Laughter.)

GOVERNOR HOGAN: Well let's go ahead and get started.

(Laughter.)

(Applause.)

COMPTROLLER FRANCHOT: Yep.

GOVERNOR HOGAN: It's going to be a nice Board of Public
Works today.

(Laughter.)

GOVERNOR HOGAN: Well, thank you. That was very
thoughtful.

TREASURER KOPP: From a loose cannon.

GOVERNOR HOGAN: I don't know if I'm going to drink all of
them during the meeting, but I'll try to get to them.

(Laughter.)

GOVERNOR HOGAN: Well we're going to --

COMPTROLLER FRANCHOT: Well we have a partnership that your Office of Tourism and your Agriculture Department and your Commerce Department have helped a lot with, and it's actually related to the gift. It's called the Maryland Baseball and Brews Scorecard. We announced it yesterday, a collaborative initiative celebrating Maryland's proud baseball history and heritage as well as our incredibly talented craft brewing community. We're home to numerous outstanding baseball teams, as everyone knows. Particularly the Orioles, but we have also six minor league professional teams in different regions of the State. We also have college baseball teams and our vibrant youth baseball systems.

We're also home to some of the world's best craft breweries and each of them are producing top quality craft beer that supports good paying jobs and generates millions of dollars in tax revenue and \$500 million a year in economic activity, headed for \$1 billion a year in economic activity.

The Maryland Baseball and Brews Scorecard is a great way to showcase our baseball heritage and terrific breweries and will allow baseball and craft beer enthusiasts to explore new places and discover great sights and tastes. I encourage everyone to fill out their scorecard and support this exciting new initiative, which directly benefits our craft brewers and local communities.

And Governor, also this afternoon my Reform on Tap Task Force, which your Commerce Secretary is one of our 40 members on, will hold its first

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meeting at the Johns Hopkins University in Baltimore. And as you know, Maryland has some craft beer laws, I'm not going to read what was written for me because it's too negative, where they are just slightly off a little bit. And we're going to correct them and over the next several months --

GOVERNOR HOGAN: Your staff wrote something more negative?

COMPTROLLER FRANCHOT: Yeah, than I'm going to, yeah. But I'm going to suggest that, Governor, I know you are a big supporter of this wonderful sector which is, every one of the 80 breweries tends to be a family owned, entrepreneurial, innovative, nimble, millennial type group of individuals. And I salute them. And Maryland's beer laws could be a lot more pro-business, pro-consumer, and pro-growth. So I look forward to working closely with you and the legislative leaders and members of the task force, and all the stakeholders we have, the wholesalers, and the distributors, and the retailers, everybody who is concerned here is on this task force. And we hope to be able to suggest that the Legislature remove statutory and regulatory hindrances to the growth and success of our State's craft brewers. Thank you, Governor.

GOVERNOR HOGAN: Thank you. I want to thank the Comptroller for taking the leadership role on this issue. And I agree with him completely. That, you know, we were doing so well with the expansion of breweries and distilleries and wineries across the State. It adds so much to our

economy and tourism and everything else. And I think we made some mistakes with this bill in the Legislature and hopefully you and your task force will come up with some remedies and we can get it fixed next January. So thank you.

COMPTROLLER FRANCHOT: The Governor has visited most of these breweries, along with me. I know it's a tough job that we have. But someone has to pay attention --

TREASURER KOPP: Now how many are there?

COMPTROLLER FRANCHOT: Eighty.

TREASURER KOPP: Ninety? Eighty?

COMPTROLLER FRANCHOT: So some of them are big, like 100,000 barrels a year by Flying Dog, and some of them are tiny. But all of them have great potential. And they just want to make beer and sell it. And we --

GOVERNOR HOGAN: Some of them require us to taste each one of the --

(Laughter.)

GOVERNOR HOGAN: -- different kinds of beer. So we try to get out there and support them as much as we can.

(Laughter.)

GOVERNOR HOGAN: I guess we'll go ahead and get started with the Secretary's Agenda.

SECRETARY MCDONALD: Good morning, Governor, Madam Treasurer, Mr. Comptroller. We have nine items on the Secretary's Agenda this morning. We have two reports of emergency procurement. We're prepared to answer your questions.

GOVERNOR HOGAN: Questions on the Secretary's Agenda? Mr. Comptroller?

COMPTROLLER FRANCHOT: Items 7 and 9.

SECRETARY MCDONALD: I believe that Mr. Gorrell is here from the Public School Construction Program. Bob Gorrell is the Executive Director. Item 7 is the Aging School Program for the coming fiscal year. And Item 9 is also for the coming fiscal year, the Qualified Zone Academy Bond Program. These are two --

GOVERNOR HOGAN: Good morning.

MR. GORRELL: Good morning. I'm here with Kim Spivey from my office.

GOVERNOR HOGAN: Okay.

COMPTROLLER FRANCHOT: Great. Well thank you. It's my understanding that students in Baltimore County had to take the PARCC assessment in 100-degree classrooms last week. Did you guys hear about that at all? On Thursday and Friday and --

MR. GORRELL: I had not heard about that, no.

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COMPTROLLER FRANCHOT: So the fact that classrooms reached 100 degrees three days in a row in the middle of May shows that this isn't an issue that impacts students only a handful of days a year, as some have suggested. I would really be interested if you perhaps could request on our behalf, or my behalf, the scores that were earned by students who were sweating through their exams and compare that to the scores of students who actually were able to focus on the rigorous test in the type of classroom environment that all Maryland students deserve, which is basic air conditioning.

With new leadership coming into Baltimore County, it's a good opportunity for the county and school system to take a moment to rethink its priorities. The issue of air conditioning is going to be a major issue confronting the next Baltimore County Superintendent whoever he or she is. It's a public health and safety issue and it's a social justice issue.

And while I'm pleased to note that some progress is finally being made as of late, thanks to the pressure frankly that we have put on the county, it's an issue that isn't going to go away as long as thousands of students remain in sweltering classrooms without climate control. So I'd sincerely hope that the \$874,227 that Baltimore County is eligible to receive through the Aging Schools Program will be used to install air conditioning units in schools that are years away from any type of relief so we can finally solve a problem that has continued to adversely affect students, teachers, and staff for far too long. I'd

note to the new leadership that because there is no local match required for Aging Schools projects, hopefully they will be a little more open-minded about how to spend this money.

I had the pleasure of touring Colgate Elementary School in Dundalk last week in Baltimore County, where Principal Erin DiCello is doing an absolutely amazing job creating a positive environment in a 93-year-old facility filled to the gills with kids, way oversubscribed. Why? It's a great school. Ninety-three years old. But it's well below, as you can imagine, the quality that students and teachers there deserve. On Wednesday it was so hot that students were in the main office seeking relief, since that is the only air conditioned space in the school. Well, let's be honest. The faculty lounge is air conditioned also, but the air conditioning was broke. So they were all complaining to the principal about the lack of air conditioning.

So I can't even imagine what it felt like to be there on Friday. I was there on Wednesday. It was really hot on Thursday, and then really hot on Friday.

That school is the lowest rated facility on a capital basis of all the schools in Baltimore County and fortunately design for a replacement school is supposed to begin in the near future. But the study conducted by the Department of General Services in December 2015 showed that it would only cost \$174,000 to upgrade electricity and install air conditioning units in Colgate's 18 classrooms

to get their students and teachers through the next few years before the new school is built. That seems like a great QZAB project to me since QZAB projects require ten percent of the contribution to come from private entities. It seems to me it would be easier to secure donations for air conditioning units than intercom systems or lockers.

I know PTAs in Prince George's County raised the money to install air conditioning units in Arrowhead and Melwood Elementary Schools in Upper Marlboro 13 years ago and I know that parents and grandparents at Middleborough Elementary School in Essex were willing to donate both the units and labor six years ago but the leadership of the Baltimore County school system would not allow them. They said no. We don't want you to do that.

I can't think of a better use of QZAB funds than to install or replace climate control systems to provide the best possible outcomes for Maryland families. Bottom line is that there are funds available to provide relief and to solve this issue once and for all. With a change at BCPS there is a new opportunity to demonstrate leadership here for the thousands of kids who desperately need relief. I am hopeful that the new Superintendent will hear the calls from parents and students, recognize this public health and safety issue for what it is and demonstrate the will to solve it once and for all.

So if you could help us with getting some comparative scores --

MR. GORRELL: Yes, Treasurer.

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COMPTROLLER FRANCHOT: -- to see that. And seriously, I was told when I was there there were 22 classrooms lacking air conditioning. That's all their classrooms. And I'm told by Caroline County, I could be wrong, that for \$2,000 each classroom could get a brand new unit put in the wall. You do not need to upgrade electricity because these new units are super advanced and efficient as well as affordable. So 22 classrooms at \$2,000 each, that's \$44,000. If I were rich, I would write a check out to you. That's how unbelievably urgent it is. But maybe you can help us with this QZAB money and convince Baltimore County to do the right thing.

MR. GORRELL: Yeah, Treasurer, members, I'll follow up and get back to you.

GOVERNOR HOGAN: Thank you very much. Any other questions on the Secretary's Agenda? Is there a motion to approve?

COMPTROLLER FRANCHOT: Move approval.

GOVERNOR HOGAN: Second? Three-nothing. We'll move on to the DNR Real Property Agenda.

MR. GORRELL: Thank you, Mr. Comptroller.

GOVERNOR HOGAN: Thank you.

MR. BELTON: Good morning, Governor, Mr. Comptroller, Madam Treasurer. For the record, I'm Mark Belton, Secretary of the Maryland

Department of Natural Resources. And we have seven items on our Real Property Agenda for your review this morning.

GOVERNOR HOGAN: Questions on DNR?

COMPTROLLER FRANCHOT: No. But I just would like to note for the record, all around the State I comment about how the Board of Public Works is keeping single bid contracts down. And I salute Governor Hogan and my colleague Treasurer Kopp. Because the number of single bid contracts plummeted in the last two years. Last year we had 29 single bid contracts in the whole year. That's a third of what we used to approve annually.

However, it's creeping back up. There are, including your agency has one and there are several others on this calendar. Including those three we now are at 24 for this year. And I hope that we can keep it down to 29 for the whole year and not go back to the old easy way, I guess. And so I'm going to vote for these contracts but I hope the folks keep as close an eye on it as possible. Because I think it's a real feather in the cap for the Board that we've been able to significantly reduce them and improve the transparency and accountability and also tell the business sector that, yeah, it's okay to apply. We're not just going to give the contract to the vendor, to the incumbent vendor. Thank you. Move approval.

GOVERNOR HOGAN: Thank you. We have made a lot of progress.

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COMPTROLLER FRANCHOT: You have made a lot of progress and thank you for that.

GOVERNOR HOGAN: Second on the approval of DNR? Three-nothing on DNR. Secretary Brinkley?

MR. BRINKLEY: Good morning.

GOVERNOR HOGAN: Report on DBM?

MR. BRINKLEY: Good morning, Governor, Mr. Comptroller, Madam Treasurer. For the record, David Brinkley, the Secretary of the Department of Budget and Management. We've presented ten items for your consideration. Item 10 is a supplemental request.

GOVERNOR HOGAN: I believe we have Jody Berg signed up to speak on Item 10.

SECRETARY MCDONALD: Do you want to hear from the agency first? Or --

GOVERNOR HOGAN: It's Department of Commerce, I believe.

SECRETARY MCDONALD: Okay. Right, I know. But it's like, yeah, so you'll be coming up. Liz Barnes? Or are you Liz Fitzwilliams?

MR. BRINKLEY: I have Liz Fitzsimmons and Robert Carter Ward.

SECRETARY MCDONALD: I'm sure they are coming right in. Okay. Oh, here's Liz. Come on up.

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MS. FITZSIMMONS: Yes.

SECRETARY MCDONALD: Step up to the podium, Liz.

MR. BRINKLEY: Come on down.

SECRETARY MCDONALD: Introduce yourself for the record. Tell us what you have in front of you and Ms. Berg will follow you after you've explained the contract.

MS. FITZSIMMONS: Okay. My name is Liz Fitzsimmons. Good morning, Governor, Treasurer, Comptroller. Thank you for your kind words on the event yesterday. It was a great time and really being able to elevate tourism and craft breweries together I think is a win-win situation.

I'm here to talk to you about the advertising contract for the Maryland Office of Tourism and bringing that forth. We have selected Marriner as --

SECRETARY MCDONALD: Can you identify yourself and your position for the record?

MS. FITZSIMMONS: Oh, I'm sorry. I thought I'd done that. Liz Fitzsimmons, Managing Director for the Division of Tourism, Film, and the Arts.

SECRETARY MCDONALD: Thank you.

MS. FITZSIMMONS: We're here to talk about the advertising contract for the Maryland Office of Tourism. It's a two-part contract. It has two functional areas, one for creative services and development and one for media

placement and the strategy behind those media placements. And the selected firm is Marriner Communications for both functional areas.

It was a procurement that was set forth through our procurement office. We interviewed four firms for the media placement, three firms for the creative. And Marriner clearly did very well in both of them. They really showed a good strategic handle on how to manage our media strategy and placement evaluation and really had a clear roadmap on how to deliver more customers to Maryland to take part in our tourism economy.

Our tourism economy is generated at \$17 billion a year. We just got our new numbers in. We have 42 million people visiting us every year. That's up four percent. I'd be happy to take any questions that you may have.

GOVERNOR HOGAN: Are there any questions? I'd like to call up Jody Berg.

MS. BERG: Good morning.

GOVERNOR HOGAN: Good morning.

TREASURER KOPP: Good morning.

MS. BERG: Thank you so much for allowing me to speak regarding our concerns with the proposed award to Marriner Marketing for the media services contract. Nothing to do with the creative, just the media.

I'm Jody Berg, CEO and Founder of Media Works. We're located in Baltimore. We've been in business for 28 years, 33 employees who live and

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work in Maryland. We have \$80 million in billings in Maryland and throughout the country. We're the current agency for the State Lottery and Department of Housing and we handled the media portion of the tourism contract back in, for five years between 2008 and 2013 with much success. In fact, a number of our strategies that we recommended back then are still being used today.

In fact, Media Works was the lowest most advantageous bidder on this current RFP. We were 24 percent lower than Marriner Marketing so we really are concerned and have that question as how were we not awarded this contract?

Here's why the State of Maryland would be better served with Media Works as their media agency. First and foremost, we would save the State right off the bat \$250,000 over the next five years. That's \$50,000 a year, which allows more money to go back into the State advertising budget in order to bring more visitors to the State. We also know that tourism is a very competitive market and we need every dollar possible to go back into the advertising budget as opposed to paying higher agency fees.

Our agency is also daily, active daily in the Baltimore, Washington, and D.C. areas, spending more than \$30 million a year each year in those markets which gives you leverage, clout, which equates to greater purchasing power which is so important to the State, market knowledge, and endless market opportunities. Our competitor, who you would like to award this

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contract to, does not. In fact, we asked many of our media contacts across many media platforms did they even know of Marriner Marketing in those markets? No one had ever heard of them or their subcontractor, who we understand to be Spurrier Group. Maybe the Office of Tourism was not aware of this.

In response to our protest the reason the Department of Commerce recommends the award to Marriner Marketing, as Liz said, is they believed the price difference would be outweighed by more effective and efficient strategy and purchasing expertise. That is simply not true. If you are not active in negotiating these markets, and placing business in these markets, there is no way you can save \$50,000 annually or anywhere near that. So you tell me who is going to get the better deals for the State of Maryland? The agency with \$30 million worth of media clout and knowledge in these markets or the agency who doesn't place any media in those markets?

Anybody can say they can do anything when they are pitching a new piece of business. It's even more concerning that Marriner is being recommended for the media function when they reached out to us and they asked us to be their subcontractor because they said they could not win on their own merit.

In closing, as a taxpayer and a citizen of the State of Maryland, we understand how important it is to be fiscally responsible in everything you do. So awarding the contract to Media Works is the more fiscally responsive action,

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saving the taxpayers at least \$250,000 just on agency fees, that's \$50,000 a year, and having the best and most qualified agency handle the business. We appreciate your time.

GOVERNOR HOGAN: Thank you. Would Commerce like to respond?

MS. FITZSIMMONS: As I said earlier, it was a transparent procurement process. There were five members of the panel. And Jody alluded to, we did work together previously. And I've known Michelle, one of the partners there, for more than 18 years. Throughout the process, Marriner's, as I said, their clear roadmap on how we get to where we need to go was superior in presentation and delivery of their product. And all of the members of the committee, they were ranked second by myself and another, and they were ranked third and fourth by others in the panel. It was just the way the numbers came out. Yes, sir?

COMPTROLLER FRANCHOT: And they are both Maryland companies.

MS. FITZSIMMONS: And they are both Maryland companies.

COMPTROLLER FRANCHOT: Okay. But I think, thank you for making the presentation. I thought it was excellent and I hope down the road there is some more partnerships for is it --

MS. FITZSIMMONS: Media Works.

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COMPTROLLER FRANCHOT: -- Media Works? Yeah. I think you made a terrific presentation. I hope that your services are taken advantage of by the State. I'm sorry that this is not going in your direction today but that's, you know, we, I think we'll defer to the, I will, to the Tourism Bureau. Because you are stating that it's worth the extra \$250,000.

MS. FITZSIMMONS: Yes. The committee felt that way, sir.

COMPTROLLER FRANCHOT: But there are also lots of opportunities down the road for other projects and I hope Media Works is involved to the extent possible.

MS. FITZSIMMONS: Thank you.

GOVERNOR HOGAN: Thank you. Any other questions on the DBM Agenda?

COMPTROLLER FRANCHOT: Move approval.

GOVERNOR HOGAN: And second?

TREASURER KOPP: Second.

GOVERNOR HOGAN: Approved. Now we're going to move on to the University System Agenda.

MR. EVANS: Good morning. Joe Evans representing the University System of Maryland. We have six items on the Agenda. We're here to answer any questions.

GOVERNOR HOGAN: Any questions on the University System Agenda?

TREASURER KOPP: Not a question. But Joe, I hope you'll take back to your folks, I was at the opening of the St. John Learning Center at College Park recently. You did a terrific job. I mean, that is just a great, a great new building which will make a big difference in the education of thousands of Maryland students.

MR. EVANS: I'll pass that onto College Park.

TREASURER KOPP: Good. Yeah, thank you.

GOVERNOR HOGAN: The other thing, I just want to mention with you standing there, Joe, that I, you know, I reached out to Dr. Wallace Loh and I reached out to Bowie State University and I believe that, you know, the entire Board of Public Works wants to extend our condolences to the tragedy that took place at the College Park campus. And let the entire system know that we're working very closely with them and with the investigation and we're going to provide any possible support we can because these kinds of things cannot be allowed to take place on our colleges and universities.

MR. EVANS: Yes, sir.

GOVERNOR HOGAN: Any questions at all on any of the items?
Is there a motion?

COMPTROLLER FRANCHOT: Move approval.

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MR. EVANS: Thank you.

GOVERNOR HOGAN: Second? All pass, thank you. We're moving on to Information Technology.

MR. LEAHY: Good morning, Governor, Madam Treasurer, Mr. Comptroller. For the record, I'm Michael Leahy, Acting Secretary of the Department of Information Technology. Today we have six items on the Agenda, Item 6 being a supplemental item. I have agency representatives here to answer any questions.

GOVERNOR HOGAN: Questions on DoIT? Is there a motion?

COMPTROLLER FRANCHOT: Move approval.

GOVERNOR HOGAN: Second?

TREASURER KOPP: Second.

GOVERNOR HOGAN: Three-oh. We're going to go to Department of General Services. Secretary Churchill?

MR. CHURCHILL: Good morning, Governor, Mr. Comptroller, Madam Treasurer. For the record, I'm Ellington Churchill, Secretary for General Services. The department has 16 items on our Agenda and we'll be glad to answer any questions that you have at this time.

GOVERNOR HOGAN: Any questions on DGS? Motion? Second? Three-oh.

GOVERNOR HOGAN: Yeah, I know. We didn't mean to skip over Transportation.

MR. PORTS: Oh, I was all excited.

(Laughter.)

TREASURER KOPP: Yes, we did.

GOVERNOR HOGAN: We want to save the best for last and we'd like to hear from Mr. Ports about the Department of Transportation's Agenda.

MR. PORTS: Okay. Good morning, Madam Treasurer, Mr. Comptroller, Mr. Governor. First of all, Happy Birthday.

GOVERNOR HOGAN: Thank you.

MR. PORTS: For the record, my name is Jim Ports, Deputy Secretary, Maryland Department of Transportation. Maryland Department of Transportation is presenting 19 items for your consideration and we'll be more than happy to answer any questions you may have.

GOVERNOR HOGAN: I have no questions. Any questions of my colleagues?

COMPTROLLER FRANCHOT: Item 19. Is anyone from MTA here? Oh, great.

MR. KNIGHTON: Good morning.

GOVERNOR HOGAN: Good morning.

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MR. KNIGHTON: Mr. Governor, Madam Treasurer, Mr. Comptroller. I'm for the record Jim Knighton, Chief of Staff at Maryland Department of Transportation's Maryland Transit Administration.

COMPTROLLER FRANCHOT: Okay. So I understand this is a three-month contract to National Express Transit Corporation for local shuttle bus services.

MR. KNIGHTON: Yes, sir.

COMPTROLLER FRANCHOT: And while the Baltimore Light Rail System has some maintenance done, specifically the rail replacement near the Mt. Royal Station. So I just have a couple of questions. What type of vehicles are we talking about here? I'm wondering why we ended up with a single bid --

MR. KNIGHTON: Yes. The --

COMPTROLLER FRANCHOT: -- from a company out of Warrenville, Illinois to provide local shuttle bus services?

MR. KNIGHTON: Yes, sir. This is, the vehicles that will be provided are the yellow school bus type vehicles. You know the standard yellow school buses. This is, the services that we're contracting for under this contract are similar to what we contracted for a year ago when we had a major three-week shutdown on our Metro subway system. And this is, this is a difficult time of year to get charter bus companies to provide services. It's, you know, the summer

touring season where a lot of the coach companies are already occupied with other work. And but it's also the best time of year for us to do the repairs, not only in terms of the weather and being able to do the construction but the schools are not in session so we don't have as many daily passengers as we ordinarily would. So it's, those are the two factors that make this a difficult type of service to get a lot of bids on. And they, the contractor has to be able to provide the service on the same schedule as the Light Rail would be when it's ordinarily running, which is basically 5:00 a.m. to 11:00, five days a week, and then I think it's 10:00 to 11:00 on the weekends. The hours are a little bit shorter. But they have to run on exactly the same schedule. So it requires a lot of vehicles and a lot of manpower. And we just, when we went out to the market a year ago we found the same thing. There just aren't a lot of companies that can do that.

COMPTROLLER FRANCHOT: So they are bringing school buses from Illinois?

MR. KNIGHTON: They are bringing a management team from Illinois. I'm not sure where the school buses are coming from. But that's where the company is headquartered, yeah. I think they have operations around the country. So they are, somewhere in the Mid-Atlantic region is where the physical vehicles are coming from.

COMPTROLLER FRANCHOT: So it doesn't strike you that there is a Maryland entity that could use Maryland school buses to shuttle these

folks back and forth? No one wants, no one wanted to bid? Those school buses are just sitting in the parking lot, right?

MR. KNIGHTON: Right. Yeah. And we would love to find a Maryland company. I can tell you that our administrator and CEO, practically all our top executive management team are veterans of the transit industry. So when this IFB came out it was known, you know, in the industry throughout the region and certainly in Maryland that MTA was looking for this. So --

COMPTROLLER FRANCHOT: And that you could use school buses? You didn't have to use their charter buses?

MR. KNIGHTON: Right. That's right.

COMPTROLLER FRANCHOT: Really?

MR. KNIGHTON: Yeah.

COMPTROLLER FRANCHOT: Well that seems odd. But you mentioned the timing, which I take it is July 24th to August 17th?

MR. KNIGHTON: Yes.

COMPTROLLER FRANCHOT: Did you guys schedule it just to have it be in part of the baseball season? And also I think the Ravens are having a pre-season game against the Redskins. I can't imagine that being anything other than hugely problematic if people are riding school buses.

MR. KNIGHTON: Yes. There are all kinds of events that occur in the summer in Baltimore that we had to, we had to sort of choose the lesser of

not just two evils, but many evils. We have Artscape, we have Baltimore Pride, we have the African American Festival on one end of the summer. On the other end of the summer, from August into September, we have the State Fair, Fleet Week, and the Baltimore Marathon. So we, our service planners and our operations folks looked at that whole, you know, whole spectrum of events all through the summer. Which you are absolutely right, sir. It does include seven Orioles games in that period and a Ravens game. And we tried to make the best decision we could to impact the fewest people. And so this is, we're starting this right after Artscape, in fact the Monday, the day after Artscape wraps up. So --

COMPTROLLER FRANCHOT: But people say to me, I'm not an expert --

MR. KNIGHTON: Mm-hmm.

COMPTROLLER FRANCHOT: -- on the Baltimore Light Rail, but the only time anyone is riding it are when they are going to Camden Yards or M&T Football Stadium. That's it.

MR. KNIGHTON: Well we certainly carry more people for those events. And the contractor has committed to provide additional resources on those days.

COMPTROLLER FRANCHOT: Extra school buses?

MR. KNIGHTON: Yes. Yes. Extra buses, yes sir.

COMPTROLLER FRANCHOT: And you think that's going to work? That people are going to go to Hunt Valley, park their cars, and get on a school bus and go down --

MR. KNIGHTON: Well they can ride the rail to the central business district and then they would pick up the bus bridge depending on what station they get off at. And then they would ride down to Camden Yards on the bus bridge. I know it's not, it's not the greatest solution but it's the best one we can come up with.

COMPTROLLER FRANCHOT: Well I'm in a good mood because of the Governor's birthday tomorrow so I think I'll just take a pass on this. But it is a single bid --

MR. KNIGHTON: Understand. Yes, sir.

COMPTROLLER FRANCHOT: -- and a single bid contract again?

MR. KNIGHTON: Yes, it was. Yes, sir.

COMPTROLLER FRANCHOT: Okay. Well just look at this list.

MR. KNIGHTON: Yes, sir.

COMPTROLLER FRANCHOT: And realize that despite the best efforts of everyone on this Board we are slipping backwards on the single bid contracts.

MR. KNIGHTON: Yes, sir. I hear you loud and clear.

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GOVERNOR HOGAN: So you get a, you get a freebie this time because it's my birthday.

(Laughter.)

MR. KNIGHTON: Very good. Can I have one of your beers?

(Laughter.)

GOVERNOR HOGAN: No. Sorry.

(Laughter.)

GOVERNOR HOGAN: Any other questions?

TREASURER KOPP: Can I, yeah, just one, so I understand. This is a three-month contract but you're only planning on 24 maybe 31 days?

MR. KNIGHTON: Yes. For, yeah, it's about 17 days, I think, with another seven built in in case there are weather delays. But the reason it's a three-month contract is to allow time for payment of invoices. Sometimes they come in, you know, late so it's to allow, you know, just payment of invoices and closing out the contract.

TREASURER KOPP: And once it starts it will go for another 16 or 23 days, right?

MR. KNIGHTON: Right. That's right. Yes.

TREASURER KOPP: So it's a three-week, potentially three-week

--

MR. KNIGHTON: Basically, yeah. Mm-hmm.

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GOVERNOR HOGAN: Very good. Any other questions on the Transportation Agenda?

COMPTROLLER FRANCHOT: Move approval.

GOVERNOR HOGAN: Second?

TREASURER KOPP: Second.

GOVERNOR HOGAN: Three-oh. We conclude today's Board of Public Works. Thank you very much.

(Whereupon, at 10:40 a.m., the meeting was concluded.)