



**MERRITT CONSTRUCTION SERVICES**  
PROPOSAL FOR **COHNREZNICK, LLP**



# TABLE OF CONTENTS

Section 1	Capabilities
Section 2	Leadership
Section 3	Key Personnel Resumes with Estimated Time on Job Relative Project Experience
Section 4	Organizational Chart
Section 5	References
Section 6	Fee, Labor Rates, General Conditions
Section 7	Contact Information



# A Culture of CUSTOMER **FIRST**

Do the right thing and your business will prosper. This philosophy – one that always puts the customer first – is the foundation on which Merritt Construction Services has been built. We long ago took on a more personal approach to those we serve.



Our unconventional, people-oriented style has led to our long-term success. With a project portfolio of nearly 16 million square feet, Merritt is one of the most seasoned construction services and redevelopment companies in the Mid-Atlantic area. Moreover, we bring an “owner’s perspective” to all that we do. As a result, the quality and longevity of our work in this area is unparalleled.

Since our founding in 1967, Merritt has worked with customers ranging from the American National Red Cross to the U.S. Army Corps of Engineers to CareFirst of Maryland. From contemporary office buildings to institutional facilities, our highly skilled construction team has completed a comprehensive roster of customized projects, including corporate campuses, LEED-certified green buildings, schools, manufacturing facilities and retail centers.





Whether serving as general contractor, construction manager or design-builder, Merritt Construction Services offers full-service construction capabilities through all phases of development, from feasibility to commissioning. Our goal is not to look at your project as a one-time engagement for our services. Rather, we are committed to meeting your objectives so that we become your “go-to” resource for your construction needs now and in the future. And, regardless of our role, we take on the responsibility of translating your ideas into a building that balances budget and timing with functionality and corporate vision.

With Merritt Construction Services, it’s about more than what we do. It’s also about how we do it. We treat our customers with honesty and integrity, while constantly staying focused on results, value and efficiency.

**It’s customer first. And that’s our bottom line.**

“We gave Merritt an opportunity to deliver a first-class project on a short schedule and that is what was delivered. In short Merritt delivers what they promise.”

**TED D’ANNA**  
EXECUTIVE VICE PRESIDENT  
MARS SUPER MARKETS, INC.



# Interior Build-Outs: **MASTERING THE INSIDE JOB**

In our view, an interior space is more than a place where you do business, it's a reflection of your business itself... its culture... its vision... its values. It's our job to best capture the essence of your business in developing your interior space.

## **MERRITT CONSTRUCTION SERVICES BUILD-OUT EXPERIENCE**

Corporate Offices | Headquarters

SCIFs

EMSEC | Tempest Rooms

State-of-the-Art Conference Rooms

Data Centers and NOCs

Training Rooms

Corporate Cafeterias

Corporate Fitness Centers

Fitness Clubs

Swimming Pools

Classrooms | Gymnasiums |  
Playgrounds

Surgical Suites

Dining | Restaurants

Commercial Kitchens

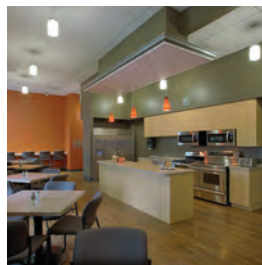
Food Processing

Shooting and Tactical Gun Range

Because interior construction has its own unique challenges, Merritt has created a team dedicated specifically to these projects. We understand that both quick turn-arounds and working in occupied spaces call for a team of professionals that is in constant communication with customers. Furthermore, it's our job to keep the project moving at a brisk pace while complying with the highest standards for cleanliness and professionalism in these spaces.

Our interior construction portfolio includes office, warehouse, restaurant and retail along with highly technical space such as SCIF, data centers, network operations centers (NOCs), tactical gun ranges and robotic manufacturing facilities. Companies with a focus on environmental stewardship will find that our green building capabilities are truly exceptional, having guided several customers through interior designs based upon the LEED for Commercial Interiors standards.

From new, contemporary interior construction to historical warehouses converted to office and retail space, there's peace of mind in knowing our expertise will help transform your space to reflect your corporate vision.



## Section 2

# OUR LEADERSHIP



**Scott E. Dorsey, Chairman & CEO** Currently chairman and CEO of Merritt Properties, Scott Dorsey has occupied nearly every position in the company since joining in 1972. With a primary focus on strategic planning and the long-term goals of the company, Scott remains involved with the day-to-day operations of the business while serving as the point person for Merritt's interface with financial institutions, government agencies, economic development organizations and industry groups. In addition to his service on the board of directors for the Maryland Economic Development Corporation, Maryland Business for Responsive Government, Economic Alliance of Greater Baltimore and Young Life-Urban Baltimore, Scott sits on the M&T Bank Greater Baltimore/Washington Directors Advisory Council and the Board of Trustees for Junior Achievement of Central Maryland. Scott is also an active member with the National Association of Industrial and Office Properties (NAIOP), the Institute of Real Estate Management (IREM) and the Urban Land Institute (ULI). Scott received a Bachelor of Arts from Cornell University and an MBA from Loyola University in Maryland.



**Robb L. Merritt, President** Robb serves as president of Merritt Properties and, much like his father who founded the company in 1967, plays a hands-on role in the day-to-day business. True to another family tradition, Robb learned the development business from the ground up and began his career in the field. In addition to overseeing daily operations and management of the company, Robb is former president of the Baltimore Chapter of the National Association of Industrial and Office Properties (NAIOP) and is currently a member of the Legislative Committee. At the national level, he also serves on the NAIOP Industrial Development III National Forum and sits as a governor on the NAIOP Research Foundation. In addition, Robb is a board member for the Maryland Business Leadership PAC and St. Paul's School for Girls, as well as a member of the Maryland Sustainability Commission. A graduate of the University of Colorado, Robb received an MBA from Loyola University.

# Section 3

## KEY PERSONNEL



**Daniel Pallace, PE** **Director of Construction** Dan's 23 years of construction

experience include 15 years here at Merritt. He currently holds the position of director of construction, overseeing real estate development and the construction management of approximately one million square feet of space per year. His recently completed projects include 500,000 square feet of Class A office space in Columbia, MD; 40,000 square feet of mixed-use property at the Foundry on Fort in Baltimore, MD; five buildings totaling approximately 350,000 square feet on

Schilling Circle in Hunt Valley and a 210,000-square foot bakery and manufacturing building on Hollins Ferry Road in Baltimore, MD. Dan is the Chair of the Urban Land Institute's Baltimore District Council and also serves as a board member on the Building and Real Estate Commission of the Archdiocese of Baltimore. He graduated from the Johns Hopkins University with a Bachelor of Science in Civil Engineering and completed the Advanced Management Development Program in Real Estate at Harvard University's Graduate School of Design. Dan is also a registered professional engineer in the state of Maryland.

Dan will spend approximately four hours on the job per week.

### Project Experience

Schilling Green II	4-Story Class A office building w/lab annex intended for LEED NC Platinum	136,500 SF/10,000 SF (lab)
Kaiser Permanente	Site infrastructure for 4-story office building & parking garage	10 acres/150,000 SF
Aberdeen Corporate Park	3-story Class A office intended for LEED CS Gold	95,000 SF
Calverton Corporate Center	4-story office building renovation, LEED CS Gold	118,000 SF
Mars Super Markets-Rosedale	Corporate headquarters build-out	30,000 SF
Columbia Corporate Park II	4-story Class A office building	100,000 SF
Columbia Corporate Park III	5-story Class A office building	150,000 SF
Columbia Corporate Park IV	3-story Class A office building	78,000 SF
Columbia Corporate Park V	3-story Class A office building	78,000 SF
Timonium Two	8-story Class A office building	210,000 SF
Columbia Corporate Park 100 Bldg 2	4-story Class A office building	95,000 SF
Columbia Corporate Park 100 Bldg 3	5-story Class A office building	110,000 SF
Columbia Corporate Park 100 Bldg 4	3-story Class A office building	78,000 SF
Chesapeake Advertising-Baltimore	Office/production build-to-suit	45,000 SF
Blind Industries-Baltimore	Office/production build-to-suit	157,000 SF
Meadowridge 95 Bldg II-Elkridge	2-story office building, LEED CS Gold	68,000 SF
Schilling Green-Hunt Valley	3-story Class A office renovation. LEED CS Platinum	107,000 SF
Beltway Business Park	Three single-story office buildings	140,000 SF
Schilling Circle	Two single-story office buildings	89,000 SF

## KEY PERSONNEL continued



**Pat Myers** **Director of Field Operations** Pat has over 30 years of Industrial/ Commercial construction experience. He started his career at Merritt in 1984 and quickly progressed to the position of Superintendent / Project Manager and is currently the Director of Field Operations. His construction knowledge and experience have made him an expert in scheduling and troubleshooting to ensure adherence to fast track schedules. His sophisticated understanding of contract documents and ability to quickly resolve problems with sub-contractors make him a valuable expeditor. Pat has overseen the construction of more than 8.5 million square feet of commercial building space from site development through building use and occupancy. His expertise includes site work and infrastructure, cast in place and precast concrete, masonry, steel frame, post tensioned concrete, tilt up concrete, utilities and mechanical systems. He has worked on retail buildings, flex industrial, heavy industrial, commercial, bulk warehouse and multi-story Class A commercial buildings.

Pat will spend approximately 8 hours per week on the job.

### Project Experience

Kaiser Permanente	Site infrastructure for 4-story office building & parking garage	10 acres/150,000 SF
Aberdeen Corporate Park	3-story Class A office intended for LEED CS Gold	95,000 SF
Centric Business Systems	Single-story build-to-suit office building intended for LEED NC Gold	39,000 SF
Schilling Green II-Hunt Valley	4-story Class A office building, intended for LEED CS Platinum	120,000 SF
Meadowridge 95 Bldg III-Elkridge	2-story office building, intended for LEED CS Gold	68,000 SF
Calverton Corporate Center	4-story office building renovation, LEED CS Gold	118,000 SF
Meadowridge 95 Bldg II-Elkridge	2-story office building, LEED CS Gold	68,000 SF
Schilling Green-Hunt Valley	3-story Class A office renovation. LEED CS Platinum	107,000 SF
Timonium Two	8-story Class A office building	210,000 SF
Columbia Corporate Park III	5-story Class A office building	150,000 SF
Columbia Corporate Park IV	3-story Class A office building	78,000 SF
Columbia Corporate Park V	3-story Class A office building	78,000 SF
Blind Industries-Baltimore	Office/production build-to-suit	157,000 SF
CareFirst-Owings Mills	2-story office building	104,000 SF
CareFirst expansion-Owings Mills	2-story office building with connecting breezeway	60,000 SF
Global Payments-Owings Mills	Build-to-suit office building	105,000 SF
Beaumeade Corporate Park	Six concrete tilt-up buildings	477,000 SF
Ashbrook	Three 2-story and two single-story office buildings	272,000 SF
Loudon Tech Center	Nine single-story and one 2-story office buildings	392,000 SF



## KEY PERSONNEL continued



**Skip Miller** **Director of Interior Construction** Skip has more than 28 years of experience working for Merritt in its interior construction department. He specializes in estimating and the coordination of simultaneous projects related to tenant build-outs. Dedicated to completing all improvements on time, Skip has developed strong vendor and sub relationships that allow him to seamlessly coordinate project logistics to accommodate expedited construction schedules. Skip holds a Bachelor of Science degree in Sociology from Towson State University.

Skip will spend approximately 16 hours on the job per week.

### Project Experience

RBC Capital Markets, LLC - Hunt Valley	Office build-out	16,000 SF
Schilling Green II-Hunt Valley	4-story Class A office building, intended for LEED CS Platinum	120,000 SF
Expedient Communications	Office build-out	13,400 SF
GBMC 1st Floor Office Renovation	Office build-out	1,500 SF
GBMC 5th Floor Respiratory Therapy	Office build-out	2,000 SF
EA Engineering, Science and Technology, Inc.	Office build-out, LEED CI Gold	63,000 SF
Centric Business Systems	Office build-out, LEED NC Gold	39,000 SF
Pack-It	Office/warehouse renovation	30,000 SF
Agora, Inc.	Office build-out	14,900 SF
Armada Corporation	Office build-out	11,200 SF
Schilling Green-Hunt Valley	3-story Class A office renovation. LEED CS Platinum	107,000 SF
International Circle	5-Story Class A office renovation LEED EB O&M Silver	134,602 SF
729 East Pratt	9-story Class A office renovation	91,492 SF
LaFarge	Office build-out	15,360 SF
New Enterprise Associates	Office build-out	15,600 SF
Portable Storage of MD	Office/warehouse renovation	35,200 SF
OEM Medical Solutions	Office renovation	1,800 SF
League for People with Disabilities	Office renovation	8,100 SF
New York Life Insurance	Office build-out	19,200 SF
Vision Technology	Office build-out	6,100 SF
Atradius Trade Credit Insurance	Office build-out	20,630 SF
Ameriprise Holdings	Office build-out	8,000 SF
Mars Super Markets – Rosedale	Corporate headquarters build-out	30,000 SF
Firaxis Games – Loveton	Corporate headquarters build-out	32,000 SF
Timonium Two	8-story Class A office building	210,000 SF
Timonium One	6-story Class A office building	162,173 SF
CareFirst – Owings Mills	2-story office building	104,000 SF
Dal-Tile – Eldersburg	Office/Warehouse/ Distribution build out	200,000 SF
Global Payments – Owings Mills	Build-to-suit office building	105,000 SF

## KEY PERSONNEL continued



**Chris Flowers** **Superintendent** Chris has over twenty years of experience in the construction field. In 1990, Chris was hired as a laborer by Deming Brothers, a drywall framing company. Within his first year, Chris was promoted to a mechanic position and then promoted to site superintendent. He held that position for over 19 years. Prior to joining Merritt in 2010, Chris also worked for Indusco as a project manager/estimator. This experience provided Chris with expertise in site supervision, project management and estimating. In addition, Chris is OSHA certified.

For this project, Chris will serve as a superintendent and will focus on the site logistics and materials deliveries. He will supervise the subcontractors and materialmen and their adherence to the project schedule. He will ensure the safety and cleanliness of the site and be in constant communication with the project team.

Chris will spend approximately 40 hours a week on the job.

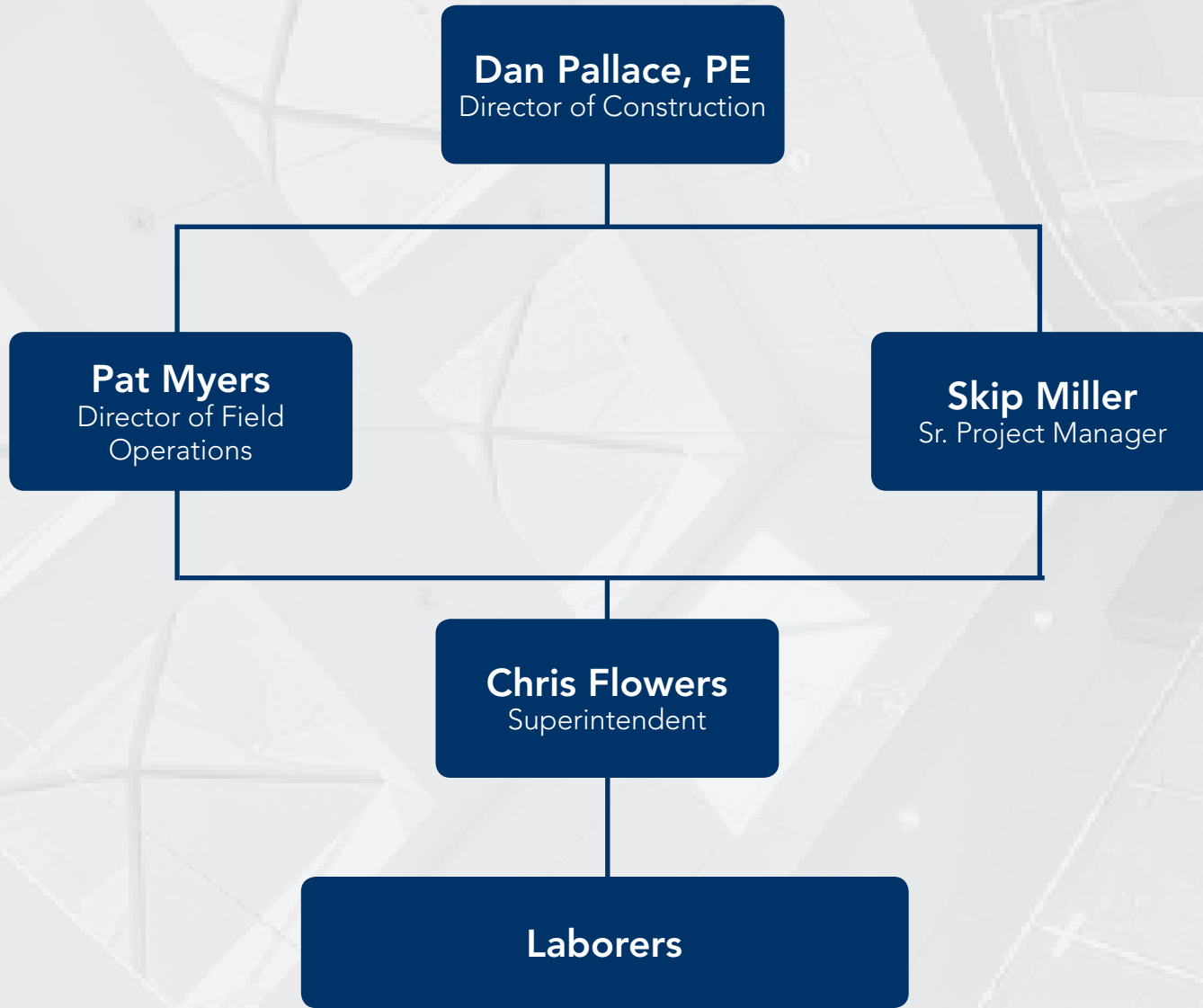
### Previous Project Experience Prior to Joining Merritt

Stella Maris	Nursing home rehab	175,000 SF
Mercantile Tower	20th & 21st floor interior demo & office build-out	50,000 SF
St Joseph's Medical Center	Interior renovation	20,000 SF
National Federation for the Blind	Addition & renovation	100,000 SF
Aerotek	Building addition	50,000 SF
Aberdeen Gateway	Building & office build-out	70,000 SF (shell)/40,000 SF(TI)
Petsmart - Whitemarsh	Retail building	30,000 SF
Global Payments- Owings Mills	Build-to-suit office building	105,000 SF
Blind Industries - Baltimore	Office/production build-to-suit	157,000 SF
Carefirst – Owings Mills	2-story office building	104,000SF
Carefirst Expansion – Owings Mills	2-story office building with breezeway	60,000 SF

### Project Experience with Merritt

Hussman Institute – 1st Floor	Headquarters & training facility	21,000 SF
XL Health Corporation	Office build-out	64,000 SF
Mars Super Markets #21	Retrofit of existing Super Fresh to a new Mars grocery store	47,000 SF
Ridge Engineering	Addition to manufacturing facility	15,000 SF
Centric Business Systems	Single-story build-to-suit office building intended for LEED NC Gold	39,000 SF
Meadowridge 95 Bldg III-Elkridge	2-story office building, intended for LEED CS Gold	68,000 SF
Calverton Corporate Center	4-story office building renovation, LEED CS Gold	118,000 SF
10 Loveton Circle – Loveton	Renovation of flex building	30,000 SF
Columbia Corporate Park III	5-story Class A office building	150,000 SF
Columbia Corporate Park IV	3-story Class A office building	78,000 SF

# Organizational Chart



## Section 5

# REFERENCES

### **Dan Pallace**

#### **Rick Snyder**

Director of Store Development & Special Projects  
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### **Skip Miller**

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## Section 6

# FEE, LABOR RATES & GENERAL CONDITIONS

## FEE

Merritt Construction Services, LLC is proposing a 10% construction and overhead fee to be applied to the total costs of the project. In addition, Merritt Construction Services, LLC will charge a 10% fee on all changes in work.

## LABOR RATES

<b>Merritt Construction Services Standard Labor Rates</b>	
<b>Category</b>	<b>Hourly Rate</b>
Senior Project Manager	\$150.00
Project Manager	\$110.00
Superintendent	\$100.00
Interior Design	\$100.00
Accounting	\$75.00
Foreman	\$60.00
General Labor	\$40.00
Admin	\$40.00

## GENERAL CONDITIONS

Additional General Conditions items will be estimated upon further clarification of the project schedule.

## Section 7

# CONTACT INFORMATION

Merritt Construction Services sincerely appreciates your consideration and we look forward to the opportunity to work with you on this project.

If you should have any questions or comments regarding the enclosed information, please contact:

### **Brittany Tegeler**

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Baltimore, MD 21244-2501

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Email: [btgeler@merrittconstruction.com](mailto:btgeler@merrittconstruction.com)

Thank you,

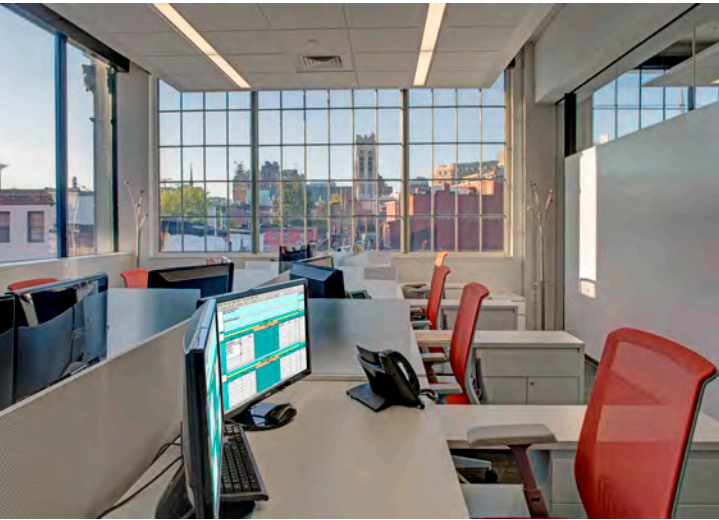
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