

REQUEST FOR PROPOSALS (RFP)

CLIMATE – RESILIENCE PROJECT AT POINT LOOKOUT STATE PARK

Alliance for the Chesapeake Bay

RFP SUMMARY:	The Alliance for the Chesapeake Bay is seeking proposals for full design-build services for a large-scale climate-adaptation project at Point Lookout State Park. The scope of the project includes the following: removing flood-prone campsites and associated infrastructure, restoring the area to marshland, conversion of additional campsites to day-use picnic areas, a 600 linear-foot living shoreline, and accessible walkways and an observation deck to provide a view and interpretation of the expanding marshlands.
PLACE OF PERFORMANCE	Work will be performed at: 11175 Point Lookout Rd, Scotland, MD 20687
RFP ISSUE DATE	Wednesday, April 29, 2026
PROPOSAL DUE DATE	Friday, May 29, 2026 at 5:00 PM
DEADLINE FOR QUESTIONS	The deadline for questions is Thursday, May 14, 2026 at 5:00 PM Eastern. Questions and/or inquiries must be submitted in writing to the contact below. Responses will be returned no later than Friday, May 22, 2026.
PROPOSAL SUBMISSION PROCESS:	Proposal submission requirements are described in Section 3 of this document. Interested parties should review carefully before preparing their proposal.
RFP WEBSITE:	https://www.allianceforthebay.org/get-involved/partner-with-us/
RFP OFFICIAL CONTACT:	Laura Todd, Associate Green Infrastructure Program Director, ltodd@allianceforthebay.org



1. THE OPPORTUNITY

1.1 Summary

The [Alliance for the Chesapeake Bay](#) (“Alliance”) is a regional nonprofit organization founded in 1971 and dedicated to restoring the lands and waters of the Chesapeake Bay watershed. With offices in Annapolis, Maryland; Lancaster, Pennsylvania; Washington, D.C.; and Richmond, Virginia, the Alliance works across state and local boundaries to advance practical, collaborative solutions that improve water quality and ecosystem health throughout the watershed.

Through on-the-ground implementation, technical assistance, capacity-building, and community engagement, the Alliance partners with local governments, landowners, nonprofits, and other stakeholders to achieve healthier lands, cleaner water, and more resilient communities. The organization’s approximately 75 staff members support a range of program areas, including Agriculture, Forests, Green Infrastructure, and Stewardship & Engagement. The Alliance’s work is guided by a collaborative, action-oriented approach and strategic priorities outlined in the [2023–2028 Strategic Plan](#).

The Alliance is soliciting proposals from qualified contractors for full design-build services for a large-scale climate-adaptation project to be performed at Point Lookout State Park. The purpose of this procurement is to design and install features within the park that will enhance coastal and climate resilience and encourage visitor education. The selected contractor will be responsible for completion of the work described herein, in accordance with the requirements set forth in this RFP and any applicable standards or regulations.

1.2 Background

This project is funded through the Great Maryland Outdoors Act and is intended to adjust the park’s infrastructure to include resilient replacement protocols. The procurement supports an effort to implement a forward-looking and resource-based framework necessary to ensure safe, maintainable access and recreational experiences in an era of climate instability.

Where relevant, proposers should be aware of the following contextual factors in developing their proposals:

- This project is a continuation of a partnership between the Alliance, Maryland Park Service, and Maryland Department of Natural Resources to enhance the climate resilience of Point Lookout State Park.



- The campsites specified for conversion/removal in this RFP are popular features of the park. This project is an effort to maintain limited access to the area while installing resilient protocols in response to climate-related impacts to park infrastructure.

1.3 Award Terms

The Alliance for the Chesapeake Bay (“Alliance”) anticipates awarding one contract as a result of this Request for Proposals. The anticipated contract term is from contract execution through December 31, 2030.

The expected contract type is firm-fixed-price. Proposers should structure their proposals and pricing accordingly and clearly identify any assumptions related to cost, schedule, or scope.

The Alliance reserves the right to negotiate scope, deliverables, and pricing prior to award. Where applicable, the Alliance may make multiple awards under this RFP and may award contracts for all or a portion of the services described herein.

2. SCOPE OF WORK

2.1 Purpose and Scope

The purpose of this contract is to design, permit, and construct a suite of climate-adaptation features at Point Lookout State Park. The contractor will provide full design-build services in support of this effort.

The scope of work under this contract includes removing flood-prone campsites and associated infrastructure and restoring the area to marshland, conversion of additional campsites to day-use picnic areas, a 600 linear-foot living shoreline, and accessible walkways and an observation deck to provide a view and interpretation of the expanding marshlands, as further described in this section. Services are intended to adjust the park’s infrastructure to include resilient replacement protocols. Work outside the scope described herein is not authorized unless approved in writing by the Alliance. Successful performance under this contract is expected to achieve the following outcomes:

- Site assessment and surveys to inform a design for climate-resilient protocols within the park.
- Permitting and implementation of the protocols within the design, including passive recreation amenities to enhance visitor experience in the project area.

This procurement is funded in whole or in part through the Great Maryland Outdoors Act. Where federal funds are involved, this procurement is subject to the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (2 CFR Part 200).



Additional information about the project can be found in a recent [press release](#).

2.2 Tasks/Services to be Provided

The Contractor shall be responsible for performing the following tasks and services in accordance with this Scope of Work:

Task 1 – Site Assessment and Survey

The Contractor shall perform all necessary site assessments and surveys of the project area that will inform the design in accordance with the goals and objectives of this project. The surveys and assessments shall capture elevations, flood risk, and ecological context to identify areas for removal or conversion of existing infrastructure in the park to resilient protocols, including the living shoreline and marsh areas. A list of services associated with this task includes but is not limited to geotechnical and cultural resources investigations, and topography, bathymetry, and wetland delineation surveys.

Task 2 – Design Development

In accordance with the site assessment and surveys described above, the Contractor shall develop a design including the following climate-resilient protocols:

- Convert ten (10) campsites in the Green’s Point Loop to accessible day-use picnic sites. The design shall include the following considerations:
 - Each site shall include one large picnic table made of rust-resistant composite materials.
 - Existing crushed stone pads shall be re-used and refurbished as needed.
 - One (1) converted site shall be ADA compatible and feature an accessible path (constructed of screw-pile boardwalk if elevation is needed; see boardwalk section below for material details).
 - Parking for the converted picnic sites shall reuse and refurbish existing stone driveways. Repair/replace culverts as necessary.
 - The existing parking for the remaining fishing pier/boat dock shall be refurbished, consisting of crushed stone material recycled from removed campsites.
 - Reuse and recycle removed gravel materials to refurbish two additional gravel access paths from the roadway to the bathroom facility. Repair/replace culvert pipes as necessary.
- Raze one bathroom facility in the Lanier Loop and restore the footprint and immediate area (approximately 1,300 sf) to native marshland habitat. Internal bathroom components will be removed by the Maryland Park Service prior to demolition. Assistance with the remaining utility disconnection is requested. Any remaining water and sewer hookups should be abandoned, ensuring any

“pass-through” use is maintained. A plan set for the bathhouse facility will be provided to the selected contractor.

- Convert the remaining forty five (45) campsites in Green’s Point Loop and Lanier Loop to native marshland habitat.
 - Existing asphalt roads and gravel pads, driveways, and paths in Lanier Loop shall be removed, and the area converted to native marshland habitat.
 - Ensure vehicle access to park utilities will remain.
- Establish a living shoreline on the west side of Green’s Point, measuring approximately 600 linear feet, prioritizing nature-based design approaches. This living shoreline aims to stabilize eroding marsh soils while providing distinct habitat and nesting opportunities for the diamondback terrapin.
- Install approximately 100 linear feet of raised ADA-accessible observation platform within the restored marsh areas and along the living shoreline. The platform shall be:
 - Screw-pile construction with materials offering a lifespan of at least 15 years.
 - Elevated sufficiently to provide a vantage point and avoid minor flooding.
 - Compatible with the installation of interpretive panels (locations to be determined during the design process).
 - Designed and oriented to discourage fishing from the boardwalk.

During the design phase, the contractor is expected to develop multiple access alternatives (e.g., observation deck(s) with seating, raised platforms, accessible walkways), fully integrating ecological restoration and resilience measures. The contractor should suggest walkway/observation deck material options such as rot-resistant wood, composite boards, and others such as [PermaTrak](#).

Task 3 – Permitting

The Contractor shall acquire all permits necessary for the implementation of the design containing the suite of practices described above, including coordinating with and addressing comments of permitting agencies and their representatives. Local, state, and federal permitting is anticipated for this project, and the contractor shall verify permitting needs prior to bid submittal.

Task 4 – Implementation

The Contractor shall implement the climate resilient protocols, following guidelines outlined in permits, and in accordance with the final design.



The Contractor shall furnish their own electricity, fuel, and water during implementation, or appropriately document and reimburse the Maryland Park Service for any utilities used during the construction phase, with prior approval from Maryland Park Service.

The Contractor shall assess the condition of park roadways prior to use by construction vehicles. Repair needs, methods, and responsibility will be determined in conjunction with the Park Manager.

2.3 Deliverables and Schedule

The Contractor shall provide the following deliverables in accordance with the schedule below. Deliverables must be submitted in a format acceptable to the Alliance and are subject to review and approval. The Contractor should coordinate with the Alliance's designated representative in advance of submission to confirm format requirements and clarify what is and is not acceptable.

Deliverable	Description	Due Date / Milestone
Kickoff Meeting	Attend (virtual or in-person) kickoff meeting with Alliance, MPS, and DNR partners.	July 2026
Concept design	Develop concept design for review by project partners; complete assessments and surveys	September 2026- October 2026
30% design	Develop 30% design based on surveys, assessments	October - November 2026
Host design review meeting and revise design	Host design review meeting with project partners and revise design as applicable	November 2026 - December 2026
Pre-application meeting	Attend on-site pre-application meeting with regulatory agencies.	December 2026 - January 2027
60% design	Develop 60% design plan	December 2026 - February 2027
Joint Permit Application	Prepare and submit Joint Permit Application	February - March 2027
Local permitting	Prepare and submit County permits, as applicable	April - May 2027



Permits in-hand, 100% design plan	Acquire all approved permits needed for construction phase; provide stamped 100% plans	November 2027
Construction	Construction of the project according to the final permitted plan set	December 2027 - April 2028
As-built Survey	Complete as-built survey of project	April 2028 - May 2028
Planting	Install plants according to approved planting plan	May 2028
Punchlist	Host punch-list inspection with project partners; address punch-list items	September 2028

Failure to submit required deliverables in accordance with this schedule may delay acceptance of work and associated payments.

2.4 Performance Standards

The Alliance will determine that work performed under this contract is acceptable when:

- All work is performed in accordance with the specifications of the contract and any applicable plans, specifications, or technical standards.
- All required tasks and deliverables are completed within the contract period of performance.
- Completion of work and deliverables is reviewed, verified and approved by the Alliance or its designated representative.
- A “punchlist” document is created and a substantial completion meeting is held. All items on this document are completed.
- An as-built survey is completed by a qualified engineer and provided to the Alliance.

Acceptance of work by the Alliance is required prior to payment unless otherwise specified in the contract.

2.5 Period and Place of Performance

The period of performance for this contract shall be from date of contract execution through December 31, 2030.

Services shall be performed at 11175 Point Lookout Rd, Scotland, MD 20687. Where services are performed on property, the Contractor shall coordinate access in accordance with Alliance



requirements and obtain or comply with any required landowner permissions, when applicable, and shall restore the site to a safe, clean, and orderly condition upon completion of the work.

2.6 Operating Constraints and Special Requirements

The Contractor shall comply with the following operating constraints and special requirements; additional applicable constraints may also apply.

- The following type(s) of insurance and minimum amount(s) of coverage are required:
 - a. Commercial General Liability - One million dollars (\$1,000,000) combined single limit per occurrence for bodily injury, property damage, and personal and advertising injury and three million dollars (\$3,000,000) annual aggregate. The minimum limits required herein may be satisfied through any combination of primary and umbrella/excess liability policies.
 - b. Errors and Omissions/Professional Liability - One million dollars (\$1,000,000) per combined single limit per claim and three million dollars (\$3,000,000) annual aggregate.
 - c. Worker's Compensation - The Contractor shall maintain such insurance as necessary or as required under Workers' Compensation Acts, the Longshore and Harbor Workers' Compensation Act, and the Federal Employers' Liability Act, to not be less than one million dollars (\$1,000,000) per occurrence (unless a state's law requires a greater amount of coverage). Coverage must be valid in all states where work is performed.

All work shall be performed in accordance with applicable federal, state, and local laws and regulations and the terms and conditions of the funding sources supporting this work.

Access to park: May - September 7 am to 5pm, October - April 8am to 5pm. Park staff will make an effort to accommodate access for work past 5pm, as needed. A gate code will be provided for the contractors to access the campground area. Staging and supply storage could be coordinated in Lanier and Greens Loop. Repair of any damages, including wear and tear to roadways during construction is the responsibility of the contractor.

Based on a desktop analysis, there are not any resources in the project vicinity that will trigger time of year restrictions for construction. The contractor should verify this when developing their project schedule.



3. SUBMISSION INSTRUCTIONS

3.1 Proposal Content

Proposals must be organized using the section headings identified in this Request for Proposals. Each section of the proposal should correspond directly to the evaluation criteria described in this RFP. Proposers are encouraged to present information in a clear and concise manner and to address all required elements within each section. Proposals should include the following sections, as applicable to this procurement:

- **Technical Approach** The proposer shall submit a technical approach describing its approach to performing the work outlined in the Scope of Work. The workplan should demonstrate an understanding of the project scope, objectives, and operating context. The draft project workplan shall describe the proposed activities, timeline, and roles, and should reflect familiarity with the Alliance’s mission, geography, and current operational context, as applicable. The proposer should identify any best practices or proven strategies relevant to the work. *Limited to 6 pages*
- **Qualifications, Experience, and Capacity** The proposer shall describe its qualifications, experience, and capacity to successfully perform the work described in this RFP. This section should include relevant experience performing similar work, qualifications of key personnel, and organizational capacity to deliver the required services within the proposed timeframe. *Limited to 4 pages*
- **Project Schedule** Include a proposed project schedule that accomplishes all deliverables within the contract period.
- **Pricing Proposal** The proposer shall submit a price proposal reflecting the total price for performing the work described in the Scope of Work. Pricing must be reasonable in relation to the proposed scope and approach. Price should be presented as line items to reflect the costs per each task within the scope of work.

Proposers must ensure that all information necessary for the Alliance to evaluate the proposal in accordance with the stated evaluation criteria is included. Proposals that are incomplete, improperly organized, or that do not address the required sections may be deemed non-responsive.

3.2 Proposal Submission Instructions

Proposals must be submitted electronically by email to the individual identified on the cover page of this Request for Proposals. Proposals must be received no later than the closing date and time noted on the cover page.

Proposals should be submitted via email as a PDF and with the subject line Proposal: Climate-Resilience Project at Point Lookout State Park. Proposers are responsible for ensuring



that their proposals are successfully transmitted and received by the Alliance by the stated deadline.

Late proposals will not be accepted or considered. The Alliance is not responsible for delays due to email transmission issues, file size limitations, or other technical difficulties experienced by the proposer.

Exceptions to electronic submission may be approved in advance by the IFB contact for extenuating circumstances. Any approved hard-copy submissions must be pre-authorized and received by the Alliance by the stated deadline. Mailed or hand-delivered bids received after the deadline will not be accepted.

3.3 Questions and Clarifications

Questions regarding proposal submission should be directed to the contact identified on the cover page in accordance with the instructions provided in this RFP. Proposers may submit written questions regarding this RFP in accordance with the deadline and instructions identified on the cover page. Questions must be submitted in writing to the RFP Official Contact.

Responses to substantive questions may be shared with all prospective proposers, without identifying the source of the question, when the Alliance determines that the information is relevant to proposal preparation.

3.4 Pre-Bid Meeting

The Alliance will hold a pre-bid meeting to provide additional information relevant to this IFB. The purpose of this session is to provide all interested bidders with the same information regarding project requirements and bid preparation. Pre-submission meetings or discussions with individual bidders will not be held unless the opportunity is announced and made equally available to all interested bidders.

Meeting Type: Pre-Bid Meeting

Date: Monday, May 11, 2026

Time: 10:00 AM - 12:00 PM Eastern

Location / Access Information: Point Lookout State Park, 11175 Point Lookout Road, Scotland, MD 20687

Attendance: Mandatory



3.5 Conflicts of Interest

Proposers must disclose any actual or potential conflicts of interest that could reasonably be perceived to affect their ability to perform the work objectively and in the best interest of the Alliance. The Alliance reserves the right to determine whether a disclosed conflict of interest is acceptable, can be mitigated, or requires disqualification of the proposal.

4. HOW WE CHOOSE

3.6 Minimum Qualifications

To be considered responsive, proposers must meet the following minimum qualifications at the time of proposal submission:

- **Responsibility and Eligibility.** The proposer must be a responsible entity and must not be suspended, debarred, or otherwise excluded from participation in federal, state, or local government programs.
- **Licenses, Permits, and Legal Compliance.** The proposer must possess, or be able to obtain prior to contract execution, all licenses, permits, registrations, and authorizations required to perform the work described in this RFP in the applicable jurisdiction(s). Contractor shall be a Licensed Marine Contractor in Maryland.

Failure to meet any of the minimum qualifications listed above may result in disqualification of the proposal. The Alliance reserves the right to request documentation or verification to confirm that proposers meet the stated minimum qualifications.

3.7 Evaluation Criteria

Proposals will be evaluated by an evaluation committee based on the criteria set forth below. The Alliance intends to select the proposal(s) that represent the best value to the organization, considering both technical merit and cost. The relative importance of each criterion is reflected in the assigned weight.

Evaluation Criterion	Description	Weight (%)
Technical Approach	Evaluation of the proposer’s technical approach.	40%



Qualifications and Experience	Evaluation of the proposer’s qualifications, experience, and capacity to perform the work.	40%
Price	Evaluation of the proposer’s proposed price to complete the tasks outlined within the scope of work and with value engineering in mind.	20%

Evaluation of cost/price will be on the reasonableness, completeness, and cost-effectiveness of the proposed pricing in relation to the proposed approach and scope of work. Where federal funds are involved, proposed costs must be allowable, reasonable, and allocable in accordance with 2 CFR Part 200. The Alliance reserves the right to consider overall proposal quality, demonstrated understanding of the work, and alignment with the goals of this procurement when making a final award determination.

3.8 Selection Process and Selection Schedule

The Alliance anticipates the following schedule for this procurement. The Alliance reserves the right to modify this schedule as necessary.

- **RFP Issued:** see cover page
- **Deadline for Questions:** see cover page
- **Proposal Submission Deadline:** see cover page
- **Anticipated Evaluation Period:** 14 days after submission deadline
- **Anticipated Award:** 45 days after submission deadline

Proposals will be evaluated in accordance with the evaluation criteria set forth in this RFP and through a multi-step review process, which may include the following stages:

1. **Responsiveness Review.** The Alliance will conduct an initial review to confirm that proposals are complete and responsive to the submission requirements. Proposals that fail to meet minimum qualifications or submission requirements may be deemed non-responsive and removed from further consideration.
2. **Technical and Cost Evaluation.** Responsive proposals will be evaluated based on the stated evaluation criteria. The committee will assess the written proposals to determine the extent to which each proposer demonstrates the ability to successfully perform the required work.
3. **Additional Review Activities (As Applicable).** The Alliance may, at its discretion, invite one or more proposers to participate in interviews, presentations, demonstrations, site visits, or other clarification activities as part of the evaluation process. Participation in these activities may be required to remain eligible for award.



The Alliance intends to select the proposal(s) that represent the best value to the organization, considering both technical merit and cost.

The Alliance reserves the right to amend, suspend, or cancel this RFP at any time; to reject any or all proposals; to waive minor irregularities; and to negotiate with one or more proposers prior to award. Issuance of this RFP does not commit the Alliance to award a contract or to pay any costs incurred in the preparation of a proposal. Additionally, the Alliance reserves the right to reject any or all proposals and to make no award under this RFP.