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Executive Summary

The S.B. Ballard team understands that one of the primary responsibilities of local government is to ensure that every child within his or her community is provided with the best educational opportunities possible. Also, we understand that the three most critical factors in providing quality education include:

- Hiring and retaining qualified teachers and administrators
- Having an actively involved parent and neighborhood support system
- Providing students with high-quality environments that are conducive to learning

Our proposed **New Elementary School** program is designed to jump-start your capital replacement program and to provide relief of current facilities that are operating above desired capacities.

Our PPEA Design-Build Process allows our Design and Construction Team to make early design assumptions to meet anticipated project scopes and costs, while at the same time providing our clients, and the community, with the opportunity to provide the appropriate input and feedback necessary to ensure that the new facility is uniquely designed and developed to support the desired educational program goals.

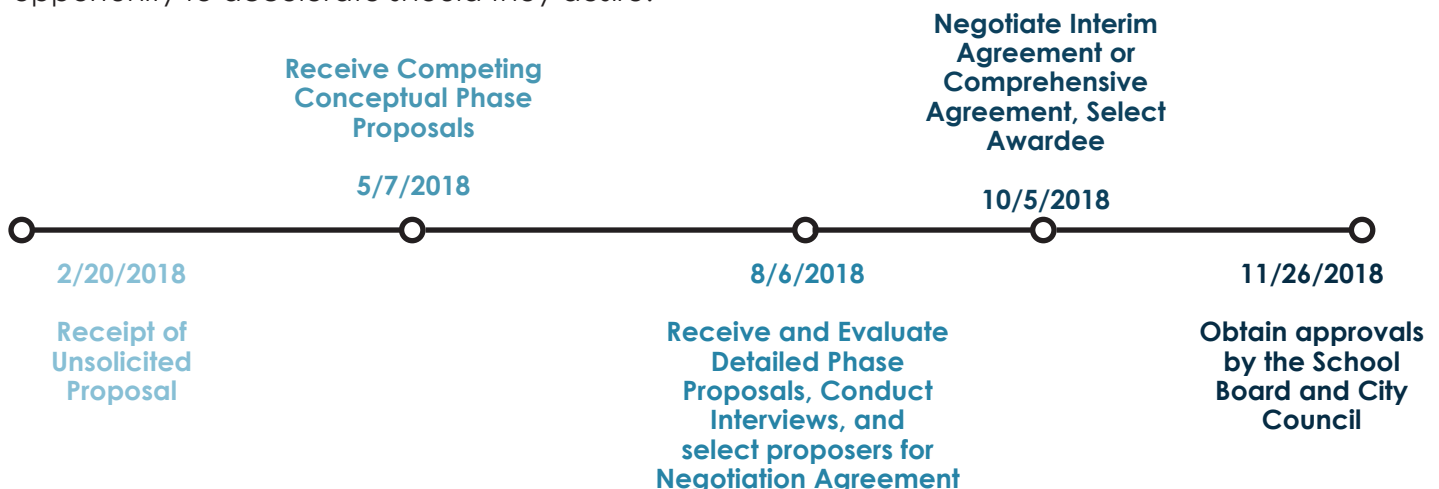
Public Input

As part of our preliminary design process, our team plans to hold three or four public forums for each school to get public input as well as input from teachers, principals, facilities, security, and local officers.

These designs may change as a result of design charrettes and input from the public forums we will hold. There is no fixed program or design and the City and School Board can change the program or design as they see fit. Our proposed plan ensures quality building materials such as HVAC, light fixtures, IT systems, and FF&E, allowing for easy maintenance and longer life of equipment.

Schedule

We understand the necessity for the City to advertise receipt of our proposal and to solicit competitive proposals. We have built our schedule using November 26, 2018 for the issuance to SBBCC of an Interim Agreement and then structured all subsequent activities starting from that date. This early release schedule will enable our team to quickly and accurately verify a number of our proposal allowances, assuring the City of Bristol and Bristol Virginia Public Schools a timely cost-saving start-up of the proposed project. This schedule is flexible and allows the City of Bristol and Bristol Virginia Public Schools the opportunity to accelerate should they desire.





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A. QUALIFICATIONS & EXPERIENCE

- a. **Identify the legal structure of the firm or consortium of firms making the proposal. Identify the organizational structure for the project, the management approach and how each partner and major subcontractor in the structure fits into the overall team.**

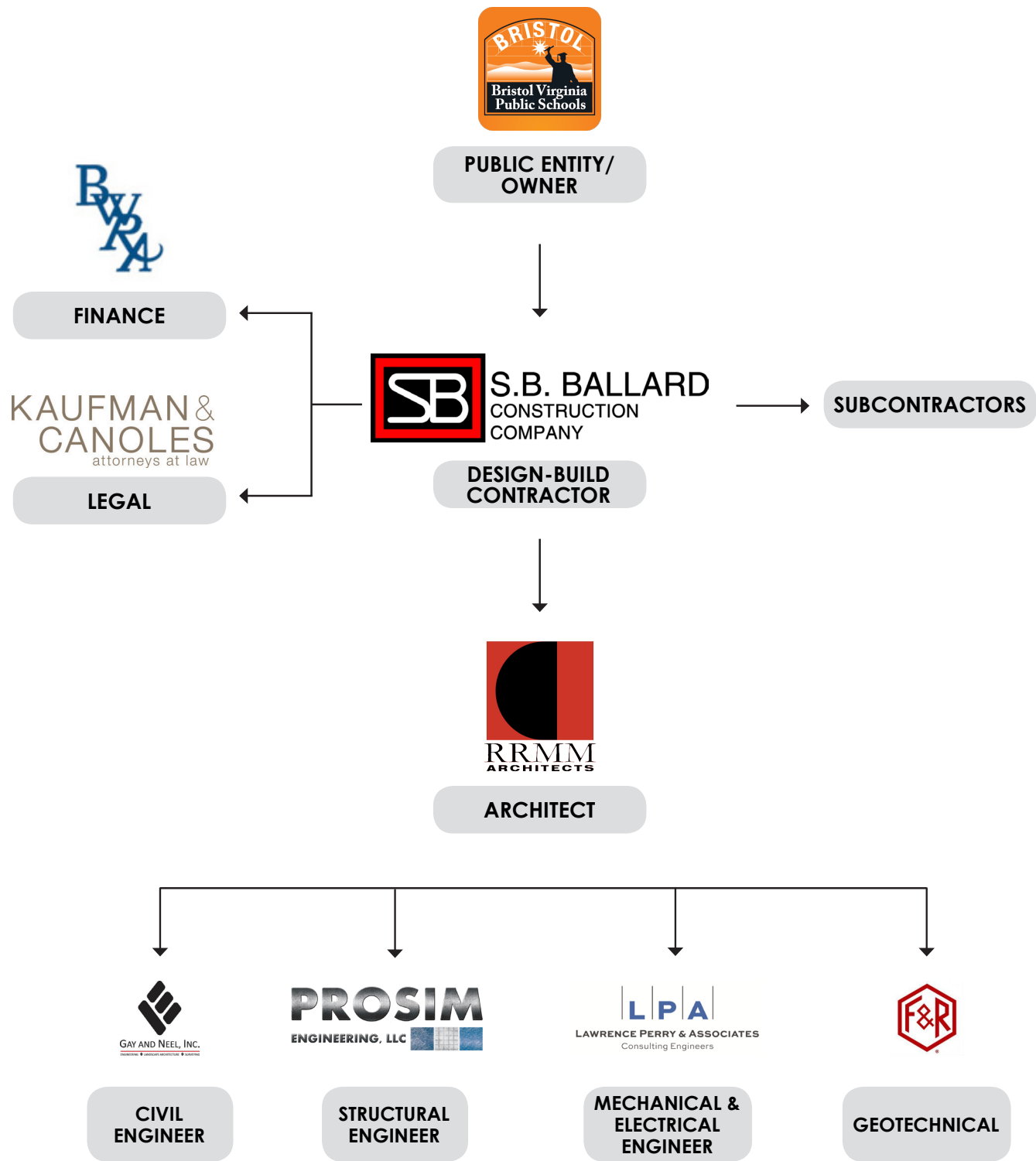
We have assembled an extremely well-qualified and experienced team of professionals who demonstrate the highest levels of excellence in their respective specialties and fields. Our dedicated professionals possess the combination of highly-developed skill sets, financial resources, and a shared vision to design, build, and deliver a new elementary school for the City of Bristol ("the City").

Each firm and the principal management personnel assigned to each phase of the planned work were selected for their individual records of excellence, as well as, their exceptional and proven track-records in forging effective working relationships in the local communities we serve, in both the private and the public sectors. We share the City's vision and look forward to developing a long-term relationship with the City of Bristol.

The team that has been assembled (indicated on the organizational chart on the following page) includes exclusive members for each key component of this process.

- As the Responsible Public Entity, **The Bristol Virginia School Board** (the "School Board" or "Owner") occupies the most critical role in this effort. The School Board will be involved throughout the entire design and construction process.
- The design and construction team will be managed by Design-Build Contractor **S.B. Ballard Construction Company** ("SBBCC").
- **RRMM Architects** ("RRMM") will manage the design team efforts.
- **Gay and Neel, Inc.** will provide site work, civil engineering services, and environmental services and work directly with RRMM.
- **Prosim Engineering, LLC** will provide structural engineering services working directly with RRMM.
- **Lawrence Perry & Associates** will provide M/E/P services working directly with RRMM.
- **Froehling & Robertson, Inc** will provide geotechnical services working directly with RRMM.

Organizational Chart & Legal Structure



The primary responsibilities of the key players on the team are as follows:



Responsible Public Entity / Owner

The Bristol Virginia School Board / Bristol City Public Schools manages the initial procurement and will oversee the construction of the new schools. Their approval will be required prior to the finalization of any design features, modification of any previously approved material or application methods to be utilized on the project, and will be responsible to evaluate and authorize any expenditures other than those established within the terms of the joint agreement.



Design-Build Contractor

S.B. Ballard Construction Company (SBBCC) will provide construction management and general contractor services and will serve as the primary contact for this project. SBBCC will lead the consortium of firms and will provide overall direction and management of the project. The Bristol Virginia School Board would contract directly with SBBCC. SBBCC will contract with design firm RRMM, as well as financial and legal consulting firms for the project. SBBCC will also contract directly with all construction trade subcontractors and any material suppliers whose products are not provided in a trade contract. SBBCC will be the responsible party for the overall execution of the combined proposed project. Further, as the managing firm, SBBCC will procure and maintain all required permits, payment and performance bonds, and the Builder's Risk Insurance policies. This arrangement places the full contract value of the project under the guaranty of the 100% payment & performance bonds.



Architect

RRMM Architects (RRMM) will provide design services and act as the Architect-of-Record. All associated building construction and civil-related design firms and all specialized engineering disciplines required will contract directly with RRMM. RRMM will manage all aspects of the design phases of the project, including reviewing material submissions for compliance with contract documents.



Civil Engineer

Gay and Neel Inc.'s (GNI) role on this project will be to provide the full suite of civil engineering services including topographic and boundary survey, site plan design including site layout, grading, utilities, erosion and sediment control, landscaping, and stormwater management. GNI will provide a full set of civil construction documents as necessary for approval by the reviewing authorities and for bidding and construction by the Contractor. In addition, GNI will coordinate with the team on cost-estimating and pricing for all work related to the civil site design.



Structural Engineer

Prosim Engineering, LLC will provide structural engineering, construction administration, and Agent 1 Special Inspections services for the school project. Structural design will be coordinated with all other disciplines to fulfill each building's functional requirements while achieving structural safety. Construction administration services will include submittal review, attending pre-construction meetings, conducting site visits. In addition, they will be responsible for performing, documenting, managing and coordinating the Special Inspections and the efforts of Froehling & Robertson, Inc, the testing agency.



Mechanical and Electrical Engineer

Lawrence Perry & Associates will provide, mechanical, electrical and plumbing engineering design and construction administration services. These services include, but are not limited to the design of all building ventilating and air conditioning and heating, building automation, lighting, power, fire alarm, intercom, data and auxiliary systems, domestic hot and cold water distribution, sprinkler system and sanitary and stormwater removal.



Geotechnical Consultant

Froehling & Robertson, Inc will be performing Geotechnical Engineering, Special Inspections and Testing Services for this project.



Approach to Design-Build Management

S.B. Ballard Construction Company prides itself on delivering high-quality projects on schedule and within budget while meeting the owner's operational and functional expectations. SBBCC's Design-Build philosophy is based on three principles:

- Outstanding customer service - what the owner wants, when the owner wants it
- Single point of responsibility - SBBCC is responsible for design, construction, and post-construction
- Ubiquitous communication - inclusive, open, clear, and concise

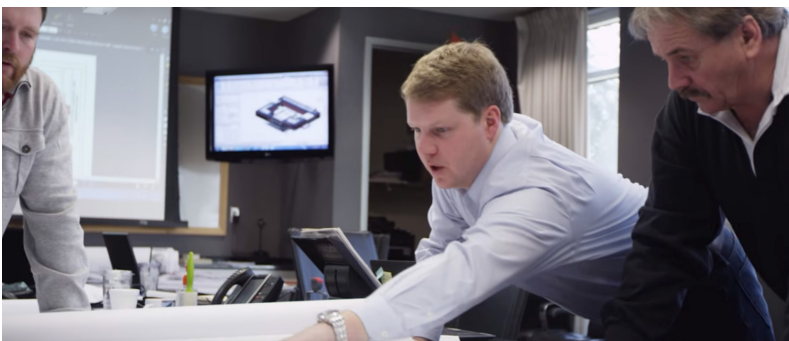
SBBCC's Design-Build approach puts the client / owner first. The owner defines the vision, goals, objectives, and budget. Throughout the planning and design process, the School Board's guidance, decisions, and engagement are an integral part of making this new elementary school a success. During construction the owner plays an important role in the detailed planning for furnishing and opening each school.

One of the major advantages of a Design-Build project is the single point of responsibility – Bristol Virginia Public Schools ("BVPS") will look to SBBCC as the single source of responsibility to manage program development, design, construction, and post-construction close-out. With SBBCC as a single point of responsibility for both design and construction, the risk transfers from the owner to the design-builder.

The third component of our management philosophy, communication, is the cornerstone of our success with projects. Understanding the owners' goals, keeping the owner engaged and valued, and holding a single firm responsible for outcomes works best when there is excellent communication flow between the total project team. Design-Build offers enhanced communication between the design professionals and the construction experts in real-time, leading to better teamwork and cooperation with the design-build team. This open, collaborative approach requires input from BVPS, designers, and construction staff as specific details are being developed. An experienced Design-Build team can anticipate issues and work through challenges before they negatively impact the project. This translates into design solutions and construction details that not only foster a balance between cost and constructability, but also, operational efficiency, flexibility, and maintainability. The focus remains on the project and the best value for BVPS.

Outcomes from SBBCC'S Design-Build philosophy include smaller and better managed budgets, faster project delivery, higher quality control, and a more satisfied owner.

Budget management is better because cost implications of every design decision can be evaluated as the design progresses. This facilitates an effective design which reduces both redesign costs and construction costs. This provides our clients with the "best value", often referred to as value engineering or best value management. Instead of occurring after the design is complete, this process occurs as the design is being developed.



Another benefit of Design-Build is that decisions impacting BVPS operating costs can be evaluated – first costs verses life-cycle costs and payback periods. By communicating the cost implications during the design process to both the design team and BVPS, SBBCC ensures informed decisions are being made and the budget remains realistic and the Owner continues to play a key role in the costs of the project.

Enhanced communication between all stakeholders results in superior and integrated design, better cost control, and a shorter project completion schedule – faster project delivery meaning that BVPS benefits by occupying the new elementary school sooner. With better design processes and earlier involvement of critical trades, bidding time can be reduced, also working to reduce the overall project timeline.

These items also promote higher quality control as key material determinations are made earlier in the design, helping to remove ambiguity that often surfaces in traditional design-bid-build construction documents. With the design professionals, engineers, and construction experts working as a single entity, they can, with input from BVPS, keep the focus on the best outcome for the project and the interests of the owner.

To implement SBBCC's management philosophy successfully, each project must have a Design-Build Project Manager. This person's role is different from project managers on Design-bid-build or Construction Manager projects. The Design-Build Project Manager must plan, lead, manage, facilitate, and create an environment that leads to a synergistic collaboration of all project stakeholders - owner, architects, engineers, consultants, contractors, subcontractors and vendors. Only by working together can individual experiences lead to creative solutions, cost reductions, and improved schedules.

The Design-Build Manager is the focal point in the communication between all stakeholders and the integrator of all the processes and activities from award, to start of construction through post-construction. As part of the team developing this proposal and the program for the new elementary school, SBBCC's Design-Build Manager maintains overall responsibility for the teams' performance, goals attainment, meeting the needs of the school system, while ensuring the regulatory and code requirements are met. During the initial phases following award, the Design-Build Manager will ensure all stakeholders are kept informed and involved with constant communication and information sharing tools, as the program is finalized.



SBBCC's management approach encourages community involvement by organizing and leading public meetings. In addition to SBBCC, the design team and consultants, representatives of the City of Bristol and BVPS will be invited to attend and help lead the discussion forums. Comments on the individual school design and program will be gleaned from public meetings and incorporated into the program and design as practical and feasible. Throughout the process – from design to construction - meetings of the entire team as well as smaller, focused teams will cover all the details, big and small, and make collective decisions, ensuring this project is successful.

Community Engagement Sessions



Integral to our management approach to ensure enhanced design, budget management and quality control are our constructability reviews. These reviews are performed by individual team members and collectively at scheduled meetings. All stakeholders including representatives from BVPS are invited and encouraged to not only attend, but actively participate in these group meetings. These meetings are held throughout the programming and design phases of the project. At the meetings, we draw on the knowledge, collective experiences, and lessons learned from all participants on previous school projects as well as projects in general. SBBCC generates constructability tracking sheets to facilitate sharing of information with all the team members and stakeholders. This is an excellent means to apply those experiences and lessons to the design of the five high schools.

Constructability Review Tracking Log Example

DATE of Comment	ITEM NO.	ITEM MARK (on dwgs)	Dwg No.	SBBCC Comments	By	DATE of Response	A/E Comments	STATUS TO DATE [] OPEN [✓] CLOSED	Owner Comments
GENERAL / SPECIFICATIONS									
30-Jan-2014	1	Specs	014520	TAB - Move to Division 23	TP	1/30/2014	<i>This needs to remain in Div 1 since it covers multiple divisions and is required to be a third party.</i>	✓	
30-Jan-2014	1	Specs	018119	3.2 A.1: Airborne Mold Testing is NOT required by USGBC. This will require 3rd Party Testing. Please remove.	TP	1/30/2014	<i>Airborne Mold section has been removed. Rjd</i>	✓	
30-Jan-2014	1	Specs	019113	General Commissioning: 1. Spec is unedited 2. Spec says we do whatever Cx says; No - we want a Cx plan before we agree & price.	TP	3.17.2014	<i>Specs have been edited, and now also include representative Cx Agent's specs (and plan) too</i>	✓	
12-Feb-2014	1	Specs	321216	Asphalt Paving - Still calls for a prime coat over the aggregate base in Paragraph 3.3.C. We were told this requirement would be eliminated from the specifications, in an answered RFI dated January 21, 2014.	CG	3.18.2014	<i>The specification section will be revised.</i>	✓	
13-Feb-2014	1	General	General	Please provide IT conduits, cable and terminations at the rack switches and the walls. Confirm that they are non existent on the drawings.	EM	3.17.2014	<i>AWAITING RESPONSE FROM DESIGN TEAM</i>	[]	Need input from Moseley on this item.
13-Feb-2014	1	General	Mech. + Plumb	Please review Mechanical and Plumbing coordination with ceilings. There seem to be conflicts at 2nd and 5th floors.	EJ	3.17.2014	<i>Ceilings on the 5th and 2nd floor have been lowered to better accommodate the amount of MECH / PLUM / IT infrastructure above the ceiling.</i>	✓	
LIFE SAFETY									
	2	2-LS2.1	LS2.1	Rated glazing at stairwell?	PL	3.17.2014	<i>This response is to the right side comment referring to door 1001B: No, this steel exit enclosure door leading to the outside does not need to be rated as it is not in a rated exterior wall.</i>	✓	See Moseley's response.
						30-Jan	<i>No response required. Rjd</i>	✓	Stair C: 1028A - 90 min FR, 1028B - 45 min FR

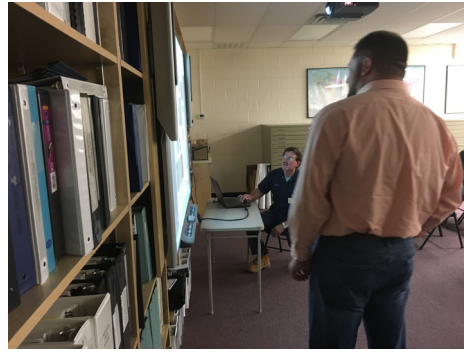
From the start of the design process, the SBBCC design-build team will prepare and update estimates and schedules to ensure budget management. These activities, along with best value solutions noted above, are critical to tracking compliance to the original budget and schedule to ensure both stay on track or are improved. Again, constant communication and information sharing keep all stakeholders involved and informed so timely decisions can be made with maximum amount of information and options available to the design-build and BVPS teams.

The construction schedule is another valuable tool in our design-build project management approach. SBBCC's design-build team recognizes the importance of the execution and maintenance of a well-developed Critical Path Method schedule. The schedule is a living, proactive document and is updated at various critical times during the overall process. The schedule presented in this document will be expanded to include additional activities detailing the project from award through design and construction. It will include major milestones as well as all applicable program items, design, bidding, procurement, construction and closeout activities to accurately execute the plan and realize the project completion as originally conceived. The schedule is developed under the control of SBBCC's Design-Build Project Manager who will draw on the experience of the various stakeholders to ensure it is a comprehensive document serving as a primary tool in the performance of the project. Our capability to produce an accurate, useful and integrated schedule is well proven.

Many of the processes incorporated in SBBCC's management approach to this project such as community meetings noted above, SWaM participation, sub-contractor pre-qualification, Building Information Modeling / Virtual Construction are described in more detail in other sections of this proposal.

Proper close-out and post-construction activities are vital to a successful project and is another integral component of our design-build project management approach to the successful completion of project. Focused, specific training for facility management teams is an integral activity in the transition from construction to occupancy by the school system. Training will be recorded for future reference and use by the facility staff. Detailed operations and maintenance documentation will be provided in digital and hard copies.

Facilities Management Training Sessions



SBBCC's electronic, interactive, close-out documents are created from our project management software (SharePoint) files. This easy-to-access PDF includes hyperlinks; which connect the contract documents to submittals, submittals to the Building Information Model (BIM), BIM to RFIs, and RFIs back to contract documents. The file includes operations and maintenance manuals and linked owner training videos. SBBCC also schedules on-site training for the facilities management and Owner Representatives.

Thus, the crux of success for a project such as this is building a team that understands the project's goals, has the experience to initiate and complete the project, and is capable of satisfying the needs of BVPS and ultimately the educational needs for the students of Bristol, Virginia.

For nearly 40 years, SBBCC has grown and evolved into a company that now performs a significant portion of our work using Design-Build and/or Public-Private-Partnership methodologies. However, our core values of customer service and on-schedule, within budget, safe, and high quality have never wavered.

SBBCC is known for pursuing challenging and complex projects using a multitude of management tools and experienced staff to ensure successful project outcomes. For this project SBBCC has teamed with a special group of architects, engineers, and consultants who have extensive experience with the design-build process. Just as important, all of the firms have worked together on multiple projects. The SBBCC team has the skills and staff needed to manage and coordinate the program, design, and construct, including managing the budget, scheduling the work, meeting deadlines, and procurement.

Use of the Design-Build and PPEA procurement method allows SBBCC to ensure a project's success by engaging the owner, architects, engineers, consultants, and contractors from the project's beginning. The collaboration between SBBCC's Design-Build team and BVPS throughout the project will result in the City of Bristol enjoying the benefits of a new elementary school for many years to come and significantly sooner than employing traditional construction methods.

- b. Describe the experience of the firm or consortium of firms making the proposal, the key principals and project managers involved in the proposed project including experience with projects of comparable size and complexity, including prior experience bringing similar projects to completion on budget and in compliance with design, land use, service and other standards. Describe the length of time in business, business experience, public sector experience and other engagements of the firm or consortium of firms. Include the identity of any firms that will provide design, construction and completion guarantees and warranties and a description of such guarantees and warranties. Provide resumes of the key individuals who will be involved in the project.**

This section includes the following information:

- i. Combined K-12 Projects of the Consortium of Firms
- iii. Design-Build Contractor - S.B. Ballard Construction Company Experience
- iv. Safety Performance and Capabilities
- v. Guarantees and Warranties
- vi. Architect - RRMM Experience
- vii. Civil Engineer - Gay and Neel Experience
- viii. Structural Engineer - Prosim Engineering, LLC
- ix. Mechanical and Electrical Engineer - Lawrence Perry & Associates
- x. Geotechnical Consultant - Froehling & Robertson, Inc

Combined Projects of the Consortium of Firms

Norfolk Public Schools Modernization Project (Design-Build PPEA) Norfolk, VA



Project Team:

S.B. Ballard + RRMM

Size of Project:

Southside STEM Academy	181,849 SF
Richard Bowling Elementary	101,074 SF
Larchmont School	92,958 SF
Ocean View Elementary	92,350 SF
Camp Allen Elementary	97,630 SF
Total	561,814 SF

Project Value:

Total of \$130,000,000 (Approx.)

Owner's Name:

City of Norfolk / Norfolk Public Schools

Completion Date:

Southside STEM Academy May 2016
Completed 70 days ahead of schedule

Richard Bowling Elementary July 2016
Completed 14 days ahead of schedule

Larchmont School May 2017
Completed 85 days ahead of schedule

Ocean View Elementary Aug 2017
Completed 29 days ahead of schedule

Camp Allen Elementary In Progress

Norfolk Public Schools Modernization Project | pg. 2



Larchmont School



Ocean View Elementary



Camp Allen Elementary

Project Description:

The S.B. Ballard Construction Company, RRMM Architects, The Livas Group, Kimley-Horn & Associates, Speight, Marshall & Francis, and Thompson Consulting Engineers (the "Project Team") were awarded the contract to build five (5) schools for the City of Norfolk, totaling 561,814 SF. This project involved the design and construction of these new facilities at five (5) different locations and demolition of the older existing facilities. The Project Team performed the work in overlapping phases which allows all five schools to be completed in a 5 year span. Four schools have been completed, all ahead of schedule, and the fifth school is currently under construction.

The Public-Private Partnership / Design-Build process provided the platform for the Project Team to engage the public in numerous community meetings throughout Norfolk, VA. The team held forums in each area's school zone to gather community input and discuss plans for each new school.



Project Team at Ocean View Elementary



Public Engagement Meeting

Norfolk Public Schools Modernization Project | pg. 3

The Project Team took the public input from the community meetings and incorporated this feedback into the different programs that were outlined by the City of Norfolk and Norfolk Public Schools (the City and School System). Special attention was also given to the existing design and construction of the surrounding buildings as well as the specific needs of the local neighborhoods and businesses for the new school construction.

One (1) of the five (5) new schools is located within the City of Norfolk but resides on federal property of a densely populated Military Installation that is home to some of the nation's most trained counter-terrorism personnel. This unique situation posed challenges regarding access to the site, multiple inspecting authorities, and additional requirements. Because of the use of the PPEA / Design-Build process, SBBCC worked closely with the City of Norfolk and the Federal Government to ensure that all design features and security requirements were closely monitored and incorporated into the design and construction of this school.

The City and School System saved millions of dollars in design, engineering, construction costs, and FF&E costs through economies of scale for design and construction and bulk purchases of furniture and equipment. This approach saved valuable time and money during the development of construction drawings.

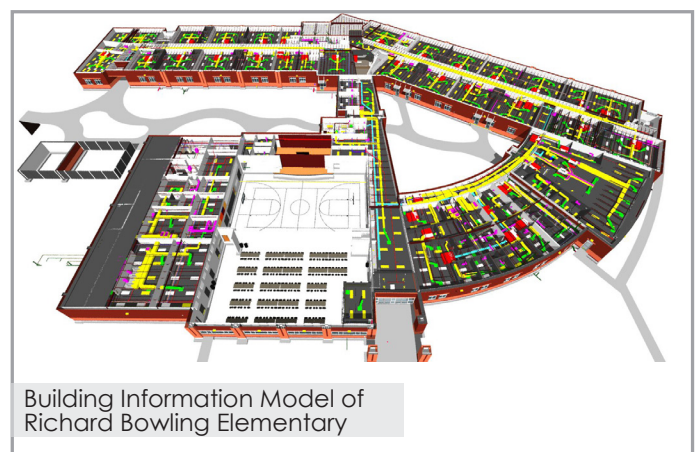
Constructability issues were minimized through the collaboration of the design and construction teams and the use of Building Information Modeling (BIM). SBBCC successfully managed and coordinated this complex project to build, demolish, and transition students and faculty from the old schools to the new school buildings with no interruption. This detailed, multi-phased success story is a testament to S.B. Ballard Construction Company's due diligence in working with the local communities, City and School System to learn about their needs and deliver on our commitment.



Public Engagement Meeting



Public Engagement Meeting



Building Information Model of Richard Bowling Elementary

Norfolk Public Schools Modernization Project | pg. 4



November 22, 2016

Mr. Stephen B. Ballard
S.B. Ballard Construction Company, Inc.
2828 Shipps Corner Road
Virginia Beach, VA 23453

Dear Stephen:

On behalf of the City of Norfolk and Norfolk Public Schools, I want to personally thank you and your Design/Build team for your tireless efforts to design and construct five new schools for the City of Norfolk. This partnership created through the PPEA process provides the City of Norfolk with state-of-the-art schools designed for the 21st Century education in an astonishingly short 5-year span. Already, two schools have opened (280,000 square feet), two more (200,000 square feet) are well into construction and the final school (97,000 square feet) construction will begin soon.

Under your leadership, your construction management staff along with the three architectural firms collaborated with the City of Norfolk, Norfolk Public Schools and the public to ensure each school met the needs and objectives of the communities they serve. This effort heightened public support for the project and created excitement in the communities, knowing they would not have long to wait for their new school.

With a budget of just over \$130M we were able to exceed our goals because of the diligent work of your team, who found ways to save money both during the early design phases and during construction. As with any construction project, unforeseen conditions will occur. I appreciate your team's efforts to find ways to mitigate these conditions. In my estimation, your team's dedication to this project and the resulting benefit to the City of Norfolk exceeded what was anticipated from a construction company.

I am extremely proud to be a part of this team and historic project for the City of Norfolk and Norfolk Public Schools. Thank you and your team for everything you do.

Sincerely,

David L. Ricks, P.E.
Director

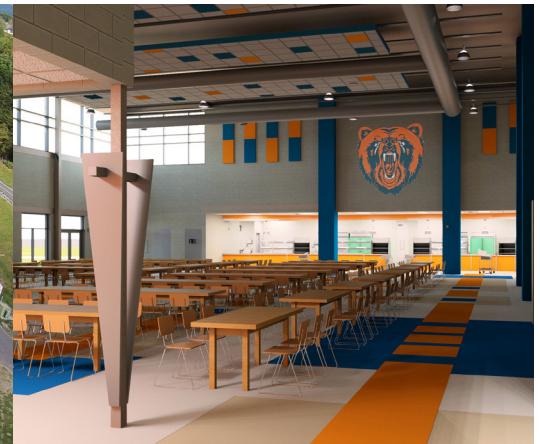
C: Sid Kitterman, City Engineer
John Alford, Project Manager

810 UNION STREET, SUITE 700 ▪ NORFOLK, VIRGINIA 23510 ▪ 757-664-4600
www.norfolk.gov

Union High School & Central High School (Design-Build PPEA) Wise, VA | Big Stone Gap, VA



Union High School



Central High School



Project Team:

S.B. Ballard + RRMM

Size of Project:

254,000 SF New Construction
+ Demolition

Project Value:

\$50,000,000

Completion Date:

January 2014

Owner's Name:

Wise County Public Schools

Project Features:

Each 127,000-SF building includes an

- Auditorium with capacity of 800 seats
- Gym with 1,500 seats
- 3 girls' locker rooms
- 3 boys' locker rooms
- 40 classrooms
- Modern media center
- Elaborate arts wing
- 2 new and fully equipped science labs
- 6 computer labs
- Wireless technology throughout the building
- Enhanced surveillance and safety measures
- Dining and kitchen space consisting of 22,215 square feet

Union High School & Central High School | pg. 2

Wise County Public Schools (the "Owner") needed to replace several aging high schools and consolidate the students into two new high schools. A creative yet budget-sensitive approach was needed. S.B. Ballard Construction Company, RRMM Architects, Speight, Marshall & Francis, and Thompson Consulting Engineers submitted a successful Public-Private Partnership / Design-Build proposal to design and construct the two new high schools.

Site Selection

The construction of Central High School was initially delayed by the Owner due to multiple site selections. SBBCC and the Design-Build project team offered to assist with the testing, analysis, and final selection of the site. This site selection process delayed the project by 5 months but the team completed the project on-time and within budget. SBBCC saved 3 months on the project schedule by expediting the foundations and the project team got "out of the ground" before cold weather hit. SBBCC had 7 excavators working: 5 of them were doing the foundations; dump trucks were being loaded with the spoils as they excavated the footings and moved it to the motor grader in the distance for fill where the football field was constructed. The construction team recovered all of the months lost at no additional cost to the Owner.

Design Development

The design was based on a prototype school, with a total net square footage area of 121,070 SF, including the auditorium, serving 750 students. At the time it was built, it significantly exceeded the average SF/student ratio of 152 SF reported by the Virginia Department of Support Services for every high school constructed in the State over the past six years. Each school building was designed to minimize energy costs and to assure that the end products met the highest standards of quality, while being capable of exceptional longevity.

Primary entrances open to a central 'Main Street' corridor that connect, as well as separates common use areas from the basic Learning Center areas. This allows the classroom area in each school to be easily secured from public use spaces (Dining Area, Gymnasium, Auditorium, Administrative Suite) during non-school hours to facilitate the use of the schools by residents of the County for various social groups, civic clubs, etc. so that the entire county realizes direct benefits from this new investment.



Union High School & Central High School | pg. 3

The classroom wings are partial two-story structures in order to conserve limited land area. They are composed along a double-loaded corridor to promote an efficient building design. The media center, teacher planning spaces, student locker pods, storage rooms, resource rooms, computer labs and toilets are strategically located for convenient access. The classroom wings are oriented to the sun to the greatest extent possible, in a way to maximize the opportunities for effective natural lighting strategies and to provide access to an outdoor space for select classes and dining opportunities.



Energy Savings

The natural lighting strategies that have been developed for these schools represent a truly cost-effective and energy saving technique and are integral to creating a welcoming and open indoor environment. The major elements of the new schools will be oriented on the site to take advantage of the east-to-west path of the sun. Clerestory windows, directional light accessories, white primary roofs, top lighting applications and interior window applications will work in concert to provide natural sunlight to the classrooms, art center, gymnasium, dining area and media center as well as other high-use spaces. Some additional sustainable design features of the buildings include:

- Exterior vision windows glazed with double-insulating Low-E glass
- Light-colored roofing materials used to reduce heat gain and reflect sunlight
- Occupancy sensors
- Indirect fluorescent lighting - dimmable and controlled by photo-cell sensors
- HVAC equipment sized for seasonal and hourly loads, rather than peak/maximum loading



Close-Proximity Construction and Demolition

Union High School was constructed within 25 yards of the existing, active high school. Safety of students, faculty, staff, and visitors was top priority on this project. The S.B. Ballard team was extremely cognitive of school openings, closings, and extra curricular activities. S.B. Ballard also communicated with the School System to minimize disruptions to the normal operation of the school. Both schools, Union and Central High School, were constructed safely, on-time, and within budget.





S.B. BALLARD
CONSTRUCTION
COMPANY

S.B. Ballard Construction Company | Design-Build Contractor

FIRM OVERVIEW

Founded in 1978, S.B. Ballard Construction Company (SBBCC) began as a concrete contractor performing residential and commercial concrete projects. The company quickly grew to become one of the largest concrete contractors in the nation. SBBCC's growth continued as it assumed the role of general contractor for commercial projects. SBBCC is now one of the largest construction companies in Virginia.

For nearly 40 years, we have continued our evolution and now perform the majority of our work using Design-Build, Construction Manager at-Risk, or Public-Private-Partnership methodologies. SBBCC has been long noted for our dedication to safe, high quality, on-time and within-budget performance. Use of the Design/Build, CM at-Risk or PPEA format allows SBBCC to ensure a project's success by engaging the owner, designers, and contractor from the project's beginning. The collaboration between the owner, designers, consultants, and SBBCC throughout the project has resulted in significant cost savings, schedule improvements, and a more satisfied owner across increasingly complex projects in both the public and private sectors. As evidence of client satisfaction, more than 65% of SBBCC's projects are with owners who have contracted with SBBCC for three or more projects.

SERVICES

S.B. Ballard Construction Company is headquartered in Virginia Beach, Virginia with an office in Richmond, Virginia and offers a wide range of services, including but not limited to:

- Public-Private Partnerships / PPEA Projects
- Project Concept and Development
- Construction Management
- Design-Build
- General Contracting
- Sustainable Construction/Green Building
- Pre-Construction Services
- Virtual Design Construction

\$600m+

Construction of
Educational Facilities

2.1m

Square Feet of
Educational Facilities

40

Years in Business in
Hampton Roads

07

Schools Built Under the
PPEA Delivery Method in
Virginia

S.B. Ballard Construction Company | Design-Build Contractor

PUBLIC-PRIVATE PARTNERSHIPS

S.B. Ballard's recent success lies in the PPEA delivery method. S.B. Ballard understands the importance of teamwork, early program verification, working with the City and the end users, as well as involving the key subcontractors and specialty engineers to ensure high-quality facilities for future students, faculty, staff, and visitors. SBBCC has built, and is currently building, over \$600 million worth of state-of-the-art educational facilities. Seven (7) of those schools have been designed and constructed under the PPEA delivery method, resulting in substantial owner savings and expedited project schedules.

EXPERIENCE

S.B. Ballard's accomplishments in Virginia include some of the region's most impressive educational facilities, including:

- Kellam High School
- Southside STEM Academy at Campostella
- Ocean View Elementary
- Larchmont Elementary
- Richard Bowling Elementary
- Camp Allen Elementary
- Kings Fork High School
- Linkhorn Elementary School
- Bayside Elementary
- Thalia Elementary
- Union High School
- Central High School

The S.B. Ballard team has the passion, commitment, and vision to lead our highly-qualified proposed team in the development, design, and construction of Bristol's new Elementary School.



Richard Bowling Elementary



Southside STEM Academy at Campostella



Ocean View Elementary



Larchmont Elementary



Kellam High School



Central High School

S.B. Ballard Construction Company | Design-Build Contractor

PROVEN CONSTRUCTION TEAM

SBBCC is confident in the ability and leadership of Design-Build Project Manager, Lloyd "TJ" Thomas, to manage the design and construction of the project alongside the on-site Project Manager and on-site Superintendent (yet to be determined). Mr. Thomas has been the Design-Build Project Manager on the Norfolk Public Schools Modernization Project for the last 4 years. His role has been to oversee all 5 NPS schools and has focused his attention to ensuring that any change made to one school was applied to each additional school. Jason Armstrong will lead the SBBCC team through pre-construction and will manage all estimating functions of the project.



NPS Storyboard Meeting



NPS Groundbreaking Ceremony



NPS Topping Off Party



NPS Contractor Appreciation Lunch



NPS Contractor Appreciation Lunch



NPS Contractor Appreciation Lunch

COMPLETION GUARANTEES AND WARRANTIES

It is of singular importance to note that S.B. Ballard (SBBCC) has never missed a client's deadline for beneficial occupancy of a project. SBBCC has a long and uncompromised record of delivering projects on-time and within budget. For this major capital project, we have included the costs to secure 100% Payment & Performance Bonds for the full construction value of the entire project including design services. This will provide the City with the highest attainable level of security, guaranteeing that the work is completed in full accordance with the completion dates and contract values to be agreed to by the principal parties. As the Developer/Design-Build Contractor, SBBCC will be the sole source for all project construction and completion guarantees, bonds, and warranties.

RELEVANT EXPERIENCE

We have included several firm representative projects summarizing our experience with projects of comparable size and complexity. All of SBBCC's projects have been completed early or on-time, within budget, and in compliance with design, land use, service, and project-specific standards.

Kellam High School Virginia Beach, VA



Size of Project:

350,952 SF; 108 Acre Site

Construction Cost:

\$74,746,262

Completion Date:

Design - May 2011

Construction - January 2014

Owner's Name:

Virginia Beach City Public Schools

Project Features:

- Six Learning Communities
- Experimental Labs
- Breakout Spaces and Presentation Spaces
- Learning Commons Spaces
- 2,000-seat Gymnasium
- 800-seat Auditorium
- 145-seat Black Box Theater
- Educational Courtyard
- Interdisciplinary Teacher Workrooms
- 4,500-seat Stadium
- Synthetic Turf Football/Soccer Field
- Running Track
- Baseball and Softball Fields
- Eight Tennis Courts
- General Practice Fields and Facilities
- 2 Outdoor Basketball Courts
- 2 Outdoor Volleyball Courts

Kellam High School | pg. 2

The SBBCC / SMF / MJT team + HBA Architecture successfully designed and constructed the new, 350,952 SF Kellam High School, completing the project 3 months ahead of the original completion date.

Design

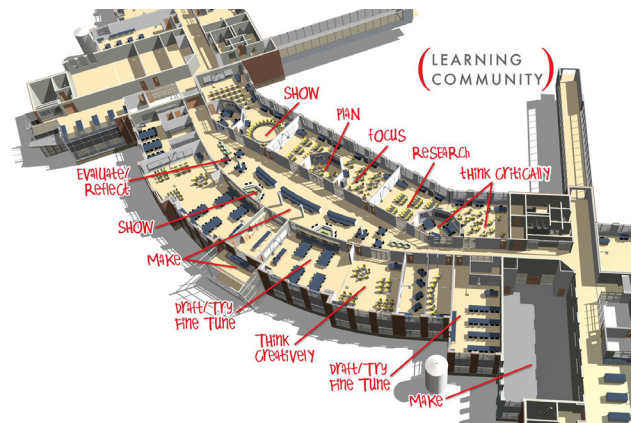
The Project Team and Virginia Beach City Public Schools established three clear objectives that would define success for this project:

- Involve full spectrum of stakeholders in collaborative planning and design processes to maximize the value of design-thinking across diverse networks and also to achieve both user and community “buy-in.”
- Design a high school facility that will facilitate and support the implementation of a new curriculum and assessment model founded on the principals of student-centered challenge-based learning and focused on developing skills in critical thinking, creative thinking, collaboration, communication, and community service.
- Create challenge-based learning opportunities for Kellam High School students that are integrated into the planning and design process for the new school through a collaborative effort between the design team and school faculty, and incorporate sustainable design strategies and themes into the school facility that will become embedded in the curriculum and that will encourage students to become engaged as lifelong-learners and sustainable-citizens.

Collaborative Planning & Design Processes

We firmly believe that collaboration between stakeholders of diverse viewpoints adds value to planning and design. Accordingly, the project team facilitated many collaborative planning and design processes that resulted in forward thinking and unique solutions that have culminated in a truly remarkable educational facility for 21st century learning:

- Educational specifications workshops
- Building planning & design charrette workshops
- Site planning & design charrette workshops
- Furnishings & equipment planning & design charrette workshops
- Educational courtyard design charrette workshops



Kellam High School | pg. 3

Sustainable Design Features

- Roof rainwater harvesting for irrigation of play fields
- site retains and infiltrates rainwater thereby reducing impact to municipal stormwater facilities
- vegetated roof / art courtyard
- courtyard benches made of site-reclaimed hardwood trees
- reforestation buffer between KHS site and Victoria Park
- bicycle storage
- recycled content materials used
- bamboo wood floor in gym
- low VOC emitting materials
- cool roof to minimize solar heat gain
- facilities planned for community use
- provisions for recycling included in design
- water-use reduction with low-flow fixtures
- energy saving HVAC system with geothermal wells
- HVAC system commissioning
- indoor air quality building flush & testing
- light pollution reduction
- daylight harvesting, and construction waste management



Construction

Virginia Beach City Public Schools utilized a pre-qualification process when bidding the Kellam project, and while SBBCC met the criteria and had the lowest bid, the bid was over the budget. SBBCC worked closely with the HBA and design consultants to lower the cost by \$10 million through best value and life-cycle cost analysis. In-house estimating experts provided solutions to lower the cost while still maintaining quality.

S.B. Ballard was responsible for bidding the job, selecting qualified bidders, viewing the site, making sure the soil reports were correct, analyzing the local weather conditions, building the schedule, and verifying minority participation was met. During the project, the team coordinated over 74 subcontractor firms and over 600 workers on a daily basis.

Kellam High School | pg. 4

Awards

2015 Project of Distinction

Association for Learning Environments [International] - A4LE (formerly CEFPI)

2015 Best Secondary School Design

Southeast Region of Association for Learning Environments - A4LE

2014 Gold Design Award

VA Chapter of A4LE and Virginia Department of Education

2014 Gold Design Award

VSBA - Virginia School Board Association

2015 Merit Award

AIA Hampton Roads Chapter

2015 Merit Award

VA ASLA - Virginia Chapter of the American Society of Landscape Architects

2014 Award of Excellence

HRACRE - Hampton Roads Association for Commercial Real Estate

2014 Honor Award

City of Virginia Beach Planning Commission



S.B. Ballard Construction Company | Resumes

Please see the following pages for the S.B Ballard Team:

- | | |
|---|--------------------|
| • Project Executive | Stephen B. Ballard |
| • Design-Build Manager | Lloyd "TJ" Thomas |
| • Estimator | Jason Armstrong |
| • Mechanical Engineer | Tim Patterson |
| • Virtual Design & Construction Manager | Ryan Joyce |





Stephen B. Ballard

President/CEO • Project Executive

Stephen B. Ballard is the owner and founder of S.B. Ballard Construction Company. With over 40 years of construction experience, Mr. Ballard oversees all construction operations and corporate functions including project management, estimating, corporate communications, safety, and quality. Since founding the company, he has been involved in each project and provides owners and developers with safe, high-quality facilities constructed on-time and within budget.

Years of Experience

Years in the Industry: 40

Education

- Maury High School
- Old Dominion University, Norfolk, VA (Honorary)
- Post Tensioning Institute
- Tilt Up Concrete Association

Professional Affiliations

- Associated General Contractors of America
- American Concrete Institute
- American Concrete Pumping Association
- American Society of Concrete Construction
- Builders and Contractors Exchange of Hampton Roads
- The Builders Exchange of Virginia
- Hampton Roads Association for Commercial Real Estate
- National Federation of Independent Business
- American Concrete Institute
- Wetlands Board
- Design-Build Institute of America
- Florida Council of P3

A large portion of S.B. Ballard's recent work has been under Public-Private Partnerships. This delivery method has several unique benefits to the Owner, including a higher level of cost and schedule control from the start. During the design process, Mr. Ballard and the team provide cost estimates at established points and determines if these estimates are in line with the established budget. S.B. Ballard is able to manage the project with Owner's best interest in mind at all times.

The recent development of two Wise County high schools using the PPEA process was an accomplishment for the community. The lengthy, complicated plan to consolidate six schools was a sensitive subject in the county, but SBBCC worked closely with the School Board and Superintendent to expedite the process by assisting with site selection, providing funding options, and leading the efforts necessary to initiate construction.

The City of Norfolk recognized the need to replace five very old schools but could afford to replace only one school at a time. The SBBCC team showed the City and School System how the PPEA process would allow all five schools to be developed under one contract and in only five years at significant cost savings.

Relevant Experience

- Union High School
- Central High School
- Southside STEM Academy at Campostella
- Ocean View Elementary
- Larchmont Elementary
- Richard Bowling Elementary
- Camp Allen Elementary
- Kellam High School
- Kings Fork High School
- Linkhorn Elementary School
- Bayside Elementary
- Thalia Elementary

**Years of Experience**

Years in the Industry: 16

Education

- Bachelor of Science, Biology, Virginia Tech
- Masters of Science, Construction Management, Drexel University

Professional Affiliations

- Design Build Institute of America (DBIA) Associate
- LEED Green Associate
- ACOE/NAVFAC CQC
- Associated General Contractors of America, Project Management Course Member

Lloyd "TJ" Thomas**Design-Build Project Manager**

As the Design-Build Project Manager and Owner Liaison, Mr. Thomas ensures that all parties are kept abreast of current design and construction items and that these items are resolved in a timely manner. Building one Design-Build school is challenging. Building five Design-Build schools as one project requires excellent communication between the Design-Builder and the Owner.

Mr. Thomas has a great working relationship with RRMM from the Norfolk Public Schools Modernization project. There is no learning curve for this team and Mr. Thomas brings a great deal of knowledge that he will share with Bristol Virginia Public Schools to make your project a success.

Relevant Experience

- Kellam High School
- Southside STEM Academy at Campostella
- Ocean View Elementary
- Larchmont Elementary
- Richard Bowling Elementary
- Camp Allen Elementary

**Years of Experience**

Years in the Industry: 12

Education

B.A., Finance, James Madison University

Professional Affiliations

- Design-Build Institute of America Associate
- U.S. Green Building Council (LEED AP)
- Associated General Contractors of America
- Professional Construction Estimators of America (Past Secretary and Treasurer)

Jason Armstrong**Vice President, Chief Estimator**

Jason Armstrong is the Vice President & Chief Estimator and is responsible for overseeing the estimating department. He also specializes in PPEA, Design-Build, and CM-at-Risk projects.

Mr. Armstrong has over 12 years of construction experience. He joined S.B. Ballard in 2011 as an estimator. In total, he has worked on nearly \$1.2 billion worth of projects amassing over 4.5 million square feet.

Mr. Armstrong is a certified LEED AP and Designated Design-Build Professional from the Design-Build Institute of America (DBIA). Additionally, he is active with several association including the Association of General Contractors (AGC).

Relevant Experience

- Kellam High School
- Southside STEM Academy at Campostella
- Ocean View Elementary
- Larchmont Elementary
- Richard Bowling Elementary
- Camp Allen Elementary



Tim Patterson
BSMET, BSMGT, MDesS, CEM, CxAP, CBCP, LEED AP
 Vice President, Mechanical Engineer

Tim Patterson has 35 years of industry experience, including 20 years as a mechanical system and controls engineer. Mr. Patterson also has operations management experience (production, planning and control) monitoring project quality, contractor contract adherence, and control of construction schedules. Mr. Patterson has a Master Degree in Design Studies (MDesS) from Boston Architectural College in Building Sciences with a concentration in Sustainable Design and Construction.

Years of Experience

Years in the Industry: 35

Education

- B.S. Mechanical Engineering, Central New England College
- B.S. in Business Administration, Old Dominion University
- Masters of Design Studies in Building Sciences, Boston Architectural College

Professional Affiliations

- AGC - Tidewater
- U.S. Green Building Council
- ASHRAE (Past President)
- ASPE

Mr. Patterson will work with the Project Team to ensure that all mechanical, electrical, and plumbing (MEP) systems are fully functional and operate as designed and expected prior to project completion. Throughout the integrated design process (IDP), Mr. Patterson will collaborate with all members of the project team—owners and managers; architects, engineers and other design consultants; contractors, suppliers, manufacturers and the energy modeler to ensure the interaction of all systems, components, building materials and construction techniques are evaluated before the final design is reached.

Relevant Experience

- Kellam High School
- Union High School
- Central High School
- Southside STEM Academy at Campostella
- Ocean View Elementary
- Larchmont Elementary
- Richard Bowling Elementary
- Camp Allen Elementary



Ryan Joyce, CM-BIM, RCDD

Virtual Design & Construction Manager

Ryan Joyce has 25+ years of MEP design and construction experience. In 1993, he began designing plumbing and HVAC systems in Virginia Beach for a local engineering firm. In 2008 Ryan began developing construction modeling for contractors and designing telecommunication systems. In 2009 he earned the certification of registered communication distribution designer, or RCDD and in 2014 became a certified manager in building information modeling, or CM-BIM.

Relevant Experience

- Union High School
- Central High School
- Southside STEM Academy at Campostella
- Ocean View Elementary
- Larchmont Elementary
- Richard Bowling Elementary
- Camp Allen Elementary

Years of Experience

Years in the Industry: 25

Education

Bachelor in Business Administration Information Systems & Mathematics, Radford University

Safety Performance and Capabilities

From our CEO to each member of the construction team, SBBCC's goal is to send everyone home at the end of the day in the same condition as when they arrived. The commitment of a corporate Safety Manager and the implementation of a project-specific safety plan on every project is the key to achieving this goal. Proactive in lieu of reactive safety management mitigates claims and schedule delays, and reduces the propensity for cost increases.

Zero loss time and zero injury incidents on projects are the result of a comprehensive safety program that begins before construction starts and remains in place through the warranty period.

Each member of SBBCC's project team is responsible for implementing the SBBCC safety program, led by the project's Safety Manager. Each on-site team member has the authority to implement the safety program including the removal of any worker whose actions may injure others, damage equipment, or compromise the security of the work site. All Project Superintendents at SBBCC have completed the 30-hour OSHA training, first-aid training, as well as CPR training courses.

SBBCC also includes daily clean-up of all of our subcontractors as mandatory, to include Friday clean ups. We dictate that all of the subcontractors participate in a massive clean-up on Fridays. SBBCC has its own street cleaning equipment, labor force, and mechanics, if needed, to assist any of the subcontractors with cleanup.

Project Safety Manager Responsibilities

The project's safety manager is responsible for the following:

- Work with the project manager, project superintendent, and all other project team members during the preplanning phase to create the project's safety plan.
- Orient all SBBCC personnel, subcontractors and their workforce regarding safety policies and instructions.
- Review and approve/reject safety manuals and procedures of each subcontractor.
- Review all paperwork and reports generated by subcontractors regarding safety meetings or incidents.
- Visit the site daily to inspect the work for compliance with safety policies and regulations.
- Prepare reports on a daily basis regarding compliance with safety regulations and document any violations.
- Maintain copies of all safety documents at the worksite.
- Conduct weekly safety training sessions with subcontractors and their staff.
- Fully investigate, document and report all incidents of safety violations or injury.

Pre-planning for Safety

The eventual success of any project begins with the quality of the initial planning. Integral to this success is the creation of a site-specific plan to provide a safe working environment, appropriate safety training, and a strong safety consciousness by the workforce, including supervisors, subcontractors, construction workers and material suppliers.

As the Project Team begins pre-construction services, they will begin to develop a safety plan. This safety plan will develop from:

- Inspecting existing site conditions and the surrounding environment to identify safety potential issues.
- Meeting with Owner Representatives to identify safety concerns and safety requirements.
- Determining the safest route to access the site. This route will cause the least interference and disruption to the existing school, surrounding area, as well as traffic flow.
- Separating and protecting students, staff, and local residents from construction traffic and activities.
- Reviewing local state and federal safety requirements/regulations as they pertain to the project, including OSHA.
- Identifying any insurer requirements.
- Determining appropriate safety equipment, apparel and training necessary for provide and maintain a safe construction environment.
- Identifying locations for fences, gates, signage, etc. required to keep the work site separate from the community.
- Scheduling potential dates, times, and locations when pedestrian and vehicular traffic will have to be managed due to construction deliveries.
- Reviewing potential subcontractor safety plans and safety history.
- Identifying any hazardous materials to be used on the project, how they will be used and controlled, what specialized training is required and the plan for their removal.
- Identifying any specialized training required and how it will be provided.

Safety Preparation Prior to the Start of Construction

Once the site-specific safety plan has been developed, it will be implemented prior to the start of any work on the project. Sample activities include:

- Holding meetings with all subcontractors to communicate the safety plan.
- Ensuring the contractor includes the safety plan components in its project safety plan.
- Conducting safety orientation meetings with all workforce personnel.
- Notifying appropriate staff and personnel of safety plan requirements that relate to the existing schools.
- Creating an Emergency Response Plan.
- Example: the requirement that visitors to the site must wear safety glasses, hard hat, and safety vest.

Safety Activities Once Construction is Underway

Numerous safety related activities will occur during construction in order to ensure a safe working environment. These include but are not limited to:

- Weekly meetings with subcontractors always begin with a safety topic review, discussion of new safety requirements, a demonstration, or information regarding a recent safety violation and how the violation can be avoided in the future.
- Meeting discussions of upcoming scheduled work will include discussion of any relevant safety measures that need to be taken.
- Emergency procedures are discussed with the subcontractors. The subcontractors are expected to share the procedures with their workers. Emergency procedures are also posted on the job site and in safety manuals.
- The Safety Manager will inspect work conditions daily and report any safety concerns to the project manager, project superintendent and the appropriate subcontractor supervisor. The safety manager will ensure corrections are made.
- Deliveries to the site or laydown area will be scheduled to minimize interruption of daily operations at the existing school and pose the least hazards to the community. For example, steel may be scheduled for a 6am delivery to avoid school traffic.
- New safety regulations will be discussed in weekly meetings with subcontractors, posted for the benefit of the workforce. When appropriate, information regarding new regulations will be distributed to each member of the workforce.
- Any person on the job site, whether employee or visitor, must wear a hard hat, safety glasses and safety vest.
- Only authorized personnel will be allowed within the construction area. Visitors to the site, whether staff, architects, engineers, inspectors, or other invited guests must check in at the site office and be escorted by SBBCC staff at all times.
- SBBCC staff will announce any safety hazards and convey safety instructions before walking any part of the project site.

Language Barriers

In today's diverse workforce, we understand not all employees, owners, visitors, students, faculty, etc. speak or comprehend the same language. In order to provide a safe work environment we offer all training classes, videos, documents, manuals and instructional aids in different languages. If we are unable to have an employee on site that can translate between different languages, during meetings a translator is used.

Safety policy for drugs, alcohol and other prohibited articles:

Policy

This policy prohibits certain items and substances from being brought on to, or being present on, Company premises and jobsites. This policy applies to subcontractors, suppliers and others who perform work in connection with the operations of SBBCC.

Purpose

To help ensure a safe, healthy and productive work environment for the employees, subcontractors, and others, and to protect Company property to ensure efficient and safe quality operations.

Implementation

SBBCC has implemented post-accident drug screening of our employees and others working on our jobsites. SBBCC requires pre-employment drug screening for regular, full time, and bi-weekly employees.

Subcontractors are expected to adhere to all SBBCC safe work practices, and this expectation is included in each subcontractor contract. SBBCC has a zero-tolerance policy towards those who knowingly put others at risk of harm due to creating unsafe conditions or unsafe work practices.

Each employee is empowered to stop work if unsafe conditions exist. The employee must report the unsafe condition to a supervisor or correct the condition immediately and then reported to a supervisor. Project managers, project superintendents and projects safety personnel routinely inspect the site for unsafe conditions or work practices. Results of these inspections are documented and reviewed so that improvements can be made.

Hazard Communication

SBBCC has a hazard communication program for chemicals that are standard in construction. Examples are:

- Gas
- Diesel fuel
- Oil
- Grease
- Silica



RRMM Architects | Architect

FIRM OVERVIEW

RRMM Architects is an award-winning, full-service architecture, planning and interior design firm with offices in Chesapeake, Richmond, Roanoke, Arlington and Rockville, MD. Since our founding in 1988, the firm has grown to 103 employees, and was recognized as the largest architecture based firm in the Commonwealth by Virginia Business magazine.

Built on the foundation of a broad and dedicated clientele with repeat business exceeding 60 percent, and attaining 40 percent of new clients, RRMM Architects has consistently demonstrated a level of service and design that has earned the trust and respect of clients and peers alike. As visionaries, asking the right questions and developing a thorough understanding of the client's needs and goals is the first step in setting a solid foundation for decision making during the design process. RRMM is committed to our clients' success and to our mission of creating great places to live, work, play and learn.

LOCAL EXPERIENCE

RRMM Architects has extensive experience in providing facility studies, architecture, planning and interior design services for public schools throughout Virginia. We have provided these services since our inception in 1988. This experience includes high, middle, elementary school and combined facilities whether new or renovated, prototypical or custom, large or small, simple or complex.

All of RRMM Architects' school design personnel are dedicated to the future of our children, their contribution to society and the creation of effective learning environments that support the best possible opportunities for student learning. We blend the skills of our educational studio staff with that of other members in our firm, bringing Bristol Virginia Public Schools an extensive array of project experience. We believe our educational focus and our commitment will be a valuable asset to you.

This section presents RRMM projects that are most relevant to your new elementary school project.

138

Elementary Schools

58

Middle Schools

60

High Schools

36

Registered Architects

RRMM Architects | Relevant Experience

Masons Cove Elementary School Roanoke County, Virginia



Size of Project:

52,368 SF

Project Value:

\$9.8M

Completion Date:

2011

Owner's Name:

Roanoke County Public Schools

Project Description:

Masons Cove is a new 52,368 SF elementary school in Roanoke County that replaces the original school built in 1961. A feasibility study showed that improvements and additions to the original school would cost 75% of an entire new school. Roanoke County boldly chose the opportunity to build a new state-of-the-art facility with the challenge of keeping the original school operational during construction.

Masons Cove is the first school in Roanoke County to achieve LEED certification. With an emphasis on sustainable features such as geothermal wells, pervious pavements, solar orientation for optimum daylighting, solar hot water, and polished concrete floors, Masons Cove achieved a rating of LEED Gold.

The exterior material palette, colors, and rooftop shapes playfully compliment the natural surroundings of tree-covered mountains. In section, the roofline was determined by opportunities to bring natural light from above the roof when rooms could not afford extensive windows along south-facing walls. All roofing material meets LEED's reflectivity ratings (albedo) to minimize heat-island effect.

Masons Cove Elementary School | pg. 2

Masons Cove is the home of the 'Eagles,' where the interior design theme evokes a feeling of soaring amongst the sky, mountains, and trees. Polished concrete floors are sustainable for its low maintenance and high durability. The two-story classroom wing is oriented east-west for maximum exposure to the sun. Light shelves mounted on the exterior wall block direct sunlight from entering low vision windows, and reflect sunlight into the upper clerestory windows, increasing the amount of usable daylight. Rooms without interior light shelves have clerestory windows insulated with translucent fiber.



The entry sequence from the parking lot is designed for optimum visibility by staff members. Visitors are directed into the reception area before entering the school. In an effort to reuse materials, part of the reception desk in the lobby and the circulation desk in the media center is constructed and faced with flooring from the gym floor in the previous Masons Cove Elementary.



The cafeteria, with stage and playroom, is adjacent to the parking lots for easy access during after-school activities. Strategically placed security gates prohibit interior access to other parts of the school (except restrooms). Diffused daylight from roof monitors allow spaces to be occupied without the need for artificial light.

The media center is one of several spaces that promote collaboration between teachers and students. The insulation of mechanical equipment and NRC rating of interior finishes exceed the LEED for Schools criteria for acoustic performance in all core learning spaces.



Oak Point Elementary School Smyth County, Virginia



Size of Project:

80,000 SF

Project Value:

\$15.2M

Completion Date:

2013

Owner's Name:

Smyth County Public Schools

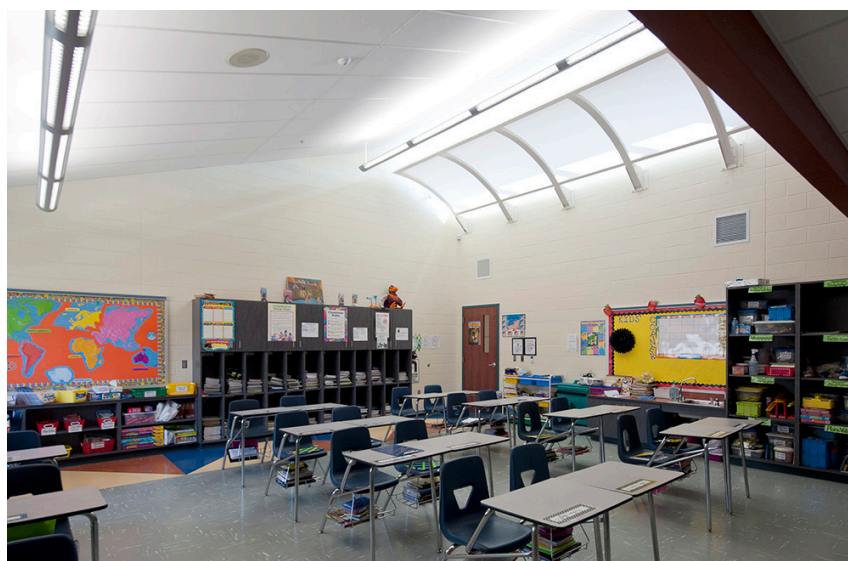
Project Description:

Oak Point Elementary School is a replacement for a converted Intermediate School building that was falling into disrepair. The new site is a rural location, five miles south of Marion in the dead-end of a residential neighborhood adjacent to Interstate 81. RRMM took advantage of a new site to properly orient the building for maximum daylighting and the safe separation of buses from visitors, employees, and vehicles.

The parking lot features several landscaped biofiltration gardens to manage the stormwater runoff from the parking lot. The stormwater undergoes slow-filtering process that cleans the water prior to releasing it back into the ground.

The classrooms are organized by a pair of two-story "wings" clustered by grade level. Each learning space is engineered for maximum daylighting through the use of roof monitors, clerestory windows, exterior and interior light shelves, and dimmable fixtures that adjust their light output to the incoming daylight. The HVAC controls for each classroom are customizable through the use of variable refrigerant (VRF) technology. The result is huge energy savings for the school system.

Oak Point Elementary School | pg. 2



South Salem Elementary School Salem, Virginia


Size of Project:

89,000 SF

Project Value:

\$14.9M

Completion Date:

Fall 2013

Owner's Name:

Salem City Public Schools

Project Description:

This K-5 project began as a feasibility study to renovate and build new additions to the original South Salem School built during the 1960's. The community affectionately referred to it as the "little round school" because of its circular floor plan. However, the circular floor plan posed several challenges: lack of daylight for interior spaces, undersized classrooms enclosed by load-bearing walls, and disorienting circulation patterns both inside and out. The queuing lanes for parent drop-offs extended into the residential neighborhood. RRMM concluded that it was more cost-effective to replace the school.

The design for the new 89,000 sf building was situated directly behind the circular school and built during the school year on an aggressive schedule lasting 16 months. RRMM's new building design was able to orient 90% of classrooms for daylight harvesting, separate drop-off areas for school buses and cars, and locate playgrounds and ball fields in secure and highly visible areas. Additional site design features include a landscaped biofiltration filter and detention pond that solved the stormwater problems for the site plus runoff from the adjacent properties.

South Salem Elementary School | pg. 2

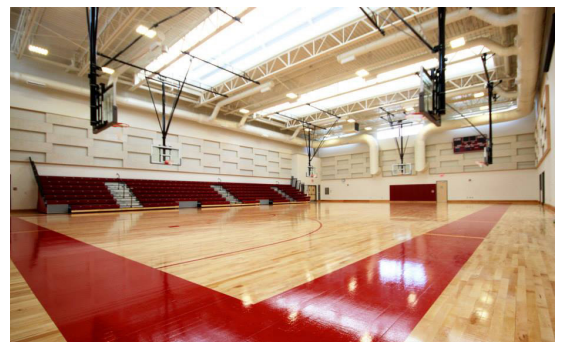
The administration office faces the entrance drive and parking lot for optimum visibility by staff members. Visitors are directed into the reception area before entering the school and a large television has a live feed to all closed circuit cameras installed around the school.

The school is divided by a soaring atrium that is centrally located for maximum visibility. A robust signage package was added for way-finding purposes and to help students learn to read and identify signs. Overhead security doors are inconspicuously hidden inside ceiling bulkheads at locations that are convenient for accessing specific community rooms for after school activities.

The Media Center has a segmented curved wall of glass that borrows natural light from the main atrium space. The curved wall defines a group reading area with custom designed tiered seating that are also book shelves and displays. The librarian has direct access and view to the computer lab (beyond) for added supervision.

The cafeteria room was named "The Falcon Café" and was modeled like a walk-up style restaurant. The Falcon Café also doubles as an assembly space for after school activities and meetings and is accessible from the parking lot.

The gym court is sized for high school athletics and used by the community year-round. The space is lit from natural light by clerestory windows and roof monitors with suspended fabric baffles that prohibit the passage of direct sunlight and heat gain.



New school under construction behind old "little round school"

Pioneer Elementary School Suffolk, Virginia



Size of Project:
86,420 SF

Project Value:
\$14.9M

Completion Date:
Fall 2014

Owner's Name:
Suffolk Public Schools

Project Description:

This design represents further refinements to our Creekside and Hillpoint Elementary prototype. This includes structural and mechanical/electrical code updates, and classroom reductions to provide for 700 students.

This plan is flexible and easily modified to fit the specific needs of the school system. Clear separation of academic houses allow for grade level separation, natural light through exterior windows and easy separation from public areas. Commons spaces, teacher centers, and restroom cores are located in each house. The common spaces also provide flexible, non-programmed, pull-out space. A gym and cafeteria arrangement allows for sharing of the two spaces for special large-group events. The media center is centrally located and accessible to the public, with natural lighting through clerestory windows.



Pioneer Elementary School | pg. 2



Florence Bowser Elementary School Suffolk, Virginia



Size of Project:
114,500 SF

Project Value:
\$21M

Completion Date:
Fall 2018

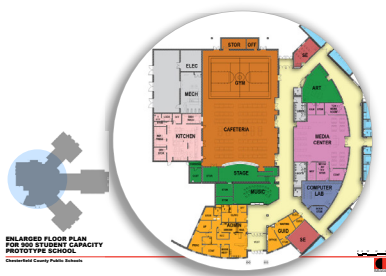
Owner's Name:
Suffolk Public Schools

Project Description:

Florence Bowser Elementary School is a two-story facility totaling approximately 114,500 square feet and contains grades PK- 5. This 1,000 student elementary school is based on a previous prototypical design for Suffolk Public Schools, but has been updated to incorporate multiple project based learning environments strategically located to serve each grade level. These spaces offer an extension of classroom space to flexible, collaborative large group, small group and individual learning spaces. Coupled with flexible furnishings, the latest technology and creative design solutions, the spaces are intended to stimulate and inspire the students, enhancing their educational experience. The design also includes tiered seating areas centrally located adjacent to the grand stairs allowing multiple classes, or even grade levels, to gather for presentations. These new design features have helped to update Suffolk's newest school by providing a fun and dynamic learning environment for its students.



Beulah Elementary School Chesterfield County, Virginia



Size of Project:
99,921 SF

Project Value:
\$24M

Anticipated Completion Date:
August 2018

Owner's Name:
Chesterfield County Public Schools

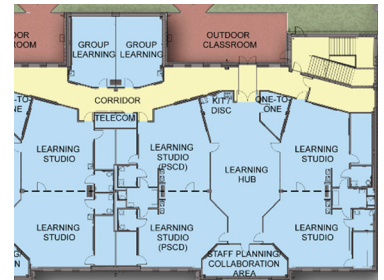
Project Description:

Chesterfield County Public Schools identified the need to replace three elementary schools, as well as add an additional elementary school. Wanting these schools completed on an aggressive timeline, they opted to utilize a prototype design.

Beulah Elementary School, one of the replacement schools, is planned to be built on a 25-acre site about a mile from the existing Beulah Elementary. The one-story school is designed to hold 900 students.

Construction began May of 2017 and is scheduled for completion by August 2018. The design includes three classroom wings that will each contain two grade levels. The cafeteria and gymnasium, which are side by side, have an operable wall between them to allow for the two spaces to be used together for large assemblies.

Crossroads Elementary School Marine Corps Base, Quantico, Virginia



Size of Project:
129,577 SF

Project Value:
\$43.5M

Completion Date:
Fall 2014

Owner's Name:
Naval Facilities Engineering Command
Washington

Project Description:
This design-build project (designed with an associated architect) is a school that consolidates three existing schools. It provides space for 750 Pre-Kindergarten through 5th-grade students, while supporting current curricula for that age group.

The guiding principles of our design were to provide safe, healthful, and pleasing physical environments that complement 21st Century Learning philosophies that will contribute to the students' academic, social, and physical development.

A student drop-off lane fronts the school, a bus drop-off and service court are located to the west and north side of the building. Learning studios massed around learning labs, grouped into neighborhoods are the defining educational arrangement to support various sized collaborative groups and furniture configurations. This flexible arrangement within the neighborhood addresses the needs of collaborative and project-based learning, and the synergy of teaching and learning methods to the educational program.

The remaining building organization is the placement of a centralized administration core for a secure central entry that is readily accessible to the remainder of the facility. The cafeteria and gym are located at the end of the central entry circulation spine, but are also located at the circulation hub of the two-story front classroom massing and the one-story primary classroom wing.

John Kerr Elementary School Winchester, Virginia



Size of Project:
94,000 SF

Project Value:
\$19.5M

Completion Date:
Fall 2016

Owner's Name:
Winchester County Public Schools

Project Description:

This new elementary school project was completed as a PPEA project. It features the following:

- 650 Student Capacity
- K-4 Student Population
- Approximately 94,000 sq. f.
- 35 Regular Education Classrooms
- 17 Resource / Special Needs Spaces
- Art Classroom
- Dedicated Music Space with Stage
- Science Lab
- Core Facilities (Gym, Cafeteria, Library/Media)
- Natural Lighting Window Design
- Prominent Green Space in Front
- Canopies at all entrances
- 11,000 sq. f. Courtyard
- 2 Playgrounds, 1 Hard Court Surface, 1 Multipurpose Field
- Approximately 100 Parking Spots
- 11 Bus Slots / Dedicated Bus Loop



RRMM Architects | Resumes

Please see the following pages for the RRMM Project Team:

- | | |
|---|--------------------|
| • Principal-in-Charge / Project Manager | Benjamin S. Motley |
| • Educational Specialist | Duane M. Harver |
| • Project Architect | Jeff Harris |
| • Senior Architect | David Jones, Jr. |
| • Project Architect | Erica Sunshine |
| • Project Architect | Nick Duncan |
| • Project Architect | Michael Mauceri |
| • Director of Interior Design - K-12 | Sarah Butler |



Old Donation School | Virginia Beach, VA



Duane M. Harver

CEO/President

As Chief Executive Officer/President and Director of RRMM's K-12 Design Studio, Duane has the overall responsibility for the educational design projects completed by the firm's K-12 Studio. His 35-year architectural career has focused on projects designed to educate and enrich the lives of students of all ages. This experience has included planning, renovations, additions, and new construction of high schools, middle schools, elementary schools, and university structures. His expertise in working collaboratively with all stakeholders has been praised by a number of superintendents, school board members, and facility planners statewide. His past designs have received numerous design awards from the Virginia School Board Association and the National School Board Association.

Years of Experience

35 Years in the Industry

Education

BArch, Virginia Polytechnic Institute & State University

Registration

Registered Architect: VA, NY, VT

Professional Affiliations

- Past President - Council of Educational Facility Planner, Virginia Chapter
- LEED Accredited Professional BD+C

Relevant Experience

- Old Donation School, City of Virginia Beach
- Princess Anne Middle School, City of Virginia Beach
- Renaissance Academy, City of Virginia Beach
- W.T. Cooke Elementary School, City of Virginia Beach
- Grassfield High School, City of Chesapeake
- New Kent County High School, New Kent County
- Central and Union High Schools, Wise County**
- Patrick County High School, Patrick County*
- King's Fork High School, City of Suffolk
- Western Branch High School, City of Chesapeake
- Windsor and Smithfield High School Modernizations, Isle of Wight County
- William Byrd Addition/Renovation, Roanoke County
- York High School Addition/Renovation, York County
- Great Bridge High School Addition/Renovation, City of Chesapeake
- PPEA for Five New Elementary Schools, City of Norfolk**
 - Southside STEM Academy at Campostella**
 - Richard Bowling Elementary**
 - Larchmont School**
 - Camp Allen Elementary**
 - Ocean View Elementary**

* denotes PPEA Projects

** denotes PPEA Projects completed with S.B. Ballard Construction Company



Benjamin S. Motley

Principal-in-Charge / Project Manager

Ben is the Principal-In-Charge of our Roanoke Educational Design Studio. He has managed, designed, or served as Project Manager/Principal-in-Charge/Project Designer for numerous educational, library, and commercial projects for public schools, community colleges, universities, and private clients. The emphasis of his personal career has been in public school design, and his work in this arena has produced consistent, award-winning public school projects.

Ben is adept at facilitating community/stakeholder involvement in projects; he frequently makes presentations to school boards, city/town councils, and other community groups to educate, inform, and invite discussion on architectural projects. He also frequently provides evaluations, analysis, recommendations, cost and time estimates, reports, feasibility studies, schematic or preliminary designs, field inspections and investigations.

As Principal-in-Charge/Project Manager, Ben will lead the design team and have ultimate responsibility for the successful completion of your project as well as for the integration of the firms' design team efforts.

Years of Experience

35 Years in the Industry

Education

BArch, Virginia Polytechnic Institute & State University

Registration

Registered Architect: VA

Professional Affiliations

Recognized Educational Facility Professional

Relevant Experience

- Masons Cove Elementary, Roanoke County
- Oak Point Elementary School, Smyth County
- South Salem Elementary School, Salem
- John Kerr Elementary, Winchester*
- Belle Heth Elementary, Radford City*
- Windy Gap Elementary, Franklin County
- Cave Spring Elementary Renovaton & Additon, Roanoke County
- Stuarts Draf Elementary, Augusta County
- Kipps Elementary, Montgomery County
- Keister Elementary Renovaton & Additon, Harrisonburg
- Cumberland County Middle/High School, Cumberland County*
- Auburn Middle Renovaton & Additon, Montgomery County*
- Northside Middle Renovaton, Roanoke County
- Wilson Middle, Augusta County
- King's Fork Middle, Suffolk
- Riverheads Middle, Augusta County
- Toano Middle, Williamsburg - James City County
- Floyd T. Binns Middle Renovaton & Additon, Culpeper County
- Stonewall Jackson Middle Renovaton & Additon, Roanoke City
- Auburn High School, Montgomery County*
- William Byrd High Renovaton & Additon, Roanoke County
- Martnsville High School Renovaton & Additon, Martnsville
- Kings Fork High, Suffolk
- Dalton McMichael High, Western Rockingham
- Culpeper High Renovaton & Additon, Culpeper County
- Poquoson High Renovaton & Additon, Poquoson
- Bufalo Gap High Renovaton & Additon, Augusta County
- Fort Defance High Renovaton & Additon, Augusta County

* denotes PPEA Projects



Jeff Harris

Project Architect

Jeff has a total of 24 years' experience in architecture with nearly all of that time being spent designing educational facilities. He has been involved in all aspects of the design process from schematic design through construction administration. Having worked on new construction, renovations, and addition projects gives him a comprehensive understanding of today's educational facility design requirements. He also possesses an awareness of changing facility needs and how to resolve these changes in existing structures.

Years of Experience

24 Years in the Industry

Education

BArch, Hampton University

Registration/Certification

Registered Architect: VA
BCOM Seminar: 2010

Professional Affiliations

Board Member - A4LE,
Virginia Chapter

Relevant Experience

- Old Donation School, City of Virginia Beach
- W.T. Cooke Elementary School Modernization, City of Virginia Beach
- John B. Dey Elementary School, City of Virginia Beach
- Bettie F. Williams Elementary Addition/Renovation, City of Virginia Beach
- Hermitage Elementary, City of Virginia Beach
- Central and Union High Schools, Wise County**
- Patrick County High School, Patrick County*
- Great Bridge High School Addition/Renovation, City of Chesapeake
- PPEA for Five New Elementary Schools, City of Norfolk**
 - Southside STEM Academy at Campostella**
 - Richard Bowling Elementary**
 - Larchmont School**
 - Camp Allen Elementary**
 - Ocean View Elementary**



David Jones, Jr., AIA

Senior Architect

David has more than 38 years of design and project management experience for educational and municipal projects. He has been involved in all aspects of the design process from schematic design through construction administration. Having worked on various new construction, addition, and renovation projects gives him a thorough awareness of changing facility needs. He has apprised himself of developments related to the architectural field by tending continuing education seminars on building code application, architectural hardware, roofing, office management and efficiency, and energy conservation, among others. With this experience he will integrate your needs with creating efficient and functional facilities for the end users.

Years of Experience

39 Years in the Industry

Education

BArch, Virginia Polytechnic
Institute & State University

Registration

Registered Architect: VA

Professional Affiliations

Chairman of the Roanoke
County Building Code Board
of Adjustments and Appeals/
Fire Code Board of Appeals

Relevant Experience

- Masons Cove Elementary, Roanoke County
- Oak Point Elementary School, Smyth County
- South Salem Elementary School, Salem
- John Kerr Elementary, Winchester*
- Belle Heth Elementary, Radford City*
- Cave Spring Elementary School, Roanoke County
- Mount Pleasant Elementary School Renovation, Roanoke County
- Cumberland County Middle/High School, Cumberland County*
- Auburn Middle Renovation & Addition, Montgomery County*
- Auburn High School, Montgomery County*
- William Byrd High School Renovation & Addition, Roanoke County
- Hidden Valley High School, Roanoke County
- Martinsville High School Renovation & Addition, Martinsville

* denotes PPEA Projects

** denotes PPEA Projects completed with S.B. Ballard Construction Company



Erica Sunshine, LEED AP

Project Architect

Erica Sunshine is a registered architect and LEED accredited professional. Her experience includes design development, facilities assessments, specifications, contract documents and construction documents for a variety of project types, including K-12 education, specialty health care, and higher education. She has experience in many renovation projects that consist of facilities assessments prior to design.

Years of Experience

19 Years in the Industry

Education

BSArch, Virginia Polytechnic Institute & State University

Registration

Registered Architect: VA

Professional Affiliations

LEED Accredited Professional

Relevant Experience

- John Kerr Elementary, Winchester*
- Chamberlayne Elementary School Renovation, Henrico County
- Meadow View Elementary School, Henry County
- Warrior Tech Academy, Henry County
- William Byrd High School Renovation & Addition, Roanoke County
- Salem High School Renovation & Addition, Salem
- Precision Machining Lab, George Washington High School, Danville
- Emory & Henry School of Health Sciences, Marion
- Expand Workforce Development Center, Danville Community College, Danville
- Catholic Diocese Assisted Living & Nursing Homes Study, 6 - facilities, Richmond
- Buena Vista Schools Feasibility Study, Buena Vista
- Berryville Primary School Feasibility Study, Clarke County



Nick Duncan, LEED AP

Project Architect

Nick has more than 14 years of design experience in the architectural industry. He has had extensive experience involving the design coordination and construction document production for numerous public schools. His additional responsibilities have included assistance with programming, conceptual design, team coordination, specification writing, cost estimating, and detailing.

Relevant Experience

- South Salem Elementary School, Salem
- Berryville Primary School, Clarke County
- John Kerr Elementary, Winchester*
- Salem High School Renovation & Addition, Salem
- Auburn Middle Renovation & Addition, Montgomery County*
- Auburn High School, Montgomery County*
- Warrior Tech Academy, Henry County
- Emory & Henry School of Health Sciences, Marion
- Roanoke County Public Schools Security Assessment
- Albemarle Public Schools School Security Improvements
- Buena Vista Schools Feasibility Study
- Danville County Public Schools - Facility Study - 12 Schools
- Berryville Primary School Feasibility Study, Clarke County Public Schools
- Franklin County High School Feasibility Study
- Orange County High School Master Plan

Years of Experience

14 Years in the Industry

Education

BSArch, Virginia Polytechnic Institute & State University

Registration

Registered Architect: VA

Professional Affiliations

LEED Accredited Professional

* denotes PPEA Projects



Years of Experience

7 Years in the Industry

Education

BArch, Virginia Polytechnic Institute & State University

Registration

Registered Architect: VA

Michael Mauceri

Project Architect

Michael joined RRMM in 2015, and has already become a valued team member. Following graduation from Virginia Tech in 2010, he joined the architecture and engineering firm Spectrum Design. His responsibilities included various project roles such as facilities assessments, schematic renderings, design and detail development, construction documents, construction management, construction administration, digital modeling and visualization.

Relevant Experience

- Meadow View Elementary School, Henry County
- Berryville Primary School, Clarke County
- Woodbrook Elementary School Addition/Renovation, Albemarle County
- Seven Pines Elementary School Renovation, Henrico County
- Old Donation School, City of Virginia Beach
- Benjamin Franking Middle School Renovation, Franklin County
- Salem High School Renovation & Addition, Salem
- Precision Machining Lab, George Washington High School, Danville
- Emory & Henry School of Health Sciences, Marion
- Population and Facilities Use Assessment of District Schools, Dinwiddie County Public Schools



Years of Experience

11 Years in the Industry

Education

BA, Interior Design, Radford University

Registration

Certified Interior Designer: VA
LEED Accredited Professional
ID+C

Sarah Butler, CID, NCIDQ, LEED AP

Director of Interior Design — K-12

Sarah is the Director of Interior Design - Education in RRMM's Chesapeake office. She graduated with honors from Radford University in 2006. Her primary focus has been on Renovations and new design projects for educational and municipal clients. Sarah's responsibilities include interior architecture, custom millwork, FF&E packages and procurement, art packages, custom furniture, carpet and lighting designs, construction administration, and FF&E installations.

Relevant Experience

- Old Donation School, City of Virginia Beach
- Princess Anne Middle School, City of Virginia Beach
- Renaissance Academy, City of Virginia Beach
- Central and Union High Schools, Wise County**
- Patrick County High School, Patrick County*
- Martinsville High School, City of Martinsville
- William Byrd High School Renovation, Roanoke County
- PPEA for Five New Elementary Schools, City of Norfolk**

Gay and Neel, Inc. | Civil Engineer

FIRM OVERVIEW

Gay and Neel, Inc., founded in 1992, is located in Christiansburg, Virginia and is a SWaM certified small business (SWaM # 006642) created in order to provide complete solutions for design and development issues. Unlike many firms that are single dimensional, Gay and Neel, Inc. was formed as a civil engineering, surveying, and land planning company with the goal of developing creative and economically efficient solutions to a wide range of design and engineering problems. Our 19-person staff has over 140 years of engineering, surveying, land planning, and project management experience and is capable of working on highly diverse project types of varying size such as: large and small scale planning studies, feasibility reports, rezonings, cost estimates, project design drawings and specifications, landscape restorations, low impact development techniques, and drainage studies and improvements.

EDUCATIONAL DESIGN EXPERIENCE

The staff of Gay and Neel, Inc. has provided professional services for projects on K-12 and Higher-Ed campuses across the state of Virginia. Our staff experience within the Higher-Ed market includes projects ranging from Southwest Virginia Community College, to Virginia Military Institute, to Virginia Tech, and JMU. On K-12 campuses, our staff boasts extensive design experience in at least a dozen different school systems ranging as far north as Frederick County, west to the city of Norton in Virginia's 'coal corner', south to Martinsville, and many of the counties in between. Our staff's portfolio includes unique site designs for projects such as multimillion dollar research facilities, improvements to NCAA athletic stadiums, elementary and high schools, water and septic systems for rural schools, high school football/track stadiums, environmental permitting, and numerous site selection studies for purchase of school properties. The well-earned depth of experience on K-12 and Higher-Ed campuses is highlighted on each of our staff's resumes. At the large university scale, rural elementary school scale, or anywhere in between, Gay and Neel, Inc. is pleased to provide excellent design and project management to our educational clients.

19

Employees

05

Professional Engineers

04

Professional Surveyors

Gay and Neel | K-12 Experience

Elon W. Rhodes Early Learning Center Harrisonburg, Virginia


Size of Project:

3.20 acres
16,000 SF (Building)

Completion Date:

2017

Owner's Name:

Harrisonburg City Public Schools

Project Description:

Gay and Neel, Inc. provided the full suite of surveying and civil engineering services for the new Early Education Center at the existing Smithland Elementary School / Skyline Middle School site in Harrisonburg, Virginia. Our site planning services included traditional site layout, grading, and utility design as well as detailed coordination with a signature landscape architecture firm to create a site that is not just functional but is an educational and aesthetic asset to the school. The stormwater management for the project included several bioretention cells as well as underground stormwater detention facilities. Project is pursuing LEED Gold through the USGBC.

Gay and Neel | K-12 Experience

Bluestone Elementary School Harrisonburg, Virginia


Size of Project:

11.84 Acres

Completion Date:

Project in Progress (Estimated 2017)

Owner's Name:

Harrisonburg City Public Schools

Project Description:

Gay and Neel, Inc. provided the full suite of surveying and civil engineering services for the new Elementary School on Garbers Church Rd. in Harrisonburg, VA. Our site planning services included traditional site layout, grading, and utility design as well as detailed coordination with a signature landscape architecture firm to create a site that is not just functional but is an educational and aesthetic asset to the school. The stormwater management for the project included several bioretention cells as well as underground stormwater detention facilities. The site work also included close coordination with a traffic consultant to analyze and develop a new four-way intersection – including plans for a complete traffic signal in the future; this also drove the need for expanded work along the existing roadway – work that required acquisition of additional right-of-way and easements for the project. Project is pursuing LEED Gold through the USGBC.

Gay and Neel | K-12 Experience

Hugh K. Cassell Elementary School Augusta County, Virginia



Size of Project:

20.11 Acres

Completion Date:

Project in Progress (Estimated 2017)

Owner's Name:

Augusta County Public Schools

Project Description:

Gay and Neel, Inc. provided civil engineering services for the new Hugh K. Cassell Elementary School on Rockfish Road in Augusta County, VA. Our site planning services included traditional site layout, grading, and utility design as well as detailed coordination with the Augusta County PSA on connecting to a new waterline and sanitary sewer pump station that were constructed in conjunction with the school project. The stormwater management system for the project included a large bioretention cell for water quality treatment as well as an extended detention basin for water quantity management. The site work also included a detailed phasing plan as the new school was constructed on the existing school site while school was in session. Of particular importance was coordinating maintenance of utility services to the existing school building including protection of the existing on-site well and wastewater treatment facility while construction of the new waterline and pump station were completed. Access management and safety were also key elements of the phasing plan as the school's signature "castle" playground was directly adjacent to the new school's construction area and had to be protected throughout the construction process.

Gay and Neel | K-12 Experience

Meadow View Elementary School Henry County, Virginia



Size of Project:

24.92 Acres

Completion Date:

Project in Progress (Estimated 2017)

Owner's Name:

Henry County Public Schools

Project Description:

Gay and Neel, Inc. worked closely with the lead architect to walk Henry County Public Schools through the process of selecting a new site for a new elementary school. The process involved preliminary process consulting and guidance, determination of the evaluation criteria, establishing a pool of potential sites, initial screening of sites, shortlisting a select set of sites, providing detailed site evaluation including conceptual designs / cost estimates, and final presentations and recommendations for the new site. Gay and Neel, Inc. also provided complete civil design services for the school site, highway widening, off-site sewer main, and associated environmental permitting.

Gay and Neel | Resumes

Please see the following pages for the Gay and Neel team:

- K-12 Site Design Leader Trevor M. Kimzey
- Civil Project Manager Matthew P. Tomlinson
- Project Surveyor Ralph O. Clements





Trevor M. Kimzey, P.E.

K-12 Site Design Leader

Mr. Kimzey has been responsible for the civil site design of educational, residential, commercial, recreational, and industrial facilities. Mr. Kimzey's experience includes project management and design for all facets of land development projects – particularly on large and/or complex projects in the public or private sectors. His contributions to projects are not limited to design and plan preparation; much of his skills are focused on process management, identification/evaluation of possibilities, and overall coordination and communication between the design team and the owners, reviewers, and contractors.

Years of Experience

Years in the Industry: 21

Education

Virginia Tech
Bachelor of Science in Civil Engineering

Registration

Virginia / 2002 / #0402036354

Relevant Experience

- Oak Point Elementary School, Smyth County, VA
- Marion Primary School Additions / Renovations, Smyth County, VA
- Meadow View Elementary School, Henry County, VA
- Bluestone Elementary School, Harrisonburg, VA
- Elon W. Rhodes Early Learning Center, Harrisonburg, VA
- Harrisonburg High School, Harrisonburg, VA
- Mecklenburg County School Study, Mecklenburg County, VA
- Robert E. Lee High School, Staunton, VA
- Forest Hills Elementary School Study, Danville, VA
- Multiple School Projects - Roanoke County Schools, Roanoke, VA
- South Salem School, Salem, VA
- East Salem Elementary School, Salem, VA
- Riverheads Elementary School, Augusta County, VA
- Wilson Elementary School Additions/Renovations, Augusta County, VA
- Blacksburg High School, Blacksburg, VA
- Augusta County School Studies, Augusta County, VA
- Martinsville High School Additions / Renovations, Martinsville, VA



Matthew P. Tomlinson, P.E.

Civil Project Manager

Mr. Tomlinson began as a project engineer for Gay and Neel, Inc. and has grown his skills and experience to the point that he now serves as a strong project manager. Mr. Tomlinson has served public and private clients in a variety of project types such as K-12 educational, municipal water/sewer infrastructure, commercial development, residential, and light industrial. His responsibilities cover the entire spectrum of site design, plan preparation, and project management from the start of the project through completion. Mr. Tomlinson has also had ample experience with managing the complexities of construction contract administration and project inspection.

Years of Experience

Years in the Industry: 10

Education

Virginia Tech
Bachelor of Science in Civil Engineering

Registration

Virginia / 2002 / #0402036354

Certifications

Erosion and Sediment Control Program Administrator, DCR, 2012

Relevant Experience

- Oak Point Elementary School, Smyth County, VA
- Marion Primary School Additions / Renovations, Smyth County, VA
- Meadow View Elementary School, Henry County, VA
- Multiple School Projects - Roanoke County Schools, Roanoke, VA
- Riverheads Elementary School, Augusta County, VA
- Blacksburg High School, Blacksburg, VA
- Augusta County School Studies, Augusta County, VA
- Martinsville High School Additions / Renovations, Martinsville, VA



Ralph O. Clements, L.S.

Project Surveyor

Mr. Clements has over 38 years of experience in all facets of land surveying. This broad background includes such diverse projects as F.E.M.A. Flood Plain mapping and Elevation Certificates, GPS Control Surveys, farm, rural and mountain boundaries, urban transportation corridors, highway, building and utility construction staking, single family, multi-family and condominium residential projects, structural monitoring, topographic and volumetric surveys and ALTA/ACSM Land Title Surveys of commercial, industrial and residential sites. Although surveying technology has changed greatly during his career, Mr. Clements firmly believes that the quality of the finished survey product, and the judgment applied in its production are much more important than technology used to prepare it. In addition to a deep understanding of the technical processes involved, he is often sought out for his knowledge and advice on legal records and issues affecting land, the historical knowledge gained during his career, and his ability to clearly see the underlying fundamentals in complex issues.

Years of Experience

Years in the Industry: 38

Education

Virginia Tech—Survey Exam Review

Virginia Association of Surveyors—Stormwater Management Seminar

Virginia Association of Surveyors—Error Analysis and Least Squares Adjustments

Virginia Department of Transportation—Highway Construction Staking Seminar

Virginia Association of Surveyors—Technical Sessions Floodplain Elevations

Registration

Surveyor:

Virginia / 1992 / #0403001864
West Virginia, 2010

Relevant Experience

- Harrisonburg School Site Surveys, Harrisonburg, VA
- Topographic Survey of Thomas Harrison Middle School Campus, Harrisonburg, VA
- Blacksburg High School, Blacksburg, VA
- Auburn Schools Campus, Montgomery County, VA
- Oak Point Elementary School, Smyth County, VA
- Marion Primary School Renovations and Additions, Marion, VA
- Multiple School Projects – Roanoke County Schools, Roanoke, VA



Prosim Engineering, LLC | Structural Engineer

FIRM OVERVIEW

Founded in 2003, Prosim Engineering, LLC is a client-focused, service-oriented firm that specializes in Professional Structural Engineering services. With offices in both Gray, TN and Marion, VA, Bristol serves as a center point for Prosim.

Design services include office, educational, medical, municipal, institutional, and religious structures; design experience includes pedestrian bridges, feasibility studies, value engineering, and historic renovations. These services can be provided in a multitude of delivery formats from the traditional to the recent resurgence of design/build and fast-track methods.

With the structural work being a large component of this project, the inclusion of Prosim as a local resource provides key team member who can be available quickly on site to address any issues that might arise, promptly and efficiently

RELEVANT DESIGN EXPERIENCE

- Birthplace of Country Music Museum Annex
- The Bristol Hotel Renovation & Addition
- Sessions Hotel Renovation & Addition
- Bristol Public Library
- EW King Building
- Christian Care Center of Bristol
- Oakmont Assisted Living
- Quaker Steak Oil & Lube Restaurant
- Bristol, VA City Hall Emergency Services
- Kil'n Time / Lark Building Renovations/Lofts
- King Pharmaceuticals Renovations
- Blackbird Bakery Addition Renovation
- Cranberry Lane
- St. Anne School Addition
- Eastern Heights Presbyterian Church
- Volunteer Baptist Church Bridge
- Ferguson Animal Clinic
- Burke, Powers, Harty Insurance
- Touchstone/Former Wal-Mart Reuse
- Bristol TN Municipal Bridge
- Benjamin Walls Lofts
- Hayes Furniture Renovation and Lofts
- Bristol VA Police Station Renovations
- Bristol VA Malcolm Stadium Repairs
- Macados Restaurant
- Bristol YMCA Renovations
- Bristol VA EMS Building Renovations
- Virginia Intermont College – Structural Elements
- Academy at King
- Bristol TN Country Club Fitness Center
- Bristol TN Country Club – Club Homes
- Parkway Plaza
- Hesters Lofts
- Gillenwater Renovation/Lofts
- The Virginian Club House Repairs
- The Virginian Gate House - Cameo Theater
- WCYB Satellite Dishes

Prosim Engineers, LLC | Relevant Experience

Fairmont Elementary School Johnson City, TN



Size of Project:
75,000 SF

Project Value:
\$12 M

Completion Date:
2011

Owner's Name:
Johnson City School

Project Description:

The existing Fairmont School was to be replaced, but the City wished to keep the school in the same neighborhood. Unsuccessful at locating land sufficient for a new facility, the decision was made to construct the new Fairmont School on the site of the existing facility. Using undeveloped land behind the existing school, a phased plan was arrived at to permit construction of the new facility, yet keep the existing facility operational until the students and facility were relocated.

Bridgewater College – Nininger Hall Renovations & Additions Bridgewater, VA



Size of Project:
16,000 SF

Project Value:
\$7.7 M

Completion Date:
2014

Owner's Name:
EDC. Inc

Project Description:

The transformation includes 15,000 to 16,000 square feet of additional space including new event space, turf field with lights, fully renovated basketball venue, updated classes, renovated faculty offices, new and renovated locker rooms, renovated offices for coaches, new building façade and lobby, and new hall of fame celebration area.

Prosim Engineers, LLC | Relevant Experience

Bullitt Park Treehouses Big Stone Gap, VA

**Project Value:**

\$N/A

Completion Date:

2015

Owner's Name:

Town of Big stone Gap

Project Description:

Big Stone Gap's Bullitt Park features two newly constructed handicap accessible treehouses that aid in revitalizing beloved community space. Bullitt Park's treehouses are built around two predominate trees within the park and are designed to be interconnected with various playground equipment and walkways. This fun filled structure gradually ascends and descends to overlook the park and incorporates play space encouraging a more active lifestyle for people of all ages and abilities.

Prosim | Resumes

Please see the following pages for the Prosim Engineering, LLC team:

- Senior Professional Structural Engineer Allan Long
- Principal Professional Structural Engineer Craig Young



Bridgewater College – Nininger Hall | Bridgewater, VA



Allan J. Long, PE, SECB

Senior Professional Structural Engineer

Allan provides 30 of experience in structural engineering design and consulting business as well as direct experience in manufacturing and defense contracting. He and the Team at Prosim Engineering, LLC provide creative Structural Design Solutions with responsive, client focused expertise for a wide variety of projects including renovations and façade improvement, design/build, and new construction.

Years of Experience

Years in the Industry: 30

Education

BS, Civil Engineering, Virginia Polytechnic Institute & State University, 1987

Licensing

- Professional Engineer
KY, TN, VA

Relevant Experience

- Bridgewater College Nininger Hall Renovation/Additions | Bridgewater, VA
- Meadow View (Collinsville) Elementary School | Collinsville, VA
- Martinsville High School | Martinsville, VA
- John Kerr Elementary School | Winchester, VA
- Salem New Elementary School | Salem, VA
- Oak Point Elementary School | Smyth County, VA
- Fairmont Elementary | Johnson City, TN
- Academy at King | Bristol, VA
- William King Arts Center | Abingdon, VA
- Chilhowie Middle and High School Additions | Chilhowie, VA
- Marion Primary Renovations and Additions | Marion, VA
- Bullitt Park Treehouses | Big Stone Gap, VA
- Grayson Co High School Bleachers | Grayson Co., VA



Craig S. Young, PE, MS, SECB

Principal Professional Structural Engineer

Craig provides nearly 30 years of experience in management, business ownership, structural engineering design, and consultation as well as direct experience in the construction industry.

Years of Experience

Years in the Industry: 30

Education

MS, Structural Engineering, Virginia Polytechnic Institute & State University, 1990

BS, Civil Engineering, Virginia Polytechnic Institute & State University, 1989

Licensing

- Professional Engineer
AL, NY, NC, PA, SC,
TN, TX, VA, WV

Relevant Experience

- Bridgewater College Wright Hall Renovation/ Additions | Bridgewater, VA
- Meadow View (Collinsville) Elementary School | Collinsville, VA
- St. Anne School | Bristol, VA
- Fairmont Elementary | Johnson City, TN
- Academy at King | Bristol, VA
- Bristol Public Library | Bristol, VA
- Coeburn Primary School | Coeburn, VA
- Grandview Elementary School | Limestone, TN
- David Crockett High School Renovation/Addition | Washington County, TN
- Marion Senior High School Renovation & Addition | Marion, VA



LAWRENCE PERRY & ASSOCIATES
Consulting Engineers

Lawrence Perry & Associates Consulting Engineers | MEP Engineer

FIRM OVERVIEW

Lawrence Perry and Associates, Inc., established in 1975, is a mechanical and electrical engineering firm with a team of experienced professionals who have become leaders in the innovative, yet practical, design of systems for all types and sizes of projects. The firm is located in the heart of Downtown Roanoke and is easily accessible to the Bristol Virginia Public Schools. LPA is fully committed to energy-efficient and high performance design, as well as LEED and sustainable design measures. This client-centric philosophy inspires design of systems that produce outstanding comfort levels and superior indoor air quality. The firm maintains memberships in the Virginia Sustainable Building Network and the U.S. Green Building Council. The firm has LEED Accredited Professionals in all of the professional disciplines offered. The firm is a certified micro/small business with the Virginia Department of Small Business and Supplier Diversity, Certificate No. 652257. LPA is registered with the Virginia State Corporation Commission, No. 0219137-7.

RELEVANT DESIGN EXPERIENCE

- Auburn High School (New)
- Auburn Middle School (Renovation of Former High School)
- Belle Heth Elementary School (PPEA) – Radford
- Charterhouse School (PPEA) – Edinburg
- Continental Teves – Culpeper
- Cumberland High School (PPEA)
- Cumberland Middle School (PPEA)
- Daniel Morgan Middle School (Renovation/Addition) (PPEA) – Winchester
- Jefferson Forest High School (Renovation) (PPEA) – Bedford
- John Kerr Elementary School (New) (PPEA) – Winchester
- Polymer Solutions (New) – Christiansburg
- Roanoke Police Training Facility (PPEA)
- Shenandoah County Courthouse Renovation (PPEA)
- Shentel Service Company
- Skyline Middle School (New) (PPEA) – Harrisonburg
- Smithland Elementary School (New) (PPEA) – Harrisonburg
- Sperry Marine – Chiller Plant & Cooling Tower Replacement - Charlottesville
- Sunnyside Retirement Center – Harrisonburg
- University of Virginia – Core Lab
- Via College of Osteopathic Medicine
- Virginia Tech Corporate Research Center – Building No. 25
- Virginia Tech Football Locker Room Addition



Lawrence Perry & Associates | Relevant Experience

Belle Heth Elementary School Radford, VA



Size of Project:
71,000 SF

Project Value:
\$19M

Completion Date:
2009

Owner's Name:
Radford City Public Schools

Project Description:

The new building incorporates two-story classroom houses that are arranged along a central spine. This layout provides access to the school's primary functions including the cafeteria, media center, gymnasium, main entry lobby and administrative suite. Despite the available area for development, the building footprint was placed to take advantage of its solar orientation. The new facility was designed with numerous green initiatives that have provided considerable annual energy savings.

Bluestone Elementary School Harrisonburg, VA



Size of Project:
103,000 SF

Project Value:
\$26 M

Completion Date:
2017

Owner's Name:
Harrisonburg City Public Schools

Project Description:

The Bluestone Elementary School is a new school built on a 10 acre lot. It is a three-story facility for grades Pre-K thru 5th, along with associated playgrounds and sport fields. The exterior facade consists of brick, stone, metal and wood-faced wall panels, glass and cedar. The building is considered "net-zero-ready", meaning that a proposed array of rooftop photovoltaic panels could offset the building's annual energy savings. The project is designed to achieve a LEED certification of Silver.

Lawrence Perry & Associates | Relevant Experience

Oak Point Elementary School Marion, VA



Size of Project:
80,000 SF

Project Value:
\$15 M

Completion Date:
2013

Owner's Name:
Smythe County Public Schools

Project Description:

Oak Point Elementary School was built and oriented on a new site to maximize daylighting opportunities and to create a safe separation of buses from visitors, employees and vehicles. The parking lot features several landscaped biofiltration gardens to manage the storm water runoff, utilizing a slow-filtering process to clean the water prior to releasing it back into the ground.

Mason's Cove Elementary school Salem, VA



Size of Project:
50,000 SF

Project Value:
\$9.8M

Completion Date:
2011

Owner's Name:
Roanoke County Public Schools

Project Description:

Masons Cove is the first elementary school to seek LEED certification in Roanoke County. This 50,000 square foot, energy efficient school uses geothermal heating and cooling systems, an elaborate water filtration system and natural lighting to illuminate much of the total space. Project included demolition of the existing elementary school after occupancy of the new school.

Lawrence Perry & Associates | Resumes

Please see the following pages for the Lawrence Perry & Associates team:

- | | |
|---------------------------------------|------------------|
| • President | Jeffrey A. Perry |
| • VP - M/E/P PM & Mechanical Engineer | Richard Hughes |
| • VP - Mechanical Engineer | Rodney Fanning |
| • Plumbing & Fire Protection Engineer | Michael Wolfe |
| • Project Electrical Engineer | Rodney Holloway |



Masons Cove Elementary | Salem, VA



Jeffrey A. Perry

President

His project assignment requires him to be responsible for the overall quality, coordination and timely completion of the mechanical and electrical phases of the project.

Relevant Experience

- Buffalo Gap High School and Riverheads High School – Augusta County
- Fort Defiance High School – Augusta County
- Stuarts Draft High School & Wilson Memorial High School – Augusta County
- Jefferson Forest High School – Bedford County
- Culpeper High School - Culpeper County
- Cumberland High School - Cumberland County
- Fauquier High School - Fauquier County
- Spotswood Elementary and Waterman Elementary Schools - City of Harrisonburg
- Bassett High School – Henry County
- Magna Vista High School – Henry County
- Auburn High School - Montgomery County
- Patrick Henry High School – City of Roanoke
- William Fleming High School - City of Roanoke
- William Byrd High School – Roanoke County
- Glenvar High School – Roanoke County

Years of Experience

Years in the Industry: 32

Education

Mechanical Engineering
Virginia Polytechnic Institute
and State University in 1983
and M.B.A. in 1985

Professional Affiliations

- LEED Accredited Professional
- Certified Energy Manager and Certified Green Building Engineer
- Society of ASHRAE



Richard C. Hughes

VP - M/E/P Project Manager & Mechanical Engineer

Mr. Hughes will be responsible for the design, coordination and construction administration of the M/E/P under the direction of the M/E/P Principal-in-Charge.

Relevant Experience

- Buford Middle School Science Classrooms – City of Charlottesville
- Charlottesville High School Science Lab – City of Charlottesville
- D. G. Cooley Elementary School – Clarke County
- Culpeper High School – Culpeper County
- Fauquier High School - Fauquier County
- Thomas Harrison Middle School – City of Harrisonburg
- Cave Spring Elementary School – Roanoke County
- Green Valley Elementary School – Roanoke County
- Mt. Pleasant Elementary School – Roanoke County
- Masons Cove Elementary School – Roanoke County
- John Kerr Elementary School – City of Winchester

Years of Experience

Years in the Industry: 15

Education

Bachelor's Degree in
Mechanical Engineering
Virginia Polytechnic Institute
and State University in 2003

Professional Affiliations

- Certified Energy Manager and Certified Green Building Engineer
- Society of ASHRAE



Years of Experience

Years in the Industry: 25

Education

Mechanical Engineering
Virginia Polytechnic Institute
and State University in 1991
and M.B.A. in 1992

Professional Affiliations

- Certified Energy Manager and Certified Green Building Engineer
- Society of ASHRAE

Rodney D. Fanning

VP - Mechanical Engineer

Mr. Fanning will assist with the design and coordination of the HVAC systems under the direction of the M/E/P Project Manager.

Relevant Experience

- Stuarts Draft High School and Wilson Memorial High School – Augusta County
- Jefferson Forest High School – Bedford County
- Culpeper High School - Culpeper County
- Cumberland High School - Cumberland County
- George Washington High School - Precision Machining Lab Renovation - Danville
- Danville Public Schools – Comprehensive Facilities Study
- Smithland Elementary/Skyline Middle Combined Schools – City of Harrisonburg
- Spotswood and Waterman Elementary Schools – City of Harrisonburg
- Meadow View Elementary School – Henry County
- Bassett High School Henry County
- Magna Vista High School (and Warrior Tech Center – Henry Co.
- Martinsville High School - City of Martinsville
- Auburn High School & Auburn Middle School - Montgomery County
- Patrick Henry High School (New) & William Fleming High School - City of Roanoke
- William Byrd High School – Roanoke County



Years of Experience

Years in the Industry: 31

Education

Civil Engineering
Virginia Polytechnic Institute
and State University in 1986

Professional Affiliations

- American Society of Plumbing Engineers (ASPE)
- Certified in Plumbing Design by ASPE

Michael G. Wolfe

Plumbing Dept. Manager/ Plumbing & Fire Protection Engineer

Mr. Wolfe will be responsible for the design and coordination of the plumbing and fire protection systems under the direction of the M/E/P Project Manager.

Relevant Experience

- Stuarts Draft High School and Wilson Memorial High School – Augusta County
- D. G. Cooley Elementary School – Clarke County
- Culpeper High School - Culpeper County
- Danville Public Schools – Comprehensive Facilities Study
- Fauquier High School - Fauquier County
- Bassett High School – Henry County
- Smithland Elementary/Skyline Middle Combined Schools – City of Harrisonburg
- Meadow View Elementary School – Henry County
- Martinsville High School - City of Martinsville
- Auburn High School & Auburn Middle School - Montgomery County
- Belle Heth Elementary School - City of Radford
- William Byrd High School – Roanoke County
- Masons Cove Elementary School – Roanoke County
- Marion Primary School & Oak Point Elementary School – Smyth County
- John Kerr Elementary School – City of Winchester



Years of Experience

Years in the Industry: 10

Education

Electrical Engineering
Virginia Polytechnic Institute
and State University in 2007

Professional Affiliations

- LEED Accredited Professional

Ryan W. Holloway

Project Electrical Engineer / Electrical Department Manager

Mr. Holloway will be responsible for the design of electrical systems in coordination with the M/E/P Project Manager.

Relevant Experience

- Brownsville Elementary School - Albemarle County
- Stuarts Draft High School – Augusta County
- Wilson Memorial High School – Augusta County
- D. G. Cooley Elementary School – Clarke County
- Culpeper High School - Culpeper County
- Danville Public Schools – Comprehensive Facilities Study
- Fauquier High School - Fauquier County
- Bassett High School – Henry County
- Meadow View Elementary School – Henry County
- Martinsville High School - City of Martinsville
- Auburn High School - Montgomery County
- Auburn Middle School - Montgomery County
- Cave Spring Elementary School – Roanoke County
- Mt. Pleasant Elementary School – Roanoke County
- Oak Point Elementary School – Smyth County
- John Kerr Elementary School – City of Winchester



Froehling & Robertson, Inc | Geotechnical

FIRM OVERVIEW

Nobody has been doing what we do longer or better. Established in 1881, Froehling & Robertson, Inc. is the oldest independent consulting engineering/testing firm in the United States. At F&R we focus on you by offering construction engineering and environmental consulting solutions that are innovative, yet practical.

Every day you must deal with deadlines, code compliance issues, safety requirements, and the numerous unforeseen problems that arise during construction. As a result, you know that the most successful projects are staffed by professionals that are obsessively focused on solving problems and minimizing roadblocks. It is only through assembling the best team possible that you can realize your vision on time and on budget.

F&R has been helping clients like you achieve your construction goals for more than 136 years. We are committed to the success of your projects, and we take pride in ensuring that you receive the best possible service and support. Ultimately, your success defines our reputation, so you can count on F&R to provide you with the high quality engineering and testing services you deserve.

EDUCATIONAL DESIGN EXPERIENCE

Successfully completing projects that enrich the communities in which we live is our passion. Providing our clients with the highest quality geotechnical and materials testing services delivered on-time and within budget is how Froehling & Robertson, Inc. has thrived for 136 years.

The educational landscape has changed dramatically over the years. Diminishing resources, tight deadlines, an increased focus on safety, and a need for sustainability and environmental friendly design are top-of-mind challenges that demand pragmatic solutions. For decades, F&R has partnered with K-12 school systems, private institution, and other educational stakeholders such as architects and general contractors to address the unique set of individual goals and needs of their facilities. As a result, F&R knows that the most successful K-12 projects are those that are staffed by professionals that are obsessively focused on solving problems and minimizing roadblocks. It is only through assembling the best team possible that our educational clients can realize their vision on time and on budget. F&R is committed to providing the highest quality construction engineering services to ensure the success of your projects, and we take pride in ensuring that you receive the best possible service and support. Ultimately, your success defines our reputation, so you can count on F&R to provide you with the high quality engineering and testing services you deserve.

Over the past decade, F&R has a proven track record providing construction engineering services on hundreds of municipal and K-12 construction, addition and renovation projects. As such, we are very familiar with not only the regulations that are involved with state and local practice in this area, but also with the client expectations



Froehling & Robertson, Inc | Relevant Experience

Auburn Middle & High Schools Riner, VA


Size of Project:

303,000 SF

Project Value:

\$54.5 M

Completion Date:

2014

Owner's Name:

Montgomery County Public Schools

Project Description:

F&R began by providing a hazardous materials survey for the existing high school prior to demolition. For the hazardous materials that were discovered, including asbestos, F&R then provided recommendations for their safe removal and then monitored the abatement of these materials for compliance with the recommendations. F&R's team of drillers provided 45 standard penetration test (SPT) borings for the site, after which F&R's engineers provided recommendations for bearing capacity, retaining walls, and construction techniques. Finally, during construction F&R's team provided MCPS with special inspections and construction materials testing services for the new high school. Specific duties included compacted fill, cast-in-place concrete, unit masonry, and structural steel framing.

Falling Branch Elementary School Addition Christiansburg, VA


Size of Project:

28,000 SF

Project Value:

\$8.5M

Completion Date:

2017

Owner's Name:

Montgomery County Public Schools

Project Description:

The expansions included adding an additional 28,500 square feet that would make room for 17 new classrooms, and a larger library and cafeteria. Over the course of two separate scopes of work F&R conducted subsurface explorations consisting of 12 standard penetration test (SPT) borings that took place in the proposed school addition areas. F&R also performed a laboratory testing program consisting of up to five soil classification (Aterberg limits and wash #200) test, one Standard Proctor test and seven moisture content tests. The results of the SPT data were used to develop recommendations for shallow foundation systems, earthwork operations, and pavement design.

Froehling & Robertson, Inc | Relevant Experience

Meadow View Elementary School Henry County, VA



Size of Project:
24 Acres

Project Value:
\$5.8M

Completion Date:
In Progress

Owner's Name:
Henry County Public Schools

Project Description:

Froehling & Robertson, Inc. (F&R) is providing the construction materials testing (CMT) and special inspections for the new Meadow View Elementary School located in Henry County, Virginia. The new building will be a 95,000 sf, two story building that will house 600 Pre-K through 5th-grade students. The facility will also include a full-size gymnasium and a special education suite, as well as, full-size community recreation field and a full-size softball field.

New Bedford Middle School Bedford County, VA



Size of Project:
120,000

Project Value:
\$5.8M

Completion Date:
In Progress

Owner's Name:
Bedford County Public Schools

Project Description:

The existing Bedford Middle School was an aging facility and had been needed to be replaced for some time now. When Bedford County made the decision to make this a reality, it would be the first new school in Bedford County in nearly two decades. The new one to two-story middle school facility has a building footprint of approximately 85,600sf and a total square footage of 119,200sf. The two-story front portion of the building will include classroom and administrative spaces while the rear of the building will be a single-story and will house the gymnasium, locker rooms, cafeteria, music spaces, and mechanical room.

Froehling & Robertson | Resumes

Please see the following pages for the Froehling & Robertson, Inc. team:

- Geotechnical Service Manger Steve Hjelle





Steve Hjelle

Geotechnical Services Manager

Steve Hjelle has over 30 years of experience with numerous aspects of geotechnical engineering. He currently manages both the geotechnical and subsurface drilling operations for F&R's Roanoke branch. In this role, he oversees a staff that is responsible for developing subsurface exploration programs, coordinating geotechnical drill crews, soil and rock laboratory analysis, and providing geotechnical engineering recommendations. Mr. Hjelle's experience includes many project types including K-12 and higher education, multi-family residential, commercial, medical, transportation, industrial, and site planning. He has experience with a varying assortment of geotechnical applications, including shallow and deep foundations, removal and replacement operations during construction for unsuitable soils, drilled shafts, driven steel H-piles, L-pile, lateral earth pressures for earth retaining structures, slope stability, cement-treated aggregate, pressure grouting, and aggregate piers. Moreover, having worked for many years in Virginia's valley and ridge geological province, Mr. Hjelle is experienced with the causes of and corrections for subsidence due to karst features.

Years of Experience

Years in the Industry: 33

Education

MS, Civil Engineering,
University of Central Florida,
2010

BS, Civil Engineering,
University of Colorado, 1983

Registrations

- Virginia #047697
- Florida #41024
- Colorado #43440

Professional Affiliations

- American Society of Civil Engineers

Relevant Experience

Montgomery County Public Schools; Falling Branch Elementary School

Christansburg, Virginia

As the geotechnical project manager, Mr. Hjelle supervised the subsurface exploration and laboratory testing program for the construction of the additions to Falling Branch Elementary School. Mr. Hjelle also provided geotechnical recommendations for shallow foundation design.

St. John Neuman Academy

Blacksburg, Virginia

Mr. Hjelle supervised a subsurface exploration in support of the design of a 21,800 square foot school building and sports field. Once his team concluded field and laboratory activities, Mr. Hjelle offered geotechnical recommendations for the new facility including foundation design and construction considerations.

STEM-Focused High School

Kissimmee, Florida

Mr. Hjelle supervised a geotechnical exploration of the 74 acre site that would house a new 2,500 to 3,000 student high school. Mr. Hjelle evaluated the subsurface conditions for potential problems that would have impacted the construction and provided estimates of the seasonal high groundwater level at the boring locations. Mr. Hjelle also provided geotechnical recommendations for foundation design, pavement design, site preparation procedures, and stormwater pond design.

Blacksburg High School - Geotechnical Exploration

Blacksburg, Virginia

Mr. Hjelle provided oversight during the geotechnical exploration and laboratory testing program of this project. The project included 72 Standard Penetration Test (SPT) soil borings to depths of 25 feet below the existing ground surface, moisture content, Aterberg limits, wash No. 200 sieve tests. Mr. Hjelle also provided recommendations for shallow footing foundations, seismic site class, shrink-swell potential and sinkhole potential.



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- c. For each firm or major subcontractor that will be utilized in the project, provide a statement listing all of the firm's prior projects and clients for the past 3 years and contact information for those clients, including names, addresses, and telephone number. If a firm has worked on more than 10 projects during this period, it may limit its prior project list to 10, but shall include all projects similar in scope and size to the proposed project and shall include as many of its most recent projects as possible. Each firm or major subcontractor shall be required to submit all performance evaluation reports or other documents which are in its possession evaluating the firm's performances during the preceding three years in terms of cost, quality, schedule maintenance, safety and other matters relevant to the successful project developments, operation, and completion.

Please see the following pages for each firm's prior projects.



S.B. BALLARD CONSTRUCTION

	PROJECT	DETAILS	CLIENT	CONTACT
1	Camp Allen Elementary	Norfolk, VA 97,630 SF \$26,563,428 Anticipated Completion 2019	City of Norfolk 810 Union St Norfolk, VA 23510	Sid Kitterman (757) 664-4643 sid.kitterman@norfolk.gov
2	Ocean View Elementary	Norfolk, VA 92,350 SF \$21,785,691 Completed 2017	City of Norfolk 810 Union St Norfolk, VA 23510	Sid Kitterman (757) 664-4643 sid.kitterman@norfolk.gov
3	Larchmont School	Norfolk, VA 92,958 SF \$21,581,026 Completed 2017	City of Norfolk 810 Union St Norfolk, VA 23510	Sid Kitterman (757) 664-4643 sid.kitterman@norfolk.gov
4	Richard Bowling Elementary	Norfolk, VA 101,074 SF \$20,782,062 Completed 2016	City of Norfolk 810 Union St Norfolk, VA 23510	Sid Kitterman (757) 664-4643 sid.kitterman@norfolk.gov
5	Southside STEM Academy at Campostella	Norfolk, VA 181,849 SF \$32,329,994 Completed 2016	City of Norfolk 810 Union St Norfolk, VA 23510	Sid Kitterman (757) 664-4643 sid.kitterman@norfolk.gov
6	Old Dominion University College of Education Building	Norfolk, VA 120,245 SF \$31,534,643 Completed 2016	Old Dominion University 5115 Hampton Blvd Norfolk, VA 23529	Dave Robichaud (757) 683-5682 drobicha@odu.edu
7	Radford University College of Humanities & Behavioral Sciences Building	Radford, VA 143,600 SF \$40,115,731 Completed 2016	Radford University 801 East Main St Radford, VA 24141	Guy Rhodes (504) 831-7756 grhodes2@radford.edu
8	Virginia State University Multipurpose Center	Petersburg, VA 165,941 SF \$58,905,507 Completed 2016	Virginia State University 20917 Chesterfield Ave Petersburg, VA 23803	Jane Harris (804) 524-6239 jsharris@vsu.edu
9	Tidewater Community College Chesapeake Parking Garage	Chesapeake, VA 387,447 SF \$18,574,291 Completed 2016	Virginia Community College System 300 Arboretum Pl Richmond, VA 23236	Dan Jewett (804) 819-4914 djewett@vccs.edu
10	Norfolk State University Nursing & General Education Building	Norfolk, VA 140,000 SF \$40,436,049 Completed 2015	Norfolk State University 700 Park Ave Norfolk, VA 23504	Terry Woodhouse (757) 449-0557 twoodhouse@nsu.edu



November 22, 2016

Mr. Stephen B. Ballard
S.B. Ballard Construction Company, Inc.
2828 Shipps Corner Road
Virginia Beach, VA 23453

Dear Stephen:

On behalf of the City of Norfolk and Norfolk Public Schools, I want to personally thank you and your Design/Build team for your tireless efforts to design and construct five new schools for the City of Norfolk. This partnership created through the PPEA process provides the City of Norfolk with state-of-the-art schools designed for the 21st Century education in an astonishingly short 5-year span. Already, two schools have opened (280,000 square feet), two more (200,000 square feet) are well into construction and the final school (97,000 square feet) construction will begin soon.

Under your leadership, your construction management staff along with the three architectural firms collaborated with the City of Norfolk, Norfolk Public Schools and the public to ensure each school met the needs and objectives of the communities they serve. This effort heightened public support for the project and created excitement in the communities, knowing they would not have long to wait for their new school.

With a budget of just over \$130M we were able to exceed our goals because of the diligent work of your team, who found ways to save money both during the early design phases and during construction. As with any construction project, unforeseen conditions will occur. I appreciate your team's efforts to find ways to mitigate these conditions. In my estimation, your team's dedication to this project and the resulting benefit to the City of Norfolk exceeded what was anticipated from a construction company.

I am extremely proud to be a part of this team and historic project for the City of Norfolk and Norfolk Public Schools. Thank you and your team for everything you do.

Sincerely,

A handwritten signature in black ink, appearing to read "DL Ricks".

David L. Ricks, P.E.
Director

C: Sid Kitterman, City Engineer
John Alford, Project Manager

810 UNION STREET, SUITE 700 ■ NORFOLK, VIRGINIA 23510 ■ 757-664-4600
www.norfolk.gov



Facilities Management
 700 Park Avenue, Suite 101, Norfolk, Virginia 23504-8025
Tel: (757) 823-8440, **Fax:** (757) 823-2958
Email: twoodhouse@nsu.edu
Web: <http://www.nsu.edu>

November 18, 2016

To whom it may concern:

It is my pleasure to write this letter of recommendation on behalf of S.B. Ballard Construction Company. S.B. Ballard was the Construction Manager for three of Norfolk State University's most recent projects: the Lyman B. Brooks Library, the Nursing & Classroom Building, and currently under construction, Brown Hall, a new Academic Building that will complete the campus quad.

All three projects were executed under the Construction Manager-at-Risk delivery method. S.B. Ballard not only excels in the role as Construction Manager, but has exceeded our expectations throughout each phase of each project. The team was heavily involved during pre-construction and worked with the University to provide constructability suggestions as well as substantial cost saving ideas without affecting overall quality.

S.B. Ballard's services as the CM have been invaluable, and I am extremely pleased with the result of each project.

Specifically, I would give S.B. Ballard top marks in the following areas:

- **Quality of construction team.** The project team was professional, reliable, courteous, and respectful of the campus and surrounding areas. The team did such a great job on the library, we selected them again for the Nursing & Classroom Building. They have an old school work ethic (often 10-hour days, some Saturdays), good work habits, strong safety orientation, and emphasized getting the job done right rather than doing it fast. Their pride in their work is evident.
- **Project management and coordination.** The Ballard team was knowledgeable about all aspects of our project, and was able to plan, coordinate and manage the activities of different work crews effectively. Mr. Ballard himself remained closely involved in overseeing the projects from start to finish. S.B. Ballard's familiarity with building codes and dealing with city officials also facilitated a smooth and hassle-free process when it came to building permits and inspections.
- **Flexibility and effectiveness in dealing with unexpected developments.** When unforeseen problems surfaced, S.B. Ballard worked diligently with the university to identify the best solution. The team utilized resources effectively (e.g., enlisting the services of third party exterior skin or roofing consultants) and creatively (e.g., identifying a new product with a shorter lead time and lower maintenance costs), and directed the work crew to make changes necessary for implementing the solution.
- **Responsiveness to Owner needs and concerns.** S.B. Ballard's commitment to the Owner and user's satisfaction is evident in their actions. On the few occasions when I brought a

request or concern to Mr. Ballard's attention, he listened attentively, and always took appropriate action that demonstrated responsiveness to my needs or concerns.

- **No hidden costs.** S.B. Ballard gave a clear breakdown of costs for each facet of the project. When the project was completed, all the work was done as described and agreed upon, and there were no hidden costs, extra expenses or unpleasant surprises. S.B. Ballard delivered exactly what they had promised, at the agreed upon price.

In closing, I am very pleased with the final product and I am extremely impressed with S.B. Ballard's work as Construction Manager. I recommend S.B. Ballard Construction Company to you most enthusiastically, and without any reservations. If you have any questions about my experience with Mr. Ballard or any member of the Ballard team, please feel free to call me at (757) 823-8440.

Sincerely,



Terry Woodhouse
Director of Capital Planning and Improvements
Norfolk State University

Achieving With Excellence

An Equal Opportunity Employer



VSU Multi-Purpose Center
20809 2nd Avenue
Petersburg, VA 23803
P: (804) 524-3300
F: (804) 524-6958

February 13th, 2017

To Whom It May Concern:

Please receive this letter of recommendation on behalf of S. B. Ballard Construction Company. S. B. Ballard was the Construction Manager at Risk for the Virginia State University Multipurpose Center. As the Operator for this new facility, it is my pleasure to endorse S. B. Ballard Construction Company for their management and responsiveness regarding warranty items and closeout procedures.

VSU Multipurpose Center is a 167,000 GSF building that includes a 6100 seat arena for sporting and entertainment events as well as a Wellness Center, academic and athletic offices. S. B. Ballard's services at the close of this project have been invaluable to the operations team for this facility. Their construction team has provided a great service to our company regarding training, coordination and responsiveness.

The project team has been professional and courteous when responding to warranty items during the operation of this facility. They have shown great dedication to the completion of the project by coordinating warranty claims effectively and troubleshooting control systems to allow for a successful transition. S. B. Ballard has worked diligently with our personnel to ensure we are trained and understand all closeout documentation provided to the Owner for this building.

In closing, I am thankful for the time and dedication that S. B. Ballard has shown towards transitioning this building over and would recommend S. B. Ballard Construction Company without any reservations.

Sincerely,

Jay McCreary

Director of Operations
Global Spectrum



RRMM ARCHITECTS				
	PROJECT	DETAILS	OWNER	CONTACT
1	Masons Cove Elementary School	Roanoke, VA 52,368 SF \$9.8M Completed 2011	Roanoke County Public Schools 5937 Cove Rd NW Roanoke, VA 24019-2403	Chris Lowe (540) 562-3900 clowe@rcs.k12.va.us
2	Oak Point Elementary School	Smyth County, VA 80,000 SF \$15.2M Completed 2013	Smyth County Public Schools 121 Bagley Cir Ste 300 Marion, VA 24354	Dr. Dennis Carter (276) 783-8865 denniscarter@scsb.org
3	South Salem Elementary School	Salem, VA 89,000 SF \$14.9M Completed 2013	Salem City Public Schools 510 South College Ave. Salem, VA 24153	Dr. Alan Seibert (540) 389-4135 aseibert@salem.k12.va.us
4	Pioneer Elementary School	Suffolk, VA 86,420 SF \$14.9M Completed 2014	Suffolk Public Schools 100 N. Main St. Suffolk, VA 23434	Terry Napier (757) 934-6206 terrynapier@spsk12.net
5	Florence Bowser Elementary School	Suffolk, VA 114,500 SF \$21M Scheduled Completion 2018	Suffolk Public Schools 100 N. Main St. Suffolk, VA 23434	Terry Napier (757) 934-6206 terrynapier@spsk12.net
6	Beulah Elementary School	Chesterfield County, VA 99,221 SF \$24M Scheduled Completion 2018	Chesterfield County Public Schools 9900 Krause Rd Chesterfield, VA 238352	Nita Mensia-Joseph (804) 748-1405 nita_mensiajoseph@ccpesnet.net
7	Crossroads Elementary School	Marine Corps Base, Quantico, VA 129,577 SF \$43.5M Completed 2014	Naval Facilities Engineering Command Washington	Stephen White (202) 685-8423 stephen.l.white1@navy.mil
8	John Kerr Elementary School	Winchester, VA 94,000 SF \$19.5M Completed 2016	Winchester City Public Schools 12 N Washington St Winchester, VA 22601	Kevin McKew (540) 667-4253 mckewk@wps.k12.va.us
9	Ocean View Elementary School	Norfolk, VA 92,286 SF \$21M Completed 2017	Norfolk Public Schools 800 E City Hall Ave, Room 1200 Norfolk, VA 23510	Dr. Melinda Boone (757) 628-3830 mjboone@nps.k12.va.us
10	Larchmont School	Norfolk, VA 92,655 SF \$21M Completed 2017	Norfolk Public Schools 800 E City Hall Ave, Room 1200 Norfolk, VA 23510	Dr. Melinda Boone (757) 628-3830 mjboone@nps.k12.va.us

GAY AND NEEL				
	PROJECT	DETAILS	CLIENT	CONTACT
1	Pulaski County Middle School Site Selection Process	Pulaski, VA Completed 2017	Pulaski County Public Schools 202 North Washington Ave. Pulaski, VA 24301	Kevin W. Siers, Ed. D. (540) 994-2550 ksiers@pcva.us
2	East Salem Elementary School Parking Lot	Salem, VA +/- 12 acres Project in Progress (2017)	Salem City Schools 510 S. College Ave. Salem, VA 24153	Mr. Mike Bryant (540) 389-0130 mbryant@salem.k12.va.us
3	Meadow View Elementary School	Henry County, VA 24.92 acres Project in Progress (2017)	Henry County Public Schools 2285A Fairystone Park Hwy Bassett, VA 24055	Mr. Keith Scott (276) 634-4583 kascott@henry.k12.va.us
4	Christiansburg High School Stadium Field and Track Renovations (Artificial Turf & Rubber Track)	Christiansburg, VA Project in Progress (2017)	Montgomery County Public Schools 1175 Cambria Street Christiansburg, VA 24073	Mr. Dan Berenato (540) 382-5141 dberenato@mail.mcps.org
5	Christiansburg High School New Softball Field (Artificial Turf)	Christiansburg, VA Project in Progress (2017)	Montgomery County Public Schools 1175 Cambria Street Christiansburg, VA 24073	Mr. Dan Berenato (540) 382-5141 dberenato@mail.mcps.org
6	Riverheads Elementary School Site Design	Augusta County, VA 16.54 acres Completed 2017	Augusta County Public Schools 18 Government Center Lane Verona, VA 24482	Dr. Eric W. Bond (540) 245-5110 ewbond@augusta.k12.va.us
7	Hugh K. Cassell Elementary School Site Design	Augusta County, VA 20.11 acres Completed 2017	Augusta County Public Schools 18 Government Center Lane Verona, VA 24482	Dr. Eric W. Bond (540) 245-5110 ewbond@augusta.k12.va.us
8	Bluestone Elementary School Site Design	Harrisonburg, VA 11.84 acres Project in Progress (2017)	Harrisonburg City Public Schools One Court Square Harrisonburg, VA 22801	Dr. Scott R. Kizner (540) 434-9916 skizner@harrisonburg.k12.va.us
9	Elon W. Rhodes Early Learning Center Site Design for New Pre-K Facility	Harrisonburg, VA 3.20 acres Project in Progress (2017)	Harrisonburg City Public Schools One Court Square Harrisonburg, VA 22801	Dr. Scott R. Kizner (540) 434-9916 skizner@harrisonburg.k12.va.us
10	Harrisonburg High School Site Design for Expansion	Harrisonburg, VA Project in Progress (2017)	Harrisonburg City Public Schools One Court Square Harrisonburg, VA 22801	Dr. Scott R. Kizner (540) 434-9916 skizner@harrisonburg.k12.va.us

Prosim Engineering, LLC			
PROJECT	DETAILS	CLIENT	CONTACT
Name of Project	City, State ____ SF \$____ Completed ____	Owner Street Address City State Zip	Name Phone Email
Education Projects with RRMM Architects (please reference THEIR provided material) o John Kerr Elementary School, Virginia o Martinsville Virginia High School o Meadowview Elementary School, Henry Co., Virginia (Collinsville) o Salem New Elementary School, Virginia o Smyth Co New School (Oak Point), Virginia o Marion / Smyth Co Primary Renovation, Virginia			
Fairmont Elementary School	Johnson City, TN N/A SF \$12M Completed 2011	Johnson City Schools	423.434.5200
Bridgewater College – Nininger Hall Renovations & Additions	Bridgewater, VA 15,000 approx SF \$7.7M Estimated Completed 2014	Bridgewater College via EDC, Inc.	Raymond Hunt 804.897.0901
Bullitt Park Treehouses	Big Stone Gap, VA N/A SF \$ N/A Completed 2015	Town of Big Stone Gap, VA	N/A
Sessions Hotel	Bristol TN N/A SF \$ N/A Completed: In Design / Construction	Sessions Properties LLC	Todd Morgan 540.342.6758

Lawrence Perry and Associates				
	PROJECT	DETAILS	CLIENT	CONTACT
1	Meadow View Elementary School - New Facility	Henry County, VA 98,500 SF \$20 Million Completed: 2018	Henry County Public Schools 2285A Fairystone Park Hwy Bassett, VA 24055	Mr. Keith Scott (276) 634-4583 kascott@henry.k12.va.us
2	George Washington High School - Precision Machining Lab Renovation	Danville, VA 12,972 SF \$1.7 Million Completed: 2017	Danville Public Schools 341 Main Street, Suite 100 Danville, VA 24541	Alonzo Jones, Director of Maintenance and Operations (434) 799-6481
3	William Monroe High School - Renovation	Standardsville, VA 27,000 SF \$12 Million Completed: 2019 (Est.)	Greene County Public Schools 40 Celt Road Standardsville, VA 22973	Dr. Andrea Whitmarsh, Superintendent (434) 939-9000 awhitmarsh@greenecountyschools.com
4	William Monroe Middle School - Renovation	Standardsville, VA 25,000 SF \$8 Million Completed: 2019 (Est.)	Greene County Public Schools 40 Celt Road Standardsville, VA 22973	Dr. Andrea Whitmarsh, Superintendent (434) 939-9000 awhitmarsh@greenecountyschools.com
5	John Kerr Elementary School - New Facility	Winchester, VA 94,000 SF \$19.5 Million Completed: 2016	Winchester Public Schools 12 N. Washington Street Winchester, VA 22601	Mr. Kevin McKew (540) 667-4253 mckewk@wps.k12.va.us
6	Thomas Harrison Middle School – HVAC Replacement	Harrisonburg, VA 135,000 SF \$17 Million Completed: 2017	Harrisonburg City Public Schools One Court Square Harrisonburg, VA 22801	Mr. Craig Mackail Executive Director of Operations and School Safety (540) 433-1354
7	Hugh K. Cassell Elementary School (New Facility)	Augusta County, VA 91,000 SF \$20 Million Completed: 2017	Augusta County Public Schools 18 Government Center Lane Verona, VA 24482	Dr. Eric W. Bond (540) 245-5110 ewbond@augusta.k12.va.us
8	Riverheads Elementary School (New Facility)	Augusta County, VA 91,000 SF \$20 Million Completed: 2017	Augusta County Public Schools 18 Government Center Lane Verona, VA 24482	Dr. Eric W. Bond (540) 245-5110 ewbond@augusta.k12.va.us
9	Liberty University Science Hall (New Facility)	Lynchburg, VA 130,000 SF \$32 Million Completed: 2015	Liberty University 1971 University Boulevard Lynchburg, VA 24502	Mr. Alan Askew (434) 592-4172 aaaskew@liberty.edu
10	Emory and Henry College School of Health Sciences	Marion, VA 72,000 SF \$13.3 Million Completed: 2016	Emory and Henry College 30461 Garnard Drive Emory, VA 24327	Dr. A. Louise Fincher Founding Dean, School of Health Sciences lfincher@ehc.edu (276) 944-6342

Froehling & Robertson, Inc.				
	PROJECT	DETAILS	CLIENT	CONTACT
1	Falling Branch Elementary School Additions	Christiansburg, Virginia 28,000 SF F&R Fees: \$8,550.20 Completed 2017	Montgomery County Public Schools 1175 Cambria Street Christiansburg, VA 24073	Mr. Dan Berenato 540-382-5141 dberenato@mcps.org
2	Fallon Park Elementary School Improvements	Roanoke, Virginia 96,000 SF F&R Fees: \$6,510.00 In Progress	Roanoke City Public Schools 40 Douglas Avenue, N.E. Room 103 Roanoke, VA 24012	Mr. Jeff Shawver 540-853-6306 jshawver@rcps.info
3	East Montgomery High School Weightroom & Christiansburg High School Baseball Field Backstop	Elliston & Christiansburg, Virginia 600 SF F&R Fees: \$2,944.00 Completed 2017	Montgomery County Public Schools 1175 Cambria Street Christiansburg, VA 24073	Mr. Dan Berenato 540-382-5141 dberenato@mcps.org
4	Liberty High School Gym Additions	Bedford, Virginia 19,600 SF F&R Fees: \$4,220.00 In Progress	M. B. Kahn Construction Company, Inc. 101 Flintlake Road Columbia, SC 29223	Mr. Tony Wilson 803-736-2950 twilson@mbkahn.com
5	New Bedford Middle School	Bedford, Virginia 120,000 SF F&R Fees: \$5,875.00 In Progress	M. B. Kahn Construction Company, Inc. 101 Flintlake Road Columbia, SC 29223	Mr. Eddie Brown 803-736-2950 twilson@mbkahn.com
6	Proposed Henry County School Site	Collinsville, Virginia 95,000 SF F&R Fees: \$19,455.00 In Progress	RRMM Architects 28 Church Street Roanoke, VA 24011	Mr. Ryan Sunshine 540-344-1212 rsunshine@rrmm.com



May 21, 2017

Re: Froehling & Robertson, Inc. Recommendation

SOUTHWEST VIRGINIA
28 CHURCH AVE SW
ROANOKE, VA 24011
T: 540.344.1212

HAMPTON ROADS
1317 EXECUTIVE BLVD
SUITE 200
CHESAPEAKE, VA 23320
T: 757.622.2828

CENTRAL VIRGINIA
9097 ATLEE STATION RD
SUITE 101
MECHANICSVILLE, VA 23116
T: 804.277.8987

NORTHERN VIRGINIA
2700 S. QUINCY ST
SUITE 300
ARLINGTON, VA 22206
T: 703.998.0101

MARYLAND
1 RESEARCH COURT
SUITE 450
ROCKVILLE, MD 20850
T: 240.403.4101

To Whom It May Concern:

Over the past decade or more, I have personally worked with Froehling & Robertson, Inc., on a wide range of projects throughout southwest and central Virginia. These have included both renovation and new construction projects and have ranged from smaller buildings to an entire high school / middle school campus development. We have relied on F&R for services ranging from initial environmental site assessments in the schematic design phase to soil borings and geotechnical services related to foundation design to complete testing and inspection services throughout the construction administration phase. F&R has also provided invaluable assistance when hazardous material abatement issues need to be addressed, both identification and test monitoring.

We have always found F&R's services to be accurate and thorough and have been very pleased with their professionalism. They are very effective communicators both when a question arises during a field inspection and also in presenting reports of their inspections and findings.

I would highly recommend Froehling & Robertson for any of the construction-related services they provide. Please feel free to call me if there are any questions.

Sincerely,

RRMM Architects

Ryan Sunshine, AIA, NCARB, CSI CDT
Senior Associate | Senior Project Manager

540-278-2146



June 2, 2017

Mr. Paul Bryan, P.E.
Business Development Manager
Froehling & Robertson, Inc.
1734 Seibel Drive, N.E.
Roanoke, VA 24012

Dear Mr. Bryan:

Master Engineers and Designers has been using Froehling & Robertson (F&R) as its geotechnical consultant for the past three decades. I personally have consulted with F&R for the past 17 years. In addition to working with the geotechnical staff, we have worked with the material testing group for special projects such as assessing in-service structures. We find F&R's staff responsive, meeting budgets and schedule, offering solutions to unusual circumstances, and providing a quality product. The overall performance of both the field crews and the engineers make it a pleasure to work with them.

As structural engineers, we count on sound and prudent geotechnical engineering recommendations. F&R has always delivered. While we have worked together on many projects, some of the projects that we have been most pleased to have F&R's geotechnical assistance include multiple projects at both Liberty University and Babcock & Wilcox.

They have also provided material testing and load testing on several projects that assisted in the condition assessment of existing buildings. A load test of the historic Courtland Building in Lynchburg and crane runway beams at Delta Star, for example, verified the strength of the structures. Concrete and rebar testing of these structures was used to determine the material properties of these and other structures that are in service.

We appreciate the opportunity to work with F&R. They are always our first choice for geotechnical and testing services.

Sincerely,

MASTER ENGINEERS AND DESIGNERS, INC.

A handwritten signature in blue ink that reads 'Gary W. Loomis'.

Gary W. Loomis, P.E.
Chief Executive Officer

gloomis@MasterEngineersInc.com

- d. Provide the names, prior experience, addresses, telephone numbers and e-mail addresses of persons within the firm or consortium of firms who will be directly involved in the project or who may be contacted for further information.

S.B. Ballard Construction Company – Design-Build Contractor

Stephen B. Ballard, President | CEO
2828 Shipps Corner Road
Virginia Beach, VA 23453
Office: (757) 440-5555
Fax: (757) 689-5542
Email: Steve@sbballard.com

RRMM Architects – Architect

Benjamin Motley, Principal-in-Charge | Project Manager
28 Church Ave SW
Roanoke, VA 24011
Office: (540) 344-1212
Fax: (540) 344-1321
Email: bmotley@rrmm.com

- e. Provide a current or most recently audited financial statement of the firm or firms and each partner with an equity interest of twenty percent or greater.

See Volume II for this Confidential/Proprietary information.



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- f. **Identify any persons known to the proposer who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the project pursuant to The Virginia State and Local Government Conflict of Interests Act (Va. Code § 2.2-3100 et seq.).**

There are no persons known to S.B. Ballard Construction Company or any associate firms that would be obligated to disqualify themselves from participation in any transaction arising from or in connection to this project as per the cited statute or for any other reason.





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g. Identify the proposed plan for obtaining sufficient numbers of qualified workers in all trades or crafts required for the project.

Subcontractor Pre-Qualification

There are three major factors to consider when selecting subcontractors: their financial health, experience of the firm and their on-site foreman, and their ability to properly staff the project. SBBCC evaluates each potential subcontractor using an extensive and detailed pre-qualification process.

With more than 39 years of experience, SBBCC fully understands the importance of developing relationships with key subcontractors. In fact, they are the lifeblood of any successful project. One of SBBCC's greatest strengths is our knowledge of and relationship with various qualified firms in the Virginia subcontractor market. We have worked with the majority of the subcontractors and suppliers throughout the Commonwealth of Virginia and adjacent states and are very familiar with their qualifications and capabilities.

We have developed a subcontractor and supplier qualification system that we incorporate on all projects. In addition, the regional knowledge and familiarity with the local construction marketplace will be a tremendous asset in assisting us to identify and solicit the widest possible level of participation from firms and individuals that have the requisite skills and experience for the project. The following is a partial list of the criteria we use when pre-qualifying subcontractors, regardless of their size:

- Financial qualifications
- Experience with similar type facilities
- Local marketplace workforce
- Previous experience with SBBCC
- Previous experience with the Client
- SWaM (SBE/WBE/MBE) status
- State & local license qualifications
- Safety record and EMR for the last three years
- Contractor references
- Trade references
- Litigation experience (if any)
- Resumes of Project Managers and Superintendents
- Resumes and background history of ownership
- Previous experience with other Commonwealth of Virginia work
- Disbarment status on federal, state and local agency work (if any)
- Full Compliance with the SBBCC Safety and Quality-Control Programs

SBCC's dedicated Estimating Department works hard to establish, maintain, and build relationships with the subcontractors and suppliers in the Commonwealth of Virginia. Our Estimating Team works closely with our subcontractors during the bidding process to ensure that they have a clear and complete understanding of scope of work that is required. Communication with subcontractors and suppliers during the bidding process allows us the opportunity to gain input from the subcontractors and suppliers on items that might save time and cost on the project. These relationships are crucial to the success of SBCC and will fully serve the best interests of the project.

With our long standing reputation for well-managed, safe, high quality projects completed on-time and within budget, subcontractors and suppliers pursue our business. In most instances, we know their strengths and their weaknesses. Pre-qualification of all subcontractors will ensure the quality, competitiveness, safety rating, and financial capability of all subcontractors.

SBCC's goal is to secure three or more responsive proposals from subcontractors for each trade. If for some unforeseen reason three are not received, detailed documentation as to why this occurred will be provided.

SBCC supports opportunities for small disadvantage subcontractors and suppliers. Our estimating team will work closely with the small disadvantaged businesses community ensuring that they have the tools needed to bid on all aspects of the project. During the construction of the project, our project management team will work closely with our Small Business Coordinator to ensure opportunities that arise are solicited by SWaM firms.



h. Identify the proposed plan for complying with Va. Code § 22.1-296.1, if applicable, or explain why the requirements of that statute are inapplicable.

§ 22.1-296.1. Data on convictions for certain crimes and child abuse and neglect required; penalty.

A. As a condition of employment for all of its public school employees, whether full-time or part-time, permanent, or temporary, every school board shall require on its application for employment certification (i) that the applicant has not been convicted of a felony or any offense involving the sexual molestation, physical or sexual abuse or rape of a child; and (ii) whether the applicant has been convicted of a crime of moral turpitude. Any person making a materially false statement regarding any such offense shall be guilty of a Class 1 misdemeanor and upon conviction, the fact of said conviction shall be grounds for the Board of Education to revoke such person's license to teach.

B. Every school board shall also require on its application for employment, as a condition of employment requiring direct contact with students, whether full-time or part-time, permanent, or temporary, certification that the applicant has not been the subject of a founded case of child abuse and neglect. Any person making a materially false statement regarding a finding of child abuse and neglect shall be guilty of a Class 1 misdemeanor and upon conviction, the fact of said conviction shall be grounds for the Board of Education to revoke such person's license to teach.

C. As a condition of awarding a contract for the provision of services that require the contractor or his employees to have direct contact with students on school property during regular school hours or during school-sponsored activities, the school board shall require the contractor to provide certification that all persons who will provide such services have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child.

Any person making a materially false statement regarding any such offense shall be guilty of a Class 1 misdemeanor and, upon conviction, the fact of such conviction shall be grounds for the revocation of the contract to provide such services and, when relevant, the revocation of any license required to provide such services. School boards shall not be liable for materially false statements regarding the certifications required by this subsection.

This subsection shall not apply to a contractor or his employees providing services to a school division in an emergency or exceptional situation, such as when student health or safety is endangered or when repairs are needed on an urgent basis to ensure that school facilities are safe and habitable, when it is reasonably anticipated that the contractor or his employees will have no direct contact with students.

S.B. Ballard Construction Company performs background checks on all of its employees.

During the pre-construction phase of the project, S.B. Ballard will work with all subcontractors to perform criminal history background checks.



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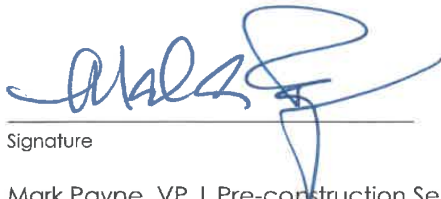
- i. For each firm or major subcontractor that will perform construction and/or design activities, provide the following information:
- 1) A sworn certification by an authorized representative of the firm attesting to the fact that the firm is not currently debarred or suspended by any federal, state or local government entity.
 - 2) A statement that reviews all relevant information regarding technical qualifications and capabilities, firm resources and business integrity of the firm, including but not limited to bonding capacities, insurance coverage and firm equipment. This statement shall also include a disclosure for the past three years of any of the following conduct by the firm or its principal shareholders:
 - i. bankruptcy filings;
 - ii. liquidated damages;
 - iii. fines, assessments or penalties;
 - iv. judgments or awards in contract disputes;
 - v. contract defaults or terminations;
 - vi. license revocations, suspension, disciplinary actions;
 - vii. prior debarments or suspensions by a governmental entity;
 - viii. denials of prequalification, findings of non-responsibility;
 - ix. safety past performance data including fatality; incidents, "Experience Modification Rating," "Total Recordable Injury Rate," and "Total Lost Workday Incidence Rate;"
 - x. violations of any federal, state, or local criminal or civil law;
 - xi. criminal indictments or investigations; and
 - xii. legal claims filed by or against the firm.

Please see the following pages for this information.

S.B. BALLARD CONSTRUCTION COMPANY

- 1) S.B. Ballard Construction Company certifies that the firm is not currently debarred or suspended by any federal, state or local government entity.
- 2)
 - a. S.B. Ballard Construction Company certifies that all material representations, information, and data provided in our proposal is true and correct.
 - b. Please see the subsequent pages for S.B. Ballard's bonding capacity.
 - c. Please see the subsequent pages for S.B. Ballard's insurance coverage.
 - d. Please see the subsequent pages for S.B. Ballard's resources and equipment summary.
 - e. Please see below for disclosure of the following conduct by the firm and/or principal shareholders for the past three years:

	2014	2015	2016
i. bankruptcy filings;	0	0	0
ii. liquidated damages;	0	0	0
iii. fines, assessments or penalties;	0	0	0
iv. judgments or awards in contract disputes;	0	0	0
v. contract defaults or terminations;	0	0	0
vi. license revocations, suspension, disciplinary actions;	0	0	0
vii. prior debarments or suspensions by a governmental entity;	0	0	0
viii. denials of prequalification, findings of non-responsibility;	0	0	0
ix. safety past performance data including fatality incidents,	0	0	0
"Experience Modification Rating,"	.77	.73	.75
"Total Recordable Injury Rate,"	0	0	0
and "Total Lost Workday Incidence Rate;"	0	0	0
x. violations of any federal, state, or local criminal or civil law;	0	0	0
xi. criminal indictments or investigations; and	0	0	0
xii. legal claims filed by or against the firm.	0	0	0



Signature

Mark Payne, VP | Pre-construction Services
S.B. Ballard Construction Company

2/15/18

Date

February 6, 2018

Dr. Keith Perrigan, Ed. D.
Division Superintendent
Bristol Virginia Public Schools
220 Lee Street
Bristol, Virginia 24201

Re: S. B. Ballard Construction Company
PPEA – Bristol Public Schools
Bonding Capacity


Dear Dr. Perrigan:

Hampton Roads Bonding has the privilege of providing bonds for S. B. Ballard Construction Company. This account is written through Liberty Mutual Insurance Company, a Massachusetts corporation, licensed to transact business in the Commonwealth of Virginia. Liberty has an A.M. Best rating of A with a financial size category of XV and is listed in U.S. Treasury Circular 570.

We currently have in place a bonding program for single jobs in excess of \$200,000,000 with \$500,000,000 aggregate. It should be understood that this fine firm can secure bonding for this project in an amount equal to or greater than the estimated construction cost from Liberty. However, please note bond approval is based on the financial condition of the firm at the time of the bond request.

We appreciate having the opportunity to share with you our experience with this fine company and urge you to give them every consideration on the project.

Sincerely,


Daniel J. Grygo



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/8/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER A Marsh & McLennan Agency LLC 222 Central Park Avenue, Suite 1340 Virginia Beach VA 23462		CONTACT NAME: Certificates PHONE (A/C, No, Ext): 757-456-0577 E-MAIL ADDRESS: certificates@rutherfordord.com		FAX (A/C, No): 757-456-5296
INSURED S.B. Ballard Construction Company 2828 Shipp's Corner Road Virginia Beach VA 23453		INSURER(S) AFFORDING COVERAGE		NAIC #
SBBALL		INSURER A: Charter Oak Fire Insurance Company		25615
		INSURER B: Phoenix Insurance Company		25623
		INSURER C: Travelers Indemnity Company		25658
		INSURER D: North River Insurance Company		21105
		INSURER E: XL Specialty Insurance Company		37885
		INSURER F: VA Contractors Group Self-Ins Assoc		99999

COVERAGES**CERTIFICATE NUMBER:** 2075668451**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:			DTC03E302022COF17	4/1/2017	4/1/2018	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> COMP & COLL. <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS <input checked="" type="checkbox"/> Various Deds			DT8103E302022PHX17	4/1/2017	4/1/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C D	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB DED <input checked="" type="checkbox"/> RETENTION \$ 10,000	<input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE		CUP2J4667071726 5228006643	4/1/2017 4/1/2017	4/1/2018 4/1/2018	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 Excess Liability \$ 10,000,000
F	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input checked="" type="checkbox"/> Y / N <input type="checkbox"/> N / A		VACO376	6/1/2017	6/1/2018	<input checked="" type="checkbox"/> PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
E	Scheduled Equip. Leased/Rented Equip. *See Below for Installation			UM00035538MA17A	4/1/2017	4/1/2018	Schedule on File \$1,000,000 Deduct: \$2,500 Deduct: \$2,500

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Professional/Pollution Policy 4/1/17 to 4/1/18 Limit \$4,000,000 each loss and \$4,000,000 aggregate limit with \$25,000 retention carrier: Indian Harbor Insurance Company A(Excellent) rated. Blanket Additional Insured and Blanket Waiver of Subrogation on General Liability when required by written contract.
Description: Bristol Public Schools PPEA

SAMPLE CERTIFICATE**CERTIFICATE HOLDER****CANCELLATION**

Dr. Keith Perrigan, Ed. D.
Division Superintendent
Bristol Virginia Public Schools
220 Lee Street
Bristol VA 24201

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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**S.B. Ballard Construction Company
Offices Equipment List 2017**

S.B. Ballard Construction Company's headquarters is in Virginia Beach, Virginia. The 27,480 SF facility consists of 16,240 SF of office space and 11,240 SF of warehouse space that sits on 14.74 acres. S.B. Ballard's satellite office is located in downtown Richmond, Virginia.

Equipment List			
19	CONCRETE BUCKET	2	BACKHOE FORKS
1	SAWZALL	1	FORKLIFT WALKIE PALLET TRUCK
1	MAN BASKET	5	FORKLIFT CAT
1	PUMP TSURUMI	1	FORKLIFT DAEWOO
1	TRUCK WASH STATION	1	TRACTOR FARM
1	BACKHOE FORKS	2	GAS BLOWER
1	PUTZ TRUCK USED ON PLACING	3	GOLF CART
1	NAIL COMPRESSOR	1	GENERATOR OFFICE
2	AIR COMPRESSOR	11	GENERATOR
1	ALTMETER	1	GAS MONITOR
2	FORKLIFT LIFTING ATTACHMENT	5	GRINDER FLOOR
1	LOADER BUCKET	2	GRINDER CEILING
1	BUCKET	2	GRINDER CHAND
1	BACKHOE 416C 1999	8	GRINDER
2	GANG BOX	7	GUN SHOT
1	BREAKER	1	SCREW GUN
1	CORE DRILLER	1	HAMMER 30lb
1	CHIPPER	1	HAMMER 90LB
1	CONCRETE MIXER	7	HOPPER DUMPING
7	COMPACTOR	2	TRASH CART
1	CRANE LIEBHERR 38K	17	HEATER PROPANE
1	CONCRETE SPLITTER	5	HEATER NATURAL GAS
7	DEHUMIDIFIER	24	HEATER
1	DOZIER CAT D4C 1997	13	IMPACT WRENCH
1	DIPSTICK	1	IMPACT GUN
1	DRILL 1/2	1	LARGE TRIPOD LEGS
2	DRILL MAG	22	LASERPLANE
1	DRILL LARGE	3	LASER INTERIOR
59	DRILL HAMMER	45	LASER RECEIVER
1	DRILL ANGLE	6	RECEIVER
1	DRILL	4	LIGHT TOWER
1	HAMMER DOM.	8	LIGHT STAND
1	DRILL ROCK	14	LEVEL
1	LINKBELT EXCAVATOR	1	MANLIFT
15	FAN	1	BLOWER MANHOLE
2	BACKHOE FORKS	1	MAGNETIC LOCATOR
1	FORKLIFT WALKIE PALLET TRUCK	1	NAILER
5	FORKLIFT CAT	1	OFFICE TRAILER

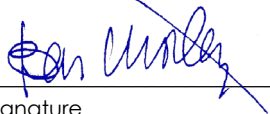
1	FORKLIFT DAEWOO	3	PALLET TRUCK
1	TRACTOR FARM	1	POWER BUGGY MORRISON PB16
2	GAS BLOWER	1	PAINT SPRAYER
3	GOLF CART	35	PUMP TSURUMI
1	GENERATOR OFFICE	3	PUMP MUD HOG
11	GENERATOR	1	PUMP GAS POWERED
1	LINKBELT EXCAVATOR	1	PUMP GODWIN
15	FAN	4	PUMP 480V 3"
2	PUMP WACKER	1	TRAILER AAA FINISHER 1994
6	PRESSURE WASHER	1	TRAILER 1996 MASTER TOW
7	RADIO PORTABLE	1	TRAILER EAGER BEAVER
2	REBAR BENDER	1	TRAILER UTIL 1999
3	REBAR CUTTER	2	TRAILER FLATBED
2	DRILL ROCK	1	TRAILER COXCO
8	RIVIT BUSTER	1	TRAILER SKIDSTEER
1	SPREADER BAR 35T	1	TRAILER BOX 48'
1	SPREADER BAR 25T	1	TRAILER ENCLOSED
1	SPREADER BAR 50T	1	HOMESTEAD TRAILER
2	SPREADER BAR 10T	1	KENWORTH TRACTOR
4	SAW AIR CHOP	1	PICKUP 1997 NISSAN
5	SAW CIRCULAR	1	TRUCK 2001 F650
2	CHAIN SAW	1	PICKUP 2004 F250 FORD
8	SAW CONCRETE	2	PICKUP 2004 F150
2	SOFTCUT SAW	1	2005 CHEVY SILVERADO
1	SAW WOOD CHOP	1	2006 C3500 CHEVROLET
14	SAW CUTOFF	1	CHEVY 2008 PICKUP
1	SAW TABLE	1	GMC 3500 PICKUP
1	SAW TILE	1	CHEVROLET 7500 TILT CAB TRUCK
5	SAW BAND	1	GMC YUKON 2010
2	SCREED GAS	2	TOYOTA HIGHLANDER SUV
1	MORRISON SHAKER	1	CHRYSLER 300
1	SCANNER	1	GMC 2011 1500 PICKUP
1	SKIDSTEER	1	CHEVY 2012 PICKUP
5	SCISSOR LIFT	1	CHEVY 2011 FORD F150
2	SAW COMPOUND MITER	1	FORD EXPLORER
1	BROOM SWEETSTER FRONT	1	PICKUP CHEVY 1500
1	BROOM SWEETSTER REAR	1	GMC YUKON 2013
1	SWEEPER FORKLIFT	1	TOYOTA 4RUNNER 2005
3	SPRAY RIG	1	TOYOTA HIGHLANDER 2013
1	SAW SCROLL	2	CHEVY 2015 TAHOE
5	TRANSIT TOTAL STATION	3	CHEVY TAHOE 2016
1	TOTAL STATION	1	CHEVY SUBURAN 2016
8	TRANSIT	2	CHEVY 2500HD SILVERADO
1	TRIBRACH	2	CHEVY 1500 SILVERADO
7	TROWEL MACHINE	1	2017 CHEV. SILVERADO

8	TROWEL RIDING	1	2017 CHEVY SPORT UTILITY
1	VAVCUM CLEANER	1	CHEV. BUS
1	VIBRATING HAMMER		
27	VIBRATE		
1	VIBRATOR CONCRETER		
4	WEEDEATER		
1	WELDER		
1	WATER BUFFALO 400 GAL		

RRMM ARCHITECTS

- 1) RRMM Architects certifies that the firm is not currently debarred or suspended by any federal, state or local government entity.
- 2)
 - a. RRMM Architects certifies that all material representations, information, and data provided in our proposal is true and correct.
 - b. Bonding: n/a
 - c. Please see the subsequent pages for RRMM's insurance coverage.
 - d. Firm Equipment: n/a
 - e. Please see below for disclosure of the following conduct by the firm and/or principal shareholders for the past three years:

	2014	2015	2016
i. bankruptcy filings;	0	0	0
ii. liquidated damages;	0	0	0
iii. fines, assessments or penalties;	0	0	0
iv. judgments or awards in contract disputes;	0	0	0
v. contract defaults or terminations;	0	0	0
vi. license revocations, suspension, disciplinary actions;	0	0	0
vii. prior debarments or suspensions by a governmental entity;	0	0	0
viii. denials of prequalification, findings of non-responsibility;	0	0	0
ix. safety past performance data including fatality incidents,	n/a	n/a	n/a
"Experience Modification Rating,"	n/a	n/a	n/a
"Total Recordable Injury Rate,"	n/a	n/a	n/a
and "Total Lost Workday Incidence Rate;"	n/a	n/a	n/a
x. violations of any federal, state, or local criminal or civil law;	0	0	0
xi. criminal indictments or investigations; and	0	0	0
xii. legal claims filed by or against the firm.	0	0	0


Signature

2/15/18
Date

Benjamin S. Motley
RRMM Architects

During the last five years RRMM has been involved in one arbitration proceeding. In this proceeding, our client alleged that the plumbing, mechanical and electrical consultant we engaged on their project made significant design errors. Approximately two years ago this arbitration was settled. The consultant acknowledged design errors, and paid the claim. RRMM was released without liability. There have been no other lawsuits, arbitrations, formal disputes or hearings.

ACORD™

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

8/24/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER BB&T Insurance Services, Inc. 2108 W. Laburnum Ave Suite 300 PO Box 17370 Richmond, VA 23227	CONTACT NAME:	
	PHONE (A/C, No, Ext): 804-359-0044	FAX (A/C, No): 888-751-3010
INSURED RRMM Architects PC DBA RRMM Lukmire Architects 1317 Executive Boulevard, Suite 200 Chesapeake, VA 23320	E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE	
	INSURER A: Sentinel Insurance Company Ltd.	NAIC # 11000
	INSURER B: Charter Oak Fire Insurance Co.	25615
	INSURER C: XL Specialty Insurance Company	37885
	INSURER D: Travelers Property Casualty Co.	25674
INSURER E:		
INSURER F:		

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR NVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		14SBABI4069	09/01/2017	09/01/2018	EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
D	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS		BA4H278677	09/01/2017	09/01/2018	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	UMBRELLA LIAB EXCESS LIAB DED <input type="checkbox"/> RETENTION \$		14SBABI4069	09/01/2017	09/01/2018	EACH OCCURRENCE \$ AGGREGATE \$ \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> Y/N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A	UB4H280673	09/01/2017	09/01/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
C	Professional Liability		DPR9917003	09/01/2017	09/01/2018	\$2,000,000 Per Claim \$4,000,000 Aggregate \$150,000/\$300,000 Deds.

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Professional Liability Policy not included under Umbrella Coverage

INFORMATION PURPOSES ONLY

CERTIFICATE HOLDER

CANCELLATION

RRMM Architects
1317 Executive Boulevard
Suite 200
Chesapeake, VA 23320

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

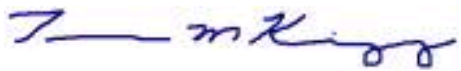
AUTHORIZED REPRESENTATIVE

K. Blah

GAY AND NEEL, INC.

- 1) Gay and Neel, Inc. certifies that the firm is not currently debarred or suspended by any federal, state or local government entity.
- 2) a. Gay and Neel, Inc. certifies that all material representations, information, and data provided in our proposal is true and correct.
- b. Bonding: n/a
- c. Please see the subsequent pages for Gay and Neel, Inc.'s insurance coverage.
- d. Firm Equipment: n/a
- e. Please see below for disclosure of the following conduct by the firm and/or principal shareholders for the past three years:

	2014	2015	2016
i. bankruptcy filings;	0	0	0
ii. liquidated damages;	0	0	0
iii. fines, assessments or penalties;	0	0	0
iv. judgments or awards in contract disputes;	0	0	0
v. contract defaults or terminations;	0	0	0
vi. license revocations, suspension, disciplinary actions;	0	0	0
vii. prior debarments or suspensions by a governmental entity;	0	0	0
viii. denials of prequalification, findings of non-responsibility;	0	0	0
ix. safety past performance data including fatality incidents,	n/a	n/a	n/a
"Experience Modification Rating,"	n/a	n/a	n/a
"Total Recordable Injury Rate,"	n/a	n/a	n/a
and "Total Lost Workday Incidence Rate;"	n/a	n/a	n/a
x. violations of any federal, state, or local criminal or civil law;	0	0	0
xi. criminal indictments or investigations; and	0	0	0
xii. legal claims filed by or against the firm.	0	0	0



Signature

2/15/18

Date

Trevor M. Kimzey
Gay and Neel, Inc.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/27/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Brown Insurance 100 Hubbard Street Ste A Blacksburg VA 24060-5745	CONTACT NAME: Denise Pierce PHONE (A/C, No, Ext): (540)552-5331 E-MAIL ADDRESS: dpierce@llbrown.net FAX (A/C, No): (540)552-3321
INSURED Gay and Neel, Inc 1260 Radford Street Christiansburg VA 24073	INSURER(S) AFFORDING COVERAGE INSURER A: Cincinnati Insurance Company INSURER B: Hartford Accident and Indemnity Company INSURER C: Continental Casualty Company INSURER D: INSURER E: INSURER F:
	NAIC # 10677 22357

COVERAGES**CERTIFICATE NUMBER:** 2017-2018**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			ECP0357076	11/24/2017	11/24/2018	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			ECP0357076	11/24/2017	11/24/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Medical payments \$ 5,000
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			ECP0357076	11/24/2017	11/24/2018	EACH OCCURRENCE \$ 3,000,000 AGGREGATE \$ 3,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y / N <input type="checkbox"/>	N / A	14WECCU5518	11/24/2017	11/24/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 100,000 E.L. DISEASE - EA EMPLOYEE \$ 100,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
C	Professional Liability			AEH276201944	12/21/2016	12/21/2017	Per Claim \$5,000,000 Aggregate \$5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

FOR INFORMATION PURPOSES

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

© 1988-2015 ACORD CORPORATION. All rights reserved.

Prosim Engineering LLC

- 1) Prosim Engineer LLC certifies that the firm is not currently debarred or suspended by any federal, state or local government entity.
- 2) a. Prosim Engineer LLC certifies that all material representations, information, and data provided in our proposal is true and correct.
- b. Bonding: n/a
- c. Please see the subsequent pages for Prosim Engineer LLC's insurance coverage.
- d. Firm Equipment: n/a
- e. Please see below for disclosure of the following conduct by the firm and/or principal shareholders for the past three years:

	2014	2015	2016
i. bankruptcy filings;	0	0	0
ii. liquidated damages;	0	0	0
iii. fines, assessments or penalties;	0	0	0
iv. judgments or awards in contract disputes;	0	0	0
v. contract defaults or terminations;	0	0	0
vi. license revocations, suspension, disciplinary actions;	0	0	0
vii. prior debarments or suspensions by a governmental entity;	0	0	0
viii. denials of prequalification, findings of non-responsibility;	0	0	0
ix. safety past performance data including fatality incidents,	N/a	N/a	N/a
"Experience Modification Rating,"	N/a	N/a	N/a
"Total Recordable Injury Rate,"	N/a	N/a	N/a
and "Total Lost Workday Incidence Rate;"	N/a	N/a	N/a
x. violations of any federal, state, or local criminal or civil law;	0	0	0
xi. criminal indictments or investigations; and	0	0	0
xii. legal claims filed by or against the firm.	0	0	0



Signature

2/15/18

Date

Chris Young
Prosim Engineering LLC



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/05/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Insurance Management Group LLC 119 Boone Ridge Dr Ste 204 Johnson City TN 37615		CONTACT NAME: Carol Arnett PHONE (A/C No. Ext): (423)282-8888 FAX (A/C No.): E-MAIL ADDRESS: Carnett@img-jc.com	
INSURED Prosim Engineering LLC 2102 Forest Dr Ste 2 Gray TN 37615		INSURER(S) AFFORDING COVERAGE INSURER A: Harleysville Insurance NAIC # 23582 INSURER B: The Hartford Mutual Insurance 00000 INSURER C: Harleysville Insurance 23582 INSURER D: Travelers Insurance INSURER E: INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADOL INSD	SUBR WGD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:	N	N	BOP00000094924P	02/01/2017	02/01/2018	EACH OCCURRENCE \$ 2000000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100000 MED EXP (Any one person) \$ 10000 PERSONAL & ADV INJURY \$ 2000000 GENERAL AGGREGATE \$ 4000000 PRODUCTS - COMPIOP AGG \$ 4000000
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$	N	N	CMB69259Y	03/01/2017	03/01/2018	EACH OCCURRENCE \$ 1000000 AGGREGATE \$ 1000000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A	N	20WECAE4559	02/08/2017	02/08/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 500000 E.L. DISEASE - EA EMPLOYEE \$ 500000 E.L. DISEASE - POLICY LIMIT \$ 500000
D	Professional Liability Claims Made Form	N	N	106834815	12/12/2017	12/12/2018	Each Claim 2000000 Aggregate 2000000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER To Whom It May Concern	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
---	---

Fax:

ACORD 25 (2016/03)

Email:

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Lawrence Perry & Associates

- 1) Lawrence Perry and Associates, Inc., **certifies that the firm is not currently debarred or suspended by any federal, state or local government entity.**
- 2) a. Lawrence Perry and Associates, Inc., **certifies that all material representations, information, and data provided in our proposal is true and correct.**
- b. N/A
- c. Please see subsequent pages for LPA's insurance coverage.
- d. N/A
- e. Please see below for disclosure of the following conduct by the firm and/or principal shareholders for the past three years:

complete this chart; zero (0) confirms that your firm has had zero "incidents" from the list

	2014	2015	2016
i. bankruptcy filings;	0	0	0
ii. liquidated damages;	0	0	0
iii. fines, assessments or penalties;	0	0	0
iv. judgments or awards in contract disputes;	0	0	0
v. contract defaults or terminations;	0	0	0
vi. license revocations, suspension, disciplinary actions;	0	0	0
vii. prior debarments or suspensions by a governmental entity;	0	0	0
viii. denials of prequalification, findings of non-responsibility;	0	0	0
ix. safety past performance data including fatality incidents,	n/a	n/a	n/a
"Experience Modification Rating,"	n/a	n/a	n/a
"Total Recordable Injury Rate,"	n/a	n/a	n/a
and "Total Lost Workday Incidence Rate;"	n/a	n/a	n/a
violations of any federal, state, or local criminal or civil law;	0	0	0
criminal indictments or investigations; and	0	0	0
legal claims filed by or against the firm.	0	0	0

please send image of signature (example -->)



Richard C. Hughes, P.E.
Vice President



LAWRE-3

OP ID: CP

CERTIFICATE OF LIABILITY INSURANCE

 DATE (MM/DD/YYYY)
02/13/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

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PRODUCER Chas. Lunsford Sons & Assoc. P.O. Box 2571 Roanoke, VA 24010 Robert M. Swindell, Jr.		540-982-0200 CONTACT NAME: Robert M. Swindell, Jr. PHONE (A/C, No, Ext): 540-982-0200 FAX (A/C, No): 540-344-4096 E-MAIL ADDRESS: bswindel@chaslunsford.com	
INSURED Lawrence Perry & Assoc. Inc. 15 East Salem Ave SE #101 Roanoke, VA 24011		INSURER(S) AFFORDING COVERAGE INSURER A: MMG Insurance Company NAIC # 15997 INSURER B: Hartford Underwriters Ins Co INSURER C: The Hanover Insurance Co 22292 INSURER D: INSURER E: INSURER F:	

COVERAGES
CERTIFICATE NUMBER:
REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			BP12751469	04/13/2017	04/13/2018	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			BP12751469	04/13/2017	04/13/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			KU12751469	04/13/2017	04/13/2018	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	14WECAA0TCM	05/01/2017	05/01/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C	Professional Liab Deductible \$10,000			LHRA05173704	07/13/2017	07/13/2018	Ea Claim \$ 5,000,000 Aggregate \$ 5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER
BRISTOL

 Bristol Virginia Public School
 220 Lee Street
 Bristol, VA 24201

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

ACORD 25 (2016/03)

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Froehling & Robertson, Inc.

- 1) Froehling & Robertson, Inc. **certifies that the firm is not currently debarred or suspended by any federal, state or local government entity.**
- 2) a. Froehling & Robertson, Inc. **certifies that all material representations, information, and data provided in our proposal is true and correct.**
- b. Bonding Capacity: Current limits: 3 million per job, 6 million surety rate
- c. **[PROVIDE CERTIFICATE OF INSURANCE]**
- d. **[INSERT INFO ON FIRM EQUIPMENT - \$BACC] OR "N/A"**
- e. **Please see below for disclosure of the following conduct by the firm and/or principal shareholders for the past three years:**

complete this chart; zero (0) confirms that your firm has had zero "incidents" from the list

	2014	2015	2016
i. bankruptcy filings;	0	0	0
ii. liquidated damages;	0	0	0
iii. fines, assessments or penalties;	0	0	0
iv. judgments or awards in contract disputes;	0	0	0
v. contract defaults or terminations;	0	0	0
vi. license revocations, suspension, disciplinary actions;	0	0	0
vii. prior debarments or suspensions by a governmental entity;	0	0	0
viii. denials of prequalification, findings of non-responsibility;	0	0	0
ix. safety past performance data including fatality incidents,	n/a	n/a	n/a
"Experience Modification Rating,"	n/a	n/a	n/a
"Total Recordable Injury Rate,"	n/a	n/a	n/a
and "Total Lost Workday Incidence Rate;"	n/a	n/a	n/a
violations of any federal, state, or local criminal or civil law;	0	0	0
criminal indictments or investigations; and	0	0	0
legal claims filed by or against the firm.	1	0	1



Donald J. Sipher, PE
President



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
1/4/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

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PRODUCER A Marsh & McLennan Agency LLC 4900 Libbie Mill East Blvd. Suite 100 Richmond VA 23230		CONTACT NAME: Certificates PHONE (A/C, No, Ext): 804-780-0611 FAX (A/C, No): 804-788-8944 E-MAIL ADDRESS: certificates@rutherfordord.com															
INSURED Froehling and Robertson, Inc. 3015 Dumbarton Road Richmond VA 23228		<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A: Valley Forge Insurance Company</td> <td>20508</td> </tr> <tr> <td>INSURER B: Continental Insurance Company</td> <td>35289</td> </tr> <tr> <td>INSURER C: Transportation Insurance Company</td> <td>20494</td> </tr> <tr> <td>INSURER D: Continental Casualty Company</td> <td>20443</td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </tbody> </table>		INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: Valley Forge Insurance Company	20508	INSURER B: Continental Insurance Company	35289	INSURER C: Transportation Insurance Company	20494	INSURER D: Continental Casualty Company	20443	INSURER E:		INSURER F:	
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INSURER D: Continental Casualty Company	20443																
INSURER E:																	
INSURER F:																	

COVERAGES

CERTIFICATE NUMBER: 1127760127

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:	Y	Y	6023711554	12/31/2016	12/31/2017	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$300,000 MED EXP (Any one person) \$15,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	C6023711568	12/31/2016	12/31/2017	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$	Y	Y	C6023111540	12/31/2016	12/31/2017	EACH OCCURRENCE \$10,000,000 AGGREGATE \$10,000,000 \$
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	Y	WC6023711537	12/31/2016	12/31/2017	<input checked="" type="checkbox"/> PER STATUTE <input checked="" type="checkbox"/> OTH-ER USL&H E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
D	Sched. Equipment Leased/Rented/Borrowed Equipment			C6023797951	12/31/2016	12/31/2017	\$3,528,195 Limit \$250,000 Limit \$5,000 Deductible \$500 Deductible

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

For Informational Purposes Only

: NA .

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

D. Craig Suter

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B. PROJECT CHARACTERISTICS

- a. Provide a description of the project, including the conceptual design. Describe the proposed project in sufficient detail so that the type and intent of the project, the location, and the communities that may be affected are clearly identified.

See Volume II for this Confidential/Proprietary information.

b. Identify and fully describe any work to be performed by the Board or any other public entity.

Our experience with similar projects has shown that consistent involvement and communication with the owner (the School Board) will result in a successful project. The SBBCC team looks forward to working closely with the Bristol Virginia Public Schools / the School Board, the City of Bristol, and all other stakeholders during all phases of this program.

The School Board will have the opportunity to provide input throughout the entire process. **It should be noted that current programs and current recommended designs are not fixed. SBBCC understands that after working with the School Board and the City, these programs will be modified and will then need to be shared with local administrators and local communities for additional input.**

Below is a list of work to be performed by the School Board in order to achieve an overall successful project:

1. Help facilitate and participate in community and civic league meetings for informational and project updates.
2. Help facilitate meetings with faculty, staff, and local police to ensure safety and security.
3. Provide any engineering studies for traffic, parking, and bus access.
4. Provide open communication with the existing school facilities staff, principals, counselors, teachers, as well as surrounding neighborhoods to allow for their input.
5. Provide access and communications with PTA, parents, and concerned citizens.
6. Attend and participate in monthly Planning, Programming, Pre-Construction and Construction Programming meetings.
7. Attend and participate in monthly meetings with civil engineers and facility staff. Provide all required information as needed to facilitate the procurement of zoning, land use, and permits to ensure code requirements and local desires are being met.

8. Provide input and performance requirements during review of this Conceptual Phase and for the subsequent Detailed Phase of the PPEA/P3 process for this proposed program. Program selection is critical to the overall success of any facility.
9. Proceed immediately with final contract negotiation and award to allow the design and preconstruction activities to begin as shown on our proposed schedule.
10. Provide any available geotechnical information, existing utility information or environmental surveys pertinent to the proposed location site.
11. Designate SBBCC to act as your agent-of-record, limited to granting us the authority to apply for water and sewer services and to arrange for electrical power relocation studies to commence.
12. Review and approve the design throughout the entire process. Provide early responses on all requests for material or system application approvals.
13. Designate one individual to be available throughout the entire course of construction to address issues that require Owner input.
14. Review and approve application for payments.
15. Review and approve any requirements to utilize any of the proposed Allowances or Contingencies when required.
16. Assist the financial advisors, as well as other advisors during development of the Comprehensive Agreement, to ensure financing either through one of the private institutions SBBCC has recommended or through state bonds, whichever option proves to be the most cost effective.

c. Include a list of all federal, state and local permits and approvals required for the project and a schedule for obtaining such permits and approvals.

The City of Bristol and Bristol Virginia Public Schools will review and issue permits for the project and administer the process based on the Virginia Uniform Statewide Building Code. The project must be reviewed and approved at three stages; Schematic Design, Preliminary Design, and Final Design. A maximum period of three weeks should be allowed for each review by the School Board for compliance.

To facilitate the review process, the design team will meet with the School Board and Facilities for a "design kickoff" during the Schematic Phase to discuss the project goals and any perceived issues that may arise. Our team understands that after meeting with the School Board and Facilities, as well as the staff, surrounding communities, security, and local officials, these designs will change. We will take into consideration feedback from all interested parties and schedule follow up meetings to discuss and reach consensus in regard to review comments before proceeding.

Normal and customary construction permits will be required, including but not limited to site development plan approval, soil and sedimentation permits, land disturbance permit and building permits. Reviews for permits and approvals include, but are not limited to the following:

- City of Bristol Development Services Center – Site Plan Review
- City of Bristol Public Works – Infrastructure Review
- City of Bristol Public Utilities – Civil and Underground Utility approvals
- Department of Environmental Quality – Certificate of Construct (CTC), required for projects with design flow greater than 40,000 gallons per day
- Sanitation Department – Sanitary Sewer and Pump Station Review
- Virginia Department of Health – Kitchen Design review plus site plan review if connecting to existing water lines 12" or greater
- Commonwealth of Virginia Department of Education
- Virginia Stormwater Program Management
- State Fire Marshal
- Zoning Permit
- Land Disturbance Permit & Erosion and Sediment Control Plan
- Building, Structural, Mechanical, Electrical, Plumbing and Fire
- Certificate of Occupancy
- Telephone
- Electrical service
- Cable / Internet Utility service

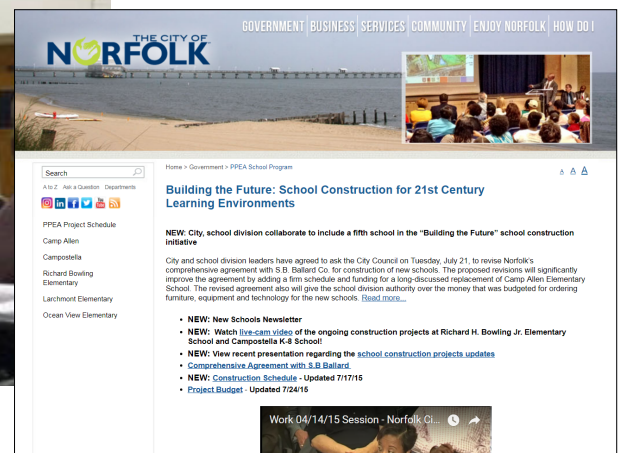
- d. Identify any anticipated adverse social, economic, environmental and transportation impacts of the project measured against the comprehensive land use plan of any affected jurisdiction and applicable ordinances and design standards. Specify the strategies or actions to mitigate known impacts of the project.**

Anyone who has had to take a detour because a road is closed knows that construction, indisputably, impacts the community whether that stems from a new traffic route or the sound of the job site. While we would like to say that there will not be any adverse impacts to this project, we know we cannot eliminate every inconvenience that the community may experience. However, we will make every effort to minimize any adverse effects by employing the processes we have used for other projects, for example at the five City of Norfolk schools.

Our communication plan involves many layers that maximize engagement in an attempt to understand and minimize the temporary inconveniences. We will be as transparent as possible with the public and post information to the project website as early as possible. Early stakeholder meetings will occur where the public can provide feedback on not only the actual school facility, but also address concerns they may have. The two anticipated concerns are: Construction Noise and Traffic Patterns.



Charrette Community Engagement



PPEA Website for NPS Schools

Traffic Patterns and Site Logistics

Safety is our #1 concern and the site logistics will be designed to guarantee the community that their children, teachers and other individuals will be safe. Once a site logistics plan is agreed upon with the City of Bristol and Bristol Virginia Public Schools, this will be provided to the public via the project website. Signage including safety precautions, directional signage, deliveries and office location will be posted clearly at each project site.

Timing of deliveries will be organized with the City of Bristol and Bristol Virginia Public Schools to avoid high traffic times (ie: start/end of school, school events, etc).

Construction Noise

Through careful planning, SBBCC has proven to be able to eliminate unnecessary noise and plan louder activities to occur during the day as not to impact the local community. SBBCC will coordinate with the City of Bristol and Bristol Virginia Public Schools on the best plan that accomplishes the schedule while being considerate of their communities.

Effective communication along with careful planning of construction processes can make the temporary inconvenience well worth the end product.

- e. **Identify the projected positive social, economic, environmental and transportation impacts of the project measured against the comprehensive land use plan of any affected jurisdiction and applicable ordinances and design standards.**

Positive Social Impacts

Community Outreach. The Design-Build team understands the necessity and benefits of involving, informing, and developing strong working relationships with the residents of the City of Bristol and the surrounding region. The majority of our work has been in heavily populated environments where success can only be achieved through consideration and cooperation with the local jurisdictions and residents. We will be your partner in working with the City of Bristol, and a good neighbor that meets its commitments and keeps its promises. Through involvement of the community on these projects from the beginning, it help create a sense of ownership by the public with these new facilities.

An Exceptional Local Business Plan. Our innovative and aggressive program to maximize the participation of SWaM and other local businesses, which is described in greater detail in our proposal, will generate the highest possible levels of participation by talented local, small, woman-owned and minority businesses. This plan, which includes public meetings to generate response and interest, provides education and training sessions, custom-tailored scopes of work, practical-sized bid packages, and opportunities for mentoring of smaller firms.

Expedient Design Process. The Design-Build team is ready to start the design process immediately, and proposes that the initial Design Program Charrettes and Public Outreach Meetings commence immediately after the City and School Board have provided an Interim Comprehensive Agreement to move forward on this project with our team.

Education. Our proposed Elementary School has been designed and constructed to provide learning environments that support Bristol City Public School's Learning Goals for student-centered, interdisciplinary, challenge-based, collaborative learning. This new school will occupy the same sites as a current buildings, and will be constructed without displacing students from existing classroom spaces.

Community Center. A school facility is the "center" or "hub" of the community and the new school will be designed to facilitate joint use by the community.

Community Asset. The school building's exterior will be custom-designed to both compliment the aesthetic character of the surrounding neighborhoods.

Positive Economic Impacts

Guaranteed Occupancy. The Design-Build team will guarantee that the new school will be completed on or before the date stipulated in our preliminary schedule if the City and School Board complete the required facility transfers, and contract award dates listed.

Guaranteed Pricing. The Design-Build team will guarantee the pricing stipulated in our proposal. Our proposed program will assure that this new school will be built at a cost under the Owner's current projections. Our price includes all costs and risks normally assumed by the City and BVPS in a design/bid/build job. These are 'turnkey' prices without surprises or escalations unless the Owner requests an increase in programming. This translates into savings to the City of Bristol taxpayers by utilizing our proposed program.

Reduced Design Risk. Under this scenario the risks involved with design and document deficiencies are completely assumed by the Design-Build team, not Bristol Virginia Public Schools or the City of Bristol. Your occupancy dates and final prices are assured before the designs are completed.

Long Term Economic Growth. The City's commitment to the future well-being of their school system should translate into a higher level of confidence and optimism among its citizens, including the business community, generating increased private development and an expansion of the tax base.

Positive Environmental Impacts

Sustainable Design. The new school will benefit from our team members' collective and significant expertise with Sustainable Design Strategies and Energy Star Design guidelines. The incorporation of these principles will ensure that the schools are designed and built to be energy-efficient and sustainable and is a further indicator of the overall quality of the end product. This provides an assurance to both City Council and the School Board that their new school can be operated at lower comparative costs throughout its life cycle.

Stormwater Management. The school sites will be designed to comply with all Local and State stormwater management requirements. To protect downstream waters from pollution, phosphorus loading leaving the sites will be decreased by 20% through the use of on-site best management practices. To prevent erosion and reduce flooding impacts to the City, the peak runoff rates will be reduced through on-site attenuation and infiltration. By reducing the pollutant loading from the site and the peak stormwater runoff, the sites will benefit receiving waters and downstream properties.

Erosion and Sediment Control. Care will be taken during construction to mitigate erosion and sediment release from the site during construction. An Erosion and Sediment Control Plan will be developed in accordance with the Virginia Erosion and Sediment Control Handbook. The plan will include physical Erosion and Sediment controls such as silt fence and inlet protection, as well as procedural controls such as phasing the land disturbance and minimizing dust through the application of water. A stormwater pollution prevention plan will be prepared and maintained on site throughout construction.

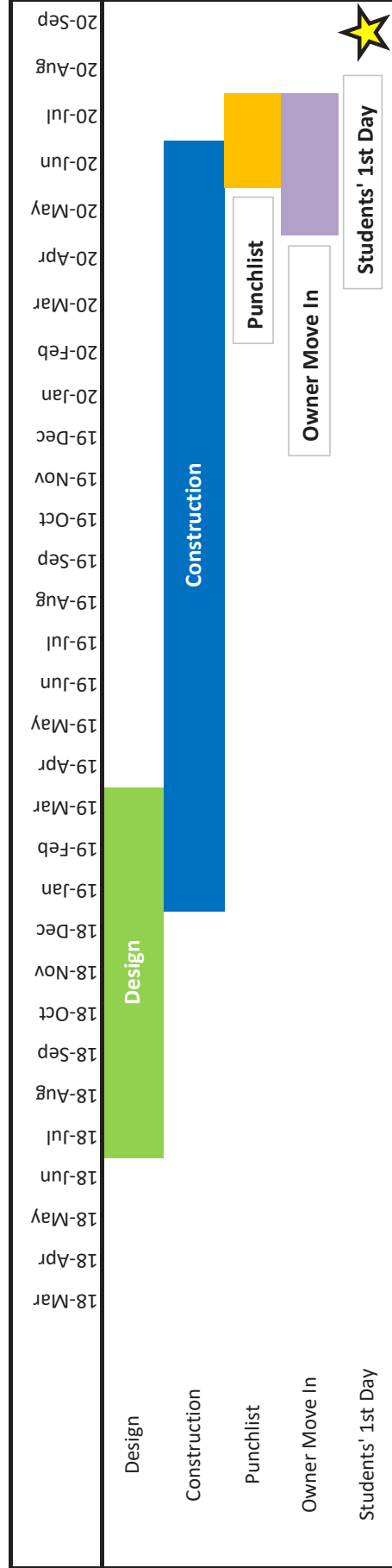
Positive Transportation Impacts

Transportation. A primary transportation factor considered in the evaluation of school site layouts is safety. This includes providing separation for pedestrians as well as separation of passenger vehicle operations (i.e. parents and school staff) from school bus operations. This includes both internal site circulation and ingress/egress operations at proposed driveway connections with adjacent roadways. Pedestrian crosswalks are provided where students will be crossing major travel ways.

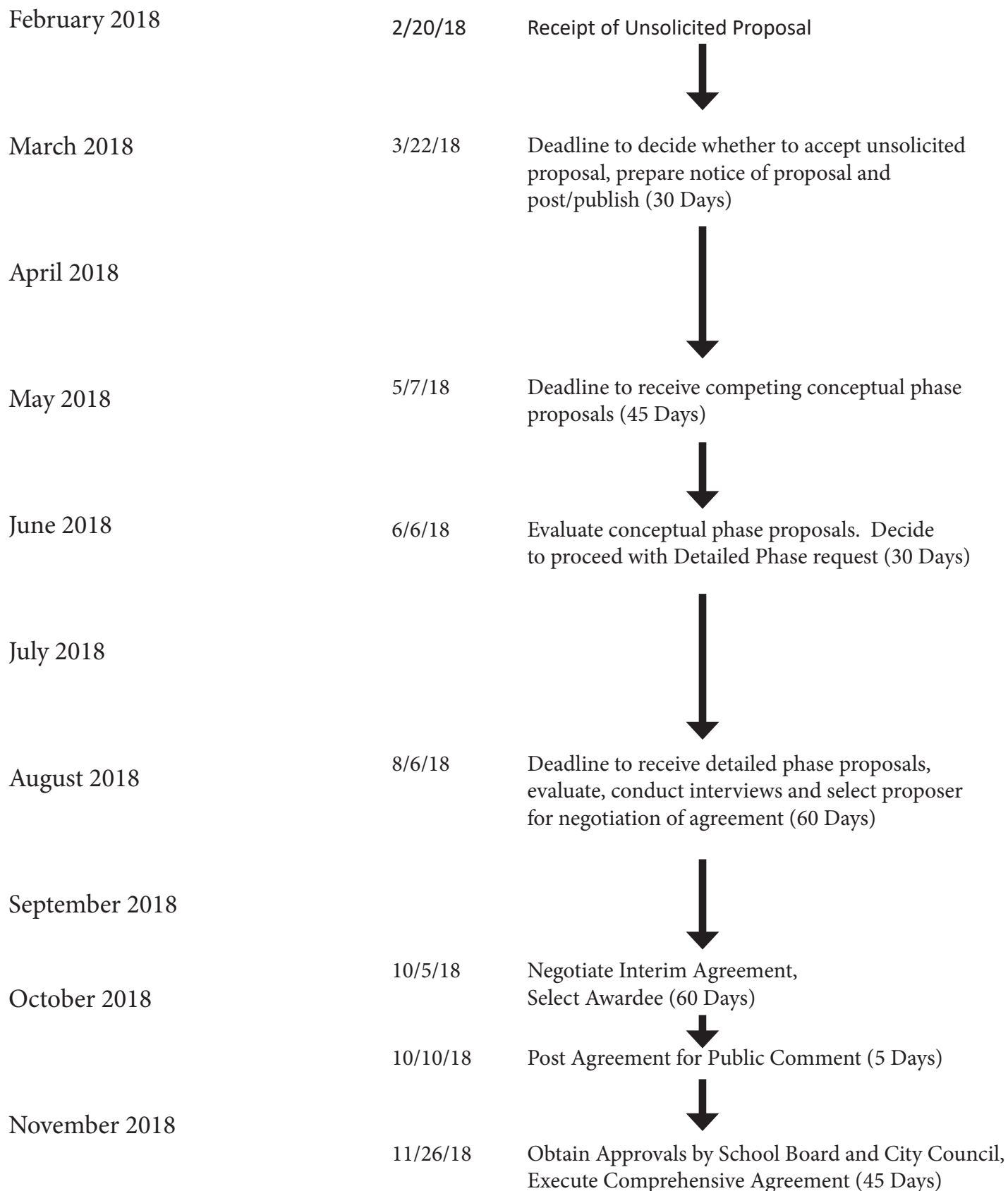
Student and staff population is not anticipated to increase, and therefore volume changes are not expected on adjacent roadways.

f. Identify the proposed schedule for the work on the project, including sufficient time for the Board's review, and the estimated time for completion.

Bristol's New Elementary School



Our team has based our proposed schedule on the proposed timeline for proceeding through the procurement process. These dates can be accelerated if Bristol Virginia Public Schools and City Council chooses.



g. Propose allocation of risk and liability, and assurances for timely completion of the project.

S.B. Ballard Construction Company has a long history of successfully completing high-quality projects on or ahead of schedule. In over three decades of business operations, we have never missed a date for beneficial occupancy by the Owner. Our team has carefully considered this project and all of its unique characteristics and, after extensive consultation, has prepared the preliminary schedule attachment in Section 2.f. which illustrates how the work will be approached and successfully completed within the stated timelines. We are confident that we have properly sequenced the various phases and that we possess adequate resources to execute the work.

SBCC has included the cost of providing 100% Payment & Performance Bonds to the City of Bristol as a Guarantee that the work will be completed in accordance with the schedule and contract documents. In order to further protect the interests of the school district and the City, we would recommend that a daily liquidated damages value be established to reimburse the Owner for certain irretrievable costs incurred should the facilities not be completed for their primary use on schedule. As a Design/Build project, the SBCC team assumes the risk of meeting the contractual requirements for design, schedule, budget, and construction.

- h. State assumptions related to ownership, legal liability, law enforcement and operation of the project and the existence of any restrictions on the Board's use of the project.

See Volume II for this Confidential/Proprietary information.

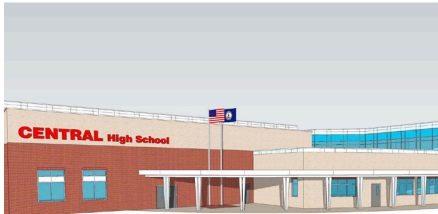
i. Provide information relative to phased openings of the proposed project.

SBICC does not propose any phased openings for the new Elementary School.

SBICC does anticipate that certain Owner activities and other move-in work would be desirable, occurring 60 to 90 days prior to the final turnover of the buildings to the Owner. In this situation the Owner would be responsible for follow-up cleaning and any repairs required due to damages by their forces during these transitions. SBICC has done this many times in the past and has found that if the Owner provides their own maintenance staff to be on-site during this transition to handle these requirements, it is a fair exchange for the benefits of gaining partial early occupancy for staff training, etc.

j. Identify contingency plans for meeting public needs in the event that all or some of the project is not completed according to the projected schedule.

The SBBCC / RRMM team has an exceptional reputation for delivering difficult and complicated projects on-time and within budget. SBBCC develops aggressive schedules for projects and works diligently with our subcontractors and suppliers to include their input and their contractual acceptance of the responsibilities for maintaining the schedule. Our efforts have consistently resulted in levels of efficiency and productivity that have continued to solidify our reputation for always completing every project on time and on budget.



Central H.S. Design (Wise, VA)



Central H.S. Construction (Wise, VA)



Central H.S. Final Product (Wise, VA)

To achieve this level of success it is necessary throughout the planning process to anticipate and prepare for the possibility of delays and to be sufficiently flexible to adjust to changing circumstances when they arise. When planning and forecasting scheduled work activities, SBBCC will follow-up on subcontractor progress, as well as, double-check their material sources independently, to assure ourselves and our clients that every possible proactive action is being taken to assure the integrity of the schedule and the budget. Through this well-developed system of due diligence, delays that could negatively impact project schedules are identified early, at a time when they can most likely be successfully reduced in impact or minimized as to effect.

In the unusual event that major delays are realized, SBBCC will reevaluate the schedule and make adjustments in manpower levels, revise work sequencing, extend work hours, and supplement crews of subcontractors if required. Once the potential delay has been clearly determined, a revised schedule is issued that includes all viable activities that can be made to reduce the length of delays.

As detailed in our Preliminary Estimate, we have planned for reasonably foreseeable contingency requirements in our budget assumptions for this program through the use of specific identified Allowances. Drawing on our extensive and unmatched level of experience with local conditions, historical construction means and methods, and familiarity with this area's material markets, we have established allowances for reasonably foreseen occurrences on the various proposed sites. As described in the cost estimate (section 3), specific sums allocated to fixed-sum allowances are available, should unforeseen conditions mandate their usage.

k. Describe any architectural, building, engineering or other applicable standards that the proposed project will meet.

Our proposed elementary school project will be designed and constructed in accordance with the requirements of the following standards:

- 2015 Virginia Uniform Statewide Building Code (including all referenced accessory codes)
- Bristol City Planning & Zoning Code/Ordinance
- Virginia Erosion and Sediment Control Regulations
- Virginia Stormwater Management Program Regulations
- Virginia Department of Education - Guidelines for School Facilities In Virginia's Public Schools (June 2010, revised September 2013)

Most importantly during the development of the design concepts, SBBCC will be meeting with the School Board, City of Bristol, facilities, PTA, principal, teachers, local planning and zoning departments, and surrounding neighborhoods to capture their input on the final design. These will be the most important standards to incorporate into our design.

C. PROJECT FINANCING

See Volume II for this Confidential/Proprietary information.



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D. PROJECT BENEFIT & COMPATIBILITY

a. **Identify who will benefit from the project, how they will benefit and how the project will benefit the Board and the overall community.**

This proposal for the design, development, and construction of a new elementary school will provide immediate, meaningful and long-term benefits to the students, parents, educators, administrators and direct neighborhood locales, as well as offering the greatest possible overall benefits to the entire City of Bristol community and region; a degree of benefits that are difficult to over-state.

The critical need for a program that expeditiously and economically addresses the need to provide for vastly improved facilities is well-known throughout the community and is acknowledged by all segments of the citizenry of Bristol. The City has a strong record of supporting the school system with all available means and methods at its disposal, while Bristol Virginia Public Schools likewise has an exceptional history of moving towards their stated goals and standards allowing for the creation of a first-class school system.

Under the SBBCC/RRMM proposal, the City will be able to achieve a new elementary school, in a dramatically accelerated timeline, than the traditional design-bid-build methodology currently used to procure these capital improvements.

The students and staff of the new school will receive the immeasurable benefits to be derived from a rapid and vast improvement in the condition of their learning/teaching environments, the enhancement of technological capabilities to the highest standards in the region.

The individual local school neighborhood likewise will receive real and meaningful gains from this proposed project. In addition to the obvious benefits that accrue to the parents and other immediate family members that share in nurturing their children throughout their educational years, all other members of affected neighborhood will be able to enjoy this improvement to their local amenities through the City's innovative community use program that constantly looks for additional ways to maximize the capabilities and usefulness of all capital facilities and to expand the methods that buildings can serve multiple functions for their communities.

Further, the City as a whole will derive tremendous benefit from this program to improve the quality of the capital facilities of the public school system. By accelerating its stated program to create a first-class school system, Bristol will be making the strongest possible statement that it intends to make every effort to build and maintain the climate of competitiveness that attracts families seeking the best public schools for their children.

This emphasis on building strong family neighborhoods focused around vibrant, modern school facilities, has been demonstrably shown to be of very high importance to businesses that are considering relocating or expanding their operations. Consider the widely held belief that the stability of an area is directly related to its neighborhood strengths. A big part of that perception of strength and a high priority to the community and the prospective commercial strengths centers on the quality of schools. An investment in public schools lays the groundwork to build and maintain the most highly-skilled and best-educated workforce available and thus the most attractive long-term opportunities.

All of these benefits, both those that are immediate in their impact as well as those that require more time to generate positive feedback and results, combine to send a singularly positive message to the citizens of the City and the region; that Bristol is sincerely and passionately committed to improving and serving its own community and to contributing to the overall well-being of the region, regardless of today's challenges and obstacles.

b. Identify any anticipated public support or opposition, as well as any anticipated government support or opposition (including that in any affected jurisdiction), for the project.

The need for new educational facilities in the City of Bristol is well recognized and these projects are major expenditures. With a project of this importance, there will be many questions from the community. Our team has the capability to answer many of the questions that may arise.

In the development of similar projects, concerns were raised that the City and School Board would not maintain the same degree of control over the site and building design components and applications using the PPEA process as they have experienced through the traditional design/bid/build procurement method. Our team will work with the both the City and the School Board to help all stakeholders understand that PPEA is simply a form of procurement. The City and the School Board will not lose any control over the design of their new school at any point in this process.

We anticipate some concerns about increased traffic in the neighborhood; however, we are able to illustrate how the proposed access road will mitigate traffic impact on the neighborhood.

Both S.B. Ballard Construction Company and our design associates, RRMM, have considerable experience in successfully designing and constructing educational facilities, as well as, working side-by-side with the various ownership and public entities that these efforts require. We believe we are the best qualified team to bring these much needed new schools to Bristol and we look forward to assisting the ownership to review, consider and resolve outstanding concerns that foster opposition to this program.

Our team's experience with the PPEA process will give the School Board and the community confidence in selecting this option to move forward.

We always encourage a highly interactive process with the varied constituencies involved in a school's design, including teachers and staff, residents and community groups, students, parents, administration, local officials, legislators, local government agencies, and community leaders.

As an example, on SBBCC & RRMM's recent project with Norfolk Public Schools: the Construction of Five New Elementary Schools, the Project Team worked with the school system and stakeholder groups in the development phase of the project. Our team led stakeholder programming sessions and building and site work sessions to inform the community and answer any questions or concerns.

Our strategy focused upon clarifying and redefining the scope of the project, as well as, its impact upon local government and the general public.



c. Explain the strategy and plans, including the anticipated timeline, that will be carried out to involve and inform the general public, business community, and governmental agencies in areas affected by the project.

The S.B. Ballard team will employ a full array of strategies for stakeholder inclusion based on the most effective strategies available and those we have had success with in the past.

Community Outreach

We will engage, inform and invigorate the school community through a series of publicly advertised evening meetings, with staggered dates and adequate notice to maximize attendance.

Each meeting will offer complete transparency and answer to questions such as:

- Why is the project needed and what benefits are to be gained from it?
- When will it start and how long will it take?
- What will the impact to ongoing school operations be?
- What will be the impact to the adjacent neighborhood be (both during and after construction)?
- What will the new facility include?
- What will the new site include?

We will invite representatives from Bristol Virginia Public schools and any other representatives they may desire to join our team in presenting publicly. Our presentations will include projected graphics, boards, and other media as necessary to clearly convey the scope and intent of the project and provide opportunities for close and personal engagement by stakeholders. We anticipate an intensive meeting schedule and wide breath of inclusion.



Meeting General Content

School Board and/or City Council - Introduction of Team, Project Overview, Timelines, Goals and Objectives, Benefits, Stakeholder Inclusion Plan.

Stakeholder Engagement Meeting Number One - Introduction of Team, Project Overview, Timelines, Goals and Objectives, Benefits, Feedback, Q & A.

Community meeting Number One - Introductions, Project Overview, Proposed Initial Conceptual Plans, Timelines, Goals and Objectives, Benefits, Feedback, Q & A.

Stakeholder Engagement Meeting Number Two - Update on Modifications to Concept based on Meeting #1 comments (both Stakeholder and Community Meetings), school specific building and site discussions, Q & A.

Community Meeting Number Two - update on Modifications to Concept based on Meeting #1 comments (both Stakeholder and Community Meetings), discussions, Q & A.

Stakeholder Engagement Meeting Number Three - Final Conceptual Plans based on Meeting #2, school specific building and site discussions, Construction Phasing/Scheduling, Special Impact Issues (if any), Conclusions.

Community Meeting Number Three - Final Conceptual Plans based on Meeting #2, Construction Phasing/scheduling, Special Impact Issues (if any), Conclusions.

Business Community

We welcome and encourage participation by the Business Community. We recognize the mutually beneficial relationship between businesses and schools, as well as, the contribution that relationship can make to the local economy.

Government Agencies

As projects evolve, it is important to include the right players at the right time to ensure the project is not getting ahead of itself and is following the proper protocol. The lack of this effort can lead to disappointing delays and, potentially, increased costs. Accordingly, our team routinely includes local building officials, planning and zoning departments, traffic and engineering agencies and other authorities having jurisdiction early in our design process.

We also invite participation by local police departments, fire, rescue and first responders to provide the most effective design possible for security and life safety. There is nothing more valuable than the lives of staff and students. Therefore, the inclusion of those who intervene in times of crisis is invaluable.

Often our designs include sustainable features that involve working together with local officials to gain full understanding and acceptance of proposed building and site features. Early dialogue increases potential for permit approval on a timely basis.

Our Pledge

We pledge to provide a process that is open, inclusive, transparent, engaging, exciting and extremely beneficial to the staff, students and administration of Bristol Virginia Public schools and to the communities that will surround the new school and enjoy the new design.

d. Describe any anticipated significant benefits to the community and the Board, including anticipated benefits to the economic, social, environmental, transportation, etc., condition of the Board and whether the project is critical to attracting or maintaining competitive industries and businesses to the area.

The critical and pressing need for the City of Bristol to move aggressively forward on improving and replacing its most distressed facilities within the Bristol Virginia Public School system is known throughout the community, acknowledged by all concerned parties and well-articulated and described through various media outlets. The 'Will' to make this goal a reality exists and is widely supported throughout the community; what is in shorter supply is the 'Way' to bring these facilities improvements to fruition.

The City and its citizens are, like all such communities throughout our country today, extremely limited in their ability to respond to these needs utilizing traditional means and methods. The combined members of the S.B. Ballard team share your vision and feel that we have assembled an innovative program that presents the City with a path that leads to a greatly accelerated capital school improvement plan, at lower costs and reduced risks than can be achieved using the traditional Design-Bid-Build methods currently in place.

In the previous sections of this proposal we believe we have clearly shown the increased benefits to the City and BVPS in accelerated occupancy and reduced construction costs required to affect this degree of improvements and will for this portion concentrate solely on what we see as ancillary benefits that the City of Bristol and its citizens may reasonably anticipate by moving forward with our proposed program. There are a number of complimentary side-effects to this proposal, several of which we include as follows:

- By authorizing this proposal, the City makes a strong and unmistakable statement to its citizens and to the surrounding region that it intends to move itself forward, proactively seeking to offer the students and community of Bristol every possible advantage in an increasingly competitive marketplace.
- A major enhancement of the public school system, and the level of commitment it demonstrates, is critical to any effort to keep existing businesses in-place and to attract new business endeavors. Commercial interests considering expansion or relocation uniformly seek locations where the 'Quality of Life' exceeds the norm. There are many different components included in an analysis determining if a given area offers superior benefits to another, but very high on all lists is the state of the school system and whether or not it is of a quality level that makes working families want to live there or if in turn it makes them consider living someplace else where their children will have better opportunities to achieve a world-class primary education.
- Hand-in-hand with the determination of whether an area's schools will attract the type of demographic growth needed for a healthy, diversified community, commercial interests also look carefully to see if the available level of education is of a caliber that will produce a well-educated and productive workforce. Potential employers need to have a very high confidence factor that an area will offer them the ability to expand their operations by utilizing the workforce being prepared for the future.

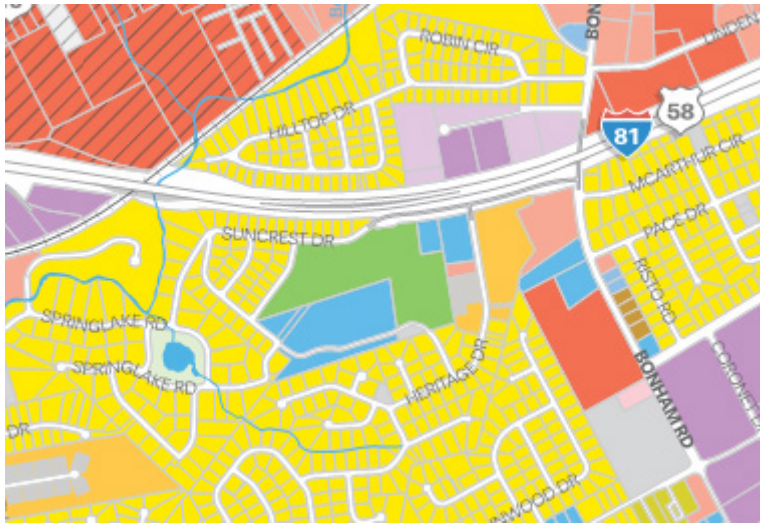
All of these changes in the future direction desired for the City of Bristol begin with its schools. Without a strong, modern, vibrant and responsive public school system, no amount of business incentives, tax breaks, or other offered benefits will attract the types of commercial interests that are desired and that will allow the City to grow into the future. However, with a modern and proactive public school system as the foundation for everything else, the City's potential to expand and improve is unlimited.

- e. **Describe the project's compatibility with the Board's and/or affected jurisdiction's local comprehensive plan (including related environmental, land use and facility standards ordinances, where applicable), infrastructure development plans, transportation plans, the capital improvements plan and capital budget or other government spending plan.**

The proposed new / expanded elementary school project is very compatible with the City of Bristol, VA Comprehensive Plan, adopted March 2017. That plan addresses the City's strategic vision and a roadmap to get there, and this proposed project is crafted to respond to that plan and thereby carry the City towards that vision. This can be seen in a number of the different sections of the plan:

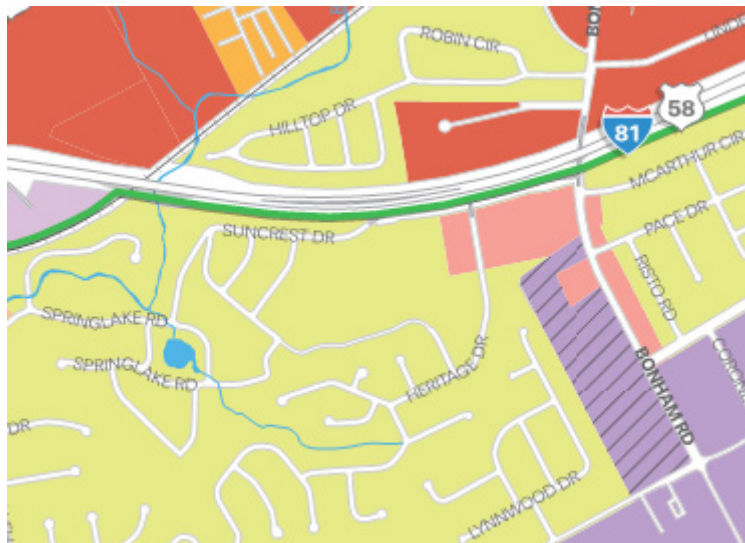
Existing Land Use

The existing project site is currently a combination of Public / Semi-Public and Parks Land Use. Therefore, it naturally makes a great location to develop additional uses of the same type.



Current Zoning

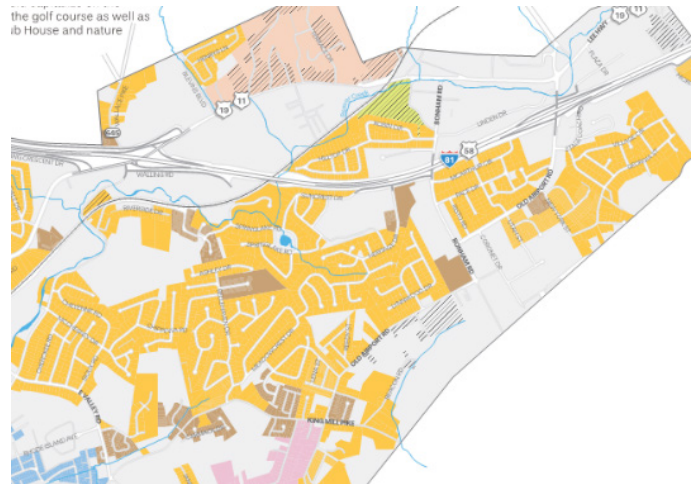
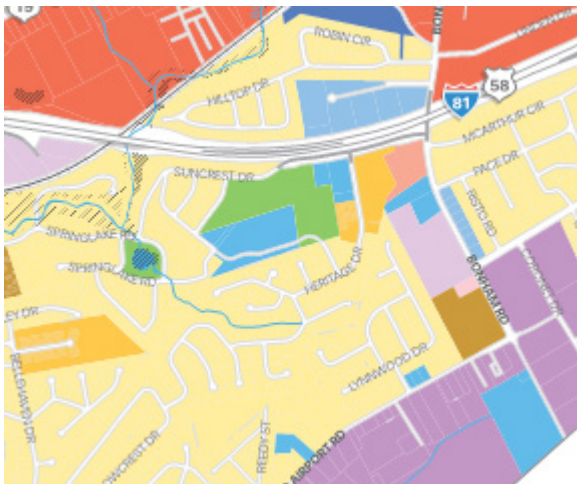
The existing zoning of the entire project area is R-1 Single Family Residential; this zoning allows for municipal, county, and state uses (e.g. an elementary school) by right within this district. Thus, no rezoning should be required to implement the project.



Future Land Use

The Comprehensive Plan's Future Land Use Plan casts a vision for our project area to continue developing in the same usage as it is today – a combination of public schools and park area. This reinforces the idea that it is good to make further investments at this location. Additionally, prior to allowing funds to be invested in a public facility such as this school, it is necessary for the City to review and confirm that the investment is consistent with the Comprehensive Plan; this is required by State code section 2232 and is thus known as the “2232 Review”. In this case, our plan should easily pass through the 2232 Review since the project and the comprehensive plan are compatible.

Furthermore, the Comprehensive Plan's Residential Areas Framework Plan illustrates a vision for continue to maintain the great residential fabric surrounding this project site. Having the residential context for the school and park site is truly a symbiotic planning relationship – wherein both help each other



Community Facilities and Infrastructure Plan

The Comprehensive Plan's Community Facilities and Infrastructure Plan spells out a number of key priority objectives for the City's ongoing development of Community Facilities – such as this school project. These priorities speak to a number of things that are addressed within our proposed project, such as (priority 1K) working with BVPS to assess needs and develop (and redevelop) new facilities, (priority 1L) working to improve the access into and out of the school property and the traffic circulation within the property, and (priority 1M) providing buffering around school facilities. Our proposed plan touches on each of these priorities – by renovating the aging Van Pelt ES building, by eliminating the out-of-use paved driving course, by developing a new / expanded school facility, and by providing additional means of getting buses separated from cars and spreading out the traffic flow.

Parks, Open Spaces, and Environmental Features Plan

Chapter 9 of the Comprehensive Plan outlines the City's Parks, Open Spaces, and Environmental Features Plan. This plan identifies a number of priorities such as (priority 1E) creating opportunity for shared use of park and school facilities including athletic fields, (priority 2A) creating a program for planning and implementing a system of sidewalks and trails for connection of people to community assets, (priority 2E) creating pedestrian connections between various parks with wayfinding signage, (priority 5B) developing street trees, and (priority 5C) elevating unique natural features by incorporating them into recreational area.

By adding an additional play field and playground amenities at this site, our project will specifically address the desires for more shared recreation opportunities co-located at parks and schools.

With regard to priorities 2A and 2E (pedestrian connections), this site and neighborhood is ripe with opportunities; adding the new consolidated elementary school at this particular site will only enhance those opportunities and increase the speed at which they can be implemented. For example, the State has had a Safe Routes to School program for a number of years wherein they would receive applications and award grant money for planning and implementation of trails and walks to connect communities to schools (grades K-8). Having the surrounding residential fabric, the expanded and improved school, and the park areas all together will make a very strong application and bring money to the City to achieve these goals. This program is specifically suggested in the Comprehensive Plan Chapter 10.7 Implementation: Identify and Pursue Funding.

Regarding the priorities 5B and 5C, there are great opportunities to specifically address these within the project – including the adding of street trees along Grandview Road and Suncrest Drive. Additionally, there are already several 'karst pinnacles' of limestone already projecting out of the site landscape; the site development plan can work to preserve, protect, and even feature these elements in the further expansion of the site.



- f. Provide a statement setting forth participation efforts that are intended to be undertaken in connection with this project with regard to the following types of businesses: (1) minority-owned businesses, (ii) woman-owned businesses, and (iii) small businesses.

f. SWaM Efforts

Small Business Participation

SBBCC will incorporate qualified SWaM-certified contractors into our procurement process. We routinely exceed the established goals set for our projects and we have developed a very efficient and successful system for including local and regional SWaM businesses.

- On each project, SBBCC will schedule, advertise, and hold an open house for local trade contractors. This allows us to begin the process of describing the size and scope of the planned construction project, identify and outline descriptions of materials and applications that will be required, and explain the process of what will be expected of subcontractors with respect to levels of quality, project safety, payroll and insurance requirements, bonding and overall production capabilities. SBBCC's management team will be available to provide these local contractors with the opportunity to ask specific questions and to express any concerns they might have about qualification procedures. Sample pre-qualification forms and information on other requirements will be made available for those firms that have not worked with our company previously. With this approach the entire local subcontracting community will have an opportunity to review the general scope of the project and reach an understanding of the potential timelines involved.
- After the SBBCC team has the opportunity to review the submitted qualification documents and materials, we develop scopes of work that allow smaller but otherwise qualified contractors to participate. Where possible, we create reduced package sizes to ensure that opportunities on these projects aren't strictly limited to larger, established firms. The potential contractors will still meet the same high standards established for all subcontractors, but through this approach, a greater number of small firms are able to participate in the project.
- On some occasions, it is not possible to develop smaller scope packages on larger specialty trades since it is highly desirable to have one large, financially secure firm hold full responsibility for a trade package. Examples include structural systems or mechanical packages. In these cases SBBCC has a record of working closely with the large trade contractors to assist them in developing their own smaller package subcontractor scopes so a greater number of small, local companies can still participate, but the client's quality-control safeguards and product warranties are not negatively impacted.



Subcontractor/Supplier Open House



Subcontractor/Supplier Open House

In addition to the methods we utilize to enhance the participation of local SWaM firms, it bears stating that not only does SBBCC move aggressively to enhance business opportunities for such designated companies, but that through our finely-tuned program guidelines, we consistently gain exceptional results.

Not only do we meet our client's very high requested levels of participation by SWaM firms, we exceed them, often achieving levels of participation that are in excess of 60%.

