



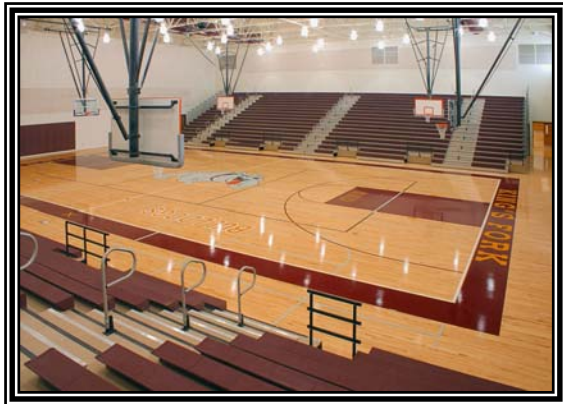
New High Schools
Wise County, Virginia

Design and Construction PPEA

August 11, 2011

Volume 1

ORIGINAL



*Kings Fork High School
Suffolk, Virginia
Designed and Constructed by S.B. Ballard and RRMM*



S.B. Ballard Construction Company

2828 Shipps Corner Road
Virginia Beach, Virginia 23453
Phone: 757.440.5555
Fax: 757.451.2873
www.sbballard.com

RRMM Architects

129 W. Virginia Beach Blvd.
Norfolk, VA 23510
Phone: 757.622.2828
Fax: 757.622.2430
www.rrmm.com





S.B. BALLARD
CONSTRUCTION
COMPANY

August 11, 2011

Mr. Ron Vicars, Director of Business & Finance
Wise County Public Schools
628 Lake Street
Wise, Virginia 23293

Re: PPEA Proposal for Two (2) New High Schools

Dear Mr. Vicars:

S. B. Ballard Construction Company (SBBCC), in association with RRMM Architects and Maxim Engineering, is pleased to present this Public-Private Education Facilities Act (PPEA) proposal to Wise County Public Schools for the design and construction of two (2) new high schools as per the Request for Proposals issued by your office June 28, 2011

We are very excited at the prospect of being able to design and build these much needed new replacement facilities for Wise County Public Schools. We welcome the opportunity to participate as your Design/Build partner as we all work together continuing to fulfill your goals to enhance the educational facilities of Wise County.

We have assembled an energetic, diverse, and highly experienced team to handle all aspects and elements needed to bring this project to fruition. This team and its offer to Wise County Public Schools provide an economical, effective, and efficient solution to meet the critically pressing need for new schools, in a very timely manner and with numerous benefits over the design-bid-build method currently in use.

Please note that as per Paragraph D. of the RFP, we have separated our proposal into two volumes. Kindly note that we consider Volume 2 to be excluded from public inspection and release under the Wise County Public Schools PPEA Guidelines Revised September 2008 and the Virginia Freedom of Information Act.

We plan for the labeled 'Volume 2 Proprietary/Confidential' submissions to be part of our overall proposal, but we believe these materials are excluded as per the cited provisions. Accordingly, we ask that Wise County Public Schools agree to accept these materials in confidence, exclude them from public inspection and release, and take appropriate action to protect them from disclosure.

www.sbballard.com

2828 Shipps Corner Rd. • Virginia Beach, Virginia 23453 • (757) 440-5555 Fax (757) 451-2873



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Protection of these materials is necessary because they constitute at least one (1) of the following: (i) trade secrets of the proposer as defined in the Uniform Trade Secrets Act, (ii) financial records of the proposer that are not generally available to the public through regulatory disclosure or otherwise, and (iii) records related to the proposal that, if made public prior to the execution of an interim agreement or a comprehensive agreement, would adversely affect the financial interests or the bargaining position of the SBBCC/RRMM team or Wise County Public Schools.

We look forward to the next step in this review process and are ready to devote all necessary resources required to immediately partner with Wise County Public Schools on this exciting and challenging opportunity. I and additional members of our team will be available to address your questions and comments or to assist in any additional ways possible that you may require.

Please feel free to contact me directly at 757-440-5555.

Cordially yours,

Stephen B. Ballard
President/CEO
S.B. Ballard Construction Company
2828 Shipps Corner Road
Virginia Beach, VA 23453

www.sbballard.com

2828 Shipps Corner Rd. • Virginia Beach, Virginia 23453 • (757) 440-5555 Fax (757) 451-2873

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Executive Summary

Executive Summary:

One of the primary responsibilities of local governing authorities is to ensure that every child within their district or county is provided the best education possible. The two most critical factors in providing quality education are hiring qualified administrators and teachers and providing students with an environment that is conducive to learning. In order to meet these requirements and to provide the highest quality educational opportunity to its residents, Wise County Public Schools recognizes the need to modernize its school facilities.

Wise County Public Schools is seeking the most cost-effective method of delivering modern, efficient, and effective new high schools to meet this need and to do so, have elected to solicit a Design/Build proposal from interested firms under the authority of the Virginia Public-Private Educational Facilities and Infrastructure Act of 2002, with Guidelines as revised and approved by them September, 2008 (PPEA).

S.B. Ballard Construction Company (SBBCC), in cooperation with their design/development associates RRMM Architects (RRMM) and Maxim Engineering (Maxim), has undertaken an in-depth review and analysis of all available information and believes that we have devised an overall program to provide the citizens and students of Wise County with two new school facilities that will expeditiously and economically move them towards their stated goals. We feel that this challenging, complex, and difficult step on the part of Wise County will establish their area as having one of the best school systems in the region, a ‘world-class school system’ with first-rate modern facilities that are second to none.

Based on our team’s collective experience with PPEA projects, we believe that the individual new facilities referenced in our proposal are ideal candidates for delivery under a PPEA agreement. Establishing a cooperative working relationship with Wise County Public Schools, Wise County governing authorities, and the concerned citizens and students of the County, the SBBCC/RRMM/Maxim team will commit to deliver the new schools faster and at a lower cost than if the same facilities were procured using the traditional design-bid-build method of procurement, while maintaining the highest levels of construction quality, energy efficiency and the most recent and up-to-date information technology capabilities.

We strongly believe as do you, that providing a world-class public education system is a primary and much needed next step in the process of enabling the future leaders of Wise County to realize their fullest and best potential, and that this action on the part of the Board and County will generate benefits to your area that go far beyond an enhanced educational opportunity.

Recent studies by the Council of Educational Facilities Planners have shown that students in new or renovated schools have test averages 5-to-17 percentile points higher than those in old or sub-standard facilities. By constructing these two new high schools, Wise County will be improving the quality of education for its students while enhancing its own future economic prosperity and economic stability. The Southern Growth Policies Board has performed studies that confirmed a direct link between improving the educational system in a community and economic growth. These studies show that by enhancing the educational environment, raising the pride and educational capabilities and expectations of students and improving graduation rates, there are

Executive Summary

noted improvements in the economic growth and well-being of a community. The reasoning behind this is simple and straightforward: businesses considering expansions or relocations consider many different factors in their analysis of a given region. At or near the top of most lists are the quality of the school system and the skill level of the potential work force.

Wise County Public Schools recognizes that this effort on their part is important towards developing the necessary economic catalyst to sustain and expand upon its future economic growth and prosperity. Enhancing the level of school facilities is an instrumental part of this progressive approach of creating an environment conducive to a gradual improvement of the education level of the local workforce, adding impetus to the goals of attracting new businesses, private commercial development, and the expanding family populations that these mutually supportive occurrences create, while expanding the tax base in the process.

We have utilized the “Education Program Space Summary” for a new 750-student prototype high school provided by Wise County Public Schools as the basis of our preliminary design, pricing and scheduling assumptions. Per the direction of WCPS, our proposal is based on the assumption that two (2) new high schools will be constructed, one on the existing campus of Union High School in Big Stone Gap, and the other at an as yet undetermined site which will serve as the location for the new Central High School campus.

While the design is prototypical and each of the two schools will receive the same space allocations, amenities and high-quality level of systems and applications, the design process we intend to pursue in cooperation with the Wise County Public Schools will allow for each school to have its own uniquely different ‘look’. By utilizing various exterior façade and interior finish materials for each facility, the individual personalities of both the Union and Central High Schools administrations and student bodies can be incorporated into their own, personalized school.

The SBBCC/RRMM/Maxim team is honored to be considered as your partner in this exciting new endeavor and in sharing the vision of Wise County Public Schools and Wise County by expanding the functionality and capabilities of the school system facilities.

Team:

S.B. Ballard Construction Company is one of the largest and most respected general contracting firms domiciled in the State of Virginia. The firm has an extensive and well-defined level of experience and proven expertise in the successful completion of numerous educational facilities, in both the public and private sectors, covering every conceivable aspect of this highly-specialized and extremely challenging segment of the industry. Their unmatched record of achievement in always completing these projects on schedule and within budget has resulted in the fact that, at any given point in time, a majority of their work is for educational system clients and an average of 90% of their ongoing work volume is for repeat customers. SBBCC is the Managing Partner of the proposed team.

Executive Summary

RRMM Architects is commonly recognized as one of the pre-eminent design firms in the region and is regularly acknowledged by the industry and their peers for their exceptional work in the design of educational facilities, having won many state and national awards for their work in this specialized field. RRMM Architects has designed over 200 public schools in the Commonwealth. Drawing on their strong management staff they will provide the overall coordination and leadership requirements of the entire design team, including optimizing the participation of additional regional design and specialized engineering firms.

Maxim Engineering is a leading Wise County civil engineering firm with extremely strong experience and exceptional expertise in successfully resolving site-related issues on complex projects in the region. Their unique combination of local knowledge and extensive problem-solving capabilities, combined with their strong, local professional staff, make them the ideal team partner to assure that the complicated site requirements for both new schools is designed, undertaken and completed with the highest degree of professionalism.

Kaufman & Canoles Consulting is a highly-respected municipal development consulting firm which will act in those capacities for the team. They have extensive experience in the PPEA process, and will be available for the benefit of Wise County Public Schools to aid and assist them as this process moves forward. With their understanding of the unique requirements that such an ambitious project entails their support and guidance will be invaluable to both the SBBCC/RRMM/Maxim team, as well as the various County jurisdictions. SBBCC and K&CC have a long and successful record of working together on similar projects.

Kaufman & Canoles, P.C. is one of the oldest, largest and most experienced law firms in Virginia and has extensive experience and expertise in a review and consulting capacity on PPEA projects. Their role will be to support the requirements of K&CC on any legal-specific issues or questions that may need to be addressed throughout the process. They also have long served in the capacity of SBBCC's primary counsel. SBBCC enjoys a long and successful history of working together with their firm and knows that no other legal counsel in Virginia meet their level of PPEA experience and expertise.

Key Benefits to Wise County Public Schools

Several of the more notable benefits to be derived from the SBBCC/RRMM proposal include the following:

- ***Guaranteed Occupancy.*** SBBCC will guarantee that the new schools will be completed on or before December 31, 2013 if Wise County Public Schools completes the land acquisition and contract award dates indicated on the project schedule.
- ***Guaranteed Pricing.*** SBBCC will guarantee the pricing stipulated in our proposal.
- ***Exceptional Design/Build Team.*** SBBCC has earned its reputation as a contractor of excellence on educational projects. Over 70% of our annual volume is education facilities, while historically 90% of our work is with extremely satisfied repeat clients. RRMM is *the* outstanding public school design firm in the Commonwealth, with a

Executive Summary

resume including over 200 public schools in Virginia, many of which are award-winning applications. Maxim Engineering provides unique local knowledge, coupled with a proven record of successful involvement on many of the region's largest and most complex civil projects.

- ***Reduced Design Risk.*** Under this scenario the risks involved with design and document deficiencies are completely assumed by the SBBCC/RRMM/Maxim team, not Wise County Public Schools. Your occupancy date and final price are assured before the design is completed.
- ***Community Outreach.*** The SBBCC/RRMM team understands the necessity and benefits of involving, informing and developing strong working relationships with the residents of Wise County. The majority of our work has been in heavily populated urban 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 people of Wise County, and a good neighbor that meets its commitments and keeps its promises.
- ***Lower Cost.*** By awarding both schools included in our proposal Wise County Public Schools gain tremendous economies of scale as well as benefiting from the most competitive construction marketplace seen in the past 80 years. This simultaneous award process allows SBBCC the ability to do the same with the subcontractor community, while they in turn gain the same benefit with their own suppliers. The County gets the highest quality schools, delivered over the next 2+ years, at today's deflated pricing.
- ***Financing Assistance.*** As described in Volume 2 of our proposal, SBBCC has included a program that will allow Wise County Public schools to immediately move forward with the design and construction of these new high schools.
- ***Expedient Design Process.*** The SBBCC/RRMM/Maxim team is ready to start the design process immediately, and proposes that the initial Design Program Charrettes commence immediately after Wise County Public Schools has provided an Interim Comprehensive Agreement to move forward on this project with us.
- ***An Exceptional Local Business Plan.*** Our innovative and aggressive program to maximize the participation of existing SWaM and other local Wise County 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 will combine public meetings to generate response and interest, education and training sessions in public sector contracting requirements, custom-tailored scopes of work and practical-sized bid packages will have the affect of opening-up a greater proportion of the work on this project than any other inclusion program we are aware of anywhere else.

Executive Summary

- ***Long Term Economic Growth.*** Wise County's commitment to the future well-being of their school system will 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.
- ***LEED Certification.*** Drawing on the exceptional experience acquired by the management teams at both SBBCC and RRMM with achieving LEED certification, our proposal includes all costs required to complete the two (2) new Wise County high schools as LEED Certified projects. Regardless of whether or not WCPS decides to seek this actual certification, the incorporation of these LEED processes ensure that the schools have been built to the highest energy-efficiency and sustainable standards and is a further indicator of the overall quality of the end product, while assuring Wise County that their new schools can be operated at the lowest possible cost through their entire life cycle.
- ***Building Information Modeling System (BIM).*** Using this innovative technology, all mechanical and electric systems will be fully integrated and monitorable. Utilizing this system, the facilities management and maintenance staff of either school will be able to review the condition, monitor the performance, troubleshoot any problems and schedule routine maintenance activities on every major mechanical and electrical system component throughout the entire project. This cutting-edge system fully integrates the construction plans, specifications, cut sheets, service manuals and maintenance schedules into one, easy to access and use program that dramatically minimizes the time and effort usually spent to determine a defect, while eliminating errors on the part of those charged to maintain the facilities.

Section 1 – Qualifications and Experience

1.a – Organization

1.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 designated professionals possess the precise combination of highly-developed skill sets, financial resources, and a shared vision to develop, design, manage, and deliver your two new school facilities on time and on budget. Each member firm and the principal management personnel assigned for 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 nourishing effective working relationships in the local communities we serve, in both the private and the public sectors. We share your vision and look forward to building long-term relationships with the citizens of Wise County; relationships built on trust, mutual respect, and a commitment to working together toward accomplishing this extremely important and meaningful community goal.

The team that has been assembled (indicated on the organizational chart shown) includes exclusive members for each key component of this proposal. As the Owner and ultimate end-user, Wise County Public Schools occupies the most critical role in this effort. The design and construction team is managed by S.B. Ballard Construction Company. Our associate firms include RRMM Architects, who will manage building-design team efforts, Maxim Engineering who will manage all civil and site-related requirements for both campuses, and Kaufman & Canoles, who will handle all legal and public communication responsibilities.

The primary responsibilities of these five (5) key components of the team are as follows:

Owner



Wise County Public Schools will own, operate, staff, and manage the initial procurement and will oversee the construction of the proposed 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.

Contractor



S.B. BALLARD
CONSTRUCTION
COMPANY

S.B. Ballard Construction Company (SBBCC) will provide construction management and general contractor services and will serve as the primary contact for this PPEA project. SBBCC will lead the consortium of firms and will provide overall direction and management of the project. RRMM, Maxim, Kaufman & Canoles, and any other firms that are yet to be determined will all be under contract to SBBCC. SBBCC will also contract directly with all construction trade subcontracts and material suppliers. SBBCC will be the

Section 1 – Qualifications and Experience

1.a – Organization

responsible party for the overall execution of the combined proposed project. Further, as the managing firm, SBBCC will procure all permits, payment and performance bonds, and the Builder's Risk Insurance policies.

SBBCC is a privately held S-corporation founded in 1978 by its namesake, Stephen B. Ballard, in Norfolk, Virginia. In 2000, SBBCC opened its new corporate headquarters in Virginia Beach, Virginia. SBBCC provides construction delivery services such as Construction Management, Design/Build, and Develop/Design/Build programs.

Architect



RRMM will lead the building design team and will act as the Architect-of-Record for the project. All associated building-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, and will also be responsible for managing all LEED® certification procedures and requirements, should this certification be sought for the facilities.

RRMM is extremely well-qualified to act in this capacity for Wise Public County Schools, having extensive experience in the cooperative design of numerous public schools. They are widely recognized for their exceptional performance of these professional services, having secured statewide and national-level awards for their efforts in the public school sector.

Civil Engineer



Maxim Engineering has been providing services in the fields of civil engineering, surveying and land planning since 1981. The firm has been involved in many of the largest and most significant infrastructure projects in Wise County over the past 20 years and possesses a strong degree of experience and expertise in the unique topographical and geological challenges inherent to the region.

Maxim Engineering will manage all aspects of the civil engineering disciplines and activities required to successfully complete the construction of these two new high schools in the County and with their large, locally-resident professional staff and expert management will be invaluable contributors in assuring the highest level of performance in this critical portion of the project.

Consulting and Legal Services



Powering your growth with leadership.

Kaufman & Canoles Consulting will serve as the public communication services consultant on this project. K&CC is a full-service economic development consulting firm specializing in public-private development services, land management services, economic development strategies, and municipal counseling.

Section 1 – Qualifications and Experience

1.a – Organization

K&CC is fully able to counsel municipalities, school districts, and development authorities on a wide range of needs, from developing strategic plans for economic development to coordinating specific improvement projects.

Kaufman & Canoles Consulting offers unique services in the complex realm of public/private development. Public Private Partnerships are the true engines of economic development today. Their consultants understand the complex nature of these projects and can assist a public sector entity with a wide variety of services throughout the entire course of a PPEA project.

KCC believes government is a catalyst for redevelopment and capital enhancement. Their vision for successful development includes partnerships among public, private and non-profit sectors.

KAUFMAN & CANOLES
— | A Professional Corporation | —
Attorneys and Counselors at Law

Kaufman & Canoles, P.C. will serve as the legal consultant for this project. As one of the largest law firms in Virginia, K&C has extensive experience in the legal issues pertaining to, and arising from, PPEA proposals. They will act as a resource to KCC on any legal issues or questions posed by Wise County Public Schools.

Section 1 – Qualifications and Experience

1.b. - Experience

1.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.

S.B. Ballard Construction Company – General Contractor

S. B. Ballard Construction Company (SBBCC) was founded by its namesake, Stephen B. Ballard, in 1978, over 32 years ago. During the early years of the company, the majority of the work performed was small residential and commercial concrete projects.

The experience gained in those years paved the way for a progression into the commercial side of contracting. Assuming the role of general contractor, SBBCC began constructing increasingly larger and more complex projects.

Tackling larger general contracting projects was the next step in the natural progression, leading the company to where it is today. SBBCC has successfully completed a long list of large-scale, complex projects of differing types, including a wide variety of public and private educational customers, PK-12 facilities for several Virginia school systems, and an unmatched record of performance on many of the largest, most complex collegiate and university capital improvement projects in the state. Our focus on educational projects has increased to the point that for several years, this segment of the industry has been the source of the majority of our overall volume.

Recognizable projects completed by SBBCC include the revitalization of Old Dominion University Campus, consisting of the construction of the Ted Constant Convocation Center, two parking structures, the University Village housing and retail areas of the campus, and the renovation and construction of S.B. Ballard Stadium at Foreman Field.

SBBCC's history of growth in our region is admirable and a strong indicator of the dedication the company has to the clients it serves. By always acting as a strong advocate for the best interests of its customers, SBBCC has grown into a firm that has an annual volume exceeding \$175 million, employs an average of 300 associates, and can proudly say that 90% of our work comes from repeat clients.

SBBCC has accumulated some impressive records and achievements along the way, including the U.S. Army Corps of Engineers 'Certificate of Appreciation,' awarded to the Corp's Number One Construction Firm for three consecutive years, as well as the APWA award for Project of the Year for its work on the Norfolk Cruise and Celebration Center.

Section 1 – Qualifications and Experience

1.b. - Experience

It is of singular importance to note that the company has never missed a client's deadline for beneficial occupancy of a project, always brings the project to completion within budget, and has achieved an exceptional record of outstanding quality control and project safety. SBBCC performs general contracting services from project inception through completion of construction. SBBCC participates in design build construction, acts as contractor-developer, and provides concrete contracting services (16th largest concrete contractor in the nation according to ENR Magazine – October 2010 and the 15th largest general contractor in Virginia according to Virginia Business Magazine – 2010).

SBBCC's Safety Record

Our safety record is one of hard-won excellence, with an EMR well under the industry average. Each SBBCC employee, as well as any subcontractors involved on any of our work, must adhere to our Safety Plan requirements; requirements whose goal is to assure that each project achieves and maintains a perfect safety record throughout its duration.

Bonding

S. B. Ballard Construction Company has a long and uncompromised record of delivering the work entrusted to us on time and on budget. For this planned expansion of capital facilities for Wise County Public Schools, we have included the costs to secure 100% Payment & Performance Bonds for the full construction value of the entire project. This will provide Wise County Public Schools 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 all principal parties.

In addition, on a case-by-case basis and in keeping with the company's long-standing corporate policy safeguards, SBBCC will conduct its own rigorous review and evaluation process of all prospective subcontractors, and, when prudent, require supplementary payment and performance guarantees from these lower-tier firms.

Attached is a letter from our construction bonding representatives indicating their willingness and intent to issue these structured guarantees to the Wise County Public Schools at the point in time when they are required.

RRMM - Architects-of-Record

RRMM Architects is a Virginia Registered Small Business (DMBE #652673) with offices in Chesapeake, Roanoke, and Arlington, Virginia. They offer Wise County Public Schools a staff of more than 75 professionals with 18 registered architects and 4 interior designers.

Educational design is the primary focus of the firm. They have successfully completed master planning, design, contract documents, and construction administration for a variety of clients. They are experienced in assisting our clients with site selection, permitting and approval process, financial planning, and community facilitation of project goals.

RRMM Architect's cornerstone of service is encouraging the participation of everyone in the design process as needed, resulting in many repeat clients. RRMM Architects has won numerous

Section 1 – Qualifications and Experience

1.b. - Experience

design awards from the Virginia School Boards Association, as well as recognition from other state and national organizations such as four “Outstanding School Building Design” awards from the Virginia Department of Education, and the National School Board Association awards for both King’s Fork High School and King’s Fork Middle School in Suffolk. These awards are distinctive because they come from educators as well as architects.

RRMM Architects is extremely experienced in all design aspects of projects utilizing the PPEA process and their level of relevant project experience is exceptional, having been the design professionals on over 200 Virginia public school projects in 44 counties. They will be able to assist Wise County Public Schools with any questions and concerns that may arise related to this program.

Maxim Engineering – Civil Engineer

Maxim Engineering, Inc. has been providing services in the fields of engineering, surveying and planning since 1981. The firm has been involved in many of the significant infrastructure projects in Wise County over the last twenty years. Many of the 27-person staff lives in the county, and the company and its employees make substantial contributions to the civic, cultural and educational programs which have had a significantly positive impact on the people here.

Maxim is on retainer to the Wise County Public Service Authority and has served as the engineer of record for several large projects including the Indian Creek Water Project, South Fork Water Project, North Fork Water Project, Birchfield Water Project and Dunbar Water Project. We recently completed design on the Guest River - Stephens Sewer Project which will bring sewer service to within a few hundred feet of the proposed Wise-Pound Apple House school site when construction is completed in 2010. Other recent projects underway include an upgrade of the Water Treatment Plant at Carfax and a raw water delivery system to provide water to the Virginia City Hybrid Energy Center near St. Paul.

Maxim has also completed several projects for the Wise County Industrial Development Authority. A project currently under construction will provide sewer service to the Wise County Fairground, which is especially significant since it hosts the annual Rural Area Medical (RAM) event which provides free medical and dental services to people who have no health insurance.

Maxim has established itself as one of the premier firms in Virginia in the area of decentralized wastewater and treatment. Successful systems have been established in the Imboden and Exeter coal camps near Appalachia. Maxim recently completed design of the Mullins Fork Sewer Project near the Town of Pound. The project will utilize effluent collection with treatment provided by the Town’s sewage treatment plant when it goes to construction next year.

Maxim has been very involved in the construction of Dominion Energy’s Virginia City Hybrid Energy Center. The firm performed all of the property surveying of the site and also completed location and topographic surveys for design. Maxim also participated in environmental permitting and provided the construction stake-out for essentially all of the construction that has taken place. Maxim continues to provide as-built survey information, control and layout of the non-combustible byproduct fill.

Section 1 – Qualifications and Experience

1.b. - Experience

Maxim has worked to provide surveying services on new buildings at the campus of the University of Virginia's College at Wise. The company has been involved in most of the commercial and industrial projects in the county in recent years including the Site Plan preparation for Mullican Lumber near Norton, Virginia and site design and surveying for Lowe's and Wal-Mart. Also, stormwater and drainage plans have been designed for many individual and commercial applications.

Mr. Terrence R. Collier, P.E., President of Maxim Engineering, Inc., also brings special knowledge and experience to bear on the proposed school projects. He served on the Wise County School Board from 1995 to 2003, including a term as Chairman of the Board. He also served on the Building Committee during construction of additions and renovations to Wise Primary School, J.W. Adams Combined School and Coeburn Primary School. Mr. Collier now serves on the Board of Trustees of Southeastern Baptist Theological Seminary in Wake Forest, North Carolina. He has served on the Campus Planning Committee since 2000 and served as the committee chairman for three years. During this period, three large buildings, Stephens-Mackie Hall, Jacumin-Simpson Center for Great Commission Studies and Patterson Hall were completed.

Maxim Engineering, Inc. will be a key player on the professional team. It provides a local, experienced staff committed to delivering complete and dependable services in a responsive manner.

Please reference the resumes included in this section.



HAMPTON ROADS BONDING

Construction Bond Specialists

August 9, 2011

Mr. Ron Vicars, Director of Business & Finance
Wise County Public Schools
628 Lake Street
Wise, Virginia 23293

Re: S.B. Ballard Construction Company
PPEA Proposal for New High Schools

To Whom It May Concern:

S. B. Ballard Construction Company is a highly regarded and valued surety client of Liberty Mutual Insurance Company. 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. Our NAIC number is 23043. Liberty Mutual Insurance Company has the privilege of providing bonds for S.B. Ballard Construction Company for the last five years. There is currently a bonding program in excess of \$80,000,000 single and \$150,000,000 total program.

It is our understanding that S.B. Ballard will submit a prequalification for the PPEA Proposal for New High Schools. In the event S.B. Ballard is awarded the contract, Liberty will execute payment and performance bonds upon notification of award. Our agreement to execute bonds (including performance, and payment bonds) is subject to final contract terms, financing and underwriting conditions being mutually acceptable to both S.B. Ballard Construction Company and Liberty Mutual Insurance Company.

S. B. Ballard Construction Company has an excellent reputation for providing quality projects on a timely basis and at no time have we encountered any complaints from owners for whom they have worked.

Regards,

Mark C. Bundy

1080 Laskin Road Suite 204 Virginia Beach, Virginia 23451
Telephone 757.491.1100 Facsimile 757.491.3134



Education

Old Dominion University,
Norfolk, Virginia
ACI
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
Builder and Contractors
Exchange of Hampton Roads
The Builders Exchange of
Virginia
Hampton Roads Association for
Commercial Real Estate
National Federation of
Independent Business
Tilt-Up Concrete Association

Years of Experience

Number of Years in the
Industry: 35

Number of Years with
S. B. Ballard: 33

References

Boo Twohy
Capital Concrete
Phone: 757.627.0630

Chris Stone
Clark Nexsen
Phone: 757.455.5800

Robert Fennig
Old Dominion University
Phone: 757.683.3464

STEPHEN B. BALLARD President /Project Executive

Responsibilities

As Project Executive for Wise County's two new schools, Stephen Ballard will be responsible for executive oversight of the project from preconstruction through design, construction and close out. He will provide guidance regarding jobsite concerns and maintain communication with the Owner and Architect. Acting as liaison, he will oversee the construction process and provide leadership and direction.

Mr. Ballard has 35 years' experience working in construction and is the founder and owner of S.B. Ballard Construction Company. During his 33 years, Mr. Ballard has worked as a Project Manager, Superintendent, Carpenter, Laborer and Estimator. His wide range of knowledge and experience is a tremendous asset to the company and to this project.

Specialized Experience

Kings Fork High School Suffolk, Virginia

This Suffolk High School was designed for 1,800 students and has a decentralized plan with a "school within a school" concept. The building has a main gym that seats all 1,800 students along with two basketball courts. The auditorium has seating for 850 students and the facility also has a black box theater with seating for 145. Kings Fork also has a two story dining facility with adjacent food court. This structure was built with 100 instructional areas and a large courtyard to allow for natural light and a secure outdoor dining area. This space also provides an amphitheater for events and occasions.

Norfolk Student Center Tidewater Community College – Norfolk, Virginia

The Student Center is a 57,000 square foot building which accommodates student activities, lounge/study areas, meeting rooms, recreational and fitness facilities, food service operations and other appropriate retail services, including childcare services.

Ted Constant Convocation Center Old Dominion University - Norfolk, Virginia

The Ted Constant Convocation Center is a 219,330 square foot, 2-story multi-level sports/entertainment/conference facility. It contains a reinforced concrete frame with long-span structural steel superstructure, exterior wall system, masonry and curtain wall. The Ted Constant Center contains 9,520 seats and 16 luxury suites.

Work consisted of site work, concrete, unit masonry assemblies, structural steel, steel joists, metal fabrications, carpentry, thermal and moisture protection, doors and windows, flush wood doors, access doors, hardware, ceramic tile, carpet, resilient flooring, terrazzo, resilient flooring, toilet and bath accessories, mechanical, and electrical.

General Experience

Target Warehouse and Distribution Center – Stuarts Draft, Virginia
Distributed Ground Station, Langley Air Force Base – Hampton, Virginia
Visitor Parking Garage, Eastern Virginia Medical School – Norfolk, Virginia
EVMS Staff Parking Garage, Eastern Virginia Medical School – Norfolk, Virginia
Joint Deployment Center NH-95, Naval Station Norfolk – Norfolk, Virginia
11th Street Hampton Inn & Parking Garage – Virginia Beach, Virginia
Norfolk International Parking Structure – Norfolk, Virginia
Beach Erosion and Hurricane Protection – Virginia Beach, Virginia
Thalia Elementary School: Virginia Beach, Virginia
Harbor Heights – Norfolk, Virginia
14th and Main Parking Garage – Norfolk, Virginia
Powhatan Sports Complex, Old Dominion University – Norfolk, Virginia



Education

Old Dominion University, Norfolk,
Virginia

Certification

Advanced Estimating, Old
Dominion University
Concrete Testing Technician, ACI
Timberline Estimating, Timberline
Software Corporation
Tilt Up Supervisor, ACI
Bonded Post Tension, PTI
ACI/PCI Parking Structure Design
and Construction Seminar
Window Flashing
Design Build Institute of America
(DBIA) Designated
Professional
LEED Green Associate
Executive Board Member, DBIA -
Hampton Roads Chapter
Executive Board Member,
Association of General
Contractors (AGC) – Hampton
Roads Chapter

Years of Experience

Number of Years in the
Industry: 29

Number of Years with
S.B. Ballard: 27

References

Erik Krikorian
Sentara Hospital
Phone: 757.388.2986

Dale Feltes
Old Dominion University
Phone: 757.683.6385

Chris Sanders
Robinson Development Group
Phone: 757.282.1020

MARK PAYNE, DBIA, LEED Green Associate **Vice President of Pre-Construction Services /Chief Estimator**

Responsibilities

As the Vice President of Pre-Construction Services and Chief Estimator for Wise County's two new schools, Mr. Payne will be responsible for overseeing the estimating portion of all projects, from the preconstruction phase throughout the bidding process to include value engineering, and into the subcontractor award phase. He will coordinate the functions of the estimating department to ensure the project remains within the projected budget. Mr. Payne manages all concrete projects and has extensive experience as a project manager coordinating the entire build process from estimation to contracting subcontractors. Onsite he is a valuable leader who provides direction and overall supervision.

Mr. Payne has spent the majority of his career with S.B. Ballard Construction Company. In 1985 Mark began his career as a Laborer. By demonstrating his skills in the field he progressed from that position to Carpenter, Carpenter Foreman, Concrete Finishing Specialist, Purchasing Agent and Field Operations Manager, giving him a wealth of experience working with suppliers and General Contractors. In 2001 he was named as S.B. Ballard's Vice President for Preconstruction Services, the position he holds today.

Specialized Experience

Virginia Sports Hall of Fame and Museum Portsmouth, Virginia

This facility consists of a two story, interactive sports museum for educational purposes. Honors Virginia Sports men and women and teaches children the need for athletic activity along with good nutrition and exercise habits. Building includes a theatre, classroom and education facilities, basketball court, displays and a \$1.5 million audio and visual system tied in with a \$250,000 lighting system.

The Virginia Sports Hall of Fame & Museum is a non-profit organization dedicated to celebrating a century of athletic excellence in the Commonwealth, serving as a tourist attraction in Hampton Roads, and educating youth and adults alike.

Academic Building

Tidewater Community College – Chesapeake, Virginia

S.B. Ballard Construction Company is the general contractor on the new three-story, 62,296 square foot Academic Building. This facility will provide much needed additional academic space (i.e. general classrooms, tiered classrooms, computer labs, general assembly area, etc) and faculty offices. Exterior materials will include aluminum composite panels, brick veneer masonry, pre-cast concrete, with aluminum windows, curtain wall system and glass.

Student Center

Tidewater Community College – Chesapeake, Virginia

S.B. Ballard Construction Company is the general contractor on the new three-story, 58,060 square foot Student Center. The building will provide space for campus activities and student recreation, lounge and study areas, meeting rooms, a café/food service venue, a fitness area and multi-purpose event rooms. Exterior materials will include aluminum composite panels, brick veneer masonry, pre-cast concrete, with aluminum windows, curtain wall system and glass. The Site improvements include the demolition of approximately 100 existing parking areas for the new Student area and the construction of interior roadways and additional parking lots.

General Experience

Aerial Delivery and Field Services Training Center – Fort Lee, Virginia

Spartan Suites, Norfolk State University– Norfolk, Virginia

Main Street Center Employee Parking Deck – Richmond, Virginia

Ted Constant Convocation Center, Old Dominion University, Norfolk, Virginia

Bayvista Condominiums – Virginia Beach, Virginia



Education

Construction Technology
York Technical Institute
York, PA

Master Builder Certification
University of Bath
Bath, UK

Professional Conservator
Certification
West Dean College
Circchester, UK

Years of Experience

Number of Years in the
Industry: 39

Number of Years with
S. B. Ballard: 1

NEAL BARNES **Lead Estimator**

Responsibilities

As Lead Estimator for Wise County's two new schools, Mr. Barnes will be responsible for managing the preparation and presentation of the design development and construction document phase estimates, as well as coordinating the activities for all preconstruction efforts required by the Architect and Owner for the project. He will work with key subcontractors to insure that the design is compatible with the budget. He will, along with the Project Manager and Vice President of Preconstruction Services, prepare the trade bid packages, for the development of the GMP. During the preparation of the bid packages, consideration will be given to the scope of work to allow the maximum participation by local and SWaM certified subcontractors.

His extensive level of experience in similar education-related projects, including over thirty-two (32) K-12 schools, assures the client of the highest level of accuracy throughout the quantitative analysis, competitive subcontractor pricing, and extensive review processes required on a highly specialized application. He will be the primary point of contact throughout these preconstruction phases and will be responsible for all coordination and cooperation activities and requirements with the design team. He will manage the Contractor's requirements to effectively participate and contribute throughout this phase in the review and selection of alternative means and methods, value engineering options, scope enhancement opportunities, and in maintaining the integrity of the overall project schedule.

Specialized Experience

Academic Building

Tidewater Community College – Chesapeake, Virginia

S.B. Ballard Construction Company is the general contractor on the new three-story, 62,296 square foot Academic Building. This facility will provide much needed additional academic space (i.e. general classrooms, tiered classrooms, computer labs, general assembly area, etc) and faculty offices. Exterior materials will include aluminum composite panels, brick veneer masonry, pre-cast concrete, with aluminum windows, curtain wall system and glass.

Student Center

Tidewater Community College – Chesapeake, Virginia

S.B. Ballard Construction Company is the general contractor on the new three-story, 58,060 square foot Student Center. The building will provide space for campus activities and student recreation, lounge and study areas, meeting rooms, a café/food service venue, a fitness area and multi-purpose event rooms. Exterior materials will include aluminum composite panels, brick veneer masonry, pre-cast concrete, with aluminum windows, curtain wall system and glass. The Site improvements include the demolition of approximately 100 existing parking areas for the new Student area and the construction of interior roadways and additional parking lots.

Kellam High School

Virginia Beach, Virginia

This project consists of the construction of a two-story high school of approximately 330,000 square feet including, but not limited to, concrete, brick, masonry, structural steel, steel joists, metal roof deck, sloped metal roofing, insulated low slope membrane roofing, food service equipment, fire protection, plumbing, mechanical and electrical systems. Sitework will include earthwork, utilities, stormwater drainage systems, site concrete and sidewalks, pavements, landscaping, and physical education and team sport facilities.

General Experience

Major Hospital Expansions – 6

Medical Office Facilities – 23

K-12 Schools – 32

Collegiate Facilities – 9

Public Libraries – 5



Education

Defibulator Training
First Aid/CPR Certified

Years of Experience

Number of Years in the
Industry: 6

Number of Years with
S.B. Ballard: 6

References

Boo Twohy
Capital Concrete
Phone: 757.627.0630

Bob Bain
Clark Nexsen
Phone: 757.455.5800

CANDY HENNIG **SWaM Program Manager**

Responsibilities

As SWaM Program Manager for Wise County's two new schools, Candy Hennig is responsible for preparing all bid invitations and prequalification packets for the select list of subcontractors we solicit. She will report to Mark Payne on items concerning pre-qualifications of subcontractors. Mrs. Hennig also enforces and ensures minority goals and participation are maximized by using a pre-qualified list of minority subcontractors as well as advertising in local publications to ensure that maximum participation of minorities are achieved.

Mrs. Hennig began working in the construction industry 6 years ago. Beginning as the Estimating Department Assistant, Mrs. Hennig's knowledge of the estimating divisions and the Commonwealth of Virginia procurement goals for SWaM subcontractors has provided her with the experience to become S.B. Ballard's SWaM Program Manager.

Specialized Experience

Norfolk Student Center – Norfolk, Virginia

Client - Tidewater Community College

The Student Center is a 57,000 square foot building which accommodates student activities, lounge/study areas, meeting rooms, recreational and fitness facilities, food service operations and other appropriate retail services, including childcare services.

Mrs. Hennig was a key team member making sure the original SWaM goal of 50% was met. She worked closely with subcontractors, Vincent Powell with the Department of Minority Business Enterprises, S.B. Ballard's Pre-Construction Team and Project Management Team to assure all subcontractors had an equal opportunity during the bidding process by assembling smaller, specialty bid packages tailored towards the strengths of SWaM contractors.

Final SWaM participation—55%

Joint Deployment Center NH-95: Naval Station Norfolk - Norfolk, Virginia

Client – U.S. Navy

This project encompasses the construction of a two story 42,000 square foot addition and a 50,580 square foot renovation to the High Security Joint Deployment Center/Fleet Forces Command Center in Building NH-95.

Final SWaM participation—53%

General Experience

Student Recreation Center, Old Dominion University – Norfolk, Virginia – **40% SWaM**

Powhatan Sports Complex, Old Dominion University – Norfolk, Virginia – **44% SWaM**

Distributed Ground Station, Langley Air Force Base – Hampton, Virginia – **74% SWaM**

Operations Support Center, Langley Air Force Base – Hampton, Virginia – **62% SWaM**

Aerial Delivery and Field Services Training Center – Fort Lee, Virginia – **67% SWaM**



Education

30 Hour OSHA Certification
CPR / First Aid Certification
Supervisor Training Levels I and II
Administrative and Managing
Nuclear Basics Systems Training
Leading Performance Process
Fossil Basics Systems Training
Primavera Project Planner 3.1
Course # 601, 602, 603
Construction Scheduling Analysis
Scheduling – Varied programs
Purchasing / Contracts
Environmental Quality Awareness
I.B.E.W. Electrical Development
Training Program
AC and DC Fundamentals
Control Circuits and Systems
Transmission and Distribution of
Electricity
Power Systems and Controls

Years of Experience

Number of Years in the
Industry: 21

Number of Years with
S.B. Ballard: 9

Professional Organizations

Project Manager Institute
College of Scheduling

References

Patrick Devereux
US Army Corps of Engineers
Phone: 757.225.4053

Shirley McNutt
Department of General Services
Phone: 804.786.4538

William Ballinger
Norfolk State University
Phone: 757.823.2625

CHUCK SMITH Project Manager/Scheduler

Responsibilities

As Project Manager for Wise County's two new schools, Mr. Smith will be responsible for the day to day operation of the project. He will provide support for the jobsite staff through coordination with subcontractors, suppliers, and the design team. He will participate in constructability reviews, subcontractor prequalification reviews and the preparation of GMP Bid Packages. Mr. Smith is in charge of awarding of subcontracts and PO's ensuring all subcontractors are under contract in a timely manner. He will provide corporate and financial oversight as well as leadership to the project management team.

Mr. Smith will facilitate the completion of the construction documents and to ensure the schedule is met and the project stays within the Owner's budget. Mr. Smith will coordinate biweekly meetings with the design team and the Owner to ensure everyone is satisfied with the quality of the project and the product being produced. Mr. Smith will be the key player in coordinating between the design team, the Owner and subcontractors to ensure the building is designed, priced and scheduled to the Owner and End Users satisfaction.

As the Scheduler for Wise County's two new schools, Mr. Smith will be responsible for developing and implementing the project schedule using Primavera software. He will track and update the schedule based on necessary changes and ensures that the project maintains an aggressive, yet realistic timeline. Mr. Smith will provide insight to the team concerning any long lead items or critical work activities. At weekly subcontractor meetings and bimonthly staff meetings, he will provide updates to ensure everyone has a clear understanding of the overall timeline of the project.

Mr. Smith has spent the majority of his career monitoring contractor adherence and creating and reviewing construction schedules. Mr. Smith has a wealth of knowledge in project controls, contracts and project scheduling.

Specialized Experience

Kings Fork High School Suffolk, Virginia

This Suffolk High School was designed for 1,800 students and has a decentralized plan with a "school within a school" concept. The building has a main gym that seats all 1,800 students along with two basketball courts. The auditorium has seating for 850 students and the facility also has a black box theater with seating for 145. Kings Fork also has a two story dining facility with adjacent food court. This structure was built with 100 instructional areas and a large courtyard to allow for natural light and a secure outdoor dining area. This space also provides an amphitheater for events and occasions.

Lyman B. Brooks Library

Norfolk State University – Norfolk, Virginia

The new Brooks Library provides Norfolk State University with a state of the art university library and provides space for library related activity and functions. This 132,000 square foot, 3 story building consists of a brick and aluminum curtain wall building with a sloping metal roof with glass roof elements. Brick will match the predominant campus brick.

The first floor will have a central lobby, the Information Commons, Information Services, Media Services, a large & small instruction room as well as mechanical and electrical spaces. The second floor will have collections, a variety of group study areas, the Marshal collection, an Archives area as well as a Museum/Gallery area. The third floor will include collections, group study rooms, E-Learning spaces and administrative offices.

The existing 154,000 square foot library will be completed demolished. The New Brooks Library will be LEED Silver.



Johnny Johnson **Superintendent**

Responsibilities

As superintendent for Wise County's two new schools, Mr. Johnson will be responsible for scheduling and project coordination with Subcontractors, Architects, Engineers, Suppliers and Vendors. As superintendent, it will also be his responsibility to ensure a safe job site and maintain quality control. He will also monitor the quantity and quality of work being performed, and put on notice, anyone, or any company, not meeting the requirements of the project. Mr. Johnson will monitor the project schedule and note work completed on a daily basis.

Mr. Johnson will attend all weekly subcontractor meetings which is also used to review safety, environmental, health, and quality issues. Mr. Johnson will also responsible for site logistics and verification of existing utilities and markings. He will oversee the project from notice to proceed to close-out.

Mr. Johnson began his construction career out of high school working as a finish carpenter. Six years later, he started his own company providing all carpentry phases, but specializing in the finishing phase including door hardware. Mr. Johnson filled his role until he began working for S.B. Ballard Construction Company as a superintendent nearly 15 years ago.

Education

Window Flashing Training
Troubleshooting Concrete
Construction Training
START Safety Training
30 Hour OSHA Certification
CPR / First Aid Certification

Years of Experience

Number of Years in the
Industry: 33

Number of Years with
S. B. Ballard: 15

References

Tim Meinhardt
Moseley Architects
Phone: 757.368.2800

Willy Spencer
Old Dominion University
Phone: 757.683.4614

John Martino
Clark Nexsen
Phone: 757.455.5800

Specialized Experience

Kings Fork High School Suffolk, Virginia

This Suffolk High School was designed for 1,800 students and has a decentralized plan with a "school within a school" concept. The building has a main gym that seats all 1,800 students along with two basketball courts. The auditorium has seating for 850 students and the facility also has a black box theater with seating for 145. Kings Fork also has a two story dining facility with adjacent food court. This structure was built with 100 instructional areas and a large courtyard to allow for natural light and a secure outdoor dining area. This space also provides an amphitheater for events and occasions.

Lyman B. Brooks Library Norfolk State University – Norfolk, Virginia

The new Brooks Library provides Norfolk State University with a state of the art university library and provides space for library related activity and functions. This 132,000 square foot, 3 story building consists of a brick and aluminum curtain wall building with a sloping metal roof with glass roof elements. Brick will match the predominant campus brick.

The first floor will have a central lobby, the Information Commons, Information Services, Media Services, a large & small instruction room as well as mechanical and electrical spaces. The second floor will have collections, a variety of group study areas, the Marshal collection, an Archives area as well as a Museum/Gallery area. The third floor will include collections, group study rooms, E-Learning spaces and administrative offices. The existing 154,000 square foot library will be completed demolished. The New Brooks Library will be LEED Silver.

St. Mary's Home for Disabled Children Norfolk, Virginia

This facility consists of an 88,000 square foot, slab on grade, single story pediatric long-term care residential facility for children with severe disabilities.

The facility includes four residential "neighborhoods" with six four- person living units for a total of 88 beds. Each neighborhood has a nurse station, active treatment room and classroom. Throughout the facility are two private family visitation rooms, physician offices, dentist office, barber and beauty shop, four interior courtyards, one playground with adaptive play equipment, one playground with a hydrotherapy pool and fountain, hallways to accommodate wheelchairs, eight educational classrooms, large windows and skylights and modern environmental control systems.



JEFF NAVARRA **Superintendent**

Responsibilities

As superintendent for Wise County's two new schools, Mr. Navarra will be responsible for scheduling and project coordination with Subcontractors, Architects, Engineers, Suppliers and Vendors. As superintendent, it will also be his responsibility to ensure a safe job site and maintain quality control. He will also monitor the quantity and quality of work being performed, and put on notice, anyone, or any company, not meeting the requirements of the project. Mr. Navarra will monitor the project schedule and note work completed on a daily basis.

Education

20 Hour OSHA Certification
CPR / First Aid Certification
Hook Lifting Devices Safety
Seminar
Traffic Control Flagger
Certification
Trench and Excavation
Competent Person
Certification
Confined Space Safety
Certification

Years of Experience

Number of Years in the
Industry: 18

Number of Years with S. B.
Ballard: 4

References

Boo Twohy
Capital Concrete
Phone: 757.627.0630

Dale Feltes
Old Dominion University
Phone: 757.683.6385

Thomas Uliana
U.S. Navy
757.396.8638

Specialized Experience

Sitter & Barfoot Veterans Care Center

Richmond, Virginia

This project consists of a 130,000 square foot, multi-wing, 160 bed residential care center for veterans. The facility is self-supporting with resident rooms, nursing/support spaces, pharmacy, a full service commercial kitchen and dining area, lounges, activities rooms, physical therapy rooms, administrative offices and lobbies.

Building construction is conventional; structural steel and load bearing masonry for kitchen and mechanical core areas as well as support offices and administrative areas. The main lobby features a two-story exposed timber construction with a tongue and groove wood ceiling. The residential wings are structural wood framed. Exterior finishes are Hardiplank fiber cement siding and brick veneer. Roof construction is EPDM over the central core areas and architectural asphalt shingles over the residential wings.

P 218V Ship Maintenance Engineering Facility

Norfolk Naval Shipyard - Portsmouth, Virginia

This project consists of a 55,000 square foot addition to Building 1500 at Norfolk Naval Shipyard. Interior spaces include office, conference rooms, training room, storage rooms and communications systems. The addition is 6 floors high with a pile supported foundation. Additional surface parking is required to accommodate an additional 344 vehicles.

Student Recreation Center/ Wrestling Facility

Old Dominion University - Norfolk, Virginia

Student Recreation Center

121,000 square feet Recreation Center addition and renovation of the 31,000 square feet existing Natatorium section remaining from the Health & PE Building (ODU Field House). Interior spaces include a basketball court, rock climbing wall, racquetball courts, indoor hockey and soccer fields, dance studios, cardiovascular training rooms, indoor track, spinning room, weight room, classrooms, offices, lobbies and locker rooms. The construction consists of masonry veneer, steel stud backup with a steel superstructure. All site work and site utility work including utility connections as required are included.

Wrestling Addition

8,100 square foot Wrestling Building addition to the existing ODU Athletic Administration Building. The construction consists of masonry veneer bearing walls, steel beam and joint roof framing, face brick and split face CMU to match the existing building. All site work and site utility work including utility connections as required are included.

General Experience

Virginia Sports Hall of Fame and Museum – Portsmouth, Virginia

Yorktown YMCA Addition – Yorktown, Virginia

York County Public School Renovation and Addition – Yorktown, Virginia



TIM PATTERSON, LEED AP, CxAP **Mechanical Engineer**

Responsibilities

As Mechanical Engineer for Wise County's two new schools, Tim Patterson will be responsible for providing training to the Architect, Engineer and Owner for the production and function of all mechanical systems on this project. He will coordinate with the design professionals and provide engineering and technical support to subcontractors to ensure that all mechanical and plumbing systems meet the intent of the specifications. He will be responsible for review of all construction documents, submittals, quality management and commissioning oversight with regards to mechanical systems installed on this project.

Mr. Patterson has been in the construction industry for 26 years, 20 of which were spent as a systems design engineer. Tim has a strong background writing specifications and overseeing the installation of mechanical, electrical and plumbing equipment. Tim is a past President of the Hampton Roads Chapter of the American Society of Heating, Refrigeration and Air Conditioning Engineer, Inc. (ASHRAE).

Specialized Experience

Library of Virginia - Richmond Virginia

State Archives Library - Re-design and field commissioning for new Siemens DDC control and humidification systems throughout the facility for critical system control including maintaining humidity, temperature and pressure gradients between closed stack (archive) and public spaces. Tim was the A&E Project Manager and chief commissioning engineer for the project. Working with the staff and subcontractors Tim was able to give the Commonwealth of Virginia a fully functioning HVAC and DDC system that met the stringent temperature and humidity control requirements mandated by an archive facility.

Lyman B. Brooks Library

Norfolk State University – Norfolk, Virginia

The new Brooks Library provides Norfolk State University with a state of the art university library and provides space for library related activity and functions. This 132,000 square foot, 3 story building consists of a brick and aluminum curtain wall building with a sloping metal roof with glass roof elements. Brick will match the predominant campus brick.

The first floor will have a central lobby, the Information Commons, Information Services, Media Services, a large & small instruction room as well as mechanical and electrical spaces. The second floor will have collections, a variety of group study areas, the Marshal collection, an Archives area as well as a Museum/Gallery area. The third floor will include collections, group study rooms, E-Learning spaces and administrative offices.

The existing 154,000 square foot library will be completed demolished. The New Brooks Library will be LEED Silver.

Norfolk Student Center

Tidewater Community College – Norfolk, Virginia

The Student Center is a 57,000 square foot building which accommodates student activities, lounge/study areas, meeting rooms, recreational and fitness facilities, food service operations and other appropriate retail services, including childcare services.

General Experience

Building 39, Central State Hospital – Petersburg, Virginia

Gilmer Hall Renovations, University of Virginia – Charlottesville, Virginia

School of Dentistry Renovations, Virginia Commonwealth University – Richmond, Virginia

11th Street Hampton Inn & Parking Garage – Virginia Beach, Virginia

Joint Deployment Center NH-95, Naval Station Norfolk – Norfolk, Virginia

Harbor Heights: Norfolk, Virginia

Education

B.A. in Business Management:
Old Dominion University,
Norfolk, Virginia

A.S. in Business Administration:
Tidewater Community
College, Virginia Beach,
Virginia

B.S. in Mechanical Engineering
Technology: Central New
England

College, Worcester,
Massachusetts

A.S. in Mechanical Engineering
Technology: Worcester
Junior College, Worcester,
Massachusetts

ASHRAE Technical and
Professional Development
Seminars - 300 hrs.

ASHRAE Hospital Systems and
Design - 24 hrs

ASHRAE Air Conditioning and
Refrigeration System Design
I & II

AutoCad

LEED Accredited Professional
Commissioning Process

Accredited Professional:
University of Wisconsin
Madison

Years of Experience

Number of Years in the
Industry: 26

Number of Years with
S.B. Ballard: 4

References

Ira Armstrong
Chesapeake Bay Steel
Phone: 757.622.2520

John Say
CEGG Associates
Phone: 757.499.4562

Donald Larsson
Bowman-Foster and Associates
Phone: 757.466.7400





Education

B.S. Civil Engineering, FEATI
University: Manila, Philippines
AutoCAD

Years of Experience

Number of Years in the
Industry: 35

Number of Years with
S.B. Ballard: 12

References

Dave Hackbirth
Robinson Development Group
Phone: 757.228.1853

Bob Bain
Clark Nexsen
Phone: 757.455.5800

Ron Baskins
Chesapeake Bay Steel
Phone: 757.622.2520

LARRY TIPORA **Project Engineer/Quality Control Manager**

Responsibilities

As Project Engineer and Quality Control Manager for Wise County's two new schools, Larry Tipora will be responsible for constructability review of plans and specifications, shop drawing reviews and technical review of specifications to ensure client expectations of quality requirements are met.

Mr. Tipora will be responsible for all aspects of construction from submission of compliance, assuring material compliance upon delivery, maintaining as-built records, and providing O&M data. He will be directly responsible for the Three Phases of Control including maintaining the Testing Log, assigning personnel to perform inspections, monitoring and sampling materials and assuring any corrective work is performed in an efficient and timely manner.

Specialized Experience

Dragas Hall

Old Dominion University – Norfolk, Virginia

This project consists of the renovation of Dragas Hall (formerly Hughes Hall) a 48,740 square foot facility built in 1959. It holds many of ODU's Computer Science faculty offices and classrooms. The facility is heavily used throughout the instructional day from 8 a.m. – 10 p.m. Monday through Friday, as well as in support of the institution's Weekend College Program. Hughes Hall and the adjacent Visual Arts Building may be connected by a two-story addition in the near future.

This renovation replaced building systems, upgraded the elevator, restrooms, created a grand entrance, and reconfigured the second floor interior spaces to accommodate academic program needs including faculty/support offices, classrooms and labs, and several student-support/administration offices. The roof, exterior walls, and lobby areas were renovated or repaired.

Virginia Sports Hall of Fame and Museum

Portsmouth, Virginia

This facility consists of a two story, interactive sports museum for educational purposes. Honors Virginia Sports men and women and teaches children the need for athletic activity along with good nutrition and exercise habits. Building includes a theatre, classroom and education facilities, basketball court, displays and a \$1.5 million audio and visual system tied in with a \$250,000 lighting system.

The Virginia Sports Hall of Fame & Museum is a non-profit organization dedicated to celebrating a century of athletic excellence in the Commonwealth, serving as a tourist attraction in Hampton Roads, and educating youth and adults alike.

Kings Fork High School

Suffolk, Virginia

This Suffolk High School was designed for 1,800 students and has a decentralized plan with a "school within a school" concept. The building has a main gym that seats all 1,800 students along with two basketball courts. The auditorium has seating for 850 students and the facility also has a black box theater with seating for 145. Kings Fork also has a two story dining facility with adjacent food court. This structure was built with 100 instructional areas and a large courtyard to allow for natural light and a secure outdoor dining area. This space also provides an amphitheater for events and occasions.

General Experience

Lewis Hall Renovations, Eastern Virginia Medical School – Norfolk, Virginia
Strelitz Diabetes Center Renovations, Eastern Virginia Medical School – Norfolk, Virginia
Hofheimer Hall, Eastern Virginia Medical School – Norfolk, Virginia



Years of Experience

Number of Years in the Industry: 32

Number of Years with S.B. Ballard: 18

References

Jim Gasser
Tidewater Finance Corporation
Phone: 757.481.5453

Boyd Collier
Collier and Collier
Phone: 804.364.5200

Carl Pitt
C P Marine and Diesel Service
Phone: 757.460.6262

CHUCK BAIN Safety Officer

Responsibilities

As Safety Officer for Wise County's two new schools, Chuck Bain will be responsible for the development, administration and enforcement of a Project Specific Safety Plan and S.B. Ballard's Corporate Safety Plan. Mr. Bain will make periodic unannounced inspections of the jobsite, inspecting not only S.B. Ballard subcontractors and their operations, but all operations on the site, including S.B. Ballard personnel.

Mr. Bain started his career at S.B. Ballard as an equipment operator. After experiencing a back injury, Mr. Bain began training as a safety officer/quality control manager. His construction background combined with his education and training has provided Mr. Bain with the tools and knowledge necessary to provide S.B. Ballard with detailed safety programs, classes and manuals.

Education and Training

- OSHA approved to teach 10 hour and 30 hour safety classes
- PTI Post-Tensioning Institute, 2000
- OSHA subpart L 1926.451 Certificate Training Scaffolds
- Safety Workshop sponsored by the Associated General Contractors of Virginia
- OSHA 10-hour Course sponsored by the Associated General Contractors of Virginia
- Virginia Wage and Hour Law Update by Lorman Education Services
- Operator Safety Training Course by Carter CAT Machinery Co.
- AAA driver improvement program
- Fifteenth annual employment law update in accordance with the standards of the National registry of CPE Sponsors
- Completed competent person training sponsored by the Associated General Contractors of Virginia
- Appointed alternate contractor Quality Control System Manager of the Beach Erosion and Hurricane Protection Project, Phase IV
- U.S. Army Corps of Engineers Construction Quality Management for Contractors
- Hazardous Materials Storage
- STOP (Safety Training Observation Program)
- Milwaukee: Electric Tools and Accessories Training
- Confined Space Course, Dupont
- Miller Fall Protection, Miller Harness Company
- Clean Room Protocol 1 & 2

Specialized Experience

Lyman B. Brooks Library Norfolk State University – Norfolk, Virginia

The new Brooks Library provides Norfolk State University with a state of the art university library and provides space for library related activity and functions. This 132,000 square foot, 3 story building consists of a brick and aluminum curtain wall building with a sloping metal roof with glass roof elements. Brick will match the predominant campus brick.

The first floor will have a central lobby, the Information Commons, Information Services, Media Services, a large & small instruction room as well as mechanical and electrical spaces. The second floor will have collections, a variety of group study areas, the Marshal collection, an Archives area as well as a Museum/Gallery area. The third floor will include collections, group study rooms, E-Learning spaces and administrative offices.



DUANE M. HARVER, ARCHITECT/PRINCIPAL, LEED AP, CEO
PRINCIPAL-IN-CHARGE
RRMM ARCHITECTS, PC

Duane's will be Principal-In-Charge for all projects for Wise County Public Schools. His 28-year architectural career has focused on educational projects. This experience has included planning, renovations, additions, and new construction of elementary schools, middle schools, high schools, and university structures. In addition to his extensive experience with our firm, Duane led the design work on 23 separate educational facilities while with a previous firm.

His designs for Creekside Elementary, Kings Fork High, and Kings Fork Middle schools received four design awards from the Virginia School Board Association and the National School Board Association. These schools, located in Suffolk, represent the latest in school design including state-of-the-art media centers, distance learning labs, performance-oriented auditoriums, community use accommodated gymnasiums, computer labs and food court style dining areas.

Relevant Experience

Elementary Schools

- Bon Air Elementary Addition and Renovation, *Chesterfield County, VA*
- Falling Creek Elementary Addition and Renovation, *Chesterfield County, VA*
- Achilles Elementary Addition & Renovations, *Gloucester, VA*
- Botetourt Elementary Addition & Renovations, *Gloucester, VA*
- W. T. Cooke Elementary, *Virginia Beach, VA*
- Booker T. Washington Elementary Addition & Renovations, *Suffolk, VA*
- Oakland Elementary Expansion & Renovation, *Suffolk, VA*
- Creekside Elementary, *Suffolk, VA*
- Hillpoint Elementary, *Suffolk, VA*
- Mack Benn, Jr. Elementary, *Suffolk, VA*
- New Northern Shores Elementary, *Suffolk, VA*
- Rawls Byrd Elementary Renovation, *Williamsburg-James City County, VA*
- Carrsville Elementary Addition & Renovation, *Isle of Wight County, VA*
- Windsor Elementary Addition & Renovation, *Isle of Wight County, VA*
- Hardy Elementary Renovation, *Isle of Wight County, VA*
- O.B. Gates Elementary, *Chesterfield County, VA*
- Evergreen Elementary, *Chesterfield County, VA*
- Gladeville Elementary Addition & Renovation, *Carroll County, VA*
- Dare Elementary School Addition & Renovation, *York County, VA*
- Magruder Elementary School Addition & Renovation, *York County, VA*
- Matthew Whaley Elementary School Addition & Renovation, *York County, VA*

Education
Bachelor of
Architecture - 1982,
Virginia Polytechnic
Institute & State
University

Registration
Registered Architect:
Virginia, Georgia, Iowa,
Maine, Nebraska, New

DUANE M. HARVER, ARCHITECT/PRINCIPAL, LEED AP, CEO
(CONTINUED)

Middle/Junior High Schools

- Yorktown Middle Addition & Renovation, *York County, VA*
- Blair Middle Addition & Renovation, *Norfolk, VA*
- King's Fork Middle, *Suffolk, VA*
- Smithfield Middle, *Isle of Wight County, VA*
- Nansemond-Suffolk Academy Middle School Addition, *Suffolk, VA*
- Southampton Middle Conversion, *Southampton County, VA*
- New Luther Porter Jackson Middle, *Surry County, VA*
- Smithfield Middle Conversion, *Isle of Wight County, VA*
- Brunswick Junior High Renovation, *Brunswick County, VA*
- Oscar Smith Middle, *Chesapeake, VA*
- Great Bridge Middle Addition & Renovation, *Chesapeake, VA*
- Meadowbrook Middle Renovation, *Norfolk, VA*
- New Kent Middle School Conversion, *New Kent County, VA*

High Schools

- New Kent High, *New Kent County, VA*
- King's Fork High, *Suffolk, VA*
- Grassfield High, *Chesapeake, VA*
- William Byrd High Renovation & Addition, *Roanoke, VA*
- Western Branch High School Renovation and Addition, *Chesapeake, VA*
- York High Addition and Renovation, *York County, VA*
- Tabb High Renovation, *York County, VA*
- Bruton High Renovation, *York County, VA*
- Great Bridge High Addition & Renovation, *Chesapeake, VA*
- Southampton County High, *Southampton County, VA*
- I. C. Norcom High, *Portsmouth, VA*

Career & Technical

- Hanover Center for Trades and Technology, *Hanover County, VA*

Educational Master Planning, Facilities Studies & Term Contracts

- Term Contract, Norfolk Public Schools, *Norfolk, VA*
- Term Contract, Williamsburg-James City Co Public Schools, *Williamsburg, VA*
- Term Contract, Newport News Public Schools, *Newport News, VA*
- Term Contract, Hampton City Public Schools, *Hampton, VA*
- Patrick County Public Schools Feasibility Studies, *Patrick County, VA*
- Hopewell High School Renovation Study, *Hopewell, VA*
- Page Middle School Conversion Study, *Gloucester County, VA*
- Suffolk Public Schools CIP Studies, *Suffolk, VA*
- Robertson Elementary School Study, *Suffolk, VA*
- James Blair Middle School Study, *Williamsburg, VA*
- Rappahannock Community College Technical Center Study, Glenns Campus and neighboring school systems for K-12 Use, *Rappahannock, VA*
- Williamsburg James City County CIP Studies, *Williamsburg, VA*



Education

*Bachelor of
Architecture - 1971,
Virginia Polytechnic
Institute & State
University*

Registration

*Registered Architect:
Alabama, Arkansas,
Connecticut, Georgia,
Idaho, Illinois, Indiana,
Kentucky, Louisiana,*

JOHN B. MADDUX, JR. , ARCHITECT/PRINCIPAL, PRESIDENT PROJECT OVERVIEW AND SUPPORT RRMM ARCHITECTS, PC

John is a registered architect in 20 states, including Virginia. He is the President of RRMM Architects. For over 30 years, John's focus has been on the design of educational facilities and how to make these facilities work effectively for the benefit of the students.

His design approach is that other than the home, the school environment is the most critical that we construct. It should, therefore, enhance students' attitudes and willingness to learn, as well as their ability to learn.

Relevant Experience

Elementary Schools

- Kempsville Meadows Elementary, *Virginia Beach, VA*
- W. T. Cooke Elementary Modernization, *Virginia Beach, VA*
- Louise Luxford Elementary Addition and Renovation, *Virginia Beach, VA*
- Thalia Elementary Addition and Renovation, *Virginia Beach, VA*
- Gymnasium Additions (6 Elementary Schools), *Virginia Beach, VA*
- Dr. W. T. Griggs Elementary Addition and Renovation, *Currituck, NC*
- Seatack Elementary Renovation, *Virginia Beach, VA*
- Bay View Elementary Addition and Renovation, *Norfolk, VA*
- Booker T. Washington Elementary Addition and Renovation, *Suffolk, VA*
- Georgetown Primary Addition and Renovation, *Chesapeake, VA*
- Thompson Elementary Addition and Renovation, *Fauquier County, VA*
- Sparrow Road Intermediate Addition and Renovations, *Chesapeake, VA*
- Hickory Elementary Addition and Renovation, *Chesapeake, VA*
- Deep Creek Central Elementary Addition and Renovation, *Chesapeake, VA*
- Rena B. Wright Elementary Addition and Renovation, *Chesapeake, VA*
- Butts Road Primary Special Education Addition, *Chesapeake, VA*
- Great Bridge Primary Special Education Addition, *Chesapeake, VA*
- Western Branch Primary Special Education Addition, *Chesapeake, VA*
- Greenbrier Primary Special Education Addition, *Chesapeake, VA*

**JOHN B. MADDUX, JR. , ARCHITECT/PRINCIPAL, PRESIDENT
(CONTINUED)**

Middle/Junior High Schools

- King's Fork Middle, *Suffolk, VA*
- Smithfield Middle, *Smithfield, VA*
- Blair Middle Addition and Renovation, *Norfolk, VA*
- Taylor Middle Addition and Renovation, *Fauquier County, VA*
- Warrenton Middle Addition and Renovation, *Fauquier County, VA*
- Cedar Lee Middle Media Center Addition, *Fauquier County, VA*
- Nansemond-Suffolk Academy Middle School Addition, *Suffolk, VA*
- Great Bridge Middle Addition and Renovation, *Chesapeake, VA*
- Stonewall Jackson Middle Addition and Renovation, *Hanover County, VA*
- Independence Middle Addition, *Virginia Beach, VA*
- Plaza Middle Addition, *Virginia Beach, VA*
- Reidsville Middle, *Reidsville, NC*
- Carver Intermediate Special Education Addition, *Chesapeake, VA*
- Indian River Middle Special Education Addition, *Chesapeake, VA*
- Western Branch Middle Special Education Addition, *Chesapeake, VA*
- Oscar Smith Middle Special Education Addition, *Chesapeake, VA*

High Schools

- Grassfield High, *Chesapeake, VA*
- King's Fork High, *Suffolk, VA*
- Salem High, *Virginia Beach, VA*
- Western Branch High Addition and Renovation, *Chesapeake, VA*
- Morgan High Renovations, *Clinton, CT*
- Broughton High, *Raleigh, NC*
- Western Wake County High, *Apex, NC*
- Eastern Wake County High, *Zebulon, NC*
- New Kent High, *New Kent, VA*
- Renaissance Academy, *Virginia Beach, VA*



JEFFREY A. HARRIS, ARCHITECT
PROJECT MANAGER
RRMM ARCHITECTS, PC

Education

BArch / Hampton University – 1993

Registration

Registered Architect: Virginia, West Virginia

Qualifications

Jeff has a total of 11 years experience in architecture with nearly all of that time being spent designing educational facilities, including many renovation projects. He has been involved in all aspects of the design process from schematic design through construction administration. He has managed projects that have ranged from a small 12,000-SF elementary school addition/renovation to a \$20-million new university facility. 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.

Relevant Experience

- Bethel Manor Elementary Addition & Renovation, *York County, VA*
- W. T. Cooke Elementary Modernization, *Virginia Beach, VA*
- John B. Dey Elementary Addition and Renovation, *Virginia Beach, VA*
- Booker T. Washington Elementary Addition & Renovation, *Suffolk, VA*
- Oakland Elementary Addition & Renovation, *Suffolk, VA*
- Creekside Elementary, *Suffolk, VA*
- Hillpoint Elementary, *Suffolk, VA*
- Mack Benn Jr. Elementary, *Suffolk, VA*
- Northern Shores Elementary, *Suffolk VA*
- North Accomack Elementary, *Accomack County, VA*
- South Accomack Elementary, *Accomack County, VA*
- Carrsville Elementary Addition & Renovation, *Isle of Wight, VA*
- Hardy Elementary Addition & Renovation, *Isle of Wight, VA*
- Booker T. Washington Middle Addition & Renovation, *Newport News, VA*
- Yorktown Middle Addition & Renovation, *York County, VA*
- Tabb Middle Addition & Renovation, *York County, VA*
- Queens Lake Middle Addition & Renovation, *York County, VA*
- York High Addition & Renovation, *York County, VA*
- Tabb High Renovations, *York County, VA*
- Great Bridge High Addition & Renovation, *Chesapeake, VA*

Education

*Bachelor of
Architecture - 1993,
Hampton University*

Registration





LARRY R. SIMERSON
ASSISTANT PROJECT MANAGER
RRMM ARCHITECTS, PC

Larry has more than 17 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. He has worked on projects that have ranged from a 19,700-SF renovation and addition to New Kent Primary School in New Kent, Virginia to a new 347,500-SF High School in Chesapeake, Virginia.

Having worked on various new construction, addition, and renovation projects gives him a thorough awareness of changing facility needs. He has apprized himself of developments related to the architectural field by attending continuing education seminars on building code application, architectural hardware, roofing, office management and efficiency, time management and energy conservation, among others. With this experience he will integrate your needs with creating efficient and functional facilities for the end users.

Education

*Bachelor of
Architecture - 1987,
Virginia Polytechnic
Institute & State
University*

Relevant Experience

- New Kent High School, *New Kent, VA*
- Oscar Smith Middle School, *Chesapeake, VA*
- Grassfield High School, *Chesapeake, VA*
- Various Prototype Elementary Schools (Christopher Farms, Linkhorn Park, Seatack, New Castle), *Virginia Beach, VA*
- Pre-planning for 7,000-seat High School Gymnasium, *Chesapeake, VA*
- New Kent Primary Renovations/Additions, *New Kent, VA*
- George W. Watkins Elementary Renovations/Additions, *New Kent, VA*
- Blair Middle School Feasibility Study, *Norfolk, VA*
- Grassfield Elementary School, *Chesapeake, VA*
- Windsor Elementary School (Prototype), *Isle of Wight County, Windsor, VA*
- Pocahontas Elementary School, *Powhatan, VA*
- Thurgood Marshall Elementary School, *Chesapeake, VA*
- Tenant Contract Services, Norfolk International Airport, *Norfolk, VA*
- Terminal Complex Expansion, Norfolk International Airport, *Norfolk, VA*



Education

*Bachelor of
Architecture - 1990,
Tennessee University*

Registration

*Registered Architect:
Virginia Georgia*

ROBERT S. BERZ, ARCHITECT/PRINCIPAL, LEED AP LEED/SUSTAINABILITY MANAGER RRMM ARCHITECTS, PC

Rob is an architect and Principal in RRMM's Chesapeake office. He has more than 16 years of experience in the architectural field; sustainable design has been Rob's focus for the past 10 years. He is an active member of the U.S. Green Building Council, an Advisory Board Member of the Sustainable Building Resource Directory, and a member of the Norfolk Environmental Commission—Green Building Advisory Team. Rob is also a member of the Technical Advisory Group for the NAVFAC Sustainable Online Training Program, which develops training program for instituting sustainability in Navy projects. He was recently recognized for his dedication to sustainable design by PortFolio Weekly Magazine in their First Annual Green list of Hampton Roads' eco-friendly experts.

Relevant Experience

- Renaissance Academy, Virginia Beach, VA (*LEED Gold Certified*)
- Grassfield High School, Chesapeake, VA
- Smithfield Middle School, Smithfield, VA
- Police Security and Operations Facility, Little Creek Naval Amphibious Base, Norfolk, VA (*LEED Silver Certified*)
- Child Development Center, Yorktown, VA (*LEED Silver Certified*)
- Grandy Village Community Center (*LEED Gold Certification Pending*)
- Grandy Village Senior Apartments (*Planned LEED Silver*)
- Hampton III Science Building Phased Renovation, Thomas Nelson Community College, Newport News, VA (*Planned LEED Silver*)
- P-1221 Regimental Headquarters Addition, Camp Lejeune, NC (*LEED Silver Certified*)



Education

*BArch / 1982 /
Virginia Tech*

Registration

Registered Architect—

KEVIN A. DECK, ARCHITECT/ASSOCIATE
PROJECT ARCHITECT
RRMM ARCHITECTS, PC

Kevin has more than 25 years of experience, including the design of educational facilities and other various structures. Many of the projects he has designed are sensitive renovations and additions that respect the architectural style and history of the existing site. Kevin has design skill and client service experiences with a wide range of educational architectural and planning projects. Much of his work has been focused on creating operationally efficient facilities for the end users. Kevin specializes in designing through the eyes of the facility user and with his knowledge he will be able to integrate your program needs and will provide an outstanding design

Relevant Experience

- Cumberland County Middle School/High School (PPEA), *Cumberland County, VA*
- Riverheads High School Renovations & Addition, *Augusta County, VA*
- Fort Defiance High School Renovations & Additions, *Augusta County, VA*
- Asheboro High School Renovation & Addition, *Asheboro, NC*
- Hidden Valley High School, *Roanoke, VA*
- Stonewall Jackson Middle School Renovation & Addition, *Roanoke, VA*
- Charlottesville High School Renovation / Addition, *Charlottesville, VA*
- James River High School Renovation / Addition, *Botetourt County, VA* Term Contract, *Franklin County Public Schools, Franklin County, VA*
- Masons Cove Elementary, *Roanoke County Public Schools, VA*
- Green Valley Elementary Renovation/Addition, *Roanoke County Public Schools, VA*
- Belle Heth Elementary School, *Radford City Public Schools, VA*
- Stuarts Draft Elementary School, *Augusta County, VA*
- Clymore Elementary School, *Augusta County, VA*
- Kipps Elementary School, *Montgomery County, VA*
- Stadium Renovations, *Norton City Public Schools, VA*



LEIGH A. BARKER, CID, ASSOCIATE
INTERIOR DESIGNER
RRMM ARCHITECTS, PC

As Director of Interior Design, Leigh brings more than 25 years of experience to our firm in interior design. She is an NCIDQ certified interior designer with an immediate staff of four. She has vast experience in space planning for specialized uses, selection and specification of interior finishes and furnishings, and extensive use of furnishings procurement and installation projects.

Education

BFA / James Madison
University / 1980 /
Interior Design

Registration

She has worked with clients on both addition/renovation and new construction projects to create or transform and enhance their facilities to meet the changing requirements in space utilization and interior aesthetics. She is currently working on several educational and public facilities to define their specific and unique uses and develop interior finishes and furnishings design.



Educational Interiors
Various Locations,

Relevant Experience

- Term Contract, Hampton City Public Schools, *Hampton, VA*
- Term Contract, Newport News Public Schools, *Newport News, VA*
- Term Contract, Williamsburg-James City Co Public Schools, *Williamsburg, VA*
- Term Contract, Norfolk Public Schools, *Norfolk, VA*
- Term Contract, Virginia Beach City Public Schools, *Virginia Beach, VA*
- New Kent High, *New Kent County, VA*
- Booker T. Washington Middle Renovation and Addition, *Newport News, VA*
- Hanover Center for Trades and Technology, *Hanover County, VA*
- Renaissance Academy, *Virginia Beach, VA*
- Kings Fork High, *Suffolk, VA*
- Creekside Elementary, *Suffolk, VA*
- Hillpoint Elementary, *Suffolk, VA*
- Bon Air Elementary Addition and Renovation, *Chesterfield, VA*
- Falling Creek Elementary Addition and Renovation, *Chesterfield, VA*
- Achilles Elementary Renovation and Addition, *Gloucester County, VA*
- Botetourt Elementary Renovation and Addition, *Gloucester County, VA*
- Kempsville Meadows Elementary, *Virginia Beach, VA*
- W. T. Cooke Elementary, *Virginia Beach, VA*
- Louise Luxford Elementary Renovation and Addition, *Virginia Beach, VA*
- Booker T. Washington Elementary Renovation and Addition, *Suffolk, VA*
- Jackson-Via Elementary Interior Renovation, *Charlottesville, VA*
- Yorktown Middle Addition and Renovation, *York County, VA*
- Blair Middle Renovation and Addition, *Norfolk, VA*
- Nansemond-Suffolk Academy Middle Addition, *Suffolk, VA*
- York High Addition and Renovation, *York County, VA*
- Kings Fork Middle, *Suffolk, VA*
- Bruton High Renovation, *York County, VA*



Education

BA, Interior Design /
2006 / Radford
University

Registration/Membershi

SARAH E. WILLIAMS, LEED AP
INTERIOR DESIGNER/SPACE PLANNER
RRMM ARCHITECTS, PC

Sarah is an interior designer in RRMM's Chesapeake office. She has been with the firm since graduating 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. Her representative project experience includes the following:

- Renaissance Academy, Virginia Beach, VA (LEED Gold Certified)
- Blair Middle School Historic Renovation, Norfolk, VA
- New Kent County High School, New Kent County, VA
- Smithfield Middle School, Smithfield, VA
- York High School Modernization, York County, VA
- Creekside Elementary School, Suffolk, VA
- Page Middle School Conversion Study, Gloucester, VA
- Grandy Village Community Learning Center, Norfolk, VA (LEED Gold Certification Pending)
- Thomas Nelson Community College Hampton III Science Building, Newport News, VA (LEED Silver Certification Pending)





Education

*BArch / 1978 /
Virginia Tech*

Registration

Registered Architect—

DAVID R. JONES, JR., AIA, ARCHITECT/ASSOCIATE

CONSTRUCTION ADMINISTRATION

RRMM ARCHITECTS, PC

David has more than 28 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 apprized himself of developments related to the architectural field by attending 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.

Relevant Experience

- Belle Heth Elementary School, *Radford City Public Schools, VA*
- Patrick County High School, *Patrick County, VA*
- Cumberland County Middle School/High School (PEEA), *Cumberland County, VA*
- Roanoke Valley Governor's School, *Roanoke, VA*
- Hidden Valley High School, *Roanoke County, VA*
- Cale Elementary School, *Albemarle County, VA*
- Murray School Renovation & Addition, *Albemarle County, VA*
- Agnor-Hurt Elementary School, *Albemarle County, VA*
- Fine & Performing Arts Building, *Blue Ridge Community College, Weyers Cave, VA*
- Burruss Science Hall Renovation & Addition, *James Madison University, Harrisonburg, VA*
- Thornton Hall Modernization, *University of Virginia, Charlottesville, VA*
- Peters Hall Building Analysis, *Radford University, Radford, VA*
- Kilbourne Hall Renovation, *VMI, Lexington, VA*
- Mallory Hall Renovation, *VMI, Lexington, VA*
- Preston Hall Renovations, *Radford University, Radford, VA*
- Blow Gym Renovations, *College of William & Mary, Williamsburg, VA*

TERRENCE R. COLLIER, P. E.

Education B. S. Mining Engineering, Virginia Polytechnic Institute and State University, 1978.

CONTINUING EDUCATION:

Various courses including *Explosives Engineering; Ground Control; Hydrology and Sedimentology; Mine Subsidence Engineering; Slope Stability; Stormwater Management Site Plan Design; Stormwater Regulation; Urban Watershed Management; and Wetlands and 404 Permitting.*

Registration Registered Professional Engineer:

Virginia - 14085

West Virginia - 12593

Kentucky - 15184

Tennessee - 19436

Registered Land Surveyor

West Virginia - 1735

Professional Virginia Mining Association, Member of the Board of Directors

Affiliations Society of Mining Engineers of the AIME

American Society of Civil Engineers

National Society of Professional Engineers

Experience Mr. Collier currently serves as President of Maxim Engineering, Inc. As well as his planning and administrative responsibilities, his time is spent in managing engineering projects. His duties include client contact, cost estimates and proposal preparation, scheduling of personnel, design work technical direction, project budget control, and report preparation.

From August, 1978 until August, 1981, Mr. Collier was employed by Mullins Consulting Engineers of Norton, Virginia where he managed both Civil and Mining design projects. He also directed all personnel and co-ordinated work schedules.

From March, 1978 to August, 1978, Mr. Collier was employed by Clinchfield Coal Company where his work related to mining permit application and reclamation work.

Mr. Collier served on the Wise County, Virginia School Board from 1995 to 2003 including a term as Chairman of the Board. During his tenure, additions and renovations were made to Coeburn Primary School, J.W. Adams Combined School and Wise Primary School.

He also served on the Campus Planning Committee of the Board of Trustees of Southeastern Baptist Theological Seminary in Wake Forest, North Carolina from 2000 until 2009 including two years of Chairman. Several major buildings were built during this time.

WILLIAM M. SKEEN, P.E.

Education B.S. Civil Engineering, Virginia Polytechnic Institute and State University, 1973.
M.S. Sanitary Engineering, Virginia Polytechnic Institute and State University, 1974.

CONTINUING EDUCATION:

Urban Watershed Management, Water Network Modeling Utilizing Cybernet, FAA Airport Design Conference, Waste Management and Groundwater Protection, Environmental Geology, Evaluation and Investment Design Methods, Accounting,, On-Site Waste Treatment and Disposal.

Registration Registered Professional Engineer
Virginia - 8191

Professional Affiliations American Water and Reclamation Association
Society of Mining Engineers of the AIME
American Society of Civil Engineers
National Society of Professional Engineers

Experience Mr. Skeen serves as a senior project engineer and is responsible for project development and management of civil engineering work for Maxim Engineering, Inc. Activities include client contact, project management, design work and technical supervision and project accounting.

1990 - 1993: Senior Project Engineer at Marshall Miller and Associates, Norton, Virginia. Responsible for design, supervision, and management of various civil engineering projects, including: airports, water and sewer, and site developments. Work also included erosion and sediment control plans, storm drainage designs, hydraulic analysis of water systems, water quality analysis and earthwork projects.

1985 - 1990: Co-owner and Vice-President of Willis, Skeen and Associates, Norton, Virginia. Responsible for office organization and administration, and overall supervision and management for civil and mining engineering work including site developments, water and sewer systems, airports, mining permits, and OSM reclamation inspections.

1981 - 1985: Principal and Treasurer of Thompson and Litton, Wise, Virginia. Assistant department head of mining engineering with project management control of appraisals, reserve studies, deep and surface mine permits and reclamation inspections. Senior design supervisor and project manager for civil engineering.

1973 - 1981: Project Manager, Planner and Design Engineer at Thompson and Litton, Wise, Virginia. Experience included airport master plans, river basin studies, sewage collection, sewage treatment, water distribution, water treatment and supply, and landfills.

1968 - 1973: Co-op Student/Employee of Thompson and Litton, Wise, Virginia. Experience included surveying, drafting and preliminary engineering studies.

JOSEPH S. MULLINS, E.I.T.

Education	B.S., Civil Engineering, Virginia Polytechnic Institute and State University, 2007.
Experience	<p>Nov. 2009 - Present: Staff Engineer, Maxim Engineering, Inc., Coeburn, VA Mr. Mullins performs design and project management duties on civil engineering projects involving highways, water and sewer systems and site work for industrial, commercial and institutional facilities. He designs alternative wastewater treatment systems and prepares environmental reports and preliminary engineering reports.</p> <p>Jun. 2007 - Nov. 2009: Associate Engineer (Location and Design Specialist), Virginia Dept. of Transportation, Bristol, VA In this position Mr. Mullins developed roadway plans in accordance with VDOT standards and served as project manager where duties included holding constructability reviews and coordinating with other preliminary engineering divisions. He frequently used MicroStation and GEOPAK design software in his duties. He also cross-trained in other divisions, including hydraulic design, surveying, bridge load-rating analysis, pavement design, and core drilling.</p> <p>Jan. 2006 - May 2007: Engineering Intern, Town of Christiansburg, Christiansburg, VA Here Mr. Mullins performed design and drafting work (using Land Desktop) on a variety of projects, assisted in easement acquisition, land records and deed research, performed field surveying (design and construction) using total station and GPS equipment, and performed sanitary sewer testing and inspection, and participated in inflow and infiltration studies.</p> <p>May 2006-Aug. 2006: Engineering Technician II, VDOT, Wise Residency, Wise, VA His assignment during this period included working directly with Residency Environmental Specialist doing a variety of tasks throughout the summer. He performed environmental compliance reviews on maintenance projects and disposal sites and helped with permitting. He assisted in a Rockfish River stream restoration project in Nelson County and a mussel survey in the Clinch River.</p> <p>May 2005-Aug. 2005: Engineering Technician II, VDOT, Wise Residency, Wise, VA Duties included working closely with the Construction Manager, Area Construction Engineer and Inspectors in all areas of highway construction process from bid to completion. He assisted in inspection of various processes on construction sites, including erosion and sediment controls, pavement placement and concrete testing.</p>

Education A.A.S., Southwest Virginia Community College, Drafting and Design Civil Surveying, 1978.

CONTINUING EDUCATION

Mine Surveying, Practices and Principles of Surveying, Mine Management and Mine Law, Real Estate Principles I AND II and Global Positioning System Training.

Registration Registered Land Surveyor

Virginia	-	2294
Tennessee	-	1828
Kentucky	-	3607

Experience September 1987 - Present, Maxim Engineering, Inc., Coeburn, VA

Mr. Wallace is head of the Surveying Department at Maxim. His duties include all aspects of field surveys, ground control surveys, property surveys, topographical surveys, construction stake-out surveys, and as-built and location surveys, using the advanced total station survey systems and electronic field books and computer systems; use of GPS field receivers; property title research; topographical, planimetric, and property mapping and mineral reserve studies, using the aid of SoftDesk™ 8 Civil/Survey applications and AutoCAD™ computer packages; earthwork calculations using various engineering programs. Designing and drafting of site plans with balanced cuts and fills and drainage structures; mapping, designing and preparing mine maps.

Administrative responsibilities include client contact, cost estimates, personnel scheduling and quality control of surveying procedures, evaluating, purchasing and maintaining surveying equipment.

From March 1977 until August 1987, Mr. Wallace was employed by Clinchfield Coal Company, Lebanon, Virginia. Last position title: Head of Underground Mapping and Surveying. Duties included supervising all surveying and office personnel; computation of surveys, mineral reserves, and mine forecasts; preparing mine maps for State and Federal regulatory authorities; designing and drafting mine related facilities, structures, and site layouts; and performing mine ventilation surveys and calculations.

**Kaufman & Canoles Consulting – Public-Private Development Consulting
(Key Principals involved in this project)**

President & CEO, Douglas L. Smith specializes in Public-Private Development Services. Kaufman & Canoles Consulting is a full service economic development consulting firm, and will be facilitating the PPEA process while also offering communication support.



Douglas L. Smith

President & CEO
150 West Main Street
Norfolk, VA 23510

T (757) 624.3114
F (757) 624.3169
dlsmith@kaufcanconsulting.com

The facilitation and coordination skills Mr. Smith has developed in both the public and private sectors make him uniquely qualified to help guide clients through the difficult process of coordinating public/private development activities. Mr. Smith will bring the specific talents of the other KCC team members to the table as appropriate.

Smith, a former banker and Deputy City Manager, has served in a number of community leadership positions, including service on the Portsmouth City Council, the Hampton Roads Transportation Planning Organization and the Hampton Roads Planning District Commission. He is the current Chairman of the Portsmouth Port & Industrial Commission and an active member of the Urban Land Institute where he served as Chairman of the Hampton Roads District Council from 2005 to 2007.

Kaufman & Canoles Consulting

History of the Firm

KCC is a full-service economic development consulting firm specializing in public-private development services, land management services, economic development strategies and municipal counseling, primarily within the mid-Atlantic.

KCC is fully able to counsel municipalities, housing authorities and development authorities on a wide range of development needs ranging from developing strategic plans for economic development to coordinating specific development projects. We are particularly well prepared to assist with revitalization efforts.

Kaufman & Canoles Consulting offers unique services in the complex realm of public/private development. Public Private Partnerships are the true engines of economic development today. Our consultants understand the complex nature of these projects. We can help a municipality prepare to accept and evaluate proposals.

KCC believes government is a catalyst for redevelopment. Our vision for successful redevelopment includes partnerships among public, private and non-profit sectors.

Firm Expertise

Kaufman & Canoles Consulting specializes in:

- Public/Private Development Counseling
- Land Management Services
- Economic Development
- Economic Development Financing Strategies
- Maritime & Logistics Economic Development
- New Market Tax Credits

Ownership Structure

KCC is an ancillary business of Kaufman & Canoles, P.C., Attorneys and Counselors At Law (K&C), one of the largest law firms in Virginia. K&C created Kaufman & Canoles Consulting in 2001, and has made a substantial contribution in time, effort and financial resources towards its success. Despite this affiliation, KCC is a separate and distinct business from K&C and is owned and operated by non-lawyers as well as K&C.

Kaufman & Canoles Consulting Projects

1. City of Manassas

KCC completed the developer selection process on a 60+ acre property that produced three national firms for the City to interview. A development agreement with Lerner was executed.

Reference: Liz Via, Director of Community Development
Telephone: (703) 257-8224 (office)

2. City of Staunton

Kaufman & Canoles Consulting executed strategies associated with governmental relations, real estate repositioning & acquisition. KCC was also in a support role with development candidates recruited through the coordination and implementation of the developer selection process. Importantly, KCC facilitated the negotiation process for several key parcels owned by public and private entities.

Reference: William Hamilton
Telephone: (540) 332-3869

3. Hampton Roads Partnership

Kaufman & Canoles Consulting supported The Hampton Roads Partnership (HRP) in developing a regional Comprehensive Economic Development Strategy (CEDS). Using the requirements of section 302 of the Public Works and Economic Development Act of 1965, KCC assisted HRP in setting the framework for identifying and resolving regional economic development issues for years to come.

Reference: E. Dana Dickens III, President & CEO
Telephone: (757) 638-2995 (office)

4. CenterPoint Properties

We supported and coordinated the efforts of this Chicago based firm as they entered the Virginia market through a major investment in Suffolk.

Reference: Neil Doyle, Executive Vice President - Infrast. & Transp. Development
Telephone: (630) 586-8173 (office)

5. Commonwealth Railway

We supported and coordinated the submission of a proposal to the Virginia Port Authority for the Mainline Safety Relocation Project in Portsmouth, Chesapeake and Suffolk.

Reference: William A. Jasper

Telephone: (904) 596-1086 (office)

6. Old Dominion University

KCC completed a process for ODU involving both site selection and developer selection for an academic campus to focus on modeling and simulation education activities and a new home facility for the Virginia Modeling Analysis and Simulation Center (VMASC).

Reference: Robert L. Fenning, Vice President for Administration & Finance

Telephone: (757) 683-3464 (office)

7. Regent University Foundation/CBN Foundation

KCC interacted with local governments and facilitated a developer review selection process to assist the client in the selection of a development partner for a 500 acre tract of land that borders Chesapeake, Virginia Beach and Interstate 64. We also facilitated the location of a new corporate headquarters operation center which represents a capital investment over \$50,000,000 and 1,000 employees on site.

Reference: Michael D. Little, President & COO – Christian Broadcasting Network

Telephone: (757) 226-2769 (office)

Kaufman & Canoles – Legal Counsel
(Key Principals involved in this project)

Vincent J. Mastracco is a partner in the Norfolk office of Kaufman & Canoles. He brings 30 years experience as bond counsel, underwriters counsel, issuers counsel and borrowers counsel in tax-exempt financing and has been instrumental in assembling many of the most significant commercial developments and public-private partnerships in Hampton Roads.

George L. Consolvo, located in the Norfolk office of Kaufman & Canoles is a Partner who brings more than three decades of experience in tax-exempt finance law.

Charles Land is a partner in the Norfolk office. His practice focuses on helping clients develop, buy and sell property for residential, commercial or industrial use.

Kevin White, an Associate in the firm's Richmond office's Corporate and Public Finance Group. His practice includes serving as bond counsel and underwriter's counsel in connection with tax-exempt and taxable financings for Virginia localities and conduit financings for 501(c)(3) organizations such as educational institutions, hospitals and retirement communities.



Vincent J. Mastracco Jr.

Partner

T (757) 624.3213

F (757) 624.3169

vjmastracco@kaufcan.com

Vince is a partner in the Norfolk office of Kaufman & Canoles. As a business attorney, Vince works with clients as they buy, sell and grow their businesses and enter into new markets. Vince brings 30 years experience as bond counsel, underwriters counsel, issuers counsel and borrowers counsel in tax-exempt financings and has been instrumental in assembling many of the most significant commercial developments and public-private partnerships in Hampton Roads.

practice areas

- Commercial
- Real Estate Strategies

recognition and honors

- Best Lawyers in America; Corporate Law, 1999–2011
- America's Leading Business Lawyers; *Chambers USA*, 2005–2010
- Virginia Super Lawyers; *Law & Politics*, 2006–2010
- Virginia Super Lawyers, Corporate Counsel Edition; *Law & Politics*, 2009
- Virginia's Legal Elite; *Virginia Business Magazine*, 2001–2009
- Fellow; Virginia Law Foundation, 2005
- Phi Delta Phi
- Law Clerk to The Honorable Walter E. Hoffman, Chief Judge, U.S. District Court for the Eastern District of Virginia, 1964–1965

associations

- American Bar Association; Corporate, Banking and Business Law Section
- Virginia Bar Association
- Norfolk-Portsmouth Bar Association
- SunTrust Bank; Board of Directors
- Eastern Virginia Medical School Foundation; Chairman, Finance and Investment Committee
- Greater Norfolk Corporation
- Hampton Roads Partnership
- Virginia Wesleyan College; Chairman, Board of Trustees
- University of Virginia; Board of Visitors,
- Virginia Foundation of Independent Colleges

education

- University of Virginia; B.A., 1961
- University of Richmond; LL.B., 1964
- New York University; LL.M., 1966



George L. Consolvo

Partner

T (757) 624.3208

F (757) 624.3169

glconsolvo@kaufcan.com

George is nationally recognized for his tax-exempt finance law practice. With more than three decades of experience in this specialty, George has represented the Commonwealth of Virginia as well as most of the local governments, educational institutions, health care providers, and non-profit organizations in Eastern Virginia in bond financing transactions. George plays a critical role in these complex and highly regulated transactions by assisting his clients in obtaining the necessary funding to implement capital improvement plans or refinancing objectives.

practice areas

- Corporate & Public Finance
- Commercial

recognition and honors

- Best Lawyers in America; Corporate Law and Public Finance Law, 2002–2011
- Virginia Super Lawyers; *Law & Politics*, 2006–2010
- Virginia Super Lawyers, Corporate Counsel Edition; *Law & Politics*, 2009
- Omicron Delta Kappa
- McNeill Law Society; University of Richmond
- Executive Editor; *University of Richmond Law Review*, 1973–1974
- Recipient of Charles Norman Law Medal - Outstanding Student in Law; University of Richmond, 1974

associations

- National Association of Bond Lawyers
- American Bar Association; Corporation, Banking and Business Law Section; Urban State and Local Government Law Section
- Virginia Bar Association
- Norfolk-Portsmouth Bar Association
- Old Dominion University Educational Foundation; Board of Trustees
- Old Dominion University Real Estate Foundation; Board of Trustees
- St. Mary's Home for Disabled Children; Board of Trustees
- The Maury Foundation; Board of Directors

education

- Old Dominion University; B.A., 1967
- University of Richmond School of Law; J.D., 1974



Kevin A. White

Associate

T (804) 771.5770

F (804) 771.5777

kawhite@kaufcan.com

Kevin is an associate in the firm's Corporate and Public Finance Group. His practice includes serving as bond counsel and underwriter's counsel in connection with tax-exempt and taxable financings for Virginia localities and conduit financings for 501(c)(3) organizations such as educational institutions, hospitals and retirement communities. He also serves as bank counsel in connection with the issuance of liquidity facilities and letters of credit securing variable rate bonds. In addition to his finance practice, he maintains a general business law practice in which he assists clients with starting, buying and selling businesses, and provides general corporate representation and advice regarding the management of contractual and regulatory risks.

practice areas

Corporate & Public Finance

Commercial

representative matters

- Served as bond counsel to Virginia localities in connection with general obligation, revenue and "subject to appropriation" bond issuances to finance water and sewer projects, public schools, local government buildings and public infrastructure
- Represented continuing care retirement community and served as bond counsel in \$20 million private placement of tax-exempt bonds
- Served as bond counsel in \$200 million refinancing and \$300 million new issue of bonds issued by a major regional hospital system
- Represented statewide-focused Industrial Development Authority in establishment of loan programs and issuances of bonds to fund loans to Virginia localities
- Represented lender in \$500 million credit facility for international private equity fund

recognition and honors

- Adjunct Professor of Business Law; Randolph-Macon College
- Lead Articles Editor; *Washington and Lee Law Review*
- Phi Beta Kappa
- Omicron Delta Kappa
- Wade C. Temple Award in Economics/Business
- Porter Hardy, Jr. Award in Political Science and Public Service
- Volunteer of the Year; Greater Richmond Bar Association, 2010

associations

Virginia State Bar

American Bar Association

Richmond Bar Association

Virginia Bar Association

National Association of Bond Lawyers

Gateway Homes, Inc.; Board of Directors

education

Randolph-Macon College; B.A., *magna cum laude*, 1999

Virginia Commonwealth University; Certificate of Public Management, 2001

Washington & Lee University School of Law; J.D., *cum laude*, 2004



Charles E. Land

Partner

T (757) 624.3131

F (757) 624.3169

celand@kaufcan.com

Chip is a partner in the firm's Norfolk office and is the Co-Chair of the Real Estate Strategies Group. His practice focuses on helping clients develop, buy and sell property for residential, commercial or industrial use. He has represented landlords and tenants in commercial and retail leases, as well as developers in the planning of condominium units.

practice areas

- Real Estate Strategies

representative matters

- Represented the developer of several vertical mixed-use urban projects
- Represented retail developer in the acquisition, development, financing and leasing of multiple projects
- Represents the developer of public/private horizontal mixed-use brownfields project
- Represented developers of condominium and master planned communities – from single phase conversion projects to multiple phase new construction
- Represents owners in financing of office, multi-family, retail and industrial projects

recognition and honors

- Virginia's Legal Elite; *Virginia Business Magazine*, 2008-2009
- AV® Rated; Martindale-Hubbell

associations

- Virginia Bar Association
- Virginia State Bar; Board of Governors of the Real Property Section, Chair, 1997–1998
- Norfolk-Portsmouth Bar Association
- South Hampton Roads Habitat for Humanity, Inc.; Past President, Former Director
- International Counsel of Shopping Centers
- Hampton Roads Association of Commercial Real Estate
- Urban Land Institute

education

- University of Virginia, B.A., *with distinction*, 1975
- University of Virginia School of Law, J.D., 1978

THE FIRM

Tracing its origins to 1919, Kaufman & Canoles has developed its business law practice over the years to become the largest law firm headquartered in southeastern Virginia. With offices in Norfolk, Virginia Beach, Newport News, Chesapeake, Hampton, Richmond and Williamsburg, the firm serves international, national and regional clients needing assistance in a broad range of legal specialties. Areas of concentration include commercial and banking law; business investments; acquisitions and joint ventures; real estate transfers, leaseings, and financings; corporate and partnership taxation; estate planning; intellectual property; computer law; securities; antitrust; immigration; labor and employment; employee benefits; regulatory compliance; environmental law; public finance; health care law; mediation and arbitration, and litigation.

areas of practice

Kaufman & Canoles is a full service firm comprised of more than 120 attorneys employing over 50 legal assistants and over 125 administrative and clerical personnel. The firm is organized according to areas of concentration; a strong working relationship exists allowing for full coordination of client matters within the firm. In many cases, the firm assembles client teams consisting of representatives from multiple practice areas to ensure the integration of all areas of expertise in the overall planning for larger clients. The five primary areas of practice include:

- Corporate and Banking,
- Litigation (including Bankruptcy and Creditors' Rights),
- Labor and Employment,
- Real Estate Finance, and
- Tax and Estates.

corporate and banking

The commercial section is the largest department in the firm and handles a variety of matters in connection with the representation of international, national, regional, and local clients. Acting as business consultants, the commercial section lawyers advise clients regarding all manner of corporate and commercial matters and are often sought to negotiate transactions and solve business problems. Kaufman & Canoles attorneys routinely handle matters requiring expertise in areas such as securities, syndications, finance, mergers, acquisitions, distribution and licensing arrangements, antitrust, health care, bankruptcy, and intellectual property law. The firm's banking practice encompasses the representation of some of the region's largest banks, as well as smaller local financial institutions and regulatory

agencies. Kaufman & Canoles' attorneys have considerable experience in the banking industry, and their representation includes formations, acquisitions and mergers of all types of financial institutions and branch banking issues as well as commercial and real estate loan transactions. The banking practice also involves complex financing and refinancing transactions and regulatory compliance issues such as electronic banking and consumer credit.

litigation

The firm's litigation practice encompasses a wide variety of trial and appellate matters in federal and state courts and before administrative bodies. The practice consists primarily of representation of commercial clients in various areas of the law, including antitrust, banking, bankruptcy, environmental, securities, labor and EEOC, construction, government contracts, products liability, medical malpractice and hospital law, real estate, intellectual property and trade secrets, immigration, insurance defense and admiralty.

labor and employment

The labor and employment section has achieved an innovative, leadership role in the southeastern Virginia market and beyond. The firm represents management in a full range of employment and traditional labor issues such as class actions and multiple plaintiff cases involving discrimination, as well as discharge and wage and hour litigation in federal and state courts and before federal and state government agencies. The firm has also developed a significant employer counseling practice which features daily advice to employers and frequent drafting of employment manuals, handbooks and practical policies for managing the workplace. We have also long represented management in union avoidance and unfair labor practice matters. Business owners and personnel professionals from throughout the region attend the firm's annual seminar on recent developments in the employment law field.

tax

The tax section's practice centers on corporate, partnership and individual tax planning. Particular areas of expertise include corporate organizations, reorganizations, redemptions and liquidations; limited and general partnership formations; ERISA and other deferred compensation planning; estate planning and administration; industrial development bond financing; international taxation and partnership syndications, including real estate and equipment leasing. Clients in the tax area include foreign individuals and entities, as well as U.S. taxpayers.

real estate finance

The real estate finance section is engaged in a broad commercial practice offering a full range of services to industrial/commercial developers. The section handles purchases, sales, financing, zoning and leasing arrangements often associated with mergers, acquisitions and new development. In addition, the real estate practice includes debt and equity financing,

syndications, residential/condominium sales and environmental due diligence and regulatory matters. Clients represented by this section consist of corporations, partnerships, joint ventures, developers, individual buyers and sellers and lending institutions. Kaufman & Canoles is approved by all principal title insurance companies in the state of Virginia and most national companies.

The real estate finance section also specializes in a variety of municipal financing techniques such as housing bonds and hospital bonds. Kaufman & Canoles attorneys have considerable expertise in coordinating methods of financing industrial, commercial and retail projects.

our promise

We pride ourselves on being different from other firms; more visionary, more nimble, more responsive. We promise no one will work harder for you. So, who's going to take you to the next level? We can. And we will.

Section 1 – Qualifications and Experience

1.c. - References

1.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 such 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 in its possession evaluating the firm's performance during the preceding three years in terms of cost, quality, schedule maintenance, safety and other matters relevant to the successful project development, operation and completion.

S.B. Ballard Construction Company – General Contractor

Kings Fork High School

City of Suffolk
Milton Liverman, Ed. D (Retired)
100 N. Main Street
Suffolk, Virginia 23439
Phone: 757.925.6750
Fax: 757.925.5703
Email: miltonliverman@spsk12.net

Foreman Field Game Day Building and Parking Garage

Old Dominion University
Robert Fenning
Koch Hall, Room 204
Norfolk, Virginia 23529
Phone: 757.683.3464
Fax: 757.683.5679
Email: rfenning@odu.edu

Lyman B. Brooks Library

Norfolk State University
Bill Ballinger
700 Park Avenue
Norfolk, Virginia 23504
Phone: 757.823.2625
Fax: 757.823.2050
Email: wrballinger@nsu.edu

Dragas Hall

Old Dominion University
Dale Feltes
4401 Powhatan Avenue
Norfolk, Virginia 23529
Phone: 757.683.6385
Fax: 757.683.5108
Email: dfeltes@odu.edu

Student Recreation Center

Greg Smith
135 Athletic Admin Building
Norfolk, Virginia 23529
Phone: 757.683.6026
Fax: N/A
Email: gcsmith@odu.edu

Norfolk Student Center

Tidewater Community College
Dr. John Massey
121 College Place
Norfolk, Virginia 23510
Phone: 757.822.1716
Fax: 757.822.1627
Email: jmassey@tcc.edu

Section 1 – Qualifications and Experience

1.c. - References

Powhatan Sports Complex

Old Dominion University
Dave Robichaud
4401 Powhatan Avenue
Norfolk, Virginia 23523
Phone: 757.618.7003
Fax: 757.683.5325
Email: dwrobichaud@mindspring.com

TCC Executive Offices

Tidewater Community College
Vanda Dixon
121 College Place
Norfolk, Virginia 23510
Phone: 757.822.1573
Fax: 757.822.1627
Email: vdixon@tcc.edu

Joint Deployment Center NH-95

United States Navy
Mark Airaghi
NAVFAC Mid Atlantic
9324 Virginia Avenue
Norfolk, Virginia 23511
Phone: 757.445.8941
Fax: 757.328.9592
Email: Mark.airaghi@navy.mil

Edward E. Brickell Medical Sciences Library

Eastern Virginia Medical School
Sandy Sands (Retired)
3252 Page Avenue #203
Virginia Beach, Virginia 23451
Phone: 757.439.0314
Fax: N/A
Email: sandysands@cox.net

Section 1 – Qualifications and Experience

1.c. - References

RRMM –Architect

New Kent High School

Dr. Robert F. Richardson

Phone: 804.966.9650

Grassfield High School

Dr. Len Wright

Phone: 757.547.0322

Kings Fork High School

Mr. James Thorsen

Phone: 757.925.5587

New Combined Middle and High School Facility

Dr. James Thornton

Phone: 804.492.4212

The Hanover Center for Trades and Technology

Paul Carper

Phone: 804.356.4573

The Renaissance Academy

Anthony Arnold

Phone: 757.263.1090

Section 1 – Qualifications and Experience

1.c. - References

Maxim Engineering, Inc. – Engineer

Bold Camp Sewer Project

Mr. Danny Buchanan, Executive Director
Wise County Public Service Authority
PO Box 1940
Coeburn, VA 24230
Phone: 276.396.6780

Water System Master Plan

Ms. Jackie Gilliam, Mayor
Town of Pound, Virginia
PO Box 880
Pound, VA 24279
Phone: 276.328.2321

Fairgrounds Sewer Project

Mr. Carl Snodgrass, Project Coordinator
Wise County Industrial Development Authority
PO Box 570
Wise, VA 24293
Phone: 276.328.2321

Southwest Virginia Regional Cancer Center

Mr. William H. Prince, President
Burwil Construction Company
620 Locust St.
Bristol, TN 37621
Phone: 423.968.4158

Bear Creek Subdivision

Mr. Ron Stidham, President
Bear Creek Development, Inc.
PO Box 300
Wise, VA 24293
Phone: 276.393.0067

Dismal Portals Project

Ms. Ann Smith, Contracting Coordinator
Virginia Department of Mines, Minerals and Energy
PO Drawer 900
Big Stone Gap, VA 24219
Phone: 276.523.8100

Section 1 – Qualifications and Experience

1.d. – Point of Contact

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

S.B. Ballard Construction Company – General Contractor

Stephen B. Ballard
President/CEO/Project Executive
2828 Shipps Corner Road
Virginia Beach, Virginia 23453
Office: 757.440.5555
Cell: 757.647.5555
Fax: 757.451.2873
Email: sballard@sballard.com

RRMM –Architect

John B. Maddux, Jr.
Chief Executive Officer
1317 Executive Boulevard, Suite 200
Chesapeake, VA 23320-3859
Office: 757.622.2828
Cell: 757.434.3752
Email: jmaddux@RRMM.com

Maxim Engineering, Inc. – Civil Engineer

Terrence R. Collier, P.E.
President
11600 Norton Coeburn Road
Coeburn, VA 24230
Office: 276.395.6500
Cell: 276.870.0171
Email: trc@maximeng.com

Kaufman & Canoles Consulting

Douglas L. Smith
President & CEO
150 West Main Street, Suite 2100
Norfolk, Virginia 23510
Direct: 757.624.3114
Fax: 757.624.3169
Email: dlsmith@kaufcanconsulting.com

Section 1 – Qualifications and Experience

1.e. – Financial Statement

1.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 Tab 1.e – Financial Statement for this Proprietary/Confidential Information in Volume 2.*

Section 1 – Qualifications and Experience

1.f. – Conflicts of Interest

1.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 Interest 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.

Section 1 – Qualifications and Experience

1.g. – Staffing

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

S.B. Ballard Construction Company (SBBCC) will lead the effort to ensure that sufficient and qualified workers will be provided. Having been in business in this industry and throughout the southeast region of the U.S. for over 32 years, 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 and relationship with various top 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 perfected our experience by developing a subcontractor and supplier qualification system that we incorporate on all projects. Our subcontractor database allows us to match a subcontractor's ability to the scope of a particular project. In addition, the regional knowledge and familiarity with the local construction marketplace of our partner Maxim Engineering 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.

We also always strive to incorporate qualified local and SWaM-certified contractors and suppliers into our overall procurement process and we routinely exceed the established goals set for most projects we are involved in. We have developed a highly structured system for including local and SWaM contractors as participants in the Wise County Public Schools project. A portion of the specific methods we will utilize for the Wise County Public Schools project include:

- Commencing immediately upon contract award, SBBCC will schedule, advertise, and hold a series of meetings in venues convenient for trade contractors of Wise County to attend where we will provide them with information related to the size and scope of the planned construction, identify outline descriptions of the materials and applications that will be required, and explain the process of what will be expected of them with respect to quality, safety, payroll requirements, insurance, bonding, and performance. SBBCC management staff will be available to answer specific questions and participation concerns that may arise. Sample qualification forms will be distributed that will provide these local contractors the opportunity to submit their firm's particulars well in advance of the completion of the construction documents.
- After SBBCC has reviewed the submitted qualification documents, we will be able to work towards developing scopes of work that will permit smaller but still highly-qualified local contractors to bid work that is appropriately scaled to their capabilities. The greatest detriment to inclusion of small firms on large projects is that they simply cannot afford to bid or fund these larger contracts. The SBBCC system developed for this project will aid in diminishing this obstacle.

Section 1 – Qualifications and Experience

1.g. – Staffing

- On larger specialty trades where it is simply not possible to develop smaller scopes as it is desirable to have one large, financially stable firm holding overall responsibility (such as structural, plumbing, mechanical and electrical contracts), SBBCC will work closely with these large specialty contractors to mandate that they develop their own reduced scope concepts, so that small local firms can still participate in the project, but the Client's quality-control and warranties are not adversely impacted.

The following is a partial list of the criteria we use when pre-qualifying subcontractors, regardless of their size:

- Previous experience with SBBCC
- Financial qualifications
- Experience with similar type facilities
- Previous experience with the Client
- Local marketplace workforce
- SWaM (MBE/WBE/SBE) 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)
- Our subcontractor database allows us to match a subcontractor's ability to the scope of a particular project.
- Full Compliance with the SBBCC Safety and Quality-Control Programs
- Full Compliance with Virginia Code 22.1-291.1 requirements

Section 1 – Qualifications and Experience

1.h. – Virginia Code Compliance

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

S.B. Ballard Construction Company and all associate firms agree to fully comply with Va. Code §22.1-296.1C.

Section 1 – Qualifications and Experience

1.i. – Qualification Statement

1.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 any of the following conduct by the firm or its principal shareholders:

- (A) bankruptcy filings**
- (B) liquidated damages**
- (C) fines, assessments or penalties**
- (D) judgments or awards in contract disputes**
- (E) contract defaults or terminations**
- (F) license revocations, suspensions, disciplinary actions**
- (G) prior debarments or suspensions by a governmental entity**
- (H) denials of prequalification, findings of non-responsibility**
- (I) safety past performance data including fatality; incidents, “Experience Modification Rating,” “Total Recordable Incident Rate” and “Total Lost Workday Incident Rate”**
- (J) violations of any federal, state or local criminal or civil law**
- (K) criminal indictments or investigations; and**
- (L) legal claims filed by or against the firm**

Please see the attached CO-16 Form issued by the Commonwealth of Virginia for S.B. Ballard Construction Company, RRMM Architects and Maxim Engineering.

CONTRACTOR'S STATEMENT OF QUALIFICATIONS

I. General Information

1. Submitted to (agency): **Mr. Ron Vicars**
Wise County School Board

Address: **628 Lake Street**
Wise, Virginia 23293

2. Name of Project (if applicable): **New Consolidated High Schools**
and Project Code Number PC# **N/A**

3. Type of work you wish to qualify for:

General Construction

Mechanical

Electrical

Other

Specify:

4. Contractor's Name: **S.B. Ballard Construction Company**

Mailing Address: **2828 Shipps Corner Road**
Virginia Beach, Virginia 23453

Street Address: (If not the same as mailing address)

Telephone Number: **(757) 440.5555 / After hours number (757) 440.7690**

Stephen B. Ballard Mobile – (757) 647.5555

Facsimile Number: **(757) 451.2873**

Contact Person: **Mark Payne, V.P. Pre-Construction Services**

Contact Person Phone Number: **(757) 440.5555 / Mobile – (757) 641.5500**

State Contractor's License Number: **2705012287A**

Designated Employee Registered with the Virginia Board for Contractors: **Stephen B. Ballard**

General Information (continued)

5. Check type of organization:

Corporation X Partnership Individual Joint Venture

Other (describe) _____

6. If a corporation -

State of Incorporation: Virginia Date of Incorporation: April 1, 1992 Federal I.D. #: 54-1624392

<u>Officers</u>	<u>Name</u>	<u>Years in Position</u>
President:	Stephen B. Ballard	33
Vice President	Mark Payne	10
	Curtis Griffin	6
	Wayne Barrett	10
	Paul Littlefield	16
Secretary	Stephanie Ballard	1
Treasurer	Ann Mason (C.F.O.)	7

Are you a Subchapter S Corporation? Yes X No

7. If a partnership -

Date organized:

Type of partnership:

List of General Partners:

<u>Name</u>	<u>Phone #</u>	<u>Years as G.P.</u>
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8. If individually owned -

Years in Business:

General Information (continued)

9. Have you ever operated under another name? Yes X No ____

If yes -

Other name: S.B. Ballard Inc.

Number of years in business under this name: 10

State license number under this name: 2701021793A

II. Bonding

Please have your Bonding Company execute a statement similar to the one at Attachment 1 and attach the completed and signed statement as Attachment 2 to this completed Form CO-16.

1. Bonding Company's name: Hampton Roads Bonding
Address: 1080 Laskin Road
Virginia Beach, Virginia 23451

Representative (Attorney-in-fact): Mark C. Bundy

2. Is the Bonding Company listed on the United States Department of the Treasury list of acceptable surety corporations?

Yes X No

3. Is the Bonding Company licensed to transact fidelity and surety business in the Commonwealth of Virginia?

Yes X No

III. Judgments

In the last ten years, has your organization, or any officer, director, partner or owner, had judgments entered against it or them for the breach of contracts for construction?

Yes ____ No X

If yes, please on a separate attachment, state the person or entity against whom the judgment was entered, give the location and date of the judgment, describe the project involved, and explain the circumstances relating to the judgment, including the names, addresses and phone numbers of persons who might be contacted for additional information.

IV. Convictions and Debarment

If you answer yes to any of the following, please on a separate attachment, state the person or entity against whom the conviction or debarment was entered, give the location and date of the conviction or debarment, describe the project involved, and explain the circumstances relating to the conviction or debarment, including the names, addresses and phone numbers of persons who might be contacted for additional information.

1. In the last ten years, has your organization or any officer, director, partner, owner, project manager, procurement manager or chief financial officer of your organization:
 - a. ever been fined or adjudicated of having failed to abate a citation for building code violations by a court or local building code appeals board?
Yes ____ No X
 - b. ever been found guilty on charges relating to conflicts of interest?
Yes ____ No X
 - c. ever been convicted on criminal charges relating to contracting, construction , bidding, bid rigging or bribery?
Yes ____ No X
 - d. ever been convicted: (i) under Va. Code Section 2.2-4367 et seq. (Ethics in Public Contracting); (ii) under Va. Code Section 18.2-498.1 et seq. (Va. Governmental Frauds Act); (iii) under Va. Code Section 59.1-68.6 et seq. (Conspiracy to Rig Bids); (iv) of a criminal violation of Va. Code Section 40.1-49.4 (enforcement of occupational safety and health standards); or (v) of violating any substantially similar federal law or law of another state?
Yes ____ No X
2. Is your organization or any officer, director, partner or owner currently debarred from doing federal, state or local government work for any reason?
Yes ____ No X

V. Compliance-

If you answer yes to any of the following, please on a separate attachment give the date of the termination order, or payment, describe the project involved, and explain the circumstances relating to same, including the names, addresses and phone numbers of persons who might be contacted for additional information.

1. Has your organization:
 - a. ever been terminated on a contract for cause?
Yes ____ No X
 - b. within the last five years, made payment of actual and/or liquidated damages for failure to complete a project by the contracted date?
Yes ____ No X
2. Has your organization, in the last three years, received a final order for willful and/or repeated violation(s) for failure to abate issued by the United States Occupational Safety and Health Administration or by the Virginia Department of Labor and Industry or any other government agency?
Yes ____ No X
3. Have any Performance or Payment Bond claims ever been paid by any surety on behalf of your organization?
Yes ____ No X

VI. Experience-

If your organization has multiple offices, provide the following information for the office that would handle projects under this prequalification. If that office has limited history, list its experience first.

1. Attach a list of all projects, giving address, size, dollar value, and completion date for each that your organization has **completed** in the last five years. Provide for each, the name, address, and phone number, for the Owner's and Architect's contact or representative.

Please see the following for S.B. Ballard's Completed Projects




2. Attach a list of your organization's projects in **progress**, if any, at the time of this statement. At a minimum, provide project names and addresses, contract amounts, percentages complete and contact names and numbers for the architects and owners.

Please see the following for S.B. Ballard's In Progress Projects

3. *IMPORTANT:* If this statement is for a particular project, identify three projects from those identified in 1 and 2 above which are most relevant or similar to the project(s) for which you are seeking prequalification. Assuming satisfactory response to other sections of this Statement of Qualifications, this section will be heavily weighted by the selection committee in deciding which respondents will be short listed. Respondents are strongly encouraged to provide thorough details when completing this section.

Please see the following for S.B. Ballard's 3 Similar Projects



S.B. Ballard Construction Company's Projects Completed within the past 5 years

Project		Owner	Architect/ Engineer	Contract Amount, Date of completion, & Percentage of Self-Performed Work	Description of Work
Kings Fork High School Suffolk, Virginia	<p style="text-align: center;">City Project</p> 	<p>Suffolk Public School System</p> <p>Milton Liverman, Ed. D</p> <p>757.925.6750</p>	<p>Rodriguez, Ripley, Maddux, & Motley</p> <p>John Maddux</p> <p>757.622.2828</p>	<p>\$30,190,728</p> <p>September 2004</p> <p>20%</p>	<p>This Suffolk High School is designed for 1,800 students and has a decentralized plan with a "school within a school" concept. The building has a main gym that seats all 1,800 students along with two basketball courts. The auditorium has seating for 850 students and the facility also has a black box theater with seating for 145. Kings Fork also has a two story dining facility with adjacent food court. This structure was built with 100 instructional areas and a large courtyard to allow for natural light and a secure outdoor dining area. This space also provides an amphitheater for events and occasions.</p> <p style="text-align: right;">Design-Bid-Build Project Delivery</p>
Student Recreation Center Old Dominion University Norfolk, Virginia	<p style="text-align: center;">State/University Project</p> 	<p>Old Dominion University</p> <p>Dale Feltes</p> <p>757.618.6385</p>	<p>Moseley Architects</p> <p>George Nasis</p> <p>757.368.2800</p>	<p>\$26,278,132</p> <p>December 2008</p> <p>20%</p>	<p>S.B. Ballard was the General Contractor for this 121,000 square feet Recreation Center addition and the renovation of the 31,000 square feet existing Natatorium section remaining from the Health & PE Building (ODU Field House). The addition contains a basketball court, rock climbing wall, racquetball courts, indoor hockey and soccer fields, dance studios, cardiovascular training rooms, indoor track, spinning room, weight room, classrooms, offices, lobbies and locker rooms.</p> <p style="text-align: right;">Design-Bid-Build Project Delivery</p>
Norfolk Student Center Tidewater Community College Norfolk, Virginia	<p style="text-align: center;">State/College Project</p> 	<p>Virginia Community College System</p> <p>Vanda Dixon</p> <p>757.822.1573</p>	<p>Ballou, Justice, Upton</p> <p>Gordon Frantzich</p> <p>804.270.0909</p>	<p>\$15,802,406</p> <p>January 2011</p> <p>30%</p>	<p>The Norfolk Student Center is a 57,000 square foot building which accommodates student activities, lounge/study areas, meeting rooms, recreational and fitness facilities, food service operations and other appropriate retail services, including childcare services.</p> <p style="text-align: right;">LEED Silver</p> <p style="text-align: right;">CM at Risk Project Delivery</p>



S.B. Ballard Construction Company's Projects Completed within the past 5 years

Project		Owner	Architect/ Engineer	Contract Amount, Date of completion, & Percentage of Self-Performed Work	Description of Work
Manning Building Tidewater Community College Real Estate Foundation Inc. Suffolk, Virginia	State/University Project 	Tidewater Community College David Guglielmo 757.822.1177	Commonwealth Architects Lee Shadbolt 804.648.5040	675,000 January 2011 15%	This project consisted of the renovation the L. Cleaves Manning Building, a 26,500 square foot facility comprised of an east and west wing, separated by a center entrance lobby. This project included design and construction to develop the center lobby and west wing (approximately 14,000 square feet) of the Manning Building to house TCC's Regional Workforce Development Center. Design-Build Project Delivery
ODU Powhatan Sports Complex Norfolk, Virginia	State/University Project  	Old Dominion University Dale Feltes 757.618.6385	Clark Nexsen Robert Bain 757.455.5800	\$18,039,961 August 2008 30%	Powhatan Sports Complex is designed to provide Old Dominion University with a preeminent NCAA field hockey and lacrosse competition facility. The building plays an important role in the re-establishment of the Old Dominion football program. The new complex accommodates women's field hockey and lacrosse as well as men's football, providing each with a prominent presence in one building. In addition to the locker rooms and training areas of current athletes and coaches, the complex features gathering space for alumni and recruits, including a hall of athletics, which displays the accomplishments of the University's various athletic programs throughout their history. CM at Risk Project Delivery
Executive Office Buildout Norfolk, Virginia	College Project 	Tidewater Community College Dr. John Massey 757.822.1716	CMSS Architects Burrell Saunders 757.222.2010	\$5,100,424 May 2008 20%	S.B. Ballard performed as General Contractor on the TCC Executive Offices Build out in downtown Norfolk. This project consists of 70,000 square feet that houses Tidewater Community College's President's Office, over 200 administrative staff and is the college's corporate headquarters. This project includes administrative office space, training rooms, storage rooms, lounge areas, receiving areas for deliveries, communication and telephone systems, internet services, massive mailing rooms, and a full-service print shop. SBBCC also built the 453,000 square foot, 15 story multi-purpose original structure. CM at Risk Project Delivery



S.B. Ballard Construction Company's Projects Completed within the past 5 years

Project		Owner	Architect/ Engineer	Contract Amount, Date of completion, & Percentage of Self-Performed Work	Description of Work
ODU Foreman Field Game Day Building and Parking Garage Old Dominion University Norfolk, Virginia		Old Dominion University Dave Robichaud 757.618.7003	Clark Nexsen Robert Bain 757.455.5800 * With assistance from Ellerbe Becket	\$29,501,218 August 2009 35%	<p>This project consisted of the construction of a new Game Day Building. The new Game Day Building includes 24 luxury suites providing seating for 12 people per suite, loge seating for 386 fans, terraces, concession stands, a full service kitchen providing food service for 14,000 patrons, restrooms, home team locker rooms, team meeting rooms, exam rooms and sound system and scoreboard control rooms.</p> <p>The Parking Garage consists of 5 levels, one on grade and four elevated for a total of 216,361 square feet and 724 parking spaces. The garage opened 6 months prior to the contract completion date. This allowed ODU to offer parking to 724 staff and students 6 months earlier than expected. The garage houses a storage area for the Game Day Building and playing field equipment and a ticket sales area for stadium events.</p> <p>Design-Build Project Delivery</p>
Dragas Hall Renovation Old Dominion University Norfolk, Virginia		Old Dominion University Dale Feltes 757.618.6385	Tymoff & Moss Barry Moss 757.627.0013	\$5,100,424 April 2011 45%	<p>This project consisted of the renovation of Hughes Hall, a 48,740 square foot facility built in 1959. The renovation replaced building systems, upgraded the elevator, restrooms, created a grand entrance and reconfigured the second floor interior spaces to accommodate academic program needs including faculty/support offices, classrooms and labs and several student-support administration offices. The roof, exterior walls and lobby areas were renovated or repaired.</p> <p>LEED Silver</p> <p>CM at Risk Project Delivery</p>
Building 4894 Northrop Grumman Shipbuilding Newport News, Virginia	<p>Private Project</p> <p>No picture available</p>	Northrop Grumman Bill Boyd 757.688.9985	CH2M Hill Eric Venable 757.766.8002	\$35,181,460 March 2011 55%	<p>This is a five story 66,000 square foot concrete and structural steel frame Nuclear Fuel Storage Facility which will include a basement. Facility is 240' in length and 55' wide and over 80' high with a container trench extending 27' below grade. Building will be attached to the existing CRF Building 1841.</p> <p>Select List/Negotiated Procurement</p>

S.B. Ballard Construction Company's Projects Completed within the past 5 years

Project		Owner	Architect/ Engineer	Contract Amount, Date of completion, & Percentage of Self-Performed Work	Description of Work
Veterans Care Facility Richmond, Virginia	State/DGS/Federal Proeject 	Commonwealth of Virginia Department of General Services Shirley McNutt 804.786.4538	Clark Nexsen Robert Bain 757.455.5800	\$20,413,903 June 2007 30%	An 114,303 square foot, multi-wing, 160 bed residential care center for veterans. The facility is self-supporting with resident rooms, nursing/support spaces, pharmacy, a full service commercial kitchen and dining area, lounges, activities rooms, physical therapy rooms, administrative offices and lobbies. Building construction is conventional; structural steel and load bearing masonry for kitchen and mechanical core areas as well as support offices and administrative areas. The main lobby features a two-story exposed timber construction with a tongue and groove wood ceiling. The residential wings are structural wood framed. Exterior finishes are Hardiplank concrete siding and brick veneer. Roof construction is EPDM over the central core areas and architectural asphalt shingles over the residential wings. CM at Risk Project Delivery
Ocean Towers Palm Coast, Florida	Private Project 	Accomb, Ostendorf & Associates Mike Ostendorf 407.466.8404	Jenkins, Hancock & Sides Clint Burdett 803.252.2400	\$69,705,812 June 2007 45%	This is a 92-unit condominium project. The average unit is 3,200 square feet to more than 5000 square feet. It consists of two phases, with a total of two 10-story and three 9-story towers and two parking garage structures. There are 29,000 cubic yards of cast-in-place concrete and 535,562 square feet of structures. The structures are reinforced concrete with post tensioned cable slabs. Each phase has an associated ground and elevated parking structure. Negotiated - CM at Risk Project Delivery
Harbor Heights at Tazewell Place Norfolk, Virginia	Private Project 	Robinson Development Group Dave Hackbirth 757.228.1853	CMSS Architects Burrell Saunders 757.222.2010	\$37,425,511 September 2007 40%	S.B. Ballard performed as General Contractor and Concrete Contractor on Harbor Heights in downtown Norfolk. Harbor Heights is Norfolk's first mixed use project which encompasses residential, office and retail. S.B. Ballard self performed the concrete, wood blocking and surveying layout portion of this project. Harbor Heights has 15 floors cast-in-place mixed-use building with 77 residential condominiums, 33 urban lofts, Tidewater Community College Executive Offices, Farm Fresh Market and 3 levels of secured parking with 300 spaces. Inside contains administrative office space, training rooms, storage rooms, lounge areas, receiving areas for deliveries, communication and telephone systems and internet services. CM at Risk Project Delivery

S.B. Ballard Construction Company's Projects Completed within the past 5 years

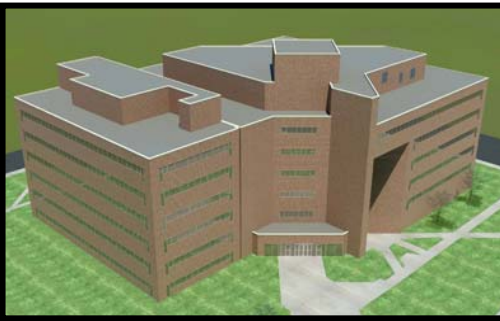
Project		Owner	Architect/ Engineer	Contract Amount, Date of completion, & Percentage of Self-Performed Work	Description of Work
Half Moone Cruise and Celebration Center Norfolk, Virginia	City Project 	City of Norfolk Robert Jackson 757.664.4608	Clark Nexsen Robert Bain 757.455.5800	\$23,923,911 March 2007 25%	<p>Construction of this 89,000 square foot concrete and steel Cruise Ship Terminal consisted of a main terminal building, entry building, Promenade Deck, Lido Deck and a bi-level pedestrian bridge connecting the two. Site work consisted of additional modifications to the existing vehicular lanes, construction of a steel and fabric canopy assembly and utility work.</p> <p>The facility has support spaces including general storage, check in counter, lobby, restrooms, administrative offices, training rooms, supply storage rooms, receiving area for deliveries, communication and telephone systems and video services.</p> <p>The rotunda is enclosed by a 45-foot glass wall and with the Terminal having 30-35 foot tall cast in place walls. The long span of trusses rise up to 200 feet and the bi-level pedestrian bridge is 156 feet long. The lower level of the bi-level pedestrian bridge has two parts which retract into one another to allow boats to the marina.</p> <p>The Terminal is also used as a space for meetings and events. The City of Norfolk uses the facility for meetings, corporate dinners, holiday parties and other gatherings with an average of 600 people for a seated event and 3,500 for a social event.</p> <p>Negotiated - CM at Risk Project Delivery</p>
11th Street Hampton Inn Virginia Beach, Virginia	Private Project 	11th Street LC Ronnie Sibony 757.422.5739	CMSS Architects Mike Ashe 757.213.6040	\$18,643,031 April 2009 40%	<p>This project consisted of a 104,833 square foot, 10 story hotel with 153 guest rooms and a 64,890 square foot, 165 car precast concrete parking garage. S.B. Ballard self performed the concrete, rough carpentry and surveying layout portions for this project.</p> <p>The hotel contains vending, ice machines, linen and general storage, laundry facility, housekeeping, lounge areas, lobby, check-in counter, retail, restaurant, pool, restrooms, administrative areas, training and conference rooms, storage rooms, receiving area for deliveries, communications system, telephone system and LAN.</p> <p>CM at Risk Project Delivery</p>

S.B. Ballard Construction Company's Projects Completed within the past 5 years


Project		Owner	Architect/ Engineer	Contract Amount, Date of completion, & Percentage of Self-Performed Work	Description of Work
Joint Deployment Center NH-95 Naval Station Norfolk Norfolk, Virginia	Federal Project	United States Navy Mark Airaghi 757.328.9592	Clark Nexsen Robert Bain 757.455.5800	\$19,671,369 September 2009 40%	<p>This project encompasses the construction of a two story 42,000 square foot addition and a 50,580 square foot renovation to the High Security Joint Deployment Center/Fleet Forces Command Center in Building NH-95.</p> <p>NH-95 includes cast-in-place concrete, 42 foot tall cast in place concrete radius wall, steel framed interior structure on auger cast piles, metal deck, concrete floors and roof, curtain wall at the entrance vestibule. The building contains over 6 miles of data and fiber optic cabling, in addition to 115,572 linear feet of raceway and 27,600 square feet of raised access flooring.</p> <p>This building will be used as an operations and controls center with connectivity capabilities for global control providing information and access to deploy troops. It serves as a network operations center for sublet/ sub forces U.S. Fleet. Operations in the building coordinates all requirements to deploy troops for critical missions with a 24 hour/day, 7 day/week/ 365 days a year uninterrupted support as well as connectivity to combat troops.</p> <p style="text-align: right;">Negotiated - CM at Risk Project Delivery</p>
Bayvista Condominiums Virginia Beach, Virginia	Private Project	Bayvista Properties, LLC Sandy Sands 757.439.0314	McEntire Design Cathy McEntire 757.923.9800	\$18,655,329 April 2007 30%	<p>Luxury waterfront condominium with 27 private residences. The building is a 6-level, steel and concrete structure. The first level contains 58 parking spaces and an entrance area. The second level consists of residential, conference room, clubhouse, and storage areas. Levels three through six are all residential.</p> <p style="text-align: right;">Design-Bid-Build Project Delivery</p>
Sentara Raleigh Avenue Garage Expansion Norfolk, Virginia	Private Project	Sentara Healthcare Carl Gaborik 757.594.1011	Tymoff & Moss Barry Moss 757.627.0013	\$13,572,680 November 2009 80%	<p>Construction of an 8 level addition to the existing parking garage. Total of 350,000 square feet with 977 parking spaces. Work consisted of cast in place concrete, brick veneer and an elevator.</p> <p style="text-align: right;">Select List/Negotiated Procurement</p>

S.B. Ballard Construction Company's Projects Completed within the past 5 years

Project		Owner	Architect/ Engineer	Contract Amount, Date of completion, & Percentage of Self-Performed Work	Description of Work
Distributed Ground Station Langley Air Force Base Hampton, Virginia	Federal Project	Army Corps of Engineers Patrick Devereux 757.225.4053	CH2MHill Jason Shepler 904.733.9119	\$40,219,510 September 2009 30%	<p>Construction of 120,000 square feet High Security Operations Center, which includes 80,000 square feet of Sensitive Compartmented Information Facility /Operational Areas and 20,000 square feet of Maintenance/Storage Building.</p> <p>Included in this building are administrative areas, conference rooms, storage, lobbies, classrooms, training rooms, supply and work rooms, mechanical and electrical rooms, Boiler and Fire Pump Room, UPS and CER Room with four 400 KVA Units, Telecommunication and Fusion Cell Room, System Support Room, Mission Communication, Planning and Briefing Room with 75 % of the project being a Sensitive Compartmented Information Facility. Due to poor soils, Dynamic Compaction was performed on the site saving the project \$500,000 by not requiring the use of a deep foundation system with pile caps and grade beams. Building consists of brick veneer walls on metal framing system, supported by the structural steel frame. The roof was constructed using a standing seam metal roofing system. The mechanical rooms include a chiller/boiler room air handling unit rooms and plumbing/fire suppression system equipment. The site included an enclosed equipment yard and parking spaces. Contained in the building are multiple systems with 100% redundancy including, communications, life safety, and HVAC.</p> <p style="color: red;">Negotiated - CM at Risk Project Delivery</p>
P 218V Ship Maintenance Engineering Facility Norfolk Naval Shipyard Portsmouth, Virginia	Federal Project	U.S. Navy Thomas Uliana 757.396.8638	Michael Baker Jr. Inc Robin Barnes 703.317.6272	\$15,831,551 January 2011 25%	<p>S.B. Ballard was awarded the P 218V, Ship Maintenance Engineering Facility Modernization at the Norfolk Naval Shipyard in Portsmouth, Virginia. This is the Seed Project for the Design Build/Design Bid Build Multiple Award Construction Contract (MACC) for new construction, renovations, alterations and repair projects for facilities in the Hampton Roads Area.</p> <p>This project consists of a 44,000 square foot addition to Building 1500 at Norfolk Naval Shipyard. The addition is 6 floors high with a pile supported foundation. Additional surface parking was required to accommodate an additional 344 vehicles.</p> <p style="color: red;">LEED Gold</p> <p style="color: red;">Design-Build Project Delivery</p>

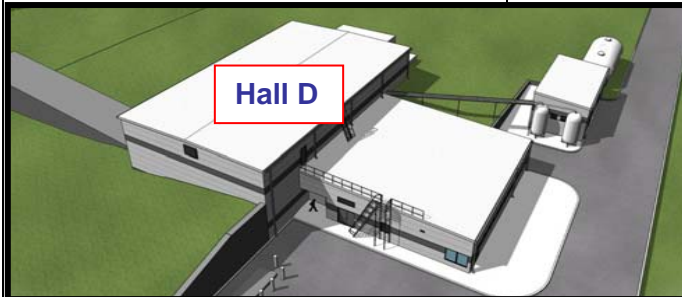


S.B. Ballard Construction Company's Projects in Progress

Project Name		Owner	Architect/ Engineer	Contract Amount Percentage Complete Scheduled Completion Date	Description of Work
Student Center Chesapeake, Virginia	State/University Project 	Virginia Community College System Vanda Dixon 757.822.1573	VMDO Architects Kim Smith 434.296.5684	\$14,067,917 15% June 2012 Seeking LEED Silver Certification	The Student Center Building is a new three-story, approximately 57,100 square feet stand alone building. Exterior materials will include aluminum composite panels, brick veneer masonry, pre-cast concrete, with aluminum windows, curtain wall system and glass. The building will provide space for campus activities and student recreation, lounge and study areas, meeting rooms, a café/food service venue, a fitness area and multi-purpose event rooms. The Site improvements include the demolition of approximately 100 existing parking areas for the new Student area and the construction of interior roadways and additional parking lots. CM at Risk Project Delivery
Academic Building Chesapeake, Virginia	State/University Project 	Virginia Community College System Vanda Dixon 757.822.1573	Moseley Architects George Nasis, AIA 757.368.2800	\$15,022,008 15% June 2012 Seeking LEED Silver Certification	The Academic Building is a new three-story, approximately 60,000 square feet, stand alone, building. Exterior materials will include aluminum composite panels, brick veneer masonry, pre-cast concrete, with aluminum windows, curtain wall system and glass. In addition to providing much needed additional academic space (i.e. general classrooms, tiered classrooms, Computer Labs, General Assembly Area, and will include faculty offices. CM at Risk Project Delivery
Brooks Library Norfolk State University Norfolk, Virginia	State/University Project 	Norfolk State University Bill Ballinger 757.823.2625	Moseley Architects George Nasis, AIA 757.368.2800	\$37,079,649 85% December 2011 Seeking LEED Silver Certification	The new 132,000 GSF 3 story Brooks Library will provide Norfolk State University with a state of the art university library. It will provide spaces for library related activity & functions. It includes a mechanical penthouse and is a brick and aluminum curtain wall building with a sloping metal roof with glass roof elements. Brick will match the predominant campus brick. The New Brooks Library will be LEED Silver. The first floor will have a central lobby, the Information Commons, Information Services, Media Services, a large & small instruction room as well as mechanical and electrical spaces. The second floor will have collections, a variety of group study areas, the Marshal collection, an Archives area as well as a Museum/Gallery area. The third floor will include collections, group study rooms, E-Learning spaces and administrative offices. The Existing Library building, a 154,000 GSF building will be completely demolished. This demolition will include hazardous material abatement. CM at Risk Project Delivery

S.B. Ballard Construction Company's Projects in Progress

Project Name		Owner	Architect/Engineer	Contract Amount Percentage Complete Scheduled Completion Date	Description of Work
W-5 Renovation of Carrier Strike Group Naval Station Norfolk Norfolk, Virginia	Federal Project No Photo Available	U.S. Navy Harrison Dudley 757.341.0570	U.S. Navy Harrison Dudley 757.341.0570	\$5,751,202 73% December 2011 Seeking LEED Silver Certification	This project will renovate the existing 24,624 square foot, three-story facility and provide three-story additions on the front and rear of the existing building adding 5,728 additional square feet existing fixtures, finished and walls. The interior of the building will be totally demolished. The project will provide a completely renovated space for public toilets, an Admiral's suite (consisting of three offices, a private toilet and a conference room), vending space and open office space on each floor. The existing exterior metal stairs will be removed, existing windows and roofing system will be removed and new AT/FP compliant windows and new roof provided. The front addition will provide an ADA compliant entry ramp, exterior entry stair, egress stair, entry vestibule, elevator, badge room and storage on each floor. The rear addition will provide an egress stair, galley, vending space, mechanical room, electrical room, loading dock, NIPR/SIPR and telephone rooms. A sprinkler and fire alarm system will be added including a mass notification system and new water line. Exterior brick walls will be painted and repaired as needed. Select List/Negotiated Project
Hall D Complex Jefferson Lab Newport News, Virginia	Federal Project	Jefferson Lab Teresa Danforth 757.269.7364	HSMM Barry Clifford 757.306.6792	\$16,128,174 88% September 2011	This project is part of the 12 GeV CEBAF Upgrade. The structures include Hall D experimental hall with an attached Counting House of 14,700 square feet, extension of the existing underground concrete tunnel, support service buildings of 4,500 square feet and associated roads, sidewalks, earth berm with retaining walls and utilities to support the complex. Hall D is a single story, 45 feet high structure constructed of concrete, steel framing and insulated architectural metal panels with a silicone coated polyurethane foam roof. The finish floor is approximately 14 feet below existing grade. Hall D has stair access from the Counting House and an enclosed truck access ramp with rollup doors. The Counting House is a single-story, slab-on-grade, steel-framed structure building with insulated architectural metal panels. The building contains office and support spaces and a control room for use while running experiments in Hall D. The existing underground concrete accelerator tunnel will be extended approximately 200 lineal feet to the Tagger Area. The Tagger Area is an underground concrete structure of approximately 6,600 square feet with an enclosed truck access ramp with rollup doors. Select List/Negotiated Project



S.B. Ballard Construction Company's Projects in Progress

Project Name		Owner	Architect/ Engineer	Contract Amount Percentage Complete Scheduled Completion Date	Description of Work
West Grace Street Housing	State/University Project	Virginia Commonwealth University	Niles Bolton Ken Ramsey	\$23,161,732 2% Complete July 2013	This project consists of constructing a 5-story mixed-use facility totaling approximately 146,500 square feet. The housing component of 140,500 square feet will provide a minimum of 388 beds with a general mix of unit types and spaces.
Virginia Commonwealth University Richmond, Virginia		Carl Purdin 804.828.0391	404.365.7600	Seeking LEED Silver Certification	The ground floor mixed-use component will provide for 6,000 square feet of assembly, academic and/or business use space. Design Build Project Delivery



Experience (continued)**Job 1.**

Name: **Kings Fork High School**

Address: **Suffolk, Virginia**

Size of Project such as: (gross square feet, height, or stories plus sub-surface levels, total cost)

One 2-story, high school

Total Construction Cost - \$30,190,728

Total Square Footage: 276,000

Owner's Name: **City of Suffolk**

Address: **Suffolk, Virginia**

Phone Number: **757.925.6750**

Contact: **Milton Liverman, Ed.D (Retired)**

Architect's Name: **RRMM**

Address: **129 West Virginia Beach Boulevard, Norfolk, Virginia 23510**

Phone Number: **757.622.2828**

Contact: **John Maddux**

Final or current Contract Amount: **\$30,190,728**

Project Description, i.e., function of building and component building systems:

This 276,000 square foot Suffolk High School is designed for 1,800 students and has a decentralized plan with a "school within a school" concept. The building has a main gym that seats all 1,800 students along with two basketball courts. The auditorium has seating for 850 students and the facility also has a black box theater with seating for 145. Kings Fork also has a two story dining facility with adjacent food court.

This structure was built with 100 instructional areas and a large courtyard to allow for natural light and a secure outdoor dining area. This space also provides an amphitheater for events and occasions.

Similarities to Wise County's Two High Schools:

- Similar in Size
- High School
- Auditorium
- Gymnasium
- Cafeteria
- Science Labs





Experience (continued)**Job 2.**

Name: **Norfolk Student Center**

Address: **310 Granby Street, Norfolk, Virginia 23510**

Size of Project such as: (gross square feet, height, or stories plus sub-surface levels, total cost)

One 5-story Student Center

Contract Amount: \$15,802,406

Total square footage: 57,000

Owner's Name: **Tidewater Community College**

Address: **121 College Place, Norfolk, Virginia 23510**

Phone Number: **757.822.1716**

Contact: **John Massey**

Architect's Name: **Ballou, Justice, Upton**

Address: **2402 N. Parham Road, Richmond, Virginia 23229**

Phone Number: **804.270.0909**

Contact: **Gordon Frantzich**

Final or current Contract Amount: **\$15,802,406**



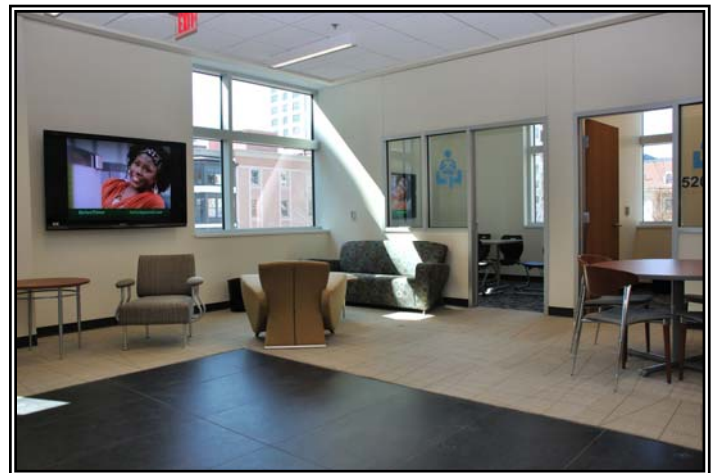
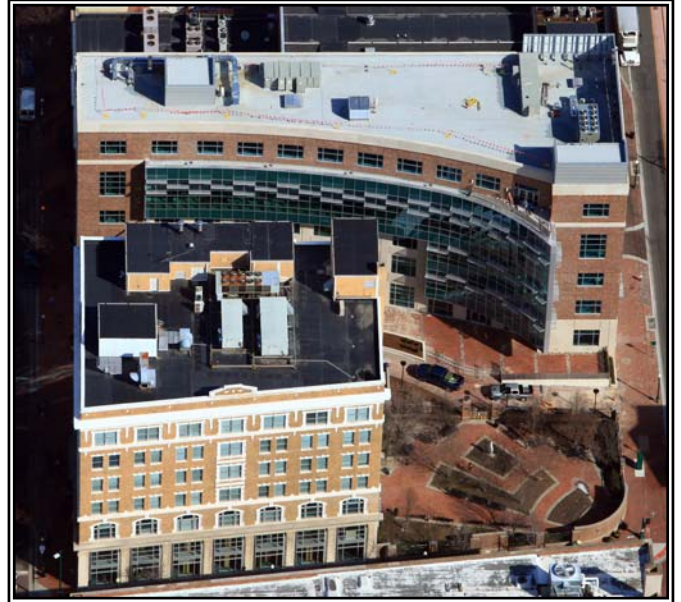
Project Description, i.e., function of building and component building systems:

This 57,000 square foot building houses the Tidewater Community College Norfolk Campus Student Center. This 5 story tall facility with a glassed façade, accommodates student activities, lounge/study areas, meeting rooms, recreational and fitness facilities, food service operations and other appropriate retail services, including childcare services. The campus is located in the urban plaza, adjacent to the Martin Building at 300 Granby Street.

Site construction work included utility relocations and infrastructure improvements including grading, sidewalks and urban context landscaping. All construction activities occurred within a dynamic urban pedestrian and vehicular corridor.

Similarities to Wise County's Two High Schools:

- Educational Facility
- Gymnasium
- Cafeteria
- Classrooms



Experience (continued)**Job 3.**

Name: **New Student Recreation Center / Natatorium Renovation**

Address: **Norfolk, Virginia**

Size of Project such as: (gross square feet, height, or stories plus sub-surface levels, total cost)

121,000 square foot Recreation Center Addition

31,000 square foot Natatorium Renovation

2 stories

Total Cost - \$26,278,132

Owner's Name: **Old Dominion University**

Address: **Norfolk, Virginia**

Phone Number: **757.618.6385**

Contact: **Dale Feltes**

Architect's Name: **Moseley Architects**

Address: **780 Lynnhaven Parkway, Suite 200, Virginia Beach, Virginia 23452**

Phone Number: **757.368.2800**

Contact: **George Nasis**

Final or current Contract Amount: **Final Contract Amount - \$26,278,132**

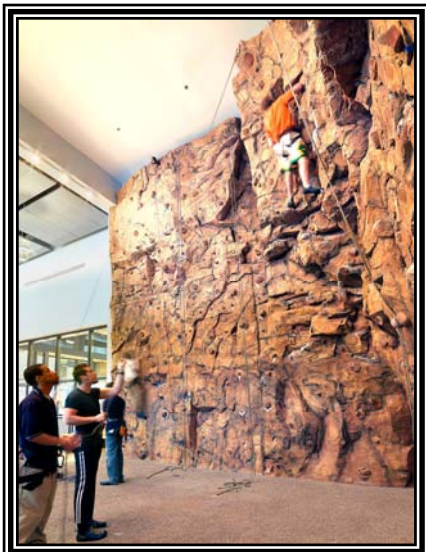
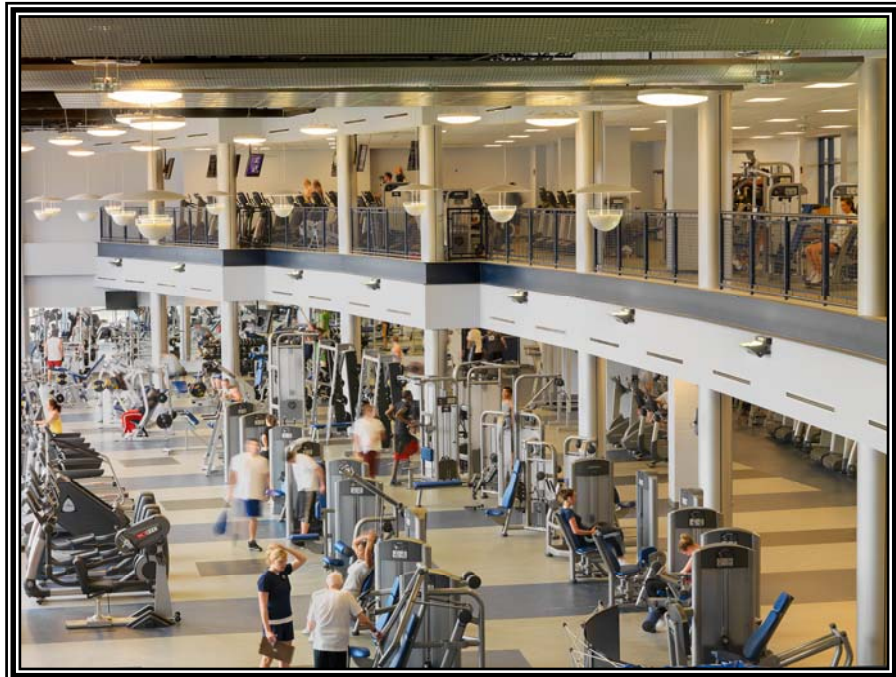
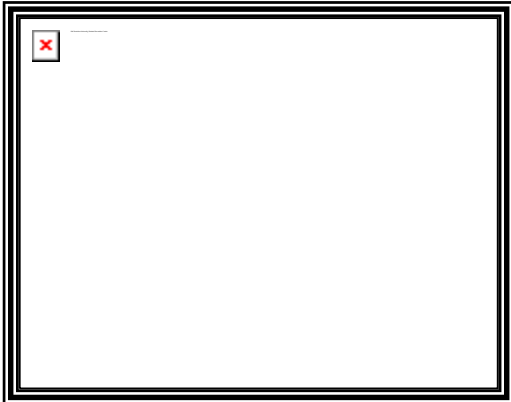
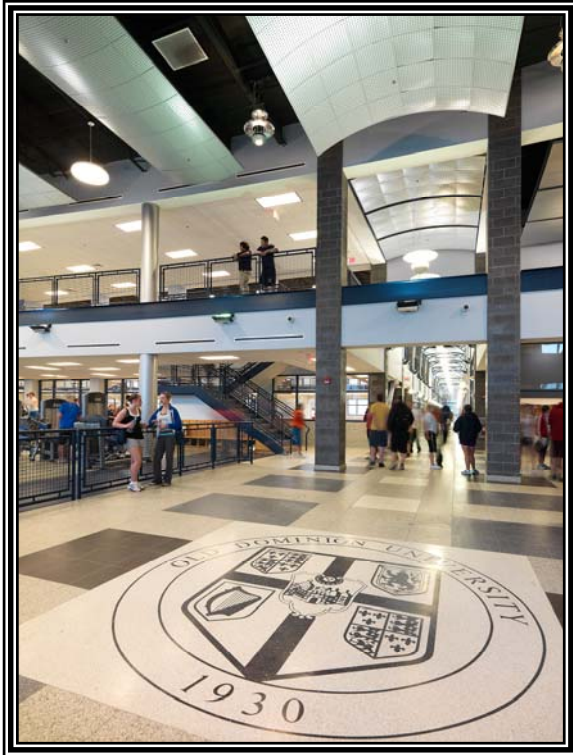
Project Description, i.e., function of building and component building systems:

The Student Recreation Center was a phased construction project. The project consisted of a 121,000 square foot Recreation Center addition and renovation of the 31,000 square foot existing Natatorium which remained from the Health & PE Building (ODU Field House). The construction consisted of masonry veneer, steel stud backup with a steel superstructure. All site work and site utility work including utility connections as required were included.

Similarities to Wise County's Two High Schools:

- Similar in Size
- Educational Facility
- Classrooms
- Gymnasium
- Cafeteria
- Offices





4. Describe how your firm would staff this project:

Stephen B. Ballard, Project Executive/Principal in Charge will be involved at the design and start of construction of the Wise County Schools project, assuring the cost and schedule will be maintained throughout the buyout process. Mr. Ballard's responsibilities will be to ensure the schedule is met and the project stays within the Owner's budget.

Mark Payne DBIA, LEED Green Associate, Vice President - Preconstruction Services and Chief Estimator, will have executive oversight for all preconstruction activities. Mr. Payne's main job will be to oversee SBBCC's staff of 6 full time Estimators. He will be actively involved in all estimating, value analysis, and constructability reviews. Mr. Payne will be involved in the subcontractor bidding and award phases of the project.

Neal Barnes, Lead Estimator, will be responsible for estimating portions of the project, from the preconstruction phase throughout the bidding process. Mr. Barnes will be meeting with the key subcontractors on a weekly or bi-weekly basis. He will also be working throughout the contract scope phase and into the subcontractor award phase. During preconstruction, he will work with key subcontractors to insure that the design is compatible with the budget. He will, along with the Project Manager and Vice President of Preconstruction Services, prepare the trade bid packages, for the development of the GMP. During the preparation of the bid packages, consideration will be given to the scope of work to allow the maximum participation by SWaM certified subcontractors.

Candy Hennig, SWaM Program Manager, will assure the SWaM participation goal of 40% is met. She will do this by holding SWaM "Open Houses" during the design and construction phases to ensure participation by subcontractors and supplies that are SWaM certified, and assist those that are not yet certified but do qualify, the opportunity to achieve certification. Mrs. Hennig will work closely with Mr. Payne, Mr. Barnes and Mr. Smith during pre-construction and preparation of bid packages to assist with the verification of SWaM certified subcontractors.

Chuck Smith, SBBCC's In-House Scheduler and Project Manager, will be involved in the preconstruction phase of the project participating in constructability reviews, subcontractor prequalification reviews and the preparation of GMP Bid Packages. He will provide corporate oversight as well as leadership to the project management team. Mr. Smith will assemble the project details into the construction schedule to assure the project will be delivered on time. Mr. Smith will prepare a cost and manpower loaded schedule at the start of the project to assure the Architect, Owner and other agencies that are reviewing these documents, that the schedule is being maintained and the subcontractors are performing the scope of work contained in their original contract.

Mr. Smith will produce the project schedule, and provide the management review of the monthly project schedule updates. As an independent reviewer, Mr. Smith is able to spot potential problems before they become real, and work with the project team to be proactive and put in place corrective action to resolve the issue before it becomes a problem.

Mr. Smith will include activities in the schedule for the completion of project closeout documents. It is SBBCC's goal to have the all close out documents to the Owner, with the exception of the testing and balancing (TAB) reports, 90 days prior to the job turnover. These activities in the schedule are tied to the subcontractor's monthly payments and will insure we have their attention and that they will perform in a

timely manner to deliver their closeout documents to us.

Mr. Smith will handle the day to day activities of the actual construction of the Sitter Wise County Schools project. He will support the onsite staff with personnel, material and equipment as required. Mr. Smith will be the home office point of contact for the Owner's representative, will be involved at the design and start of construction of the Wise County Schools project and will assure the cost and schedule will be maintained throughout the design.

Mr. Smith's responsibilities will be to coordinate the efforts of the Wise County School Board Staff and the design team, to facilitate the completion of the construction documents and to ensure the schedule is met and the project stays within the Owner's budget. Mr. Smith will also coordinate biweekly meetings with the design team and the Owner to ensure everyone is satisfied with the quality of the project and the product being produced. Mr. Smith will be the key player in coordinating between the design team, the Owner and subcontractors to ensure the building is designed, priced and scheduled to the Owner and End Users satisfaction.

Mr. Smith has full decision making, financial and resource commitment authority. Mr. Smith will be involved in the preconstruction phase of the project participating in constructability reviews, subcontractor prequalification reviews and the preparation of GMP Bid Packages.

Project Superintendents **Johnny Johnson and Jeff Navarra** are responsible for the day to day activities on the jobsite, including being the onsite point of contacts with the Owners representatives. Mr. Johnson and Mr. Navarra will manage all subcontractors and suppliers, and insure their compliance with all safety and building code issues. They will also monitor the quantity and quality of work being performed, and put on notice, anyone, or any company, not meeting the requirements of the project. Mr. Johnson and Mr. Navarra will monitor the project schedule and note work completed on a daily basis. This information will then be incorporated into the project schedule to identify any areas that need further review, and to plan any corrective actions required to insure schedule compliance. Mr. Johnson and Mr. Navarra will provide the Wise County School Board with this schedule on a weekly basis. One of the tools that he will use to manage the work is the two week look ahead schedule.

Weekly subcontractor meetings will be held to review the work that is upcoming and how that work will be accomplished. Subcontractors are provided these schedules in advance of the meeting so they can be prepared to discuss any areas of concern that they may have. This meeting is also used to review safety, environmental, health, and quality issues.

Tim Patterson, LEED AP, In-House Mechanical Engineer, has over 25 years of experience and extensive training in building HVAC and mechanical system design. Mr. Patterson provides SBBCC the opportunity to ensure that the mechanical systems operate as designed at start up and throughout the life of the project.

Mr. Patterson will provide technical support to the project. He will be working closely with RRMM's in-house designers to ensure all BCOM guidelines have been met for ADA accessibility. He will review mechanical and electrical subcontractor submittals for compliance with the contract documents. Tim will also perform jobsite inspections, document equipment and material installations, and provide any findings and/or recommendations to the project team for action. Mr. Patterson is also responsible for the installation and function of all plumbing, mechanical, and electrical systems on this project in addition to LEED compliance, commissioning and testing of the M/E/P systems.

Larry Tipora, Project Engineer and Quality Control Manager, functions as an independent entity, ensuring all material and workmanship is in compliance with the requirements of the project. Mr. Tipora has the responsibility and authority to order defective, and/or incorrect work to be removed and replaced. Mr. Tipora will perform routine random inspections of the site, and identify problems and areas of concern that could lead to a problem, and order corrective or preventive actions.

Chuck Bain, Corporate Safety Officer, has both the responsibility and authority to insure safety on all of SBBCC's jobsites. Prior to work commencing on site, an inspection will be performed by Mr. Bain, and any deficiencies noted will be corrected or recommendations implemented prior to the start of construction. Even though he will not be onsite one hundred percent of the time, Mr. Bain will make periodic unannounced inspections of the jobsite, inspecting not only SBBCC subcontractors and their operations, but all operations on the site, including SBBCC personnel. If a situation warrants, Mr. Bain has the authority to levy monetary fines against subcontractors for performing unsafe activities. As a corporate safety policy, any SBBCC employee may stop a work activity that they deem to be unsafe. This information is provided immediately to Mr. Bain for his recommendation and/or resolution. A large part of Mr. Bain's time is spent being proactive instead of reactive. We strongly believe that it is better for all parties to not let a problem occur through good management and training, than it is to recover well from a problem.

5 .Provide, as an attachment, a brief resume for the project manager and the superintendent most likely to be assigned to this project. Describe, for each, the background and experience that would qualify him or her to be a project manager or superintendent. Include in the resumes at least three (3) similar or comparable projects on which the proposed project manager and superintendent have served in that capacity or positions of similar or comparable responsibility within the last five years and the names, addresses and phone numbers of the Owner's and Architect's contact person for each.

Please refer to Section 1 Qualification and Experience, Tab 1.b. Experience for the following key personnel resumes:

Stephen B. Ballard – Project Executive/Principal in Charge
Mark Payne – V.P. Pre-construction Services/ Chief Estimator
Neal Barnes – Lead Estimator
Candy Hennig – SWaM Program Manager
Chuck Smith – Project Manager/Scheduler
Johnny Johnson – Project Superintendent
Jeff Navarra – Project Superintendent
Tim Patterson – In-House Mechanical Engineer
Larry Tipora – Project Engineer/Quality Control Manager
Chuck Bain – Corporate Safety Officer

Please see below for list of Architects and Owners for:

Kings Fork High School – Suffolk Virginia
Norfolk Student Center – Norfolk, Virginia
Student Recreation Center – Norfolk, Virginia
Distributed Ground Station – Hampton, Virginia
Dragas Hall – Norfolk, Virginia
Sitter and Barfoot Veterans Care Facility – Richmond, Virginia
Ted Constant Convocation Center – Norfolk, Virginia
St. Mary's Home for Disabled Children – Norfolk, Virginia
Norfolk State University Brooks Library – Norfolk, Virginia
Joint Deployment Center NH-95 – Norfolk, Virginia
P218 – Portsmouth, Virginia
Aerial Delivery and Field Services Training Center – Fort Lee, Virginia
Powhatan Sports Complex – Norfolk, Virginia

Architect Reference**Student Recreation Center**

George Nasis
Mosley Architects
780 Lynnhaven Parkway, Suite 200
Virginia Beach, Virginia 23452
Phone: 757.368.2800
Fax: 757.368.2233
Email: gnasis@moseleyarchitects.com

Dragas Hall

Barry Moss
TyMoff and Moss
512 Botetourt Street
Norfolk, Virginia 23510
Phone: 757.627.0013
Fax: 757.627.0327
Email: barry@tmarchitects.com

Norfolk State University Brooks Library

George Nasis, AIA
Moseley Architects
780 Lynnhaven Parkway, Suite 200
Virginia Beach, Virginia 23452
Phone: 757.368.2800
Fax: 757.368.2233
Email: gnasis@moseleyarchitects.com

Kings Fork High School

John Maddux
RRMM Architects
129 West Virginia Beach Boulevard
Norfolk, Virginia 23510
Phone: 757.622.2828
Fax: 757.622.2430
Email: jmaddux@rrmm.com

Distributed Ground Station

Jason Shepler
CH2MHill
9428 Baymeadows Road, Suite 300
Jacksonville, Florida 32256
Phone: 904.733.9119
Fax: 904.733.9570
Email: Jason.shepler@ch2m.com

Sitter and Barfoot Veterans Care Facility

Robert Bain
Clark Nexsen
6160 Kempsville Circle, Suite 200A
Norfolk, Virginia 23502
Phone: 757.455.5800
Fax: 757.455.5638
Email: rbain@clarknexsen.com

St. Mary's Home for Disabled Children

Joseph Trost
Paul Finch & Associates
3550 Buckner Boulevard
Virginia Beach, Virginia 23456
Phone: 757.471.0537
Fax: 757.471.4205

Ted Constant Convocation Center

George Nasis, AIA
Moseley Architects
780 Lynnhaven Parkway, Suite 200
Virginia Beach, Virginia 23452
Phone: 757.368.2800
Fax: 757.368.2233
Email: gnasis@moseleyarchitects.com

Joint Deployment NH-95

Bob Bain
Clark Nexsen
6160 Kempsville Circle, Suite 200A
Norfolk, Virginia 23502
Phone: 757.455.5800
Fax: 757.455.5638
Email: rbain@clarknexsen.com

P 218V

Robin Barnes
Michael Baker Jr. Inc
3601 Eisenhower Avenue, Suite 600
Alexandria, VA 22304
Phone: 703.317.6272
Fax: 703.960.0345
Email: rbarnes@mbakercorp.com

Aerial Delivery and Field Services Training Center

Cheryl Drum
US Army Corps of Engineers
803 Front Street
Norfolk, VA 23510
Phone: 757.201.7744
Fax: 757.201.7078
Email: cheryl.f.drum@usace.army.mil

Client Reference**Student Recreation Center**

Greg Smith
Old Dominion University
135 Athletic Admin Building
Norfolk, Virginia 23529
Phone: 757.683.6026
Fax: N/A
Email: gcsmith@odu.edu

Dragas Hall

Dale Feltes
Old Dominion University
4401 Powhatan Avenue
Norfolk, Virginia 23529
Phone: 757.618.6385
Fax: 757.683.5108
Email: dfeltes@odu.edu

Norfolk State University Brooks Library

Bill Ballinger
Norfolk State University
700 Park Avenue
Norfolk, Virginia 23504
Phone: 757.823.2625
Fax: 757.823.2050
Email: wrballinger@nsu.edu

Kings Fork High School

Milton Liverman, Ed. D
Superintendent
100 N. Main Street
Suffolk, Virginia 23439
Phone: 757.925.6750
Fax: 757.925.5703
Email: miltonliverman@spsk12.net

Powhatan Sports Complex

Robert Bain
Clark Nexsen
6160 Kempsville Circle, Suite 200A
Norfolk, Virginia 23502
Phone: 757.455.5800
Fax: 757.455.5638
Email: rbain@clarknexsen.com

Distributed Ground Station

Patrick Devereux
U.S. Army Corps of Engineers
Langley Resident Office, P.O. Box 65490
Langley A.F.B., Virginia 23665
Phone: 757.342.9385
Fax: 757.766.1335
Email: patrick.j.devereux@usace.army.mil

Sitter and Barfoot Veterans Care Facility

Shirley McNutt
Virginia Department of General Services
215 Governor Street
Richmond, Virginia 23219
Phone (804) 786.4538
Fax (804) 786.1593
Email: Shirley.mcnutt@dgs.virginia.gov

St. Mary's Home for Disabled Children

George Compo
St. Marys
317 Chapel Street
Norfolk, Virginia 23504
Phone: 757.855.2184
Fax: 757.627.5314
Email: gcompo@compoconstruction.com

Ted Constant Convocation Center

Dave Robichaud
Old Dominion University
4401 Powhatan Avenue
Norfolk, Virginia 23529
Phone: 757.618.7003
Fax: 757.257.0391
Email: dwrobichaud@mindspring.com

Client Reference Continued**Joint Deployment NH-95**

Mark Airaghi
United States Navy
Naval Station Norfolk
Phone: 757.445.8941
Fax: 757.322.4492
Email: mark.airaghi@navy.com

P 218V

Thomas Uliana
1 Norfolk Naval Shipyard
Portsmouth, VA 23709
Phone: 757.396.8638
Fax: 757.235.1466
Email: thomas.uliana@navy.mil

Aerial Delivery and Field Services Training Center

Cheryl Drum
803 Front Street
Norfolk, VA 23510
Phone: 757.201.7744
Fax: 757.201.7078
Email: cheryl.f.drum@usace.army.mil

Powhatan Sports Complex

Robert Fenning
Old Dominion University
Koch Hall, Room 204
Norfolk, Virginia 23529
Phone: 757.683.3464
Fax: 757.683.5679
Email: rfenning@odu.edu

VII. Signatures

The undersigned certifies under oath that the information contained in this Statement of Qualifications and attachments hereto is complete, true and correct as of the date of this Statement.

S.B. Ballard Construction Company

(name of entity submitting this Statement of Qualifications)

By: Name of Signer (print) Stephen Ballard

[Signature]
Signature

Title: President

Date: August 11, 2011

Notary

State of Virginia

County/City of Virginia Beach

Subscribed and sworn to before me this 11 day of August,
2011.

[Signature]
Notary Public Signature

My commission expires: _____

Notary Seal



Attachments:

1. Owner's Qualification Criteria (DGS 30-172)
2. Surety Statement
3. Additional information, if any, provided under Sections III, IV, V
4. Additional information provided under Section VI

COMMONWEALTH OF VIRGINIA

STANDARD FORM

FOR

CONTRACTOR'S STATEMENT

OF QUALIFICATIONS



TABLE of CONTENTS

I General Information

II Bonding

III Judgments

IV Convictions and Debarment

V Compliance

VI Experience

VII Signatures

Attachments



CONTRACTOR'S STATEMENT OF QUALIFICATIONS

I. General Information

1. Submitted to (agency): **Wise County School Board**

Address: **628 Lake Street**
Wise, Virginia 24293
2. Name of Project (if applicable): **PPEA Request for Proposals for Design and Construction of New High Schools**
and Project Code Number PC#
3. Type of work you wish to qualify for:

General Construction
Mechanical
Electrical
Other X
Specify: Architecture
4. Contractor's Name: **RRMM Architects, PC**

Mailing Address: **1317 Executive Blvd**
Chesapeake, Virginia 23320

Street Address: (If not the same as mailing address)

Telephone Number **(757) 622-2828**

Facsimile Number: **(757) 622-2430**

Contact Person: **Duane Harver**

Contact Person Phone Number **(757) 622-2828**

State Contractor's License Number: **Not Applicable**

Designated Employee Registered with the Virginia Board for Contractors: **Not Applicable**



General Information (continued)

5. Check type of organization:

Corporation **X** Partnership ____
Individual ____ Joint Venture ____
Other (describe) _____

6. If a corporation -

State of Incorporation: Virginia

Date of Incorporation: 1988

Federal I.D. #: 54-1461873

<u>Officers</u>	<u>Name</u>	<u>Years in Position</u>
President/COB:	John Maddux	6
CEO	Duane Harver	1
Deputy CEO	Ben Motley	6
COO	Donna Elliott	6
Are you a Subchapter S Corporation? Yes ____ No <u>X</u>		

7. If a partnership -

Date organized:

Type of partnership:

List of General Partners:

[illegible]

8. If individually owned -

Years in Business:



General Information (continued)

9. Have you ever operated under another name? Yes **X** No

If yes -

Other name: **Cederquist Rodriguez Ripley Maddux**

Number of years in business under this name: **14 Years**

State license number under this name: **0013633304**

II. Bonding

Please have your Bonding Company execute a statement similar to the one at Attachment 1 and attach the completed and signed statement as Attachment 2 to this completed Form CO-16.

1. Bonding Company's name: **Not Applicable**
Address:

Representative (Attorney-in-fact):

2. Is the Bonding Company listed on the United States Department of the Treasury list of acceptable surety corporations?

Yes No

3. Is the Bonding Company licensed to transact surety business in the Commonwealth of Virginia?

Yes No



III. Judgments

In the last ten years, has your organization, or any officer, director, partner or owner, had judgments entered against it or them for the breach of contracts for construction?

Yes ____ No **X**

If yes, please on a separate attachment, state the person or entity against whom the judgment was entered, give the location and date of the judgment, describe the project involved, and explain the circumstances relating to the judgment, including the names, addresses and phone numbers of persons who might be contacted for additional information.

IV. Convictions and Debarment

If you answer yes to any of the following, please on a separate attachment, state the person or entity against whom the conviction or debarment was entered, give the location and date of the conviction or debarment, describe the project involved, and explain the circumstances relating to the conviction or debarment, including the names, addresses and phone numbers of persons who might be contacted for additional information.

1. In the last ten years, has your organization or any officer, director, partner, owner, project manager, procurement manager or chief financial officer of your organization:
 - a. ever been fined or adjudicated of having failed to abate a citation for building code violations by a court or local building code appeals board?
Yes ____ No **X**
 - b. ever been found guilty on charges relating to conflicts of interest?
Yes ____ No **X**
 - c. ever been convicted on criminal charges relating to contracting, construction, bidding, bid rigging or bribery?
Yes ____ No **X**
 - d. ever been convicted: (i) under Va. Code Section 2.2-4367 et seq. (Ethics in Public Contracting); (ii) under Va. Code Section 18.2-498.1 et seq. (Va. Governmental Frauds Act); (iii) under Va. Code Section 59.1-68.6 et seq. (Conspiracy to Rig Bids); (iv) of a criminal violation of Va. Code Section 40.1-49.4 (enforcement of occupational safety and health standards); or (v) of violating any substantially similar federal law or law of another state?
Yes ____ No **X**
2. Is your organization or any officer, director, partner or owner currently debarred from doing federal, state or local government work for any reason?
Yes ____ No **X**



V. Compliance-

If you answer yes to any of the following, please on a separate attachment give the date of the termination order, or payment, describe the project involved, and explain the circumstances relating to same, including the names, addresses and phone numbers of persons who might be contacted for additional information.

1. Has your organization:
 - a. ever been terminated on a contract for cause?
Yes ____ No **X**
 - b. within the last five years, made payment of actual and/or liquidated damages for failure to complete a project by the contracted date?
Yes ____ No **X**
2. Has your organization, in the last three years, received a final order for willful and/or repeated violation(s) for failure to abate issued by the United States Occupational Safety and Health Administration or by the Virginia Department of Labor and Industry or any other government agency?
Yes ____ No **X**
3. Have any Performance or Payment Bond claims ever been paid by any surety on behalf of your organization?
Yes ____ No **X**

VI. Experience-

If your organization has multiple offices, provide the following information for the office that would handle projects under this prequalification. If that office has limited history, list its experience first.

1. Attach a list of all projects, giving address, size, dollar value, and completion date for each that your organization has **completed** in the last five years. Provide for each, the name, address, and phone number, for the Owner's and Architect's contact or representative. **See attached list**
2. Attach a list of your organization's projects in **progress**, if any, at the time of this statement. At a minimum, provide project names and addresses, contract amounts, percentages complete and contact names and numbers for the architects and owners. **See attached list**
3. If this statement is for a particular project, identify three projects from those identified in 1 and 2 above which are most relevant or similar to the project(s) for which you are seeking prequalification. **See following three projects**



VI. Experience (continued)**Job 1.**

Name: **New Kent High School**

Address: **7365 Egypt Road, New Kent, VA 23124**

Size of Project such as: (gross square feet, height, or stories plus sub-surface levels, total cost)
243,700 SF

Owner's Name: **New Kent County Public Schools**

Address: **11920 New Kent Highway, New Kent, VA 23124**

Phone Number: **804-966-9650**

Contact: **Dr. Robert F. Richardson, Superintendent**

Architect's Name: **RRMM Architects, PC**

Address: **129. W. Virginia Beach Blvd, Norfolk, Virginia 23510**

Phone Number: **757-622-2828**

Contact: **Duane Harver**

Final or current Contract Amount: **\$43,385,518**

Project Description, i.e., function of building and component building systems:

New Kent High School is New Kent County Public School's newest high school and represents the latest trends in educational facilities. Providing 243,700 SF, it is a 1,400 student facility situated on a 129-acre site that is part of an "educational campus" including elementary, middle and high schools and is surrounded by rural residential and future mixed-use developments (village concept). This design was the result of a participatory planning process that included members of the School Board, School Administrators and Staff, Design Team, Students, Community members, County Administrator and the Board of Supervisors.

The school is organized around the idea of a school within a school concept and is broken down into four smaller houses on two floors (combined to form the Academic Wing). The purpose of these houses is to give the sense of a smaller school community within the larger school. Each house will be home to 350 students within the larger 1,400 student facility. The design is flexible and can operate under a grade house philosophy, or as a traditional high school. The Academic Wing is divided into four houses for grades 9 through 12. This configuration minimizes student travel for all core classes, including centralized Science classrooms, Special Services classrooms and numerous electives. Common spaces, Teacher Centers and Restroom cores are located in each house. The design includes central circulation features to facilitate movement within the academic house.



VI. Experience (continued)**Job 2.**

Name: **Grassfield High School**

Address: **2007 Grizzly Trail, Chesapeake, VA 23323**

Size of Project such as: (gross square feet, height, or stories plus sub-surface levels, total cost)
353,366 SF

Owner's Name: **Chesapeake Public Schools**

Address: **312 Cedar Road, Chesapeake, Virginia 23322**

Phone Number: **757-547-0322**

Contact: **Dr. Len Wright, Director of New Construction**

Architect's Name: **RRMM Architects / Waller Todd & Sadler Architects A Joint Venture**

Address: **129. W. Virginia Beach Blvd, Norfolk, Virginia 23510**

Phone Number: **757-622-2828**

Contact: **Duane Harver**

Final or current Contract Amount: **54,289,100**

Project Description, i.e., function of building and component building systems:

Construction of this new 353,366 SF prototypical High School is complete. The innovative organizational concept for the new high school is in response to Chesapeake Public School's desire to build educational facilities that meet the needs of the latest trends in educational delivery methods, yet provide flexibility for potential changes in educational philosophy. This concept is the result of months of research, numerous high school visitations, hours of design sessions with Chesapeake Public Schools personnel and the exploration of 10 concept options.

This facility can operate in a house or academy (school within a school) philosophy, in a standard, or departmental philosophy for 2,200 students with a core capacity of 2,400 students.

In the school within a school philosophy, the houses or academies may be assigned in a number of ways. For example, there may be one 9th grade house and three academies that house grades 10 through 12 or, as in the case of the new High School, the four academies may be assigned to a separate grade level. This philosophy minimizes student travel for all core classes and numerous electives. The academy approach allows students to stay within their house for the majority of the school day and provides teachers, guidance counselors and assistant principals with the familiarity that is enjoyed in a small school. There are obvious benefits for the students' educational experiences. This design concept represents a significant contrast with previous high schools in Chesapeake.



VI. Experience (continued)**Job 3.**

Name: **King's Fork High School**

Address: **351 King's Fork Road, Suffolk, Virginia 23434**

Size of Project such as: (gross square feet, height, or stories plus sub-surface levels, total cost)
277,910 SF

Owner's Name: **Suffolk Public Schools**

Address: **100 N. Main Street, Suffolk, Virginia 23434**

Phone Number: **757-925-5587**

Contact: **Mr. James D. Thorsen, Director of Facilities and Planning**

Architect's Name: **RRMM Architects, PC**

Address: **129 W. Virginia Beach Blvd, Norfolk, Virginia 23510**

Phone Number: **757-622-2828**

Contact: **Duane Harver**

Final or current Contract Amount: **\$27,498,100**

Project Description, i.e., function of building and component building systems:

RRMM Architects designed this new 1,800-pupil King's Fork High School for Suffolk Public Schools. It was our charge to develop a high school design that will allow a variety of organizational and instructional strategies within the school. The design team and the school division visited many high schools in various states and found none that combined all the features important to Suffolk Public Schools. Suffolk Public Schools completed two high schools approximately 12 years ago that were relatively conservative and traditional in character. The new King's Fork High School was conceived with a markedly different approach, one that responds to the latest educational philosophies. The school system embraced a fully decentralized but extremely flexible grade house concept. Vertical circulation is minimized by the provision of four single-level grade houses. Initial planning included one ninth grade house and three equally divided houses for grades 10, 11, and 12. The plan can easily accommodate variations in grouping.

Each house contains space for assistant principal, guidance counselor, teacher work areas, general classrooms, science labs, and resource spaces in addition to two to three specialized career/technical subjects. A guidance suite was also included near Administration for flexibility in future guidance arrangements. Science labs are designed as generically as possible with only Chemistry having a necessary uniqueness. Each pair of science lecture spaces shares a wet lab and preparation area separated by operable partitions. Specialty subjects such as Agriculture, Work/Family Studies, Health, JROTC, and Liberal Arts that are not suited for location within houses are properly placed according to need and required access. Instructional areas typically share a small computer lab. The small lab requires less building area but offers more computers per classroom when time-sharing is utilized.



4. Describe how your firm would staff this project:

Duane Harver will be the Principal-In-Charge of your project from our Chesapeake office. He has lead all of our previous educational design work. His method of hands-on Principal-in-Charge project management will insure that you have a knowledgeable decision maker involved with your project each step of the way. A key feature of our firm's approach to projects is that we have a firm partner who has a hands-on involvement through the design process for your projects. We believe that the continuity that this method of project service provides to our clients has been the key to our success.

Duane is currently assisted by a local, dedicated educational design staff of 12 people. He also has access to additional staff from our Chesapeake Design Studio. With a total staff of 79 professionals, this gives us the capacity to handle multiple projects simultaneously and to meet unexpected surges in workflow. Our team of professionals understands the demands of educational work and will be responsive to your needs.

Jeff Harris, a licensed architect with more than 10 years of experience, will serve as Project Manager. Jeff is especially adept at building the strong foundational elements of any successful project: a program, schedule, and budget that are reconciled at the outset and communicated clearly to all team members throughout the entire project. Larry Simerson and Janet Kramer, both veteran designers with decades of experience, will serve as Assistant Project Managers, providing the technical horsepower necessary for your projects.

5. Provide, as an attachment, a brief resume for the project manager and the superintendent most likely to be assigned to this project. Describe, for each, the background and experience that would qualify him or her to be a project manager or superintendent. Include in the resumes at least three (3) similar or comparable projects on which the proposed project manager and superintendent have served in that capacity or positions of similar or comparable responsibility within the last five years and the names, addresses and phone numbers of the Owner's and Architect's contact person for each.

Resumes for our Key Individuals were provided in a previous section.



VII. Signatures

The undersigned certifies under oath that the information contained in this Statement of Qualifications and attachments hereto is complete, true and correct as of the date of this Statement.

RRMM Architects, PC

(name of entity submitting this Statement of Qualifications)

By: Name of Signer (print) John Maddux

Signature

Title: Chief Executive Officer

Date: August 11, 2011

Notary

State of Virginia

County/City of Chesapeake

Subscribed and sworn to before me this 11 day of August,
2011.

Notary Public Signature

My commission expires: _____

Notary Seal:

Attachments:

1. Owner's Qualification Criteria
2. Surety Statement
3. Additional information, if any, provided under Sections III, IV, V
4. Additional information provided under Section VI



Attach a list of all projects, giving address, size, dollar value, and completion date for each that your organization has **completed** in the last five years. Provide for each, the name, address, and phone number, for the Owner's and Architect's contact or representative.

The following is a list of RRMM Architects major educational project completed in the past 5 years.

New Kent High School, New Kent County, VA

New 1,400-Student High School, 243,700 SF, \$43,385,518, Completion Fall 2008

Owner Contact: New Kent County Public Schools, Dr. Robert F. Richardson, Superintendent 804-966-9650

Grassfield High School, Chesapeake, VA

New 2,200-Student High School, 347,549 SF; \$54,289,100; Completion Spring 2007

Owner Contact: Chesapeake Public Schools, Dr. Len Wright, Director of New Construction 757-547-0322

King's Fork High School, Suffolk, VA

New 1,800-Student High School; 277,910 SF; \$27,498,100; Completion August 2004

Owner Contact: Suffolk Public Schools, James D. Thorsen, Director of Facilities and Planning 757-925-5587

Cumberland Combined Middle/High School Complex PPEA, Cumberland County, VA

New Combined High-Middle School PPEA; 167,479 SF; \$32,900,000; Completion August 2008

Owner Contact: Cumberland County County Public Schools, Dr. James Thornton, Superintendent 804-492-4212

Renaissance Academy, Virginia Beach, VA

New 1,600 Student Alternative Education Facility, 289,000 SF, \$51,964,000, Completion December 2009

Owner Contact: Virginia Beach City Public Schools, Anthony L. Arnold, Director of Facility Planning & Constr. 757-263-1090

The Hanover Center for Trades & Technology, Hanover County, VA

New Trades Based Center, 46,000 SF, \$8,750,000, Completion September 2008

Owner Contact: Hanover County Public Schools, Mr. Paul Carper, Director of Construction & Planning 804-356-4573

York High School, Yorktown, VA

High School Renovation & Addition; 190,000 SF Renovation; 1,000 SF Addition

\$12,121,344; Completion November 2006

Owner Contact: York County Public Schools, Mr. Jim Wilkins 757-898-0453

James River High School, Botetourt County, VA

High School Renovation & Addition; 52,933 SF Addition, 8,900 SF Renovation; \$15,388,000; Completion Fall 2008

Owner Contact: Botetourt County Public Schools, Dr. Anthony Brads, Superintendent 540-473-8263 ext219

Charlottesville High School, Charlottesville, VA

High School Renovation & Addition; 30,000 SF Addition, 76,000 SF Renovation

\$7,500,000; Completion August 2005

Owner Contact: City of Charlottesville, Mike Mollica, Capital Outlay Coordinator 434-970-3646

Oscar Smith Middle School, Chesapeake, VA

New 1,350-Student Middle School; 242,626 SF; \$40,377,000; Completion Fall 2009

Owner Contact: Chesapeake Public Schools, Dr. Len Wright, Director of New Construction 757-547-0322

Blair Middle School, Norfolk, VA

Middle School Renovation & Addition; 120,000-SF Renovation; 128,000 SF Addition

\$28,000,000; Completion April 2007

Owner Contact: Norfolk Public Schools, John Fowler 757-473-8754



Wilson Middle School, Fishersville, VA

New 540-Student Middle School; 75,000 SF; \$11,781,000; Completion Spring 2006

Owner Contact: Augusta County Public Schools, Mr. Mark E. Lotts, Director: Business/Finance 540-245-5100

Smithfield Middle School, Isle of Wight, VA

New 1,150-Student Middle School; 160,200 SF; \$18,333,105; Completion Fall 2005

Owner Contact: Isle of Wight County Public Schools, Dr. Michael McPherson, Superintendent 757-357-4393

Stonewall Jackson Middle School, Mechanicsville, VA

Middle School Renovation & Addition; 100,000-SF Renovation; 8,100-SF Addition

\$1,618,000; Completion August 2005

Owner Contact: Hanover County Public Schools, Paul L. Carper, Director of Construction & Planning 804-365-4576

Booker T. Washington Middle School, Newport News, VA

Middle School Renovation & Addition; 90,100-SF Renovation, 40,021-SF Addition

\$8,152,680; Completion August 2006

Owner Contact: Newport News Public Schools, Keith Webb, Director of Plant Services 757-881-5024

St. Paul K-8 School, Carroll County, VA

Combined Elementary/Middle School Renovation and Addition; \$8,500,000; Completion December 2005

Owner Contact: Carroll County Public Schools, Dr. Oliver McBride, Superintendent 276-728-3191

Belle Heth Elementary School, Radford, VA

New Elementary School; 75,600 SF; \$16,458,658; Construction Completion September 2009

Owner Contact: Radford City Public Schools, Dr. Chuck Bishop, Superintendent 540-731-3647

Windy Gap Elementary School, Franklin County, VA

New 450-Student Elementary School; 54,654-SF; \$12,024,000; Construction Completion August 2009

Owner Contact: Franklin County Public Schools, Mr. Darryl Spencer, Supervisor of Buildings and Grounds 540-483-5538

Bon Air Elementary School, Chesterfield County, VA

600-Student Elementary School Renovation & Addition; 52,112-SF Original Building, 10,964-SF Addition

\$3,000,000; Completion September 2008

Owner Contact: Chesterfield County Public Schools, Mr. William Bridgeforth, Director of Construction 804-768-6126

Falling Creek Elementary School, Chesterfield County, VA

550-Student Elementary School Renovation & Addition; 76,195-SF Original Building, 12,676-SF Addition

\$3,000,000; Completion September 2008

Owner Contact: Chesterfield County Public Schools, Mr. William Bridgeforth, Director of Construction 804-768-6126

Bonsack Elementary School, Roanoke County, VA

Elementary School Addition; 12,000-SF, Eight Classroom Addition

\$1,422,000; Completion June 2006

Owner Contact: Roanoke County Public Schools, Dr. Martin Misicko, Director of Operations 540-562-3900

Claude Thompson Elementary School, Fauquier County, VA

Elementary School Renovations & Additions; 34,460 SF Renovation, 15,000 SF Addition

\$8,000,000; Completion June 2007

Owner Contact: Fauquier County Public Schools, Mrs. Janice Bourne, Assistant Superintendent for Administration 540-351-1008

Creekside Elementary School, Suffolk, VA

New 800-Student Elementary School; 94,385 SF; \$12,000,000; Construction Completion September 2006

Owner Contact: Suffolk Public Schools, James D. Thorsen, Director of Facilities and Planning 757-925-5587

Hillsville Elementary School, Carroll County, VA

New 800-Student Elementary School; 97,057 SF; \$10,676,270; Completion September 2005
Owner Contact: Carroll County Public Schools, Dr. Oliver McBride, Superintendent 276-728-3191

Achilles Elementary School, Gloucester, VA

Elementary School Renovations & Additions; 30,000-SF Addition; 43,023-SF Renovation; 800 Students
\$3,624,000 (On Budget); Completion Fall 2005

Owner Contact: Gloucester County Public Schools, Mr. Victor Hellman, Assistant Superintendent of Schools 804-693-5304

Botetourt Elementary School, Gloucester, VA

Elementary School Renovations & Additions; 30,000-SF Addition; 53,013-SF Renovation; 800 Students
\$4,987,000 (On Budget); Completion Fall 2005

Owner Contact: Gloucester County Public Schools, Mr. Victor Hellman, Assistant Superintendent of Schools 804-693-5304

Franklin County High School Stadium Expansion, Franklin County, VA

Doubling the capacity to a total of 5,268 seats; 3,300 SF New locker rooms; New Band Room Addition
\$2,900,000; Completion August 2005

Owner Contact: Franklin County Public Schools, Mr. Darryl Spencer, Supervisor of Buildings and Grounds 540-483-5538



Attach a list of your organization's projects in **progress**, if any, at the time of this statement. At a minimum, provide project names and addresses, contract amounts, percentages complete and contact names and numbers for the architects and owners.

The following is a list of RRMM Architects educational project currently in progress.

Western Branch High School, Chesapeake, VA

70,000 SF High School Addition

Design Complete, Under Construction, 75% Complete

Owner Contact: Chesapeake Public Schools, Dr. Len Wright, Director of New Construction 757-547-0322

Hopewell High School, Hopewell, VA

High School Renovation & Addition

Design Complete, Under Construction, 10% Complete

Owner Contact: Hopewell City Public Schools, Mr. S. Ray Watson, Assistant Superintendent for Administration 804-541-64002

Patrick County High School, Patrick County, VA

High School Renovation & Addition

Design Complete, Under Construction, 90% Complete

Owner Contact: Patrick County Public Schools, Dr. Roger Morris, Superintendent 276-694-3163

William Byrd High School, Roanoke County, VA

High School Renovation & Addition

Design Complete, Under Construction, 80% Complete

Owner Contact: Roanoke County Public Schools, Dr. Martin Misicko, Director of Operations 540-562-3900

James Blair Middle School Conversion, Williamsburg, VA

Middle School Conversion to Administrative Facilities

Design Complete, Under Construction, 70% Complete

Owner Contact: Williamsburg-James City County Schools, Mr. Alan Robertson, Facilities Management Coordinator 757-259-7157

2 New Elementary Schools, Shenandoah County, VA

2 New Elementary Schools

Currently Under Design, 30% Complete

Owner Contact: Shenandoah County Public Schools, Dr. B. Keith Rowland, Superintendent 540-459-6222

Auburn High School / Auburn Middle School, Montgomery County, VA

High School and Middle School Renovations & Additions

Currently Under Design, 20% Complete

Owner Contact: Montgomery County Public Schools, Dan Berenato, Director of Facilities 540-382-5141



COMMONWEALTH OF VIRGINIA

STANDARD FORM

FOR

CONTRACTOR'S STATEMENT

OF QUALIFICATIONS

MAXIM ENGINEERING, INC.

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I General Information

II Bonding

III Judgments

IV Convictions and Debarment

V Compliance

VI Experience

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CONTRACTOR'S STATEMENT OF QUALIFICATIONS

I. General Information

1. Submitted to (agency): **Wise County School Board**

Address: **628 Lake Street**
Wise, Virginia 24293
2. Name of Project (if applicable): **PPEA Request for Proposals for Design and Construction of New High Schools**
and Project Code Number PC#
3. Type of work you wish to qualify for:

General Construction
Mechanical
Electrical
Other X
Specify: Civil Engineering:
4. Contractor's Name: **Maxim Engineering, Inc.**

Mailing Address: **PO Box 1997**
Coeburn, VA 24230

Street Address: (If not the same as mailing address)

11600 Norton Coeburn Road
Coeburn, VA 24230

Telephone Number: **(276) 395-6500**

Facsimile Number: **(276) 679-1843**

Contact Person: **Terrence R. Collier**

Contact Person Phone Number: **(276) 395-6500**

State Contractor's License Number: **N/A**

Designated Employee Registered with the Virginia Board for Contractors: **N/A**

Page 4 of 20

General Information (continued)

9. Have you ever operated under another name? Yes X No _____

If yes -

Other name: **D. R. Allen & Associates**

Number of years in business under this name: **6**

State license number under this name: **N/A**

II. Bonding

Please have your Bonding Company execute a statement similar to the one at Attachment 1 and attach the completed and signed statement as Attachment 2 to this completed Form CO-16.

1. Bonding Company's name: **N/A**
Address:

Representative (Attorney-in-fact):

2. Is the Bonding Company listed on the United States Department of the Treasury list of acceptable surety corporations?

Yes ____ No ____

3. Is the Bonding Company licensed to transact surety business in the Commonwealth of Virginia?

Yes ____ No ____

III. Judgments

In the last ten years, has your organization, or any officer, director, partner or owner, had judgments entered against it or them for the breach of contracts for construction?

Yes _____ No X

If yes, please on a separate attachment, state the person or entity against whom the judgment was entered, give the location and date of the judgment, describe the project involved, and explain the circumstances relating to the judgment, including the names, addresses and phone numbers of persons who might be contacted for additional information.

IV. Convictions and Debarment

If you answer yes to any of the following, please on a separate attachment, state the person or entity against whom the conviction or debarment was entered, give the location and date of the conviction or debarment, describe the project involved, and explain the circumstances relating to the conviction or debarment, including the names, addresses and phone numbers of persons who might be contacted for additional information.

1. In the last ten years, has your organization or any officer, director, partner, owner, project manager, procurement manager or chief financial officer of your organization:
 - a. ever been fined or adjudicated of having failed to abate a citation for building code violations by a court or local building code appeals board?
Yes _____ No X
 - b. ever been found guilty on charges relating to conflicts of interest?
Yes _____ No X
 - c. ever been convicted on criminal charges relating to contracting, construction , bidding, bid rigging or bribery?
Yes _____ No X
 - d. ever been convicted: (i) under Va. Code Section 2.2-4367 et seq. (Ethics in Public Contracting); (ii) under Va. Code Section 18.2-498.1 et seq. (Va. Governmental Frauds Act); (iii) under Va. Code Section 59.1-68.6 et seq. (Conspiracy to Rig Bids); (iv) of a criminal violation of Va. Code Section 40.1-49.4 (enforcement of occupational safety and health standards); or (v) of violating any substantially similar federal law or law of another state?
Yes _____ No X
2. Is your organization or any officer, director, partner or owner currently debarred from doing federal, state or local government work for any reason?
Yes _____ No X

V. Compliance-

If you answer yes to any of the following, please on a separate attachment give the date of the termination order, or payment, describe the project involved, and explain the circumstances relating to same, including the names, addresses and phone numbers of persons who might be contacted for additional information.

1. Has your organization:
 - a. ever been terminated on a contract for cause?
Yes _____ No X
 - b. within the last five years, made payment of actual and/or liquidated damages for failure to complete a project by the contracted date?
Yes _____ No X
2. Has your organization, in the last three years, received a final order for willful and/or repeated violation(s) for failure to abate issued by the United States Occupational Safety and Health Administration or by the Virginia Department of Labor and Industry or any other government agency?
Yes _____ No X
3. Have any Performance or Payment Bond claims ever been paid by any surety on behalf of your organization?
Yes _____ No X

VI. Experience-

If your organization has multiple offices, provide the following information for the office that would handle projects under this prequalification. If that office has limited history, list its experience first.

1. Attach a list of all projects, giving address, size, dollar value, and completion date for each that your organization has **completed** in the last five years. Provide for each, the name, address, and phone number, for the Owner's and Architect's contact or representative. **See attached list**
2. Attach a list of your organization's projects in **progress**, if any, at the time of this statement. At a minimum, provide project names and addresses, contract amounts, percentages complete and contact names and numbers for the architects and owners. **See attached list**
3. If this statement is for a particular project, identify three projects from those identified in 1 and 2 above which are most relevant or similar to the project(s) for which you are seeking pre-qualification. **See the following.**

Experience (continued)

Job 1.

Name: **Virginia City Hybrid Energy Center**

Address: **Saint Paul, VA 24283**

Size of Project such as: (gross square feet, height, or stories plus sub-surface levels, total cost)
585 Megawatt Power Station

Owner's Name: **Dominion Resource Services, Inc.**

Address: **P.O. Box 25459, Richmond, VA 23260**

Phone Number: **276-762-2033**

Contact: **Rudy Yates**

Engineer's Name: **Maxim Engineering, Inc.**

Address: **11600 Norton Coeburn Road, Coeburn, VA 24230**

Phone Number: **276-395-6500**

Contact: **William C. Wallace, L.S.**

Final or current Contract Amount: **\$1.8 Billion (Estimate)**

Project Description, i.e., function of building and component building systems:

Maxim's work at Dominion's Virginia City Hybrid Energy Plant site began in April of 2006 with a 1700 acre property survey and continues to date. The following is a list of our clients and services provided:

- **Acin LLC - Initial property research and survey**
- **Dominion Resource Services, Inc.**
 - **Initial property survey, wetland delineation location survey, cemetery location surveys, borehole location surveys, pre-construction surveys, ash haulroad stakeout, site topographic surveys and volume calculations, various permit revisions, boundary fence construction survey**
- **Case Foundation - Surveying and mapping for caisson drilling and placement**
- **Vecellio & Grogan, Inc. - Control and construction survey**
- **Gantrex Crane Rail, Inc. - Construction layout surveying and mapping**
- **Ryan, Inc. - Control survey**
- **Natural Resource Services, Inc. - Site topographic survey and volume calculation**

Experience (continued)

Job 2.

Name: **Bear Creek Subdivision**

Address: **Wise, VA 24293**

Size of Project such as: (gross square feet, height, or stories plus sub-surface levels, total cost)
150 - Lot Residential Subdivision

Owner's Name: **Bear Creek Development, Inc.**

Address: **P.O. Box 300**

Phone Number: **276-393-0067**

Contact: **Ron Stidham**

Engineer's Name: **Maxim Engineering, Inc.**

Address: **11600 Norton Coeburn Road, Coeburn, VA 24230**

Phone Number: **276-395-6500**

Contact: **William M. Skeen, P.E.**

Final or current Contract Amount: **\$1,500,000 (Estimate)**

Project Description, i.e., function of building and component building systems:

This project is a private residential subdivision development just outside of Wise, providing much needed housing to Wise County. Phases 1 through 4 have been completed and include 111 lots. Phase 5 is in development and will add an additional 49 lots for a grand total of 150 lots. Maxim provided engineering and surveying for the subdivision lot layout, plus the design of water, sewer, streets, erosion and sediment control, storm drainage, and underground utilities (phone, electrical, and cable TV).

Experience (continued)

Job 3.

Name: **Southwest Virginia Regional Cancer Center**

Address: **671 Highway 58 East, Norton, VA 24273**

Size of Project such as: (gross square feet, height, or stories plus sub-surface levels, total cost)
20,000 SF

Owner's Name: **Wellmont Health Systems**

Address: **Burwil Construction Company, 620 Locust St., Bristol, TN 37621**

Phone Number: **423-968-4158**

Contact: **William H. Prince**

Engineer's Name: **Maxim Engineering, Inc.**

Address: **11600 Norton Coeburn Rd., Coeburn, VA 24230**

Phone Number: **(276) 395-6500**

Contact: **William M. Skeen**

Final or current Contract Amount: **\$6,500,000 (Estimate)**

Project Description, i.e., function of building and component building systems:

Maxim Engineering worked as a consultant to BurWil Construction Company to provide engineering and site design services including water and sewer design, stormwater management design, erosion and sediment control, and road design and site surveying.

4. Describe how your firm would staff this project:

Terrence R. Collier, PE will serve as Senior Principal in Charge of the project. A project manager would be named for each school. He will be in charge of a team of engineers, designers and surveyors. With a multi-disciplined staff of over twenty individuals, Maxim Engineering, Inc. has the capacity to provide comprehensive services for this project in a prompt and efficient manner.

5. Provide, as an attachment, a brief resume for the project manager and the superintendent most likely to be assigned to this project. Describe, for each, the background and experience that would qualify him or her to be a project manager or superintendent. Include in the resumes at least three (3) similar or comparable projects on which the proposed project manager and superintendent have served in that capacity or positions of similar or comparable responsibility within the last five years and the names, addresses and phone numbers of the Owner's and Architect's contact person for each. **Resumes are attached for Mr. Terrence R. Collier, PE, Mr. William M. Skeen, PE, Mr. Joey S. Mullins, EIT and Mr. William C. Wallace, LS. Each provided services for the projects previously listed.**

VII. Signatures

The undersigned certifies under oath that the information contained in this Statement of Qualifications and attachments hereto is complete, true and correct as of the date of this Statement.

Maxim Engineering, Inc.
(name of entity submitting this Statement of Qualifications)

By: Name of Signer (print) Terrence R. Collier
TR Collier
Signature

Title: President

Date: 08/03/2011

Notary

State of Virginia

County/City of WISE

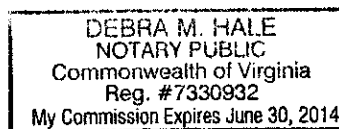
Subscribed and sworn to before me this 3rd day of August, 2011.

Debra M. Hale
Notary Public Signature

My commission expires:

June 30, 2014

Notary Seal:



Attachments:

1. Owner's Qualification Criteria
2. Surety Statement
3. Additional information, if any, provided under Sections III, IV, V
4. Additional information provided under Section VI

ATTACHMENT VI.1.

Attach a list of all projects, giving address, size, dollar value, and completion date for each that your organization has **completed** in the last five years. Provide for each, the name, address, and phone number, for the Owner's and Architect's contact or representative.

The following is a list of Maxim Engineering's major projects completed in the past 5 years:

Mullins Fork Sewer Project - Phase I, Pound, VA

Effluent Sewer System Serving 83Homes, \$1,680,000, Completion Spring 2011

Owner Contact: Wise County Public Service Authority, Wayne Watts, Director of Proj. Development 276-395-6780

Disinfection By-Products Abatement Project, Wise County, VA

Upgrades to Water Treatment Plant and Distribution System, \$736,000, Completion Spring 2011

Owner Contact: Wise County Public Service Authority, Danny Buchanan, Executive Director 276-395-6780

Fairgrounds Sewer Project, Wise, VA

Gravity Sewer System and Pump Station, \$500,000, Completion Summer 2010

Owner Contact: Wise County Public Service Authority, Wayne Watts, Director of Proj. Development 276-395-6780

Pound Water System Improvements - Phase I, Pound, VA

Line Replacement and Upgrades to Distribution System, \$1,404,000, Completion Summer 2010

Owner Contact: Town of Pound, Ms. Jackie Gilliam, Mayor 276-796-5188

Raw Water System/Dominion Power Plant, Wise County, VA

Line and Pump Station Providing Raw Water to Power Plant, \$1,700,000, Completion Summer 2010

Owner Contact: Wise County Public Service Authority, Danny Buchanan, Executive Director 276-395-6780

Banner-Sandy Ridge Water Project, Wise County, VA

New Water Line Extension and Pump Station, \$660,000, Completion Spring 2010

Owner Contact: Wise County Public Service Authority, Danny Buchanan, Executive Director 276-395-6780

Mountain Meadows Subdivision, Wise, VA

Survey and Design of 60-Lot Residential Subdivision, \$750,000, Completion Fall 2009

Owner Contact: Mountain Meadows, Milas Franks, 276-2759117.

Dunbar Community Water Project, Wise County, VA

New Water Treatment, Storage, and Distribution System, \$725,000, Completion Fall 2008

Owner Contact: Wise County Public Service Authority, Danny Buchanan, Executive Director 276-395-6780

Southwest Virginia Regional Cancer Center, Norton, VA

Site Design and Surveying for Cancer Center, \$6,500,000, Completion Summer 2008

Owner Contact: BurWil Construction Company, Bill Prince, Project Manager 423-968-4158

Lower Birchfield Water Project, Wise County, VA

New Water Treatment, Storage, and Distribution System, \$725,000, Completion Spring 2008

Owner Contact: Wise County Public Service Authority, Danny Buchanan, Executive Director 276-395-6780

North Fork Project, Pound, VA

10 Miles of Water Line, Pump Station, and Storage Tank, \$1,800,000, Completion Spring 2007

Owner Contact: Wise County Public Service Authority, Danny Buchanan, Executive Director 276-395-6780

South Fork and Water Project, Pound, VA

22 Miles of Water Line, \$3,187,000, Completion Fall 2006

Owner Contact: Wise County Public Service Authority, Danny Buchanan, Executive Director 276-395-6780

ATTACHMENT VI.2.

Attach a list of your organization's projects in **progress**, if any, at the time of this statement. At a minimum, provide project names and addresses, contract amounts, percentages complete and contact names and numbers for the architects and owners.

The following is a list of Maxim Engineering's projects currently in progress:

Mullins Fork Sewer Project - Phase II, Pound, VA

Effluent Sewer System Serving 66 Homes

Design Complete, In Bidding Phase

Owner Contact: Wise County Public Service Authority, Wayne Watts, Director of Proj. Development 276-395-6780

Stephens/Guest River Sewer Interceptor, Wise County, VA

4.5 Miles of Gravity Sewer Interceptor Serving Stephens and Guest River Communities

Design Complete, Under Construction 95% Complete

Owner Contact: Wise County Public Service Authority, Wayne Watts, Director of Proj. Development 276-395-6780

Coeburn Mountain Water System Improvements, Wise County, VA

Water Line Replacement and Upgrades, Booster Pump Station, and Storage Tank

Design Complete, Bidding Fall 2011

Owner Contact: Wise County Public Service Authority, Danny Buchanan, Executive Director 276-395-6780

Virginia City Hybrid Energy Center, St. Paul, VA

Surveying Services for Dominion Resource Services and Other Companies on the Project

Survey Work On-going, Under Construction, Estimated Completion Summer 2012

Owner Contact: Rudy Yaates, 276-762-2033.

Bear Creek Subdivision, Wise, VA

Survey and Design of 135-Lot Residential Subdivision

Phases I, II, III, and IV Complete, Phase V in Design - 75% Complete

Owner Contact: Bear Creek Development, Ron Stidham, 276-393-0067

Section 2 – Project Characteristics

2.a. – Description of the Project

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

** See Tab 2.a. – Description of the Project for this Proprietary/Confidential Information in Volume 2.*

Section 2 – Project Characteristics

2.b. – Work to be performed by Public Entity

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

Our experience in similar projects has shown that involvement and communication with the Owner will result in a successful project. The SBBCC/RRMM/Maxim team looks forward to working closely with Wise County Public Schools and all other stakeholders during all phases of this project. Our team expects the Owner to perform the following functions:

1. Provide input and performance requirements during Phase II of the PPEA process for this project.
2. Proceed immediately and in accordance with the schedule with final site selection land purchase so that site design can commence without delay for the unidentified site of Central High School.
3. Immediately issue a Memorandum of Understanding.
4. Proceed immediately with final contract negotiation and award.
5. Provide any available geotechnical information, existing utility information and surveys.
6. Attend and participate in Planning, Programming, Pre-Construction and Construction Programming meetings.
7. Assist the SBBCC team by providing all required information as needed to facilitate the procurement of zoning, land use, or building permits.
8. Apply for Water & Sewer services and pay tap and service fees.
9. Obtain verification by October 15, 2011 that bond funding will be available no later than March 15, 2012.
10. Work in cooperation with SBBCC and RRMM to submit all initial and follow-up registrations for LEED certification of the project, if this certification is desired.
11. Review and approve the design throughout the entire process. Provide early responses on all requests for material or system approvals.
12. Designate one individual to be available throughout the entire course of construction to address issues that require Owner input. This person needs final decision-making power.
13. Review and approve application for payments.
14. Review and approve any requirements to utilize the Construction Contingency.

Section 2 – Project Characteristics

2.c. – Permits and Approval

2.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.

Site Plans

The Wise County Planning Commission must review and approve a Site Plan for each new school. Union High School is situated in the A-RR Zoning District which covers 72 percent of the county and allows for schools, so no changes will be required. Zoning will have to be evaluated for the Central High School site when it has been selected. Required as part of the initial submittal is a Phase 1 Environmental Survey. Also required is a plan view showing property lines, adjacent property owners, pre-and post-development contours, placement of structures, stormwater drainage features, streets and traffic routing, parking, vegetation and utilities including water and sewer extensions and electrical service. Virginia Department of Transportation approval is required before the commission will grant final approval. The Planning Commission review includes public participation through notice and a public hearing on each site. The Planning Commission will not charge any fees for its actions since these are county buildings. Preparation time is estimated at three to four months. Review time is anticipated at two to three months. School board review time must be added to this schedule.

Building Permits

The Wise County Building Official will conduct a review of the Site Plan and Building Plans for all facilities. Reviews will be in accordance with the Uniform Statewide Building Code. The applicant has the option of submitting plans for a Grading and Placement permit prior to the Building Plans to allow site grading to begin while the Building Plans are being prepared or reviewed. A Geotechnical Report detailing soil characteristics, depths to bedrock and groundwater levels will also be reviewed as part of each application. Recommendations from the Geotechnical Report must be incorporated into the building foundation design and cut and fill slopes on each site. It is expected that the Building Plans will require six to eight months to complete. Review should be completed in about one month after they are submitted. No fees will be required for review of the plans or for the Building Permit. School Board review time must be added to this schedule.

Section 2 – Project Characteristics

2.c. – Permits and Approval

Stormwater Plans

The Wise County Building Official is the permit-issuing authority for the land-disturbing activities within the county under the auspices of the Virginia Department of Conservation and Recreation. A Stormwater Pollution Prevention Plan (SWPPP) will be submitted to this office for review. The SWPPP is a document that identifies potential sources of pollution that may reasonably be expected to affect the quality of stormwater discharges from the construction sites or associated activities. The Wise County Building Official will not require fees for these actions, but the Virginia Department of Conservation and Recreation will require a fee (currently \$400) for each site. Times for preparation and review will be concurrent with Site Plan preparation and review.

Health Department and DEQ

Plans for water connections must be reviewed and approved by the Virginia Department of Health, and sewer connections by the Virginia Department of Environmental Quality, both located in Abingdon, Virginia. The Union High School site will connect to existing water and sewer service lines from the Town of Big Stone Gap. The utilities cannot be located with certainty until the grading plans are completed and building locations are set. Design time is estimated at three months. Review time is estimated at two months.

Highway Permits

A separate construction entrance may be needed for the Union High School site. Otherwise, the current access points will probably continue during school operation. The Virginia Department of Transportation will require an entrance permit for each entrance to a state highway. Permit fees and performance bonds will be required for each project. Preparation time is expected to be about two months. Review will be conducted by both the Wise Residency and the Bristol District office. Review/approval time is expected to take two months.

Electricity

Power transmission lines owned by Old Dominion Power Company provide electrical service to the current Union High School and will also serve the new school. No permits are anticipated for this work.

Section 2 – Project Characteristics

2.d. – Adverse Impacts

2.d. Identify any anticipated adverse social, economic and environmental impacts 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.

There have been significant discussions of the social and economic impacts associated with construction of new schools in the county over the past three years. Social impacts have centered on the benefits and shortcomings of consolidated schools versus smaller community schools. Economic considerations have focused on the initial capital expenditures and cost savings over time. These issues have been resolved by the citizens of Wise County and the School Board, and the decision has been formalized by a vote to consolidate the high schools. With the beginning of the 2011-12 school year three of the county's high schools have been closed, and their students have been assigned to the three remaining schools.

The Wise County Comprehensive Plan, adopted in 1998 and revised in 2004, provides a template for growth in the county. The projects will be designed and constructed to comply with the Wise County Zoning Ordinance. At this point in time, it appears that the projects are compatible with the Comprehensive Plan. No special use permits or proffers are anticipated to be needed. The Union site will be a continuance of the existing land use and should present negligible impacts. When the other site has been selected, it will be reviewed to determine compatibility with the Comprehensive Plan and Zoning Ordinance.

The SBBCC/RRMM/Maxim team recognizes and appreciates the time and effort that the concerned residents of Wise County have expended during this discussion, and we realize that significant opposition undoubtedly remains to this revised plan to construct these new schools. While no decision of this order of magnitude will ever be made without opposition at the local level, it appears that a significant majority of the local governing authorities support this proposed enhancement of school facilities. If our team is honored with your selection, we will make every effort throughout the design, preconstruction and construction phases to minimize disruption to on-going scholastic and athletic activities and to make the smallest possible negative impact to the local communities where these new schools will be located.

Section 2 – Project Characteristics

2.e. – Positive Impacts

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

It has been determined by Wise County Public Schools and the community-at-large that the existing site of Union High School is the ideal location for the placement of this new, world-class high school facility to meet the needs of the current and future generations of students that it will serve.

This specific location has served the needs of the community for many years, and by choosing it as the site for the new high school, there will be tremendous benefits both by the continuity of service, as well as economic and social benefits to the entire community.

Since the existing school has already been at this location for many years, there will be no meaningful change in the traffic patterns or utility service requirements than exists currently.

The new Union High School designed and built by the SBBCC/RRMM/Maxim team will provide enhanced educational features and facilities, as well as superior space uses that can be utilized by the entire local community for many other cultural and socially-focused activities.

Economically, the new Union High school will provide an excellent basis of improvement for the community, not only through the enhanced educational capabilities provided to the students themselves, but for all of Wise County through improvements in the real-world skills and directly applicable job-oriented strengths that can be derived through exposure to the latest and most up-to-date technologies that the new school will provide. Graduates should be able to receive a standard of education that better equips them to move on to superior higher education opportunities as well as being better prepared to become productive employees for regional businesses.

In an extended manner, this statement by Wise County that it is willing and able to make this aggressive move towards providing the finest attainable education opportunities for its youngest citizens sends an extremely positive message to any businesses that may be considering expanding their operations in the region or in relocating to the area. One of the highest ranking considerations for potential new businesses is the quality of life in any area, and near the top of this determination is the state of the local schools. Wise County will be second to none in this category and will be able to more successfully market the region to prospective new commercial interests.

Section 2 – Project Characteristics

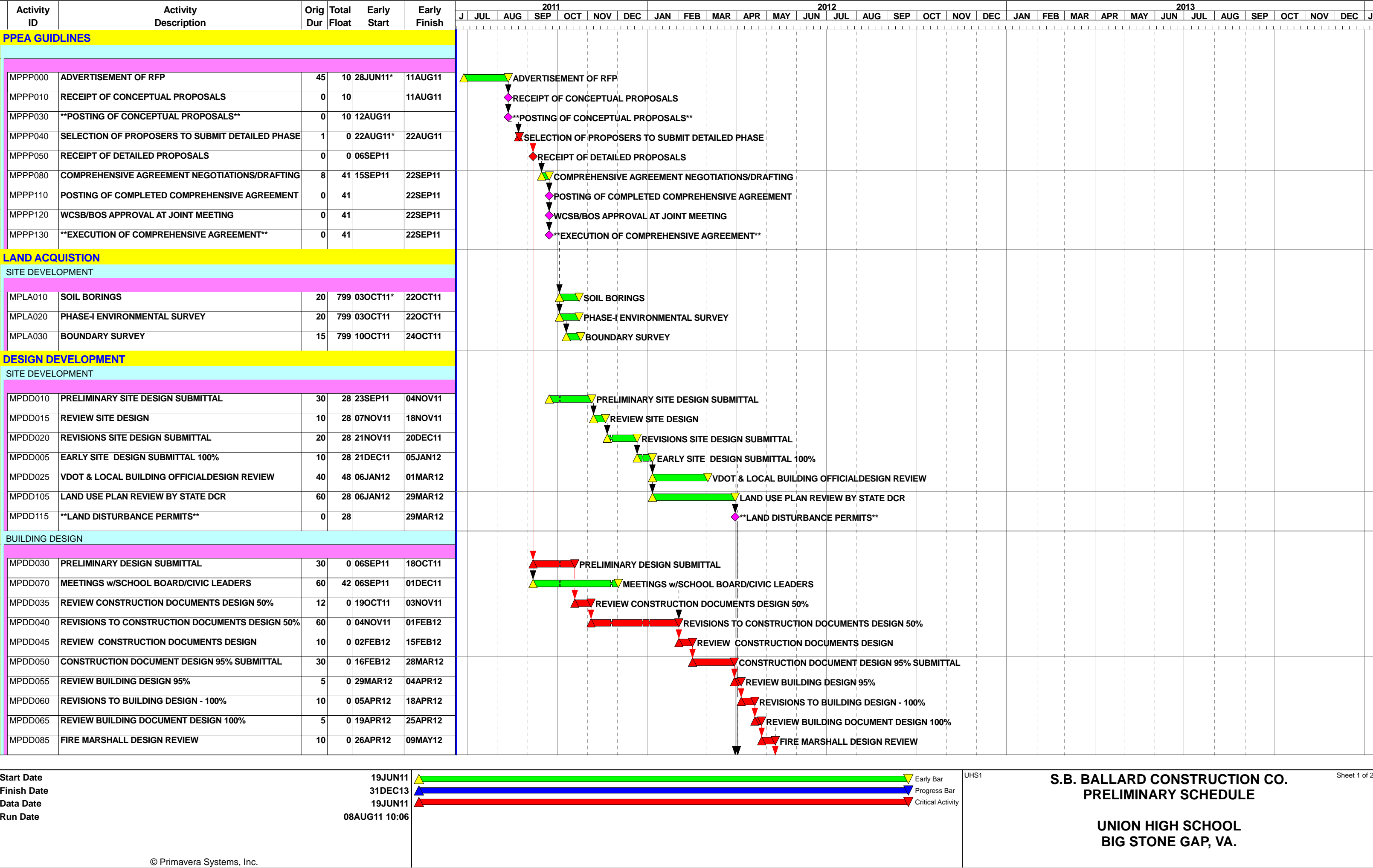
2.f. – Schedule

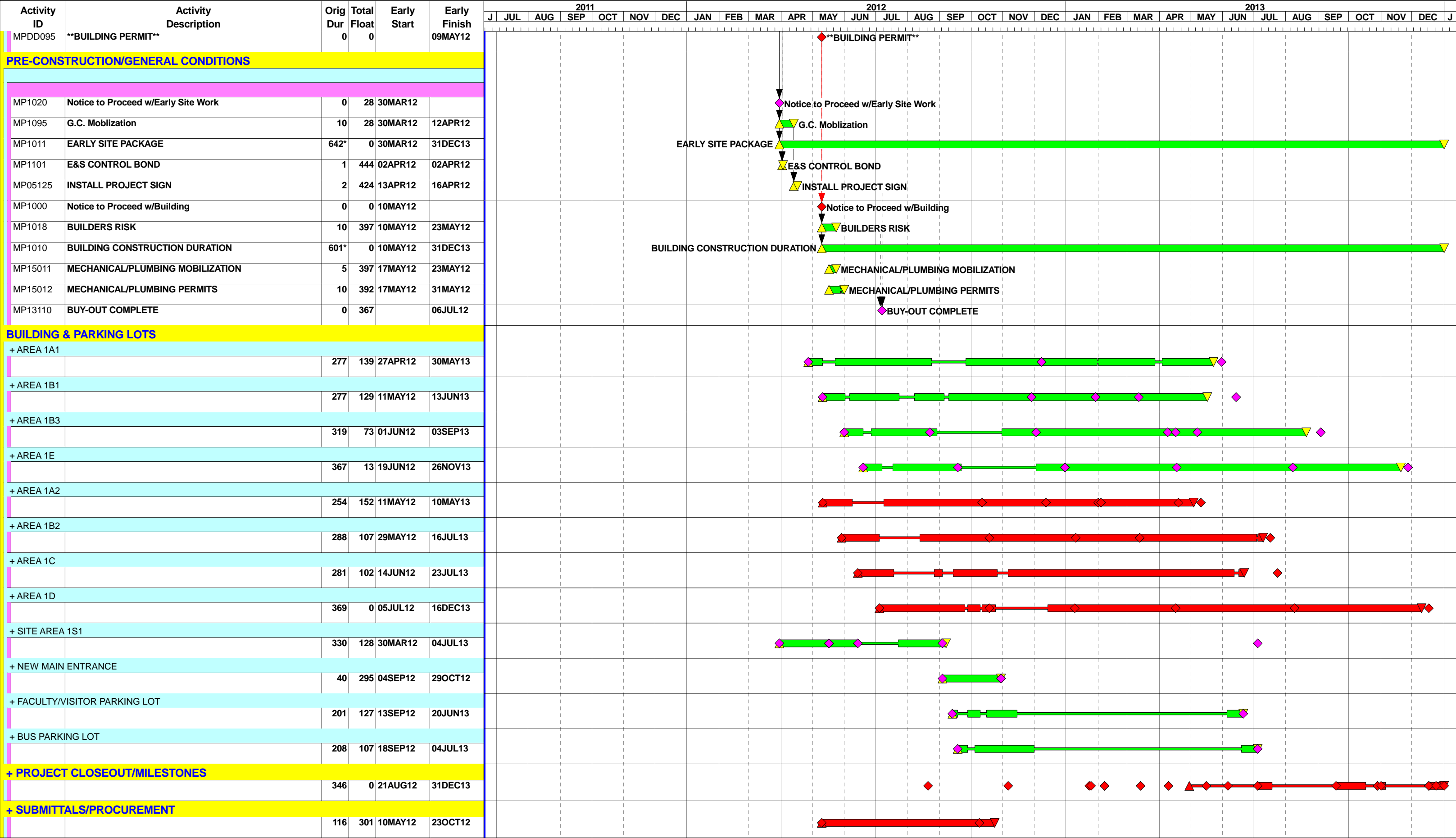
2.f. Identify the proposed schedule for the work on the project, including sufficient time for the Board's review, and the estimated time for completion.

To best describe and demonstrate our proposed approach to the design and construction of these new schools we have developed the attached SBBCC Preliminary Project Schedule dated August 11, 2011.

We have generated our schedule using the anticipated date of 9/15/11 for the issuance of an interim agreement and then structured all subsequent activities starting from that juncture. To better illustrate the pre-design and design/development requirements of the project, we are choosing to designate separate sub-categories for site development design and building design. This is due to two primary reasons: the engineering disciplines required for site development and land use plans work independently but cooperatively with the balance of the design team. Also, the need to commence the site work in advance of the construction phases for the buildings, and the totally independent and often time-consuming state-level permit procurement process mandated for several of the Central High sites under consideration, predicate the need for an extremely aggressive approach for this segment of the design process.

We have also presented some slight enhancement in detail of the various milestones to be met throughout the site development phase, while we believe it is beneficial to also clearly define time-lines and durations for specialized applications, specific permits required, and the estimated review periods involved.





Section 2 – Project Characteristics

2.g. – Assurance for Timely Completion

2.g. Propose allocation of risk and liability for work completed beyond the agreement's completion date and assurances for timely completion of the project.

S.B. Ballard Construction Company has a long history of successfully completing all projects entrusted to us on or ahead of schedule. In over three decades of business operations, we have never missed a date for beneficial occupancy by the Owner. The team has carefully considered this project and all of its unique characteristics and, after extensive consultation, has prepared the preliminary schedule attachment included 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.

SBICC anticipates that a CPM schedule including up to 3,000 identified activities will be produced initially and maintained during the project duration. This schedule will include all national holidays as well as NOAA weather data applicable to Wise County that shows average adverse weather days. This information will be input to the CPM schedule.

SBICC also anticipates constructing ring roads around the entire building perimeters to assure that masonry and steel erector contractors have unimpeded access to the buildings at all times. We will further engage the awarded site contractor to keep adequate equipment and staff on-site to manage the maintenance and upkeep of temporary entrances and access roads, including minor snow removal requirements. This program will be further explained during our oral presentation if invited to proceed further on the project.

That being said, a prudent Owner would require additional assurances that the project will be completed in accordance with the terms and conditions of the agreement. Accordingly, SBICC has included the cost of providing 100% Payment & Performance Bonds to Wise County Public Schools as a Guarantee that the work will be completed in accordance with the schedule. In order to further protect the interests of the school district, we would recommend that a daily damages value be established to reimburse the Owner for certain irretrievable costs incurred should the facility not be completed for its primary use on schedule.

Section 2 – Project Characteristics

2.h. – Assumptions to Ownership, Operation and Use

2.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.

Wise County Public Schools will retain the same ownership rights and responsibilities on these new facilities as it does currently on any other school it operates, including legal liability, law enforcement, and ongoing operation of the complex.

SBGCC does not recognize or mandate any restrictions on the Board's use of the project following the issuance of the Certificate of Occupancy.

Section 2 – Project Characteristics

2.i. – Phased Openings

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

At this time, SBBCC does not anticipate any partial occupancy of the project. As the project schedule is further defined, we would be happy to cooperate with Wise County Public Schools to review this potential, should the need arise.

SBBCC anticipates that Owner-contracted Technology Equipment and Loose Furnishings FF&E activities and other “move-in” work would be desirable, occurring 60 to 90 days prior to the final turnover of the building 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 this transition.

SBBCC has done this many times in the past and have 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.

Section 2 – Project Characteristics

2.j. – Contingency Plans

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

S.B. Ballard Construction Company has an exceptional reputation for delivering difficult and complicated projects on time and on budget. We develop aggressive schedules for projects and diligently work with our subcontractors to include their input and their contractual acceptance of the schedule. Results of efficiency and productivity have solidified our reputation and that of our subcontractor associates as always completing every project on time and on budget.

When planning and forecasting scheduled work activities, SBBCC will follow-up on subcontractor progress as well as materials scheduled for delivery on a weekly basis. Items identified during the submittal process as long lead-time items are noted as such on the project schedule and their manufacturing/delivery progress is carefully monitored. Delays that could negatively impact project schedules are identified early where effective mitigating action can take place. This follow-through reinforces to our subcontractors that maintenance of the project schedule is of the utmost importance on our projects.

In the unfortunate event that major delays are realized, SBBCC will without delay reevaluate the schedule and make adjustments as necessary. This adjustment may require a number of actions including, revised work sequencing, extended work hours, and/or supplemental crews. Ultimately a revised schedule is issued showing the recovery items necessary.

Should circumstances beyond the control of the SBBCC team negatively impact the planned course of construction so severely that the planned occupancy date is doubtful, our management team will review options with Wise County Public Schools that will meet their immediate needs.

Section 2 – Project Characteristics

2.k. – Standards

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

The project will be built in full compliance with the following national and international code requirements:

International Building Code (IBC), 2006 Edition

NFPA 101 Life Safety Code

NFPA 220 Standard on Types of Building Construction

Uniform Federal Accessibility Standards (UFAS)

Americans with Disabilities Act and Architectural Barriers Act Accessibility Guidelines, 2004 Edition

In addition, the SBBCC/RRMM/Maxim team commits to design and construct the new school facilities to allow for achievement of LEED Certification. Further, should the Board deem it beneficial to expend the additional expense and time required, we will provide complete information on enhancing the certification level to LEED Silver or Gold.

Section 3 – Project Financing

3.a – Preliminary Estimate

3.a. Provide a preliminary estimate and estimating methodology of the cost of the work by phase, segment or both.

** See Tab 3.a. – Preliminary Estimate for this Proprietary/Confidential Information in Volume 2.*

Section 3 – Project Financing

3.b. – Anticipated Cost/Funds Schedule

3.b. Submit a plan for the development, financing and operation of the project showing the anticipated schedule on which funds will be required. Describe the anticipated costs of and proposed sources and uses for such funds, including any anticipated debt service costs. The operational plan should include appropriate staffing levels and associated costs based upon the Board’s adopted operational standards. Include supporting due diligence studies, analyses, or reports.

** See Tab 3.b – Anticipated Cost/Funds Schedule for this Proprietary/Confidential Information in Volume 2.*

Section 3 – Project Financing

3.c. – Assumptions

3.c. Include a list and discussion of assumptions underlying all major elements of the plan.

- Our proposal assumes that the Owner will expedite and finalize the land purchase required for Central High School allowing for construction on Central High School to commence approximately six (6) months following the start of Union High School. We further assume that the Owner will issue an interim comprehensive agreement on or before September 15, 2011, that initial design programming sessions will start immediately after the interim agreement has been reached, and that the final contract award and a Notice To Proceed will occur on or before March 15, 2012.
- We have assumed that the Site Allowance as stated in our proposal for Union High School will be sufficient to perform all required site-related and civil engineering requirements pending the final approved site design and plans. No additional expenses for any item referenced is included by us outside of the site allowance amount.
- Our proposal for the combined schools is based on the premise that the site work costs for the Central High School campus will match those anticipated for the Union High School campus.
- The “Educational Program Space Summary” provided with the RFP is the basis of our proposal.
- Please see additional information in Section 2.a, Volume 2.

Section 3 – Project Financing

3.d. – Risk Factors

3.d. Identify the proposed risk factors and methods for dealing with these factors. Describe the methods and remedies associated with any financial default.

Please see Section 3.b.

Section 3 – Project Financing

3.e. – Resources

3.e. Identify any local, state or federal resources that the proposer contemplates requesting for the project along with an anticipated schedule of resource requirements. Describe the total commitment, if any, expected from governmental sources and the timing of any anticipated commitment, both one-time and on-going.

Please see section 3.b.

Section 3 – Project Financing

3.f. – Revenue Sources

3.f. Identify the amounts and the terms and conditions for any revenue sources.

Please see Section 3.b.

Section 3 – Project Financing

3.g. – Disqualification of Tax-Exempt Financing

3.g. Identify any aspect of the project that could disqualify the project from obtaining tax-exempt financing.

We know of no circumstances or conditions inherent to our proposal that would result in the disqualification of this project for implementation of tax-exempt financing.

Section 3 – Project Financing

3.h. – Board Obligation

3.h. Identify the need, if any, for the Board to provide either its general obligation or moral obligation backing. The underlying assumptions should address this need and/or state that the credit would be via a “Service Agreement,” for example. Any debt issuance should be expected to receive an investment grade rating from a nationally recognized statistical rating agency. If the natural rating is not investment grade, the Board may require the use of credit enhancements.

Please see Section 3.b.

Section 3 – Project Financing

3.i. – Impact of Interest Rates

3.i. Outline what impact, if any, a drop in interest rates would have on the ultimate annual project cost. Indicate if there is a method to refinance for cost savings or does the firm only receive benefit of this potential?

Please see Section 3.b.

Section 3 – Project Financing

3.j. – Financial Penalties

3.j. Outline the financial penalties, if any, that would result should the Board wish to terminate a project early or restructure the cash flows for some reason of its own choosing. The firm should be specific on this point.

Please see Section 3.b.

Section 3 – Project Financing

3.k. – Fees

3.k. Provide a breakout of the fees to any underwriting firm(s) and the type of obligation the firm(s) are using with a financing component. Be specific as to tax-exempt, taxable, floating rate, fixed rate, etc.

Please see Section 3.b.

Section 4 – Project Benefit and Compatibility

4.a. – Community Benefits

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

All residents of Wise County should be able to derive benefits from the completion of this new improved school facility.

Initially, as referenced in Section 1.g, the SBBCC program to maximize the level of participation by local trade contractors and material suppliers will generate enhanced opportunities for well-paying jobs in their own communities. This of course translates into increased tax revenues, both from sales tax receipts as well as personal and corporate income taxes.

Additionally, the local economy and property owners in the neighborhoods of the two selected sites will derive the benefits as we have covered in Section 2.e. Through the enhanced development of one of the other two locations under review for the new Central High School, establishing a modern and attractive public school in the area will have completely positive results, both to the locally dependent business in the particular area and to the property owners, who will see their values increase due to these substantial neighborhood facilities.

The Wise County Public School system itself will of course benefit tremendously from the reduction in both operational maintenance costs as well as excessively high staffing expenses by going to two (2) new, up-to-date and energy-efficient schools, built to take full advantage of available system applications to minimize maintenance and maximize the useful life of each school.

Finally, as further discussed in Section 2.a, the SBBCC/RRMM/Maxim team is anticipating finalizing the design for the schools around a duality of purpose which will increase the facilities capabilities to serve as a center for community activities as well as a state-of-the-art education source.

Section 4 – Project Benefit and Compatibility

4.b. – Public Support

4.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.

Regarding governmental support or opposition, following considerable discussion and debate, a substantial majority of both the School Board and the Board of Supervisors have voted to support and provide financing for these two new schools. The SBBCC/RRMM/Maxim team pledges to assist the School Board in any way possible to mitigate any opposition to the concept of the plan itself, while always conducting all of our design/development and construction phase activities in an open, honest, and community-conscious manner. We anticipate that this professional approach of mutual consideration and courtesy will, at the very least, minimize any overt opposition on the part of any local jurisdictional authority.

As regards the support and/or opposition of certain segments of the resident population, there is very little that our team can do to eliminate residual resentment on the part of certain residents who simply don't want to lose their traditional local school through the consolidation plan which has been recently completed in the County. We can however give them very little legitimate reason to generate additional future disappointment and resentment towards the process of designing and construction the new schools.

To start this process of communication, Mr. Ballard would request a public meeting just prior to the start of construction with civic leaders and local residents to make sure that the previous series of meetings held to inform the public have addressed all their questions and if not, to better describe the schedule, intended progress of construction and the overall process.

SBBCC prides itself on maintaining project sites in a “community-considerate” manner. Since such a large proportion of the work we engage in takes place on active, fully occupied campuses that can not tolerate unsafe, unsanitary, or excessively loud or disruptive activities, we have developed our own company-wide procedures that assure that a S.B. Ballard Construction site is a good neighbor, not a disruptive location where traffic is snarled, streets are covered in mud, and lights and construction noise are prevalent and objectionable at all times of the day or night.

On your project we will incorporate our Best Site Practices techniques such as:

- Construction entrances with wash stations to assure that mud stays on-site, not the streets.
- Daily washing and sweeping of any earthen debris that does manage to migrate off-site.
- Multiple full-time staff whose full focus is to assure that the site remains clean & safe.
- Coordination of deliveries to minimize road traffic during local peak traffic times.
- Clearly defined safety signage and traffic control measures when required to assure safety.
- Perimeter fencing and lockable gates to assure that the site is not a danger to local resident children, pets, or domestic animals.
- Consideration of local residents by notifying them well in advance of certain unavoidable noisy activities.
- Coordination with local governing authorities to assure that there is no lack of communication regarding what is going to be happening on-site and when it is scheduled.

Section 4 – Project Benefit and Compatibility

4.b. – Public Support

Our goal is to always make sure that the local neighborhoods and businesses encounter very few inconveniences throughout the project duration, and we have an extensive number of satisfied client references to verify that this is indeed our standard mode of operation.

Section 4 – Project Benefit and Compatibility

4.c. – Public Outreach

4.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 SBBCC/RRMM/Maxim/KCC team will implement a proactive outreach program geared toward the general public, the business community, and local and state governments.

Our outreach to the local business community will be conducted in accordance with the steps we've outlined previously in Section 1.g, by utilizing a series of invitations to open-house style meetings through which we can maximize the level of participation from Wise County business and trades people. Today's economy typically provides fewer opportunities than in the past and the community response to our efforts is generally extremely well received.

Local governments and government agencies will be notified through required permit applications, utility connection applications and the like during the design development. State agencies affected by the project will be contacted for their involvement early during the design development. Stakeholder agencies will be involved to provide programming input into the initial design while VDOT and DCR will be involved early to assist in advancing the project through their pre-established guidelines.

SBBCC will set-up and maintain a website dedicated exclusively to carry updates on the progress of the project, from the design/development phase and continuing up through final occupancy. In addition after the start of construction we will provide a 24-hour webcam that shows the actual progress of activity on the site.

Finally, for all those residents that can not easily access information electronically, we will periodically schedule a town hall meeting in a local venue that residents may attend to receive project updates and status reports about this new addition to their community from SBBCC/RRMM/Maxim team management professionals.

Section 4 – Project Benefit and Compatibility

4.d. – Compatibility

4.d. Describe the compatibility of the project with local, regional and state economic development efforts.

There should be little question that the project is compatible with local, regional, and state economic development efforts. The project provides clear benefits for the current and future student population of the County, while the overall health and well-being of any region is directly tied to the capabilities of its public school system.

Wise County as a whole should realize a multitude of benefits associated with establishing and maintaining a world-class school system. Modern, up-to-date, and technologically advanced educational facilities translate directly into enhanced performance on the part of the student body. Also, when the school environment is one where the students and staff are able to experience a general feeling of well-being and satisfaction with their surroundings, this generates increased feelings of pride and personal accomplishment, both of which are proven to help in reducing the level of drop-outs among a student population.

Increasingly improving educational standards and capabilities also are tied directly to enhancing the overall quality of the local work force, a critically important first step in efforts to attract new business investment to an area. Businesses considering an expansion into a new area look at a great many different factors; a community that demonstrates an understanding that the future of any area is directly related to the quality of its school system rate very high on such lists, while an area that is willing to see the future of its children compromised is rarely given a second look.

Through this aggressive and assertive statement of confidence in the future of their community and region, Wise County Public Schools is making the strongest possible announcement that while other areas may delay until there's little to build on, they see the future through the opportunities available to their children.

Section 4 – Project Benefit and Compatibility

4.e. –Compatibility with Comprehensive Plan

4.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.

Having been issued under the direction of the Board, the project is completely compatible with the comprehensive plan that guides its actions.

In addition, Wise County Public Schools is engaged in an in-depth, exhaustive analysis of the various sites under consideration for the location of the new Central High School campus, all the while being mindful of the various benefits and shortcomings of each site as it applies to land use, building standards, and infrastructure and traffic plans.

The School Board and the Board of Supervisors have established the budget that it acknowledges can be afforded by the County and the SBBCC/RRMM/maxim team has shown in Section 3.a that the budget projection is valid.

Overall, the compatibility level of this project with the guidelines as established by Wise County Public Schools is in complete harmony with the region’s ability to support it, both financially and, through a moderate modification of infrastructure, to enable it.

Section 4 – Project Benefit and Compatibility

4.f. – SWaM Participation Efforts

4.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:

i) minority-owned businesses;

(ii) woman –owned businesses;

and (iii) small businesses.

SBBCC has substantially addressed this issue previously in Section 1.g.

In addition to those comments related to the various methods we intend to utilize to enhance the participation of local SWaM firms with the project, 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 historically gain exceptional results.

We routinely not only 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%.

In addition to the methods outlined early in this proposal, we also engage in numerous other avenues that are structured to enhance these accomplishments, such as our Mentor/Protégé program and Joint Ventures with smaller general contracting firms so that they gain experience working on larger public and private projects.

We are seriously invested in continuously improving the selection of quality trade contractors in the various regions we conduct our operations in throughout the Southeast and have found that the most reliable way to accomplish this is through a nurturing process that enables smaller disadvantaged companies to be involved on projects they might otherwise never aspire to.

We are extremely proud of this record of accomplishment in a program that has had only winners; the SWaM firms we engage through enhanced opportunities, our own SBBCC operations management team through acquiring excellent trade contractors to draw on, and the Clients we serve have all benefited from these efforts which we intend to continue in Wise County on your new school project.



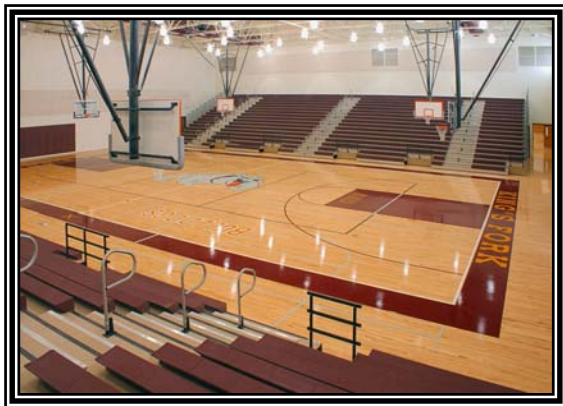
New High Schools
Wise County, Virginia

Design and Construction PPEA

August 11, 2011

Volume 2 – Proprietary Information

ORIGINAL



*Kings Fork High School
Suffolk, Virginia
Designed and Constructed by S.B. Ballard and RRMM*



S.B. Ballard Construction Company

2828 Shipps Corner Road
Virginia Beach, Virginia 23453
Phone: 757.440.5555
Fax: 757.451.2873
www.sbballard.com

RRMM Architects

129 W. Virginia Beach Blvd.
Norfolk, VA 23510
Phone: 757.622.2828
Fax: 757.622.2430
www.rrmm.com





S.B. BALLARD
CONSTRUCTION
COMPANY

August 11, 2011

Mr. Ron Vicars, Director of Business & Finance
Wise County Public Schools
628 Lake Street
Wise, Virginia 23293

Re: PPEA Proposal for Two (2) New High Schools

Dear Mr. Vicars:

S. B. Ballard Construction Company (SBBCC), in association with RRMM Architects and Maxim Engineering, is pleased to present this Public-Private Education Facilities Act (PPEA) proposal to Wise County Public Schools for the design and construction of two (2) new high schools as per the Request for Proposals issued by your office June 28, 2011

We are very excited at the prospect of being able to design and build these much needed new replacement facilities for Wise County Public Schools. We welcome the opportunity to participate as your Design/Build partner as we all work together continuing to fulfill your goals to enhance the educational facilities of Wise County.

We have assembled an energetic, diverse, and highly experienced team to handle all aspects and elements needed to bring this project to fruition. This team and its offer to Wise County Public Schools provide an economical, effective, and efficient solution to meet the critically pressing need for new schools, in a very timely manner and with numerous benefits over the design-bid-build method currently in use.

Please note that as per Paragraph D. of the RFP, we have separated our proposal into two volumes. Kindly note that we consider Volume 2 to be excluded from public inspection and release under the Wise County Public Schools PPEA Guidelines Revised September 2008 and the Virginia Freedom of Information Act.

We plan for the labeled 'Volume 2 Proprietary/Confidential' submissions to be part of our overall proposal, but we believe these materials are excluded as per the cited provisions. Accordingly, we ask that Wise County Public Schools agree to accept these materials in confidence, exclude them from public inspection and release, and take appropriate action to protect them from disclosure.

www.sbballard.com

2828 Shipps Corner Rd. • Virginia Beach, Virginia 23453 • (757) 440-5555 Fax (757) 451-2873



S.B. BALLARD
CONSTRUCTION
COMPANY

Protection of these materials is necessary because they constitute at least one (1) of the following: (i) trade secrets of the proposer as defined in the Uniform Trade Secrets Act, (ii) financial records of the proposer that are not generally available to the public through regulatory disclosure or otherwise, and (iii) records related to the proposal that, if made public prior to the execution of an interim agreement or a comprehensive agreement, would adversely affect the financial interests or the bargaining position of the SBBCC/RRMM team or Wise County Public Schools.

We look forward to the next step in this review process and are ready to devote all necessary resources required to immediately partner with Wise County Public Schools on this exciting and challenging opportunity. I and additional members of our team will be available to address your questions and comments or to assist in any additional ways possible that you may require.

Please feel free to contact me directly at 757-440-5555.

Cordially yours,

Stephen B. Ballard
President/CEO

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

www.sbballard.com

2828 Shipps Corner Rd. • Virginia Beach, Virginia 23453 • (757) 440-5555 Fax (757) 451-2873

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Section 1 – Qualifications and Experience

1.e. – Financial Statement

1.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.

Please see attached.

Section 2 – Project Characteristics

2.a. – Description of the Project

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

The prototype 750 student high school facility design proposed by the Design/Build team of SBBCC/RRMM/Maxim for Wise County Public Schools incorporates the perfect combination of materials and applications to create a campus which we feel meets the requirements and exceeds the expectations of you, our client. It is important at the onset of these comments to state that this description is to be considered preliminary in content and nature and, as such, is anticipated to change significantly until the final designs have been determined. We expect and very much desire that Wise County Public Schools will be an active and interested participant in both the Programming Charrettes, as well as all subsequent design development discussions that are scheduled to resolve all design issues for both new schools; a process that will truly allow the entire team to arrive at an end-result of which we all can be very proud of for a great many years.

While this description is indeed preliminary and conceptual in content, it also accurately provides a series of “baseline” applications that will not be diminished in any way unless it is at the express request of the Owner. Our intent is not to mandate a specific application or to limit the input and creativity of the residents of Wise County, but we believe it is in everyone’s best interest to establish these guidelines.

We have utilized the “Education Program Space Summary” for a prototype 750 student school, a document provided by the Owner during this RFP phase. It is important to note that we have made the following assumptions regarding the dedicated space allocations and the overall building net SF area:

- Our proposed plan is based on the construction of two prototype schools, each with a total net square footage area of 131,680 SF, including the auditorium. We believe it is perfectly matched to provide all of the area allocations stated in the Space Summary, and is in fact, still considerably larger than what is required to meet your stated needs. At 131,680 SF it significantly exceeds 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.
- For this initial conceptual submission we have provided a full compliment of all listed designated spaces and amenities for each school, including the Auditorium.

Throughout this conceptual process, we have assumed and made significant provisions for the new schools to be capable of receiving certification as LEED facilities, should this be desired by the client. Each school building itself has been designed to maximize energy efficiency and to assure that the end products meet the highest standards of quality, while being capable of exceptional longevity.

Section 2 – Project Characteristics

2.a. – Description of the Project

Associated with this requirement we have distinct primary entrances that are inter-connected by a central spine corridor that connects 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, Food Court, Gymnasium, Auditorium, Administrative) during non-school hours to facilitate the use of the new schools by the residents of Wise County for various social groups, civic clubs, etc. so that the entire county realizes direct benefits from this new investment on their part.

The classroom wings are proposed as two-story structures in order to conserve limited land area and provide the most cost-effective solution. 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 will be oriented to the sun to the greatest extent possible, in a way to maximize the opportunities for effective natural lighting strategies and to provide a courtyard space for outdoor classrooms and dining.

We believe that the natural lighting strategies that have been developed by the SBBCC/RRMM/Maxim team represent some of the most truly cost-effective and energy saving techniques employed in modern schools and are integral to LEED certification. The major elements of the new school will be oriented on the site to take advantage of the east-to-west path of the sun. Clerestory windows, light shelves, white primary roofs, roof monitors and interior light baffles 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. Additional sustainable design features and applications we propose to maximize the energy efficiency of the building and that are required contributors to achieving LEED certification include:

- Exterior vision windows will be glazed with double-insulating Low-E glass units.
- An energy-efficient building shell with thermal barriers will be used throughout.
- Quantity of indoor contaminants will be minimized by the use of low VOC products.
- Maximize the use of regional and recycled materials throughout the project.
- Minimize the volume of landfill debris through a carefully structured and strictly managed program of separation and recycling.
- Light colored roofing materials will be used to reduce heat gain and reflect sunlight into roof monitors and windows for daylighting.
- Occupancy sensors will be provided in all rooms so that lighting in vacant rooms will automatically switch off.
- Indirect fluorescent lighting will be installed throughout the school. The lighting will be dimmable and controlled by photo-cell sensors to work in conjunction with the natural daylight to minimize artificial light usage.
- Ganged fluorescent lighting will be used in the gymnasiums in lieu of more costly halide fixtures.
- The chiller size for each separate school will be sized for seasonal and hourly loads, rather than peak/maximum loading to avoid oversizing of equipment.

Section 2 – Project Characteristics

2.a. – Description of the Project

- Exterior lighting for building security, sports fields and parking lot illumination will be designed to limit light trespass from the complex and improve nighttime visibility through glare reduction.

The primary buildings themselves as currently envisioned by the SBBCC/RRMM/Maxim team and as represented in our proposed pricing include the following applications and features:

- Concrete spread footings and support pier foundation system.
- Structural steel support framing and metal floor and roof decking.
- Reinforced CMU perimeter walls with brick veneer and architectural pre-cast accent trim to all exterior surfaces not indicated to be glass or composite metal panels.
- Reinforced CMU corridor and primary demising partitions.
- Metal-pan stair systems & miscellaneous metals as required.
- Cast-in-Place concrete floors.
- Thermal and acoustic insulation to maximize energy efficiency and STC ratings.
- Dampproofing air barrier at all exterior masonry walls.
- Composite metal panels to selected exterior surfaces not to exceed 10% of skin.
- A white-colored TPO roof membrane system.
- All required waterproofing, fireproofing, firestopping, fire-resistive joint systems, expansion joint and sealant/caulking applications as required.
- HM frames as scheduled with a combination of HM/SCW doors rated as required.
- Heavy-duty door hardware appropriately scheduled for required usage.
- Overhead coiling doors and grilles at select areas.
- Fenestration system including aluminum-framed windows, curtainwall and entrances.
- Metal wall and ceiling framing and GWB applications as required.
- Porcelain tile floors at entrance lobbies.
- Ceramic/Quarry tile floors at food preparation areas, restrooms and showers. Restrooms will receive ceramic tile on wet walls to a height of 60”, while showers will receive full-height wall tile.
- Acoustical wall panels as required for enhanced STC ratings at Music Centers and the Auditoriums.
- ACT ceiling systems at all designated areas.
- A combination of VCT, VCB and carpet tile at select areas.
- High durability linoleum floors at all corridors and lobbies and select high-use public spaces; specialized acid-resistant floor surfaces will be provided at Chemistry labs.
- Wood sports flooring at the Gymnasiums.
- Resilient athletic flooring at the Wrestling and Athletic Training rooms.
- Colored, densified and polished concrete floors at locker rooms.
- Paint or stain applications at all exposed finish surfaces not purchased pre-finished.
- All non-electronic visual display surfaces including tackboards, whiteboards and projection screens.
- Display cases at entrance lobbies.
- All code required interior and exterior signage. Specialized interior or exterior Owner signage is not included.
- Solid-Composite toilet partitions and screens.

Section 2 – Project Characteristics

2.a. – Description of the Project

- Toilet accessories as required.
- Student lockers, athletic lockers and locker room benches.
- Fire extinguishers and cabinets per code.
- Foodservice equipment designed to provide full kitchen facilities at each school.
- Gymnasium equipment and padding.
- Laminate-clad or wood casework with solid-composite tops as required.
- Recessed metal framed floor mats at main exterior entrances.
- Telescoping seating at the Gymnasiums for 1,000 person capacity events
- Fixed audience seating at the Auditoriums for 800 person capacity events..
- 3,500 # capacity hydraulic elevator size for freight and emergency equipment.
- Fire protection system per code.
- Complete plumbing system applications with low-flow fixtures.
- Complete HVAC system applications incorporating a high-efficiency 4-pipe boiler/chiller hydroponic system.
- Complete electrical system applications per code.
- Rough-in conduits and cable trays for a complete information technology system, including voice/data system, speaker/paging system, and integrated security system applications including entrance coding and camera surveillance. Final wiring, equipment and installation is to be within the contract for Technology Equipment.

All mechanical/electrical systems will be fully integrated and monitorable through the utilization of our Building Information Modeling (BIM) system which will be provided to Wise County Public Schools on this project. Utilizing this system, the operations management and service maintenance staff will be able to review the condition, monitor the performance, and schedule routine maintenance activities on every major mechanical and electrical system component throughout the entire project. This cutting-edge technology value-added benefit that will be provided by the SBBCC/RRMM/Maxim team fully integrates the construction documents, equipment specification and cut sheets, service manuals, and maintenance schedules into one, easy to use program that dramatically minimizes effort or error on the part of those charged to maintain your facilities.

Section 3 – Project Financing

3.a – Preliminary Estimate

3.a. Provide a preliminary estimate and estimating methodology of the cost of the work by phase, segment or both.

We have prepared the attached preliminary construction cost estimate as well as two overall cost summary sheets with attachments for the project scope as described in Section 2.a. The budget is based on the building sizes and assumptions detailed in our narrative and are in complete agreement and full accordance with the specifics and the intent of the Educational Program Space Summary issued by Wise County Public Schools as a part of this RFP.

The base construction estimate is the result of specific quantification of our preliminary design assumptions; we have utilized our extensive database of historical information related to numerous similar educational projects designed and/or built by the SBBCC/RRMM/Maxim team members. We have further cross-referenced our own historical cost database with the detailed information available through the most recent Virginia Division of Support Services report on average state construction cost data for different school types, including hard construction costs on all public high schools built in the state from July 1, 2004 through June 30, 2010. In addition, we have utilized our sources in several other school districts in the state to secure accurate information on their own projects that have been priced or are currently being negotiated since the date of the DSS report.

Also worthy of note, SBBCC was recently awarded the 336,000 SF Kellam High School in Virginia Beach. This state-of-the-art, complex and very high quality facility enjoyed the participation of hundreds of specialized school application and equipment subcontractors and vendors, many of which are the best in their respective fields and provide these services to school districts nationwide. Due to the similarities between many of the materials and equipment found on Kellam High School and what we propose for use at your new Union and Central High Schools, we have engaged many of these specialized firms in discussions related to your proposed new schools, and in the process have solicited very competitive cost estimates which our pricing to you reflects.

We are continuously involved in the preparation and submission of pricing on educational projects throughout the region and have utilized our extensive network of major subcontractors that share our emphasis on excellence to enhance, define and perfect our pricing for these challenging new facilities for Wise County Public Schools.

Our overall cost summary sheet attachment represents the approach we have taken to address the needs of the Board as it moves forward towards finalizing a decision on selecting their Design/Build team. They are summarily described as follows:

Proposal Highlights:

This summary reflects our estimated costs and represents our commitment to perform all professional design services, including LEED certification if desired and all hard construction applications required to complete the project as described in Section 2.a. In addition to full civil and building-related professional design services and hard construction costs, it includes legal and communication consultant fees, interest costs as fully described in Section 3.b, building and land

Section 3 – Project Financing

3.a – Preliminary Estimate

development permits as required, Builder's Risk Insurance, 100% P&P Bonds, and applicable business license fees. It excludes any costs associated with a construction contingency, utility company service charges or tap fees, construction testing and inspections, technology equipment allowances or any loose FF&E applications.

It also lists optional add alternates for a Baseball Field with seating, a Softball Field with seating, a Football Stadium, a Tennis Court Complex, a Track & Field Events area with seating, and a Soccer Field inside the Track perimeter, all of which have been requested per your Program Space Summary.

It should be noted that we have included the full cost of an 800 seat capacity Auditorium within our Base Bid pricing.

We have the highest degree of confidence that the programs as outlined in our base construction estimate can be completed at or under our proposed budgets and will meet or beat your required occupancy dates. If awarded this work we will immediately guarantee the validity of our proposed pricing and schedule commitments to Wise County Public Schools and the residents of Wise County.

**COMBINED UNION & CENTRAL HIGH SCHOOLS
BIG STONE GAP & A SITE TO BE DETERMINED
TWO (2) 131,680 SF SCHOOLS**

**PRELIMINARY COST ESTIMATE SUMMARY
AUGUST 11, 2011**

CONSTRUCTION COSTS:

Union H.S. Building Construction (Incl. Auditorium) & General Conditions	\$	17,810,685
Central H.S. Building Construction (Incl. Auditorium) & General Conditions	\$	17,810,685
Union H.S. Demolition, Sitework & Civil Construction	\$	3,133,655
Central H.S. Demolition, Sitework & Civil Construction <i>Allowance</i>	\$	3,133,655
Construction Contingency		<u>By Owner</u>
 Total Construction Costs without Contingency	 \$	 41,888,680

MISCELLANEOUS PROJECT COSTS:

Land Survey	Included
Geotechnical Study & Report	Included
Virginia Power Service Connection Costs	By Owner
Legal & Public Communication Fees	100,000
Design & Preconstruction Start-up Interest	100,000
A/E Design Services	3,400,000
Construction Testing & Inspections	By Owner
Technology Equipment	By Owner
Loose FF&E	By Owner
Construction Management	<u>By Owner</u>
 Total Construction & Miscellaneous without Owner Items	 \$ 45,488,680
Total Square Foot Cost without Owner Items	\$ 172.72

PROPOSAL ALTERNATES:

Alt. # 1 - Add Baseball/Softball Field with Bleacher Seating for 300	\$	139,975
Alt. # 2 – Add Football Stadium with Grandstand Seating for 2,200/1,000	\$	1,009,780
Alt. # 3 – Add Four (4) Court Tennis Compound	\$	191,230
Alt. # 4 – Add 8-Lane Track & Field Events with Bleacher Seating for 800	\$	812,420
Alt. # 5 – Add Soccer Field within Track Perimeter	\$	50,280

UNION HIGH SCHOOL
BIG STONE GAP, VIRGINIA
131,680 SF

PRELIMINARY COST ESTIMATE SUMMARY
AUGUST 11, 2011

CONSTRUCTION COSTS:

Building Construction (Including Auditorium) & General Conditions	\$	17,810,685
Demolition, Sitework & Civil Construction	\$	3,133,655
Construction Contingency		<u>By Owner</u>
Total Construction Costs without Contingency	\$	20,944,340

MISCELLANEOUS PROJECT COSTS:

Land Survey		Included
Geotechnical Study & Report		Included
Virginia Power Service Connection Costs		By Owner
Legal & Public Communication Fees		50,000
Design & Preconstruction Start-up Interest		50,000
A/E Design Services		1,750,000
Construction Testing & Inspections		By Owner
Technology Equipment		By Owner
Loose FF&E		By Owner
Construction Management		<u>By Owner</u>
Total Construction & Miscellaneous without Owner Items	\$	22,794,340
Total Square Foot Cost without Owner Items	\$	173.10

PROPOSAL ALTERNATES:

Alt. # 1 - Add Baseball/Softball Field with Bleacher Seating for 300	\$	139,975
Alt. # 2 – Add Football Stadium with Grandstand Seating for 2,200/1,000	\$	1,009,780
Alt. # 3 – Add Four (4) Court Tennis Compound	\$	191,230
Alt. # 4 – Add 8-Lane Track & Field Events with Bleacher Seating for 800	\$	812,420
Alt. # 5 – Add Soccer Field within Track Perimeter	\$	50,280

**UNION & CENTRAL HIGH SCHOOLS
WISE COUNTY, VIRGINIA**

PROPOSAL ALTERNATE DESCRIPTIONS

- Alternate # 1: *The Combination Baseball/Softball Field* will be provided to regulation dimensions and will comprise an overall area of approximately 131,000 SF. Of this overall area, approximately 104,000 SF will consist of site seeded, fertilized and mulched natural grass, while approximately 27,000 SF will consist of 4" of certified Infield/Warning Track infill soil mixture placed on to 6" of compacted stone screenings. The field compound will receive two (2) prefabricated dugout/equipment storage units, full sports bases, mound and foul poles, platform bleachers with a net seating capacity of 300, 6,250 SF of chain link backstop fencing (250' x 25'), and will receive one (1) initial line stripping layout using professional sports marking paint. No lighting or power supply is included.

- Alternate # 2: *The Football Stadium* complex will be provided to regulation dimensions and will comprise an overall area of approximately 98,200 SF including end zones and side line areas. The entire playing field, end zone and side line areas will receive Tifway Bermuda Sod, with the exception of the team bench areas which will receive 6" depth compacted stone screenings. Regulation goalposts, pylons and team benches will be furnished and installed. The complex will receive Grandstand Bleachers with net seating capacities of 2,200 on the Home side and 1,000 on the Visitor side. The Home side Grandstand will include an 8' x 40' integral Pressbox. The field will receive one (1) initial line stripping/marketing application using professional-grade sports marking paint. The playing field area will be lit with stadium lighting sufficient to provide an average of 130 foot-candles throughout. The entire stadium complex will receive 11,800 SF of chain link fencing with gates (1,475' x 8').

- Alternate # 3: *The Four (4) Court Tennis Compound* will be provided to regulation dimensions and will comprise an overall area of approximately 28,000 SF. The sub-base will consist of 4" of compacted stone, with 4" of asphalt sub-paving. The finish tennis surfacing will consist of one (1) coat of asphalt emulsion filler, and three (3) coats of heavy-bodied acrylic latex decorative coating; two texture courses and one finish course. Regulation markings will be provided using professional-grade sports marking paint. Post sleeves, net posts, and nets will be provided for four (4) competition courts. The compound will receive platform bleachers with a net seating capacity of 100, and will be enclosed within 9,800 SF (980' x 10') of chain link fencing with gates. No lighting or power supply is included.

- Alternate # 4: *The Track & Field Events* area will be provided as an 8-lane competition track to regulation dimensions and will comprise an overall area of track surface of approximately 60,500 SF. The track and field events sub-base will consist of 6" of compacted stone and the track will also receive 4" of asphalt sub-paving. Both the inside and outside perimeters of the track will receive 4" aluminum track curbing. The finish track area will consist of a ½" depth Spurtan BS® rubberized or equal running track surfacing with integral color line markings. Field event surfaces will be a combination of concrete pads, asphalt and compacted sand depending on the event. Pole Vault, Long Jump, High Jump, & Triple Jump event areas will be provided. Platform bleachers will be provided with a net seating capacity of 800. No lighting or power supply is included.
- Alternate # 5: *The Soccer Field* area will be provided within the perimeter of the track and will consist of an overall area of approximately 123,000 SF including extended end zones and sideline areas. All areas within the track perimeter will receive Tifway Bermuda Sod. Soccer goals and corner flags will be provided. The field will receive one (1) initial line marking application using professional-grade sports marking paint. No lighting or power supply is included.

	One (1) 750 Student High School - 8.11.11			131,680	TOTAL COST	
	Union High School - Big Stone Gap, VA			SF	22,794,340	
Base Bid		Quantity	Quote	Cost per S. F.	Proposed Contractor	COMMENTS
<u>DIVISION 1 - GENERAL REQUIREMENTS</u>						
	General Conditions		\$ 1,345,053	10.21	SBCC	
	Builders Risk		\$ 36,514	0.28	CRS	
	Building Permit		\$ 18,403	0.14	Wise County	
	Legal Fees		\$ 50,000	0.38	K&CC	
	Preconstruction/Design Interest Expense		\$ 50,000	0.38	SBCC	
	Final Cleaning		\$ 59,256	0.45	SBCC	
	Construction Testing & Inspections		\$ -	0.00	WCPS	By Owner
	Architectural/Civil/Structural/MEP Engineering		\$ 1,750,000	13.29	RRMM/Maxim	
	Building Survey & Layout		\$ 54,000	0.41	SBCC	
<u>DIVISION 2 EXISTING MATERIALS</u>						
02 15 20	Site Demolition		\$ 90,000	0.68	SBCC	
02 20 50	Building Demolition		\$ 298,535	2.27	SBCC	
<u>DIVISION 3 - CONCRETE</u>						
03 30 00	Building Cast-in-Place Concrete		\$ 879,622	6.68	SBCC	
03 45 00	Architectural Precast Concrete - Plant Cast		\$ 93,425	0.71	SBCC	
<u>DIVISION 4 - MASONRY</u>						
04 20 00	Exterior CMU Walls w/ VB, Insulation & Brick Veneer		\$ 817,866	6.21	SBCC	
04 22 10	Interior CMU Partitions		\$ 859,483	6.53	SBCC	
04 25 50	Masonry Rebar - Materials Only		\$ 75,420	0.57	SBCC	
<u>DIVISION 5 - METALS</u>						
05 12 00	Structural Steel Framing - Full Steel Frame		\$ 2,109,514	16.02	SBCC	
05 51 00	Metal Metals - Stairs, Lintels, Railings		\$ -	0.00	SBCC	
<u>DIVISION 6 - WOODS, PLASTICS, AND COMPOSITES</u>						
06 10 00	Rough Carpentry - Materials		\$ 18,690	0.14	SBCC	
06 10 05	Rough Carpentry - Installation		\$ 16,020	0.12	SBCC	
06 20 23	Interior Finish Carpentry		\$ 7,152	0.05	SBCC	
<u>DIVISION 7 - THERMAL AND MOISTURE PROTECTION</u>						
07 13 26	Waterproofing @ Elevator Pit		\$ 1,820	0.01	SBCC	
07 42 43	Composite Wall Panels		\$ 122,380	0.93	SBCC	
07 50 10	Entrance Canopies		\$ 80,025	0.61	SBCC	
07 50 15	Walkway Awnings		\$ 36,050	0.27	SBCC	
07 52 16	TPO Membrane Roofing		\$ 1,069,588	8.12	SBCC	
07 65 50	Exterior Skin Consultant		\$ 25,000	0.19	SBCC	
07 84 46	Caulking & Sealants		\$ 23,702	0.18	SBCC	
07 95 00	Expansion Control Joints		\$ 18,425	0.14	SBCC	
<u>DIVISION 8 - OPENINGS</u>						
08 11 13	HM Frames, HM/SCW Doors & Door Hardware		\$ 218,670	1.66	SBCC	
08 33 23	Overhead Coiling Doors		\$ 11,550	0.09	SBCC	
08 41 13	Aluminum Entrances & Window Systems		\$ 771,205	5.86	SBCC	

DIVISION 9 - FINISHES						
09 22 10	GWB 6" Partitions		\$ 115,401	0.88	SBBCC	
09 22 15	GWB Suspended Ceilings		\$ 33,066	0.25	SBBCC	
09 30 00	Ceramic Tile Floors & Wet Walls (60") @ Toilets		\$ 53,595	0.41	SBBCC	
09 30 10	Porcelain Tile @ Dining/Food Court & Event Lobbies		\$ 90,393	0.69	SBBCC	
09 30 15	Quarry Tile Floors @ Kitchen & Prep Areas		\$ 27,630	0.21	SBBCC	
09 51 13	Acoustical Panel Ceilings		\$ 165,568	1.26	SBBCC	
09 65 13	Carpet Tile, Resilient Tile, Base & Accessories		\$ 193,549	1.47	SBBCC	
09 65 66	Wood Athletic Flooring @ Gym		\$ 189,000	1.44	SBBCC	
09 65 70	Resilient Athletic Flooring @ Wrestling Room		\$ 26,880	0.20	SBBCC	
09 66 23	Specialty VSG Flooring @ Science Labs		\$ 41,400	0.31	SBBCC	
09 84 13	Acoustic Clouds @ Auditorium, Dining & Music Center		\$ 48,330	0.37	SBBCC	
09 91 00	Painting		\$ 106,661	0.81	SBBCC	
DIVISION 10 - SPECIALTIES						
10 11 00	Visual Display Surfaces		\$ 41,607	0.32	SBBCC	
10 12 00	Display Cases		\$ 8,640	0.07	SBBCC	
10 14 00	Signage Per Code Only - No Exterior or Specialty Signs		\$ 43,087	0.33	SBBCC	
10 21 13	Solid Color Reinforced Composite Toilet Compartments		\$ 34,200	0.26	SBBCC	
10 28 00	Toilet & Bath Accessories		\$ 14,700	0.11	SBBCC	
10 28 10	Curtaintracks & Curtains @ Clinic		\$ 1,300	0.01	SBBCC	
10 44 13	Fire Protection Cabinets & Extinguishers		\$ 5,250	0.04	SBBCC	
10 51 00	Scholastic Lockers - 3'0" Height		\$ 93,750	0.71	SBBCC	
10 51 13	Athletic Lockers - Double-Stacked Units		\$ 50,250	0.38	SBBCC	
10 75 00	Flagpoles		\$ 6,540	0.05	SBBCC	
10 82 13	Exterior Grilles & Louvers		\$ 14,600	0.11	SBBCC	
DIVISION 11 - EQUIPMENT						
11 40 00	Foodservice Equipment		\$ 287,957	2.19	SBBCC	
11 66 23	Gymnasium Equipment		\$ 72,450	0.55	SBBCC	
DIVISION 12 - FURNISHINGS						
12 32 16	Institutional, Laboratory Casework & Equipment		\$ 227,000	1.72	SBBCC	
12 48 13	Floor Mats & Frames		\$ 13,125	0.10	SBBCC	
12 66 00	Gymnasium Seating		\$ 90,000	0.68	SBBCC	
12 68 50	Auditorium Seating		\$ 156,000	1.18	SBBCC	
12 68 52	Stage Curtain & Rigging		\$ 118,450	0.90	SBBCC	
DIVISION 13 - SPECIAL CONSTRUCTION						
DIVISION 14 - CONVEYING SYSTEMS						
14 24 00	Hydraulic Elevators		\$ 53,712	0.41	SBBCC	
DIVISION 21 - FIRE SUPPRESSION						
21 00 00	Fire Suppression Systems - Complete		\$ 219,906	1.67	SBBCC	
DIVISION 22 - PLUMBING						
22 00 00	Plumbing Systems - Complete		\$ -	0.00	SBBCC	

DIVISION 25 - HVAC						
23 00 00	HVAC Systems - Complete		\$ 3,355,206	25.48	SBBCC	
DIVISION 25 - INTEGRATED AUTOMATION						
DIVISION 26 - ELECTRICAL						
26 00 00	Electrical Systems - Complete		\$ 1,634,149	12.41	SBBCC	
26 00 10	Entrance Drive & Parking Lot Pole Lights		\$ 84,000	0.64	SBBCC	
26 10 15	Temporary Power & Lighting		\$ 52,500	0.40	SBBCC	
26 10 20	Start Up Power		\$ 39,000	0.30	SBBCC	
DIVISION 27 COMMUNICATIONS						
27 51 20	Cafeteria/Music Sound System		\$ -	0.00	WCPS	By Owner
27 51 21	In-Wall Sound System / FM Hearing Assist System		\$ -	0.00	WCPS	By Owner
27 51 23	Educational Intercommunications & Program Systems		\$ -	0.00	WCPS	By Owner
27 53 13	GPS Wireless Clock System		\$ -	0.00	WCPS	By Owner
DIVISION 28 ELECTRONIC SAFETY AND SECURITY						
28 05 00	Common Work Results for Electronic Safety & Security		\$ -	0.00	SBBCC	
28 05 13	Conductors & Cables for Safety Systems		\$ -	0.00	SBBCC	
28 31 11	Digital Addressable Fire Alarm System		\$ -	0.00	SBBCC	
28 50 00	Card Access / CCTV / Intrusion Detection Security System		\$ -	0.00	WCPS	By Owner
DIVISION 31 EARTHWORK						
31 20 00	Site Preparation - EC, Grading Cut/Fill/Compact		\$ 416,000	3.16	SBBCC	
31 20 12	Detention Basins, Swales, & Ponds		\$ 250,000	1.90	SBBCC	
31 31 16	Termite Control		\$ 6,968	0.05	SBBCC	
DIVISION 32 EXTERIOR IMPROVEMENTS						
32 12 10	Highway/Traffic Improvements - VDOT Requirements		\$ 450,000	3.42	SBBCC	
32 12 15	Asphalt Paving, Line Stripping & Signage		\$ 644,762	4.90	SBBCC	
32 31 00	Concrete Curb/Gutter		\$ 94,323	0.72	SBBCC	
32 31 10	Concrete Paving - Sidewalks, Plazas & Misc. Pads		\$ 115,497	0.88	SBBCC	
32 50 00	Chain Link Fencing		\$ 53,827	0.41	SBBCC	
32 92 00	Seed/Fertilize/Mulch		\$ 17,424	0.13	SBBCC	
32 93 00	Trees/Shrubs/Mulch		\$ 35,240	0.27	SBBCC	
33 95 00	Site Furnishings - Benches, Trash Recept., Bike Racks		\$ 32,570	0.25	SBBCC	
DIVISION 33 UTILITIES						
33 41 10	Drop Inlets, Catch Basins & SWM Piping		\$ 331,632	2.52	SBBCC	
33 42 00	Domestic Water Line System		\$ 77,600	0.59	SBBCC	
33 42 10	Fire Water Line System		\$ 46,550	0.35	SBBCC	
33 44 10	Sanitary Sewer Line System		\$ 88,725	0.67	SBBCC	
Subtotal			\$ 21,477,338	163.10	SBBCC	
0.00% Contractor Contingency			\$ -	0.00	WCPS	By Owner
5.00% Overhead & Profit			\$ 1,073,867	8.16	SBBCC	
Bond			\$ 206,722	1.57	SBBCC	
Business License			\$ 36,413	0.28	SBBCC	
Total Base Bid			\$ 22,794,340	173.10	SBBCC	

Section 3 – Project Financing

3. b. – Anticipated Cost/Funds Schedule

3. b. Submit a plan for the development, financing and operation of the project showing the anticipated schedule on which funds will be required. Describe the anticipated costs of and proposed sources and uses for such funds, including any anticipated debt service costs. The operational plan should include appropriate staffing levels and associated costs based upon the Board's adopted operational standards. Include supporting due diligence studies, analyses, or reports.

In-depth discussions with our principal lending partners at Wachovia Bank, Bank of America, and Morgan Keegan have verified that Wise County Public Schools will be able to secure permanent financing through a combination of bond issuances less expensively and more rapidly than in advancing into a privately-funded financing or lease agreement that will potentially delay the start of the design process for an additional six to nine months. However, should the Board so desire, SBBCC has the ability to develop and present a number of financing options for their consideration and review.

Given that there are significant delays in receiving funds through the various government bond fund sources, in an effort to assure a timely and immediate commencement of the extensive required professional design services for the project, our proposed pricing summary attached to Section 3.a includes the interest cost amount of \$50,000 per school, for a total of \$100,000. This sum represents the interest charges that SBBCC will incur to fund the expenditure of approximately 60% of the overall A/E fees and the full cost of pre-construction services, during the period of time from the award of the interim comprehensive agreement until the bond receipts become available. It is based on utilizing our own credit resources at a rate of 4.87% (Based on current LIBOR plus 250 basis points).

We have done this to allow the Board the option of not having to provide any cash payments to SBBCC or their associate firms until such time as the bond receipts become available under a reasonably anticipated timeframe. We anticipate that this time requirement will be approximately six (6) months and have based our calculations on this assumption.

Under this scenario, SBBCC/RRMM/Maxim will prepare and deliver regular monthly invoices for design services and pre-construction work taking place from approximately September 15, 2011 through March 15, 2012, but no actual payment on these invoices will be required to be made by WCPS until the April 01, 2012 due date, at which time all previous submitted invoices will be due.

Should Wise County School Board determine it is in their best interests to provide for these necessary design expenditures through regular monthly applications for payment commencing 30 days following the start of the design sequence on September 15, 2011, the sum of \$100,000 may be deducted from our proposal amount.

Section 3 – Project Financing

3. b. – Anticipated Cost/Funds Schedule

It is further intended that the stated sum of \$100,000 for both schools is to be designated as a not-to-exceed amount of interest carrying charges to provide the overall amount of interim financing based on an expense assumption of \$2,100,000 for the stated period of time. Statements will be issued as attachments to each month's application for payment during the interim period and should the overall financing costs be less than the stipulated \$100,000 amount, the savings will be returned to WCPS in the form of a change order to the contract.