



VB *City of*
Virginia Beach



FLOYD E. KELLAM HIGH SCHOOL REPLACEMENT

SCHOOLS FOR THE **FUTURE**

Design-Build PPEA Proposal for
Virginia Beach City Public Schools

DETAILED PROPOSAL – VOLUME I **RFP #5083**

ELECTRONIC COPY
MARCH 18, 2022



S.B. Ballard Construction Company
2828 Shipps Corner Road
Virginia Beach, VA 23453
757.440.5555



S.B. BALLARD
CONSTRUCTION
COMPANY

March 18, 2022

via hand-deliver

David Sandloop, MPA, CPPO, CPPB
Virginia Beach City Public Schools
Office of Purchasing Services, Room 210
2512 George Mason Drive
Virginia Beach, Virginia 23456

Re: Detailed Proposal submission based on PPEA RFP #5083 issued on February 15, 2022.

Dear Mr. Sandloop,

S.B. Ballard Construction Company (SBBCC), in association with HBA Architecture & Interior Design, Inc. (HBA) and RRMM Architects (RRMM), and The Livas Group (Livas), is pleased to submit our Detailed Proposal in response to Public-Private Education Facilities Act (PPEA) RFP #5083 to the Virginia Beach City Public Schools (VBCPS) for the replacement of four (4) obsolete schools buildings with three (3) new, state-of-the-art school buildings within the City of Virginia Beach; consisting of the replacement of two high schools (Princess Anne High School and Bayside High School), grades 9-12, and one elementary grades 4-5 school, and a 6th grade campus (B. F. Williams 4-5/Bayside 6 Campus).

We are very excited at the prospect of working with you to design and build these much-needed replacement facilities for VBCPS and the City. We are eager for the opportunity to participate as your Design-Build partner and collaborate with you to fulfill your goals to enhance the educational facilities of Virginia Beach by providing highly sustainable school facilities that support wellness, equity and innovative student-centered learning.

We have assembled a diverse and highly experienced team to bring the **Schools for the Future** project to fruition. Every member of our team has experience and knowledge from working with VBCPS. Our team's robust **local** presence, successful track records, proven team work history and **K-12 PPEA** project experience allows us to confidently say our team collectively offers you the best choice to deliver your new schools. We will meet or exceed expectations regarding educational program accommodation quality, life-cycle cost, and schedule.

We intend for the labeled "Volume II Proprietary | Confidential" submission to be part of our overall proposal. Volume II, in its entirety, is confidential and shall be excluded from public inspection per § 2.2-3705.6 of the Virginia Freedom Information Act. We ask that the City of Virginia Beach agree to accept these materials in confidence, exclude them from public inspection and release, and take appropriate action to protect them from disclosure.

www.sballard.com

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

Protection of these materials is necessary because they constitute at least one 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 and/or the bargaining position of the SBBCC Design-Build team or the City of Virginia Beach.

We acknowledge Addendum 1 dated March, 2, 2022 and Addendum 2 and 3 dated March 11, 2022 in association with this RFP.

We look forward to the potential of the next step of negotiations after being your selected offeror and are ready to devote all necessary resources required to immediately partner with VBCPS/the City on these exciting and transformational new schools. We have enclosed one original and ten (10) physical/hard copies of our Detailed PPEA Proposal Volumes I and II, and an electronic copy for your review and distribution under cover of this letter.

Per Addendum #1, we will submit an ADA Compliant electronic copy within ten (10) business days from the proposal closing date of March 18, 2022.

I and all other 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:

Cell: 757.647.5555

Office: 757.440.5555

Office Direct Line: 757.689.5459

Email: steve@sbballard.com

OR

Jason Armstrong, Vice President at:

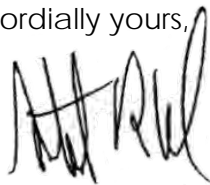
Cell: 757.270.8353

Office: 757.440.5555

Office Direct Line: 757.689.5430

Email: jarmstrong@sbballard.com

Cordially yours,

A handwritten signature in black ink, appearing to read 'S. Ballard', with a stylized flourish at the end.

Stephen B. Ballard
CEO | President

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RFP SIGNATURE
PAGE

DO GREAT WORK
TOGETHER



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

PPEA REQUEST FOR DETAILED PROPOSALS

Office of Purchasing Services
2512 George Mason Drive
Virginia Beach, Virginia 23456
Phone (757) 263-1175

Attention of Offeror is invited to the Code of Virginia, Virginia Public Procurement Act,
Sections 2.2-4367 thru 2.2-4377 (conflict of interest)

**THE SCHOOL BOARD OF THE CITY OF VIRGINIA BEACH DOES NOT
DISCRIMINATE AGAINST FAITH BASED ORGANIZATIONS**

ISSUE DATE:	February 15, 2022
RFP ITEM NO:	5083
CLOSING DATE:	March 15, 2022
CLOSING TIME:	2:00 p.m.
PROCUREMENT OFFICER:	David A. Sandloop, CPPO

DESCRIPTION OF REQUEST FOR PROPOSALS

**THIS DOCUMENT CONSTITUTES A REQUEST FOR PPEA SEALED DETAILED PROPOSALS
FROM QUALIFIED INDIVIDUALS AND OR ORGANIZATIONS TO PROVIDE FOR THE
REPLACEMENT OF THREE (3) SCHOOLS FOR THE VIRGINIA BEACH CITY PUBLIC
SCHOOL SYSTEM.**

**THE FOLLOWING SECTION MUST BE EXECUTED AND SIGNED BY AN AUTHORIZED
REPRESENTATIVE OF YOUR COMPANY.**

Company Name: S.B. BALLARD CONSTRUCTION COMPANY Federal I. D. #: 54-1624392

Address: 2828 SHIPPS CORNER RD Phone Number: 757.440.5555

VIRGINIA BEACH, VA 23453 Fax Number: 757.451.2873

Person Quoting: Stephen B. Ballard, President & CEO Date: March 15, 2022
(printed or typed)

Signature:  Email : steve@sballard.com

TYPE OF OWNERSHIP					
If Offeror is a Minority Business, please indicate the type of classification below – Check all that apply					
	Yes	No		Yes	No
African American Owned			Female Owned		
Aleutian Owned			Hispanic American Owned		
American Indian Owned			Service-Disabled Veteran Owned		
Asian American Owned			Small Business	X	
Eskimo Owned			Other		

PUT STUDENTS
FIRST



J.R. TUCKER HIGH SCHOOL

VOLUME I
TAB

PROPOSAL

NPS MODERNIZATION PROJECT: 5 NEW ELEMENTARY SCHOOLS PPEA DELIVERY METHOD



VOLUME I

TAB - PROPOSAL

A. QUALIFICATIONS AND EXPERIENCE

A. QUALIFICATIONS AND EXPERIENCE

Offeror shall provide a description of the qualifications and experience of the organization and persons that will be responsible for performance of the service

Our Design-Build Team has proven time and time again that, not only are we excellent stewards of our community, but we are also businesses/contractors **local** to the City of Virginia Beach. We take pride in our city and are invested in our School System. An example of our commitment's rests in the projects the SBBCC Design-Build Team delivered to VBCPS: **+1,000 VBCPS design and construction projects at 81 of the 86 school facilities.**

Each and every member of our team has experience and knowledge working with VBCPS. Coupled with our team's robust **local** presence, successful track records, proven team work history and **K-12 PPEA Project** experience we can confidently say the SBBCC Design-Build team offers you the best choice for a team to deliver your new schools. We will meet or exceed expectations regarding quality, cost, and schedule.

We have a proven track record. Members of our assembled team designed and constructed similar **K-12 PPEA** school projects for Wise County Public Schools, two (2) new High Schools, and Norfolk Public Schools five (5) new Elementary Schools. In both instances, the final designs looked significantly different from the originally proposed design, yet the price remained the same as a result of close collaboration with the owner and the design-build team. For the 5 new schools in Norfolk, VA, SBBCC was frugal with contingency dollars, allowing us to give back a large portion to the owner to fund additional items above and beyond the original plans. We predict a similar experience and outcome working with VBCPS.

FLOYD E. KELLAM HIGH SCHOOL REPLACEMENT

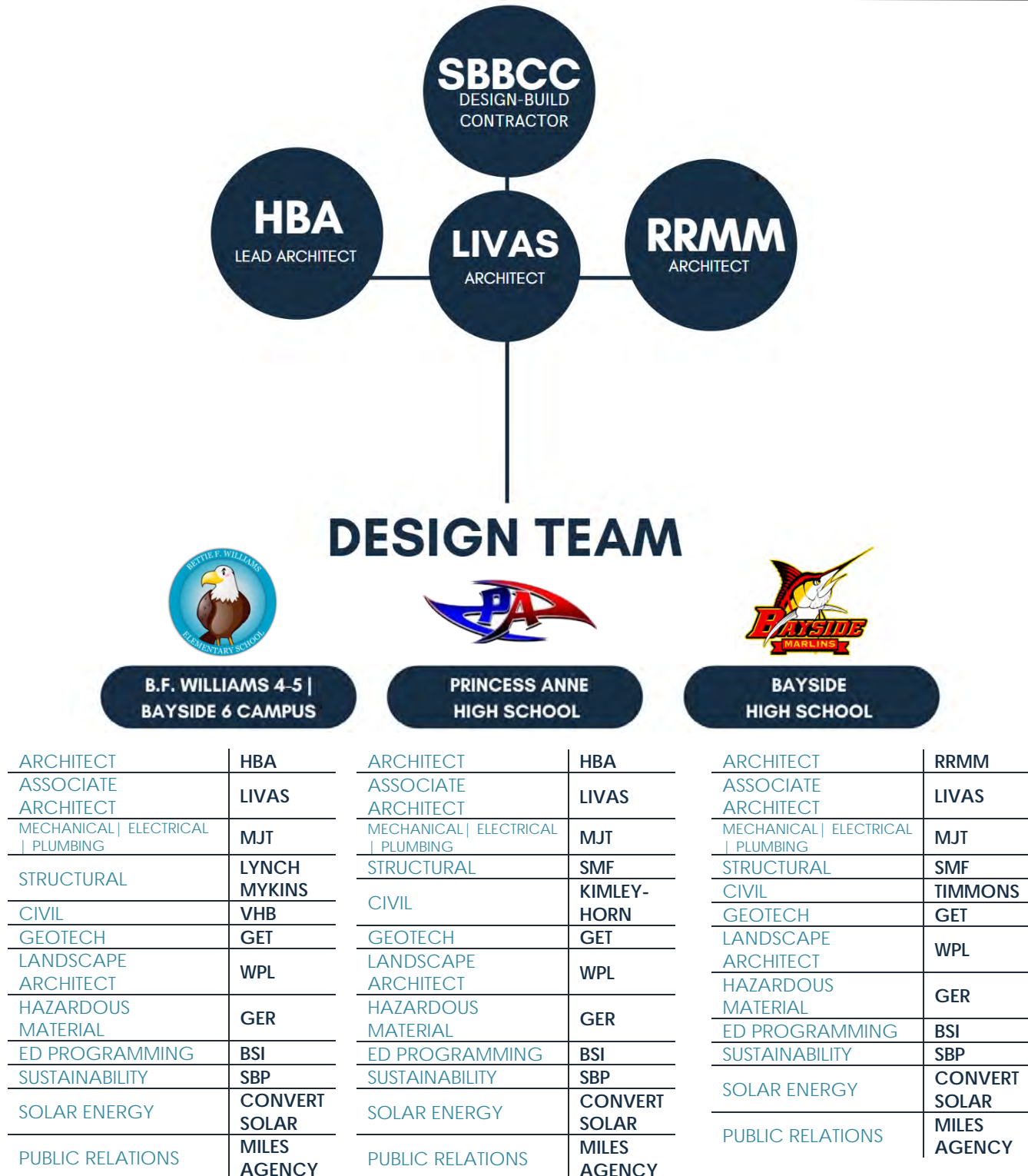


PROPOSAL | A. QUALIFICATIONS AND EXPERIENCE

1. ORGANIZATIONAL STRUCTURE | TEAM

1. ORGANIZATIONAL STRUCTURE | TEAM

Background information about the organization-e.g., philosophy, ownership, officers, and directors, Offerors management structure, organization chart of the firm, project team, etc.



1.1 Philosophy

OUR PHILOSOPHY: COLLABORATION & IMPACT

Creating form, function and state-of-the art learning environments for our clients, in our community is rewarding work, and we design and build because it's our passion. Above all, we take pride in our impact, and are defined by the communities like Virginia Beach that we serve. As a design-build team, we thrive on well-executed design and construction projects, collaborating and guiding you, as our client, to make your vision become a reality: replace four (4) of your oldest schools with new state-of-the-art, high-performance school facilities to replace aging school buildings– Princess Anne High School; B.F. Williams 4-5/Bayside 6 Campus; and Bayside High School.

We accomplish this by assembling a team comprised of the most qualified partners with unmatched experience working with VBCPS.



We are committed to designing and building the schools VBCPS needs now, which will last for generations of Virginia Beach students.

We place emphasis on utilizing as many local partners as possible to come together to form a team committed to our own community's successes. We assembled an energetic, diverse, and highly experienced team to plan, design, and construct the **Schools for the Future** for the City of Virginia Beach. We are committed to inclusion of local partners and skilled at engaging all stakeholders, including a highly skilled workforce.

From design and pre-construction through completion and beyond, we are committed to a transparent and open book partnership that will be the foundation for our team and VBCPS to develop a collaborative working relationship.

Each school building will be custom designed to support current Academy and Advanced Academic Programs while at the same time providing equity of learning opportunities for all students. Just as importantly, our school designs will be future proofed with robust and adaptable infrastructure and flexible learning spaces to ensure that these facilities will economically and efficiently serve the evolving educational needs in Virginia Beach for many years to come.



OUR PHILOSOPHY

COLLABORATIVE DESIGN & CONSTRUCTION
+ EFFECTIVE SOLUTIONS THAT MAKE AN IMPACT

- we are **PEOPLE FOCUSED**
- we **COLLABORATE**
- we have **INTEGRITY**
- we **DELIVER**
- we design better **TOGETHER**
- we build better **TOGETHER**
- we are **INSPIRED** to create
- we are **MOTIVATED**
- we are **STEWARDS** of our **ENVIRONMENT**

INTEGRITY | INNOVATION | DIVERSITY

As an additional benefit to VBCPS/the City of Virginia Beach, we will design the Bayside HS building as a new Virginia Beach High School Prototype which may be used in the future to replace Kempsville HS, First Colonial HS, and possibly Green Run HS. The prototypical design will be easily adaptable to additional sites, programs, and capacities.

We are committed to partnering with VBCPS stakeholders as we work together to further customize each school design / program to meet your needs, and to align with VBCPS's goals and objectives. We will earn your trust through honesty, integrity, and professionalism, by consistently delivering on promises and exceeding expectations.



Investing in the FUTURE of our students through sustainable design STARTS TODAY.

Obtaining Net-Zero is something VBCPS and the SBBCC Design-Build Team will be very proud of.

The earth is our greatest resource, and we take expert care of our environment on every project, every day. Our team will also strive to design and construct an environmentally conscience building, using sustainable design and construction practices that help reduce the environmental footprint, save money, and create healthier environments for future generations.

Our design team practices sustainable design as part of their philosophy and will endeavor to incorporate sustainable design strategies into your project to the extent that they are cost effective and consistent with VBCPS' overall program objectives. Together, our vision, values and mission become the foundation for our work, provide direction for our future, and structure our daily efforts towards collaboration, community and a higher level of achievement.

The construction team also works to incorporate sustainable practices into every project we build. Regardless of the owner's desire to obtain LEED, Net-Zero, or other certifications, we utilize green construction practices by utilizing renewable resources when possible to improve a building's performance and keep cost down.

PARTNERS IN EDUCATIONAL EXCELLENCE

In partnership with VBCPS and the entire community we are committed to empowering both students and staff with facilities that promote educational adequacy. We will contribute by designing and building state-of-the-art learning environments which support educational programs for ALL students, with the help of our Educational Specifications Consultant BSI. More than just the physical space, we make every effort to minimize disruptions to any impact on the learning environment. For additional details on Swing Space and how we will adhere to our philosophy on upholding educational adequacy during our project please see, **Volume II, TAB PROPOSAL, C. PROJECT CHARACTERISTICS, 2. PROJECT DESCRIPTION.**



**BUILDING A SUSTAINABLE, RESILIENT, AND EQUITABLE
FUTURE: RETHINKING. RESHAPING. REBUILDING.**

1.2 Ownership

SBBCC IS THE SINGLE SOURCE OF RESPONSIBILITY FOR THIS PROJECT.

SBBCC GENERAL OWNERSHIP INFORMATION

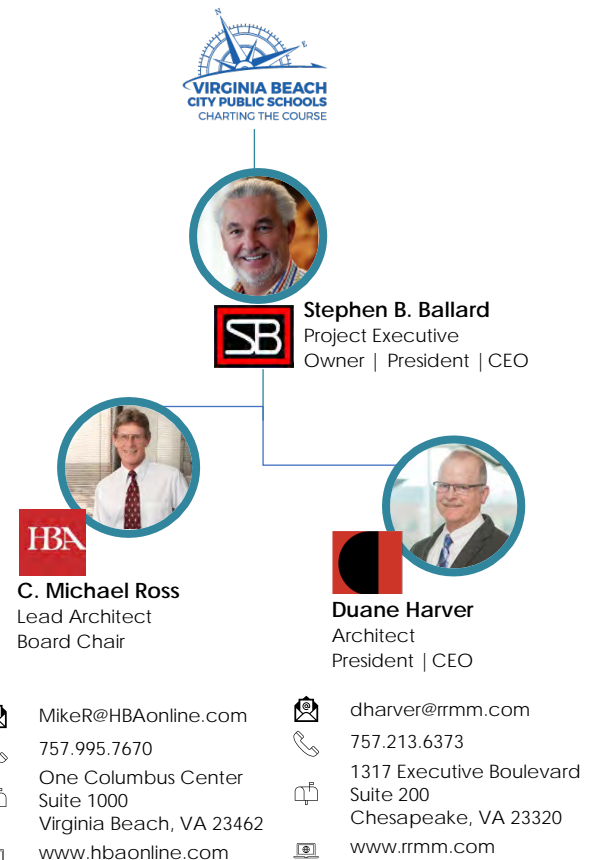
Contractor's Name:	S.B. Ballard Construction Company
Address:	2828 Shipps Corner Road Virginia Beach, Virginia 23453
Web site:	www.sbballard.com
Telephone Number:	757.440.5555
Contact Person:	Stephen B. Ballard, Owner/President
Contact Person's Phone Number:	757.647.5555
Direct Email Address:	steve@sbballard.com
State Contractor's License Number:	04-344-9701

1.3 Officers and Directors

IDENTIFICATION OF OFFICERS FROM THE SUBMITTING FIRM (SBBCC)

Stephen B. Ballard		 steve@sbballard.com  (c) 757.647.5555  (o) 757.440.5555  2828 Shipps Corner Rd Virginia Beach, VA 23453  www.sbballard.com
Owner President CEO		
Jason Armstrong		Ann Mason
Vice President Pre-Construction Service	CFO	
Wayne Barrett		Tim Patterson
Vice President Field Engineering	Vice President, Building Systems Engineering	
Darrell Polokonis		Stephen Ballard, Jr.
Vice President Operations	Secretary	

IDENTIFICATION OF PROJECT EXECUTIVE MANAGEMENT – POINT OF CONTACT



1.4 Offerors Management Structure

The SBBCC Design-Build Team is an extremely well-qualified and experienced team of professionals who demonstrate the highest levels of excellence in their respective specialties and fields. Our dedicated professionals possess the combination of highly developed skill sets, local knowledge, financial resources, and a shared vision to support the project's needs throughout the multiple phases of the project's life.

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

The team assembled includes exclusive members for each key component of this PPEA delivery process.

- As the Responsible Public Entity, **The School Board of the City of Virginia Beach** (VBCPS, "the School Board" or "Owner") occupies the most critical role in this effort. The School Board will be involved throughout the entire design and construction process.
- **The City of Virginia Beach** (the City) will be the "Affected Local Jurisdiction" under the PPEA.
- The design and construction team will be managed by Design-Build Contractor **S.B. Ballard Construction Company** (SBBCC).

BENEFITS TO VIRGINIA BEACH

With our team led by one builder, we are singularly accountable to Virginia Beach for all phases of the work; concerns or responsibilities won't be shifted to any other entity.

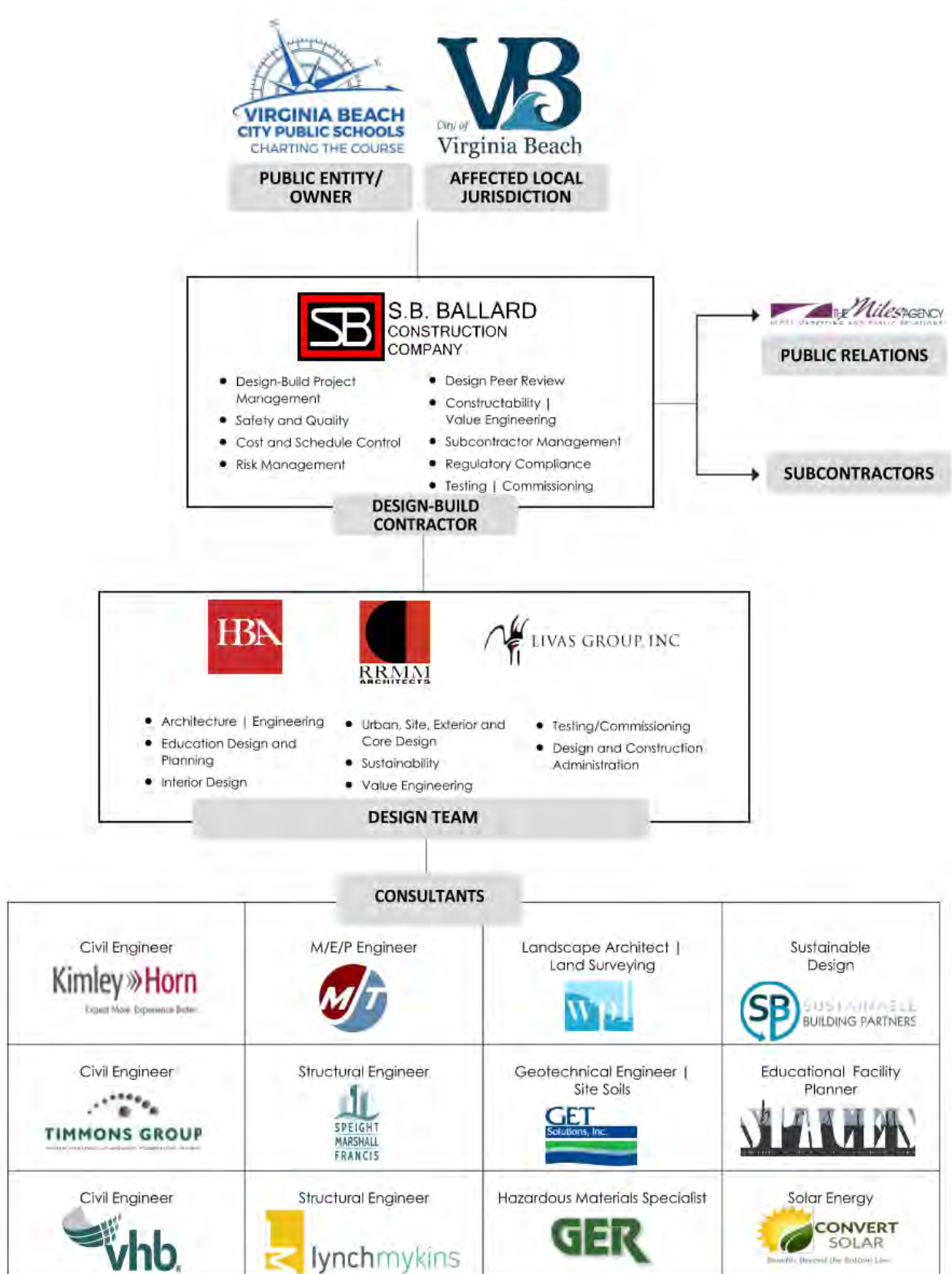
- **HBA Architecture & Interior Design, Inc.** (HBA) + **RRMM Architects** (RRMM) will manage the design team efforts to include:
 - **Livas Group, Inc.** (Livas or LGI) will offer design and construction administration services as a design firm, working with HBA + RRMM.
 - **Speight, Marshall & Francis P.C.** (SMF) and **Lynch Mykins Structural Engineers, PC** (Lynch Mykins) will provide structural engineering services working directly with the Design Team.
 - **Thompson Consulting Engineers** (MJT) will provide mechanical, electrical and plumbing (M/E/P) services working directly with the Design Team.

- Site work, civil engineering services, and environmental services will be provided by **Kimley-Horn and Associates, Inc.** (Kimley-Horn), **Timmons Group** (Timmons) and **Vanasse Hangen Brustlin, Inc.** (VHB). These firms will work directly with the Design Team.
- **W.P. Large, Inc.** (WPL) landscape design services and land surveying will work directly with the Design Team.
- **GeoEnvironmental Resources, Inc.** (GER) will provide hazardous materials services and will work directly with the Design Team.
- **GET Solutions, Inc., A Terracon Company** (GET Solutions) will be performing Geotechnical Engineering, Special Inspections and Testing Services for this project and will work directly with the Design Team.
- **The Miles Agency** will provide community outreach and public relations services.
- **Sustainable Building Partners** (SBP) will provide sustainable design consulting and LEED project administration and work directly with the Design and Construction Teams.
- **Convert Solar** will provide solar energy design consulting, coordination and installation. They specialize in the solar contracting processes of design, permitting, installation, inspection, and maintenance with over 1,000 completed projects in Virginia.

BrainSpaces Inc. (BSI) will facilitate the development of division-wide educational specifications and collaborate with the school communities of Princess Anne High School, Bayside High School, and Bettie F. Williams Elementary and Bayside Middle School's 6th Grade Campus to tailor the division-wide ed specs to support the site-specific needs, enrollments, and unique educational programs of each school. During design, they will work with the Design Team to promote effective alignment of design decisions with the ed specs and educational visions. Once construction is complete, they will lead the Educational Commissioning processes for all three schools to offer occupants the knowledge and understanding for optimal use of facilities for teaching and learning.

*Not only do these firms bring their individual strengths, but long-standing relationships SBBCC has built with each of these firms. **SBBCC and HBA have partnered for over 15 years. SBBCC and RRMM have partnered for well over 20 years, building 7 schools in the past 7 years.** Additionally, HBA and RRMM are well versed in working in a partnership, as the **two firms have worked in a similar capacity** on previous projects.*

1.5 Organization Chart



1.6 Project Team

	B.F WILLIAMS 4-5 / BAYSIDE 6 CAMPUS	PRINCESS ANNE HIGH SCHOOL	BAYSIDE HIGH SCHOOL	SWING SPACE - KELLAM HIGH SCHOOL RENOVATION TEAM	ARAGONA ES SITE RESTORATION COMMUNITY PARK
Construction Contractor	SBBCC	SBBCC	SBBCC	SBBCC	SBBCC
Architect – Lead	HBA	HBA	RRMM	RRMM	RRMM
Architect	Livas	Livas	Livas	Livas	Livas
Mechanical Electrical Plumbing Consultant	MJT	MJT	MJT	MJT	MJT
Structural Consultant	Lynch Mykins	SMF	SMF	SMF	Lynch Mykins
Civil Engineer	VHB	Kimley-Horn	Timmons	Timmons	VHB
Geotechnical Consultant	GET	GET	GET	GET*	GET
Landscape Architect	WPL	WPL	WPL	WPL*	WPL
Hazardous Material Services	GER	GER	GER	GER*	GER
Educational Programming Consultant	BSI	BSI	BSI	BSI*	BSI*
Sustainability Consultant	SBP	SBP	SBP	SBP*	SBP*
Solar Energy Coordinator	Convert Solar	Convert Solar	Convert Solar		
Public Relations Consultant	Miles Agency	Miles Agency	Miles Agency	Miles Agency	Miles Agency

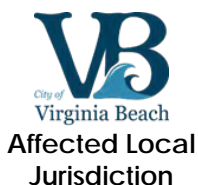
*Not anticipated, but included on as-needed basis.

Clear and established roles and responsibilities. The primary responsibilities of each firm on our team are as follows:



| Owner

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



The City will be an integral partner and participant throughout the entire preliminary, design, and construction process. The City's participation throughout all stages of the design process will assure that the new facilities are developed to meet the best possible use consistent with the overall project budget, school systems needs and public interest.



**Design-Build
Contractor**

SBBCC is the single source of responsibility for this project. VBCPS will look to SBBCC to manage program development, design, construction, and post-construction close-out. Due to the number of participants involved in the process and the number and types of challenges that need to be considered throughout the project, the design and construction process will be planned as carefully and thoughtfully as possible. As an integrated partner, SBBCC is ready to engage across all phases of the project. VBCPS will contract directly with SBBCC. SBBCC will contract with design firms HBA + RRMM + Livas, as well as a public relations firm for the project. SBBCC will also contract directly with all construction trade subcontractors and any material suppliers whose products are not provided in a trade contract. Further, as the managing firm, SBBCC will procure and maintain all required permits, payment and performance bonds, and Builder's Risk Insurance policies. This arrangement places the full design and construction contract value of the project under the guarantee of the 100% payment & performance bonds.



Architect

+



Architect

+



HBA will lead the design team and provide design services for Princess Anne HS and Bettie F. Williams 4/5 - Bayside 6. RRMM will provide design services for the Bayside HS Prototypical design and the Swing Space at the Old Kellam HS. The two firms will work together for consistent and seamless deliverables."

Livas will work in cooperation with HBA + RRMM and will provide architectural design and construction administration services for VBCPS. Construction administration services will include submittal review, attending pre-construction meetings, conducting site visits. Livas will be engaged during design; they will be involved in all aspects of the project to best prove design and construction admin.



Timmons will provide civil engineering services for Bayside High School. Kimley-Horn will provide civil engineering services for Princess Anne High School. VHB will provide civil engineering services for B.F. Williams 4-5 | Bayside 6 Campus and the site work design at the Old Kellam High School site.



Each Civil Engineer Firm will provide civil engineering services including the design of all aspects of infrastructure for the project necessary to obtain a site plan permit including, but not limited to, storm drainage, sanitary sewer, water, parking, and traffic analysis. Efforts will also include plans, permit preparation, and coordination as necessary for any site permits. This will include land surveying, erosion & sediment control, construction phasing, parking, athletic facilities, storm drainage, sanitary sewer, water, and road improvements. Additionally, the firm will coordinate environmental services such as environmental site assessment and wetlands delineations/permitting coordination with the appropriate regulatory agencies.





**Landscape Architect |
Land Surveying**

WPL will work with the Design Team and client to survey each site and to maximize the use of each site by incorporating site infrastructure with the planting design in a manner that is economical, unobtrusive, and contextually responsive. The landscape architectural services for this project will help provide solutions for the most complicated development projects, and WPL will remain engaged with the other disciplines throughout the entire design process. The firm provides a sustainably responsible approach to design. WPL combines the art and science of landscape design in order to develop new and innovative concepts which are beautiful, well-functioning, efficient, maintenance-friendly, and affordable.



Structural Engineer

SMF will provide structural engineering services for Princess Anne High School, Bayside High School, and the Old Kellam High School Renovation.



Structural Engineer

Lynch Mykins will provide structural engineering services for B.F. Williams 4-5/ Bayside 6 Campus.

Each Structural Engineer Firm will provide structural engineering and Agent 1 Special Inspections services for the project. Structural design will be coordinated with all other disciplines to fulfill each building's functional requirements while achieving structural safety. In addition, they will be responsible for performing, documenting, managing and coordinating the Special Inspections and the efforts of GET Solutions, the testing agency.



**Mechanical and
Electrical Engineering**

MJT will provide, mechanical, electrical, and plumbing engineering design services. These services include but are not limited to the design of all building ventilating and air conditioning and heating, building automation, lighting, power, fire alarm, intercom, data and auxiliary systems, domestic hot and cold-water distribution, sprinkler system and sanitary and stormwater removal working closely with SBP and Convert Solar.



**Geotechnical
Engineer
| Site Soils**

GET Solutions will be performing Geotechnical Engineering, Special Inspections and Quality Control Testing Services for this project.



**Hazardous Material
Services**

GER will provide technical and engineering services to support the following activities for each school project: Phase I Environmental Site Assessments (ESAs). The inspection, bulk sampling and laboratory analysis required to identify suspect hazardous materials associated with the existing school buildings. This will include asbestos- containing materials (ACM), lead based paint (LBP), lead containing paint, PCBs, and mercury containing components. Preparation of hazardous material design documents such as technical specifications for the management of the various hazardous materials and design drawings. And, construction administration services such as submittal review and attending pre-construction meetings associated with hazardous material disturbance.



The Miles Agency will develop a robust community engagement plan to ensure all stakeholders have an opportunity to weigh in throughout the project. We will use such tools as the school district's existing communication resources – vbschools.com project page for announcements and updates; e-newsletters; the respective schools' websites and their respective PTA communiques. We will plan and facilitate public meetings; form school advisory councils to help disseminate information and share feedback from the community; and online surveys/questionnaires. The Miles Agency will share community feedback with the project team so any design adjustments can be made accordingly.



SBP will provide holistic sustainable design strategy to support, guide and create solutions throughout the entire life cycle of the buildings. They will help guide the design to deliver efficient, reliable, durable and sustainable energy performance while promoting health, comfort and cost savings for end-users and their communities.



Convert Solar is our strategic solar energy system partner. They are NABCEP certified, Class A solar coordination and installation contractor. A certified SWaM contractor based in Virginia Beach who provide turnkey solar energy solutions for residential and commercial clients. They specialize in the solar contracting processes of design, permitting, installation, inspection, and maintenance with over 1,000 completed projects in Virginia. They have a background of \$25 million worth of completed projects that are Educational Facilities which includes four (4) completed Solar Projects with VBCPS. The addition of Convert Solar to our team was critical to ensuring the possibility of "Net Zero Energy" should VBCPS take this path.



BSI with VBCPS input and review will facilitate the development of division-wide educational specifications that reflect the VBCPS Compass to 2025 Strategic Framework Goals and Strategies and commitment to all students. During negotiations for interim agreement, our team hopes BSI will begin their 90-120 day study. In addition, they will collaborate with the school communities of Princess Anne High School, Bayside High School, and Bettie F. Williams Elementary and Bayside Middle School's 6th Grade Campus to tailor the division-wide ed specs to support the site-specific needs, enrollments, and unique educational programs of each school. They will promote effective alignment of design decisions with the ed specs and educational visions. They will lead the Educational Commissioning processes for all three schools to offer occupants the knowledge and understanding for optimal use of facilities for teaching and learning.

Please see our previously submitted **CONCEPTUAL PROPOSAL, Volume III, TAB 1 QUALIFICATIONS & EXPERIENCE, b. Experience** for detailed profile information on each entity from the consortium of firms.

NPS MODERNIZATION PROJECT: 5 NEW ELEMENTARY SCHOOLS PPEA DELIVERY METHOD



PROPOSAL | A. QUALIFICATIONS AND EXPERIENCE

2. SIMILAR PROJECT EXPERIENCE | PAST PERFORMANCE

2. SIMILAR PROJECT EXPERIENCE | PAST PERFORMANCE

Offeror shall provide a concise description of its work experience as related to the specifications outlined herein. Said description should include, but not be limited to, number and types of customers Offeror has served, number of years the Offeror has been providing these types of services, references and other documentation to verify experience.

Governmental/School experience is preferred. A minimum of five (5) and a maximum of ten (10) references will be provided. For each reference, the name, address, and phone number along with the name of a contact person shall be given.



A K-12 PPEA PROJECT OF THIS SIZE, SCALE AND SIGNIFICANCE REQUIRES A TEAM WITH A UNIQUE BALANCE OF EXPERIENCE, STRENGTH, LOCAL KNOWLEDGE, WORKING HISTORY, FORESIGHT AND RESOURCES TO DELIVER NEW, STATE-OF-THE-ART FACILITIES WHICH PROVIDE LEARNING ENVIRONMENTS THAT MEET VBCPS'S VISION AND GOALS FOR THE FUTURE.

CONCISE WORK EXPERIENCE PROFILES FOR THE FIRMS FOR OUR TEAM ARE ON THE FOLLOWING PAGES OF THIS SECTION.

Please see our previously submitted **CONCEPTUAL PROPOSAL, Volume III, TAB 1 QUALIFICATIONS & EXPERIENCE, b. Experience** for additional detailed firm information and work experience for each entity from our team's consortium of firms. Additional team member resumes are also included in that section.



S.B. BALLARD
CONSTRUCTION
COMPANY



S.B. BALLARD CONSTRUCTION COMPANY (SBBCC) | DESIGN-BUILD CONTRACTOR

SBBCC was founded by its namesake, Stephen B. Ballard, in 1978, 44 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 commercial construction. Assuming the role of general contractor, SBBCC began constructing increasingly larger and more complex projects.

We have successfully completed a long list of large-scale, complex projects of differing types, including a wide variety of public and private educational customers, K-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.

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 employs hundreds of local residents.

It is of singular importance to note that SBBCC has never missed a client's deadline for beneficial occupancy of a project. SBBCC has a long and uncompromised record of delivering projects on-time, safely and within budget. We have a robust safety program that begins before construction starts and remains in place through the warranty period.

For this project, we have included the costs to secure 100% Payment & Performance Bonds for the full construction value of the entire project including design services. This will provide VBCPS with the highest attainable level of security, guaranteeing that the work is completed in full accordance with the completion dates and contract values to be agreed to by the principal parties. As the Developer/Design- Build Contractor, SBBCC will be the sole source for all project construction and completion guarantees, bonds, and warranties.

\$650^{MM+}
CONSTRUCTION OF
EDUCATIONAL
FACILITIES

2.8^{MM}
SQUARE FEET
OF EDUCATION
FACILITIES

34
EDUCATION
BUILDINGS –
BUILT IN VIRGINIA

07
SCHOOLS BUILT
UNDER THE **PPEA**
DELIVERY METHOD
IN VIRGINIA

04
SCHOOLS BUILT
IN VIRGINIA BEACH -
ALL ON SCHEDULE

**HEADQUARTER
OFFICE IN
VIRGINIA BEACH**

**SMALL BUSINESS -
SWaM CERTIFIED
SMALL**

SBBCC | DESIGN-BUILD CONTRACTOR



From outdoor learning space to a state-of-the-art gymnasium, a public institution to an elementary school playground, SBBCC offers collaboration and diverse educational facility experience to deliver students the best learning environment at the greatest value.

VIRGINIA EDUCATION K-12 FACILITY EXPERIENCE

SBBCC's accomplishments in Virginia include some of the region's most impressive educational facilities. We are proud to have built the following schools:

- **Floyd E. Kellam High School - Virginia Beach, VA**
- **Linkhorn Elementary School - Virginia Beach, VA**
- **Bayside Elementary - Virginia Beach, VA**
- **Thalia Elementary - Virginia Beach, VA**
- *Southside STEM Academy at
Campostella K-8 - Norfolk, VA **(K-12 PPEA PROJECT)**
- *Ocean View Elementary - Norfolk, VA **(K-12 PPEA PROJECT)**
- *Larchmont Elementary - Norfolk, VA **(K-12 PPEA PROJECT)**
- *Richard Bowling Elementary - Norfolk, VA **(K-12 PPEA PROJECT)**
- *Camp Allen Elementary - Norfolk, VA **(K-12 PPEA PROJECT)**
- Kings Fork High School - Suffolk, VA
- *Union High School - Wise County, VA **(K-12 PPEA PROJECT)**
- *Central High School - Wise County, VA **(K-12 PPEA PROJECT)**
- Cardinal Elementary School (ESH Greene) – Richmond, VA
- J.R. Tucker High School – Henrico County, VA

PUBLIC-PRIVATE PARTNERSHIPS

SBBCC's success in the PPEA delivery method derives from our understanding of the importance of teamwork, early program verification, and the inclusion of VBCPS, stakeholders, key subcontractors, and specialty engineers from the beginning of the project to ensure a high-quality facility for your students, faculty, staff, and visitors.

SBBCC will utilize the PPEA process to ensure the following for your new schools:

- Expedited schedules
- Significant Cost Savings
- Transparency and Collaboration with VBCPS
- Potential for substantial Energy Cost savings
- Add value as incubators for Economic Development

SBBCC is
HEADQUARTERED in
Virginia Beach,
with additional offices in
Richmond and
Harrisonburg.



SERVICES

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



MARKETS

- Education K-12
- Commercial
- Federal/State
- Healthcare
- Higher Education
- Industrial
- Mixed-Use/Housing
- Sports & Entertainment
- Transportation



SAFETY PERFORMANCE EMR

- 2020 - .77
- 2019 - .77
- 2018 - .76
- 2017 - .75

SBBCC | DESIGN-BUILD CONTRACTOR

PROVEN CONSTRUCTION TEAM

SBBCC is confident in the ability and leadership of Senior Project Manager Darrell Polokonis and Design-Build Project Manager Lloyd "TJ" Thomas to the project alongside the on-site Project Managers and Superintendents. Darrell and TJ were the leaders in the Kellam HS Replacement Project which was delivered ahead of schedule. Mr. Polokonis has over 38 years of experience working in the industry in the Hampton Roads and has mastered the skills needed to construct multiple, overlapping projects. Mr. Thomas was the Design-Build Project Manager and Mr. Polokonis was the Project Executive on the Norfolk Public Schools (NPS) Modernization Project. His role was to oversee all five (5) NPS schools and has focused his attention to ensuring that any change made to one school was applied to each additional school. Jason Armstrong will lead the SBBCC team through pre-construction and manage all estimating functions of the project. Mr. Ballard will be the Project Executive providing guidance throughout the entire project.



NPS Storyboard Meeting



NPS Groundbreaking Ceremony



NPS Topping Off Party



NPS Topping Off Party



NPS Contractor Appreciation Lunch



NPS Contractor Appreciation Lunch

SAFETY PERFORMANCE AND CAPABILITIES

To us, safety is not just a program, but a commitment to our community and those who work for and around our operations. Throughout the course of the project our team will be pushing to create a safety culture onsite daily, weekly, monthly, and quarterly. We strive to provide a safe working environment for all stakeholders involved both directly and indirectly to the project effort. Protecting the health and safety of employees on the jobsite is a full-time commitment. And SBBCC is committed to integrating safety and health principles into our business practices through providing expert support and resources which drive our safety program beyond compliance and emphasize subcontractor safety qualifications and performance.

From our CEO to each member of the construction team, SBBCC's goal is to send everyone home at the end of the day in the same condition as when they arrived, especially during the unprecedented times of a pandemic where we continually contain the spread of coronavirus and enable a safe work environment by taking proactive safety precautions in our office and on our jobsites.

The commitment of a corporate Safety Manager and implementation of a project-specific safety plan on every project is the key to achieving this goal. Proactive in lieu of reactive safety management mitigates claims, schedule delays and reduces propensity for cost increases.



"Our intent is to create the safest work environment possible for our employees, subcontractors, customers, and visitors on all our projects. We are constantly evaluating our safety management system to ensure compliance and promote continuous improvement to our program."

• James Garrett, SBBCC Safety Manager

SBBCC | DESIGN-BUILD CONTRACTOR

COMPLETION GUARANTEES AND WARRANTIES

It is of singular importance to note that SBBCC has never missed a client's deadline for beneficial occupancy of a project. We have a long and uncompromised record of delivering projects on-time, safely and within budget. For this project, we have included the costs to secure 100% Payment & Performance Bonds for the full construction value of the entire project including design services. This will provide VBCPS with the highest attainable level of security, guaranteeing that the work is completed in full accordance with the completion dates and contract values to be agreed to by the principal parties.

As the Design-Build Contractor, SBBCC will be the sole source for all project construction and completion guarantees, bonds, and warranties. **The SBBCC Team will also provide a two (2) year warranty instead of the industry standard one (1) year warranty.**

LEGAL CLAIMS

SBBCC has been in business for 44 years, and we build because it is our passion. Creating form, function and style for our customers is exciting and rewarding work. Above all, we take pride in our reputation. Neither SBBCC or an officer/ director/partner/owner of our organization have had judgments entered against it or them for the breach of contracts for construction. We are committed to the companies and communities we serve, and we deliver the highest levels of quality and craftsmanship in the industry today.

SBBCC confirms that there are no claims, litigation, or proceedings brought relating to our listed recent projects of comparable size and complexity.

PROJECT EXPERIENCE

All of SBBCC's projects have been completed early or on-time, within budget, and in compliance with design, land use, service, and project-specific standards. We are well versed and understand how to execute projects under design-build PPEA contracts. We have collaborated with various public school systems to execute many successful K-12 projects.

Our Design-Build Team has proven time and time again that, not only are we excellent stewards of our community, but we are also businesses/contractors **local** to the City of Virginia Beach. We take pride in our city and are invested in our School System. An example of our commitment rests in the projects members of our team have delivered to VBCPS: **+1,000 VBCPS school design and construction projects at 81 of the 86 school facilities.**



"FROM ITS INCEPTION THIS PROJECT HAS BEEN A HOT TOPIC OF DISCUSSION THROUGHOUT VIRGINIA BEACH. IN AN EFFORT TO ALLEVIATE THE COMMUNITIES CONCERNED ABOUT SAFETY, COST, DISRUPTION, S.B. BALLARD TEAM MEMBERS ATTENDED SEVERAL CIVIC LEAGUE MEETINGS, ANSWERING QUESTIONS AND INTRODUCING THE PROJECT TEAM THAT WOULD BE ON SITE EVERY DAY."



TONY ARNOLD, PE,
(FORMER) EXECUTIVE DIRECTOR OF FACILITIES SERVICES
VIRGINIA BEACH CITY PUBLIC SCHOOLS



HBA ARCHITECTURE & INTERIOR DESIGN (HBA) | LEAD ARCHITECT

HBA Architecture & Interior Design's reputation is defined by the success of every project delivered. When clients entrust them with the critical task of creating quality, sustainable architecture, they achieve that goal through innovative thinking, exceptional design and unmatched client service. Founded on the principles of integrity and excellence, HBA remains committed to providing solutions that enhance clients' lives and businesses, community, and the environment. Since 1974, HBA has pursued these goals, and takes pride in the successes that have earned a well-respected name throughout the region.

Listen. HBA learned that listening...really listening, leads to success. Listening to not only clients, but to the full spectrum of individuals that will be impacted by our projects. It is a simple strategy that works.

Care. We share this planet. HBA understands and embraces our responsibility to protect and nurture our vital natural resources. We make design choices for the environment and economic benefits of conservation.

Stand the Test of Time. The only constant is change...missions change, technology evolves, staff transition. While we cannot forecast the future, we do build flexibility into our design and accommodate for change, so that your facilities can grow with you. In addition, the materials we select to build your project will be both durable and easily maintained. We monitor our designs to ensure quality construction, and finally, we evaluate your facility and our performance a year after occupancy to measure your satisfaction.

As HBA has grown, we have achieved a reputation as a hands-on, proactive firm that consistently provides creative design solutions, on-time and within budget. We have the expertise to manage an entire project, offering services in architecture, interior design, facilities consulting, interior architecture, planning, and sustainable design. With our expansive resources, we are able to guide a project from design, to construction, to occupancy. This comprehensive approach allows HBA to help clients make design choices that account for later needs.

HBA specializes in new design as well as renovation, repair, and rehabilitation of existing structures. Project types include: Community (learning, civic, multi-family residential, recreational, religious, healthcare, recreation and entertainment); Commercial (financial, industrial, corporate, interiors, retail, and mixed-use); and Government (Federal/ Department of Defense).



\$500_{MM}+
IN K-12 DESIGN
PROJECT VALUE

1,000+
DESIGN PROJECTS
IN VIRGINIA
BEACH

42
YEARS IN
BUSINESS IN
VIRGINIA BEACH

**+OFFICE IN
VIRGINIA
BEACH**

02
NEW HIGH
SCHOOLS IN
VIRGINIA BEACH:
TALLWOOD HS |
KELLAM HS

**SMALL BUSINESS -
SWaM CERTIFIED
SMALL**

HBA | LEAD ARCHITECT



HBA employs 40 qualified individuals and is a registered Small Business (DMBE #651684). We are active in numerous professional organizations, including Virginia Beach Education Foundation, Mike Ross served as president and Grants Committee Chair; as well as A4LE Virginia Chapter president.

K-12 RELEVANT EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- Floyd E. Kellam High School Replacement
- John B. Dey Elementary School Modernization
- Virginia Beach Middle School Replacement
- Princess Anne High School Additions, Renovation and Fire Restoration
- Tallwood High School
- Kempsville High School Entrepreneurial and Business Academy
- VBCPS TERM CONTRACTOR FOR CONTINUOUS 28 YEARS

ADDITIONAL RELEVANT PROJECTS to the VBCPS' SCHOOLS FOR THE FUTURE PROJECT:

- Kempsville Community Recreation Center
- Williams Farm Community Recreation Center
- Jamestown High School
- Churchland High School





RRMM ARCHITECTS (RRMM) | ARCHITECT

We're the people behind your schools, fire stations, stores, medical offices, and so many other spaces. We design secure, high performing facilities for first responders and our nation's military, and welcoming spaces for our most fragile citizens to call home. And we pride ourselves on providing the same level of attention to detail on a roofing project that we do on a new church, because we know that even the smallest of projects make a big difference to our clients.

We strive to become a part of your team during the design process; we want to work with you, not for you. We live, work, and shop in the communities where we design projects. Our children attend many of the schools we have designed. These personal connections mean that we design each building as if we are designing for ourselves. And, as it so very often happens, that's exactly what we're doing.

RRMM Architects is an award-winning, full-service architecture, planning and interior design firm with offices in Chesapeake, Richmond, Roanoke, Arlington and Rockville, MD. Since our founding in 1988, the firm has grown to 127 employees, and is recognized as the largest architecture based firm in the Commonwealth by Virginia Business magazine.

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

LOCAL EXPERIENCE

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



\$1.3B+

K-12 DESIGN
OVER THE
LAST 10 YEARS

6.3MM+

SQUARE FEET
OF K-12 DESIGN
OVER THE
LAST 10 YEARS

33

YEARS IN
BUSINESS

127

EMPLOYEES

40

REGISTERED
ARCHITECTS

**VBCPS &
K-12 PPEA
DELIVERY
EXPERIENCE**

**SMALL BUSINESS -
SWaM CERTIFIED
SMALL**

RRMM | ARCHITECT

PK-12 EDUCATION: CREATING GREAT PLACES TO LIVE, WORK, PLAY AND LEARN.

We consider it a privilege to have successfully served school systems in nearly every part of Virginia for over 30 years, providing award-winning learning environments for children, educators, and the community. We have significant experience for every type of school project, whether it be elementary, middle, or high schools, special needs or alternative education, new or renovated, simple or complex. Our education team is dedicated to our mission of creating great places to live, work, play and learn.



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

K-12 RELEVANT EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- Old Donation School/Kemps Landing Magnet School Replacement
- Princess Anne Middle School Replacement
- Renaissance Academy Replacement
- Kempsville Meadows Elementary School
- WT Cooke Elementary School

ADDITIONAL RELEVANT PROJECTS to the VBCPS' SCHOOLS FOR THE FUTURE PROJECT:

- Southside STEM Academy at Campostella, Norfolk, VA (PPEA K-12 Project)
- Richard Bowling Elementary School, Norfolk, VA (PPEA K-12 Project)
- Larchmont School, Norfolk, VA (PPEA K-12 Project)
- Ocean View Elementary, Norfolk, VA (PPEA K-12 Project)
- Camp Allen Elementary, Norfolk, VA (PPEA K-12 Project)
- Union High School, Wise County, VA (PPEA K-12 Project)
- Central High School, Wise County, VA (PPEA K-12 Project)
- Kings Fork High School, Suffolk, VA (w/SBBCC)
- Cardinal Elementary School, Richmond, VA (w/SBBCC)
- Pulaski Middle School, Pulaski County, VA
- River City Middle School, Richmond, VA
- Manchester Middle School, Chesterfield County, VA
- Colonel Fred Cherry Middle School, Suffolk, VA
- Page Middle School, Gloucester County, VA
- Georgie D. Tyler Middle School, Isle of Wight County, VA
- Robert E. Aylor Middle School, Frederick County, VA
- Auburn High School (PPEA), Montgomery County, VA
- New Kent High School, New Kent County, VA
- Grassfield High School, Chesapeake, VA



LIVAS GROUP, INC. (Livas) | ARCHITECT

Livas Group, Inc. is a micro-certified, small and robust SWaM-Certified and minority-owned business located in the Historic Freemason Area of downtown Norfolk, VA. The firm was originally founded in 1948 and restructured in 2015 as The Livas Group, Inc. to establish a more diversified Scope of Services.

Livas Group, Inc. will be a key player on the professional design team. They will provide a local, highly-experienced staff of design professionals and consultants, committed to delivering complete and dependable design services in a responsive manner. The firm's approach has been well-established in successfully producing a wide variety of complex projects including religious facilities, educational facilities, hospital/healthcare complexes, industrial facilities, comprehensive land planning and more.

Livas Group is justifiably proud of their status as the **longest continuously African American architectural firm in Virginia**, with a tradition of award-winning excellence reaching back over 70 years. Livas will be working in concert with HBA and RRMM, providing valuable insight into resolving design related issues throughout the initial pre-construction phase, as well as contributing to the ongoing construction administration and quality-control management requirements that are crucial to producing great facilities for our end-user client.

SERVICES

The firm has extensive experience in the following professional services: feasibility studies, project development, comprehensive architectural design services that include schematic design, design development, construction documents, bidding and negotiation, construction administration, interior design, landscape design, project management, post-construction services, and Leadership in Energy and Environmental Design (LEED).

PPEA K-12 RELEVANT EXPERIENCE

- Norfolk Public Schools Modernization Project:
 - Southside STEM Academy at Campostella K-8
 - Richard Bowling Elementary School
 - Larchmont School
 - Ocean View Elementary School
 - Camp Allen Elementary School

ADDITIONAL K-12 RELEVANT EXPERIENCE

- Richmond Public Schools:
 - Cardinal Elementary School
 - River City Middle School
 - Henry L. Marsh III Elementary Schools
- Term Contract with Richmond Public Schools
- Term Contract with Portsmouth Public Schools



72

YEARS IN
BUSINESS IN
HAMPTON
ROADS

FELLOW OF
THE AFRICAN
AMERICAN
INSTITUTE OF
ARCHIECTS

05

SCHOOL
PROJECTS
WITH THE
**PPEA
DELIVERY
METHOD**

**SMALL BUSINESS -
SWaM CERTIFIED
SMALL
MICRO | MBE
CERTIFIED**



SPEIGHT, MARSHALL & FRANCIS, P.C. (SMF) | STRUCTURAL ENGINEER

SMF is an award-winning structural engineering and Special Inspections firm registered as a small business with the Commonwealth of Virginia and the federal government. With **offices in Virginia Beach** and Richmond, they retain a total staff of 40 and employ engineering professionals licensed to practice in 31 states. Although the firm performs structural services for projects around the nation, they focus on projects primarily in southeastern Virginia. **Project experience spans a variety of related projects with SBBCC including PPEA projects.** Projects for VBCPS has comprised a significant part of their business over the last 26 years and most recently includes:

- Brock Environmental Center VBCPS Sustainable Classroom
- Princess Anne Middle School
- Thoroughgood Elementary School
- Old Donation School
- Floyd E. Kellam High School
- Virginia Beach Middle School

Their staff is available and committed to assisting VBCPS' in providing structural engineering services for the proposed A/E Term Contract and their staff has practical experience and qualifications with providing all of the structural engineering services that would be required. Services include, but are not limited to: structural investigations and forensics, analyses, inspections and evaluations, reporting on inspection findings, providing recommendations for repair, rehabilitation and replacement, feasibility studies, rehabilitation, renovations, and additions design, new facilities design, preliminary design, final design, preparation of full contract drawings, specifications, cost estimates, value engineering, peer review, local approvals, assistance in prebid and preconstruction meetings, bid review and recommendations, on-site meetings with contractors and property owners, conducting meetings and public relations work, shop drawing review, issuing change orders, inspections during construction, final and warranty inspections, Special Inspections, construction engineering, expert testimony, and as-built drawings. to construction, to occupancy. This comprehensive approach allows HBA to help clients make design choices that account for later needs.

Considered a forerunner in the area for LEED and Building Information Modeling (BIM) design, the firm has become known for their common sense, cost-effective, and innovative structural engineering design solutions that meet each client's unique long and short-term goals. Exceptional responsiveness to client requests and their assertive "can do" mentality distinguishes them from the industry standard.



\$500MM+

IN K-12 DESIGN
PROJECT VALUE

40

ENGINEERING
PROFESSIONALS

26

YEARS IN
BUSINESS IN
VIRGINIA
BEACH

**+ OFFICE IN
VIRGINIA
BEACH**

O2

NEW HIGH SCHOOLS
IN VIRGINIA BEACH:
TALLWOOD HS |
KELLAM HS

**VBCPS & K-12
PPEA DELIVERY
EXPERIENCE**

**SMALL BUSINESS -
SWaM CERTIFIED
SMALL**

SMF | STRUCTURAL ENGINEER

SFM specializes in new design as well as rehabilitation, renovations, additions, feasibility studies, structural investigations/forensics, adaptive reuse, value engineering, special inspections/agent 1, and peer review. Project types include: Community (learning, civic, multi-family residential, recreational, religious, healthcare, recreation and entertainment); Commercial (financial, industrial, corporate, interiors, retail, and mixed-use); and Government (federal/ Department of Defense).

STRUCTURAL SERVICES

- New Facilities Design
- Rehabilitation / Renovations / Additions Design
- Feasibility Studies
- Structural Investigations / Forensics
- Adaptive Reuse
- Value Engineering
- Special Inspections, Agent 1
- Peer Review



SMF employs 40 qualified individuals, and is a registered Small Business (DMBE #651486). SMF is active in numerous professional organizations, including Virginia Beach Education Foundation, Design Build Institute of America, Construction and Danny Speight has relished serving as an instructor for the General Structures & Lateral Forces course. SMF has a long history of giving back to the community with Coaching with Altruism, Recovery for Life and JTS Camp Grom.

K-12 RELEVANT EXPERIENCE - VIRGINIA BEACH PUBLIC SCHOOLS

- Princess Anne Middle School
- Old Donation School
- Floyd E. Kellam High School
- Thoroughgood Elementary School
- Virginia Beach Middle School

ADDITIONAL K-12 RELEVANT EXPERIENCE

SMF Relevant Experience with selected members of the consortium of firms:

- **Five New Elementary Schools, Norfolk, VA (PPEA Project)**
- Colonel Fred Cherry Middle School, Suffolk, VA
- Page Middle School, Gloucester County, VA
- Culpeper Career and Technical Education Facility (CTE), Culpeper, VA
- West Point Elementary School Replacement, West Point Military Academy, West Point, NY
- River City Middle School, Richmond, VA





LYNCH MYKINS STRUCTURAL ENGINEERS, P.C.

(Lynch Mykins) | STRUCTURAL ENGINEER

LYNCH MYKINS was founded in 1974 and has over 4 decades of experience in providing high quality structural engineering services all over the U.S. Our team has worked on nearly every conceivable building type including Higher Education, Federal/State/Local, Entertainment and Arts, Healthcare, Hospitality, K-12, Historic Restoration, and commercial. Dedicated to creative approaches, collaborative processes and integrated design, Lynch Mykins is headquartered in Raleigh, North Carolina, with offices in **Virginia Beach**, Virginia and Richmond, Virginia. We've been responsible for the design of buildings and other structures at a rate of over \$1.8 billion in construction value per year.

The end user experience is a top priority to us, so our engineers focus on serviceability issues like vibration, deflection, and the effects of structure on sound transmission. We strive to be at the forefront of computer technology and maintain the hardware and software tools necessary for state-of-the-art, high-speed analysis and efficient design.

With a top to bottom approach, our goal is the same on every project—achieve our client's vision while making the most of each dollar. Our engineers' ability to interpret challenging project requirements into creative yet cost-effective designs is second to none in the industry.

GENERAL

- **Founded in 1974**
- **HUB Certified – Woman Owned**
- **Small Professional Services Firm (SPSF) – NC**
- **VA SWaM #725989 – Small, Woman – Owned**
- **DBE Certified – VA & NC**

SERVICES

- Structural Engineering
- Sustainable Design
- Adaptive Reuse
- Forensic Engineering
- Special Inspections
- Structural Investigation
- Historic Preservation



28

**STRUCTURAL
ENGINEERS**

53

**STAFF
MEMBERS**

47

**YEARS IN
BUSINESS IN
VIRGINIA
BEACH**

O3

OFFICES

**SMALL BUSINESS -
SWaM CERTIFIED:
SMALL | WOMAN
DBE | WBE CERTIFIED**



THOMPSON CONSULTING ENGINEERS (MJT) | MEP ENGINEER

Since 1954, the Thompson Consulting Engineers team has provided exceptional consulting engineering services. Clients have included architects, K-12 education facilities, municipal governments, higher education institutions, commercial and industrial facilities, design-build contractors, and developers. They deliver a variety of project types using innovative systems that address sustainability, LEED strategies, integrated technology and communications, life safety, and security.

The MJT team consists of over three dozen passionate and experienced mechanical and electrical engineers, designers, CADD technicians, construction administrators and administrative personnel.

SERVICES

- Mechanical Engineering
- Electrical Engineering
- Plumbing & Fire Protection Engineering
- Construction Administration
- Building Systems Commissioning

MJT has extensive experience with K-12 new construction projects, having provided mechanical, electrical, plumbing and fire protection design services for over 80 new schools. **The firm has participated in 20 new school projects for VBCPS since 1995. The most recent projects include the new Princess Anne Middle School, Thoroughgood Elementary School, Old Donation School, and Kellam High School.**

K-12 RELEVANT EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- Princess Anne Middle School
- Thoroughgood Elementary School
- Old Donation School
- Floyd E. Kellam High School

ADDITIONAL K-12 RELEVANT EXPERIENCE

- Great Bridge Primary School, Chesapeake, VA
- Manchester Middle School, Richmond, VA
- Harrowgate Elementary School, Chester, VA
- Matoaca Elementary School, Petersburg, VA
- Henry L. Marsh, III Elementary School, Richmond, VA
- Cardinal Elementary School, Richmond, VA (w/SBCC & RRMM)
- River City Middle School, Richmond, VA
- Old Hundred Elementary School, Midlothian, VA
- Camp Allen Elementary School, Norfolk, VA (PPEA K-12 Project)
- Beulah Elementary School, Richmond, VA
- Col. Fred Cherry Middle School, Suffolk, VA
- Florence Bowser Elementary School, Suffolk, VA
- James Blair Middle School, Williamsburg, VA
- Larchmont Elementary School, Norfolk, VA (PPEA K-12 Project)
- Oceanview Elementary School, Norfolk, VA (PPEA K-12 Project)
- Southside STEM Academy at Campostella, Norfolk, VA (PPEA K-12 Project)
- Richard Bowling Elementary School, Norfolk, VA (PPEA K-12 Project)
- Page Middle School, Gloucester, VA



67

YEARS IN
BUSINESS IN
VIRGINIA BEACH

41

EMPLOYEES

10

LEED ACCREDITED
PROFESSIONALS

20

NEW VBCPS
SCHOOLS PROJECTS
SINCE 1995 w/HBA &
RRMM

+80

NEW SCHOOLS
PROVIDED MEP
AND FIRE
PROTECTION
DESIGN SERVICES

**+ K-12 PPEA
DELIVERY
EXPERIENCE**

**SMALL BUSINESS -
SWaM CERTIFIED
SMALL**

Kimley»Horn

KIMLEY-HORN AND ASSOCIATES, INC. (Kimley-Horn) | CIVIL ENGINEER

Kimley-Horn and Associates, Inc. is one of the nation's premier planning and design consulting firms. Founded in 1967 in Raleigh, NC, Kimley-Horn has evolved into a multidisciplinary consulting firm offering services to federal, state, and local governmental agencies; developers; and commercial, industrial, and agricultural interests. Today, the firm encompasses 4,600 employees in more than 90 offices nationwide, including four offices in the Commonwealth of Virginia including **Virginia Beach office**.

SERVICES

Kimley-Horn offers a full suite of land development services including master planning, due diligence and feasibility studies, entitlement services/strategies, site design, and permitting services.

From site selection to initial design and on through construction, their civil engineers and land planners consult extensively with their traffic engineers, landscape architects, utility engineers, and stormwater and environmental engineers and scientists to ensure a fully-integrated design.

K-12 EXPERIENCE

Kimley-Horn's experience on scores of projects for K-12 schools and school systems nationwide gives us valuable knowledge of a broad range of planning, design, and operations issues as well as the ability to provide clear, intelligent, and viable solutions. Kimley-Horn's professionals provide consulting services for every phase of a project's development, from site evaluation and selection to final engineering and construction observation. From our **local office in Virginia Beach**, our professionals have completed more than 50 school projects throughout Hampton Roads.

LOCAL EXPERIENCE

Kimley-Horn has provided civil engineering services for **VBCPS's last five major school projects and currently provides civil engineering services under an Architecture/Engineering on-call**. Kimley-Horn has been providing services to the City of Virginia Beach since 1986 and has contributed to the successful completion of more than 750 projects.

K-12 RELEVANT EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- Old Donation School
- Floyd E. Kellam High School
- Thoroughgood Elementary School Replacement
- Princess Anne Middle School
- John B. Dey Elementary School Modernization



90

OFFICES
NATIONWIDE -

**+ OFFICE IN
VIRGINIA
BEACH**

34

YEARS
PROVIDING
SERVICES TO
THE CITY OF
VIRGINIA BEACH

+50

SCHOOL
PROJECTS
IN HAMPTON
ROADS

+750

PROJECTS IN
VIRGINIA BEACH

**VBCPS &
K-12 PPEA
DELIVERY
EXPERIENCE**



TIMMONS GROUP, INC. (Timmons) | CIVIL ENGINEER

Timmons Group is a multi-disciplined engineering and technology firm recognized for nearly twenty years as one of Engineering News Record's (ENR) Top 500 Design Firms in the country. They provide civil engineering, environmental, geotechnical, GIS/ geospatial technology, landscape architecture and surveying services to a diverse client base. Founded in 1953, they are a well-established firm with a pioneering spirit. Decades of experience allow them to lead the industry with an unwavering commitment to forward thinking, innovative design and complete solutions that help their clients be successful.

Timmons Group's extensive experience with contracts for school systems and other municipal clients allows them to clearly understand potential pitfalls up-front and create a plan for mitigating them. Their work approach incorporates all prior planning, educational specifications, site studies, codes and regulations and financial parameters into written and graphic documents that form the basis for constructing your envisioned facility or site improvement.

K-12 RELEVANT EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- Salem and First Colonial High Schools Track and Artificial Turf Replacement
- Plaza Annex Parking Expansion
- Plaza Annex Site Addition, phase II

ADDITIONAL HAMPTON ROADS K-12 RELEVANT EXPERIENCE

- Booker T Washington High School Site Assessment, Norfolk, VA
- Western Branch High School Track Replacement, Chesapeake, VA
- Deep Creek Elementary School - Drainage Improvements and Courtyard Design, Chesapeake, VA
- Chesapeake Public Schools Track Assessments, Chesapeake, VA
- Maury High School Condition Assessment and Replacement Planning, Norfolk, VA
- Abingdon Elementary School Addition/Renovation, Gloucester County, VA
- Farmwell Station Middle School Addition/Renovation, Gloucester County, VA
- Gloucester High School Feasibility Study, Gloucester, VA
- Matoaka Elementary School, Williamsburg-James City County Public Schools, VA
- Warhill High School, Williamsburg-James City County Public Schools, VA
- Discovery Stem Academy, Newport News Public Schools, VA
- Marshall Early Childhood Center Additions/Renovations, Newport News Public Schools, VA
- System Wide Facility Study, Newport News Public Schools, VA
- Hilton & Sedgefield Elementary Schools - FEMA Elevation Certificates, Newport News Public Schools, VA
- Sedgefield Elementary School - Green School Grounds, Newport News Public Schools, VA
- Surry High School Addition/Renovation, Surry County, VA
- Yorktown Elementary School Addition/Renovation, York County, VA
- York Elementary School Feasibility Study, York County, VA

ADDITIONAL VIRGINIA K-12 EXPERIENCE

- NEW ELEMENTARY SCHOOLS = 48
- NEW MIDDLE SCHOOLS = 24
- NEW HIGH SCHOOLS = 32



68

YEARS IN
BUSINESS

+25

YEARS OF
RECOGNITION
AS ONE OF
'ENGINEERING
NEWS RECORDS'
TOP 500
DESIGN FIRMS

+50

LEED CERTIFIED
& REGISTERED
PROJECTS

9

VIRGINIA
OFFICES

+ OFFICE IN
VIRGINIA
BEACH



VANASSE HANGEN BRUSTLIN, INC. (VHB) | CIVIL ENGINEER

Since its founding in 1979, VHB has partnered with nearly 200 public schools, assisting with growth and development objectives. VHB offers the focus and personal attention of a small consulting firm backed by the in-house resources of a multidisciplinary company of more than 1,500 professionals. VHB has seven offices in the Mid-Atlantic region, with two in North Carolina (Raleigh and Charlotte); four in Virginia (Virginia Beach, Williamsburg, Richmond, and Tysons); and one in Washington, DC.

Although goals and priorities for public K-12 institutions constantly shift in response to social, economic, technological, and physical factors, one goal remains constant: to provide a high-quality educational setting that meets immediate needs and accommodates future growth. K-12 clients seek to support and enhance the educational process with a physical environment that is functional, healthful, safe, and sustainable. VHB's integrated services approach to planning, engineering, and design allows the firm's professional to help make these aspirations a reality.

VHB's engineers, scientists, and planners provide comprehensive site planning and engineering design services to assist K-12 clients with a diverse mix of projects, from minor site improvements to major capital programs.

With an open-minded approach to projects, VHB is committed to listening and truly understanding the clients' needs. VHB integrates the right places and resources from four core services—Transportation Planning & Engineering, Land Development, Planning & Design, and Environmental—to help clients initiate and complete intricate, challenging, and significant projects

K-12 RELEVANT PROJECTS – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- Frank W. Cox High School Falcon Plaza
- Pupil Transportation Services Maintenance Facility

RECENT K-12 CLIENTS IN VIRGINIA HAVE INCLUDED:

- Virginia Beach Public Schools, Virginia Beach, VA
- Westmoreland County Public Schools, Westmoreland County, VA
- City of Richmond Public Schools, Richmond, VA
- Williamsburg-James City County Public Schools, James City County, VA
- Poquoson City Public Schools, Poquoson, VA

OTHER RELEVANT PROJECTS

- Martin Luther King Jr. Middle School, Richmond, VA
- Oak Grove & Broad Rock Elementary School, Richmond, VA
- Williamsburg/James City County Public Schools Engineering Services
- NCDOT Municipal & School Transportation Assistant (MSTA) Program Support



1,500+

PASSIONATE
PROFESSIONALS
INCLUDING
ENGINEERS,
SCIENTISTS,
PLANNERS
& DESIGNERS

42

YEARS IN
BUSINESS IN
VIRGINIA BEACH

55TH

ON ENR TOP US
DESIGN
FIRMS LIST

30

LOCATIONS
THROUGHOUT
THE EAST COAST

+ OFFICE IN
**VIRGINIA
BEACH**

MARKETS

TRANSPORTATION
AGENCIES
REAL ESTATE
COUNTY & LOCAL
GOVERNMENTS
INSTITUTIONS



W. P. LARGE, INC. (WPL) | LANDSCAPE ARCHITECT

Rooted and located in Virginia Beach, WPL is an enthusiastic team and a sincere design practice dedicated to quality work. Our multidiscipline design professionals are all active and recognized in their own fields of work. Although relatively small in size (one office of 25 people), WPL has served public and private clientele locally on many high profile projects since 1960. WPL continues to put an emphasis on public places and match client values of sustainability, resiliency, beauty, functionality, and longevity. WPL is a **SWaM VA certified** and a Virginia S-Corporation offering a full range of professional services in landscape architecture, land surveying, and civil engineering throughout southeastern Virginia. Benefits to our clients include creative design and quality service, tailored to the client's needs.

Landscape Architecture Division. The landscape architects at WPL are dedicated to sensitive site design. As the only design professionals in Virginia that are required to be formally educated, professionally trained, and state tested in site planning and design, landscape architects specialize in prudent and resourceful land design and development. At WPL we offer our creative aptitude and broad perspective to all types of land development. WPL's staff of landscape architects provides high caliber land-use planning and landscape architectural talent and local knowledge. WPL has the largest staff of landscape architectural talent in the Tidewater region with four landscape architects, three landscape designers, a Virginia Nursery and Landscape Association Certified Horticulturist, and one CAD technician. This group of design professionals has consistently provided cutting edge landscape architectural design on a wide range of projects construction, to occupancy.

Ability to Design Landscape for K-12 Environments. WPL has an enjoyed a strong 60-year-old relationship with the K-12 market in Hampton Roads. We design our schools as the next generation of prototypical schools to include the highest levels of LEED certifications. WPL promotes school settings incorporating zero stormwater runoff through rainwater collection, rain gardens, and cisterns which were implemented at **Kellam High School, College Park Elementary School and Great Neck Middle School** in Virginia Beach.

Exercising sustainable site planning, sustainable planting design and LEED documentation to create a unique learning experience for students is our goal on each project. As one of the early Sustainable Sites Initiative pilot projects, Kellam High School incorporates many sustainable features.



+60

YEARS OF K-12
EXPERIENCE IN
THE HAMPTON
ROADS

61

YEARS IN
BUSINESS IN
VIRGINIA BEACH

**+ OFFICE IN
VIRGINIA
BEACH**

+100

K-12 PROJECTS
IN THE CITY OF
VIRGINIA BEACH

**VBCPS &
K-12 PPEA
DELIVERY
EXPERIENCE**

**SMALL BUSINESS -
SWaM CERTIFIED
SMALL**

WPL | LANDSCAPE ARCHITECT

K-12 RELEVANT EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- Arrowhead Elementary School
- B.R. Williams Elementary School Gym Addition
- Bayside Elementary School Feasibility Study for additions and renovations
- Bayside High School
- Bayside Middle School, 6th Grad Annex Gym Addition
- Birdneck Elementary School
- Center for Effective Learning
- Centerville Elementary School
- Christopher Farms Elementary School
- College Park Elementary School
- Corporate Landing Elementary School
- Corporate Landing Middle School Outdoor Classroom
- Cox High School Parking Additions
- Creeds Elementary School
- Diamond Springs Elementary School / Williams Farm Park
- Donation Center Elementary School
- Families of Autistic Children (FACT)
- First Colonial High School Renovation
- Glenwood Elementary School
- Great Neck Middle School
- Hermitage Elementary School Gym Addition
- Hill Property Elementary School
- Holland Elementary School
- Independence Middle School
- Indian Lakes Elementary School
- John B. Dey Elementary School
- Kellam High School Replacement
- Kellam High School Site Feasibility Study
- Kemps Landing Magnet Middle School
- Kempsville Elementary School Gym Addition
- Kempsville High School Parking and Tennis Court Renovations
- Kempsville Meadows Elementary School Feasibility Study for additions & renovations
- King's Grant Elementary School
- Lake Ridge Area Middle School Site Study
- Landstown Elementary School
- Landstown High School
- Landstown Middle School
- Larkspur Middle School
- Linkhorn Park Elementary School
- Loise Luxford Elementary School Feasibility Study for additions and renovations
- New Castle Elementary School
- Newtown Elementary School
- Ocean Lakes High Schools
- ODC / KLMS Replacement School for Gifted (Old Donation School)
- ODC / KLMS Replacement School for Gifted Site Selection Study
- Parkway Elementary School
- Pembroke Elementary School
- Plaza Middle School
- Point O' View Elementary School
- Princess Anne Elementary School
- Princess Anne High School Additions and Renovations
- Princess Anne Middle School
- Providence Elementary School Parking Additions
- Red Mill Elementary School
- Rosemont Forest Elementary School
- Salem High School
- Salem Middle School
- Seatack Elementary School Community Garden Expansion
- Seatack Elementary School
- Shelton Park Elementary School Feasibility Study for additions and renovations
- Tallwood High School
- Thalia Elementary School Feasibility Study for additions and renovations
- Thoroughgood Elementary School Gym Addition
- Thoroughgood Elementary School Replacement
- Trantwood Elementary School
- Virginia Beach School Plant Study
- W. T. Cooke Elementary School Feasibility Study for additions and renovations
- Windsor Woods Elementary School
- Windsor Oaks Elementary School
- Woodstock Elementary School Feasibility Study for additions and renovations

ADDITIONAL K-12 RELEVANT EXPERIENCE

- ADDITIONAL HAMPTON ROADS K-12 EXPERIENCE: **+45** PROJECTS
- ADDITIONAL VIRGINIA K-12 EXPERIENCE: **+20** PROJECTS
- **+45** School Addition & Renovation Projects | **30** School Site Survey Projects | **+ 30** School Studies



GEOENVIRONMENTAL RESOURCES, INC (GER) | HAZARDOUS MATERIALS SERVICES

GER is a multi-disciplined, small business consulting engineering firm located in Virginia Beach, Virginia. We specialize in geotechnical, environmental, hazardous materials, and industrial services, indoor air quality and groundwater resources. Our principals bring together nearly 100 years of engineering experience in both technical and managerial roles. We are experienced in dealing with complex domestic and international projects. Our staff has worked on well over 7,000 projects from which to draw experience to apply to this project.

FIRM ROLE. We will provide technical and engineering services to support the following activities for each school project:

- Phase I Environmental Site Assessments (ESAs)
- The inspection, bulk sampling and laboratory analysis required to identify suspect hazardous materials associated with the existing school buildings and portables. This will include asbestos-containing materials (ACM), lead based paint (LBP), lead containing paint, PCBs, and mercury containing components
- Preparation of hazardous material design documents such as Basis of Design (BOD), technical specifications for the management of the various hazardous materials and design drawings.
- Construction administration services such as submittal review and attending pre-construction meetings associated with hazardous material disturbance.

K-12 RELEVANT EXPERIENCE – VIRGINIA BEACH PUBLIC SCHOOLS

- John B. Dey Elementary School Modernization
- Princess Anne Elementary School Replacement
- Thoroughgood Elementary School Replacement
- Virginia Beach Elementary School Replacement
- Landstown Middle School & Elementary School – Roof and HVAC Replacement
- Holland Road Elementary School – Make-up Air Unit Replacement
- First Colonial High School – Auditorium Repairs
- Kempsville High School – Food Lab, HVAC upgrade, Stadium Lighting Replacement

ADDITIONAL LOCAL EXPERIENCE on various projects in Virginia Beach:

- Oceana Naval Air Station, Virginia Beach, VA
- New Virginia Beach Middle School, Virginia Beach, VA
- Dam Neck Annex, Virginia Beach, VA
- Lesner Bridge Replacement, Virginia Beach, VA



28

YEARS IN
BUSINESS IN
VIRGINIA BEACH

**+ OFFICE IN
VIRGINIA
BEACH**

200+

PROJECTS IN
HAMPTON
ROADS

+16

NEW SCHOOLS
IN HAMPTON
ROADS

**SMALL BUSINESS -
SWaM CERTIFIED
SMALL | MICRO**



GET SOLUTIONS, INC., A TERRACON COMPANY (GET) | GEOTECHNICAL ENGINEER

GET is a full service Geotechnical, Environmental and Testing firm with in-house drilling capabilities and certified soils and concrete testing laboratories. GET is a small business for federal work and SWaM-certified (#656305) for state /municipal work. In addition, GET is certified to perform Special Inspections testing services in accordance with the requirements of ASTM E-329. Our **offices are located in Virginia Beach** and Williamsburg, Virginia and Elizabeth City and Jacksonville, North Carolina.

GET has performed geotechnical investigation services, soil borings, environmental services, and construction materials testing services for Virginia Beach Public Schools since 2003. As we are a **local firm**, we have extensive knowledge of the hydrology and soils of Virginia Beach and we are familiar with the rules, regulations, and procedures of the School System as well as the City of Virginia Beach.

RELEVANT K-12 EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS

GET has worked on hundreds of projects throughout Virginia and North Carolina. Our project experience with Virginia Beach City Public Schools includes the following:

- Alanton Elementary School BMP Retro Fit
- Bayside High School Football Stadium Lighting
- Brandon Middle School Renovation
- Brookwood Elementary School
- First Colonial High School Stadium Lighting
- Great Neck Middle School Replacement Facility + Feasibility Study
- Green Run Elementary School Addition
- Green Run High School Improvements
- Indian Lakes Elementary School Renovations
- John B. Dey Elementary School
- Kellam High School Baseball Field | Stadium Lighting
- Kempsville High School Hitting/Pitching Facility | Tennis Courts and Stadium Lighting
- Kings Grant Elementary Addition
- Landstown High School Stadium Light Poles
- Ocean Lakes | Parkway Elementary School Pump House
- Ocean Lakes High School Rain Garden
- Old Donation Center/Kemps Landing Feasibility
- Pembroke Meadows Elementary School
- Point O' View Elementary School
- Princess Anne High School + Stadium Lighting | Tennis Court Lights
- Princess Anne Middle School Renovations
- Rosement Elementary School
- Salem High School Stadium Light Poles
- Salem Middle School Pump Station
- Thoroughgood Elementary School
- White Oaks Elementary School Renovations
- Windsor Woods Elementary School



\$50MM+

PROJECTS WITH
VBCPS

230+

K-12 PROJECTS IN
VIRGINIA AND
NORTH CAROLINA

05

DESIGN-BUILD
PROJECTS WITH
SBBCC

09

PROFESSIONAL
ENGINEERS

**+ OFFICE IN
VIRGINIA
BEACH**

**SMALL BUSINESS -
SWaM CERTIFIED
SMALL**



The Miles Agency | PUBLIC RELATIONS FIRM

The Miles Agency, established in 1989, is a niche marketing and public relations firm based in Virginia Beach, Virginia. We are **100% minority- and woman-owned and SWaM-certified**. We are arguably the oldest minority PR firm in the region. We specialize in creating and developing programs through advertising, public and community relations, and promotions that communicate specific messages to target groups (niches) in the marketplace. We use research methods to help develop a marketing strategy or plan customized to our clients' needs. We use such methods as focus groups, SWOT Analysis, telephone and in-person interviews, surveys or group discussions. Our specialties are community outreach and multicultural marketing. We develop public engagement plans to help our clients maintain open communications and transparency for their projects or studies. We have successfully worked with such clients as SBBCC on the Norfolk Public Schools Modernization PPEA Project. As well as; HRPDC, VDOT, Rivers Casino Portsmouth, Cox Communications, the cities of Chesapeake, Virginia Beach, Norfolk, Portsmouth, Richmond, Newport News as well as the United States Navy, Norfolk Public Schools, Fort Monroe Authority, Hampton Roads Transit, Coca-Cola, Pizza Hut, Virginia Power, Norfolk State University, Old Dominion University, Hampton University to name a few.

Among our recent community engagement projects, we manage the community engagement of the Sea Level Rise/Recurrent Flooding Analysis. Our approach integrally involves client staff, elected officials, key stakeholders, area residents, and the public. This process includes intense interactive work during open houses, community presentations and the City's social media platforms. Additionally, we are the communications and public affairs task leads on the \$3.8 billion Hampton Roads Bridge-Tunnel Expansion Project. We developed the project logo and the comprehensive communications plan. We are helping with social media content, newsletters, website content and community outreach presentations.

We worked/work in the virtual environment during COVID-19 challenges. We have and continue to conduct virtual town halls, stakeholder interviews, interactive workshops and presentations using various videoconference platforms, e.g., Zoom, Microsoft Teams, GoToMeeting, Webex, etc. We coordinate communications among multiple and diverse stakeholders – regulatory agencies, military, civic, business, education, environmental, maritime, etc.

We pride ourselves on closely collaborating and engaging the community. Our practice of hiring youth from those communities that the project impacts has proven to be a huge success. It also gives us another perspective from the young citizens of that community.



We work with our client and the project's stakeholders to review and customize the process to meet their needs most effectively and those of the project to engage and educate the community through the planning process. The goal is to create a plan embedded in the local conditions that represented a consensus of project stakeholders, and established ownership by the community to ensure effective implementation of the plan.



32

YEARS IN
BUSINESS IN
VIRGINIA
BEACH

**+OFFICE IN
VIRGINIA
BEACH**

**SMALL
BUSINESS:**

**>SWaM
CERTIFIED
WOMAN**

**>WBE | MBE
CERTIFIED**

**K-12 PPEA
DELIVERY
EXPERIENCE**



SUSTAINABLE BUILDING PARTNERS (SBP) | SUSTAINABLE DESIGN CONSULTANT

SBP is committed to advancing the art and science of high-performance building and design. Our team collaborates with partners and clients offering support, guidance and creative solutions throughout the entire life cycle of the building. We look at projects from a dynamic and elevated view to deliver efficiency, reliability, durability and sustained energy performance while promoting health, comfort and cost savings for end-users and communities.

SERVICES. The firm has extensive experience in the following professional services: feasibility studies, project development, comprehensive architectural design services that include schematic design, design development, construction documents, bidding and negotiation, construction administration, interior design, landscape design, project management, post-construction services, and Leadership in Energy and Environmental Design (LEED).

Sustainable Program Consulting: SBP provides full service sustainable design consulting and full U.S. Green Building Council - Leadership in Energy and Environmental Design (LEED) project administration. SBP will take your LEED project from pen to plaque. SBP prides itself on offering streamlined program management, consultant organization, credit calculations, reviews, and timely client response. SBP has a comprehensive background in the technical aspects of all LEED programs, NGBS, Enterprise Green Communities, IgCC, versions, and the submission processes.

K-12 RELEVANT PROJECTS – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- THOROUGHGOOD ELEMENTARY SCHOOL
- PRINCESS ANNE MIDDLE SCHOOL

ADDITIONAL RELEVANT K-12 PROJECTS IN VIRGINIA

- Camp Allen Elementary School, Norfolk, VA (PPEA K-12 Project)
- Campostella Elementary School, Norfolk, VA (PPEA K-12 Project)
- Clover Hill Academy
- Flint Hill School
- James K. Polk Elementary School
- Johns Adams Elementary School



1,200 +

COMPLETED
PROJECTS

140M +

SQUARE FEET IN
COMPLETED
PROJECTS

2021

SUSTAINABLE
BUSINESS OF THE
YEAR

13

STATES AND US
TERRITORY WITH
COMPLETED
PROJECTS

**VBCPS &
K-12 PPEA
DELIVERY
EXPERIENCE**



CONVERT SOLAR | SOLAR ENERGY COORDINATOR & INSTALLER

Convert Solar is a NABCEP certified, Class A solar installation contractor based in Virginia Beach, VA. We are a full-service solar energy system provider who provide turnkey solar energy solutions for residential and commercial clients. We specialize in the solar contracting processes of design, permitting, installation, inspection, and maintenance.

The company was founded in 2012 with a vision of making clean solar energy a viable option to power the local homes and businesses of Virginia. Since then Convert Solar has been involved the installation of thousands of solar panels across the state, and has grown from a one-man startup into a recognized and respected company of professionals who are client-focused and install high quality solar systems. Our priority is to provide first class service and support to our valued customers. We feel strongly due to our passion and commitment to community we are able to provide a better service than our national chain competitors.

Convert Solar has extensive experience designing, installing, and maintaining commercial solar systems on existing buildings. Each site specific needs that have to be fulfilled in order to integrate a new power producing system onto an existing roof. Convert Solar's main goal is to listen to the client's desires, and work in a coordinated effort with our design and engineering team to find the best solutions, products, and processes to improve the building's functionality and meet the client's goals.

K-12 RELEVANT PROJECTS – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- 4 SOLAR ENERGY PROJECTS WITH VBCPS



\$25M+
IN EDUCATIONAL
FACILITIES VALUE

1,000+
PROJECTS
IN VIRGINIA

9
YEARS IN
BUSINESS IN
VIRGINIA BEACH

**+OFFICE IN
VIRGINIA
BEACH**

04
PROJECTS WITH
VBCPS

**VBCPS
DELIVERY
EXPERIENCE**

**SMALL BUSINESS-
SWaM CERTIFIED
SMALL**



BRAINSAPACES, INC. (BSI) | EDUCATIONAL FACILITY PLANNER

Founded in 2004 to bridge the gap between education and physical learning environments, **BrainSpaces, Inc. (BSI)** is a consulting firm offering collaborative visioning, programming and planning expertise for public and independent institutions throughout the country and abroad. Our range of clients stretch across the globe, as we develop strategies for alignment between their clients' educational visions and their physical facilities.

We plan schools for today and tomorrow that inspire meaningful learning opportunities for all students. Our work recognizes the balance among wide ranging aspects of education including brain-based research, student achievement, curriculum, assessments & standards, school leadership, operations & management, staffing, technology, safety, community building, public support, facilities, and the rapidly changing global environment. Our process includes strategies for decision-making that help allocate resources where they will yield the maximum educational value. Engaging the expertise of students, educators, and communities, research and theory is combined with real-life best practices from across the country and around the world. Together we explore options, generate compelling ideas and provide tailored solutions, which result in school facilities programs, plans and designs to transform your educational goals into real spaces. Spaces that truly support learning.

WHERE WE EXCEL. Integrating architectural expertise and educational perspective is a unique strength of BrainSpaces. Understanding both educators and architects allows for an accurate translation of educational goals and needs into clear and effective direction for our clients' projects. We seamlessly assimilate both educational and physical components of schools into a comprehensive, coordinated and accurate set of tools for implementation by school districts and design teams.

OUR MOST RECENT AND RELEVANT K-12 RELEVANT EXPERIENCE

- VIRGINIA BEACH CITY SCHOOL DISTRICT, PRINCESS ANNE MIDDLE SCHOOL, VA (IN COLLABORATION WITH RRMM)
- Sunset Ridge NET ZERO Elementary & Middle School, Northfield, IL
- Anchorage; Districtwide Elementary, Middle & High School Educational Specifications, AK
- Central Kitsap: Olympic High School Renovation & Additions, WA
- Clark County; Districtwide Elementary & Middle School Ed Specs; Las Vegas, NV
- Elk Grove Unified, pK-12+ Educational Specs, Elk Grove (Sacramento Area), CA
- Hamilton Southeastern Schools, Districtwide Educational Specs for K-4 schools, IN
- Laramie County #1: Districtwide High School Educational Specifications, Cheyenne, WY
- Metropolitan School District of Washington Township, Districtwide pK-12 Ed Specs, IN
- Santa Monica-Malibu: Santa Monica High School Exploration Building, CA
- State College Area: State College Area High School, State College, PA
- Washoe County Public Schools: Transformation of Hug HS into a Career Innovation HS, Reno, NV
- Wellspring Center for Professional Futures (9-12 Regional Career Education Center), Tupelo, MS

DELIVER EFFICIENT,
RELIABLE, DURABLE AND
SUSTAINED ENERGY
PERFORMANCE

1,000,000+

LEARNERS ATTEND
BSI SCHOOLS
WORLDWIDE

200+

COMPLETED
EDUCATIONAL
SPECIFICATIONS

1

NEW SCHOOL IN
VIRGINIA BEACH;
PRINCESS ANNE
MIDDLE SCHOOL
(WITH RRMM)

100+

SPEAKING
ENGAGEMENTS

17+

YEARS IN BUSINESS

8

YEARS
TEACHING

REFERENCES

We understand that getting the best value for your budget is crucial to the success of this project and no other team can offer you the peace of mind that the SBBCC Design-Build team will deliver in ensuring your money is well spent. We have a long-standing reputation of delivering similar projects for school divisions ahead of schedule and under budget.

We invite you to contact any of our references including those listed here, to get a true understanding of why the SBBCC Design-Build team will deliver your schools for the best value possible.

HBA REFERENCES

PROJECT	ASSOCIATION	REFERENCE CONTACT
<ul style="list-style-type: none"> JOHN B DEY ES MODERNIZATION KELLAM HS REPLACEMENT VIRGINIA BEACH MS PEMBROKE MEADOWS ES MODERNIZATION LYNNHAVEN ES MODERNIZATION OCEAN LAKES ES ROSEMONT FOREST ES MALIBU ES MODERNIZATION RED MILL ES TALLWOOD HS PLAZA ANNEX OFFICE BLDNG ADDT Virginia Beach City Public Schools 1568 Corporate Landing Parkway Suite 200 Virginia Beach, VA 23454		Anthony Arnold 757.620.4311 Aarnold@hobbsassociates.com
<ul style="list-style-type: none"> MAURY HS MODERNIZATION VS REPLACEMENT FEASIBILITY STUDY BOOKER T WASHINGTON ROOF REPLACEMENT LAKE TAYLOR HS ROOF REPLACEMENT ROSEMONT MS ROOF REPLACEMENT FACILITY CONDITION ANALYSIS – NORFOLK PUBLIC SCHOOLS LARRYMORE ES ROOF REPLACEMENT Norfolk Public Schools 966 Bellmore Avenue Norfolk, VA 23504		Richard C. Fraley, Chief Operating Officer 757.628.1172 rfracley@nps.k12.va.us
CEDAR ROAD ES ADDITION Chesapeake Public Schools 312 Cedar Road Chesapeake, VA 23322		J. Paige Stutz, Chief of Operations 757.547.1321 Paige.stutz@cpschools.com
<ul style="list-style-type: none"> CAMDEN COUNTY MIDDLE AND HIGH SCHOOL MODERNIZATION GRANDY ELEMENTARY SCHOOL MODERNIZATION CAMDEN COUNTY INTERMEDIATE Camden County Schools 174 North 343 Camden, NC 27921		Larry Lawrence, Director of Maintenance 252.335.5610 x243 larry@camden.k12.nc.us
<ul style="list-style-type: none"> NORGE ES INTERIOR REFURBISHMENT JAMESTOWN HS BERKELEY MS MODERNIZATION LAFAYETTE HS AUXILIARY GYMNASIUM JAMESTOWN HS AUXILIARY GYMNASIUM WARHILL HS AUXILIARY GYMNASIUM STONEHOUSE ES ADDITION Williamsburg-James City County Public Schools 597 Jolly Pond Road Williamsburg, VA 23188		Marcellus Snipes, Senior Director for Operations 757.565.3838 Marcellus.snipes@wjccschools.org

SBBCC REFERENCES

PROJECT	ASSOCIATION	REFERENCE CONTACT
NPS MODERNIZATION PPEA	City of Norfolk 810 Union St Norfolk, VA 23510	Randy Thomson 757.663.9875 (CELL) robert.thomson@norfolk.gov
WISE COUNTY PPEA	Wise County School Board 628 Lake Street NE Wise VA 24293	Dr. Jeff Perry (Retired) 276.219.3542 (CELL)
Floyd E. Kellam HS	Virginia Beach Public Schools 2512 George Mason Dr Virginia Beach VA 23456	Tony Arnold (Retired) 757.620.4311 (CELL)
JR Tucker High School	2910 N. Parham Road, Richmond, Virginia 23294	Dr. Nicole L. Olivencia 804-349-2455 nloivencia@henrico.k12.va.us
Norfolk State University	700 Park Avenue Norfolk, VA 23504	Terry Woodhouse 757.449.0557 (CELL) twoodhouse@nsu.edu
Eastern Virginia Medical School	825 Fairfax Ave Norfolk, VA 2350	Doug Martin 757.404.1190 martinsd@evms.edu
Old Dominion University	5115 Hampton Blvd, Norfolk, VA 23529	Brian Hemphill (Former President Radford University) 540.505.4368 (CELL)

RRMM REFERENCES

PROJECT	ASSOCIATION	REFERENCE CONTACT
Suffolk Public Schools	1507 Freeney Ave Suffolk, VA 23434 * Bowser Elem School * Cherry Middle School * Kings Fork High School * Pioneer Elem School * Hillpoint Elem School * Kings Fork Middle School * Creekside Elem School	Terry Napier 757-934-6206 terrynapier@spsk12.net
Isle of Wight County Public Schools	820 West Main Street Smithfield, VA 23430 * Hardy Elem School * Georgie Tyler Middle School * Smithfield Middle School * Smithfield HS Reno * Windsor High School Reno	Dr. Jim Thornton 757-357-8841 jthornton@iwcs.k12.va.us
City of Richmond	4840 Cox Road Glen Allen, VA 23060 * River City Middle School * Cardinal Elem School * Henry Marsh Elem School	Michael McIntyre (Owners Rep) 804-515-8300 michael.mcintyre@aecom.com
Prince William County Public Schools	14715 Bristow Rd Manassas, VA 20112 * Hylton High School Reno * Benton Middle School Reno	John Mills 703-791-8717 millsji@pwcs.edu
Frederick County Public Schools	1415 Amherst St Winchester, VA 22601 * Aylor Middle School * James Wood HS Reno * Indian Hollow Elem School	Dr. David Sovine 540-662-3889 sovined@fcpsk12.net
Gloucester County Public Schools	6099 T.C. Walker Road Gloucester, VA 23061 * Page Middle School	Scott Shorland 804-815-1554 SShorland@gc.k12.va.us

K-12 PPEA REFERENCE LETTER: NORFOLK PUBLIC SCHOOLS MODERNIZATION PROJECT (5 SCHOOLS)



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

Dear Stephen:

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

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

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

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

Sincerely,



David L. Ricks, P.E.
Director

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

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

K-12 PPEA REFERENCE LETTER: NORFOLK PUBLIC SCHOOLS MODERNIZATION PROJECT (5 SCHOOLS)



RE: S.B. Ballard

Letter of Recommendation

To whom it may concern,

The City of Norfolk advertised an RFP for Design and Construction of 5 new schools through the Public Private Education Facilities and Infrastructure Act (PPEA). S.B. Ballard Construction Company was selected and through a Comprehensive Agreement and Amendments, and was awarded a \$122,877,916.00 Guaranteed Maximum Price ("GMP") contract to design and build the schools.

We have now successfully completed all 5 schools on time and under budget. Each school (181,500 S.F. Campostella K-8 STEM School, 101,000 S.F. Richard Bowing PK-5, 89,662 S.F. Larchmont PK5, 91,423 S.F. Ocean View K-5 and 97,630 S.F. Camp Allen K-5) had within its own budget a Design-Builder Contingency included in the Design-Build contract, to be used for both Design/Builder and Owner use items. At completion on these 5 schools, I would proudly like to state that they were able to return \$221,225.10 of Contingency back to the City and donate a consider amount of money to each individual school's PTA to kick start their program.

The president, Steve Ballard was personally involved from start to finish on these projects and took ownership in delivering a quality product to the City and Norfolk Public Schools. They are a well-managed state of the art company using the latest in technology and management software such as SharePoint and Bluebeam to track everything from RFIs, ASIs, Construction Schedules, Daily Reports and Deficiencies. They have shown professional management skills in operations of managing the projects and the day-to-day of running the job. Even capable of running two school projects (construction) at the same time.

We have enjoyed working with all the project managers and superintendents on this successful endeavor in a non-adversarial working relationship. They are team players and have been instrumental in helping us deliver quality schools to the citizens of Norfolk. As the Senior Construction Project Manager for the City of Norfolk, managing these 5 schools, I highly recommend them as a Design/Builder contractor and confident that you will be satisfied with their work.

In the event you have any questions, email me at Randy.thomson@norfolk.gov

Sincerely,

Randy Thomson
Randy Thomson

Senior Construction Project Manager

810 UNION STREET, SUITE 700 • NORFOLK, VIRGINIA 23510 • 757-664-4602
www.norfolk.gov/publicworks

K-12 PPEA REFERENCE LETTER: WISE COUNTY – UNION & CENTRAL HIGH SCHOOL



Wise County Public Schools

Office of the Superintendent

To Whom it May Concern,

I am enthusiastically writing this letter of support and recommendation for S. B. Ballard Construction. Last year, we awarded a contract to S. B. Ballard Construction to construct two new high schools for the Wise County Public Schools. I have worked with a number of construction companies over the last several years and have built a number of schools. Without question, S. B. Ballard Construction is the best construction company that I have worked with in my twenty-six years of service in the public school system. From the very beginning, Mr. Ballard was extremely focused on providing us with the best quality building at the most economic price. The following is a quick summary of the major elements which I believe separate Ballard Construction from the other firms and which makes them an exemplary company.

First and foremost, is the personal commitment that Mr. Ballard places into each new project. I have found that Mr. Ballard possesses a deep personal investment and has a strong desire to produce a quality building. He takes considerable pride in the finished product and he is not satisfied until he creates the very best product possible. I have found that profit margins and monetary gains are not his primary concern. He is willing to make a number of personal and professional sacrifices to ensure we have a quality school.

Second, Mr. Ballard possesses a thorough and deep knowledge of the actual construction process. Unlike many of his competitors, Mr. Ballard actually began his career as a contractor. He was not handed an established company that was thriving but he built his business from the ground. This in-depth knowledge of the construction process enables Mr. Ballard to help school divisions make a number of critical decisions which save money, create schools which have low maintenance schedules, and created schools that are built from the most durable materials.

Third, Mr. Ballard is extremely focused and dedicated to maintaining the construction schedule and finishing the project on time. He possesses the ability to effectively stage various phases of the construction projects to push the project forward. He has the foresight to predict potential problems and to develop an action plan to address those issues before it actually becomes an issue. He understands the need to allocate additional resources and materials to projects that are slightly behind schedule to ensure the project is finished on time. He takes the necessary preventive actions to eliminate emergency situations where projects fall behind schedule and there is not enough time to complete the project.

Voice 276.328.8017 ~ FAX 276.328.3350 ~ Post Office Box 1217 ~ Wise, Virginia 24293

K-12 PPEA REFERENCE LETTER: WISE COUNTY – UNION & CENTRAL HIGH SCHOOL

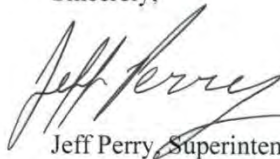
Fourth, Mr. Ballard understands the budget process and the need to keep a project within the budget. He is staffed with a wonderful group of people who understand value engineering and how to protect the instructional program while considering budgetary constraints. We began the construction process with a budget of \$50 million to construct two high schools. After we started the project, we discovered that we had not specified a number of critical features that were needed in our schools. Ballard Construction worked with us to create the schools that we needed and within the budget that he had. Since the signing of the comprehensive agreement, we added 5,000 more square feet, sixteen additional classrooms, ten percent more seating in the gym and auditorium, thirty-two additional toilets, sodding and irrigation on the practice fields, additional electrical work, preliminary utilities to a future fieldhouse, stadium lights on a football field, a supplement boiler, and an emergency generator to each of the schools. Working closely with Ballard Construction, we signed a change order which included all of these new elements into the project at the same cost of the original agreement.

Fifth, Ballard Construction has created an exemplary team that understands architecture, engineering, construction, financing, and scheduling. Many of the other firms that I have worked with over the years have possessed some of these elements but few have been able to integrate all of these elements into one organization. Mr. Ballard has accomplished this by creating a high quality team that is staffed with exceptional professionals. He has access to all needed professionals and tradesmen to effectively and efficiently address any challenge.

Sixth, Ballard Construction had a thorough knowledge of the PPEA process which was critical to our success. We utilized a PPEA process to construct our new high schools and his knowledge of this procurement method created unique opportunities for us. The PPEA process and his expertise enabled us to construct the schools quicker, created more flexibility, and enabled us to build the school more economically.

There are a host of construction companies that announce they have the necessary experience, resources, and finances to construct new schools but few of them are able to match these words with action. Without reservation, I believe that S. B. Ballard possesses all of the attributes, commitment, experience, and resources to be an exemplary construction firm. They will help you build a quality school, on budget, and within schedule. They will be an excellent partner and would be a tremendous asset to any school division. They will help school division convert dreams and ideas into a tangible product that enables school divisions to leave a legacy of which they can be proud.

Sincerely,


Jeff Perry, Superintendent

Voice 276.328.8017 ~ FAX 276.328.3350 ~ Post Office Box 1217 – Wise, Virginia 24293



PROPOSAL | A. QUALIFICATIONS AND EXPERIENCE

3. KEY PERSONNEL

3. KEY PERSONNEL

One page resume and qualifications of the key persons assigned to the project.

Key persons for each firm are listed below:

	S. B. Ballard Construction Company	Stephen B. Ballard <i>President</i>
	HBA Architecture & Interior Design, Inc.	C. Michael Ross, AIA, REFP <i>Board Chair Design Project Manager Lead Educational Facility Planner</i>
	RRMM Architects	Duane Harver, RA, AIA <i>Project Overview President</i>
	Livas Group, Inc.	William H. Milligan, III <i>President</i>
	Speight, Marshall & Francis P.C.	Daniel W. Speight, PE <i>President Principal Structural Engineer</i>
	Lynch Mykins Structural Engineers, P.C.	Dave Mykins, PE <i>President</i>
	Thompson Consulting Engineers	Kevin Allen, PE, LEED AP <i>Principal-in-Charge Mechanical Engineer Quality Assurance Manager</i>
	Kimley-Horn and Associates, Inc.	Robyn Niss, PE, LEED AP <i>Civil Engineer</i>
	Timmons Group	Steve Raugh, PE, LEED AP <i>K-12 Director Civil Engineer</i>
	Vanasse Hangen Brustlin, Inc.	John Stronach, PE <i>Principal-in-Charge</i>
	W.P. Large, Inc.	William D. Almond, FASLA <i>President Principal Landscape Architect</i>
	GeoEnvironmental Resources, Inc.	H. Nelson Adcock, Jr., PE <i>President Environmental Engineer</i>
	GET Solutions, Inc., A Terracon Company	D. Mark Scholefield, PE <i>Principal Geotechnical Engineer</i>
	The Miles Agency	Delceno Miles <i>President CEO</i>
	Sustainable Building Partners	Mike Babcock, CEM, LEED AP <i>Managing Partner</i>
	Convert Solar	Chad Wilkins <i>Founder President & CEO</i>
	BrainSpaces Inc.	Amy Yurko, AIA, ALEP Faculty <i>Lead Educational Facility Planner</i>

RESUMES FOR KEY PERSONS FROM OUR TEAM ARE ON THE FOLLOWING PAGES OF THIS SECTION.

Please see our previously submitted [CONCEPTUAL PROPOSAL, Volume III, TAB 1 QUALIFICATIONS & EXPERIENCE, b. Experience](#) for additional resumes for each entity from our team's consortium of firms.

SBBCC | DESIGN-BUILD CONTRACTOR



STEPHEN B. BALLARD

Project Executive | President & CEO

"Steve was very patient and understanding of our needs. He changed the design of the building numerous times from his original proposal to ensure we had what we wanted."

-Dr. Jeff Perry,
(Retired) Superintendent Wise County Schools

Stephen B. Ballard is the owner and founder of SBBCC. With over 43 years of construction experience, Mr. Ballard oversees all construction operations and corporate functions including strategic planning, project management, estimating, business development, corporate communications, safety, and quality.

Since founding the company, he has been involved in each project and provides owners and developers with safe, high-quality facilities constructed on-time and within budget.

Mr. Ballard has successfully constructed numerous academic facilities and possesses an extensive and first-class portfolio of K-12 and higher education projects of similar scope to VBCPS' **Schools for the Future** project. His vast experience, along with his knowledge of every facet of the construction process, assures a smooth and successful completion to the project.

For this project, Steve will be responsible for executive oversight of the project from pre-construction through design, construction, and close out. He will provide guidance regarding jobsite concerns and maintain communication with the owner, architects, and other stakeholders. He also participates in site logistics planning, project budgeting, schedule development, and subcontractor selection.

Mr. Ballard has completed over \$2.8 billion worth of construction and takes great pride in the fact that over 81% of SBBCC's customers have returned to select his company to build three or more projects for them. Trustworthiness, reliability and customer confidence.

RELEVANT K-12 EXPERIENCE

- **\$650+** Construction of Education Facilities
- **2.8M** Square Feet of Education Facilities
- **34** Education Buildings Built in Virginia
- **7** Schools Built Under the PPEA Delivery Method in Virginia
- **4** Schools Built in Virginia Beach

EDUCATION

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

EXPERIENCE

44 Years

PROFESSIONAL AFFILIATIONS

- Associated General Contractors of America
- American Concrete Institute
- American Concrete Pumping Association
- American Society of Concrete Construction
- Builders & Contractors Exchange of Hampton Roads
- The Builders Exchange of VA
- Hampton Roads Association for Commercial Real Estate
- National Federation of Independent Business
- Wetlands, Board Member
- DBIA
- Florida Council of P3
- VB Wetlands Board

HBA | LEAD ARCHITECT**C. MICHAEL ROSS, AIA, REFP**

Design Project Manager | Board Chair
Lead Educational Facility Planner

EDUCATION

- BArch, Virginia Polytechnic Institute & State University, 1982

EXPERIENCE

38 Years in Industry
38 Years with HBA

REGISTRATION AND CERTIFICATION

Registered Architect: VA & NC
NACARB Certified

MEMBERSHIPS

- American Institute of Architects, Committee on Architecture for Education (AIA)
- Association for Learning Environments (A4LE, formerly CEFPI) President
- Virginia School Board Association
- Virginia Beach Education Foundation (Past President)
- Committee to Draft Virginia Department of Education School Facilities Guideline

With over three decades of experience, Mike Ross continues to establish himself as a leader in the field of Educational Facility Planning and Design. He approaches educational planning from the learner's perspective by asking questions such as: "What skills do our young people need to have when they graduate to be successful contributors in today's global society?...What habits do our young people need to develop to become life-long learners?... How do we get students engaged in their own learning experience so that they become self-motivated?...What does the classroom of 2030 look like?"

Mike's philosophical approach to planning school facilities is based on questions such as those aforementioned; determining each community's best answers to these questions leads to the design of exceptional learning environments that truly meet the needs of both the learners and the community.

Mike also believes that school facilities must be "of the community" to be successful; he brings his highly collaborative planning and design process to every opportunity. His objective is to engage as many stakeholders as possible in the process because each constituent group brings a unique perspective to the vision and desired objectives of the finished product. Students, in particular, bring invaluable insight to the planning of schools for the future and should play a strong role in the collaborative planning process.

With both his approach from a learner's perspective, and collaborative planning and design process, Mike is reinventing the way we go about making places for learning.

RELEVANT K-12 EXPERIENCE - VIRGINIA BEACH CITY PUBLIC SCHOOLS

- Kellam High School Replacement
- Virginia Beach Middle School Replacement
- Tallwood High School
- Princess Anne High School Renovations
- John B. Dey Elementary School Modernization
- Long Range Facilities Master Plan
- Pembroke Meadows Elementary School Modernization
- Lynnhaven Elementary School Modernization
- VBCPS Modernization/Replacement Feasibility Studies
- Malibu Elementary School Modernization
- Red Mill Elementary School
- Ocean Lakes Elementary School
- Rosemont Forest Elementary School

RRMM | ARCHITECT

**EDUCATION**

BArch, Virginia Tech, 1982

EXPERIENCE40 Years Total
23 Years with RRMM**REGISTRATION AND
CERTIFICATION**Registered Architect: VA,
GA, IA, ME, MN, NE, NY, ND,
UT, VT, WV**MEMBERSHIPS**Past President – Council of
Educational Facility Planners
International, Virginia
ChapterVA Beach Education
Foundation, Executive Board
Secretary**AWARDS**Southeast Region A4LE
Lifetime Achievement
Award**DUANE HARVER, RA, AIA**

Project Overview | President

As Chief Executive Officer/President and Director of RRMM's K-12 Design Studio, Duane has the overall responsibility for the educational design projects completed by the firm's K-12 Studio. His 38-year architectural career has focused on projects designed to educate and enrich the lives of students of all ages. His expertise in working collaboratively with all stakeholders has been praised by a number of superintendents, school board members, and facility planners statewide. His past designs have received numerous design awards from the Virginia School Board Association and the National School Board Association.

RELEVANT K-12 EXPERIENCE - VIRGINIA BEACH CITY PUBLIC SCHOOLS

- **Princess Anne Middle School, Virginia Beach, VA**
New 250,000 SF replacement school designed for 1,500 learners in 6th through 8th grade. Estimated completion in 2021.
- **Old Donation School, Virginia Beach, VA**
New 225,000 SF school dedicated to students gifted in academics and the arts. ODS is home to 1,375 students in 2nd through 8th grade.
- **Renaissance Academy, Virginia Beach, VA**

ADDITIONAL K-12 RELEVANT EXPERIENCE**Five New Elementary Schools, Norfolk, VA (PPEA)**

Design for five new elementary school for Norfolk Public Schools. These schools were designed and constructed under a PPEA with S.B. Ballard Construction Company.

Colonel Fred Cherry Middle School, Suffolk, VA

New 125,200 SF facility designed after the original Page Middle. The design includes an increased number of classrooms for each grade, as well as a larger auditorium and gym.

Page Middle School, Gloucester County, VA

New 116,800 SF middle school designed to accommodate 700 students. The design is organized into two zones with common public spaces and grade houses along the back.

King's Fork Middle School, Suffolk, VA

New 190,000 SF middle school designed for 1,200 students. The design includes distinct academic wings for 6th, 7th and 8th grade, as well as a wing for exploratory subjects.

Grassfield High School, Chesapeake, VA

New 353,366 SF high school that incorporates the school within a school philosophy, which allows the grade houses to be arranged in a number of different ways.

King's Fork High School, Suffolk, VA

New 277,910 SF high school designed for 1,800 students. The design includes four grade houses that connects to a inner corridor that leads to the common areas.

Central and Union High Schools, Wise County, VA (PPEA)

Design for two new high schools was based on a prototype school and completed as a PPEA project with S.B. Ballard Construction Company.

New Kent High School, New Kent County, VA

New 243,700 SF high school designed for 1,400 students.

LIVAS | ARCHITECT



EDUCATION
BA, Hampton University

EXPERIENCE
20+ Years

WILLIAM H. MILLIGAN, III

President

Mr. Milligan has over twenty (20) years of experience in architecture. He has been involved with projects from conception through post architectural services. He leverages his knowledge of resources as a licensed realtor with his architectural background from predesign to completion by understanding the economical and contextual impacts of design.

RELEVANT K-12 EXPERIENCE

- Granby High School Renovation & Addition, Norfolk, VA
- Norfolk Public Schools Design-Build PPEA:
 - Southside STEM Academy at Campostella, Norfolk, VA
 - Ocean View Elementary, Norfolk, VA
 - Larchmont Elementary, Norfolk, VA
 - Richard Bowling Elementary, Norfolk, VA
 - Camp Allen Elementary, Norfolk, VA
- Term Contract with Richmond Public Schools
- Cardinal Elementary School
- River City Middle School
- Henry L. Marsh III Elementary Schools
- Term Contract with Portsmouth Public Schools
- Hampton University Master Plan for Campus Pedestrian and Vehicular Safety Study Improvement



SMF | STRUCTURAL ENGINEER

**DANIEL W. SPEIGHT, PE**

President | Principal Structural Engineer

Danny started his career working in the Engineering Department of the Newport News Shipbuilding and Drydock Company while attending Old Dominion University. Upon graduating, he worked for Stroud, Pence and Associates, Ltd. as a Project Engineer and Associate until he resigned to form Speight, Marshall & Francis, P.C. in 1994.

For nearly 35 years Danny has performed structural engineering services for Virginia Beach City Public Schools and has developed a close-knit relationship with design & construction staff. As Principal Structural Engineer of Record, Danny will oversee the proposed new VBCPS projects and will incorporate his three and a half decades of structural engineering expertise to complete a full review of structural drawings prior to signing and sealing. Danny performs project management, design, construction document preparation, construction administration, and construction inspections. He is also responsible for supervision and quality control for production of construction documents and to assure quality control is maintained during construction.

We realize the importance of the schedule and budget on these projects; Danny has established our firm's reputation for not missing deadlines and on a daily basis will ensure all aspects of each project are on track. He prides himself on responding quickly to client requests and being easily reached. Time and time again, Danny has demonstrated his ability to provide quick response time on project issues of immediate need to our extensive list of repeat clients including S.B. Ballard and VBCPS.

EDUCATION

Bachelor of Science in Civil
Engineering (Structural
Engineering Concentration)

EXPERIENCE

35 Total Years
26 Years with SMF

**REGISTRATION AND
CERTIFICATION**

Virginia Professional Engineer
#021282
Plus 28 other states (info
provided upon request)

MEMBERSHIPS

- Virginia Beach Education Foundation Board Member
- American Society of Civil Engineers (ASCE)
- American Institute of Steel Construction (AISC)
- International Code Council (ICC)
- Instructor of the General Structures & Lateral Forces course for the ARE (Architectural Registration Exam)
- Consultant & Instructor for Southeast Concrete Masonry Association

AWARDS

"Top 25 Newsmaker of 2019"
by Engineering News-Record
(ENR)

RELEVANT K-12 EXPERIENCE

- NPS MODERNIZATION PROJECT: 5 New Elementary Schools, Norfolk, VA (PPEA)
- Princess Anne Middle School, Virginia Beach, VA
- Old Donation School, Virginia Beach, VA
- Colonel Fred Cherry Middle School, Suffolk, VA
- Page Middle School, Gloucester County, VA
- Floyd E. Kellam High School, Virginia Beach, VA
- Thoroughgood Elementary School, Virginia Beach, VA
- Virginia Beach Middle School, Virginia Beach, VA
- Culpeper Career and Technical Education Facility (CTE), Culpeper, VA
- West Point Elementary School Replacement, West Point Military Academy, West Point, NY
- Elkhardt-Thompson Middle School, Richmond, VA

LYNCH MYKINS | STRUCTURAL ENGINEER



EDUCATION

- Bachelor of Science
Civil Engineering
State University of New
York at Buffalo, 1981
- Master of Engineering
Structural Engineering
Old Dominion University
Norfolk, Virginia, 1988

EXPERIENCE

35 years

REGISTRATION AND CERTIFICATION

VA, NC, SC, CT, DE, GA,
PA, NH, NY, TX, WV

MEMBERSHIPS

- National Society of
Professional Engineers,
- American Institute for
Steel Construction,
- The Council of
American Structural
Engineers,
- CASE National
Guidelines Committee

DAVE MYKINS, PE

President

Dave has overall responsibility for the management and direction of the firm. He oversees the engineering and client services for all three of the firm's locations, while providing leadership to all branch managers and department heads.

With over 35 years in the analysis and design of structures, his range of experience covers almost every type of building construction. Past projects include educational facilities, shopping centers, hotels, churches, private residences, and various governmental projects. His projects have involved both new construction and rehabilitation and have ranged from one to twenty-one stories. His design experience is coupled with considerable field experience in evaluations of existing structures, special inspections, and construction administration.

RELEVANT K-12 EXPERIENCE

- **Crossroads PK-8 School, Norfolk, VA**
Lynch Mykins replaced the original 50-year old Crossroads Elementary School to create a 145,000 SF, 2-story school for students K-8. The structure includes a community center and is Norfolk Public School's first LEED certified school. It is designed as a hurricane shelter.
- **George P. Phenix PK-8 School, Hampton, VA**
A 202,814 SF 1 and 2-story combined elementary/middle school and is designed to serve 1,300 students. The combined school features large assembly spaces including dining space and gymnasium dedicated to elementary school-age children, as well as a separate dining area and gymnasium for the middle school students. Designed as a hurricane shelter. Phenix PK-8 is the first LEED Certified building in the City of Hampton.
- **Harrisonburg New High School, Harrisonburg, VA (PPEA)**
This new 257,800 SF, 3-story steel framed high school brings much needed relief to overcrowding in the only other high school in the city. Situated on 60 acres, the campus includes athletic fields, an eight-lane track, bleachers, concessions and restrooms, in addition to the main academic structure.
- **Grassfield High School, Chesapeake, VA**
A new two-story load bearing masonry, 353,366 sf high school to provide for the general and specialized classrooms and labs, athletic facilities, administrative offices, auditorium, toilets, kitchen and cafeteria, and custodial facilities required for the 2,200-student high school. Designed as a hurricane shelter.

MJT | M/E/P ENGINEER



KEVIN ALLEN, P.E., LEED AP

Principal-In-Charge |
Mechanical Engineering Quality Assurance Manager

EDUCATION

B.S. Mechanical
Engineering, Old
Dominion University, 1988

EXPERIENCE

- 35 years
- 32 years with MJT

REGISTRATION AND
CERTIFICATION

Professional Engineer
VA #0402023349
NC #050305
MD #55721
GA #044256

MEMBERSHIPS

- American Society of Heating, Refrigeration and Air-conditioning Engineers (ASHRAE)
- U.S. Green Building Council
- AIA Virginia – Allied Member

Kevin is the President and Chief Executive Officer of Thompson Consulting Engineers. With 35 years of experience (32 with the firm), his expertise covers all phases of mechanical consulting engineering, including design, energy analysis, life cycle costing, problem-solving and report preparation. He is accustomed to a wide variety of project types, including educational facilities, central plants, and office buildings. He is highly skilled in the analysis of indoor air quality issues, investigative and remedial engineering, and HVAC system commissioning. Kevin serves as Principal-In-Charge on select projects, supervises the firm's mechanical engineering staff, and coordinates the firm's business development efforts. He is also responsible for the quality control of all the firm's mechanical and plumbing design documents, specifications, and standards.

RELEVANT K-12 EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS

Princess Anne Middle School, Virginia Beach, VA

New 250,000 SF replacement school designed for 1,500 students in 6th through 8th grade. The facility features a highly efficient HVAC system, including water source heat pump coupled to 728 geothermal wells. 2,600 roof-mounted solar panels will supply over 50% of the school's energy needs. Estimated completion in 2021. LEED Certification is in progress.

Old Donation School, Virginia Beach, VA

New 225,000 SF school dedicated to students gifted in academics and the arts. ODS is home to 1,375 students in 2nd through 8th grade. The facility features a highly efficient geothermal water cooled variable refrigerant flow (VRF) system with 440 wells, and LED lighting with daylighting controls. The building is LEED Gold Certified.

ADDITIONAL RELEVANT K-12 EXPERIENCE

NPS MODERNIZATION PROJECT: 5 New Elementary Schools, Norfolk, VA (PPEA)

Design for five new elementary school for Norfolk Public Schools. These schools were designed and constructed under a PPEA with S.B. Ballard Construction Company. The most recently completed facility, Camp Allen Elementary School, achieved a LEED Silver Certification.

Cardinal Elementary School, Richmond, VA

New 118,901 SF facility designed to accommodate 1,000 students. The school features 21st century technology, education, and safety amenities. SBBCC served as General Contractor for this project.

KIMLEY-HORN | CIVIL ENGINEER


Kimley»Horn
EDUCATION

Bachelor of Science, Civil
Engineering, Michigan
Technological University,
2006

EXPERIENCE

15 Years

**REGISTRATION AND
CERTIFICATION**

Professional Engineer in
Virginia,
0402047163

LEED Accredited
Professional,
4D57A42AB0

Certified Stormwater Plan
Reviewer in Virginia
SWPR0328

MEMBERSHIPS

Association for Learning
Environments (A4LE)

ROBYN NISS, P.E., LEED AP

Civil Engineering

Robyn brings more than 15 years of civil engineering experience to her role for this contract. She specializes in site design—from planning through construction—and has extensive experience with state and local permitting. Robyn has led or contributed to the successful delivery of more than 50 K-12 projects—including more than 20 new schools, significant modernizations, or sizable expansion projects. She is especially proud of her involvement with Virginia Beach City Public Schools (VBCPS)—Robyn has led the civil engineering work for the District's 5 most recent school projects. Through this work, Robyn has developed strong working relationships with the VBCPS facilities staff and a reputation for outstanding project deliveries, creative ideas, and excellent responsiveness.

RELEVANT K-12 EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS**Old Donation School, Virginia Beach, VA**

Project Manager. New 225,000 SF LEED Gold certified school for students in 2nd through 8th grade. Kimley-Horn prepared the site plans including layout, grading, stormwater design, utility design, and erosion control.

Princess Anne Middle School, Virginia Beach, VA

Project Manager. New 250,000 SF replacement school designed for 1,500 learners in 6th through 8th grade. Kimley-Horn is providing site design, traffic, utilities, stormwater management, and erosion and sediment control.

Floyd E. Kellam High School, Virginia Beach, VA

LEED Coordinator. Kimley-Horn provided innovative site design for this new high school and prepared all stormwater management design. The project received LEED Silver certification.

John B. Dey Elementary School Modernization, Virginia Beach, VA

Project Manager. Kimley-Horn's scope included site design, wetland delineation, traffic studies, utility and drainage design, stormwater management, and bidding and construction services.

Thoroughgood Elementary School, Virginia Beach, VA

Project Manager. Kimley-Horn provided civil engineering services for the new school as well as transportation planning and environmental services.

ADDITIONAL K-12 RELEVANT EXPERIENCE**NPS MODERNIZATION PROJECT: 5 New Elementary Schools, Norfolk, VA (PPEA)**

Design for five new elementary school for Norfolk Public Schools. These schools were designed and constructed under a PPEA with S.B. Ballard Construction Company.

TIMMONS | CIVIL ENGINEER



TIMMONS GROUP

EDUCATION

Bachelor of Science, Civil Engineering, Virginia Tech, 1991

EXPERIENCE

30 years

REGISTRATION AND CERTIFICATION

- Professional Engineer, VA
- LEED Accreditation

MEMBERSHIPS

- Chesterfield Education Foundation
- Association for Learning Environments

STEVE RAUGH, PE, LEED AP

K-12 Director | Civil Engineer

Steve has devoted over two decades of superior service to the civil engineering field. His expertise includes the planning and design of public schools, parks, libraries, athletic facilities, and stormwater management facilities. Steve's extensive knowledge encompasses all phases of site development for educational facilities, which includes layouts, grading plans, sanitary sewers, water distribution systems, fire protection, stormwater management and cost estimating. Steve is a Principal at Timmons Group, a recent board member of the Association for Learning Environments (A4LE), and well versed in collaborative design workshops for public school facilities.

RELEVANT K-12 EXPERIENCE

J.R. Tucker High School, Henrico County, VA

Civil engineer for a new 265,101 sf high school for Henrico Public Schools. Tucker is home to 2,000 students and was a project delivered with SBBCC.

Highland Springs High School, Henrico County, VA

Civil engineer for a new 265,101 sf high school for Henrico Public Schools. Highland is home to 2,000 students and is estimated to be finished in August 2021.

Manchester Middle School, Chesterfield, VA

Civil engineer for a new 139,000 sf middle school for Chesterfield County Public Schools. Manchester is home to 1,100 students and was finished in May 2020.

New Kent Elementary School, New Kent, VA

Civil engineer for a new 95,850 sf elementary school for New Kent County Public Schools. New Kent is home to 750 students and is estimated to be finished in September 2022.

Henry L. Marsh, III Elementary School, Richmond, VA

Civil engineer for a new 103,218 sf elementary school for Richmond City Public Schools. Henry March is home to 750 students and was finished in August 2020.

VHB | CIVIL ENGINEER**JOHN STRONACH, PE**

Principal-in-Charge

A Professional Engineer registered in the Mid-Atlantic states, John has managed and performed detailed design of sports and recreation, education, and other land development projects across the region. His experience encompasses site development, roadway, drainage, and stormwater management design.

RELEVANT EXPERIENCE**ODU, Campus Utility Mapping, Norfolk, VA**

For Old Dominion University (ODU), John was Project Manager for the comprehensive mapping of all utilities on ODU's 188-acre urban campus. The mapping was completed using a backpack GPS survey system. Utilities mapped included light poles, water, sewer, drainage, fiber optics, telephone, force mains, natural gas, electricity, heating oil, and irrigation systems. All utilities were drafted in AutoCAD for use in future design and maintenance projects.

ODU, Life Sciences Building, Norfolk, VA

For Old Dominion University (ODU), John was Civil Engineering Project Manager for the development of a 60,000-square-foot addition to the existing Oceanography & Physics Building to house the biology, marine science, and physics departments, and associated lab spaces. The project included coordination with two architectural firms and numerous department representatives at ODU for exterior tanks and treatment systems for the lab space and special design loading areas within the science quad. VHB provided surveying, site/civil engineering, and stormwater engineering services for the design of the three-story Physical Sciences Building (PSB). In conjunction with the PSB, on our civil/survey/structural contract, VHB designed the Science Quad Stormwater Management Facility and associated landscapes. This design included a pedestrian bridge and pervious pavement walkways within the Virginia Garden.

ODU, Architectural and Engineering Term Contracts, Norfolk, VA

John was Project Principal overseeing quality control of the site/civil engineering services for the development of capital project studies and design of auxiliary projects.

NSU, Nursing Classroom Building, Norfolk, VA (SBBCC Project)

For this Norfolk State University (NSU) project, John was Principal-In-Charge for the civil engineering and landscape design services including challenging access and utility coordination issues along with Americans with Disabilities Act (ADA) compliance, stormwater system, and significant utility improvements. The building achieved a LEED Silver certification.

EDUCATION

MS, Civil Engineering, Old Dominion University, 1999

BS, Civil Engineering, Old Dominion University, 1998

EXPERIENCE

30 years

REGISTRATION AND CERTIFICATION

Professional Engineer
(Civil), VA

Professional Engineer
(Civil), NC

Professional Engineer
(Civil), MD

Professional Engineer
(Civil), SC

MEMBERSHIPS

American Council of
Engineering Companies,
Virginia

American Society of Civil
Engineers, Virginia Section,
Norfolk Branch

American Society of
Highway Engineers, Mid-
Atlantic Region, Greater
Hampton Roads

WPL | LANDSCAPE ARCHITECT

**WILLIAM D. ALLMOND, FASLA**

President | Principal Landscape Architect

EDUCATION

Bachelor of Landscape
Architecture with
Distinction, Virginia
Polytechnic Institute and
State University, 1978

EXPERIENCE

43 years

**REGISTRATION AND
CERTIFICATION**

Virginia, 000449, 1990
North Carolina, 1134, 2000
Certified by the Council of
Landscape Architectural
Registration Boards, 898

MEMBERSHIPS

Green Schools National
Network (GSNN) Board
Member
American Society of
Landscape Architects
(Fellow 2010)
Virginia Chapter, American
Society of Landscape
Architects
(Past President, Chair
Legislative Committee)
Resort Advisory
Commission, City of
Virginia Beach (Past Chair)
Resort Advisory
Commission Planning and
Design Review (Chair)
YMCA of South Hampton

William D. Almond, FASLA, CLARB is a licensed Landscape Architect with over 43 years' experience on a wide range of residential, commercial, municipal, military, and institutional projects. Prior to establishing the landscape architectural division at WPL, Mr. Almond was Senior Associate at the Norfolk based architectural firm of Shriver and Holland Associates for over 21 years. This combined with WPL's extensive practice of landscape architecture has afforded Mr. Almond a broad range of knowledge in all aspects of landscape architecture including site analysis, master planning, site planning, site design and construction detailing, planting design as well as bid and award and construction administration. Mr. Almond has served all federal, state and local municipal governments inclusive of all the Tidewater Virginia cities. Mr. Almond has served the City of Virginia Beach on multiple planning and landscape architectural assignments over the last 40 years within the K-12 market. Mr. Almond has extensive ties to his local community serving on city council appointed boards and commissions as well as local neighborhood civic leagues.

RELEVANT EXPERIENCE**NPS MODERNIZATION PROJECT: 5 New Elementary Schools, Norfolk, VA (PPEA)**

Design for five new elementary school for Norfolk Public Schools as part of the Public-Private Educational Facilities Infrastructure Act (PPEA) under SBBCC. WPL worked to create construction documentation for five schools as well as development of site master plan, site plans, site design and landscape design plans. A few site amenities included outdoor classrooms, ball fields, fitness and play areas, drop off and parking areas were all achieved through a fiscally challenging budget.

Princess Anne Middle School, Virginia Beach, VA - New 257,784 SF replacement school designed for 1,500 learners in 6th through 8th grade. The project underwent 9 months of public participation in the form of both building and site design workshops. WPL spearheaded the site workshops and coordinated 3-D modeling of the site with the architects' building in order to provide stakeholders an ability to virtually walk-through the design and make critiques. WPL services included site feasibility, land planning, landscape architecture and land surveying.

Old Donation School, Virginia Beach, VA - New 225,000 SF school dedicated to students gifted in academics and the arts. WPL lead the efforts for the site selection and feasibility study for Schools to make the best informed decision on the location of the site, and was retained to survey and master plan the chosen site and provide complete construction documents for implementation.

Chesapeake Bay Foundation's Brock Environmental Center Classroom Addition, Virginia Beach, VA - The Macon and John Brock Classroom is a Environmental Sciences partnership between the Chesapeake Bay Foundation and City of Virginia Beach Public Schools. The finished project is expected to earn a LEED Platinum rating and will be every bit as sustainable in its construction and operation as the original Brock Center building. Much like the original Brock Center project, site improvements are designed to minimally impactful to the landscape at Pleasure House Point.

John B. Dey Elementary School, Virginia Beach - The modernization of the elementary school improved the new building size to be 107,210 SF. WPL provided landscape architecture, land surveying, site circulation design, design of a decked wetland classroom overlooking the site's stormwater management facilities and outdoor classrooms, urban garden and all site amenities.

GER | HAZARDOUS MATERIALS SERVICES**GER****H. NELSON ADCOCK, Jr., P.E.**

President | Environmental Engineer

EDUCATION

- Bachelor of Science, Virginia Polytechnic and State University
- Risk Assessments for Environmental Professionals
- Contaminant Fate and Transport Using API Decision Support Software
- Visual MODFLOW, NGWA Course on USGS's MODFLOW, MODPATH, and MT3D
- Asbestos Inspector Training Course - Old Dominion University
- Groundwater Pollution and Hydrology - Princeton University
- Senior Executive Course, Manchester University, Manchester, England

EXPERIENCE

40 Years

REGISTRATION

- Virginia Professional Engineer
- Virginia Asbestos Inspector
- Virginia Asbestos Project Designer
- Virginia Lead Project Designer

PROFESSIONAL AFFILIATIONS

- Member of the American Society of Engineers, National Society of Professional Engineers
- Virginia Society of Engineers American Nuclear Society
- American Society of Naval Engineers

Mr. H. Nelson Adcock, Jr., P.E., has a bachelor's degree in mechanical engineering from Virginia Tech. Licensed as a Professional Engineer in Virginia, he also maintains licensure as an Asbestos Inspector and Project Designer in Virginia and as a Virginia Lead Project Designer. With a total of 37 years of professional experience, Mr. Adcock founded the firm 25 years ago and is also experienced with industrial and manufacturing facilities throughout the United States. He currently manages several contracts and several staff in the practice areas of hazardous materials, indoor air quality, petroleum storage

RELEVANT K-12 EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOL

- Princess Anne Middle School
- John B. Dey Elementary School
- Virginia Beach Middle School

ADDITIONAL RELEVANT K-12 EXPERIENCE

- Ocean View Elementary School, Norfolk, VA
- Campostella Elementary School, Norfolk, VA

GET | GEOTECHNICAL ENGINEER**D. MARK SCHOLEFIELD, P.E.**

Principal Geotechnical Engineer

Mr. Scholefield's 27 years of experience includes subsurface investigations, site characterization studies and geotechnical engineering analysis for a multitude of small to large scale projects. These include shallow and deep foundation design, settlement analyses, slope stability analyses, pavement design (AASHTO), soil liquefaction, seismic site investigation and forensic evaluation of horizontal and vertical structures. His experience also includes testing of soil and concrete, lime/cement stabilization, subgrade improvements, vibration monitoring, subgrade and foundation soil inspection and test pile programs.

EDUCATION

B.S. Civil Engineering Old
Dominion University, 1993

Continuing Education, Old
Dominion University 1998,
2002

Continuing Education,
Tidewater Community
College, 1994

EXPERIENCE

27 Years

**REGISTRATION AND
CERTIFICATION**

Basic Dynamic Measurement
Analysis Proficiency and
CAPWAP (PDCA)

**PROFESSIONAL
AFFILIATIONS**

American Society of Civil
Engineers (ASCE)

National Society of
Professional Engineers (NSPE)

American Society of Highway
Engineers (ASHE)

RELEVANT K-12 EXPERIENCE – VIRGINIA BEACH CITY PUBLIC SCHOOLS

- Thoroughgood Elementary School
- BF Williams Elementary School Exterior Wall Repair
- Birdneck Elementary School Bus Loop
- Brandon Middle School Tennis Court
- Cox High School Bleachers and Press Box
- Georgie D. Tyler Middle School Renovations
- Glenwood Elementary School
- Great Neck Middle School Replacement Facility
- Green Run Elementary School Addition
- Green Run High School Baseball Field Lighting
- Green Run High School Collegiate CIP Improvements
- Indian Lakes Elementary School Renovation
- Kellam High School Stadium Lighting
- Kempsville High School Entrepreneurial and Business Academy
- Kempsville High School Hitting/Pitching Facility
- Kings Grant Elementary Addition
- Landstown High School Repairs
- Landstown Elementary & Middle Schools
HVAC & Roof Replacement
- Landstown High School Stadium Light Repairs
- Luxford Elementary School
- Old Donation Center/Kemps Landing Feasibility Studies
- Pembroke Elementary School Bioretention Basins
- Pembroke Meadows Elementary School
- Salem Elementary School Cooling Tower Replacement
- Tallwood High School HVAC Replacement
- Transportation Maintenance Facility, Glenwood and Oceana Sites
- Windsor Woods Elementary School, Virginia Beach, Virginia

THE MILES AGENCY | PUBLIC RELATIONS FIRM



DELCENO MILES

President | CEO

Ms. Miles has over 30 years of experience in public relations and projects involving complex community coordination. Ms. Miles is very involved with the Hampton Roads Community and has assisted with community outreach and coordination for many public agency projects throughout the region.



EDUCATION

- Regent University,
Virginia Beach, VA
Master of Arts,
Communication
August 2014
- Stanford University,
Stanford, CA
Bachelor of Arts, Psychology
June 1983
- Northwestern University,
Evanston, IL
Kellogg Graduate School of
Management Advanced
Management Executive
Program, November 1998
- Dartmouth College,
Hanover, NH
Amos Tuck School of
Business, Minority Business
Executive Program
July 2000
- Recipient, Full Academic
Scholarship, Stanford
University, 1979-83
- Recipient, Morrison
Scholarship, 1979-83

EXPERIENCE

32 Years

RELEVANT EXPERIENCE

- **NPS MODERNIZATION PROJECT:
5 New Elementary Schools, Norfolk, VA (PPEA)**
Coordinated and facilitated 10 public meetings in 45 days for the SBBCC PPEA project process to rebuild 5 new schools. Formed steering committees for each of the schools and developed informational flyers. Also developed online surveys for those unable to attend the public meetings. Reached over 1000 stakeholders.
- **Norfolk – Virginia Beach Joint Land Use Study (JLUS)
Hampton Roads Planning District Commission,
Chesapeake, VA.**
Leading the public engagement strategy that includes crafting a written and robust engagement plan, public meetings, stakeholder interviews, HRPDC social media platforms and project webpage, Technical Committee and Policy Committee, military CPLOs, etc.
- **City of Virginia Beach Sea Level Rise and Recurring
Flooding Study, Virginia Beach, VA.**
Led the public engagement strategy that includes public meetings, City Council briefings, interactive workshops, community events to encourage broad public input.
- **Norfolk Multimodal Transportation Master Plan,
Norfolk, VA.**
Providing public engagement support for this holistic look at the City's transportation system and develop a Multimodal Transportation Master Plan to address the City's future transportation needs. Tools being used are public workshops, a Multimodal Advisory Committee with a cross-section of community stakeholders, public meetings, workshops, and the city's social media platforms and website.

SBP | SUSTAINABLE DESIGN CONSULTANT

**MIKE BABCOCK, CEM, LEED AP**

Managing Partner

Mike has been in the energy efficiency and green-building consulting arena for over seventeen years. With a background in mechanical engineering and a passion for holistic building design, Mike looks to find creative solutions that balance long-term performance and environmental impact with cost, health, comfort, durability, and return on investment. Mike is committed to advancing the art and science of high performing buildings through collaborative workflow, technical agility, and meaningful dialogue. Mike has an in-depth working knowledge of building systems and can translate highly technical subjects into straightforward concepts and actionable information.

Since forming SBP, Mike has collaborated on over 125 million square feet of new and existing buildings. Overall, he has worked on several hundred LEED projects (active or aspiring) covering LEED-NC, CS, ID, Schools and EBOM in various capacities including extensive experience in whole building energy analysis and modeling, energy modeling peer review, LEED process management and administration, daylighting analysis, measurement & verification, life cycle analysis and others. Mike also has experience evaluating designs and energy performance for local municipality sustainable compliance programs. Mike also speaks on a variety of energy and sustainability topics to all disciplines of building professionals. He is a Certified Energy Manager and LEED AP BD+C and O+M accredited professional. He is an active volunteer in the sustainable community; serving on the Board of Directors for the USGBC – NCR Chapter. SBP draws from extensive project experience to provide cost effective and timely solutions tailored to meet the needs of each individual project and client.

EDUCATION

B.S. Mechanical Engineering,
Virginia Polytechnic Institute
& State University, 2002

EXPERIENCE

20+ Years

PROFESSIONAL AFFILIATIONS

- USGBC – National Capital Region (NCR) Chapter - 2009-2013
- NAIOP Northern Virginia - Associate Member
- Association of Energy Engineers – Senior Member
- Association of Energy Engineers – Certified Energy Manager
- ASHRAE Assoc. Member

OUTREACH & ENGAGEMENT

- Green Building Density Incentive: Virginia Tech Masters Global Sustainability
- Advent of Performance Based Energy Code; City of Alexandria
- Master Class Sessions: Green Cleaning Programs; USGBC NCR
- Cutting Edge Sustainability, Meets 21st Century Workplace
- ASHRAE Baltimore: Energy Modeling
- Association of School Business Officials: Maximize Utility Rebate Opportunities
- AIA Emerging Architects: Mentoring Workshop; Alternative Career Paths
- Green Retrofits of Multifamily Affordable Housing
- Design DC 2014: The Changing Science of Energy Efficiency
- Davis, Carter, Scott: LEED 2012, Green Building Codes
- USGBC National Capital Chapter: Tool for Integrated High Performance Design
- Hord Coplan Macht: Whole Building Analysis: Codes, 2030 Challenge, ASHRAE
- ASHRAE/AIA Baltimore: Integrated Design For High Performance Buildings
- Presented the 2010 Awards of Excellence on behalf of the USGBC NCR Chapter
- General Dynamics 2010 Energy Summit: LEED Energy Criteria & Performance
- NAIOP: Got Green? A Virtual Tour of Four LEED Certified Projects
- Hord Coplan Macht: LEED version 3 Energy & Atmosphere Training
- ASHRAE Region III CR Conference “Daylighting: An Engineering Perspective”
- USGBC: “Whole Building Integrated Design & the Role of Energy Modeling”
- Howard County, Maryland: LEED Training for Code Officials

CONVERT SOLAR | SOLAR ENERGY COORDINATOR & INSTALLER



CHAD WILKINS

Founder | President & CEO Managing

Chad is the owner of Convert Solar LLC. With 21 years of experience in project management and 9 years of experience in the solar trade, he is skilled in coordinating the design and construction of high-quality solar systems. His priorities for each project consist of meeting the financial, social, and environmental goals of the customer. Chad's passion for environmental stewardship and renewable energy has been fundamental to Convert Solar's growth into a leading commercial and residential solar provider in Virginia.

EDUCATION

B.S. Biology
Roanoke College, 2000
Honors Society
Honors in Biology Magna
Cum Laude

EXPERIENCE

21 Years
9 Years with Convert Solar

PROFESSIONAL AFFILIATIONS

Virginia Class A Contractor
#2705151260

RELEVANT EXPERIENCE FOR THIS PROJECT

- **\$25M+** Construction of Education Facilities
- **1,000+** Projects in Virginia
- **9** Years in Business with an Office in Virginia Beach
- **4** Projects for Virginia Beach City Public Schools
- **Small Business SWaM Certified**

ADDITIONAL RELEVANT COMPANY EXPERIENCE

- NATO Allied Command Transformation, Norfolk, VA (2021)
- Computerized Imaging Reference Systems, Inc. (CIRS), Norfolk, VA (2020) 325kW roof-mounted solar system that produces approximately 500,000 kWh annually and has achieved its anticipated monthly performance since installation.
- Hampton Family Practice, Hampton, VA (2020)
- Norfolk Academy, Norfolk, VA (2019) 640kW roof-mounted solar system on four separate buildings that produces 800,000 kWh annually, and has exceeded its estimated production since installation.
- Immaculate Conception Catholic Church, Hampton, VA

BRAINSAPACES | EDUCATIONAL FACILITY PLANNER



AMY YURKO, AIA, ALEP FACULTY

Lead Educational Facility Planner

EDUCATION

- Massachusetts Institute of Technology, Continuing Studies, PhD Program: Leadership in Organizational Change
- Master of Architecture, Washington University
- Bachelor of Arts, Architecture, Washington University

EXPERIENCE

- 30+ Years Industry
- 17+ Years with BrainSpaces
- 8+ Years Teaching

REGISTRATION

Licensed Architect: 1990

MEMBERSHIP | LEADERSHIP

- American Institute of Architects (AIA)
- Reimagine America's Schools, Fellow
- Association for Learning Environments (A4LE)
- National AIA Continuing Education Committee, Chair
- National AIA Board Knowledge Committee
- Schools for the Children of the World (NGO), Board Member
- American Architectural Foundation (AAF)

Amy Yurko, AIA, is the founder and President of BrainSpaces, Inc., an educational planning firm that has led planning efforts for public and private, domestic, and international educational environments, which collectively serve over a million learners worldwide. As a licensed architect, educator, and life-long learner, she applies brain-focused strategies to the planning and design of environments. Incorporating a growing body of research, her firm's unique approach blends learning and architecture, promoting the allocation of physical resources where they will yield the maximum educational value.

An internationally recognized expert, Amy currently serves on the faculty of the A4LE Advanced Academy through San Diego State University. Her course focuses on developing educational specifications as critical to a project's development. By successfully completing the Advance Academy, professional learners achieve the credential of "Accredited Learning Environment Professional" (ALEP).

SELECTED RELEVANT PROJECT EXPERIENCE K-12 & SYSTEM-WIDE ED SPECS

- Anchorage School District; Districtwide Elementary, Middle and High School Educational Specifications, AK
- Clark County School District; Districtwide Elementary & Middle School Educational Specifications; Las Vegas, NV
- Denver Public Schools; Districtwide standards for Calculating School Capacities, Denver, CO
- Elk Grove Unified School District, pK-12+ Educational Specifications, Elk Grove / Sacramento, CA
- Hamilton Southeastern Schools, Districtwide Educational Specs for K-4 schools, IN
- Laramie County School District #1, Summit on Middle Level Education, Cheyenne, WY
- Laramie County School District #1: Districtwide High School Ed Specs, Cheyenne, WY
- Metropolitan School District of Washington Township, Districtwide pK-12 Ed Specs, IN
- University of Western States, Programming & Master Plan for Health Occupations-focused University Campus, Portland, OR

HIGH SCHOOLS - SITE-SPECIFIC PLANNING & ED SPECS

+ 27

ELEMENTARY & MIDDLE SCHOOLS - SITE-SPECIFIC PLANNING & ED SPECS

Virginia Beach City Public Schools:
New Princess Anne Middle School,
Virginia Beach, VA (with RRMM)
+25



FLOYD E. KELLAM HIGH SCHOOL

PROPOSAL | A. QUALIFICATIONS
AND EXPERIENCE

4. FINANCIAL CONDITION

4. FINANCIAL CONDITION

Company's financial condition. Provide supporting documentation of the Offerors current financial condition and annual reports for the past three (3) years. If the company is privately held, supply sufficient information to document the company's financial status and capability to perform under this contract.

Please reference **Volume II, Proprietary | Confidential Information TAB PROPOSAL, A. QUALIFICATIONS AND EXPERIENCE, 4. FINANCIAL CONDITION**, for SBBCC's financial condition information.



NPS MODERNIZATION PROJECT: 5 NEW ELEMENTARY SCHOOLS PPEA DELIVERY METHOD



VOLUME I

TAB - PROPOSAL

B. PROJECT
FINANCING

B. PROJECT FINANCING

The Offeror shall provide evidence that the firm has thoroughly considered the project's financing by providing:

- Cost estimates for the Core, Alternatives, & Projected Savings.
- Financial Plans for the Base (Includes Updated Proposed CIP Funding (Attachment C)), & Optional/Third Party Financer Quals.
- Risk Management.
- Public Resources, Amounts, & Conditions.
- Tax Exempt Financing.
- Performance/Completion Guarantees.

Please reference **Volume II, Proprietary | Confidential Information, TAB PROPOSAL, B. PROJECT FINANCING**, for our Project Financing information.

PROJECT FINANCING	1.	COST ESTIMATE	1.1	Core
			1.2	Alternate
			1.3	Project Savings
	2.	FINANCIAL PLAN	2.1	Base
			2.2	Optional Third Party Finance Quals
	3.	RISK MANAGEMENT		
	4.	PUBLIC RESOURCES, AMOUNTS & CONDITIONS		
	5.	TAX EXEMPT FINANCING		
	6.	PERFORMANCE COMPLETION GUARANTEES		



FLOYD E. KELLAM HIGH SCHOOL OUTDOOR LEARNING ENVIRONMENT



NPS MODERNIZATION PROJECT: 5 NEW ELEMENTARY SCHOOLS PPEA DELIVERY METHOD

VOLUME I

TAB - PROPOSAL

C. PROJECT
CHARACTERISTICS

C. PROJECT CHARACTERISTICS

Offeror shall provide a description outlining the services to be performed. Such description should, at a minimum provide:

- Offerors understanding of the service to be provided, i.e. management approach.
- Social, Economic, and Environmental impacts.
- Property acquisition requirements.
- Project plans
- Schedule/Risk allocation for late completion.
- Assumptions and Contingencies.
- Proposed phasing.
- Accommodations for students during construction (swing space).
- Operations, Maintenance, & Lifecycle Cost of the project.

C. PROJECT CHARACTERISTICS		
1.	MANAGEMENT APPROACH	
2.	PROJECT DESCRIPTION	2.1 School Program Plans
		2.2 Construct Feasibility
		2.3 Alternates
		2.4 Application of Standards
		2.5 Sustainability
3.	SOCIAL, ECONOMIC, ENVIRONMENTAL IMPACTS	
4.	PROPERTY ACQUISITION REQUIREMENTS	
5.	SCHEDULE RISK ALLOCATION FOR LATE COMPLETION	
6.	ASSUMPTIONS AND CONTINGENCIES	
7.	PROPOSED PHASING	
8.	ACCOMMODATIONS FOR STUDENTS DURING CONSTRUCTION (SWING SPACE)	
9.	OPERATIONS, MAINTENANCE & LIFECYCLE COST OF PROJECT	

For this project and beyond, our team is YOUR team. We are passionately invested in the long-term goals of VBCPS, Virginia Beach, and the entire region, as we partner to perform the services to design and build three (3) new state-of-the-art, high-performance facilities to replace four (4) aging school buildings– Princess Anne High School; B.F. Williams 4-5/Bayside 6 Campus; and Bayside High School.

Each school building will be custom designed to support current Academy and Advanced Academic Programs while at the same time providing equity of learning opportunities for all students. Just as importantly, our school designs will be future proofed with robust and adaptable infrastructure and flexible learning spaces to ensure that these facilities will economically and efficiently serve the evolving educational needs in Virginia Beach for many years to come. As an additional benefit to VBCPS/the City of Virginia Beach, we will design the Bayside HS building as a new Virginia Beach High School Prototype which could be used in the future to replace Kempsville HS, First Colonial HS, and possibly Green Run HS.

Our proposed plan includes upgrades at Holland Road Annex (Old Kellam HS) to prepare it to be used as swing space for both high school replacement projects. All three (3) replacement schools will be constructed on the same sites as the current buildings while the high school students are proposed to be temporarily housed at Holland Road Annex (Old Kellam HS) building.



These new schools will create a truly unique opportunity for our experienced K-12 PPEA Design-Build team to partner with VBCPS, as engagement and enrichment opportunities relating to the design and construction of your SCHOOLS for the FUTURE are shared with the community.

The SBBCC Design-Build Team's ability to manage the **Schools for the Future** project to successful completion derives from our team's knowledge, experience, and commitment. Our collective knowledge of projects delivered through using the PPEA and design-build delivery methods has resulted in our successful completion records and success with countless K-12 facilities similar to the three (3) new **Schools for the Future** that we are proposing to provide the services for.

The Final Chapter for the Norfolk Public Schools Building the Future Initiative

The final chapter closed in the "Building the Future Initiative" to construct five new schools for Norfolk children at the dedication ceremony for the new Camp Allen Elementary School. A collaboration between the City and Norfolk Public Schools that included S.B.

Ballard Construction Company for the construction for five new elementary schools through PPEA delivery for the Norfolk school division. This effort including the following proposed team members: RRMM Architects | MJT | Kimley-Horn | Livas | SMF



NPS MODERNIZATION PROJECT: 5 NEW ELEMENTARY SCHOOLS PPEA DELIVERY METHOD



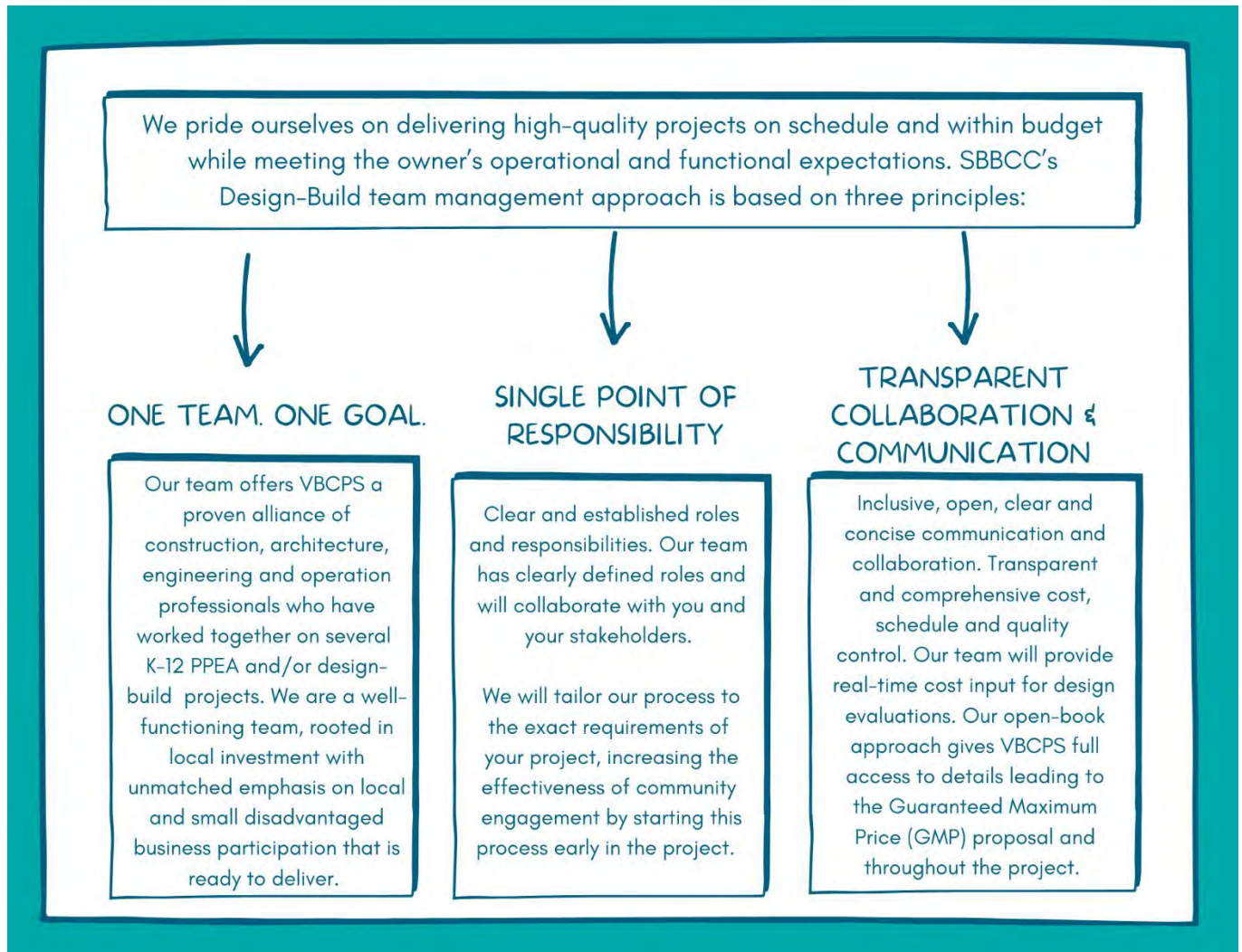
PROPOSAL | C. PROJECT CHARACTERISTICS

1. MANAGEMENT APPROACH

1. MANAGEMENT APPROACH

Offeror understanding of the service to be provided, i.e. management approach.

The SBBCC | HBA + RRMM + Livas Team offers a high-performance Design-Build team uniquely qualified in K-12 PPEA projects to deliver an exceptional and cost-effective solution for three (3) new state-of-the-art, high performance school facilities for VBCPS/the City. We will closely manage the design and construction process so that this project meets all of the intended goals, while staying within VBCPS's projected CIP budget, saving time and money.



Outcomes from SBBCC'S Design-Build management approach include smaller and better managed budgets, faster project delivery, higher quality control, more local participation, greater stakeholder engagement and a more satisfied owner.



Our team's **management approach** is simple; we are one team working collaboratively toward one common goal and that goal is to provide the best possible facilities for the greatest return on investment for VBCPS/the City.

The SBBCC | HBA + RRMM + Livas Team appreciates the tremendous community effort and the transparent processes VBCPS/the City have implemented that have characterized and ultimately defined the planning process and proposed CIP for the need for ongoing capital improvements across the division. Accordingly, our management approach is built upon a similar foundation of discipline, teamwork and expertise honed over many years.

DESIGN MANAGEMENT

VISION DRIVEN

Design management is driven by the concerns and opportunities that matter most to you. Our work is guided not just by meeting the "hard" requirements of scope, cost and schedule, but also honoring the promise of community aspiration, stewardship and future economic development. It is essential that your goals and vision be understood by all team members. This is an often-overlooked area of focus, yet without confirming a shared understanding, we risk the possibility of misdirected effort and emphasis. Therefore, clarifying all requirements and every expectation with you and reinforcing the same to every member of our team is our **top priority**.

Our focus is on leveraging our Team's extensive experience and process into a tailored design that is perfect for VBCPS. Your community is unique, and we will craft a process that meets your specific needs. Client engagement is at the core of our team's design process.

We will tailor our process to the exact requirements of your project, increasing the effectiveness of community engagement by starting this process early in the project. We utilize traditional in-person methods along with innovative and interactive strategies to collect input and build consensus for projects. We prepare presentations and graphics to describe our technical work in language that all stakeholders can understand.



We encourage community engagement and involvement by organizing and leading collaborative meetings. SBBCC, the design team and consultants, representatives of VBCPS and community neighbors will be invited to participate and help lead the discussion. Comments on the design and programs will be gleaned from these meetings and incorporated into the program and design as practical and feasible. Throughout the process – from design to construction – meetings of the entire team as well as smaller, focused teams will cover all the details, big and small, and make collective decisions, ensuring this project is successful.



We will work with you to help the community embrace the replacement of your three schools through communications that will show the positive outcomes this project will have for them. The positive impact from the state-of-the-art learning environments these Schools for the Future will bring.

We expect that the designs will change from what we initially propose, and we look forward to working with you and your team to facilitate the process of planning the best possible learning environments for your students. HBA + RRMM are accustomed to working with VBCPS and developed the inclusive and collaborative design process that has been so successful on all of the VBCPS school projects recently completed. With SBBCC's concurrence and support, our team will work hard to design facilities that are pleasing and acceptable to you, even if it means major redesign of our current preliminary proposed concepts. **VBCPS input and ultimate approval of the program, site logistics and appearance are critical to the overall success of the PPEA process.**

We propose to launch the high school planning with a division-wide Educational Specifications Planning Process led by Brain Spaces that will provide the design directives for planning innovative learning environments that will meet the needs of today's students while at the same time providing flexibility and adaptability to support educational program evolution to meet the needs of future students.

We will translate your Educational Specifications and new school building programs into a future-ready facility for contemporary learning that will be flexible, relevant, and operationally sustainable.



TEAM COLLABORATION

The strong bond between SBBCC | HBA + RRMM + Livas has established a proven and successful management approach with **collaboration as the foundation**. Collaboration is important, not just because it's the best way to ensure success, but "proactive" collaboration penetrates every element of our management approach, ensuring effectiveness, problem solving, innovation and surprise-free design/construction/operation interface.



TRAINING FOR YOUR FACILITIES AND MAINTENANCE STAFF

In addition to the exemplary service our team will deliver relating to design collaboration, project commissioning, project close out, and warranties, we offer to provide training for your facilities and maintenance staff.

The MEP systems that may be installed on your new schools could be complex. When you choose the SBBCC Design-Build Team, VBCPS can be confident we will ensure these systems are designed, installed and commissioned correctly, and your facilities and maintenance staff are properly trained on the operations and maintenance required to keep the MEP systems running at peak performance.

Upon completion of a project, we provide electronic, interactive, close-out documents. This easy-to-access PDF includes hyperlinks which connect the contract documents to submittals, submittals to the Building Information Model (BIM), BIM to RFIs, and RFIs back to contract documents. The file includes operations and maintenance manuals and linked owner training videos.

This “green” approach not only saves money and resources by eliminating the need to produce hundreds of physical documents, but it saves time for owners and facility managers when searching for information such as what size air filter needs to be ordered for replacement.

We work closely with owners to formulate a system that allows us to customize the functionality for the client and provide a solution that does not require special software or licensing to operate. We also schedule on-site training for the Maintenance and Facilities personnel and Owner Representatives. This tool is presented to the user to navigate to the information needed. For example, simply select submittals if you are looking for information on a particular piece of equipment. Then choose the division and the category and you have access to the warranties, manuals, submittals, and training videos.

Our management approach not only seeks but relies upon valuable input from VBCPS, your operations and maintenance staff, and construction personnel. The collaboration must be intentional and a result of an integrated seasoned team of design and construction professionals.

We are better together. Our team is an incredibly formidable team who together, bring a vast array of relevant projects, experiences, relationships, and insights that ensure the protection of your interests throughout the entire project duration. Each of us understands the others’ concerns, which means that our full attention is never distracted from serving you and the needs of this project.

Everything we do will be transparent and available for VBCPS/the City to review at any time upon request. Simply summarized, our management approach and goal are to become an extension of the School Board, and to guide ourselves and the decisions we make as if we were the Owner.



TEAM COMMUNICATION

Transparent and comprehensive cost, schedule, and quality control: our Design-Build team offers enhanced communication between the design professionals and the construction experts in **real-time**, leading to better teamwork and cooperation. This open, collaborative approach requires input from VBCPS/the City, designers, and construction staff as specific details are being developed. The communication of the project details is a vital project success factor and strong mechanism for avoiding and resolving conflicts.

An experienced Design-Build team can anticipate issues and work through challenges before they negatively impact the project. This translates into design solutions and construction details that not only foster a balance between cost and constructability, but also, operational efficiency, flexibility, and maintainability. The focus remains on the project and the best value for the new schools.

Enhanced communication between all stakeholders results in superior and integrated design, better cost control, and a shorter project completion schedule – faster project delivery meaning that VBCPS/the City benefit by occupying the new facilities sooner. With better design processes and earlier involvement of critical trades, bidding time can be reduced, also working to reduce the overall project timeline. These items also promote higher quality control as key material determinations are made earlier in the design, helping to remove ambiguity that often surfaces in traditional design-bid-build constructions documents.



STRICT PROJECT CONTROLS

HBA + RRMM + Livas will be working closely with SBCC throughout the design process to meet all schedule and budget objectives of the project.

SCHEDULE: During design, we focus on critical design milestones, including delivery of interior design packages, support of long-lead items and finalizing documents for permit submission. Developing and monitoring the myriad of activities and decisions that underlie a comprehensive project schedule is a complex task and includes constant and rigorous attention to the status of critical path activities. By ensuring design elements are correct and well-coordinated the first time, we will ensure the work of the team continues uninterrupted, avoiding downstream delays to job progress.

BUDGET: From the start of the design process, our team will prepare and update estimates and schedules to ensure budget management. Budget management is most impactful when cost implications of every design decision can be evaluated as the design progresses. This facilitates an effective design which reduces both redesign costs and construction costs. This provides our clients with the “best value”, often referred to as value engineering or best value management. Instead of occurring after the design is complete, this process occurs as the design is being developed. These activities, along with best value solutions, are critical to tracking compliance to the original budget and schedule to ensure both stay on track or are improved.

DESIGN DEVELOPMENT ESTIMATING

- Develop Pre-Construction Schedule
- Validate Program
- Scenario Planning
- Key Subcontractor Procurement
- Target Value Design



DETAILED ESTIMATE

- Three-level Estimate
- Detailed Cost Studies
- Constructability Reviews
- Value Management Reviews



GUARANTEED MAXIMUM PRICE (GMP)

- Finalize Construction Schedule
- Final Subcontractor Buy-Out
- GMP Development & Basis of Estimate
- Turnover Package

Integral to our management approach to ensure enhanced design, budget management and quality control are our **CONSTRUCTABILITY REVIEWS**.

SBBCC Constructability Review Process



Constructability reviews provide the entire project team with real-time data related to the project budget, schedule/sequencing options, long lead-time issues, and material options, which become part of the team's decision matrix of possible value-added options to be incorporated into the project.

These reviews are performed by individual team members and collectively. All stakeholders including representatives from VBCPS/the City are invited and encouraged to not only attend, but actively participate in these review meetings, which are held throughout the programming and design phases of the project. This collaboration provides an opportunity for all stakeholders to share their various perspectives to identify and eliminate any potential issues that may adversely affect project quality, schedule, or budget.

To share the valuable information gathered at these meetings, we generate constructability tracking sheets:

DATE of Comment	ITEM NO.	ITEM MARK (on drawing)	Orig. No.	SBBCC Comments	By	DATE of Response	A/E Comments	Owner Comments
GENERAL / SPECIFICATIONS								
30-Jan-2014	1	Specs	014050	TAB - Move to Division 23	TP	1/30/2014	This needs to remain in Div 1 since it covers multiple divisions and is required to be a third party.	
30-Jan-2014	1	Specs	018110	3.2 A.1 Airborne Mold Testing is NOT required by USGBC. This will require 3rd Party Testing. Please remove.	TP	1/30/2014	Airborne Mold section has been removed. Rpt.	
30-Jan-2014	1	Specs	019113	General Commissioning 1. Spec is outdated 2. Spec says we do whatever Cx says. No - we want a Cx plan before we agree & price.	TP	3/17/2014	Specs have been added, and new spec is under development. Cx Agency, specs (and plan) not.	
12-Feb-2014	1	Specs	321210	Asphalt Paving - Still call for a prime coat over the aggregate base in Paragraph 3.3 C. We were told this requirement would be eliminated from the specifications, in an answered RFI dated January 21, 2014.	CG	3/18/2014	This specification section will be revised.	
13-Feb-2014	1	General	General	Please provide IT conduits, cable and terminations at the rack wall/riser and the walls. Confirm that they are not in use on the drawings.	EM	3/17/2014	AWAITING RESPONSE FROM DESIGN TEAM	Need input from Mobility on this item
13-Feb-2014	1	General	Mech. + Plumb	Please review Mechanical and Plumbing coordination with ceiling. There seem to be conflicts at 2nd and 5th floors.	EJ	3/17/2014	Collage on the 5th and 2nd floor seem to be resolved to better accommodate the amount of MECH / PLUMB / IT infrastructure above the ceiling.	
LIFE SAFETY								
	2	34.52.1	L52.1	Rated glazing at stairwell?	PL	3/17/2014	This response is to the right side of the drawing referring to door 1001B. Yes, this area will continue door leading to the outside does not need to be rated as it is not in a rated exterior wall. No response required. Rpt.	See Monday's response.
11-Feb-2014	3	34.52.1	L52.1	Fire extinguisher bracket in Room 1025 needs to be relocated cannot be behind door.	PL	3/17/2014	Agree. Let's relocate it to another nearby wall.	Stair C: 1025A - 100 min FRL 1025B - 45 min FRL
11-Feb-2014	4	44.52.1	L52.1	Will the fire extinguisher cabinet across from 1003 be recessed? If so, it needs to be inset to a non-rated wall.	PL	3/17/2014	Agree. Let's relocate the F.E.C. to another nearby non-rated wall.	F.E.C. has not been relocated and also remains behind the door. F.E.C. has not been relocated and also remains in a rated wall.

Below: Constructability Log Example – tracking to completion



COST MANAGEMENT

As the Design-Build prime contractor, SBBCC will have full financial responsibility for this project.

Our goals are to:

- **Maximize value** to VBCPS/the City within your budget
- **Establish initial target budget accurately** and manage scope to expected design
- **Ensure the highest level of quality** is maintained throughout the project

COST MANAGEMENT AT A GLANCE



We will accomplish these goals through a structured process working closely with HBA + RRMM + Livas and our design partners, as well as VBCPS, to provide accurate cost information at all stages of the project.

Our team is committed to assuring the budget will be maintained no matter what. We take pride in our ability to work with Owners and the Design-Build team during the budgeting and bidding processes to point out any potential items that may create budget issues or opportunities.

TARGET GUARANTEED MAXIMUM PRICE (GMP)

On design-build projects such as your new schools, we start with a baseline Target GMP that has been developed as part of the proposal process. We will then continuously update this initial cost model until we have mutually agreed to Final GMP that has been soundly-tested in the current marketplace. Using this fully open-book approach to cost containment, SBBCC | HBA + RRMM + Livas's goal is to deliver your project on time and on or under budget.

EARNED VALUE MANAGEMENT

With the cost of the project established prior to construction, tracking of costs during the construction of the project will be handled by our Project Management Team using Sage Accounting Software. This program allows the tracking of budgets, commitments, and expenditures for the Construction Specification Institute (CSI) division (e.g., finishes), subdivision (e.g., carpet), and to the specific subcontractor and/or supplier. Every transaction for your project is recorded in our Sage Accounting Software, and our Design-Build Project Manager and Construction Manager ensure all transactions that affect the project are accurate throughout the project.

ESTIMATING

Our collaborative design-build approach ensures that estimating and budget development will be based on a clear understanding of the intended scope, the desired schedule and the project team's expectations. The estimating team uses On-Screen Takeoff software to effectively quantify all materials on the project by creating color-coded drawings to identify conditions and their quantities. We will utilize this powerful software to increase accuracy and team efficiency with streamlined project setup, color-coded quantities on drawings, quickly manipulated takeoffs, and easily document RFIs.

SBBCC will perform in-house estimates throughout the design and after the final program is established for each school. Performing cost estimates as the design progresses will alert us to any potential or real increases in the project costs. All cost estimates that we prepare include quantities of items in the estimate as well as assumptions made to be consistent with the intent of the design. This allows us to compare estimates to see, not only where costs may have increased, but what quantities have increased, allowing us to understand what has changed, and why.

After the reviews are completed, we will conduct face-to-face meetings with HBA + RRMM + Livas and VBCPS to review our comments and any potential cost implications and opportunities. This includes a Risk Management Workshop and Value Engineering Workshops. These meetings and this level of involvement during the pre-construction process will assure VBCPS that the project cost has been controlled, the project is within the approved budget, and quality has not been sacrificed.

Pricing is determined based on SBBCC's current cost database, subcontractor/supplier input, as well as the following factors:

- Conditions and circumstances surrounding the subcomponent
- Material quantity
- Market conditions
- Escalation

LIFE CYCLE COST ANALYSIS

Our team places value to ensure the practical use and management of natural resources throughout their life cycle. Long-term environmental concerns about the stock and flow of material and energy are an integral part of our mission to be good stewards of the environment. To that end, our goal is to create facilities that meet the present day needs of the built environment without compromising the ability of future generations to meet their needs. This philosophy incorporates elements of design, construction, engineering, economics, environmental stewardship, and civic accountability. They all contribute to architectural integrity, technical innovation and transferability in the design and construction process.

Our Value Analysis approach includes a thorough analysis of the life cycle costs of alternative materials and systems. It is more than simply suggesting lower priced equipment or materials to reduce costs. We bring ideas and solutions to the table that align with the vision and goals of the completed project. Our MEP specialists can provide comprehensive life cycle analysis for the HVAC and electrical systems, with the priority of operational efficiency and flexibility of these critical systems, for the future lifetime of the buildings.

Our approach focuses on identifying scope by a hierarchical system, created by the project team, to provide additional value or savings with as little impact to the project goals and vision, as possible. A proven success of our approach is a comprehensive Value Management Log maintained through the life of the project and constantly reviewed with the team. The log contains everything from value management scope with cost premiums to cost reduction scope.

PROCUREMENT

Subcontractor pricing typically comprises 90 percent of the cost of any construction project. **The ability to attract optimum numbers of qualified subcontractors which includes qualified small disadvantaged businesses is of utmost importance to achieve competitive pricing.**

As our design progresses, we prepare a bid package strategy that maximizes purchasing power while balancing community needs and trade contractor capacity with separation of work activities by trade/schedule and market expertise. All bidders are pre-qualified by SBBCC to ensure they have the necessary expertise to work on your projects.

All bidders are pre-qualified by SBBCC to ensure they have the necessary expertise to work on your project:

- Check references on past and current projects
- Check vendor credit history
- Qualification criteria checklist (including a financial check of balance sheet)
- Check insurance coverage limits and EMR
- Check their standing with VBCPS/the City
- Ensure the minority and SWaM certifications are up to date



Please see **Volume I, TAB OTHER FACTORS, B. EMPLOY OF LOCAL CONTRACTORS**, for additional information on our subcontractor and supplier qualification system.

All bid packages are guided by a detailed scope of work specific to each package, structured to ensure that trades are bidding only the work that is consistent with their specific function and tailored exclusively for each new school. Detailed scope reviews ensure that all bid packages are coordinated, no interdependencies are overlooked, and nothing is missed or duplicated.

Each scope includes flow-down provisions of the general conditions, schedule requirements, and any authorized bid alternates. This information will be brought together on a Bid Scope Sheet listing all the bidders and the work items for that trade. This sheet also documents any changes made to the subcontractor's proposal, either additive or deductive, to cover items not included, or to remove items that should not have been included.

SBBCC will perform a thorough and comprehensive analysis of each bid received for completion of scope, gaps between bidders and any clarifications or new information to ensure a comprehensive scope of work that is purchased at the appropriate price. SBBCC will work with VBCPS to coordinate other items, such as furniture, that are purchased independently. We include this work in our CPM Schedule. With input from VBCPS, we will add these procurement activities and deliveries to the schedule. We will coordinate with VBCPS to phase the deliveries, as areas are completed, to facilitate a smooth "move in" for your new schools.

Obtaining qualified, local and small disadvantaged owned business contractors and suppliers is of a priority and commitment that we stand by.



Please see **Volume I, TAB OTHER FACTORS, A. SWaM & B. EMPLOY OF LOCAL CONTRACTORS** for additional information on our SWaM participation plan and subcontractor and supplier engagement efforts.

COST CONTROL SYSTEM

Controlling the cost of any construction project is accomplished during the pre-construction process, not during construction. Regardless of delivery method, our team knows the true value of our team's pre-construction services that provide lasting benefits to your project by looking for cost-savings long before there is a groundbreaking. During the pre-construction phase, the SBBCC Pre-construction Services Team will work with VBCPS and HBA + RRMM+ Livas to establish and control the cost of the project.

Our team's cost control system allows us not only to track, but also to accurately forecast the cost throughout a project from its earliest stages through project closeout. Our cost control systems allow VBCPS/the City and the project team to know exactly what expenses have been incurred to date, as well as forecasted costs to completion. This is a critical element of cost management that supports proactive and informed decision making that is based upon up-to-date information, rather than reactive decisions prompted by unanticipated changing conditions.

Cost control measures are continuous throughout construction with ongoing reviews that challenge the master budget to be sure it is accurate and current. The essential objectives of the cost control system ensure:

- plans and specifications meet the program requirements at the lowest responsible cost and can be constructed as planned
- schedule is realistic and complete
- changes in scope and/or schedule are substantiated as necessary
- designed to budget through continuous, collaborative feedback and input throughout the entire design process
- within budget and the schedule is up to date before moving forward

Our Design-Build team believes strongly in providing our clients value in cost management. SBBCC's Design-Build Project Manager and Accounting Department work as a team to provide accurate invoicing, change order management and risk mitigation. Most importantly, SBBCC keeps the project team informed about all financial aspects of your project. This includes change order analysis, management, invoice reconciliation, review and approval, and cash flow reporting.

Our cost control Sage Accounting software allows our team to generate accurate cost reports in a timely manner to keep VBCPS up-to-date on the status of the project, allowing you to make informed decisions about your project. These reports provide an auditable trail of every financial transaction that has taken place. SBBCC's Accounting Department will work closely with the Project Manager throughout the duration of the project to ensure all transactions that affect the project are correct. This ensures the team always has a handle on the financial status of your projects.

Primavera "P6" Scheduling Software is also used as a tool to control and monitor cost. Using the Primavera cost loaded schedule, projected billings and cash flow statements can be printed at any time during the project making it easy for the team, VBCPS, and the inspecting agencies to verify cost to date by using the schedule as the billing method.



SCHEDULE MANAGEMENT

The construction schedule is another valuable tool in our management approach. Our focus when developing a schedule is on evaluating every obstacle, challenging the status quo, and looking for creative solutions. We maintain constant focus on looking ahead to anticipate and mitigate risks for the complete success of the project.

Our Team recognizes the importance of the execution and maintenance of a well- developed Critical Path Method (CPM) schedule. The schedule is a living, proactive document and is updated at various critical times during the overall process. The schedule presented for your project will be expanded to include additional activities detailing the project from award through design and construction. It will include major milestones as well as all applicable program items, design,

bidding, procurement, construction, and closeout activities to accurately execute the plan and realize the project completion as originally conceived. The schedule is developed with input from the entire Team, who will draw on the experience of the various stakeholders to ensure it is a comprehensive document serving as a primary tool in the performance of the project. Our capability to produce an accurate, useful and integrated schedule is well proven.

IDENTIFYING ISSUES EARLY: Establishing a plan early on during the Design Development phase is essential and helps confirm our understanding of the project and its components as they develop. Upon award, our team will immediately develop a detailed CPM Schedule, to include design, pre-construction, and construction activities. This will allow for a dynamic schedule so that we can track effects the pre-construction may have on the overall construction and see what adjustments may need to be made, if applicable.

CRITICAL PATH SCHEDULE: The project schedule will be the primary tool to plan, execute, track progress, and coordinate both pre-construction and construction work. This proactive tool is used to identify issues as they arise and will allow the Project Team to evaluate and quantify the best path forward.

OWNER DECISION MAKING PROCESS: At the project onset, we will identify all Owner decision-making items that impact the overall schedule. We will then input these decisions into our scheduling software, Primavera P6, to organize and generate a clear layout with due dates for when each item needs to be decided or released. We do understand sometimes the benefits of delaying a decision can outweigh the negatives, and we want to make sure VBCPS maintains full understanding of the implications of both. We will communicate and maintain this list throughout the project.

LONG LEAD IDENTIFICATION: With the effects of the worldwide COVID-19 pandemic still ongoing, material suppliers and equipment vendors are struggling to keep up production as construction activity continues. This will be an area that our team focuses on to evaluate the fabrication and delivery timelines for all major equipment purchases. It will be important for us to identify any potential long lead items during the initial start of the project. With preplanning and communication, we can overcome the long lead challenges and provide schedule clarity and certainty. We will develop a Submittal Schedule and incorporate it into the CPM schedule making logical ties to the work activities to determine, if any, impacts to the schedule. Once an item has been determined to have a potential impact to the corresponding activity it is closely watched and, if necessary, accelerated to avoid delaying work activities and key milestones.

MAINTAINING PROGRESS AND STAYING ON SCHEDULE WILL BE ACCOMPLISHED THROUGH:

- a. Developing and tracking the Critical Path Schedule
- b. Identification and procurement of long lead material and equipment
- c. Quick submission, review and approval of shop drawings and product submittals
- d. Weekly subcontractor coordination and schedule meetings
- e. Minimizing changes
- f. Distributing/maintaining the Building Information Models (BIM) to subcontractors
- g. Holding a "Storyboard Meeting" with subcontractors to provide clear understanding of the schedule, sequence of the work, and all phasing requirements



Our Project Managers and Superintendents consistently evaluate not only the plans and specifications, but also consider the execution, logistics, site conditions, manpower & work restraints, required milestones, etc.

During construction, SBBCC will work with all stakeholders (Owner, design team, subcontractors, material suppliers, consultants, inspectors, municipalities, and state code officials) to make sure the project completion date is maintained for each phase of work.

SUBCONTRACTOR SCHEDULE MANAGEMENT

Communication of the schedule and buy-in by the subcontract trades is essential to the overall performance of the project and to our ability as the Construction Manager to maintain the established schedule. The initial project schedule is included as part of the subcontractor Request for Proposals sent out for pricing to the prequalified list of bidders to ensure adequate manpower is included in their cost to support the schedule. After the bidding process concludes and during the buy-out phase, the schedule is included as an exhibit to their contract, legally binding them to the dates contained within.

Each schedule update is reviewed with the subcontract trades at the weekly progress meeting held on-site. Discussions include safety, current work activities, RFI questions and responses, schedule progress, resources (both actual and planned), and material and equipment deliveries. In addition, there is a review of the planned work for the upcoming 2-week period generated by the CPM Schedule.

If a subcontractor falls behind the master schedule requirements, he or she is required to submit a recovery plan including additional manpower and/or equipment, overtime, or appropriate re-sequencing. They are required to attend an on-site meeting with the SBBCC Project Manager/ Superintendent within 48 hours of the identified impact to the schedule to review and implement the approved recovery plan.



QUALITY CONTROL

The quality problems that cost the most are the ones that you miss. Standardized, proactive QA/QC processes with design and construction quality management policies and practices enables the whole team to participate in project quality control. At SBBCC, the combination of departmental functions, experienced and knowledgeable staff, well defined historical documentation and comprehensive processes all linked by enterprise-wide software demonstrates we are committed to implementing the strategies necessary to ensure every project is successfully completed on schedule, within budget and exceeds quality compliance requirements. Establishing quality expectations at the inception of the project sets the stage for delivery of your new schools at the highest level. A project-specific Quality Control Plan (QC Plan) will be developed to address both our design and construction processes and procedures.

QUALITY CONTROL DURING DESIGN

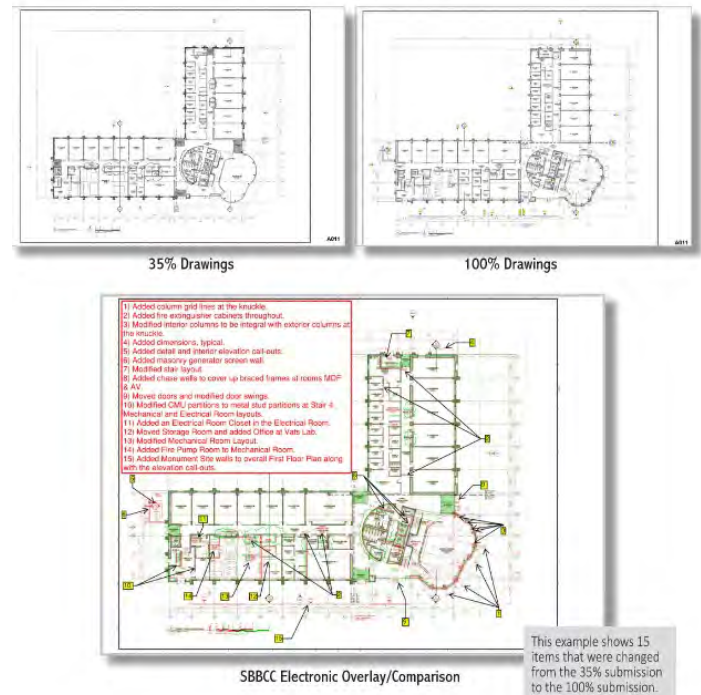
Design submittals require an elaborate design review process throughout all project phases. The SBBCC | HBA + RRMM + Livas team understands the importance of presenting deliverables that are clear and easy to follow for review and allow for your feedback to be incorporated into the design. Interim design submittals will be provided on a regular basis for VBCPS to review and provide feedback.

During design, our team will utilize Revit for design drawings, in a model shared by all design consultants to facilitate interaction and coordination amongst different disciplines. Throughout the design process, we will review the drawings, details and specifications for practicality of construction relative to sustainability techniques and materials, site constraints, tolerances, the anticipated construction schedule, the established construction cost, and any other factors that may affect construction means and methods. The reviews shall be interdisciplinary and sufficiently adequate to ensure design clarity, accuracy, completeness, constructability and coordination among the drawings, details, and specifications.

For design reviews, we will utilize Bluebeam® to keep the team focused on constructability issues, best value alternatives, and variance resolutions. Through Bluebeam® software, we electronically 'overlay' each progress submission of the contract plans and specifications and perform a sheet-by-sheet review. The review is done to ensure all previously identified constructability items are addressed, items 'accepted' are implemented and reflected in the contract documents, and any items 'not accepted' are evaluated with respect to cost and schedule. By tracking this information, we are able to keep the project team on point, informed, and able to make financially beneficial, best value, recommendations.

Additionally, through Bluebeam's Markup tools the SBCC team reviews the documentation with each design package where we provide markups, notes, alternative details, and routing preferences copied onto the plans to help identify any gaps or conflicts in trade coordination and communicate specific challenges that need to be addressed.

Bluebeam® Overlay Example



UTILIZATION OF SPECIALTY CONTRACTORS DURING DESIGN

Based on design-build experience on projects similar to yours, we have found that the use of specialty contractors for key aspects of the project design offers improved efficiency and a high-quality finished product. We plan to use design-assist trade contractors such as structural steel, elevators, and MEP. These firms are uniquely qualified to provide an optimized design, which speeds construction and minimizes jobsite installation risk. Our team will actively engage design-assist partners to discuss pros and cons of each building system, allowing the team to make conceptual changes in advance rather than require a re-design later.

QUALITY CONTROL DURING CONSTRUCTION

The QC plan developed during preconstruction is implemented to ensure that all work is done right, complete and free of defects the first time. The program establishes specific processes to prevent mistakes by inspecting work at the earliest possible opportunity throughout the building process. Quality is driven by conformance with the basis of design for the Target GMP.

At each step in the process, SBBCC seeks to add value to the project by improving quality, lowering costs, and gaining time on the schedule.

All SBBCC Project Manager's and Superintendents are Construction Quality Management for Contractors (CQM-C) certified through a course sponsored by USACE and NAVFAC. Our CQC Program requires the subcontractor's participation in all aspects of the CQC process including but not limited to: field inspections, preparatory meetings, and follow-up training.

The start of the quality control is the review of submittals and other documents to make sure they meet with the requirements of the project specifications. Our project team requires the trades to install items per the specifications and demand quality in the field by aligning third party inspection if necessary, whether required or not. Often, we hire third party specialty inspectors (building envelope, etc.) as another set of "eyes" on the project to isolate items for review and ensure quality installations. An example is the use of a third-party air barrier and waterproofing inspector to help our team review this work and identify areas that need to be addressed or areas that are in good standing.



OUR APPROACH TO THE MANAGEMENT OF YOUR PROJECT ALSO INCLUDES THE STRATEGY THAT "THE P.A. IS THE C.A." – THE PROJECT ASSOCIATE ARCHITECT CAN ALSO SERVE IN THE CAPACITY OF THE CONSTRUCTION ADMINISTRATOR.

START-TO-FINISH CONTINUITY FOR THE QUALITY OF TECHNICAL DETAILING AND EXECUTION OF THE PROJECT MEANS THE INDIVIDUAL WHO IS IN THE BEST POSITION TO ENSURE THE PROJECT IS BUILT AS DESIGNED, AND TO WORK CLOSELY WITH THE BUILDER TO ACCOMPLISH THIS, IS THE PROJECT ARCHITECT.

LIVAS WILL WORK IN COOPERATION WITH HBA + RRMM AND WILL PROVIDE ARCHITECTURAL DESIGN AND CONSTRUCTION ADMINISTRATION SERVICES.

LIVAS GROUP IS JUSTIFIABLY PROUD OF THEIR STATUS AS THE LONGEST CONTINUOUSLY AFRICAN AMERICAN ARCHITECTURAL FIRM IN VIRGINIA, WITH A TRADITION OF AWARD-WINNING EXCELLENCE REACHING BACK OVER 70 YEARS. THEY ARE A MICRO-CERTIFIED, SMALL AND ROBUST SWAM-CERTIFIED AND MINORITY- OWNED BUSINESS LOCATED IN HAMPTONS ROADS.

QUALITY CONTROL SYSTEM

During the pre-construction phase of your project, the Owner's Project Requirements (OPR) are established and incorporated into the project design. During the construction phase, SBBCC's team coordinates and works with the subcontractors, consultants, and testing agencies to ensure the OPR is met.

SBBCC has used the US Army Corp of Engineers' (USACE) Quality Control System on our recent projects. For the design and construction of five Norfolk Public Schools on staggered schedules over the course of five years, the Construction Project Manager, in conjunction with the QC Superintendent, developed agendas and topics for Quality Control meetings for each of the definable features of work.

THREE PHASES OF QUALITY

PREPARATORY PHASE

This is the most important step. This is the phase where standards and expectations are set. We invest time in this phase to save time later. We utilize pre-installation meetings to plan for success and simplify the Quality Management effort throughout construction.

- Review plans and specifications paying particular attention to critical details
- Review submittals to assure materials and equipment meet the requirements of the contract and have been coordinated with other products and systems
- Review requirements for testing and inspection and time for notice for those inspections.
- Establish readiness of the work area by walking the in-place work
- Perform physical inspection of materials, equipment and samples to be sure they are compliant with the plans, specifications, and approved submittals
- Develop and review Activity Hazard Analysis

INITIAL CONSTRUCTION PHASE

Proactively identify issues early by reviewing the first work in place. We leverage our efforts in the Preparatory Phase to help trades achieve the level of quality our team expects.

- Review minutes and information from the preparatory meeting
- Check the initial work, materials and equipment for compliance
- Confirm the level of workmanship is consistent with the requirement of the contract and SBBCC expectations for high quality
- Resolve any differences between the level of performance and the expected level of performance
- Verify compliance with and knowledge of the requirements by each of the personnel performing the work

FOLLOW-UP PHASE

We continue to check work in place to ensure it meets the standard we have set in the first two phases. We maintain focus on quality to minimize issues and rework.

- Daily Checks by the Superintendents, Safety Manager, Quality Control Manager to confirm continuing compliance with the standards established in the preparatory and initial phases. This continues through completion of each definable feature of work.
- Begin working early with the 3rd party commissioning agent and starting systems up early.

COMMISSIONING PHASE

SBBCC follows the ASHRAE Guideline 0-2007 with respect to the commissioning process and has extensive experience successfully integrating enhanced Commissioning requirements into the pre-construction and construction phases of the project.

One lesson learned that allows us to improve quality is to engage the services of a local testing company to pre-test the MEP equipment, systems, and controls PRIOR to the Commissioning agent's testing. This testing is provided by SBBCC as part of our construction management services, supervised by SBBCC's in-house mechanical engineer and commissioning accredited, professional,

Tim Patterson, and coordinated with the commissioning agent. Tim is a member of the ASHRAE TC-7.9 which is tasked with ownership of Guideline 0-2007, bottom line is he ensures we begin working early with the 3rd party commissioning agent and starting systems up early.

SBCC looks forward to sharing our enhanced Commissioning lessons learned, especially in regard to HVAC to ensure a smooth and timely commissioning process. SBCC's MEP QA/QC commissioning agent will review and walk the jobsite weekly. Our MEP QA/QC commissioning agent will meet with MEP subcontractors to perform pre-testing on systems, and complete commissioning in a timely manner.

QUALITY CONTROL THROUGH VIRTUAL DESIGN AND CONSTRUCTION (VDC)

Technology is the backbone of our business. As tools and software evolve, so do we. With every new advancement, our construction projects become more precise, streamlined, and cost effective. Our team utilizes several forms of technology to achieve the best possible construction experience. From building information modeling (BIM) and project management software, to cutting edge mobile solutions, we continuously exceed the needs of our project teams, owners, and clients by aligning our technology with proven construction processes and experience.

We utilize Virtual Design and Construction (VDC) to provide unique solutions to the specific project challenges and create a collaborative environment where decisions can be made efficiently and effectively to ensure all quality control objectives are met.

INNOVATIVE TECHNOLOGY TOOLS

Drones. On each build, we deploy a drone to collect aerial insights to document the project progress, improve jobsite communication and for safety inspections during and after construction.



SharePoint. For document management/ collaboration platform. Utilized to give the project team a simple, reliable, customizable and secure solution for all project communication and information.

Building Information Modeling (BIM). BIM ensures we: allocate all materials, systems and components. Develop shop and fabrication drawings. Integrate technology, structural aspects, MEP, fire protection and other key systems /components.



Perform **clash detection** during design development & after the design is completed for trade coordination to promote off-site prefabrication & ensure the schedule stays on track.

**CREATE AN ENVIRONMENT OF TRANSPARENCY,
COLLABORATION & CONFIDENCE FOR QUALITY CONTROL
AND QUALITY ASSURANCE**

BUILDING INFORMATION MODELING (BIM)

The core element of BIM is the centralization of information. BIM provides quality information to show real structure, height, thickness, material, and its texture. Combining various models from different disciplines for review provides details of building components; quality of material used and controlled procedures in a single BIM Model. Communications between different disciplines function smoothly and streamline the workflow to achieve the desired quality. These communications and interchange of data improves the quality of BIM.



BIM plays an important function in SBBCC's project execution, the use of BIM delivers quality assurance to any design and construction project. BIM improves quality assurance by making it easier to deploy clash detection measures and cross-check designs across specializations.

Clear communication throughout all phases of a project is not just an important part of Quality and Safety, but also of closing out projects quickly and smoothly. Using our collaborative technology tools in the field, we manage close-out checklists, identify potential outstanding issues and immediately assign these to relevant team members so they can begin resolving the items right away. All of this is tied directly into the project's BIM for quick and easy reference by your team, both during construction and after completion.

Designing, constructing, and opening three (3) new schools in seven (7) years is a significant challenge for any design-build company and owner. The firm needs to be large enough and have the experience necessary to handle the workload when multiple schools are under construction at the same time. Likewise, architect and engineering firms must be large enough and have the experience necessary to handle the workload of designing several schools simultaneously, as well as, overseeing construction of several buildings simultaneously. Finally, the VBCPS/the City must be willing to commit the resources necessary to ensure their input, guidance, and decisions are provided when needed.

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

CONSTRUCTION MANAGEMENT APPROACH:

Achieving success hinges on the ability to efficiently phase the project. We have developed a transparent, pragmatic, flexible project plan that will ensure a timely completion. Our construction management approach is divided into three phases:

1. **Pre-Construction**
2. **Construction**
3. **Post-Construction**

Each phase consists of specific services to be rendered to deliver a successful project. Collaboration and interaction between the design and construction team is crucial in order to provide a smooth transition from one phase to the next. Our approach outlines the work plan for delivering your project safely, on-time and within budget.



Pre-Construction

- Budgeting and Estimating
- Subcontractor Scope Reviews
- Constructability Reviews
- Value Management
- Scheduling



Construction

- Safety
- Submittal Procedures
- Progress Meetings & Reporting
- Processing of Progress and Final Payments
- Record Keeping / Information Sharing
- Execute Change Directives
- Trade Coordination
- Quality Control
- As-Built Record Keeping
- Testing & Inspections



Post-Construction

- Pre-Commissioning | Commissioning
- Pre and Final Punchlist
- Project Closeout / O&M and Warranty Procedures
- Post Occupancy Evaluation and Fine Tuning

PRE-CONSTRUCTION

During pre-construction we fine tune the design and project budget through a collaborative process with VBCPS. As we continue the development of the project and price the different elements of the design, we will reach out to subcontractor firms for feedback and availability, and costs and quality of certain products and materials. This insight will not only ensure the design intent is met, but it will also confirm project budgets are accurate and realistic.


- **COST STUDY.** At the Schematic, Preliminary and Working Drawings phases, SBBCC will work closely with HBA + RRMM + Livas to understand the various aspects of the design and components and provide a cost study to VBCPS. The cost studies will include:
 - A detailed estimate
 - Contingency for design and construction
 - Pricing of alternate design options
 - Clarifications and qualifications for assumptions made
 - Value analysis options
 - Identification of schedule demands that significantly affect the costs
 - A comparison to previous estimates
 - Special material deliveries and submittals
- **CONSTRUCTABILITY REVIEWS.** Constructability reviews provide the entire project team with real-time data related to the project budget, schedule/sequencing options, long lead-time issues, and material options, which become part of the team's decision matrix of possible value-added options to be incorporated into the project.

We will conduct extensive constructability analysis of existing and proposed conditions for this project. Preliminary site investigations, destructive testing and inspections and constructability reviews will take place to minimize change orders throughout the construction process.

During our constructability review meetings, we will consult our comprehensive database of inspection comments from prior projects and consider our past constructability review comments from similar jobs. As a result, we will generate constructability review tracking sheets to share with the team members and we will monitor the resolution of each item. This approach enables us to leverage the knowledge and experience from all members of the team.

- **STAGING AND LOGISTICS REVIEW.** We will work with VBCPS to establish limits of construction, delivery routes, staging areas, parking areas, working hours and any other items that affect the areas adjacent to the project site. Establishing a logistics plan which allows for seamless access to and from the site with little to no impact on the surrounding buildings or traffic will further allow SBBCC to perform at the highest efficiency level.
- **SCHEDULING.** Immediately following contract award, we will provide a CPM schedule that includes both pre-construction and construction work. The schedule will be updated monthly and will include activities for:
 - Estimating
 - Preliminary construction activities
 - DEQ reviews
 - Value engineering and systems analysis activities
 - Owner and project team decisions
 - Project milestones

- **PROGRESS DOCUMENT REVIEWS.** Throughout the design process, SBBCC will review the drawings, details, and specifications for practicality of construction relative to site constraints, tolerances, anticipated construction schedule, the established construction cost, and any other factors that may affect construction means and methods. The reviews will be interdisciplinary and adequate to ensure design clarity, accuracy, completeness, constructability and coordination among the drawings, details and specifications. We will develop and maintain an ongoing log of design review comments, issues, concerns, etc., and include a copy of the log in our Monthly Reports.
- **SMALL BUSINESS PARTICIPATION PLAN.** Our team is committed to advancing and facilitating an environment of business opportunities, focusing on increasing participation for small disadvantaged businesses. The city has set aspirational goals for small disadvantaged firms, including enhanced goals for women-owned and veteran-owned firms. We have a proven small business plan that will help VBCPS/the City achieve and/or exceed the target required by the City and the Commonwealth of Virginia for small disadvantaged firm project participation. We are dedicated to being a partner to Virginia Beach in assisting in remedying the underutilization of minority-owned, women-owned and service disabled/veteran-owned businesses.
- **SUBCONTRACTOR INVOLVEMENT AND PREQUALIFICATION.** SBBCC will solicit subcontractor interest and prequalify trade contractors. Prequalification will include experience, past performance, financial capability, technical capability, and quality capability. We will review all subcontractor performance to ensure they provided a high-quality product or service that met all safety and budget requirements.



We believe pre-construction is not just a series of pricing exercises aligned with design packages. It is continual value management. We want a healthy tension between design and budget, because, overall, your success is our success

SAFETY MANAGEMENT APPROACH. To us, safety is not just a program, but a commitment to our community and those who work for and around our operations. Throughout the course of the project our team will be pushing to create a safety culture onsite daily, weekly, monthly and quarterly. We strive to provide a safe working environment for all stakeholders involved both directly and indirectly to the project effort.

PRE-PLANNING FOR SAFETY

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

SAFETY PREPARATION PRIOR CONSTRUCTION START

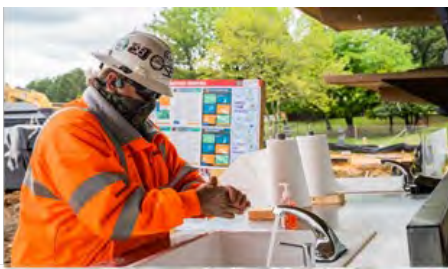
Once the safety plan has been developed, it will be implemented prior to the start any work on the project. Sample activities include:

- Holding meetings with all subcontractors to communicate the safety plan
- Ensuring the contractor includes the safety plan components in its project safety plan
- Conducting safety orientation meetings with all workforce personnel

COVID-19

SBCC has continued to do our part to help contain the spread of coronavirus and enable a safe work environment by following the lead of our safety and health experts, as well as guidance from the World Health Organization and Government Agencies. Our entire team at SBCC is committed to the health and well-being of our employees and their families, our clients, our partners, and our community during the rapidly changing circumstances presented by the COVID-19 crisis.

As this crisis and the related health and safety recommendations have constantly evolved, SBCC has and will continue to modify construction activities. We have changed how work is planned and executed in order to comply with social distancing and other recommendations from local health departments. We are committed to enabling a safe work environment and will persist with our proactive safety precautions at our jobs and in our offices. Our team has worked diligently through COVID-19, and we understand to continue work on the new [Schools for the Future](#) project for VBCPS we must take every precaution to protect personnel and property and prevent and avoid the spread of the virus. We are fully prepared to adhere to COVID-19 Requirements listed as Attachment B from RFP #5083. We will cooperate and take all appropriate measures to minimize risk.



Hand Washing Stations with COVID-19 signage



Social Distancing



Staying at Least Six Feet Apart

CONSTRUCTION

During construction, we will coordinate and manage the work to be performed by all subcontractors through project completed and final acceptance. We will keep the project on schedule and ensure that subcontractors furnish materials and perform the work according to the construction documents. All trade contractors will be coordinated by SBCC to ensure the amount, quality, acceptability, fitness, and progress of the work is in compliance with the contract documents.

RECORD KEEPING. A key differentiator for SBCC is our collaborative approach that includes communication and sharing of information. We believe that the centralization of documents and data that make up a complete project record is a critical component to keeping all contractual parties apprised of the project status and issues at all stages of the project.

To make this type of collaborative environment possible, we utilize a document management software to standardize correspondence, ensure electronic filing and retrieval, and provide project document access to everyone involved in the project.

SBCC requires that all issues of importance to the administration of the project be substantiated by permanent records such as correspondence, notes, and photographs. We also require that verbal communications be summarized with notes covering conferences, telephone calls, and discussions, giving the date, location, parties involved, and important issues discussed.

As-built drawings will be maintained through the construction phase and all documents will be electronically archived to facilitate project close-out. Records of principal building layout lines, elevations of the bottom of footings, floor levels, and key site elevations to include utility layouts shall be maintained, in duplicate. These records will be certified by a licensed surveyor or engineer. Surveys will be reviewed, and recommendations made to VBCPS for approval or rejection.

CENTRALIZED DOCUMENT AND ISSUE MANAGEMENT SYSTEM - PROJECT PARTNER PORTAL

Our workflow is precise and effective. We believe the centralization of documents and data that make up a complete project record is a critical component to keeping all contractual parties on the same page at all stages of pre-construction, construction and closeout. To make this type of collaborative environment possible, we host a comprehensive document and data management system using a custom solution built on Microsoft Windows SharePoint Services Technology. This platform provides a single web-based portal, accessible from any internet connection, through which all team members can post and access project information in real time.

Our Project Partner Portal document management software ("SharePoint") is a web-based program used to standardize correspondence, ensure electronic filing and retrieval, and provide project document access to everyone involved in the project, to the level of their security. The Partner Portal provides document filing, storage and retrieval (plans, specifications, submittals, RFI's, and PCO's) in real time as well as provides document change notifications.



We link all aspects of construction drawings, specifications, and project changes to create true working construction documents. This allows team members, field staff and clients to navigate and interact with the construction documents quickly and easily, allowing for a quality product.

SBCC will provide an iPad to each member of the project team affording real-time access to the Partner Portal along with on-site training to ensure ease of use. This will provide all stakeholders ready access to project related correspondence and project documents.



Project decision architecture and information flow models are reflected in the permissions assigned to each team member and allow push notification of team members based on the requirements of their roles within the project and the priority of the specific information. Approval processes also become more efficiently facilitated as web-based forms guide users through data entry based on their individual role in the submission / review/ approval process. Through this approach, RFI's Submittals, Change Requests, Field Reporting and the like, are captured in real-time logs and can be accessed by any team member.

PARTNER PORTAL/SHAREPOINT APPLICATION TRAINING

SBBCC will train Owner representatives and subcontractors on our easy-to-use web-based project management and tracking system:

- Weekly visits to the job site for one-on-one training
- Registration for Subcontractors
- Project Portal Navigation
- Drawing Download and Navigation
- How to locate and download RFI's and ASI's
- How to use the BIM and BIM PDF's on an iPad
- Photo sharing on an iPad
- PDF Reader Training (BlueBeam)

By using the Partner Portal, the entire Project Team can download drawings, shop drawings, RFI's, ASI's, BIM, BIM PDF's and Submittals into Bluebeam and/ or iBooks so that they will have it to use while in the field. This is a great tool for our subcontractors as they sometimes come across issues with other subcontractors or with their own plans and need to refer to specific drawings or shop drawings. By having this SBBCC- supplied iPad, fully loaded with this information, they can quickly address the issue and continue with their work.

PROGRESS REPORTING

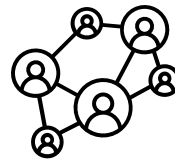
Accurate and detailed written reports of the project's progress during construction will be kept. Progress reports will be prepared in the format and frequency required by VBCPS. These reports will contain information on each subcontractor and its work as well as the entire project. Detailed daily inspection reports of all events that occur at the jobsite or elsewhere, which may affect the project's quality, scope or progress, will be maintained by SBBCC.



RESOURCES

Uses Resources Effectively

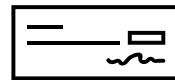
Respond to requests, complete reports, and process claims, payments and other documents to save time, increase productivity, and reduce redundancies in the procedures.



INFORMATION
FLOW

Enhances Information Flow

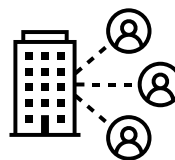
Enables immediate online updates and access to date such as schedules, safety logs, RFIs, rolling punch lists, submittals, meeting meetings, and project reports.



COST SAVINGS

Promotes Cost Savings

Saves storage and other related costs by replacing hard copies to electronic. Reduces overhead costs by allowing online communication for quicker decision making.



COMMUNICATION

Improve Communication

Expedites the turnaround time for decision making by providing immediate access to learn members without arranging an in-person meeting.

SCHEDULE CONTROL

At the beginning of the project, we will provide a master project schedule. The schedule will break down all activities through substantial completion. We will keep the schedule up to date to reflect construction phasing and commissioning activities.

We will provide administrative, management and related services to coordinate scheduled activities and responsibilities of the subcontractors with each other and SBBCC, VBCPS and HBA + RRMM to include the Livas Group to manage the project according to the latest approved master schedule. The sequence of construction and assignment of space in areas subcontractors are working will be coordinated by SBBCC.

Livas will conduct a majority of the field inspections during the delivery of your project. SBBCC and Livas will meet on a biweekly basis to communicate schedule updates, which Livas will assume the role as the point to convey directives from our meeting to RRMM + HBA as well as the owner. Livas has immense experience with K-12 construction and serves as an asset with their proven collaborative rapport.

PROGRESS MEETINGS

We facilitate any progress meetings held at or near the site. These will be held as frequently as VBCPS deems necessary to ensure the efficient completion of the project, but no less than monthly. We will prepare and promptly distribute minutes from each meeting to VBCPS and subcontractors.

INSPECTION

SBBCC will schedule, coordinate, and inspect all of the subcontractor's workmanship, materials and equipment to ensure conformity with the contract documents. We will make quality determinations based on the records and inspections to ensure contract compliance. Throughout construction, an up-to-date rolling punch list will be maintained. Inspection reports will be provided to the Owner in an acceptable format.

REQUEST FOR INFORMATION (RFI'S)

Request for information responses will be coordinated by SBBCC. We will consult with HBA + RRMM on technical matters and interpretations of the meaning and intent of the drawings and specifications and with VBCPS on administrative matters. Copies of the final answers will be maintained as part of the project records.



PROJECT COMMISSIONING

SBBCC will coordinate a systematic process to ensure that the mechanical, electrical and plumbing, audio-visual, building envelope for Net-Zero and all other systems are fully functional and compliant with the contract documents. The personnel charged with maintaining and operating the systems will be properly trained to perform the operation and maintenance. All necessary approvals will be completed prior to equipment procurement and subsequent installation. Pre-installation meetings for major MEP and other systems will be coordinated and chaired by SBBCC. We will coordinate and participate with the design team and subcontractors in the initial equipment testing and final systems testing, start-up demonstrations, and training for utilities, operational systems and equipment. We will also include VBCPS's operations and maintenance personnel. Minutes of these items and document of the actions, activities and results will be provided by SBBCC. All training will be video- taped and provided VBCPS as part of the Operations and Maintenance Manuals.

PROJECT CLOSE-OUT

SBBCC will secure and transmit all warranties, operations and maintenance manuals and similar submittals required by the contract document to HBA + RRMM + Livas for approval prior to delivery to VBCPS/the City. All keys, record documents and maintenance stocks will be delivered to VBCPS.

POST CONSTRUCTION

Clear communication throughout all phases of a project is not just an important part of Quality and Safety, but also of closing out projects quickly and smoothly. Using collaborative technology in the field, we manage close-out checklists, identify potential outstanding issues and immediately assign these to relevant team members so they can begin resolving the items right away. All of this is tied directly into the project's Building Information Model for quick and easy reference by your team, both during construction and after completion.

Planning for turnover starts in the Design Phase. Working closely with your facilities team, we'll coordinate with relevant inspectors to define and implement your occupancy plan, and then manage warranties, final lien releases, project documentation and final electronic as-builts to make sure all items are taken care of and ready to turn over to your team.

OCCUPANCY AND MOVE MANAGEMENT

When VBCPS first occupies the buildings, SBBCC will require the subcontractors for the mechanical systems, electrical systems, access control system, fire alarm system and other systems to be on-site and readily available should an issue arise. Our Project Management team will also be present to provide support for the Owner and oversight for the subcontractors. We understand the importance of the move-in process and is willing to assist VBCPS as needed.

ELECTRONIC CLOSE OUT DOCUMENTS

With three (3) schools being delivered, proper close-out and post-construction activities are vital to a successful project and another integral component to our design-build project management approach for the successful completion of the project.

SBBCC was one of the first firms in Virginia to provide close-out documents in an interactive electronic format as a part of our standard services to owners. Our electronic, interactive, close-out documents are created from our centralized document and issue management system-project partner portal software (SharePoint) files. This easy-to-access PDF includes hyperlinks; which connect the contract documents to submittals, submittals to the Building Information Model (BIM), BIM to RFIs, and RFIs back to contract documents. The file includes operations and maintenance manuals and linked owner training videos.

Focused, specific training for facility management teams is an integral activity in the transition from construction to occupancy by the school system. Training will be recorded for future reference and use by the facility staff. Detailed operations and maintenance documentation will be provided in digital and hard copies.

Facilities Management Training Example



This “green” approach to close-out documentation saves time for owners and facility managers when searching for information (i.e. what size air filter needs to be ordered for replacement). SBBCC has worked closely with owners to formulate a system that allows us to customize the functionality for the client and provide a solution that does not require special software or licensing to operate.

Options are presented to the user for navigating to the information needed. For example, simply select submittals if you are looking for information on a particular piece of equipment. Then choose the division and the category and you have access to the warranties, manuals, submittals, and training videos.



Our management philosophy also incorporates continued involvement after completion to follow-up and confirm that the building systems are functioning as designed. This is an added value provided by our team.

PROJECT EVALUATION

Throughout the warranty period and beyond, SBBCC stands behind what we build. As part of our continuous pursuit to improve quality in construction, we will perform a review of the project approximately 10-12 months post occupancy and prior to expiration of the specified warranty period. This is an on-site QA inspection to evaluate the performance of the construction. The information gathered is compiled into a formal report and is used as an internal training tool for our staff as part of our QA/QC training program. All deficiencies are reviewed with the team and any construction related deficiencies are remediated at no cost to VBCPS. A copy of our report is also provided to the Owner for their records. At two years post occupancy we repeat the process, and again the Owner receives a copy of all findings and issues are remediated. During years 3-5, we reach out to our clients just to let them know we are here if they need anything or stop by and take a look at any issues. As much as five years after construction, SBBCC has returned and taken care of issues for our clients.

“Employing sustainable business practices, our mission is to provide unmatched customer service by constructing superior quality projects delivered safely, on time, and within budget”

--Stephen B. Ballard, President/CEO
S.B. Ballard Construction Company



C. PROJECT CHARACTERISTICS

Offeror shall provide a description outlining the services to be performed. Such description should, at a minimum provide:

- Offerors understanding of the service to be provided, i.e. management approach.
- Social, Economic, and Environmental impacts.
- Property acquisition requirements.
- Project plans
- Schedule/Risk allocation for late completion.
- Assumptions and Contingencies.
- Proposed phasing.
- Accommodations for students during construction (swing space).
- Operations, Maintenance, & Lifecycle Cost of the project.

Please reference **Volume II, Proprietary | Confidential Information, TAB PROPOSAL, C. PROJECT CHARACTERISTICS**, for the following information providing a description outlining the services to be performed:

TAB – PROPOSAL C. PROJECT CHARACTERISTICS		
2.	PROJECT DESCRIPTION	2.1 School Program Plans 2.2 Construct Feasibility 2.3 Alternates 2.4 Application of Standards 2.5 Sustainability
3.	SOCIAL, ECONOMIC, ENVIRONMENTAL IMPACTS	
4.	PROPERTY ACQUISITION REQUIREMENTS	
5.	SCHEDULE RISK ALLOCATION FOR LATE COMPLETION	
6.	ASSUMPTIONS AND CONTINGENCIES	
7.	PROPOSED PHASING	
8.	ACCOMMODATIONS FOR STUDENTS DURING CONSTRUCTION (SWING SPACE)	
9.	OPERATIONS, MAINTENANCE & LIFECYCLE COST OF PROJECT	

PUT STUDENTS
FIRST

NPS MODERNIZATION PROJECT: 5 NEW ELEMENTARY SCHOOLS PPEA DELIVERY METHOD



VOLUME I
TAB

OTHER FACTORS



OTHER FACTORS |

A. *SWaM*

A. SWaM

Offeror shall indicate usage of SWAM.

SMALL DISADVANTAGED BUSINESS PARTICIPATION

Our team is committed to advancing and facilitating an environment of business opportunities, focusing on increasing participation for small disadvantaged businesses. The focus starts with our design consultants and extends to our trade partners and suppliers. **71% of our consortium of firms are SWaM Certified.** For example, Lynch Mykins is a valued team member representing the largest woman-owned structural engineering firm in the mid-Atlantic region and The Miles Agency is a minority, woman- owned public relations firm based in Virginia Beach. We are dedicated to being a partner to Virginia Beach in assisting in remedying the underutilization of minority-owned, women-owned and service disabled/veteran-owned businesses. And, **Livas Group, Inc.** is a micro-certified, small and robust SWaM-Certified and minority- owned business who has worked on PPEA K-12 projects with our Team.

We have a proven past performance record for enhancing small disadvantages business participation with our projects.

SBBCC DESIGN-BUILD TEAM SWaM CERTIFICATION:

FIRM	CERTIFICATION
SBBCC	SWaM Certified - Small #724450
HBA	SWaM Certified - Small #651684
RRMM	SWaM Certified – Small #652673
LIVAS	SWaM Certified – Small #723155 Micro/MBE Certified
SMF	SWaM Certified – Small #651486
MJT	SWaM Certified – Small #9473
LYNCH MYKINS	SWaM Certified - Woman #725989 DBE/WBE Certified
GET	SWaM Certified – Small #656305
GER	SWaM Certified – Small #9548 Micro Certified
WPL	SWaM Certified – Small #672211
The Miles Agency	SWaM Certified - Woman #776 WBE/MBE Certified
Convert Solar	SWaM Certified – Small #819447

We value the work being done and look forward to continuing to work with the Virginia Beach SWaM Business Office and the Minority Business Council during this project. We have been honored by the years of partnership with and numerous opportunities to sponsor events hosted by the Minority Business Council.

OBJECTIVES FOR OUR SMALL DISADVANTAGED BUSINESS PARTICIPATION PROGRAM:

- Maximize Participation
- Notify | Inform | Educate on Upcoming Opportunities
- Provide resources to foster more participation
- Improve communication and collaboration
- Encourage Teaming
- Commitment to Enforcement

NOTIFY & INFORM

To identify, engage and assist small disadvantaged business participation we first have to notify and provide information on the opportunities to work with us.

WAYS WE ENGAGE WITH SMALL DISADVANTAGED BUSINESSES:

- Solicit Registration in SBBids (SBBCC Sharepoint bid system)
 - Learn about upcoming bid opportunities
 - Ensure you meet minimum qualification requirements
- Direct Outreach
- Owner SWaM POC
 - We seek assistance from opportunity officers within the city's offices for small disadvantaged business
 - Coordinate SWaM information and training sessions
- Hold Meetings (one-on-one | trade specific | project based)
- Negotiate with certified firms
- Encourage Teaming
- Designate other work for small disadvantaged businesses
- Opportunity Awareness Events
- Certification Assistance
- Conferences | Events | Sponsorship
- Advertising - use a combination of traditional paid media, earned media, social media and partner organizations to advertise workforce, subcontractor and vendor opportunities throughout the course of the design and construction period
 - Social Media and Website
 - Plan Rooms
 - Print Publications (newspaper)
 - Partner & Trade Organizations

Proactive communication early in the pre-construction process is the most effective way to ensure opportunities for a diverse group of businesses.

During pre-construction efforts, we look to our Subcontractor and Supplier Database. We developed a database of companies along with their certifications and qualifications, and as bid packages are developed, the database is utilized to identify prime subcontractors that would qualify for the bidders list. This database is also used to identify companies that could perform work on the project in a lower tier capacity or as vendors.

PRE-CONSTRUCTION EFFORTS:

- BID PACKAGES – we encourage bid packages:
 - Include SWaM Businesses
 - Work with prime tier subcontractors to designate portions of their lower tier subcontracts to capitalize small disadvantaged business capabilities.
- CONTRACT INCLUSION - We will alert all Prime Subcontractors during the bid phase of the project to the small business goals which will be included as part of their contract.
 - Prime Subcontractors will be required/are encouraged to submit small business strategies with their bid so that we can confirm that they will be able to successfully meet the goals.

- **CERTIFICATION** - We will work with the local certifying agencies, when possible, to help facilitate certification for legitimate small disadvantaged business companies that meet the needs of the project but have not yet applied for a recognized certification.

THE PLAN

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

Our plan for this pursuit is focused on achieving the greatest participation possible by SWaM businesses. Supplier diversity and equity isn't just a concept for us, it has helped us set our SWaM participation goals higher to exceed the target required by the City and the Commonwealth of Virginia for small disadvantaged firms project participation. Our team is committed to the advancement and endorsement of local, small disadvantaged businesses.



SBBCC will take the opportunity during outreach events to inform the Small, Women and Minority – Owned subcontractors of upcoming projects of interest. This is an opportunity to meet the subcontractors on a one-on-one basis and share our bid process.

We will give them the tools to register in our SBBids (Sharepoint Bid System). Our bid site allows them to pre-qualify and view upcoming projects. It makes the constructions plans, specifications and other requirements available for review. Subcontractors can download the bid documents that they're interested in and receive invitations to bid and important information needed during the bidding process.

It is a high priority for us to work closely with the City of Virginia Beach Purchasing Department, the Virginia Beach SWaM Business Office, and the Minority Business Council to ensure qualified subcontractors and suppliers that have worked and are registered with the City have a chance to bid all aspects of the project.

We will also work with The Miles Agency (a minority- and woman-owned marketing and public relations firm based in Virginia Beach, VA) to communicate with local multicultural firms, in addition to community outreach services and advertisement efforts.

ACCOMMODATING SWaM FIRM INVOLVEMENT

SBBCC is committed to supporting small businesses, and businesses owned by minorities, women and service disabled veteran that are interested in working on our projects. Specific actions taken to accommodate SWaM firms include: joint checks, pay 2 times per month, and not enforce bonding as a prerequisite and co-sign bonds. When requested hard copies and CD's of the bid documents are supplied to the SWaM subcontractor.

After the SBBCC team has the opportunity to review the submitted qualification documents and materials, we develop scopes of work that allow smaller but otherwise qualified contractors to participate. Where possible, we create reduced package sizes to ensure that opportunities on these projects aren't strictly limited to larger, established firms. The potential contractors will still meet the same high standards established for all subcontractors, but through this approach, a greater number of small firms are able to participate in the project.



Subcontractor/Supplier Open House



Subcontractor/Supplier Open House

On some occasions, it is not possible to develop smaller scope packages on larger specialty trades since it is highly desirable to have one large, financially secure firm hold full responsibility for a trade package.

Examples include structural systems or mechanical packages. In these cases, SBBCC has a record of working closely with the trade contractors to assist them in developing their own smaller package subcontractor scopes so a greater number of small, local companies can still participate, but the client's quality-control safeguards and product warranties are not negatively impacted.



Our Team supports opportunities for all small disadvantaged subcontractors and suppliers.

Our estimating team will work closely with the small disadvantaged businesses in your local communities ensuring that they have the tools needed to bid on your project.

During the construction, our project management team will work closely with our Small Business | Diversity & Inclusion Coordinator to ensure opportunities that arise are solicited by SWaM firms.



Candy Hennig
SBBCC Small Business |
Diversity & Inclusion
Coordinator

Candy Hennig, SBBCC Small Business | Diversity & Inclusion Coordinator, will be responsible for supporting the SWaM participation needs for the project.

She is a resource who supports SWaM Participation through:

- Advocate for the Small and Diverse Business Community
- Coordinate with Owner | Clients Resources and Partnership pertaining to Small Disadvantaged Businesses
- Help with establishing SWaM Goals and Subcontracting Plans
- Work with Estimating (pre-construction) and Project Management Teams to drive Small and Diverse Business Participation
- Assist with Monitoring, Tracking and Reporting SWaM Participation
- Facilitate Project Outreach Events & Training Opportunities
- Participate with Subcontractor and Supplier Diversity Events/Forums/Panels

SBBCC's SWaM Participation on Recent Projects	Goal	Achieved
College of Humanities & Behavioral Sciences Radford University	55%	65%
College of Education Old Dominion University	45%	65%
Multipurpose Center Virginia State University	50%	77%
Nursing and Classroom Building Norfolk State University	50%	64%
Brooks Library Norfolk State University	40%	62%
Arts Building Old Dominion University	45%	73%
West Grace Street Housing Virginia Commonwealth University	55%	68%
Chesapeake Student Center Tidewater Community College	50%	60%
Chesapeake Academic Building Tidewater Community College	40%	66%
Virginia Beach Housing Resource Center	50%	84%

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

Not only do we meet our client's very high requested levels of participation by SWaM firms, but we also exceed them, often achieving levels of participation that are in excess of 66%.

SBBCC is seriously invested in continuously improving the selection of quality trade contractors in the various regions where we build and have found that the most reliable way to accomplish this is through a nurturing process that enables small, minority, and women-owned companies to be involved on projects they might otherwise never aspire.



We believe that our diversity is our strength, and together we will achieve success.

SBBCC strives to create an inclusive work environment that leverages the diversity of our partners and sub-contractors. We lead by example with a strong commitment to creating best-in-class projects, but also fostering opportunities for growth.

As we continue to move forward, as a company and a community, we endeavor to embrace diversity in the workplace. Collaboration between individuals – without consideration of age, race, gender, cultural background, or other unique characteristics – enriches our experiences as professionals and as a community as a whole. Together we work to facilitate a respectful, inclusive work environment in which we grow as we listen, succeed as we share viewpoints, and continually move in the direction of a globally conscientious way of living and thriving.

SBBCC is committed to incorporating programs and activities with a focus on the development and support of small disadvantaged businesses. We encourage and sponsor ongoing outreach with organizations in our community by providing training workshops, collaborative opportunities through trade shows and networking events, and sponsorship of organizations that complement the SBBCC culture of equality, diversity and inclusion. It is through this synergy and spirit of cooperation that we are connected, looking to the future as individuals and as a company.



INTEGRITY. INNOVATION. DIVERSITY.



Our mission is to provide unmatched customer service by constructing superior quality projects delivered on time and on budget. Our team strives to not only deliver world-class projects, but to also provide opportunities for small, disadvantaged contractors to grow and thrive through our projects.



As a small business ourselves, we understand that small business subcontractors are the lifeblood of any successful project. Our team maintains a commitment to the small, disadvantaged business community in the Commonwealth of Virginia.

One of our greatest strengths is our relationships with various top firms in the Virginia small, disadvantaged subcontractors and supplier market, and our knowledge of their qualifications and capabilities. This allows us to provide broad foundational growth that is both long lasting and far reaching in its positive impact to our community.



OTHER FACTORS |

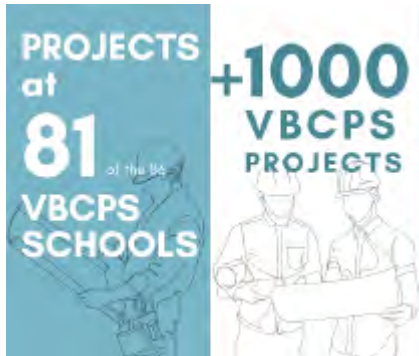
B. EMPLOY OF LOCAL CONTRACTORS

B. EMPLOY OF LOCAL CONTRACTORS

Offeror shall indicate usage of local businesses/contractors. If Offeror intends to subcontract any part of the work under this contract, indicate which parts and which Subcontractors.

LOCAL EXPERIENCE

Our team's regional experience in K-12 educational facility design and construction coupled with our design-build PPEA delivery experience is unmatched. There will not be a learning curve to begin the **Schools for the Future** project as each of the firms on our team have worked extensively with VBCPS on many new school facility projects. We share your values and know how to collaborate with you.



We know and appreciate your personnel, your processes, and procedures. Our combined experience and project history will give VBCPS/the City the confidence that you are selecting a team with a proven track record in the design and construction of safe, high-quality educational facilities, completed on time and within budget.

Our Team has proven time and time again that, not only are we excellent stewards of our community, but we are also businesses/contractors **local** to the City of Virginia Beach. We take pride in our city and are invested in our School System. An example of our commitments rests in the projects we have delivered to VBCPS: **+1,000 VBCPS design and construction projects at 81 of the 86 school facilities.**

OUR DESIGN-BUILD TEAM LOCAL BUSINESS PARTICIPATION

Our team has taken special consideration when assembling local experts. We are committed to Virginia Beach, we are committed to the community we live, work, play and learn in. It starts with the Design- Build team composition, with **88% of or consortium of firms being local to the region.** A local office, which makes a local impact and guarantees a commitment to local success from nearly every single one of our 16 team members. Additionally, **65% of our consortium has a Virginia Beach Office.** From the start, we have committed to investing in our region and there is no team that can compete with our strength and knowledge in established local relationships. Our teams network of local, diverse contractors and suppliers will provide participation opportunities for local business that will be unmatched.

Please see *Volume I, TAB PROPOSAL, A. QUALIFICATIONS AND EXPERIENCE* for additional details on our team's local experience and involvement.

LOCAL BUSINESS | CONTRACTORS

Obtaining qualified, local, and small disadvantaged owned business contractors and suppliers is a priority and commitment that we stand by. Our team has been in business working in Virginia Beach for more than **675 combined years.** It's through our history of successful experiences that we have formed relationships in our region and beyond which secure our invaluable network of subcontractor trade partners and suppliers.

SUBCONTRACTOR PRE-QUALIFICATION

One of the most pivotal components of a successful project is the selection of capable, qualified, and competent subcontractors. Assuring quality performance by the subcontractors while still providing a competitive and economical approach to construction requires skilled handling by the general contractor and the project team.

Our Team's regional knowledge and familiarity with the local construction marketplace will be a tremendous asset in assisting to identify and solicit the widest possible level of participation from firms and individuals that have the skills and experience needed for the project. We have developed a subcontractor and supplier qualification system that we incorporate on all projects. All bidders are pre-qualified by SBBCC to ensure they have the necessary expertise to work on your project.

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

Below is an example list of the criteria we use when pre-qualifying subcontractors, regardless of their size:

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



SUBCONTRACTOR AND SUPPLIER NETWORK

We have worked with the majority of the subcontractors and suppliers throughout Virginia, who make up our database of qualified companies that we solicit. As bid packages are developed, this database is utilized to identify qualified prime subcontractors and identify firms that could perform work on the project in a lower tier capacity or as vendors.

We work closely with first-tier subcontractors to establish the importance of using small business subcontractors and suppliers. All first-tier subcontractors, including those who are certified as a small disadvantaged business, are encouraged to use small business subcontractors and suppliers. In an effort to encourage maximum small disadvantaged business involvement, SBBCC works with 2nd and 3rd tier subcontractors and suppliers during the bidding process to help them get their bids directly to the subcontractors that are bidding.

Our Estimating Team works closely with our subcontractors during the bidding process to ensure that they have a clear and complete understanding of scope of work that is required. They contact all the interested subcontractors to discuss scope packages that are comprehensive and inclusive of project schedules, phasing diagrams, employee access to the facilities, and other necessary requirements. This provides the bidders with the right level of information to properly understand the project, which might not be as easily understood from the Architect and Engineer's documents alone.

This communication with subcontractors and suppliers during the bidding process allows us the opportunity to gain input from the subcontractors and suppliers on items that might save time and cost on the project. These relationships are crucial to the success of our Team and will fully serve the best interests of the project.

HAMPTON ROADS – SUBCONTRACTORS AND SUPPLIERS

SBBCC takes special consideration when hiring Hampton Roads firms and material suppliers. The Hampton Roads subcontractor community and material suppliers will be a large focus on achieving our goals on budget, quality, and safety. SBBCC has a great relationship with numerous subcontractors in the Hampton Roads area that we look forward to potentially working with on these schools, such as:



1. East Coast Demolition & Abatement Company - Demolition
2. Bayside Concrete, Inc. - Concrete
3. United Contractors, Inc. - Concrete
4. Dominion Concrete Contractors - Concrete
5. Capital Concrete – Ready Mix Supplier
6. Snow Jr. and King – Masonry
7. Valcon Masonry – Masonry
8. D&D Millwork, Inc – Rough Carpentry
9. Julian Swain – Architectural Millwork
10. TST Roofing – Roofing
11. Shaddeau Roofing – Roofing
12. Total Hardware Inc – Doors & Hardware
13. Architectural Products of Virginia – Doors & Hardware
14. Walker Laberge – Glass & Glazing
15. Williams Windows and Glass, Inc – Glass & Glazing
16. Agent Drywall Systems, Inc – Drywall
17. Alaric Drywall Contracting – Drywall
18. Dominion Contract Carpets - Flooring
19. Prestige Flooring – Flooring
20. Tile and Terrazzo – Tile
21. Tile Concepts – Tile
22. Bay Painting – Painting

List of Subcontractors in the Hampton Roads Area to Potentially Work With *(continued)*

23. E. Caligari and Sons - Painting
24. Gerloff Painting – Painting
25. Professional Fire Protection – Fire Protection
26. Mid Atlantic Fire Protection – Fire Protection
27. Bay Mechanical – Mechanical
28. DE Kirby – Mechanical
29. It's Electric – Electrical
30. 4C Electric – Electrical
31. Watson Electric – Electrical
32. Vector Technical Services – BIM Modeling
33. Mid Atlantic Glass and Panel – Glass and Glazing
34. Wysin Contracting - Concrete

AGREEMENTS WITH SUBCONTRACTORS

All work to be performed under this contract will be done so by subcontractors. To maximize opportunity for this acquisition, SBBCC has not exclusively committed to any, one subcontractor. A complete list of subcontractors on the project will be provided after all bids have been accepted and evaluated.

GIVING BACK IS SIMPLY PART OF WHO WE ARE.

FOR US, IT ISN'T JUST ABOUT GETTING A JOB "DONE." WE ARE HUMBLER TO MAKE A LONG LASTING IMPACT IN THE COMMUNITIES WE SERVE, BECAUSE WE ARE INVESTING IN THE FUTURE.

IN MARCH OF THIS YEAR, SBBCC WAS HONORED TO CONSTRUCT A NEW GREENHOUSE FOR TALLWOOD HIGH SCHOOL IN VIRGINIA BEACH. THIS FACILITY WILL OFFER HANDS-ON GARDENING EXPERIENCES FOR STUDENTS WITH DISABILITIES.

BY USING OUR COLLECTIVE EXPERTISE AND RESILIENCE, WE HELP EACH OTHER, OUR CLIENTS, AND OUR COMMUNITIES.

WE ARE THANKFUL FOR OUR DEDICATED TEAM MEMBERS AND COMMUNITY PARTNERS WHO ARE COMMITTED TO MAKING A LONG-LASTING IMPACT WHERE WE LIVE, WORK, LEARN AND SERVE!



#MoreThanABuilding



OTHER FACTORS |

c. **ADDED
AMENITIES**

C. ADDED AMENITIES

Offeror can provide any additional amenities to the buildings.

Please reference **Volume II, Proprietary | Confidential Information, TAB OTHER FACTORS, C. ADDED AMENITIES**, for our additional amenities to the project.



"IN SUPPORT OF COMMUNITY SERVICE, S.B. BALLARD DONATED ALL OF THE SIDING AND CONCRETE FOR A PATIO, DRIVEWAY, AND WALKWAY FOR A CHARITABLE HOUSE BUILT BY VIRGINIA BEACH HIGH SCHOOL STUDENTS. S.B. BALLARD'S COMMITMENT TO THE COMMUNITY CANNOT BE OVERSTATED."



**TONY ARNOLD, PE,
(FORMER) EXECUTIVE DIRECTOR OF FACILITIES SERVICES
VIRGINIA BEACH CITY PUBLIC SCHOOLS**

J.R. TUCKER HIGH SCHOOL

OTHER FACTORS

D. EXCEPTIONS

D. EXCEPTIONS

The Offeror has the option to take exceptions to this RFP. For each exception, specify the RFP page number, section number, and the exception taken.

SBBCC has reviewed the RFP, PPEA RFP #5083, and we take NO exceptions to this RFP.

INTERIM AGREEMENT

Per Page 10 of RFP #5083, Included as Attachment A is a draft of the Interim Agreement for the goods/services identified in the RFP. Offeror should review the contractual terms and note any exceptions to these terms in their proposal. The final Interim Agreement will be modified to include the final negotiated terms and conditions. VBCPS may go directly to negotiating a Comprehensive Agreement with a preferred Offeror, in accordance with VBCPS Policy 3-71 Public-Private Education and Infrastructure Act Projects Section II/E.

SBBCC COMPLIANCE STATEMENT:

SBBCC has reviewed the contractual terms included in the draft Interim Agreement for goods/services identified in the RFP and we have **NO** exceptions to these terms.

**OUR JOB IS TO
MAKE SURE VBCPS
GETS EXACTLY
THE SCHOOLS YOU
NEED.**

"STEVE WAS VERY PATIENT AND UNDERSTANDING OF OUR NEEDS. HE CHANGED THE DESIGN OF THE BUILDING NUMEROUS TIMES FROM HIS ORIGINAL PROPOSAL TO ENSURE WE HAD WHAT WE WANTED."

DR. JEFF PERRY (RETIRED)
WISE COUNTY PUBLIC SCHOOL



HEAR MORE FROM DR. PERRY

PROJECT: FLOYD E. KELLAM HIGH SCHOOL



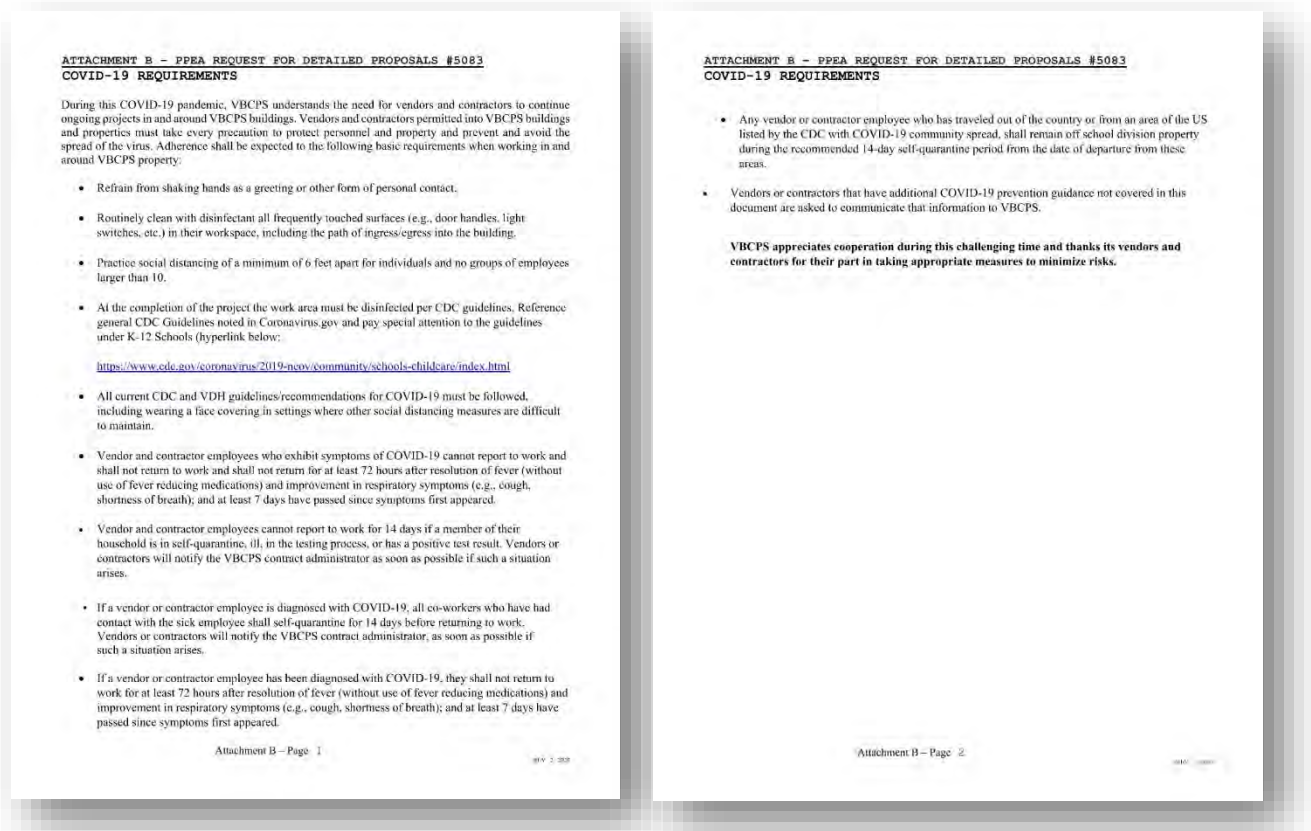
OTHER FACTORS |

OFFERORS
E. COMPLIANCE
STATEMENTS

E. OFFERORS COMPLIANCE STATEMENTS

• CDC COVID-19 GUIDELINES

ATTACHMENT B



SBCC COMPLIANCE STATEMENT:

We understand to continue work on the new **Schools for the Future** project for VBCPS we must take every precaution to protect personnel and property and prevent and avoid the spread of the virus. We are fully prepared to adhere to COVID-19 Requirements listed as Attachment B from RFP #5083. We will cooperate and take all appropriate measures to minimize risk.

• EMPLOYMENT OF UNAUTHORIZED ALIENS

Offeror agrees that it does not currently, and shall not during the performance of this contract, if awarded, knowingly employ an unauthorized alien, as defined in the federal Immigration Reform and Control Act of 1986.

SBCC COMPLIANCE STATEMENT:

SBCC agrees that we **do not** currently, and **will not** during the performance of this contract, if awarded, knowingly employ an unauthorized alien, as defined in the federal immigration Reform and Control Act of 1986.

- **BuySpeed SYSTEM**

As a condition of award and before a Purchase Order or Contract is issued to your company, you must be registered in our BuySpeed System at <https://vbpurchasing.vbschools.com/bso/login.jsp>. If your company is already a registered vendor, just verify that the information we have on file is current.

SBBCC COMPLIANCE STATEMENT:

SBBCC certifies our company **will be** registered in your BuySpeed System as a condition of award and before a Purchase Order or Contract is issued.

- **ANTI-COLLUSION CLAUSE**

During the preparation and submission of this proposal, the Offeror agrees as follows:

Offeror did not either directly or indirectly enter into any combination or arrangement with any person, firm or corporation, or enter into any agreement, participate in any collusion, or otherwise take any action in the restraint of free competitive bidding in violation of the SHERMAN ACT (15 U.S.C. Section 1), Sections 59.1-9.1 through 59.1-9.17 or section 59.1-68.6 through 59.1-68.8 of the Code of Virginia.

Offeror hereby certifies that this agreement, or any claims resulting therefrom, is not the result of, or affected by, any act of collusion with, or any act of, another person or persons, firm or corporation engaged in the same line of business or commerce; and, that no person acting for, or employed by, VBCPS has an interest in, or is concerned with, this proposal, and, that no person or persons, firm or corporation other than the Offeror, have, or are, interested in this proposal.

SBBCC COMPLIANCE STATEMENT:

SBBCC agrees as follows:

SBBCC did not either directly or indirectly enter into any combination or arrangement with any person, firm or corporation, or enter into any agreement, participate in any collusion, or otherwise take any action in the restraint of free competitive bidding in violation of the SHERMAN ACT (15 U.S.C. Section 1), Sections 59.1-9.1 through 59.1-9.17 or section 59.1-68.6 through 59.1-68.8 of the Code of Virginia.

SBBCC hereby certifies that this agreement, or any claims resulting therefrom, is not the result of, or affected by, any act of collusion with, or any act of, another person or persons, firm or corporation engaged in the same line of business or commerce; and, that no person acting for, or employed by, VBCPS has an interest in, or is concerned with, this proposal, and, that no person or persons, firm or corporation other than the Offeror, have, or are, interested in this proposal.

PUT STUDENTS
FIRST



NPS MODERNIZATION PROJECT: 5 NEW ELEMENTARY SCHOOLS PPEA DELIVERY METHOD

VOLUME I

TAB

FORMS

FLOYD E. KELLAM HIGH SCHOOL



FORMS |

A. W-9 FORM

A. W-9 FORM (SUBSTITUTE FOR FORM W-9)

REQUEST FOR TAXPAYER ID NUMBER AND CERTIFICATION — SUBSTITUTE FOR FORM W-9


 VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

OBS Rev. 1-31-19

Pursuant to Section 6109 of the Internal Revenue Code, you must furnish your Taxpayer Identification Number (TIN) to Virginia Beach City Public Schools. If this number is not provided, you may be subject to a 24% withholding on each payment. You must provide your TIN whether or not you are required to file a tax return. To avoid the 24% withholding and to ensure that accurate tax information is reported to the Internal Revenue Service, please use this form to provide the requested information.

Tax Reporting Name: **S.B. Ballard Construction Company**

(Note: Name is required above; **DO NOT** leave line blank)

Business Name: (if different from above)

Primary Address:

2828 Shipp's Corner Road

Virginia Beach

City

Virginia

State

23453

Zip

United States

Country

Remit address: (if different from primary): (include
City, State and Zip)

NOTE: If you are a sole proprietor you may use either your SSN or EIN, as your Taxpayer Identification Number. If you are a corporation, partnership, government entity, trust or estate, tax exempt or non-profit organization you must provide an EIN as your Taxpayer Identification Number.

NOTE: Check the appropriate box below for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Organization/Entity: Check Only One:	Business Classification: Check Only One:	Business Activity: Check Only One:	Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3 of IRS form W-9): Exempt payee code (if any) Exemption from FATCA reporting Code (if any) (Applies to accounts maintained outside the U.S.)
<input type="checkbox"/> Individual/Sole Proprietorship or Single-member LLC	<input type="checkbox"/> Small Business	<input type="checkbox"/> Legal Services	
<input type="checkbox"/> Corporation	<input type="checkbox"/> Women Owned Business	<input type="checkbox"/> Services Only	
<input type="checkbox"/> Partnership	<input type="checkbox"/> American Indian Owned	<input type="checkbox"/> Merchandise (goods) only	
<input checked="" type="checkbox"/> S Corporation	<input type="checkbox"/> African-American Owned	<input type="checkbox"/> Merchandise & Services	
<input type="checkbox"/> Medical/Health Care	<input type="checkbox"/> Asian-American Owned		
<input type="checkbox"/> Limited Liability Co. (C=Corp, S=S Corp, P=Partnership)	<input type="checkbox"/> Eskimo Owned		
<input type="checkbox"/> Government Agency	<input type="checkbox"/> Hispanic Owned		
<input type="checkbox"/> Tax Exempt or Non-Profit Organization			
<input type="checkbox"/> Trust or Estate			
<input type="checkbox"/> Nonresident Alien (See Below)			

Federal Tax Identification Number **Or** **Social Security Number**

5 4 - 1 6 2 4 3 9 2

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CERTIFICATION: Under penalties of perjury, I certify that:

- The legal name and number shown on this confirmation letter is my correct legal name and taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3 of the IRS W-9 form.



Authorized Signature

757.440.5555

Phone

757.451.2873

Fax

Ann Mason

Printed Name

Chief Financial Officer

Title

amason@vbschools.com

Email

March 8, 2022

Date

Virginia Beach City Public Schools * Office of Business Services (757) 263-1033

Exemptions

If you are exempt from backup withholding and/or FATCA reporting, enter in the *Exemptions* box, any code(s) that may apply to you. See *Exempt payee code* and *Exemption from FATCA reporting code* on page 3.

Exempt payee code. Generally, individuals (including sole proprietors) are not exempt from backup withholding. Corporations are exempt from backup withholding for certain payments, such as interest and dividends. Corporations are not exempt from backup withholding for payments made in settlement of payment card or third party network transactions.

Note. If you are exempt from backup withholding, you should still complete this form to avoid possible erroneous backup

withholding. The following codes identify payees that are exempt from backup withholding:

- 1—An organization exempt from tax under section 501(a), any IRA, or a custodial account under section 403(b)(7) if the account satisfies the requirements of Section 401(f)(2)
- 2—The United States or any of its agencies or instrumentalities
- 3—A state, the District of Columbia, a U.S. commonwealth or possession, or any of their political subdivisions or instrumentalities
- 4—A foreign government or any of its political subdivisions, agencies, or instrumentalities
- 5—A corporation
- 6—A dealer in securities or commodities required to register in the United States, the District of Columbia, or a U.S. commonwealth or possession
- 7—A futures commission merchant registered with the Commodity Futures Trading Commission
- 8—A real estate investment trust
- 9—An entity registered at all times during the tax year under the Investment Company Act of 1940
- 10—A common trust fund operated by a bank under section 584(a)
- 11—A financial institution
- 12—A middleman known in the investment community as a nominee or custodian
- 13—A trust exempt from tax under section 664 or described in section 4947

The following chart shows types of payments that may be exempt from backup withholding. The chart applies to the exempt payees listed above, 1 through 13.

IF the payment is for . . .

THEN the payment is exempt for . . .

Interest and dividend payments	All exempt payees except for 7
Broker transactions	Exempt payees 1 through 4 and 6 through 11 and all C corporations, S corporations must not enter an exempt payee code because they are exempt only for sales of non-covered securities acquired prior to 2012.
Barter exchange transactions and patronage dividends	Exempt payees 1 through 4
Payments over \$600 required to be reported and direct sales over \$5,000	Generally, exempt payees 1 through 5 ¹
Payments made in settlement of payment card or third party network transactions	Exempt payees 1 through 4

¹ See Form 1099-MISC, Miscellaneous Income, and its instructions.

² However, the following payments made to a corporation and reportable on Form 1099-MISC are not exempt from backup withholding: medical and health care payments, attorneys' fees, gross proceeds paid to an attorney reportable under section 6045(f), and payments for services paid by a federal executive agency.

Exemption from FATCA reporting code. The following codes identify payees that are exempt from reporting under FATCA. These codes apply to persons submitting this form for accounts maintained outside of the United States by certain foreign financial institutions. Therefore, if you are only submitting this form for an account you hold in the United States, you may leave this field blank. Consult with the person requesting this form if you are uncertain if the financial institution is subject to these requirements.

- A—An organization exempt from tax under section 501(a) or any individual retirement plan as defined in section 7701(a)(37)
- B—The United States or any of its agencies or instrumentalities
- C—A state, the District of Columbia, a U.S. commonwealth or possession, or any of their political subdivisions or instrumentalities
- D—A corporation the stock of which is regularly traded on one or more established securities markets, as described in Reg. section 1.1472-1(c)(1)(i)
- E—A corporation that is a member of the same expanded affiliated group as a corporation described in Reg. section 1.1472-1(c)(1)(i)
- F—A dealer in securities, commodities, or derivative financial instruments (including notional principal contracts, futures, forwards, and options) that is registered as such under the laws of the United States or any state
- G—A real estate investment trust
- H—A regulated investment company as defined in section 851 or an entity registered at all times during the tax year under the Investment Company Act of 1940
- I—A common trust fund as defined in section 584(a)
- J—A bank as defined in section 581
- K—A broker
- L—A trust exempt from tax under section 664 or described in section 4947(a)(1)
- M—A tax exempt trust under a section 403(b) plan or section 457(g) plan

Revised 02/15/2022

PROJECT J.R. TUCKER HIGH SCHOOL



FORMS

B. CONTRACTOR | EMPLOYEE BACKGROUND CERTIFICATION

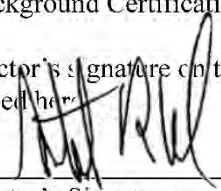
B. CONTRACTOR | EMPLOYEE BACKGROUND CERTIFICATION

CONTRACTOR BACKGROUND CERTIFICATION FORM

In a contract for services to be provided on School Board property or any property at which a school sponsored event takes place, the Contractor certifies that neither the Contractor nor the Contractor's employees, agents, subcontractors or subcontractors' employees who will have direct contact with Virginia Beach City Public Schools ("VBCPS") students while performing such services have been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child. The Contractor may require the above listed individuals to personally certify this information but the Contractor will be responsible for submitting such certifications to the School Board. The certification requirement will be binding throughout the term of the contract and Contractor has a continuing duty to inform the School Board of any event that renders the certifications untrue. The Contractor certifies that it has procedures in place to inform its employees, agents, subcontractors or subcontractors' employees of these requirements. Certifications with materially false statements may constitute reason to terminate the contract and may subject the person certifying the information to criminal prosecution.

- Contractor represents that none of its employees who will be in the presence of VBCPS students have been convicted of a felony or an offense involving the sexual molestation or physical or sexual abuse or rape of a child.
- Contractor will obtain a Background Certification from all present and future employees and update VBCPS of any felony convictions and any convictions for offenses involving the sexual molestation or physical or sexual abuse or rape of a child.
- Contractor has established a process to maintain compliance with the terms set forth in this Contractor Background Certification and will provide verification to VBCPS on request.

Contractor's signature on this form indicates that Contractor is deemed to have provided the certification described here.


Contractor's Signature

Stephen B. Ballard

Printed Name

Owner | President | CEO

Title

S.B. BALLARD CONSTRUCTION COMPANY

Company

2828 SHIPPS CORNER RD

Business Address

VIRGINIA BEACH, VA 23453

MARCH 15, 2022

Date

PROJECT: FLOYD E. KELLAM HIGH SCHOOL



FORMS |

C. VA CONTRACTORS LICENSE

D. VA SCC

C. VA CONTRACTORS LICENSE

VIRGINIA STATE BOARD OF CONTRACTORS LICENSE -licensed in accordance with, Code of VA, Title 54.

COPY OF
SBBCC
VIRGINIA STATE
CONTRACTORS
LICENSE:



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation
9960 Mayland Drive, Suite 400, Richmond, VA 23233
Telephone: (804) 367-8500

EXPIRES ON
07-31-2022

NUMBER
2705012287

BOARD FOR CONTRACTORS
CLASS A CONTRACTOR
CLASSIFICATIONS CBC H/H RBC

S B BALLARD CONSTRUCTION COMPANY
2828 SHIPPS CORNER ROAD
VIRGINIA BEACH, VA 23453

DPOR

Status can be verified at <http://www.dpor.virginia.gov>

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation
CLASS A BOARD FOR CONTRACTORS
CONTRACTOR

CLASSIFICATIONS CBC H/H RBC
NUMBER: 2705012287 EXPIRES: 07-31-2022

S B BALLARD CONSTRUCTION COMPANY
2828 SHIPPS CORNER ROAD
VIRGINIA BEACH, VA 23453

Status can be verified at <http://www.dpor.virginia.gov>

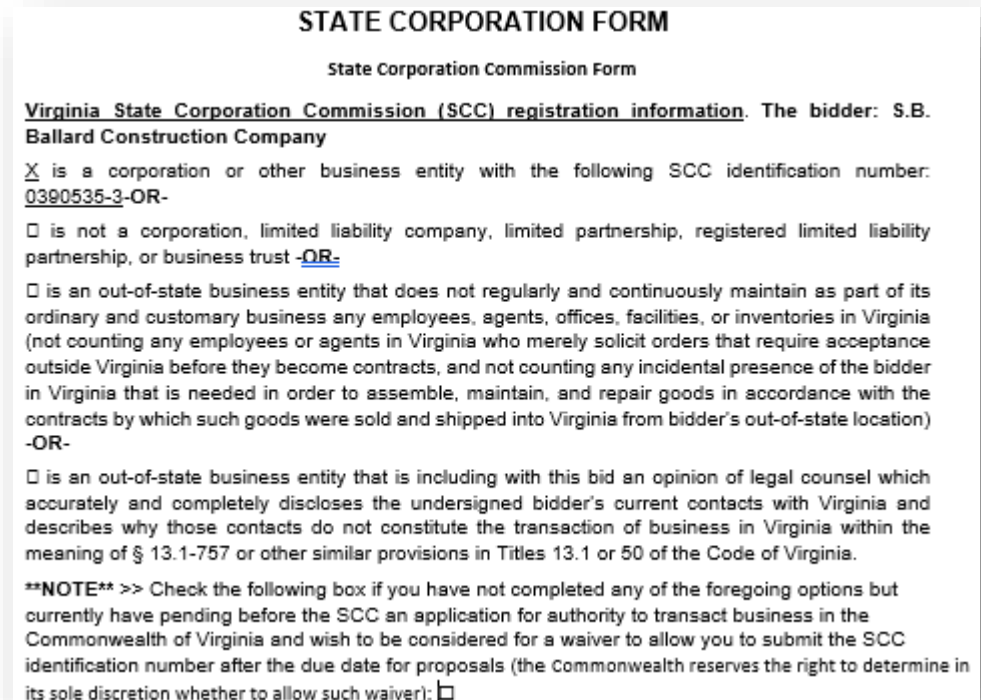
DPOR-LIC (02/2017)
(DETACH HERE)

DPOR-PC (02/2017)

D. VA SCC

VIRGINIA STATE CORPORATION COMMISSION REGISTRATION - In accordance with Virginia Code §2.2-4311.2 (effective July 1, 2010), as amended, the Contractor will provide evidence that it is authorized to transact business in the Commonwealth of Virginia as a domestic or foreign business if so required by Virginia Code Title 13.1 or Title 50 or as otherwise required by law.

COPY OF
SBBCC
SCC
REGISTRATION:



STATE CORPORATION FORM

State Corporation Commission Form

Virginia State Corporation Commission (SCC) registration information. The bidder: S.B. Ballard Construction Company

☒ is a corporation or other business entity with the following SCC identification number:
0390535-3-OR-

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust -OR-

☐ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) -OR-

☐ is an out-of-state business entity that is including with this bid an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

****NOTE**** >> Check the following box if you have not completed any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals (the Commonwealth reserves the right to determine in its sole discretion whether to allow such waiver): ☐