



TRI-CITY DEVELOPERS

CITY OF PETERSBURG

PPEA PROPOSAL - NEW CITY HALL BUILDING

part one - technical proposal

RFQ# 13-0040
June 27, 2013, 2:30PM



TRI-CITY DEVELOPERS, LLC

June 26, 2013

Mr. William E. Johnson, III
City Manager
City of Petersburg
135 N. Union Street
Petersburg, VA 23806

Re: PPEA Proposal- New City Hall Building

Dear Mr. Johnson:

I am pleased to deliver this submission to you. Tri-City Developers has assembled a unique team of professionals to respond to the invitation for proposals for design, finance and construction of a new Petersburg City Hall under the Public Private Education Facilities and Infrastructure Act ("PPEA").

Key members of our team including Tri-City Developers, HBA Architecture & Interior Design, and Clancy & Theys Construction developed and delivered the \$78 Million Portsmouth Courthouse project under very similar circumstances during the summer of 2012. That 203,000 square foot building came in ahead of schedule and under budget. We are pleased to have added TK Davis Construction to this outstanding team that will deliver the new City Hall.

Our proposal also includes the formation and implementation of a development plan for the re-use of the current City Hall and other key buildings in downtown Petersburg. Only then can the new City Hall be described as a catalyst for downtown revitalization. The redevelopment portion of our proposal would be implemented by leading Petersburg revitalization and rehabilitation professionals including Waukeshaw Development, Hasse Construction, and Studio Ammons.

We recognize this portion of our proposal goes beyond the scope of the invitation issued by the City. We are flexible in how this piece of our plan is eventually implemented. The pace and scope of the revitalization component may require additional resources and team members which we would be pleased to add. The City may also be more comfortable starting with a program management alternative relative to the redevelopment plan, then move into a more complete redevelopment effort. In that case Ken Chandler, a former City Manager, with municipal experience in Petersburg is prepared to play that role for our team. We will work with your team to determine your preferred path toward



TRI-CITY DEVELOPERS, LLC

redevelopment. We do believe this is a critical step in the continued renaissance of Petersburg.

Tri-City Developers is requesting that the City protect certain materials as confidential and proprietary as permitted pursuant to the City's PPEA Guidelines. Specifically we are requesting that Volume Two in its entirety be held as proprietary and confidential. Volume Two contains information regarding our plan of finance, projected costs, financial statements and proprietary design and development strategies which if made public would adversely impact negotiation positions of the public and private entities.

Per your instructions, I have enclosed one signed original proposal and ten copies. I have also included the required \$15,000 review fee.

Please know that as a former City Manager of Portsmouth and Newport News myself, I am keenly aware of the economic challenges facing localities today. While City Manager of Portsmouth I oversaw one of the first public/private deals in Virginia between the City of Portsmouth, Sun Oil Company and Barge Development of Dallas on a new City Hall. Since then, as owner, lead developer and President of Tri-City Developers I have overseen a number of public private developments in several communities including over \$580M of development in Northern Suffolk alone. I look forward to discussing how the right public private partnership can deliver a new City Hall to Petersburg under conditions that maximize its economic development capacity.

Sincerely,



Robert T. Williams
President

RTW/nrh

EXECUTIVE SUMMARY

THE CONCEPT. Tri-City developers will develop a new Petersburg City Hall at the corner of Washington and Union Streets. Our proposal also includes the formation and implementation of a conceptual development plan for the re-use of the current City Hall and other key buildings in the downtown. Only then can the new City Hall be described as a catalyst for downtown revitalization.

We recognize this portion of our proposal goes beyond the scope of the invitation issued by the City. We are flexible in how this piece of our plan is eventually implemented. We will work with your team to determine your preferred path toward redevelopment. We do believe this is a critical step in the continued renaissance of Petersburg.

Tri-City Developers has assembled a unique team of professionals to respond to the invitation for proposals for design, finance and construction of a new Petersburg City Hall under the Public Private Education Facilities and Infrastructure Act ("PPEA"). Key members of our team including Tri-City Developers, HBA Architecture & Interior Design, and Clancy & Theys Construction developed and delivered the \$78 Million Portsmouth Courthouse project under very similar circumstances during the summer of 2012. That 203,000 square foot building came in ahead of schedule and under budget. Tri-City's Bob Williams used his experience as a former city manager and current developer to provide a financing solution that fit the city's budgetary needs. We are pleased to have added TK Davis Construction to this outstanding team that will deliver the new City Hall.

THE TEAM

Tri-City Developers, LLC will oversee the project and implement the plan of financing. Located in Suffolk, Virginia, Tri-City was founded in 1980 by Robert T. Williams. The firm specializes in development of industrial, office, commercial and residential properties throughout Southeastern Virginia. As a former City Manager of Portsmouth and Newport News, Bob Williams is keenly aware of the economic challenges facing localities today. While City Manager of Portsmouth he oversaw one of the first public/private deals in Virginia between the City of Portsmouth, Sun Oil Company and Barge Development of Dallas on a new City Hall. Since then, as owner, lead developer and President of Tri-City Developers he has overseen a number of public private developments in several communities including over \$580M of development in Northern Suffolk alone.

NEW CITY HALL

Clancy & Theys Construction Company will serve as the general contractor for the new City Hall. Clancy & Theys Construction is a 64 year old family-owned general contractor primarily working across the Southeast U.S. from Virginia to Florida. We work on a wide variety of new construction and major renovation projects including municipal, judicial, office, higher education, hospitality, and mixed use development. We provide a uniquely high level of service and commitment to client satisfaction, stressing leadership and teamwork in close

collaboration with building owners and the design team.

T.K. Davis Construction founded in 2000, has a very hands-on approach in providing General Contracting, Construction Management and Design-Build Services. This approach has produced successful results with return clients that include the City of Richmond, James Madison University, Virginia Union University, the former Ukrops Supermarket, RRHA and many other partners. At T.K. Davis, we differentiate ourselves from the competition by providing clients expertise in all facets of the construction process. Over the years, T.K. Davis Construction has been recognized as the 2013 Metropolitan Business League Trail Blazer of the Year, 2013 Richmond Public Schools Distinguished Service for Corporate Partner, and 2002 Minority Construction Firm of the Year.

HBA Architecture & Interior Design will lead the building design team and will act as the Architect of Record for the new City Hall project. Founded on the principles of integrity and excellence, HBA remains committed to providing solutions that enhance our clients' lives and businesses, our community, and the environment. Since 1974, HBA has pursued these goals, and takes pride in the successes that have earned us a well-respected name throughout the region. We are comprised of individuals with the expertise to manage an entire project, offering services in architecture, interior design, facilities consulting, interior architecture, planning, and sustainable design. This comprehensive approach allows HBA to help clients plan make design choices that account for later needs.

VHB / Vanasse Hangen Brustlin, Inc. will serve as civil design sub consultant. Since our founding in 1979, VHB/ Vanasse Hangen Brustlin, Inc. has worked with hundreds of municipalities, assisting them as they address their population growth and development objectives. We have helped municipal clients with a range of projects from concept to construction, resulting in some of the most user-friendly and environmentally conscious facilities in the country.

HISTORIC REHABILITATION

Waukeshaw Development, Inc. led by John David McCormack, is leading revitalization and rehabilitation efforts in the Tri-Cities area of Virginia. Current adaptive reuse and historic tax credit developments, in varying project stages, comprise more than 350,000 square feet and reflect a value of more than \$45 Million. Waukeshaw will oversee the historic rehabilitation portion of our proposal.

HAASE INC. will serve as the general contractor for the historic rehabilitation portion of our proposal is a professional corporation providing the full range of construction services to the Central Virginia region. HAASE INC. is owned and operated by Kristofer Haase who brings more than a decade of construction experience and creative problem solving to every HAASE INC. project. HAASE INC. is a licensed and insured Class "A" General Contractor in the Commonwealth of Virginia specializing in adaptive re-use of existing and historic buildings.

StudioAmmons will lead the master planning and design portion of the historic rehabilitation component of this proposal

and will be the architect of record for the rehabilitation activities on the existing buildings impacted by the proposal. StudioAmmons' offices are less than two blocks from the project site and have been involved in the survey of some of the buildings targeted for rehabilitation. The firm's work focuses on historic preservation and adaptive re-use and specializes in projects that utilize both the state and federal historic tax credits as well as the local enterprise zone incentives.

QUEST Strategic Solutions is a strategic solutions consulting firm specializing in the organizational governance modeling for efficient municipal service delivery. CEO Kenneth Chandler, a former City Manager, will be facilitating the PPEA process on behalf of our team while also offering communication support. Chandler was the City Manager in Portsmouth when our core team developed and delivered the \$78M Courthouse project under very similar circumstances.

BENEFITS TO THE CITY OF PETERSBURG

Certainly the new City Hall building will make it easier and more efficient for Petersburg citizens to receive services from the major City departments that will conduct business there. The City organization itself will be more efficient operating under one roof. However, it is imperative that the City develop and implement a plan for the re-use of the current City Hall and other key building in the downtown. Only then can the new City Hall be described as a catalyst for downtown revitalization.

Social Benefits

HISTORIC REHABILITATION. By implementing a development plan immediately after the move to the new City Hall, we accomplish several important things:

- We offer parallel development, initiating a plan that is well thought-through and makes a conscious effort to revitalize many parts of town at once.
- We offer an opportunity to stave off blight or neglect which might otherwise take hold.
- We offer important, thoughtful mixed-use development in a series of buildings that, were they separated, may not be as easily considered in a 'big picture' way.
- We offer the ability to create a thoughtful, shared parking scenario that benefits all parties and developed parts.
- Community Outreach.

The Tri-City team understands the necessity and benefits of involving, informing and developing strong working relationships with the residents of the City of Petersburg. We will be your partner in working with the people of Petersburg, and a good neighbor that meets its commitments and keeps its promises.

As part of the redevelopment component of this proposal, our team would facilitate a small-area public planning process to develop the overall strategy for the redevelopment of Union and W. Tabb Street. Public input and participation will be encouraged in this process and incorporated into the design team's planning.

Economic Benefits

GUARANTEED OCCUPANCY. The Tri-City team will guarantee that the new City Hall will be completed on or before the dates stipulated in our preliminary schedule if the City completes the required land exchange, facility transfers and contract award dates listed.

GUARANTEED PRICING. The Tri-City team will guarantee the pricing stipulated in our final proposal. Our price will include all costs and risks normally assumed by the City in a design/bid/build job. These are 'turnkey' prices without surprises or escalations unless the Owner requests an increase in programming. This translates into real savings by utilizing our proposed program.

REDUCED DESIGN RISK. Under this scenario the risks involved with design and document deficiencies are completely assumed by the Tri-City team. Your occupancy dates and final prices are assured before the designs are completed.

LONG TERM ECONOMIC GROWTH. Economically, the development of 70,000+ square feet (the combined total of the buildings being vacated) brings a significant investment to the downtown area: This proposal includes the investment in the new City Hall, but offers significant additional investment in the vacated City Hall and other key properties, bringing new opportunities for small business and residents in an area that badly needs such development.

SWAM Our innovative and aggressive program to maximize the participation of existing SWaM and other local businesses which is described in greater detail in our proposal will generate the highest possible levels of participation by talented local, small, woman-owned and minority businesses.

Environmental Benefits

SUSTAINABILITY. We understand the impact facilities can have on the environment, and strive to implement sustainable design strategies and methodologies wherever possible. While the heart of any "green" building project is to minimize the impact on the natural environment, green buildings also offer clients and end users healthy, productive work and living spaces that may potentially cost less to operate and maintain.

From an environmental standpoint, any redevelopment of historic buildings will adhere to building codes that mandate the abatement of asbestos, buried tanks and the like; other code compliant upgrades will be necessary; and the master planning of parking areas will create better circulation and day-night availability of accessible parking for many in this district, not just those who work for the city.

In summary, Tri-City Developers has assembled an outstanding team with a proven track record and crafted a proposal that will fit within the City of Petersburg's long term financial planning model. We will deliver a new City Hall in an efficient manner with a plan for repurposing and rehabilitating the key buildings that will be vacated as a result of the move.

SECTION 1

QUALIFICATIONS & EXPERIENCE

- 1A. TEAM STRUCTURE
- 1B. TEAM EXPERIENCE
- 1C. CONTACT INFORMATION
- 1D. FINANCIAL STATEMENT(S) (INCLUDED IN VOLUME TWO)
- 1E. DISQUALIFICATIONS

SECTION 2

PROJECT CHARACTERISTICS

- 2A. PROJECT DESCRIPTION (PORTIONS IN VOLUME TWO)
- 2B. WORK BY OTHERS
- 2C. GOVERNMENT APPROVALS
- 2D. ADVERSE IMPACT
- 2E. POSITIVE IMPACT
- 2F. PROJECT SCHEDULE (INCLUDED IN VOLUME TWO)
- 2G. RISK & LIABILITY
- 2H. ASSUMPTIONS
- 2I. PHASED OPENING
- 2J. OTHER ASSUMPTIONS
- 2K. CONTINGENCIES

SECTION 3

PROJECT FINANCING (INCLUDED IN VOLUME TWO)

- 3A. PRELIMINARY ESTIMATE
- 3B. COST PLANNING
- 3C. ASSUMPTIONS
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- 3E. GOVERNMENT RESOURCES
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SECTION 4

PROJECT BENEFIT & COMPATIBILITY

- 4A. BENEFICIARIES
- 4B. PUBLIC RESPONSE
- 4C. PUBLIC INVOLVEMENT
- 4D. ANTICIPATED BENEFITS
- 4E. CITY COMPATIBILITY
- 4F. SWAM PLAN

APPENDIX A

TEAM MEMBER QUALIFICATIONS AND
RELEVANT PROJECTS

1A: QUALIFICATIONS & EXPERIENCE: STRUCTURE

A. IDENTIFY THE LEGAL STRUCTURE OF THE FIRM OR CONSORTIUM OF FIRMS MAKING THE PROPOSAL. IDENTIFY THE ORGANIZATIONAL STRUCTURE FOR THE PROJECT, THE MANAGEMENT APPROACH AND HOW EACH PARTNER AND MAJOR SUBCONTRACTOR IN THE STRUCTURE FITS INTO THE OVERALL TEAM.

Tri-City Developers has assembled a team of professionals to respond to the proposal for design, finance and construction of a new Petersburg City Hall under the Public Private Education Facilities and Infrastructure Act ("PPEA").

LEGAL STRUCTURE:

Tri-City Developers will serve as the project developer. Additional members of our development team include: Clancy & Theys Construction, T.K. Davis Construction, HBA Architecture & Interior Design, Waukeshaw Development, Haase Construction, StudioAmmons, VHB and QUEST Strategic Solutions. We will provide a brief overview of the entire development team, and explain our management approach to this project and how each partner fits into the overall team.

When selected as project developer, Tri-City Developers shall set up the appropriate legal structure/entity based on the development and financing requirements.

RESPONSIBILITIES:

Overall Project Developer:

Tri-City Developers, LLC will oversee the project and implement the plan of financing. Located in Suffolk, Virginia, Tri-City was founded in 1980 by Robert T. Williams. The firm specializes in development of industrial, office, commercial and residential properties throughout Southeastern Virginia.

Tri-City Developers, LLC assembled an experienced development team that included HBA Architecture & Interior Design, Inc. and Clancy & Theys Construction Co. to build a 78 million dollar court complex in Portsmouth, VA. The team worked closely with city leaders, staff, and judges to construct the 203,000 square foot state of the art award winning complex. The project was completed ahead of schedule and under budget. Tri-City's Bob Williams used his experience as a former city manager and current developer to provide a financing solution that fit the city's budgetary needs.

As a former City Manager, Bob Williams is keenly aware of the economic challenges facing localities today. While City Manager of Portsmouth he oversaw one of the first public/private deals in Virginia between the City of Portsmouth, Sun Oil Company and Barge Development of Dallas on a new City Hall. Since then, as owner, lead developer and President of Tri-City Developers

he has overseen a number of public private developments in several communities including over \$580M of development in Northern Suffolk alone.

NEW CITY HALL:

Construction:

General Contractor:

Clancy & Theys Construction Company will serve as the General Contractor for the new City Hall. Clancy & Theys Construction is a 64 year old family-owned General Contractor primarily working across the Southeast U.S. from Virginia to Florida. Our average annual revenue for the last five years exceeds \$450 million. We work on a wide variety of new construction and major renovation projects including municipal, judicial, office, industrial, health care, higher education, hospitality, multi-family, and mixed use development. We are one of the 2013 ENR Top 200 Largest General Contractors in the nation. We provide a uniquely high level of service and commitment to client satisfaction, stressing leadership and teamwork in close collaboration with building owners and the design team.

Bill Goggins, CEO of the Virginia Division of Clancy & Theys, has over 28 years of construction experience. Bill will be the Principal in Charge of this project. He has significant experience with many large municipal projects such as the Portsmouth Judicial Center (\$78 million) and the Virginia Beach Sandler Center for Performing Arts (\$40 million). In addition, Bill has worked in concert on numerous projects with HBA Architecture & Interior Design. With his broad base of knowledge in the construction industry, Bill brings a high degree of sophistication in constructability review, contract management, and design build process management that keeps the team focused, on schedule, and on budget.

The Clancy & Theys Construction team will also include T. K. Davis Construction, a minority-owned, small general contractor based in Richmond. Over the course of our 10 year relationship, Clancy & Theys and T.K. Davis have partnered on numerous projects. Together we will use a wide variety of resources to seek out qualified SWaM subcontractors and vendors, and we will provide targeted training and bonding assistance to those firms as needed. Our most recent teaming success is the VCU School of Pharmacy renovation which achieved a 72% SWaM participation rate, completed ahead of schedule and on budget. We are currently teamed together on a major renovation project at the College of William & Mary.

General Contracting Partner:

Founded in 2000, **T.K. Davis Construction** has a very hands-on approach in providing General Contracting, Construction Management and Design-Build Services. This approach has produced successful results with return clients that include the City of Richmond, James Madison University, Virginia Union

1A: QUALIFICATIONS & EXPERIENCE: STRUCTURE

University, the former Ukrops Supermarket, RRHA and many other partners. At T.K. Davis, we differentiate ourselves from the competition by providing clients expertise in all facets of the construction process. Over the years, T.K. Davis Construction has been recognized as the 2013 Metropolitan Business League Trail Blazer of the Year, 2013 Richmond Public Schools Distinguished Service for Corporate Partner, and 2002 Minority Construction Firm of the Year. Our average annual revenue for the last five years exceeds \$25 million.

Mr. Thomas K. Davis serves as President and CEO of T.K. Davis Construction and is responsible for the organization and management of the company, and provides overall operations management in commercial and industrial construction and renovation projects. He comes from a family whose general contracting and construction management experience dates back to 1913. Prior to founding T.K. Davis Construction Company, Tommy served as Vice President of Davis Brothers Construction Company, a family-owned general contracting and construction management firm founded in 1913 by his great-grandfather. There, he was responsible for the direction of all business operations and business development to ensure the growth of Davis Brothers Construction Company. He successfully took annual sales of \$2 million per year to its current annual average dollar volume of \$35 million. To ensure quality, Tommy personally provides each of our clients with a detailed cost estimate, project schedule, and oversees all projects from beginning to end to ensure the projects are brought in on-time and within budget.

Architect:

HBA Architecture & Interior Design will lead the building design team and will act as the Architect of Record for the new City Hall project. Founded on the principles of integrity and excellence, HBA remains committed to providing solutions that enhance our clients' lives and businesses, our community, and the environment. Since 1974, HBA has pursued these goals, and takes pride in the successes that have earned us a well-respected name throughout the region. As we have grown, we have achieved a reputation as a hands-on, proactive firm that consistently provides creative design solutions, on-time and within budget. We are comprised of individuals with the expertise to manage an entire project, offering services in architecture, interior design, facilities consulting, interior architecture, planning, and sustainable design. With our expansive professional and technical resources, we are able to guide a project from design, to construction, to occupancy. This comprehensive approach allows HBA to help clients plan make design choices that account for later needs.

In almost 40 years of practice, certain achievements have anchored HBA as a leader in the architectural community:

- 75% of HBA's current work is generated from repeat clients-

those who have experienced, and wish to continue, a successful relationship with our firm;

- HBA has never missed a project schedule, nor exceeded a project budget; and
- Dedication to design quality has earned our firm national awards and recognition among professional organizations.

It is HBA's practice to understand and respond to the Owner as a professional team, to evaluate your objectives and needs, and produce the best possible design for an appropriate and reasonable fee. HBA remains dedicated to the values and responsibilities of developing safe, economical designs within your established budget and schedule.

Engineering:

VHB will serve as civil design sub consultant. Since our founding in 1979, VHB/ Vanasse Hangen Brustlin, Inc. has worked with hundreds of municipalities, assisting them as they address their population growth and development objectives. Whether a small community center, school, or library, municipal buildings are critical to the social, cultural, and economic health and wealth of the region. We have helped municipal clients with a range of projects from concept to construction, resulting in some of the most user-friendly and environmentally conscious facilities in the country.

When addressing issues such as aging facilities, patron preferences, capacity needs, grant obligations, or a combination of factors, VHB is at the forefront of collaborating with our municipal clients as they build for the future. We bring an integrated approach to each client and project with the requisite skills in transportation, civil engineering, environmental resource planning, community planning, and landscape architecture. By incorporating an innovative, sustainable design approach within our practice, we create environments that endure.

Actively operating in the Virginia region for more than 20 years, four full service offices are located in Richmond, Virginia Beach, Williamsburg and Tysons Corner; staffed by 140 engineering professionals. VHB has worked extensively with municipalities across the state of Virginia to assist in making their project goals a reality.

HISTORIC REHABILITATION:

Developer:

Waukeshaw Development, Inc. led by John David McCormack, is leading revitalization and rehabilitation efforts in the Tri-Cities area of Virginia. Current adaptive reuse and historic tax credit developments, in varying project stages, comprise more than 350,000 square feet and reflect a value of more than \$45 Million. Waukeshaw will oversee the historic rehabilitation portion of our proposal.

1A: QUALIFICATIONS & EXPERIENCE: STRUCTURE

General Contractor:

HAASE INC. will serve as the general contractor for the historic rehabilitation portion of our proposal is a professional corporation providing the full range of construction services to the Central Virginia region. HAASE INC. is owned and operated by Kristofer Haase who brings more than a decade of construction experience and creative problem solving to every HAASE INC. project. HAASE INC. is a licensed and insured Class "A" General Contractor in the Commonwealth of Virginia specializing in new construction, design-build projects, and the adaptive re-use of existing and historic buildings. Over the last three years, HAASE INC. has completed more than 268,000 square feet of new construction, design-build, and adaptive re-use projects in the Central Virginia area. They are committed to the development of projects that help foster the growth and revitalization of our community and our region.

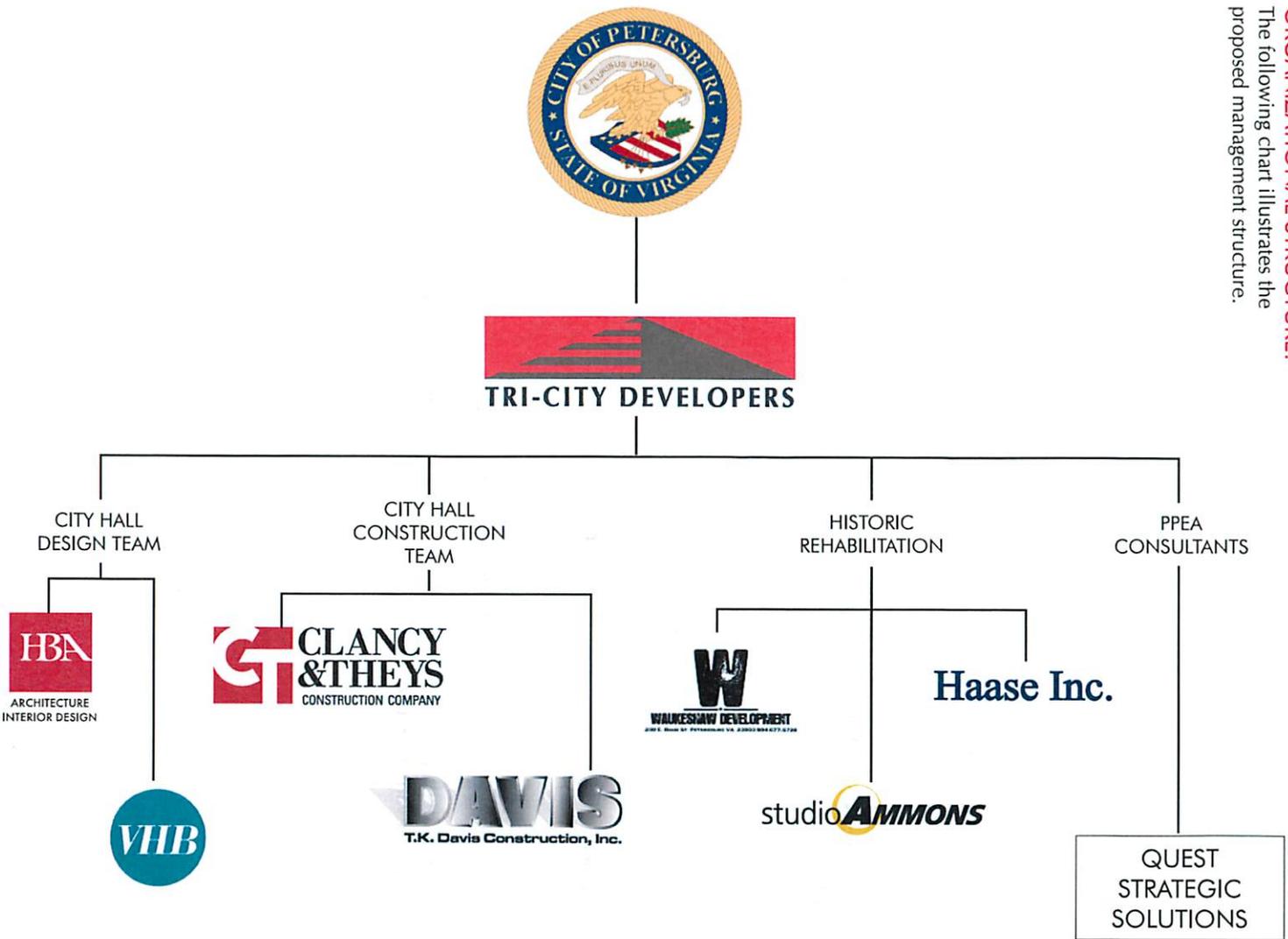
Architect:

StudioAmmons will lead the master planning and design portion of the historic rehabilitation component of this proposal and will be the architect of record for the rehabilitation activities on the existing buildings impacted by the proposal. StudioAmmons' offices are less than two blocks from the project site and over past few years, they have been involved in the survey of a good portion of the buildings targeted for rehabilitation. The firm's work focuses on historic preservation and adaptive re-use and specializes in projects that utilize both the state and federal historic tax credits as well as the local enterprise zone incentives. StudioAmmons' preservation work has won state's highest award for a preservation project with the Mount Pleasant restoration in 2010 (Preservation Virginia's Preservation Project of the Year) and locally, #8 Old Street won the Virginia Downtown Development Associations' top award for architectural renovations in 2011.

PPEA Consultant:

QUEST Strategic Solutions is a strategic solutions consulting firm specializing in the organizational governance modeling for efficient municipal service delivery. CEO Kenneth Chandler, a former City Manager, will be facilitating the PPEA process on behalf of our team while also offering communication support. Chandler was the City Manager in Portsmouth when our core team developed and delivered the \$78M Courthouse project under very similar circumstances. That 203,000 square foot building came in ahead of schedule and under budget.

ORGANIZATIONAL STRUCTURE:
The following chart illustrates the proposed management structure.



1B: QUALIFICATIONS & EXPERIENCE: CONSULTANTS

B. DESCRIBE THE EXPERIENCE OF THE FIRM OR CONSORTIUM OF FIRMS MAKING THE PROPOSAL AND THE KEY PRINCIPALS INVOLVED IN THE PROPOSED PROJECT INCLUDING EXPERIENCE WITH PROJECTS OF COMPARABLE SIZE AND COMPLEXITY. DESCRIBE THE LENGTH OF TIME IN BUSINESS, BUSINESS EXPERIENCE, PUBLIC SECTOR EXPERIENCE AND OTHER ENGAGEMENTS OF THE FIRM OR CONSORTIUM OF FIRMS. INCLUDE THE IDENTITY OF ANY FIRMS THAT WILL PROVIDE DESIGN, CONSTRUCTION AND COMPLETION GUARANTEES AND WARRANTIES, AND A DESCRIPTION OF SUCH GUARANTEES AND WARRANTIES.

As previously stated, Tri-City has assembled a team of local professionals that will offer the best solution for the new City Hall and the rehabilitation of key buildings being vacated by the various departments that will occupy the new City Hall building. Our team includes:

Tri-City Developers	Project Developer
Clancy & Theys Construction	Construction
T.K. Davis Construction	Construction
HBA Architecture & Interior Design, Inc.	Architecture
VHB, Inc.	Engineering
Waukeshaw Development	Historic Rehabilitation
Haase Construction	Construction
Studio Ammons	Architecture
QUEST Strategic Solution	PPEA and Communications Consulting

Please refer to Appendix A for detailed information on each of our team members, including their qualifications, staff and a list of relevant projects.

1C: QUALIFICATIONS & EXPERIENCE: CONTACT INFORMATION

C. PROVIDE THE NAMES, ADDRESSES, AND TELEPHONE NUMBERS OF PERSONS WITHIN THE FIRM OR CONSORTIUM OF FIRMS WHO MAY BE CONTACTED FOR FURTHER INFORMATION.

Tri-City Developers
Bob Williams, President/CEO
5801 Harbourview Blvd.
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757-483-9800
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NEW CITY HALL

HBA Architecture Interior Design
William H. Hargrove, Chairman
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HISTORIC RENOVATION

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Clancy & Theys Construction Company
William J. Goggins, Vice President/ CEO
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Waukeshaw Development, Inc
John David McCormack, President
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Haase
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VHB
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Quest Strategic Solutions, LLC
Ken Chandler, President & CEO
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804-310-1354
kenchan@quests2.com

1D: QUALIFICATIONS & EXPERIENCE: FINANCIAL STATEMENT

D. PROVIDE A CURRENT OR MOST RECENTLY AUDITED FINANCIAL STATEMENT OF THE FIRM OR FIRMS AND EACH PARTNER WITH AN EQUITY INTEREST OF TWENTY PERCENT OR GREATER.

Tri-City is requesting that the City protect our most recently audited financial statement as confidential and proprietary information as permitted pursuant to subdivision 11 of Section 2.2-3705.6 of the Freedom of Information Act. **The financial statements are located in Volume II, Section 1d.**

1E: QUALIFICATIONS & EXPERIENCE: DISQUALIFICATION

E. IDENTIFY ANY PERSONS KNOWN TO THE PROPOSER WHO WOULD BE OBLIGATED TO DISQUALIFY THEMSELVES FROM PARTICIPATION IN ANY TRANSACTION ARISING FROM OR IN CONNECTION TO THE PROJECT PURSUANT TO THE VIRGINIA STATE AND LOCAL GOVERNMENT CONFLICT OF INTEREST ACT, CHAPTER 31 (2.2-3100 ET SEQ.) OF TITLE 2.2.

There are no persons known to Tri-City Developers or any associate firms that would be obligated to disqualify themselves from participation in any transaction arising from or in connection to this project as per the cited statute or for any other reason.

2A: PROJECT CHARACTERISTICS: PROJECT DESCRIPTION

A. PROVIDE A DESCRIPTION OF THE PROJECT, INCLUDING THE CONCEPTUAL DESIGN. DESCRIBE THE PROPOSED PROJECT IN SUFFICIENT DETAIL SO THAT TYPE AND INTENT OF THE PROJECT, THE LOCATION, AND THE COMMUNITIES THAT MAY BE AFFECTED ARE CLEARLY IDENTIFIED.

A new Petersburg City Hall will be developed at the corner of Washington and Union Streets. Our proposal includes the formation and implementation of a development plan for the re-use of the current City Hall and other key buildings in the downtown. Only then can the new City Hall be described as a catalyst for downtown revitalization. Our proposal includes conceptual plans for the re-use of some of those buildings as detailed in the proprietary sections of our proposal.

Tri-City is requesting that the City protect certain portions of our conceptual design as confidential and proprietary information as permitted pursuant to subdivision 11 of Section 2.2-3705.6 of the Freedom of Information Act. **The full project description and conceptual design materials are located in Volume II, Section 2A.**

2B: PROJECT CHARACTERISTICS: WORK BY OTHERS

B. IDENTIFY AND FULLY DESCRIBE ANY WORK TO BE PERFORMED BY THE CITY OR ANY OTHER PUBLIC ENTITY.

Our experience in similar projects has shown that involvement and communication with the Owner will result in a successful project. The Tri-City team looks forward to working closely the City of Petersburg and all other stakeholders during all phases of this project. Our team expects that the City/ Owner perform the following functions:

- Provide input and performance requirements during review of this Conceptual Phase and for the subsequent Detailed Phase of the PPEA process for this proposed program;
- Proceed immediately with final contract negotiation and award to allow the design and preconstruction activities to begin as shown on our proposed schedule;
- Provide any available geotechnical information, existing utility information or environmental surveys pertinent to the proposed City Hall site and existing buildings;
- Attend and participate in Planning, Programming, Pre-Construction and Construction Programming meetings;
- Assist the Tri-City team by providing all required information as needed to facilitate the procurement of zoning, land use, or building permits;
- Designate Clancy & Theys to act as your agent-of-record, limited to granting us the authority to apply for water & sewer services and to arrange for electrical power relocation studies to commence.
- Review and approve the design throughout the entire process. Provide early responses on all requests for material or system application approvals;
- Designate one individual to be available throughout the entire course of construction to address issues that require Owner input. This person needs final decision-making power;
- Review and approve application for payments; and
- Review and approve any requirements to utilize any of the proposed Allowances or Contingencies when required.

2C: PROJECT CHARACTERISTICS: GOVERNMENT APPROVALS

C. INCLUDE A LIST OF ALL FEDERAL, STATE, AND LOCAL PERMITS AND APPROVALS REQUIRED FOR THE PROJECT AND A SCHEDULE FOR OBTAINING SUCH PERMITS AND APPROVALS.

The proposed site for the new City Hall building is zoned B-3 – Central Commercial, which does permit office buildings. A Special Use Permit will be required for a government building.

Federal permits:	None are required
State permits:	Virginia Stormwater Management Program (VSMP) General Permit. This is a typical permit required when land disturbance activity exceeds 1 acre. Entrance Permit from VDOT for all work to be performed on Washington and or Union Streets and in associated right of way. This would include entrances, repaving and striping.
Local permits:	Typical local permits are required. This would include Land Disturbance Permit, Building Permit and permits for subcontractors such HVAC, plumbing, electrical and sprinkler system.

2D: PROJECT CHARACTERISTICS: ADVERSE IMPACT

D. IDENTIFY ANY ANTICIPATED ADVERSE SOCIAL, ECONOMIC, AND ENVIRONMENTAL IMPACTS OF THE PROJECT. SPECIFY THE STRATEGIES OR ACTIONS TO MITIGATE KNOWN IMPACTS OF THE PROJECT.

At this time the team has not identified any anticipated adverse social, economic or environmental impacts for this project. Some community concerns have been voiced regarding the lack of a plan for the rehabilitation and re-use of at least some of the buildings being vacated by the departments that will move to the new City Hall. Therefore, our proposal includes conceptual plans for the re-use of some of those buildings as detailed in the proprietary sections of our proposal.

This proposal addresses the outcome of the historic buildings being vacated by the City of Petersburg. Properties that have been central to the downtown and Union and Tabb street corridors for many decades will suddenly be empty, with no plan for their future use. The loss of personnel working in these buildings presents a potential loss of income for surrounding business, and leaves a looming vacancy in an area of town that has traditionally been very vibrant. We see no adverse social impact bringing these buildings back into service. The economic impact will be overwhelmingly positive, and from an environmental standpoint, there will be no negative impact whatsoever.

2E: PROJECT CHARACTERISTICS: POSITIVE IMPACT

E. IDENTIFY THE POSITIVE SOCIAL, ECONOMIC, AND ENVIRONMENTAL IMPACTS OF THE PROJECT.

Certainly the new City Hall building will make it easier and more efficient for Petersburg citizens to receive services from the major City departments that will conduct business there. The City organization itself will be more efficient operating under one roof. However, it is imperative that the City develop and implement a plan for the re-use of the current City Hall and other key building in the downtown. Only then can the new City Hall be described as a catalyst for downtown revitalization.

When operations are consolidated in the new City Hall, the City will not only be vacating a number of buildings—it will be vacating an entire, once-bustling and very historic section of Old Town Petersburg with no plan for the future of those buildings. Overnight, there will be a void where there one was significant life—a situation that is not unlike the one that has plagued Sycamore Street for so many years, and from which is has still not fully recovered.

POSITIVE SOCIAL IMPACTS

COMMUNITY OUTREACH. The Tri-City team understands the necessity and benefits of involving, informing and developing strong working relationships with the residents of the City of Petersburg. We will be your partner in working with the people of Petersburg, and a good neighbor that meets its commitments and keeps its promises.

As part of the redevelopment component of this proposal, our team would facilitate a small-area public planning process to develop the overall strategy for the redevelopment of Union and W. Tabb Street. Public input and participation will be encouraged in this process and incorporated into the design team's planning.

HISTORIC REVITALIZATION. By implementing a development plan immediately after the move, we accomplish several important things:

- We offer parallel development, initiating a plan that is well thought-through and makes a conscious effort to revitalize many parts of town at once;
- We offer an opportunity to stave off blight or neglect which might otherwise set in;
- We offer important, thoughtful mixed-use development in a series of buildings that, were they separated, may not be as easily considered in a 'big picture' way; and
- We offer the ability to create a thoughtful, shared parking scenario that benefits all parties and developed parts.

POSITIVE ECONOMIC IMPACTS

GUARANTEED OCCUPANCY. The Tri-City team will guarantee that the new City Hall will be completed on or before the dates stipulated in our preliminary schedule if the City completes the required land exchange, facility transfers and contract award dates listed.

GUARANTEED PRICING. The Tri-City team will guarantee the pricing stipulated in our final proposal. Our price will include all costs and risks normally assumed by the City in a design/bid/build job. These are 'turnkey' prices without surprises or escalations unless the Owner requests an increase in programming. This translates into real savings by utilizing our proposed program.

REDUCED DESIGN RISK. Under this scenario the risks involved with design and document deficiencies are completely assumed by the Tri-City team. Your occupancy dates and final prices are assured before the designs are completed.

LONG TERM ECONOMIC GROWTH. This proposal not only includes the investment in the new City Hall, but offers more than \$7M in additional investment in the vacated City Hall and other key properties, bringing new opportunities for small business and residents in an area that badly needs such development.

SWAM. Our innovative and aggressive program to maximize the participation of existing SWaM and other local businesses which is described in greater detail in our proposal will generate the highest possible levels of participation by talented local, small, woman-owned and minority businesses.

POSITIVE ENVIRONMENTAL IMPACTS

SUSTAINABILITY

We understand the impact facilities can have on the environment, and strive to implement sustainable design strategies and methodologies wherever possible. While the heart of any "green" building project is to minimize the impact on the natural environment, green buildings also offer clients and end users healthy, productive work and living spaces that may potentially cost less to operate and maintain.

Our holistic, integrated design approach results in healthy, safe, productive, cost effective and sustainable facilities. We strive to create skillful, thoughtful, and sensitive designs that withstand the test of time. Our team includes LEED® Accredited

Professionals who, from initial concept development, identify and incorporate sustainable design strategies for site planning, water efficiency, energy and atmosphere, materials and resources, and indoor environmental quality.

Many of our current projects incorporate green building practices and strategies. We have projects in all phases that have been, or are seeking, Energy Star or USGBC LEED® Certification. Though not all of our projects seek LEED® Certification, most of them are designed to LEED® standards, giving the Owner the option to register and gain certification.

We propose that LEED certification is an alternative to be pursued if desired by the City. If LEED Certification is pursued, during the programming phase, we will coordinate with the Owner and Design team to revise our LEED scorecard and investigate how we can economically capture all the logical Design points including Site Selection, Water Efficiency, and Stormwater Control. We will also look at all Design points to achieve the desired level of certification. At the end of our building programming phase we will be able to deliver an updated LEED Checklist showing our targeted Certification and our specific plan and recommendations. If desirable, we will pre-submit our design credits prior to construction to further guarantee success at the end of the project.

During the Preconstruction phase of the project, our team will work to ensure the design incorporates all applicable sustainability recommendations. We will establish sustainable construction goals early in the project, even if Certification is not pursued, to ensure all relevant partners are clear on desirable sustainable outcomes.

During Construction, the Contractor's Superintendent will have copies of the proposed LEED Scorecard and Sustainability Requirements and will work with all subcontractors to make sure all materials and procedures are compliant. The Contractor will track all Construction Points, and collect all required subcontractor submittal data. This information will be continuously collected throughout the project so certification submission at project closeout can be expedited.

2F: PROJECT CHARACTERISTICS: PROJECT SCHEDULE

F. IDENTIFY THE PROPOSED SCHEDULE FOR THE WORK ON THE PROJECT, INCLUDING THE ESTIMATED TIME FOR COMPLETION.

Tri-City is requesting that the City protect the proposed schedule for work on the project, including the estimated time for completion as confidential and proprietary information as permitted pursuant to subdivision 11 of Section 2.2-3705.6 of the Freedom of Information Act. The proposed schedule for the work on the project, including the estimated time for completion is located in Volume II, Section 2.f.

2G: PROJECT CHARACTERISTICS: RISK & LIABILITY

G. PROPOSE ALLOCATION OF RISK AND LIABILITY FOR WORK COMPLETED BEYOND THE AGREEMENT'S COMPLETION DATE, AND ASSURANCES FOR TIMELY COMPLETION OF THE PROJECT.

Proposer will assume all risk and liability as is typical in a Landlord- Tenant relationship with regard to the new City Hall building. Risk, liability and assurance will be covered in our agreements.

2H: PROJECT CHARACTERISTICS: ASSUMPTIONS

H. STATE ASSUMPTIONS RELATED TO OWNERSHIP, LEGAL LIABILITY, LAW ENFORCEMENT, AND OPERATION OF THE PROJECT AND THE EXISTENCE OF ANY RESTRICTIONS ON THE CITY'S USE OF THE PROJECT.

Depending upon the chosen financing structure, the ownership entity for the new City Hall Building will either be the City or a Limited Liability Corporation. In either case, operation, maintenance and upkeep of the new City Hall building will be the responsibility of the City. There will be no restrictions as long as uses remain consistent with those described in the RFP.

2I: PROJECT CHARACTERISTICS: PHASED OPENING

I. PROVIDE INFORMATION RELATIVE TO PHASED OR PARTIAL OPENINGS OF THE PROPOSED PROJECT PRIOR TO THE COMPLETION OF THE ENTIRE WORK.

Phased construction related to the new City Hall is not anticipated. The City will have access to the new City Hall for the purposes of installing telecom equipment prior to Certificate of Occupancy. Upon issuance of CO, the City will have unfettered access to the project for FF&E work.

Certain portions of the historic rehabilitation portion of our proposal cannot begin until existing buildings are vacated.

2J: PROJECT CHARACTERISTICS: OTHER ASSUMPTIONS

J. LIST ANY OTHER ASSUMPTIONS RELIED ON FOR THE PROJECT TO BE SUCCESSFUL.

We would expect full and timely cooperation from the City as it relates to providing information regarding its requirements, needs and specifications. Basically, we are assuming we will have a solid landlord/ tenant relationship in which our actions will match our goal of a superior product that is delivered on budget, on time and meets the needs of the City of Petersburg.

2K: PROJECT CHARACTERISTICS: CONTINGENCIES

K. LIST ANY CONTINGENCIES THAT MUST OCCUR FOR THE PROJECT TO BE SUCCESSFUL.

Our team has a track record of delivering projects on time and on budget. Throughout the planning process we will anticipate and prepare for the possibility of delays and we will incorporate enough flexibility in our schedule to respond accordingly. This will allow us to identify and respond to situations that could cause delays in the project. We have listed specific contingencies and sums in the proprietary portions of Section 3.

3: PROJECT FINANCING

Tri-City is requesting that the City protect Section 3 of our submission as confidential and proprietary information as permitted pursuant to subdivision 11 of Section 2.2-3705.6 of the Freedom of Information Act. **The Section 3 answers are located in Volume II, Section 3.**

4A: PROJECT BENEFIT & COMPATIBILITY: BENEFICIARIES

A. IDENTIFY WHO WILL BENEFIT FROM THE PROJECT, HOW THEY WILL BENEFIT, AND HOW THE PROJECT WILL BENEFIT THE CITY, REGION, OR STATE.

All residents of Petersburg will benefit from the Design-Build process that will deliver the new City Hall Building cheaper and faster than the traditional design-bid-build process and create the economic development opportunity to reposition certain key buildings within the downtown. These rehabilitated buildings with new residents and businesses will generate new direct and indirect tax revenues for the City that would not exist without the development of the new City Hall Building. Our conceptual plan for those buildings is explained in more detail in the proprietary sections of our proposal.

B. IDENTIFY ANY ANTICIPATED PUBLIC SUPPORT OR OPPOSITION, AS WELL AS ANY ANTICIPATED GOVERNMENT SUPPORT OR OPPOSITION, FOR THE PROJECT.

Some community concerns have been voiced regarding the lack of a plan for the rehabilitation and re-use of at least some of the buildings being vacated by the departments that will move to the new City Hall. When operations are consolidated in the new City Hall, the City will not only be vacating a number of buildings—it will be vacating an entire, once-bustling and very historic section of Old Town Petersburg. There will be a void where there one was significant life—a situation that is not unlike the one that has plagued Sycamore Street for so many years, and from which is has still not fully recovered.

By implementing a development plan immediately after the move, we accomplish several important things: We offer parallel development, initiating a plan that is well thought-through and makes a conscious effort to revitalize many parts of town at once; We offer an opportunity to stave off blight or neglect which might otherwise set in; We offer important, thoughtful mixed-use development in a series of buildings that, were they separated, may not be as easily considered in a 'big picture' way; and We offer the ability to create a thoughtful, shared parking scenario that benefits all parties and developed parts.

4C: PROJECT BENEFIT & COMPATIBILITY: PUBLIC INVOLVEMENT

C. EXPLAIN THE STRATEGY AND PLANS THAT WILL BE CARRIED OUT TO INVOLVE AND INFORM THE GENERAL PUBLIC, BUSINESS COMMUNITY, AND GOVERNMENTAL AGENCIES IN AREAS AFFECTED BY THE PROJECT.

The Tri-City team understands the necessity and benefits of involving, informing, and developing strong working relationships with the residents of the City of Petersburg. We will be your partner in working with the people of Petersburg, and a good neighbor that meets its commitments and keeps its promises.

There will be regular consultations with team members, to include City officials. Internal communications will include regularly scheduled meetings between our team and City staff. The creation of a communications committee comprised of key team members and city officials will be beneficial. External communications to inform stakeholders (City staff, Council members, Constitutional Officers) and the general public about the progress and development of the projects may include: feature articles in local newspapers providing progress updates, participation in roundtable discussions, and speaking opportunities in public forums.

Our prior experience considers the initial use of a civic engagement process that informs the general public about the project, while providing opportunity to solicit feedback from the general public, City Council, and facility tenants/service provider users. This is all in an effort to establish community awareness, which tends to yield community understanding, and can ultimately translate into community support.

Following community input, facility tenants and service provider leaders will participate in our shareholder consultations to confirm the functional space and service needs of the facility, as it relates to the citizen or constituent customer. Secondly, we will engage the facility tenants and service provider leaders to serve as a tenant council team member. The partnership between our development team and the end user service provider leaders establishes an interactive and open development process with routine meetings and communications provided and exchanged during the various phases of facility design and construction. This process has a proven track record managing expectations while reducing scope creep and cost overruns due to unforeseen change orders.

4D: PROJECT BENEFIT & COMPATIBILITY: ANTICIPATED BENEFITS

D. DESCRIBE THE ANTICIPATED SIGNIFICANT BENEFITS TO THE COMMUNITY AND THE CITY, REGION OR STATE, INCLUDING ANTICIPATED BENEFITS TO THE ECONOMIC CONDITION OF THE CITY AND WHETHER THE PROJECT IS CRITICAL TO ATTRACTING OR MAINTAINING COMPETITIVE INDUSTRIES AND BUSINESSES TO THE CITY OR THE SURROUNDING REGION.

Certainly the new City Hall building will make it easier and more efficient for Petersburg citizens to receive services from Major City departments that will conduct business there. The City organization itself will be more efficient operating under one roof. However, it is imperative that the City develop and implement a plan for the re-use of the current City Hall and other key building in the downtown. Only then can the new City Hall be described as a catalyst for downtown revitalization.

The redevelopment of the existing City Hall and surrounding buildings along the Union and W. Tabb Street corridors will form the core of a new thriving commercial and residential district in downtown that will provide a direct connection between the new City Hall and the city's established downtown market, waterfront, and commercial areas. The integration of new commercial and residential uses along Union and W. Tabb Street will provide new resources and opportunities for Petersburg residents and City Hall employees and will help quickly establish the new City Hall's place as an integral part of downtown. The redevelopment of the target buildings along W. Tabb Street will strengthen the connection of Market Street to the Sycamore Street thus tying the City's new Public Library and improved Market Street corridor into this newly revitalized downtown neighborhood. In support of these projects, the redevelopment of the parking areas along W. Tabb Street will provide a key infrastructure improvement tying the new redeveloped Union/ W. Tabb Street properties with the W. Bank Street Commercial district.

4E: PROJECT BENEFIT & COMPATIBILITY: CITY COMPATIBILITY

E. DESCRIBE COMPATIBILITY WITH THE CITY'S COMPREHENSIVE PLAN, INFRASTRUCTURE DEVELOPMENT PLANS, THE CAPITAL IMPROVEMENTS BUDGET, OR OTHER GOVERNMENT SPENDING PLAN.

Our development proposal is consistent with the City's comprehensive plan, capital improvement plan and other government spending plans.

4F: PROJECT BENEFIT & COMPATIBILITY: SWAM PLAN

F. PROVIDE A STATEMENT SETTING FORTH PARTICIPATION EFFORTS THAT ARE INTENDED TO BE UNDERTAKEN IN CONNECTION WITH THIS PROJECT WITH REGARD TO THE FOLLOWING TYPES OF BUSINESSES; (I) MINORITY-OWNED BUSINESSES, (II) WOMAN-OWNED BUSINESSES, AND (III) SMALL BUSINESSES.



Clancy & Theys utilizes a variety of recruitment efforts in order to generate interest in construction procurement to ensure adequate price competition and quality contractors. Over the years, we have worked hard to develop a culture of respect from all Subcontractors and Suppliers. We understand the value of supporting our Subcontractors and Suppliers, and they know the value of working successfully with us. In addition, we continually network with the contracting community and actively reach out to them through many different activities and spend a significant amount of time recruiting a diverse network of subcontractors, vendors and suppliers.

Tommy Davis, President of T. K. Davis Construction, will work closely with David Wright, a BCOM certified Pre-Construction Manager during the pre-construction phase of the project to develop specific outreach programs to recruit SWaM contractors to the Petersburg City Hall project. Together they will use a variety of resources to seek out SWaM subcontractors, they will offer specific training programs in the Petersburg submarket to further train and pre-qualify SWaM subcontractors, and they will provide targeted bonding and insurance assistance to those firms as needed. Our most recent Clancy & Theys and T.K. Davis team success is the VCU School of Pharmacy Building renovation which achieved a 72% SWaM participation rate. In addition, Clancy & Theys received the City of Virginia Beach Minority Business Council Service Award as Diversity Champion for Exceptional Service Delivery for the Sandler Center for Performing Arts.

Clancy & Theys Construction and T. K. Davis Construction will develop a specific SWaM Action Plan for the Petersburg City Hall project incorporating the following:

SWAM ACTION PLAN:

1. Identification of statewide SWaM Certified Businesses;
2. Verification of SWaM status;
3. Pre-qualification solicitations;
4. Notifications to second-tier vendors;
5. Distribution of Pre-qualification Documents;
6. Develop efficient Bid Packaging Plans;
7. Continually advertise for SWaM participation;
8. Develop General Conditions Opportunities;
9. Distribute Pre-qualification Notices;
10. Schedule multiple Pre-bid Meetings;
11. Provide bid resources and support;
12. Provide Bonding and Insurance support;
13. Provide training on Clancy & Theys pay application procedures;
14. Develop and train SWaM Safety Plans;
15. Provide training on BIM plans;
16. Document and report SWaM Utilization & Participation.
17. Offer SWaM Contractors advice and guidance on general business operations as appropriate.

In addition, we will provide financial guidance and assistance in order to lower barriers for SWaM participation. Some examples include: quick pay incentives, joint checks for material suppliers, bonding resources, and resource mentoring. We will actively promote these opportunities in order to further generate quality SWaM Contractors, in addition to our traditional efforts to attract a broad base of Petersburg area Vendors and Suppliers.

We believe it is our responsibility to build interest in and enthusiasm for the project. We will advertise all notices and solicitations in major print media, including publications that principally serve minority communities in Central Virginia. We will offer local community meetings with SWaM subcontractors to develop additional interest during the pre-construction stage. We will encourage SWaM subcontractors to provide preliminary pricing and personal feedback. We believe that personal contact and one-on-one outreach are key ingredients to building interest in this project. Our Estimators spend a great deal of time on the telephone calling prospective Subcontractors and Suppliers. It is our experience that personal contact is more effective at building interest and assuring a response. We will hold meetings in Petersburg, at the construction site, at various times during the day and evening to make it easier on the subcontractor to visit with us. Subcontractors/Suppliers make decisions about which projects to bid on the basis of how efficiently they expect the project to be managed. We manage our projects with uncommon efficiency and schedule discipline, which allows our Subcontractors/Suppliers to efficiently plan the utilization of their crews and resources.

Subcontractors and Suppliers are key Team members to any construction project and are responsible for completing the majority of the work. It is imperative that the firms being considered on any project be pre-qualified to ensure each has the experience, manpower and resources to perform on the project, and to be a valuable member to the Construction Team. Establishing good working relationships at the pre-construction stage is imperative.

We will use the Clancy & Theys Construction Website and FTP site to distribute project information. This will include the Request for Qualification and Notice to Subcontractors, and will also provide contact information to receive support or assistance from Clancy & Theys and T.K. Davis. We will also use mail, e-mail and personal telephone calls in addition to the local media to contact as many potential SWaM Contractors/Suppliers as possible.

We are proud of our SWaM participation rates and Minority Business Council Service Awards on past projects, and we look forward to working closely with the City of Petersburg to insure a successful SWaM Participation Program for the new Petersburg City Hall project.

TRI-CITY DEVELOPERS, LLC

Robert T. Williams President/CEO

Tri-City Developers has substantial experience in all phases of master planning. Skilled in mixed-use planning, the team has developed projects that add value in a number of methods. Multiple development uses such as residential, recreation, commercial, retail, hospitality, and parking are integral to an approach that is multi-faceted and coalesces many disciplines within the business and development community.

A major component of planning strategies is to create partnerships between the public sector, private sector, financial institutions and the business community in order to realize the client's vision. It is this, combined with the ability to reach out into the community to help each constituency articulate its needs, that enables them to deliver their goal of providing the right solution for today and the future.

As Owner, Lead Developer, and President of Tri-City Developers, Robert Williams has been involved in various facets of development through his role as Executive Vice President. Additionally, he has been the only Project Manager for the last 25 years of the mixed use community of Harbour View. In addition, Mr. Williams served as City Manager for the cities of Portsmouth and Newport News, Virginia. During his tenure, he worked with a multitude of development and redevelopment projects consisting of research facilities, manufacturing, mixed-use, planned development, office, commercial and retail projects. Mr. Williams' role as City Manager provided the opportunity for him to pioneer public/private partnerships throughout the community.

Oyster Point Park was developed while he was City Manager of Newport News (from 1981 to 1986). Responsible for the Revenue Bond issue of \$8.5 million for the infrastructure to launch the development of the park in 1982-1983. Purchased the old BOMARC site from the Federal Government and was responsible for Canon Copier building their plant on part of the site with the now famous Jefferson Lab located on the balance of the property.

From 1978-1980 while City Manager of Portsmouth, Bob completed one of the first public/private deals in Virginia between the City of Portsmouth, Sun Oil Company and Barge Development of Dallas on City Hall and 801 Water Street. He also worked with New York developer in securing the Harbor Tower project on the waterfront and acquiring the air rights to Citizens Trust Parking lot where the Renaissance Hotel is now located.

Currently, Tri-City Developers is completing a \$78 million public/private Court complex in Portsmouth. He is also working on a public/ private project known as Victory Village with Portsmouth EDA and Tidewater Community College. The private development is estimated to be worth \$300 million.

Tri-Cities is additionally responsible for:

- Over \$500 million of development in Harbour View — North Suffolk- to 1987 to present,
- Over \$80 million for Church of God and Saints of Christ on US Route 17 in Suffolk,
- \$70 million for Target Import Center on US Route 58 West in Suffolk, a 1.5 million square foot facility.

TRI-CITY DEVELOPERS, LLC

- Responsible for \$70 million for Target Import Center on US Route 58 West in Suffolk
- Accomplished one of the first public/private deals in Virginia between the City of Portsmouth, Sun Oil Company and Barge Development of Dallas on City Hall and 801 Water Street
 - A \$78 million public/private Court complex in Portsmouth
- Public/private project known as Victory Village with Portsmouth EDA and Tidewater Community College.



Clancy & Theys Construction is a 64 year old family-owned general contractor primarily working across the Southeast U.S. from Virginia to Florida. Our average annual revenue for the last five years exceeds \$450 million. We work on a wide variety of new construction and major renovation projects including municipal, judicial, office, industrial, healthcare, higher education, hospitality, multi-family, and mixed use development. We are one of the 2013 ENR Top 200 Largest General Contractors in the nation. We provide a uniquely high level of service and commitment to client satisfaction, stressing leadership and teamwork in close collaboration with building owners and the design team.

Bill Goggins, CEO of the Virginia Division of Clancy & Theys has over 28 years of construction experience. Bill will be the Principal in Charge of this project. He has significant experience with many large municipal projects such as the Portsmouth Judicial Center (\$50 million) and the Virginia Beach Sandler Center for Performing Arts (\$40 million). In addition, Bill has worked in concert on numerous projects with HBA Architects. With his broad base of knowledge in the construction industry Bill brings a high degree of sophistication in constructability review, contract management, and design build process management that keeps the team focused on schedule and on budget.

The Clancy & Theys Construction team will also include T. K. Davis Construction, a minority-owned, small general contractor based in Richmond. Over the course of our 15 year relationship, Clancy & Theys and T.K. Davis have partnered on numerous projects. Together we will use a wide variety of resources to seek out qualified SWaM subcontractors and vendors, and we will provide targeted training and bonding assistance to those firms as needed. Our most recent teaming success is the VCU School of Pharmacy renovation which achieved a 72% SWaM participation rate, completed ahead of schedule and on budget. We are currently teamed together on a major renovation project at the College of William & Mary.



COMPANY PROFILE



PETERSBURG CITY HALL PPEA



PROFILE

Founded:	January 7, 1949
Office Locations:	Newport News, Virginia Raleigh, North Carolina Wilmington, North Carolina Orlando, Florida Charlotte, North Carolina
Employees:	316 people, including project managers, superintendents, field engineers, management and support personnel, carpenters, masons, concrete finishers, equipment operators, truck drivers, warehousemen, mechanics, laborers and office support personnel in accounting, personnel, payroll, marketing and estimating.
Project Types:	Construction Management-At-Risk, Design-Build and General Construction for commercial, industrial, and institutional projects including new construction and renovation. Specialists in Office, Institutional, Multi-Family, Hotel, Cultural, Distribution, Industrial, University, Multi-Use, and Non-Profit facilities.
Preconstruction Services:	Conceptual estimating, site evaluations, cash flow analysis, scheduling and management of pre-construction activities, construction scheduling, value analysis, cost containment, constructability review, and comprehensive cost estimating.
Bonding Capacity:	Exceeds \$150,000,000 per project, with a total work program exceeding \$550,000,000.
Work Performed by our Own Forces:	Clancy & Theys self-performs, on average, 10-15% of its work. This percentage can range from less than 10% to more than 30% for individual projects, depending upon the nature of the work and the trades involved. We maintain a staff of carpenters, masons, concrete finishers, and equipment operators. We are able to self-perform field engineering, erosion control, grading, excavation, backfill, site concrete, footings, slab preparation, form work, general and finish carpentry, masonry, landscaping, and demolition.
Technology Utilized:	Clancy & Theys utilizes Microsoft Project, Expedition, the Timberline estimating system, TCMS for accounting purposes, FTP for communication with Project Team Members, and Vela Field Management software for construction to ensure efficient and quality-conscious field operations. Using iPads and Vela Field Management Software, we equip our field team to ensure that the most current project documents are always at the fingertips of our construction personnel. When appropriate, we prefer to use BIM to coordinate construction of intricate projects.
Average Annual Revenue:	Five Year Average: \$475,285,130



PETERSBURG CITY HALL PPEA



AWARDS AND RANKINGS

LOCAL AND NATIONAL RECOGNITION

2012, HRACRE Excellence in Development Design, Award of Excellence, Institutional/ Public Building, Portsmouth Judicial Center

2010, DBIA National Design Builder Awards Competition, Design-Build Excellence Award, Public Sector, \$25-50 million project, Sandler Center for the Performing Arts

2005, The Associated General Contractors of America's Best Information Technology Solutions (BITS) competition, First Place. Clancy & Theys won this national competition for its use of Field2Base, a tablet PC-based mobile communication tool.

CONSTRUCTION TRADES & DEVELOPMENT INDUSTRY AWARDS

2007, City of Virginia Beach Minority Business Council, Service Award for "Diversity Champion" in recognition of Exceptional Service Delivery for the Performing Art Center

RANKINGS

Engineering News-Record Magazine, Top 400 Contractors

- #191, 2013
- #211, 2012
- #163, 2011
- #141, 2010

Engineering News-Record Magazine, Top 100 Construction Managers-at-Risk

- #95, 2012
- #65, 2011
- #75, 2010

Engineering News-Record Magazine, Top 100 Green Contractors

- #92, 2012
- #76, 2011
- #87, 2010

OTHER NOTABLE ENGINEERING NEWS-RECORD MAGAZINE RANKINGS

- Top Global Contractors
- Top Hotel Builders in the United States
- Top 20 Religious and Cultural Builder





PHILOSOPHY AND SAFETY

PHILOSOPHY:

The general contracting business has established standards of performance; a finished product should achieve the highest quality, it should be produced safely, at a fair price, within the established schedule constraints, and it should be delivered by well trained personnel using the best tools and technologies available.

Clancy & Theys provides a uniquely high level of service and commitment to client satisfaction. Our business philosophy contends that its owners, managers and employees are members of a professional team which will “go the extra mile” for its clients. Each team member will act with fairness and honesty in all transactions, will work cooperatively with clients and their agents, and will at all times strive to represent the client’s best interest in every project undertaken.

Clancy & Theys’ reputation and success achieved during its more than 63 years in operation is based on this philosophy of cooperation, fairness, and honesty.

SAFETY:

Clancy & Theys’ Safety Policy and ultimate goal is to assure every employee, worker, Subcontractor, supplier or vendor who walks on a Clancy & Theys’ jobsite goes home safely **every day**. To accomplish this, we must have a total commitment to safe practices, implementation, and precautionary measures.

Clancy & Theys employs a full time Safety Manager, whose sole responsibility is ensuring safe environments, training employees, and maintaining current safety certifications onsite. Our safety program includes:

- A written safety manual and employee safety handbook;
- Safety orientations for new hires;
- Weekly “toolbox” safety talks on every jobsite;
- Regular jobsite safety inspections;
- Formal safety training for all field supervisors;
- A written policy for compliance with MSDS regulations;
- A drug-free workplace policy and employee assistance program
- Compliance with Federal and State Department of Transportation requirements for physical examinations and drug screening;
- A policy permitting random drug testing;
- A safety awards program, which includes yearly cash bonuses for superintendents with the best safety records, and cash bonuses for individual employees who remain accident-free for one full year; and
- A requirement, as part of our Subcontract Agreement, that each subcontractor designate a competent individual who will be responsible for jobsite safety and agreement to comply with all Clancy & Theys’ safety regulations.



PETERSBURG CITY HALL PPEA



LEED EXPERIENCE

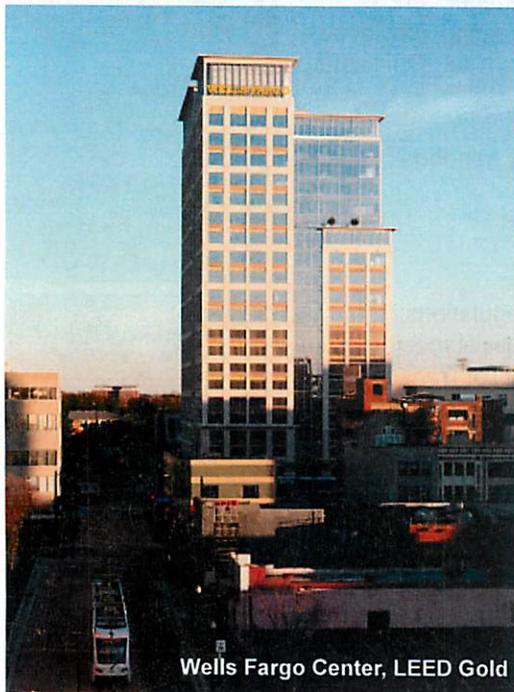
Clancy & Theys Construction Company understands the importance and benefits of sustainable design and has invested time and money for its project professionals to attend in-house training, LEED seminars, and preparation classes for the LEED AP exam. Currently 32 employees have their LEED AP accreditation, two have their LEED Green Associate accreditation, and more are actively preparing to take the exam. Clancy & Theys has been a member of the U.S. Green Building Council since February of 2003.



**Member Since
February 2003**

The Wells Fargo Tower in Norfolk, Virginia achieved LEED Gold Certification, achieving impressive environmental features through design and during construction. 92% of the project waste was recycled, diverting 1600 tons of materials from landfills. The building is designed for 40% water-use savings, and over 90% of its offices will have a view. Over half of the wood in the 22 story, 490,000 square foot structure was Forestry Stewardship Council (FSC) certified.

Carrington Hall, UNC School of Nursing addition was the first building in the UNC system to receive LEED Certification. This addition is the first campus building with an extensive green roof to capture rain water and reduce stormwater runoff, and includes drought resistant plants and trees. 100% of the roof area is covered by either a "green" roof or high albedo surfaces to reduce the urban heat island effect. During construction, a soil erosion plan reduced sediment loading in local creeks.



LEED Projects Completed	Rating
NC Aquarium Pier at Nags Head - Nags Head, NC	Platinum
Wells Fargo Center - Norfolk, VA	Gold
St. Francis of Assisi (three LEED projects in one: Early Childhood Learning Center, Chapel & Community Center) - Raleigh, NC	Gold
UNC, CH Genomic Science Building - Chapel Hill, NC	Gold
NC History Education Center, Tryon Palace Historic Sites and Gardens - New Bern, NC	Silver
Virginia Commonwealth University, Robert Blackwell Smith Renovation, Richmond, VA	Silver
Imperial Tower - Durham, NC	Silver
Warwick Plumbing & Heating Office - Newport News, VA	Silver
Quintiles Transnational Headquarters - Durham, NC	Silver
University of Central Florida, Mechanical, Materials and Aerospace Engineering Lab - Orlando, FL	Silver
Duke University, Rubenstein Hall - Durham, NC	Certified
Carrington Hall Addition - UNC Nursing School - Chapel Hill, NC	Certified
LEED Projects in Progress or Awaiting Certification	Seeking
AIA Headquarters - Raleigh, NC	Gold
DENR Nature Research Center - Raleigh, NC	Gold
Clarence E. Lightner Public Safety Center - Raleigh, NC	Gold
University of Central Florida, Partnership III Project - Orlando, FL	Silver
Taylor West Housing - Wilmington, NC	Gold
State Employees Credit Union - Raleigh, NC	Gold
Medical Office Building #1 NCRC - Kannapolis, NC	Silver
Town of Chapel Hill Public Library - Chapel Hill, NC	Silver
Lab Corp - Raleigh, NC	Silver
University of Central Florida, Classroom Bldg 2 and ROTC - Orlando, FL	Silver
Salvation Army Headquarters and Office - Raleigh, NC	Silver
Valencia College, Classroom Bldg. 4 and Library - Kissimmee, FL	Silver
William & Mary, Chandler Hall Renovation - Williamsburg, VA	Silver
Jacksonville Public Safety - Jacksonville, FL	Silver
Harris Teeter 401 - Charlotte, SC	Certified



Clancy & Theys Construction Company utilizes a variety of technologies that allow for continual communication between all parties: Owner, Architect, Project Manager, and Superintendent. We find technology to be a valuable resource for dissemination of information, but never a substitute for weekly face-to-face meetings and phone calls during the week.

Clancy & Theys will implement BIM on projects where it will provide value. Three-dimensional modeling allows us to better coordinate overhead items and becomes particularly valuable when changes are issued.

REVIT

Clancy & Theys uses Revit software to develop 3D models and employs Navisworks software to coordinate the various component models provided by our subcontractors and vendors. Many of our MEP contractors are currently utilizing this technology. Clancy & Theys has full-time, skilled and experienced VDC staff to manage our BIM projects. In addition, project managers and field superintendents are trained on this software, allowing them direct participation in the BIM process.



TECHNOLOGY

VELA SYSTEMS

Clancy & Theys has adopted the use of Vela Field Management software to ensure efficient and quality-conscious field operations. Using iPads and Vela, we equip our field team with the most advanced tools for communication between the office, design team and jobsite. These tools ensure that the most current project documents, such as construction drawings, shop drawings, and field orders, are always at the fingertips of our construction personnel.

The experience and knowledge of our Senior Field Superintendents are replicated by condensing best practices into Quality Assurance Checklists, which are uploaded to iPads for monitoring Subcontractor work.



PETERSBURG CITY HALL PPEA



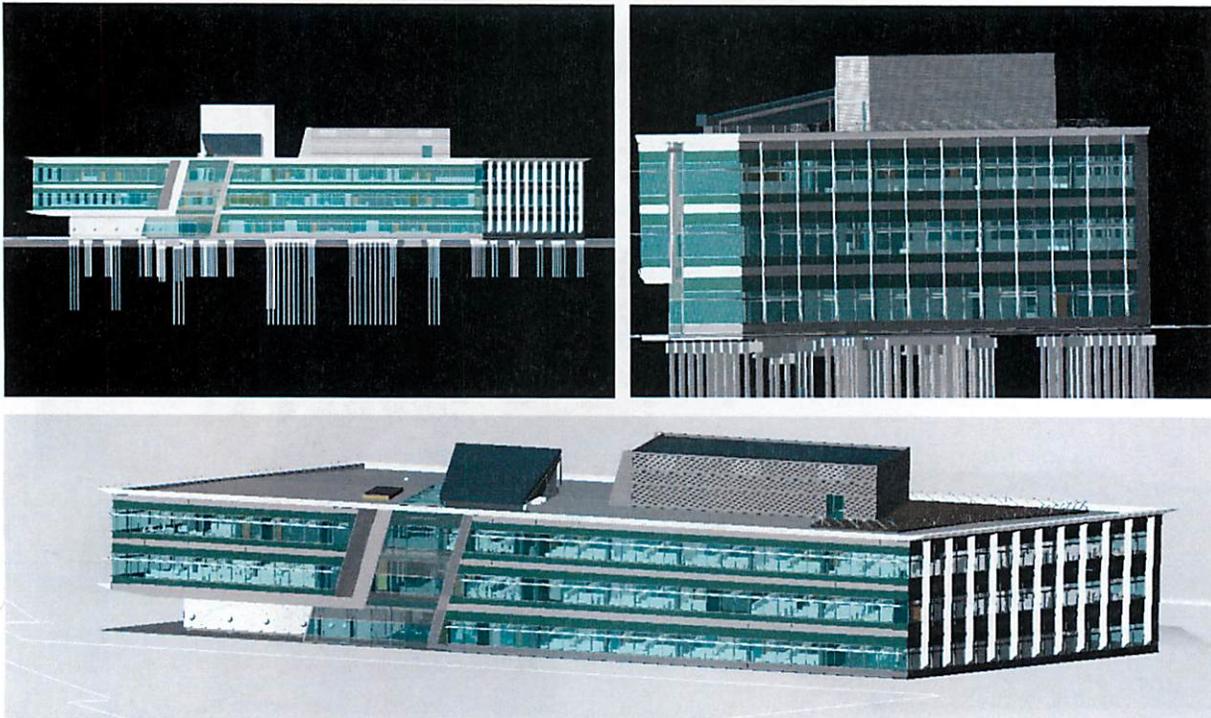
BUILDING INFORMATION MODELING

Clancy & Theys Construction Company utilizes BIM on projects where it provides strategic value to the Owner and Designers. Three-dimensional modeling allows a more complete and thorough review of potential conflicts and addresses them before they become reality. Once the model is built, changes can be made quickly after immediate identification of impact and coordination issues. Some areas may not warrant the expense or time to justify BIM, so careful and thorough decisions are crafted when using this process.

Clancy & Theys uses Revit software to develop 3-D models and employs Navisworks software to coordinate the various component models provided by our subcontractors and vendors. Many of the MEP contractors are already utilizing this technology. We have learned that while it is important to get the technology right, it is imperative to have specialized skills to manage sub contractor coordination in a 3D environment. Clancy & Theys has full time, skilled and experienced VDC staff to manage each BIM project. In addition, project managers and field superintendents are trained on software where appropriate, allowing them direct participation in the BIM process.

The BIM process is used at Clancy & Theys in all phases of the work. During pre-construction, BIM is used to provide feedback to assist the architect in providing clarity to the construction documents. Once the mechanical, plumbing, electrical and fire protection subcontractors are brought onboard, we use the BIM process to provide three dimensional spatial coordination of the building systems – finding and resolving many potential conflicts before components are fabricated and delivered to the job. During construction, the construction schedule can be applied to the 3D model, providing a “4D” view of the building, assisting us in developing efficient scheduling and phasing of the work. At Clancy & Theys, BIM is tool that is fully integrated into our construction process.

For the Portsmouth Judicial Building, we engaged all MEP trades and the Design Team led by HBA in BIM coordination. By modeling the MEP systems and associated overhead ceiling spaces and support structures early in construction, we were able to find issues and correct them with minimal aesthetic impact, and still ensure all systems were easily accessible.



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William J. Goggins

VP and CEO, Virginia Division

Principal In Charge



Bill Goggins has extensive commercial construction experience including key positions of responsibility which gives him a broad base of knowledge in the construction industry. His experience has included: project and contract management, estimating, constructability review and value engineering, scheduling, fast-track, design-build and team-build construction projects. Bil has 28 years of construction experience and has been with Clancy & Theys for 19 years.

REPRESENTATIVE PROJECTS:



Portsmouth Judicial Center



Sandler Center for the Performing Arts



Wells Fargo Center



Dollar Tree Distribution Center, CT

- Portsmouth Judicial Center – Portsmouth, VA
- Portsmouth Social Services Facility – Portsmouth, VA
- Chesapeake Community Services Board – Chesapeake, VA
- Sandler Center for the Performing Arts – Virginia Beach, VA
- Wells Fargo Center Branch Bank & Various TI – Norfolk, VA
- Wells Fargo Center & Integrated Parking Garage – Norfolk, VA
- Dollar Tree Distribution Centers – CT & OK
- Virginia Arts Festival Headquarters – Norfolk, VA
- ODU VMASC & MAST Center – Suffolk & Portsmouth, VA
- Amerigroup Corporate Campus– Virginia Beach, VA
- CMA CGM America Office – Norfolk, VA
- Capital One Office – Glen Allen, VA
- Regent University College of Communication & the Arts – Virginia Beach, VA
- Regent University Student Union – Virginia Beach, VA
- Pepsi Bottling Plant – Wytheville, VA
- Cost Plus Distribution Center – Isle of Wight, VA
- Oyster Point Fountain Plaza II – Newport News, VA
- North Shore Commons – Glen Allen, VA
- Stony Point I & III – Richmond, VA
- Highwoods Plaza – Glen Allen, VA
- Highwoods Distribution Center, Building A – Richmond, VA
- Markel American Office Building – Glen Allen, VA
- Highwoods Five Office Building – Glen Allen, VA
- West Shore III Office Building – Glen Allen, VA
- Highwoods Two Office Building – Glen Allen, VA
- William Byrd Elderly Housing – Richmond, VA
- Our Lady of Mount Carmel Social Hall – Newport News, VA
- MCI Telecommunications Center – Newport News, VA
- Contemporary Cybernetics – Yorktown, VA

EDUCATION:

- Wentworth Institute of Technology – B.S. Civil Engineering Technology, 1983
- Texas A&M University – MBA/Real Estate, Finance, & Construction Management, 1985

PROFESSIONAL ORGANIZATIONS:

- Member, Board of Directors, Hampton Roads Partnership, 2007-Present
- Member, ODU Civil Engineering Technology Advisory Committee, 2008-Present
- Colonial Virginia Boy Scout Council, Executive Board, 2009-Present
- Adjunct Professor, Old Dominion University, 2005-2006
- President of Virginia Peninsula Association of General Contractors, 2003

PETERSBURG CITY HALL PPEA

APPENDIX A: TEAM MEMBER QUALIFICATIONS AND RELEVANT PROJECTS



C. Dean Conklin

VP of Construction, Virginia Division



Dean is responsible for all construction operations in the company's Virginia Division. Project Managers and Superintendents report directly to him. He has extensive progressively responsible commercial construction management experience, including positions as an Estimator and Project Manager for many of the company's most challenging construction projects. His involvement starts at pre-construction and continues through commissioning and project close out. Dean has 35 years of construction experience and has been with Clancy & Theys for 22 years.

REPRESENTATIVE PROJECTS:



Portsmouth Judicial Center



Portsmouth Social Services Facility



Wells Fargo Center



Regent University
Chapel & Divinity School



Canon Automated Cartridge
Manufacturing Facility

Portsmouth Judicial Center – Portsmouth, VA
Portsmouth Social Services Facility – Portsmouth, VA
Wells Fargo Center – Norfolk, VA
Canon Advanced Cartridge Manufacturing Facility – Newport News, VA
ChemTreat Inc., TI – Richmond, VA
GE Information Security Technology Center – Glen Allen, VA
Regent University Chapel & Divinity School – Virginia Beach, VA
VCU, School of Pharmacy – Richmond, VA
ODU VMASC – Suffolk, VA
Greenbrier Casino – White Sulphur Springs, WV
Martin Agency Headquarters – Richmond, VA
Markel Headquarters – Glen Allen, VA
Highwoods Commons – Glen Allen, VA
Mary Washington Hospital Parking Garage – Fredericksburg, VA
River Bluffs Condominiums – Williamsburg, Virginia.
Regent University Student Housing – Virginia Beach, VA
SpringHill Suites – Hampton, VA
SpringHill Suites Oceanfront – Virginia Beach, VA
Sheraton & Westin Complex BWI – Linthicum, MD
One City Center – Newport News, VA
Residence Inn Oceanfront – Virginia Beach, VA
Fairfield Inn Oceanfront – Virginia Beach, VA
Fountain Plaza III – Newport News, VA
Courtyard by Marriott – Carolina Beach, NC
Holiday Inn Express – Williamsburg, VA
TowneBank Harbour View Operation Facility – Suffolk, VA
Marriott Courtyard Hotel – Virginia Beach, Virginia.
Lakefront Plaza I Office Building – Hampton, VA
GEICO Call Center – Virginia Beach, VA
mG miniGears – Virginia Beach, VA

EDUCATION:

North Carolina State University – B.S. Civil Engineering, 1979

TRAINING & CONTINUING EDUCATION:

Primavera Expedition Project Control
EIT, State of North Carolina, 1979

OTHER ACTIVITIES:

AGC of Virginia Executive Board Member, 2009-2012
President, Virginia Peninsula AGC, 2008 & 2009

PETERSBURG CITY HALL PPEA



David L. Wright

Pre-Construction Manager

CPC, LEED AP



David is responsible for managing internal resources of the estimating department to produce progress estimates at design milestones, evaluate material and system costs, including value analysis, review document progress and coordination, constructability review, build and maintain subcontractor and vendor relationships and will efficiently hand off the project to the Project Manager and Superintendent at the start of construction. Additionally, he is responsible for creating a realistic and detailed schedule for all design, approval, estimating and purchasing activities to ensure that construction activities begin on schedule. David has 27 years of construction experience and has been with Clancy & Theys for 6 years.



Portsmouth Judicial Center

REPRESENTATIVE PROJECTS:

Wainwright Building Renovation – Norfolk, VA **in progress*
 College of William & Mary, Chandler Hall – Williamsburg, VA **in progress*
 Portsmouth Judicial Center – Portsmouth, VA
 VCU, School of Pharmacy – Richmond, VA
 Bon Secours Mary Immaculate Hospital Mammography Suite – Richmond, VA
 Hyatt Place – Richmond, VA
 Courtyard by Marriott – Newport News, VA
 Residence Inn – Newport News, VA
 CHKD 7C Renovation – Norfolk, VA
 St. Mary's Hospital South Tower Expansion – Richmond, VA
 St. Mary's Hospital OR Expansion – Richmond, VA
 Bon Secours Richmond Health System – Richmond, VA
 BI Chemicals – Hopewell, VA
 Beaufort Memorial Hospital – Beaufort, NC
 St. Francis Medical Center – Richmond, VA
 Virginia Eye Institute Ambulatory Surgery Center – Richmond, VA
 Richmond Community Hospital Endoscopy Suite – Richmond, VA



VCU School of Pharmacy



College of William & Mary
Chandler Hall

EDUCATION:

Virginia Tech – B.S. Building Construction, 1986

PROFESSIONAL REGISTRATION:

Certified Professional Constructor, American Institute of Construction (CPC #112)
 CQC Management for Contractors, US Army Corps of Engineers, 2010
 LEED Accredited Professional, 2009



Hyatt Place

TRAINING & CONTINUING EDUCATION:

BCOM CPSM Training, 2010
 Primavera Expedition Project Control – Consultants in Data Processing Inc.
 Construction Project Management Certificate, 1987
 Past Section Chairman, Virginia Safety Association, 1990
 First Aid & CPR Certified

APPENDIX A: TEAM MEMBER QUALIFICATIONS AND RELEVANT PROJECTS



Don Sproul Senior Project Manager



Don is responsible for overall project management, including coordination with the Owner, Architects, and Superintendents, billings, writing subcontracts, scheduling and cost analysis. Other responsibilities include scheduling weekly team meetings, providing budget control, continuous constructability design reviews, and real-time cost benefit assessments and feedback. His involvement starts at pre-construction and continues through the project's duration. Don has 29 years of construction experience and has been with Clancy & Theys for 8 years.



Canon Automated Cartridge
Manufacturing Facility



Casino Club at The Greenbrier

REPRESENTATIVE PROJECTS:

Greenbrier Medical Institute – White Sulphur Springs, WV
Harbor's Edge at Fort Norfolk – Norfolk, VA
Canon ACM Phase II Expansion – Newport News, VA
Casino Club at The Greenbrier – White Sulphur Springs, WV
Canon Advanced Cartridge Manufacturing Facility – Newport News, VA
Holiday Inn Chesapeake Conversion – Chesapeake, VA
TranSystems – Norfolk, VA
Hampton Careplex Medical Office Building – Hampton, VA
Johnston Willis Oncology & MRI Center – Richmond, VA
Chippenham Medical Center Surgery Center – Richmond, VA
Beaufort Memorial Cancer Center – Beaufort, SC
Lexington Wastewater Treatment Plant – Lexington, VA
Bowdoin College Dormitory & Kitchen – Brunswick, ME
Staybridge Suites – Chesapeake, VA
Holiday Inn Express 26th Street Renovation – Virginia Beach, VA
Canon Toner Plant Expansion – Newport News, VA
Industrial Resource Technologies – HRS Equipment Project – Gloucester, VA
Boehringer Ingelheim Chemicals, Synthesis 3 Upgrade – Petersburg, VA
St Juliens Creek Annex, Bldg 23 Repair & Maintenance Facility – Portsmouth, VA
Refuse Derived Fuel Plant – Portsmouth VA

EDUCATION:

Tidewater Community College, classes in Business Management,
Public Speaking and Business Ethics

TRAINING & CONTINUING EDUCATION:

Primavera Expedition Project Control, Consultants in Data Processing Inc.
CQC Management for Contractors, US Army Corps of Engineers, 2010
BCOM CPSM Training, 2010
First Aid & CPR Certified, American Red Cross
OSHA 10 & 30 Hour

Danny R. Norwood

Superintendent



Danny is responsible for jobsite safety, project performance, and quality of production. His primary role is to directly supervise and coordinate activities of the field staff and subcontractors. Other duties include: reviewing project specific documents such as drawings, reports, contractual and regulatory requirements, quality control, attending meetings, establishing task budgets, schedules, and resource requirements, controlling task costs, and documenting site activities for daily reports. Danny has 30 years of construction experience and has been Clancy & Theys for 19 years.

REPRESENTATIVE PROJECTS:



Portsmouth Social Services

Portsmouth Social services – Portsmouth, VA
 GEICO Office Building – Virginia Beach, VA
 Canon Advanced Cartridge Manufacturing Facility – Newport News, VA
 Canon ACM, Phase II Expansion – Newport News, VA
 Dollar Tree Corporate Office Expansion – Chesapeake, VA
 Dollar Tree Distribution Center – Ridgefield, WA
 Dollar Tree Distribution Center – Marietta, OK
 Casino Club at the Greenbrier – White Sulphur Springs, WV
 Sheraton & Westin Complex BWI – Linthicum, MD
 One City Center – Newport News, VA
 Symantec Corporation – Newport News, VA
 Post Anesthesia Care Unit, Riverside Regional Medical Center – Newport News, VA
 Avis Rent-A-Car Reservation & Processing Center – Virginia Beach, VA
 Markel American Office Building – Glen Allen, VA
 Regent University School of Law & Government – Virginia Beach, VA
 Regent University Student Housing – Virginia Beach, VA
 Boulders VI Office Building – Richmond, VA
 Hill Phoenix – Chesterfield County, VA
 FBI Headquarters – Norfolk, VA



GEICO Office Building

EDUCATION

John Tyler Community College, 1986 - 1987
 Wilmington Community College – Surveying I & II, 1976 - 1978



Canon Advanced Cartridge Manufacturing Facility

TRAINING & CONTINUING EDUCATION:

Completed General Contractors Association Supervision Safety Course
 Anthony Robins Top Ten Seminar
 State of Virginia Contractor License Class A



Dollar Tree Distribution Center
 Marietta, Oklahoma



Chris Powers
Superintendent



Chris is responsible for jobsite safety, project performance, and quality of production. His primary role is to directly supervise and coordinate activities of the field staff and subcontractors. Other duties include: reviewing project specific documents such as drawings, reports, contractual and regulatory requirements, quality control, attending meetings, establishing task budgets, schedules, and resource requirements, controlling task costs, and documenting site activities for daily reports. Chris has 28 years of construction experience and has been with Clancy & Theys for 19 years.

REPRESENTATIVE PROJECTS:



Amerigroup Building II



Virginia Modeling Analysis & Simulation Center



Aloft Hotel



Pepsi Bottling & Distribution Facility

- Amerigroup, Building II – Virginia Beach, VA
- The Virginia Modeling Analysis & Simulation Center – Suffolk, VA
- Mast One - Portsmouth, VA
- VCU, School of Pharmacy – Richmond, VA
- Aloft Hotel – Glen Allen, VA
- Saxon Capital – Glen Allen, VA
- Fairfield Inn Renovation – Williamsburg, VA
- Pepsi Bottling & Distribution Facility – Wytheville, VA
- Oyster Point Fountain Plaza II – Newport News, VA
- Stony Point III – Richmond, VA
- Stony Point II – Richmond, VA
- Grove Park Business Center – Glen Allen, VA
- Mary Washington Hospital Parking Deck – Fredericksburg, VA
- West Shore III – Glen Allen, VA
- Orthopedic Center of Excellence – Williamsburg, VA
- Highwoods One – Glen Allen, VA
- Avis Telecommunications and Processing Center – Virginia Beach, VA
- UPS – Newport News, VA
- Hill Phoenix – Chesterfield, VA
- Naval Station Norfolk Building CEP 162 - Norfolk, VA

EDUCATION:

- Old Dominion University, B.S.E.T. in Civil Engineering
Technology/Construction Operations, 1994

TRAINING & CONTINUING EDUCATION:

- OSHA 10
- OSHA 30
- First Aid and CPR certified
- Certified Land Disturber
- Numerous OSHA Safety Courses



CIVIC AND MUNICIPAL SUMMARY

PORTSMOUTH JUDICIAL CENTER

Portsmouth, Virginia



The new City of Portsmouth Courts facility includes the complete renovation of an existing one- and two-story office warehouse building (approximately 103,700 sq ft), along with a new three-story addition (approximately 103,000 sq ft). The City's new courts facility will house the Circuit Court, General District Court, Juvenile and Domestic Relations Court, detention facilities, and related administrative offices. The facility provides 11 new courtrooms, including 5 Circuit Court, three General District, and three Juvenile & Domestic Relations. There are three separate points of ingress/egress and hallways for the general public, judges, and prisoners. Offices for the Commonwealth's Attorney, Juvenile Court Services, and the Portsmouth Sheriff will also be located in the facility. Special features include approximately 8,000 sq ft of green roof and high-density file storage.

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CIVIC AND MUNICIPAL



Chesapeake Social Services
Chesapeake, Virginia

Portsmouth Social Services
Portsmouth, Virginia



PETERSBURG CITY HALL PPEA



CIVIC AND MUNICIPAL



Chatham County Justice Center
Pittsboro, North Carolina

**Orlando-Orange County
Expressway Authority**
Orlando, Florida



Criminal Justice Institute, Bldg I
Orlando, Florida



PETERSBURG CITY HALL PPEA

CIVIC AND MUNICIPAL

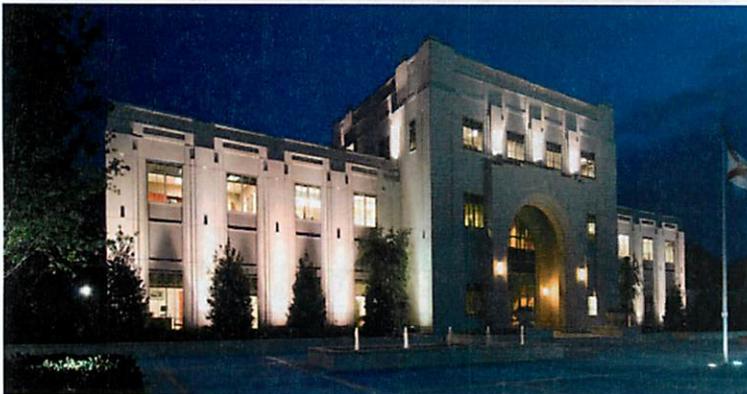


Deland City Hall
Deland, Florida

Jacksonville Public Safety Center
Jacksonville, North Carolina



Winter Garden City Hall
Winter Garden, Florida



PETERSBURG CITY HALL PPEA



CIVIC AND MUNICIPAL



Lake Mary Events Center
Lake Mary, Florida



NASA Operations Support Building II
KSC, Florida



Greater Orlando Aviation Authority
Orlando, Florida



PETERSBURG CITY HALL PPEA



CIVIC AND MUNICIPAL

Chesapeake Social Services – Chesapeake, Virginia

The Chesapeake Community Services Board building is a 36,090 sq ft, two-story office building. Constructed with a Steel Structural System, Brick/CM Veneer wall system, white TPO roof system, RTU/VAV Mechanical System, Brick and Split Face CMU Exterior, this building contains offices and meeting rooms for Chesapeake Social Services. Owner: Ellis-Gibson Development Group / Architect: HBA Architecture & Interior Design

Creeds Police Training Facility – Virginia Beach, Virginia *not pictured

The project consisted of construction of two Simunition City training elements using International Organization for Standardization shipping containers. The stack shipping containers were converted into apartments totaling approximately 2,000 sq ft. The apartments were completely built-out with bedrooms, closets, bathrooms, kitchens, living rooms and dining rooms. The shipping containers were stacked to create a two story structure and connected to an existing identical building with a common metal stair and platform assembly. In addition, we also constructed a four story rappelling structure using shipping containers to construct the tower. There was special connection details used to stack the containers in creating this facility. Included in this scope of work was providing a steel stair tower allowing access to all levels along with a platform at the top to include specialty hardware for rappelling training. Owner: City of Virginia Beach / Architect: Kimley-Horn

Portsmouth Judicial Center – Portsmouth, Virginia

The new City of Portsmouth Courts facility includes the complete renovation of an existing one- and two-story office warehouse building (approximately 103,700 sq ft), along with a new three-story addition (approximately 103,000 sq ft). The City's new courts facility will house the Circuit Court, General District Court, Juvenile and Domestic Relations Court, detention facilities, and related administrative offices. The facility provides 11 new courtrooms, including 5 Circuit Court, three General District, and three Juvenile & Domestic Relations. There are three separate points of ingress/egress and hallways for the general public, judges, and prisoners. Offices for the Commonwealth's Attorney, Juvenile Court Services, and the Portsmouth Sheriff will also be located in the facility. Special features include approximately 8,000 sq ft of green roof and high-density file storage. Owner: Tri-City Developers / Architect: HBA Architecture & Interior Design

Portsmouth Social Services – Portsmouth, Virginia

This public services building is a 135,000 sq ft, 4-story office building, including fit-up. This space includes offices, client meeting areas, and large meeting rooms. Owner: Ellis-Gibson Development Group / Architect: HBA Architecture & Interior Design

Chatham County Justice Center – Pittsborough, North Carolina

Construction Manager at-Risk for a new four-story, 87,000 GSF brick justice facility with basement. Center includes four office wings for the probate court, clerk of court, District Attorney's department and Superior Courts; four finely finished courtrooms—two Superior Courts; conference rooms, and fifteen prisoner holding cells. Sustainable features includes a geothermal well field to heat the facilities, daylighting and more. Construction consisted of 4-story steel structure with brick and pre-cast veneer on a 4.7 acre site. Facility has metal and pvc roofing and a grand columned entrance. Project's Interior included fine finishes, wood and stone wall panels made of N.C. granite, travertine tile and epoxy flooring. One hundred geothermal wells were installed at a depth of 480 ft. Owner: Chatham County / Architect: Corley Redfoot Architects

Jacksonville Public Safety Center – Jacksonville, North Carolina

Project consists of construction of a new two-story building with approximately 95,000 sq ft including site work, general construction, fire protection, plumbing, mechanical, and electrical work. Also includes the realignment of Court street, demolition of the existing two-story Police and Fire Department building, and the renovation of the one-story Accessory Building. The interior finishes include hard finishes in the first floor lobby, terrazzo, resilient flooring, carpet, gypsum wallboard walls, acoustical tile ceilings, wood doors, metal frames and impervious surfaces at wet locations. The interior spaces will have climate controlled air conditioning, adequate lighting, sanitary facilities and fire protection. This project is seeking LEED Silver Certification. Owner: City of Jacksonville / Architect: Gantt Huberman Architects

CIVIC AND MUNICIPAL



Criminal Justice Institute Building I – Orlando, Florida

Initially this project was intended to accommodate the two distinct programs of the Criminal Justice Institute (CJI) and the Valencia Institute (VI). CJI's basic program required administration, classroom, laboratory and physical fitness spaces. VI's program consisted of administration, testing center, learning resource, general classrooms, computer labs and office, an executive training classroom and a teaching auditorium. Design was 100% completed when the College made a substantial change in the facility's program requirements by replacing the VI program with that of the Human Resources Department. The resulting facility accommodates CJI's program requirements of administration, classroom, laboratory and physical fitness requirements on the first floor, along with a teaching auditorium and café. On the second floor, it consolidates within 21,659 GSF the offices of the College's HR Department, which heretofore had been spread out in various campuses throughout Orange County. The HR Department has a sizeable Smart Classroom which is used as an "Orientation Room" for new hires. The building's primary structural system is steel frame construction. The exterior cladding is a mixture of metal panel, curtainwall and architectural pre-cast concrete panels. The project won a First Place/Blue Ribbon Award in the Community College Category from the Florida Educational Facilities Planners Association in 2008. Owner: Valencia Community College / Architect: C.T. Hsu+Associates

DeLand City Hall – DeLand, Florida

This new 47,000 sq ft, three-story facility is the City's third since 1905; the new building's sq ftage is three times that of the previous structure built in 1921. Notable areas include: a two-story Commission Chamber hall with seating for 130 people; eight conference and meeting rooms; a new customer service center that combines the functions of utilities, permitting and the City cashier to better serve residents; office space for approximately 70 city employees, and a beautiful outdoor Civic Plaza. All design aspects are especially sensitive to the city's historical character and charm. The structure is masonry load bearing walls with structural steel infill. The building exterior is brick, pre-cast panels, and gypsum fiberglass reinforced concrete accents. Owner: City of DeLand / Architect: C.T. Hsu+Associates

Greater Orlando Aviation Authority – Orlando, Florida

Clancy & Theys provided interior and exterior construction renovations to Airsides I and III at the Orlando International Airport following the damage resulting from Hurricanes Charley and Frances during the late summer of 2004. Clancy & Theys' personnel mobilized just hours after the eye of the first storm passed over the airport with sustained winds of 105 miles per hour. The entire facility received damage from high winds including torn roofing material spread across taxiways and runways, blown in windows and mechanical equipment sheared off the tops of buildings. The team immediately joined forces with airport staff to perform conditions assessment airport-wide, provide emergency protection to unprotected areas as well as leading the design/build effort to rebuild. Owner: GOAA / Architect: C.T. Hsu+Associates

Lake Mary Events Center – Lake Mary, Florida

This project is new 15,000 GSF lake front community center currently dubbed the "crown jewel" of the City. It replaced a 25 year old facility on the same site that had accommodated business meetings, weddings, receptions, banquets, parties and retreats. The Center includes banquet and meeting facilities, as well as outdoor ceremony sites with stunning views of Crystal Lake and the Event Lawn. It also has a complete catering kitchen and staff offices. A glass-enclosed rotunda provides a beautiful ceremony site inside the facility, an option for use in lieu of the outdoor ceremony sites in case of inclement weather. Design fits within the architectural style and context of the downtown area and incorporates traditional, low maintenance, sustainable materials. Owner: City of Lake Mary / Architect: C.T. Hsu+Associates

NASA Operations Support Building II – KSC, Florida

New 5-story administration building. It is used for all pre-mission conferences, training, research laboratories, and for viewing all launches. True to its program, the new OSB II accommodates approximately 960 office spaces, a 300- person mission conference center with observation deck, training rooms, computer rooms, multimedia conference rooms, open dining areas and technical libraries. It is a structural steel frame with precast and aluminum curtain wall exterior skin and includes an observation deck. Complex building systems and new innovative technology were most assuredly designed into the facility and in several cases, was the first installation of such components in the country. 1-million linear feet of Cat 6A cabling that supports the data in the facility is so innovative, it is still to this date, the only building in the country with this cabling. Owner: JFK Space Center, NASA / Architect: Wolfberg Alvarez & Partners



CIVIC AND MUNICIPAL

Orlando-Orange County Expressway Authority – Orlando, Florida

The project is a new 89,500-square-foot, three-story facility designed to consolidate all Expressway administration, operations and maintenance, toll operations and E-Pass call center and violation enforcement under one roof versus the various locations leased or owned by the Authority throughout the county. The building optimizes efficiency for the owner and significantly reduces their lease arrangements around town by housing roughly 175 customer service reps, supervisors and back office operations personnel under one roof. The facility provides a boardroom capable of accommodating public authority meetings, executive offices, conference areas, engineering offices, space for administrative personnel and consultants, and break rooms. It is structural steel frame with aluminum panel, brick veneer and glass curtain wall exterior. Abandoning the goal of LEED certification midstream, the project was nevertheless designed and built sustainably within given budget and time constraints. Owner: Orlando-Orange County Expressway Authority / Architect: C.T. Hsu+Associates

Winter Garden City Hall – Winter Garden, Florida

This project consolidates all city support functions into a new facility that provides a permanent environment with sustainable materials and systems. It is three stories and approximately 44,000 gross sq ft, with paved parking for 125 vehicles provided. The design builds upon the historical features of the original city hall facade. The first floor houses the Chambers, utility payment, training areas and the Building and Planning Departments. The main Lobby, Security and Information are centrally located between a symbolic front entrance and a public entrance. The second floor is comprised of Human Resources, City Clerk, Finance, IT, Public Works and an expansion zone to the east. The third floor houses the Administration Department, future legal staff, expansion space and symbolic conference room. The exterior design is pre-cast concrete panels on a steel structural frame. A well landscaped parking area and fountain greet the public on the south side of the New City Hall. Owner: City of Winter Garden / Architect: C.T. Hsu+Associates



**PORTSMOUTH JUDICIAL CENTER
PUBLIC COURTS FACILITY**



The new City of Portsmouth Courts facility includes the complete renovation of an existing one- and two-story office warehouse building (approximately 103,700 sq ft), along with a new three-story addition (approximately 103,000 sq ft). The City's new courts facility will house the Circuit Court, General District Court, Juvenile and Domestic Relations Court, detention facilities, and related administrative offices.

The facility provides 11 new courtrooms, including 5 Circuit Court, three General District, and three Juvenile & Domestic Relations. There are three separate points of ingress/egress and hallways for the general public, judges, and prisoners. Offices for the Commonwealth's Attorney, Juvenile Court Services, and the Portsmouth Sheriff will also be located in the facility. Special features include approximately 8,000 sq ft of green roof and high-density file storage.

• HRACRE 2012 Award of Excellence for Best Institutional / Public Building

"Taxpayers now have a building that should last them 60 to 70 years. And, anything that comes in ahead of schedule and under budget is a good thing."

~ Cynthia Morison, Clerk | Portsmouth Judicial Center

LOCATION:
Portsmouth, VA

SIZE:
207,000 sq ft

OWNER:
Tri City Developers
5801 Harbour View Blvd.
Suffolk, VA
Bob Williams
(757) 483-9800

ARCHITECT:
HBA Architecture &
Interior Design
One Columbus Center
Suite 1000
Virginia Beach, VA
Joseph A. Miller, AIA
(757) 490-9048

CONTRACT AMOUNT:
\$51,172,000

ROLE ON PROJECT:
General Contractor

COMPLETION DATE:
Aug 2012

DELIVERY METHOD:
CM-at-Risk

ROLE ON PROJECT:
Construction Manager

PROJECT MANAGER:
David Wright

SUPERINTENDENT:
Bob Barker



CHESAPEAKE SOCIAL SERVICES
PUBLIC FACILITY



DESCRIPTION: The Chesapeake Community Services Board building is a 36,090 sq ft, two-story office building. Constructed with a Steel Structural System, Brick/CM Veneer wall system, white TPO roof system, RTU/VAV Mechanical System, Brick and Split Face CMU Exterior, this building contains offices and meeting rooms for Chesapeake Social Services.

“Not only is the quality of the building outstanding, but the building was constructed much faster than any other City building of a similar size. You and your staff were very easy to work with. I know our building had a number of unusual features and you were able to accommodate them.”

~ Candice B. Walker, Executive Director | City of Chesapeake

LOCATION:
Chesapeake, VA

SIZE:
36,000 sq ft

OWNER:
Ellis-Gibson
Development Group
1081 19th Street
Suite 203
Virginia Beach, VA
John Gibson
(757) 497-7700

ARCHITECT:
HBA Architects
One Columbus Center
Suite 1000
Virginia Beach, VA
Bill Hargrove
(757) 490-9048

CONTRACT AMOUNT:
\$4,331,595

COMPLETION DATE:
July 2004

DELIVERY METHOD:
Design-Build PPEA

ROLE ON PROJECT:
Construction Manager

PROJECT MANAGER:
Bill Goggins

SUPERINTENDENT:
Pete Edwards



PORTSMOUTH SOCIAL SERVICES
PUBLIC FACILITY



DESCRIPTION: The Portsmouth Municipal building is a 135,000 sq ft, 4-story office building, including fit-up. This space includes offices, client meeting areas, and large meeting rooms.

"This sends thanks for the delivery of the above 135,000 sf office building in 150 days. No other General Contractor could have accomplished it. The complex public/private project established a new record and was completed under budget. The real foundation, however, is the professionalism and quality of your people. Thanks again."
~ Douglas D. Ellis, President | Ellis-Gibson Development Group

LOCATION:
Portsmouth, VA

SIZE:
135,000 sq ft

OWNER:
Ellis-Gibson
Development Group
1081 19th Street
Suite 203
Virginia Beach, VA
John Gibson
(757) 497-7700

ARCHITECT:
HBA Architects
One Columbus Center
Suite 1000
Virginia Beach, VA
Bill Hargrove
(757) 490-9048

CONTRACT AMOUNT:
\$10,861,200

COMPLETION DATE:
March 2001

DELIVERY METHOD:
Design-Build PPEA

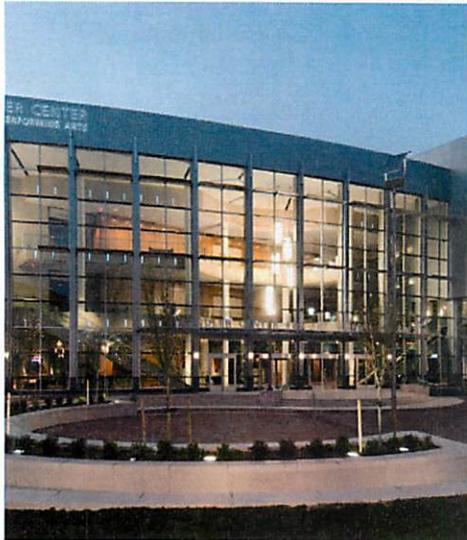
ROLE ON PROJECT:
Construction Manager

PROJECT MANAGER:
Dean Conklin

SUPERINTENDENT:
Danny Norwood



**SANDLER CENTER FOR THE PERFORMING ARTS
CULTURAL ARTS THEATRE**



DESCRIPTION: Clancy & Theys Construction Company, on a design-build contract, delivered the 86,000 sq ft Performing Arts Theatre for the City of Virginia Beach. At four stories, the theatre's front façade is transparent, allowing the interior public lobbies to be visible from the piazza. The 1,298 seating is provided in standard aisle arrangement including two balcony levels. The theatre is fully appointed and is complimented by a world class rehearsal hall, technical support rooms, performer support rooms and lounges, box office space, administration office space, VIP lounge areas and storage space.

Clancy & Theys received the City of Virginia Beach Minority Business Council Service Award as *Diversity Champion* for Exceptional Service Delivery for the Sandler Center Performing Arts, and has also received numerous other awards:

- 2007 HRACRE Best Recreation / Entertainment / Hospitality Project, Jurors' Award;
- 2007 HRACRE Best Interior Project, Award of Merit; and
- 2010 National Design-Build Excellence Award for the Public Sector - \$25-50M range.

LOCATION:
Virginia Beach, VA

SIZE:
86,000 sq ft

OWNER:
City of Virginia Beach
2405 Courthouse Center
Virginia Beach, VA
Everette Herndon
(757) 385-4131

ARCHITECT:
H+A Architects & Engineers
222 Central Park Ave,
Suite 1200
Virginia Beach, VA
John Crouse
(757) 222-2010

CONTRACT AMOUNT:
\$40,984,249

COMPLETION DATE :
October 2007

DELIVERY METHOD:
Design-Build

ROLE ON PROJECT:
Construction Manager

PROJECT MANAGER:
Bill Goggins

SUPERINTENDENT:
Bob Barker



**WELLS FARGO CENTER
OFFICE TOWER**



LOCATION:
Norfolk, VA

SIZE:
500,000 sq ft

OWNER:
S.L. Nusbaum
440 Monticello Avenue
1700 Wells Fargo Center
Norfolk, Virginia 23510
Tom Johnson
(757) 627-8611

ARCHITECT:
Davis Carter Scott
1676 International Drive
McLean, Virginia 22102
Doug Carter
(703) 556-9275

CONTRACT AMOUNT:
\$61,600,000

COMPLETION DATE:
Sept 2010

DELIVERY METHOD:
Design-Build

ROLE ON PROJECT:
Construction Manager

PROJECT MANAGER:
Chad Cowger

SUPERINTENDENT:
Mark Bowden

DESCRIPTION: The Wells Fargo Office Tower, located on the corner of Monticello Avenue and Charlotte Street in downtown Norfolk, is a mixed-use project. It includes a 22-story high-rise office tower with 258,000 sq ft of Class A office space over eleven floors. In addition to residential and retail portions, the project also included numerous tenant buildouts. Clancy & Theys, with multiple Design-Build contracts, constructed and installed high-tech conference rooms capable of video conferencing and many multi-media functions. The tower was outfitted with emergency risers and backup generators, allowing for uninterrupted operations in the event of an outage. The project totals just under 500,000 sq ft. The new office tower construction included office buildouts for Wells Fargo, Wilcox Savage, and Goodman & Company.

This project received LEED Gold certification for the 22-story high-rise office tower portion of the project, and has also received numerous other awards:

- 2010 HRACRE Best Interior, Award of Merit for the Wilcox & Savage build-out;
- 2010 HRACRE Best Interior, Award of Merit for the Wells Fargo build-out; and
- 2010 HRACRE Best Office Building, Award of Excellence for the Wells Fargo Office Tower.

"Thanks in large part to the efforts of Clancy & Theys, the Wells Fargo Center office tower exceeded its goal of LEED Silver certification, attaining LEED Gold-level... I highly recommend Clancy & Theys for projects similarly pursuing LEED certification, or other high performance building strategies."

~ Sandra Leibowitz, AIA, LEED Fellow
Managing Principal | Sustainable Design Consulting

APPENDIX A: TEAM MEMBER QUALIFICATIONS AND RELEVANT PROJECTS



Project Experience
with HBA Architecture & Interior Design



Project: **Dollar Tree Distribution Center, Phase I & II**
 Location: Marietta, Oklahoma
 Phase I: 604,000 sq ft | \$17,628,917 | January 2003
 Phase II: 402,300 sq ft | \$62,000,000 | August 2013 **in progress*

Project: **Dollar Tree Distribution Center** **not shown*
 Location: Windsor, Connecticut
 1,000,000 sq ft | \$62,000,000 | May 2013
 Owner: Dollar Tree Stores, Inc.
 Steve White, (757) 321-5009



Project: **Portsmouth Judicial Center**
 Location: Portsmouth, Virginia
 206,000 sq ft | \$51,978,000 | August 2012
 Owner: Tri City Developers
 Steve Lucas, (757) 966-7050



Project: **Wells Fargo Branch Bank Buildout**
 Location: Norfolk, Virginia
 5,200 sq ft | \$357,703 | June 2010
 Owner: Wells Fargo
 Jon Shaugnessy, (757) 638-5845



Project: **Canon IRT Building, Phase I & II**
 Location: Gloucester, Virginia
 Phase I: 103,000 sq ft | \$5,315,464 | March 1997
 Phase II: 75,000 sq ft | \$14,748,940 | November 2008
 Owner: Gloucester County IDA
 Doug Meredith, (804) 693-1415



Project: **CMA CGM**
 Location: Norfolk, Virginia
 80,000 sq ft | \$13,059,579 | March 2005
 Owner: CMA CGM America
 Ishac Nasri (retired), (804) 385-4451

PETERSBURG CITY HALL PPEA

APPENDIX A: TEAM MEMBER QUALIFICATIONS AND RELEVANT PROJECTS



Project: **Chesapeake Community Services Board**
Location: Chesapeake, Virginia
36,090 sq ft | \$4,331,595 | July 2004
Owner: Ellis Gibson Development Group
Doug Ellis, (757) 497-7700



Project: **HUDD Distribution Facility I & II**
Location: Chesapeake, Virginia
Phase I: 80,000 sq ft | \$11,983,767 | August 2003
Phase II: 220,000 sq ft | \$14,748,940 | May 2001
Owner: HUDD Distribution Services, Inc.
Terry Philpot, (757) 638-5845



Project: **TowneBank Harborview Operations Center**
Location: Suffolk, Virginia
58,240 sq ft | \$9,826,122 | June 2003
Owner: TowneBank
Keith Horton, (757) 638-6785



Project: **Portsmouth Parking Garage**
Location: Portsmouth, Virginia
167,000 sq ft | \$5,328,505 | December 2001
Owner: City of Portsmouth
Richard Hartman, (757) 393-8592



Project: **Portsmouth Social Services**
Location: Portsmouth, Virginia
135,000 sq ft | \$10,861,200 | March 2001
Owner: Ellis Gibson Development Group
Doug Ellis, (757) 497-7700

PETERSBURG CITY HALL PPEA

COMPANY PROFILE



711 Dawn Street | Richmond, VA | (804) 321-7822

COMPANY IDENTIFICATION

T. K. Davis Construction, Inc.
711 Dawn Street, Richmond, VA 23222
(804) 321-7822 ph. (804) 321-7823 fax
Email: tkdavis@tkdavis.com

COMPANY CREDENTIAL

Date of Incorporation:	4/12/2000	FEI/FIN No:	54-1990304
Duns No:	039700633	DMBE Registration No:	4867
SWAM Certification No:	004867	Contractors License No:	2705 056791A - Class A

COMPANY HISTORY

T.K. Davis Construction, Inc. was founded in January 2000. Mr. Thomas K. Davis serves as President and CEO of T.K. Davis Construction and is responsible for the overall organization and management of the company, and provides overall operations management in commercial and industrial construction and renovation projects. Prior to founding T.K. Davis Construction Company, Mr. Davis served as Vice President of Davis Brothers Construction Company, a family-owned general contracting and construction management firm founded in 1913 by Mr. Davis' great-grandfather. Mr. Davis was responsible for the direction of all business operations and business development in ensuring the growth of Davis Brothers Construction Company. Mr. Thomas K. Davis took Davis Brothers from annual sales of \$2 million per year to its current annual average dollar volume of \$35 million.

To ensure quality, Mr. Davis personally provides each of our clients with a detailed cost estimate, project schedule, and oversees all projects from beginning to end to ensure the projects are brought in on-time and within budget. At T.K. Davis, we differentiate ourselves from our competition by providing our clients expertise in all facets of the construction process. We have a very hands-on approach in providing our General Contracting, Construction Management and Design Build Services. This has produced successful results with return clients that include the City of Richmond, James Madison University, Virginia Union University, the former Ukrops Supermarket, RRHA and many partners.

OUR MISSION

We take pride in our work as we feel it is our way of "Touching the Future" by developing structures that will stand the test of time.

OUR SERVICES

Design-Build Services
Construction Management Services
General Contracting Services

AWARDS

Metropolitan Business League *Trail Blazer of the Year*, 2013
Richmond Public Schools *Distinguished Service for Corporate Partner*, 2013
Minority Construction Firm of the Year, 2002

INDUSTRY RECOGNITION

"Tommy Davis as a General Contractor and we as architects have known each other for nine years. His technical knowledge and experience in both general contracting and development is without peer. I highly recommend Tommy Davis as a Developer/Contractor." - Mr. Bland M. Wade, AIA of SMBW Architects, 804-782-2115

"Tommy Davis is a 100% can-do person that never compromises his principles. He lives with integrity, and demonstrates much enthusiasm for getting things done." - Mr. Sydney Gunst, Developer of Innsbrook, 804-347-4774

NOTEWORTHY FACTS

Mr. Davis comes from a family, whose general contracting and construction management experience dates back to 1913.

Mr. Davis has 23 years of experience offering General Contracting and Design-Build Services.

PETERSBURG CITY HALL PPEA



THOMAS K. DAVIS

President

SUMMARY

Mr. Davis provides leadership to position the company at the forefront of the construction industry and develops and implements a strategic plan to advance the mission and objectives to promote revenue, profitability and growth as an organization. Tommy oversees all company operations to insure production efficiency, quality, service, and cost-effective management of resources. He develops goals and policies for the company, markets and promotes the company and generates conceptual bids and negotiated bids for both industrial and commercial work, and oversees all phases of construction and coordination of subcontractors.

Additionally, Mr. Davis monitors quality control, layout, purchasing and the implementation of the safety program. He is responsible for overall company organization and management and provides operations management in commercial, industrial, renovation, and residential construction projects. His duties also include cost estimating, project scheduling and contract negotiation, and serves as the liaison with property owners/architects, engineers, subcontractors and suppliers for dissemination of information and execution of job tasks.

EXPERIENCE

Justice Center of Richmond, 450,000 sq ft - Richmond, VA
JMU CISAT A3b, 110,000 sq ft - Harrisonburg, VA
JMU Duke Hall, 120,000 sq ft - Harrisonburg, VA
Biggs Building Historical Renovation, 120,000 sq ft - Richmond, VA
UKROPS First Market Bank Renovation, 83,000 sq ft - Richmond, VA
UVA Copley Hill I & II, 142,000 sq ft - Charlottesville, VA

EDUCATION

James Madison University, B.S. Economics
George Washington University, Masters in Construction Management

ADDITIONAL EDUCATION AND TRAINING

Certification of Completion for Plan Reading and Estimating - Builders Exchange Association
Estimating course for Construction Management and Forecasting - JSRCC sponsored by Associated General Contractors
School of Engineering Safety Seminar - Howard University
Suretrac Scheduling by Primavera - George Washington University
Microsoft Project for Windows - George Washington University
Timberline Estimating Software - George Washington University

PROFESSIONAL ASSOCIATIONS AND MEMBERSHIPS

Commissioner, City of Richmond of Board of Code Appeals
Vice Chairman of the Membership Committee, Associated General Contractors
Past Chairman of the Board of Directors, Metropolitan Business League
Board of Directors, Urban League of Greater Richmond
Board of Directors, The Black History Museum

PETERSBURG CITY HALL PPEA



CHARLES E OWENS, JR.

Project Engineer

SUMMARY

Currently serves as Project Engineer, and coordinates all technical activities on assigned projects to include plans and schedules, and conducts and coordinates assigned engineering work. Monitors work for compliance to applicable codes, accepted engineering practices, and company standards. He cultivates effective communication and coordination on assigned projects between owners, team members, subcontractors, vendors, and project management; and all other disciplines and project participants. His responsibilities include evaluating project progress to ensure that all assigned personnel are coordinating their activities with other project participants, and the requirements of the contract are being satisfied. Additionally, he prepares and updates engineering schedules and forecasts; coordinates and monitors engineering deliverables; and prepares monthly project status reports and change orders.

Mr. Owens is also responsible for planning, scheduling, conducting and coordinating the technical and management aspects of projects. He is accountable for the successful completion of a project on-time and on-budget by maintaining extensive regular contact with assigned project clients, and acts as a liaison between them and the project team. And, he assists in the preparation of engineering project proposals; monitors budget and trend tracking; and participates in client/contractor meetings and resolves client/engineering and management project issues.

EXPERIENCE

Project Engineer

T. K. Davis Construction, Richmond VA
Richmond City Jail and Richmond Justice Center 2011 – in progress
Joint Venture – Tompkins + Ballard + Davis

Owner: City of Richmond, Owner Rep: CGL – Steve Ohm, (770) 716-0081
Architect: HOK Architectural & Engineering – James Kessler, (202) 944-1544

Consultant 2011 – present
Tucker Enterprises
Aberdeen Gardens, Hampton, VA

(BIM) Manager Sept. 2010 – present
Team Tidewater Unit 6, Hampton Roads VA
National Renewable Energy Laboratory (NREL)
Solar Decathlon 2011, Hampton Roads VA

EDUCATION

Master of Architecture, National Architectural Accrediting Board (NAAB) – Hampton University, GPA: 3.52, May 2011

CERTIFICATIONS & SKILLS

Skilled in A+ CAD, Adobe Photoshop-InDesign-Illustrator, MS Office, Google, SketchUp, Adobe, Hash, and Autodesk Revit.

BIM

Mr. Owens has been involved in both design and construction using Building Information Modeling (BIM). Autodesk Revit Architecture, MEP, Structure, Autodesk AutoCad, and NavisWorks are among other software utilized. He served as BIM Manager while and immediately after obtaining a Master of Architecture Degree. Currently, he runs weekly BIM coordination for the Richmond Justice Center project (approx. 444,000 GSF under construction since 2/12) which will, as a result of his efforts, drastically cut down on clashes among work of different trades out in the field. These experiences have given him a broad view of how BIM has and is being used industry wide among architects, engineers, and contractors.



HORACE DAVIS

Superintendent

SUMMARY

Currently serves as Superintendent and is responsible for the supervision, organization, planning, and scheduling of the physical execution of work on a project. He is the leadership and management representative for all field forces and directs the work of all subcontractors, including the coordination of schedules, performance evaluation and assessment of a project's progress, and the ability to achieve milestone dates.

Mr. Davis is commended for his sustained drive and individual success. He identifies and provides solutions to intricate operational problems and delivers optimum performance in a fast-paced and changing environment. Mr. Davis is a proven team player and an experienced, comprehensive Team Lead. His detail-oriented and strong multi-tasking abilities make him an asset to any project.

EXPERIENCE

Assistant Superintendent

T. K. Davis Construction, Richmond VA

The Virginia Union University Living & Learning Center 2013 – In Progress
78,000 sq. ft,
Richmond, VA
CM-at-Risk
Joint Venture – Turner + Davis

Owner: The Virginia Union University – David Gordon, (804) 342-3943
Architect: KEI Architects – Robert Easter, (804) 788-0880

Assistant Superintendent

T. K. Davis Construction, Richmond VA

Richmond City Jail / Richmond Justice Center 2012 – In Progress
412,000 sq ft
Richmond, VA
CM at Risk
Joint Venture – Tompkins + Ballard + Davis

Owner: City of Richmond, Owner Rep: CGL – Stephen D. Ohm, (770) 716-0081
Architect: HOK Architectural & Engineering – James Kessler, (202) 944-1544

Assistant Superintendent

T. K. Davis Construction, Richmond VA

James Madison University, JMU CISAT A3b 2010 – 2012
120,000 sq ft
Harrisonburg, VA
CM-at-Risk
Joint Venture – SKANSKA + Davis

Owner: James Madison University – Scott Rivenbark, (703) 351-2706
Architect: Einhom Yeffee Prescott Architectural & Engineering – (202) 471-5000

EDUCATION

High School Diploma, 1981

PETERSBURG CITY HALL PPEA

HBA PROFILE

HBA Architecture & Interior Design's reputation is defined by the success of every project we deliver. When our clients entrust us with the critical task of creating quality, sustainable architecture, we 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 our clients' lives and businesses, our community, and the environment. Since 1974, HBA has pursued these goals, and takes pride in the successes that have earned us a well-respected name throughout the region.

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

HBA has been recognized by numerous local, regional, and national committees for excellence in design development and commitment to the community: The City of Virginia Beach Planning Commission, Hampton Roads Association for Commercial Real Estate, the National School Board Association, and the Department of Defense. Additionally, HBA has been chosen as one of the "Best Places to Work in Hampton Roads" by Inside Business Magazine three separate times.

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

HBA employs 43 qualified individuals. We are active in numerous professional organizations, provide scholarships for public school students, and have donated professional services for the Children's Museum of Virginia, the Railroad Museum of Virginia, and many more organizations.

We routinely participate in local charitable events, such as the Junior Achievement's Annual Bowl-a-Thon, Adopt-a-Highway, CANstruction (which provides food to the Food Bank of South

Hampton Roads), and the Polar Plunge at the Virginia Beach Oceanfront (raising money for the Special Olympics of Virginia).



AUTHORIZED REPRESENTATIVES

- William H. Hargrove, III, AIA - Chairman
- Bruce Prichard, AIA - President, Managing Principal
- C. Michael Ross, AIA, REFP - Senior Vice President
- Joseph D. Bovee, AIA - Senior Vice President
- Michael P. Molzahn, AIA - Vice President
- **Joseph A. Miller, AIA - Vice President - Principal in Charge for this project**
- Michael J. Winner, AIA, LEED AP BD+C - Vice President
- Richard S. Corner, AIA - Principal

In almost 40 years of practice, certain achievements have anchored HBA as a leader in the architectural community:

- 75% of HBA's current work is generated from repeat clients—those who have experienced, and wish to continue, a successful relationship with our firm;
- HBA has never missed a project schedule, nor exceeded a project budget; and
- Dedication to design quality has earned our firm national awards and recognition among professional organizations.

It is HBA's practice to understand and respond to the Owner as a professional team, to evaluate your objectives and needs, and produce the best possible design for an appropriate and reasonable fee. HBA remains dedicated to the values and responsibilities of developing safe, economical designs within your established budget and schedule.



WILLIAM H. HARGROVE, III, AIA
[MANAGING PRINCIPAL]



MUNICIPAL

- Portsmouth Annual Services
- Portsmouth Judicial Center, Portsmouth, Virginia
- Chesapeake Community Services Board Building, Chesapeake, VA
- Department of Behavioral Healthcare Services Programming, Portsmouth, VA
- The Portsmouth Library, Churchland Branch, Portsmouth, VA
- Children’s Museum of Virginia, Renovations and Addition, Portsmouth, VA
- Portsmouth Social Services Building, Portsmouth, VA
- YMCA Expansion, Portsmouth, VA
- Hog Island Fresnel Lens Exhibit Pavilion, Portsmouth, VA
- Railroad Museum of Virginia, Portsmouth, VA
- Court / Jail Master Plan Study, Portsmouth, VA
- Hog Island Fresnel Lens Shelter, Portsmouth, VA
- Elks Club, Portsmouth, VA
- The Opportunity House Renovation/ Addition, Portsmouth, VA
- Light Ship Museum (Waterbase), Portsmouth, VA
- Portsmouth Information Center/ Booth Design Services, Portsmouth, VA
- Executive Study for Manning Convalescent Home, Portsmouth, VA
- 1st Union Bank Facilities Study, Portsmouth, VA
- Circuit Court Building 2nd Floor Renovations, Portsmouth, VA
- Portsmouth City Retail Parking Garage, Portsmouth, VA

YEARS OF EXPERIENCE

46 years (Since 1968)

REGISTRATION

Virginia / 1973 / #3197; North Carolina / 1981 / #3610; NCARB Certified / 1981 / #24875

EDUCATION

Architectural Studies / 1962 / ICS Architectural Institute

PROFESSIONAL QUALIFICATIONS

Mr. Hargrove is a founding principal of HBA. He is a native of Hampton Roads. He has been personally involved with the sustainability and growth of Hampton Roads socially and professionally throughout his life. He is the primary contact for numerous Municipal State and Federal projects.

For over 25 years Mr. Hargrove has served the community in various capacities including serving on many City boards and commissions. Bill is the Chairman of HBA and it is his vision and creativity that has provided the foundation from which we have grown and prospered.

APPENDIX A: TEAM MEMBER QUALIFICATIONS AND RELEVANT PROJECTS



JOSEPH MILLER, AIA
[PRINCIPAL-IN-CHARGE]

ARCHITECTURE
INTERIOR DESIGN
MASTER PLANNING
FACILITIES CONSULTING
INTERIOR ARCHITECTURE
SUSTAINABLE DESIGN



your architect.

MUNICIPAL PROJECTS:

- Portsmouth Judicial Center, Portsmouth, Virginia
- Suffolk Municipal Center/ E-911 Call Center, Suffolk, Virginia
- Suffolk Police Building, Suffolk, Virginia
- Chesapeake Beach Fire Station, Virginia Beach, Virginia
- Fire Station #21, General Booth Boulevard, Virginia Beach, Virginia
- Law Enforcement Training Academy, Virginia Beach, Virginia
- Courts Facility Study/ Master Plan, Portsmouth, Virginia
- Judicial Center Facility Utilization Study, Virginia Beach, Virginia
- Courts Facility Study/Master Plan, Portsmouth, Virginia
- Virginia Beach Administration Building #1 Graphics Modernization, Virginia Beach, Virginia
- Virginia Beach Administration Building #2 3rd Floor Renovations, Virginia Beach, Virginia
- Portsmouth Behavioral Healthcare Services Building, Portsmouth, Virginia
- Courts / Jail Master Plan Study, Portsmouth, Virginia
- Circuit Court Building 2nd Floor Renovations, Portsmouth, Virginia
- Public Safety Building Facility, Utilization Study, Virginia Beach, Virginia

YEARS OF EXPERIENCE

29 years (Since 1983)

REGISTRATION

Virginia / 1991 / #0401 008137

EDUCATION

BS / Architecture / 1983 / Lawrence Technological University, Southfield, Michigan

PROFESSIONAL QUALIFICATIONS

With almost 30 years of experience, Mr. Miller has gained expertise in many project areas: Commercial, Public Order & Safety, and Public Assembly spaces. Joe guides HBA's team and will assume overall responsibility for the project's documentation. As Project Manager and Consultant Point of Contact, Joe will be the Owner's day to day point of contact. He will oversee the production effort of the team, coordinate the architectural effort with those of our engineers, and oversee the production of the final construction documents. He will also conduct building code research for the project's design.



MARIUSZ MIJAL, AIA
[PROJECT MANAGER]



- MUNICIPAL**
- Suffolk Municipal Center/ E911 Call Center, Suffolk, Virginia
 - Portsmouth Behavioral Health Center, Portsmouth, Virginia
 - Fredericksburg City Hall (design proposal), Fredericksburg, Virginia
 - Fallen Heroes Memorial, Portsmouth, Virginia
 - Virginia Beach Town Center Fire Station (design proposal), Virginia Beach, Virginia
 - Portsmouth Judicial Center, Portsmouth, Virginia
 - Childrens Museum of Virginia, Portsmouth, Virginia
 - Princess Anne Medical Complex - Sentara, Virginia Beach, Virginia

YEARS OF EXPERIENCE
16 years (Since 1997)

REGISTRATION
Virginia / 2008 / #0401 014032

EDUCATION
MArch / 1997 / Technical University of Lodz, Institute of Architecture & Urban Design / Poland

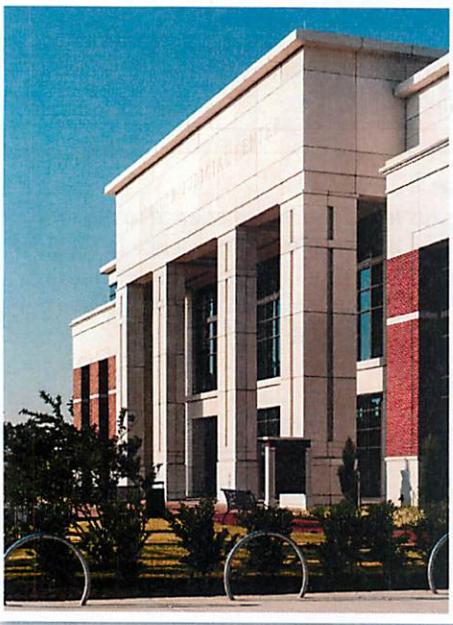
PROFESSIONAL QUALIFICATIONS

Mariusz, a native of Poland, brings his international experience to the firm with strength stemming from a diverse background of experience in the field of architecture. As Project Architect Mr. Mijal will guide the project through preliminary design with the guidance of the Principal-in-Charge and Managing Principal and support from the entire design team.

Mariusz will play an integral role in all phases of the project including the design phase.

APPENDIX A: TEAM MEMBER QUALIFICATIONS AND RELEVANT PROJECTS

Perhaps the greatest tool the HBA team brings to Municipalities is our recent experience with Public Safety buildings and an extensive relationship with Cities and Counties throughout the Commonwealth of Virginia, the result is a thorough appreciation of our client and building type. It is this understanding and experience, driven by our innovative processes, and strong team leaders, that gives HBA the edge needed to bring success to our projects. We are also known for our unique design process, thorough documentation, and out of the box thinking. Some of the most useful tools that the HBA team utilizes to stretch the City's dollars is designing spaces that can be appropriately used for various functions as well as repurposing the existing. Program spaces that sit empty during long periods during the day are a burden on the overall efficiency of any facility, while existing facilities to be replaced can often serve as an interesting piece to the final solution of a new space.



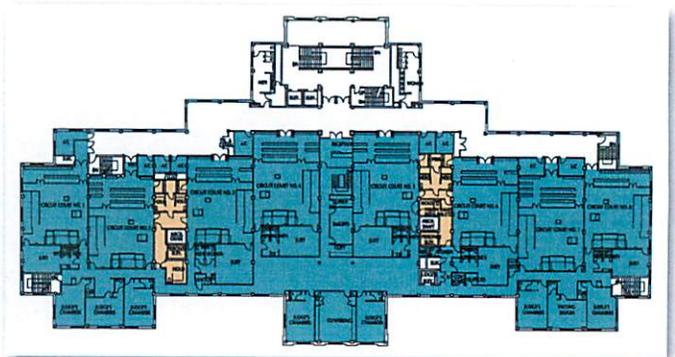
The HBA design team has extensive experience in working with local governments and the public in the design of civic facilities. We understand that municipalities are stewards of the taxpayers' money and our cost-effective design solutions result in functional and efficient facilities. We have almost 40 years' experience serving municipalities in a wide variety of similar projects with experience on over 12 city and county annual/term contracts (many of which we have held for over a decade) encompassing hundreds of projects from minor studies to large municipal complexes. We are well known for our designs and solutions that enhance the locality, and transcend the mere solving of a problem. We create spaces that satisfy the needs of your program while enhancing the performance, productivity, and enjoyment of its users. We build with respect for the community working to achieve the goals set forth for future



development, the desires of the local residents, with integrating with the context of the existing environment. Our ultimate goal is a project that makes the City successful.

MUNICIPAL EXPERIENCE

- VB Development Authority Annual Contract, Virginia Beach, VA
- City of VB Annual Contract, Virginia Beach, VA
- Beach Garden Park, Virginia Beach, VA
- Kempsville Greens Clubhouse, Virginia Beach, VA
- Little Island Park Restrooms, Virginia Beach, VA
- General Booth Fire Station No.21, Virginia Beach, VA
- Fire/EMS Station Master Plan Study, Virginia Beach, VA
- Decontamination Stations for Fire Stations #2 & #18, Virginia Beach, VA
- Virginia Beach Courthouse Electrical/ Structural Investigation and Renovation, Virginia Beach, VA
- Automatic Doors at Seatack and Kempsville Rec Center, Virginia Beach, VA
- Real Estate Assessment/Mounted Police, Virginia Beach, VA
- Facilities Master Plan for Public Works Operations, Virginia Beach, VA
- Virginia Beach Pavilion Renovation/Expansion Study, Virginia Beach, VA
- London Bridge Fire Station, Office Renovation/ Feasibility Study, Virginia Beach, VA



- VB ADA "9" Bldg. Modifications, Virginia Beach, VA
- Princess Anne Recreation Center Atrium Roof, Virginia Beach, VA
- Law Enforcement Training Academy, Virginia Beach, VA
- VB Bus/Garage Maintenance Addition, Virginia Beach, VA
- Judicial Ctr Facility Utilization Study, Virginia Beach, VA

PETERSBURG CITY HALL PPEA

APPENDIX A: TEAM MEMBER QUALIFICATIONS AND RELEVANT PROJECTS

- Public Safety Bldg Facility, Utilization Study, Virginia Beach, VA
- Portsmouth Annual Services Contract, Portsmouth, VA
- Portsmouth Judicial Center, Portsmouth, VA
- Court / Jail Master Plan Study, Portsmouth, VA
- Hog Island Fresnel Lens Shelter, Portsmouth, VA
- Elks Club, Portsmouth, VA
- The Opportunity House Renovation/Addition, Portsmouth, VA
- Behavioral Services, 70,000 SF Office Building (Conceptual Design), Portsmouth, VA
- Light Ship Museum (Waterbase), Portsmouth, VA
- 1st Union Bank Facilities Study, Portsmouth, VA
- Circuit Court Building 2nd Floor Renovations, Portsmouth, VA
- Portsmouth City Retail Parking Garage, Portsmouth, VA
- FEMA Study - Sears Building, Portsmouth, VA
- Churchland Park Master Plan, Portsmouth, VA



- McGuire Woods Legal Offices Law Libraries, Various Locations, VA and DC
- Wilcox and Savage Legal Office Law Library Renovations, Norfolk, VA
- Vandeventer Black Legal Office Law Library Renovations, Norfolk, VA
- Multi-Purpose Teleconference and Learning Center, Virginia Beach, VA

HISTORIC PROJECTS

- Chippokes Plantation State Park Alteration/Renovations to Tenant Housing, Surry, VA
- Conversion of Historic Officer Family Quarters Buildings 705 & 706, Norfolk Naval Shipyard, Portsmouth, VA
- Repairs to Command Quarters A, Naval Medical Center, Portsmouth, VA
- Relocate Commanding Officers Quarters, Naval Medical Center, Portsmouth, VA
- Francis Land House Renovations, Virginia Beach, VA
- Whitehurst Buffington House Renovations, Virginia Beach, VA
- Various Projects (including renovations/additions to the Wren Building, Old Dominion Hall, Monroe Hall, Tyler Hall, Marshall Wythe Hall, Tucker Hall) - The College of William & Mary, Williamsburg, VA

MUSEUM/ EXHIBIT PROJECTS

- Children's Museum of Virginia, Portsmouth, VA
- Railroad Museum of Virginia, Portsmouth, VA
- Lightship Museum, Portsmouth, VA
- Virginia Sports Hall of Fame, Portsmouth, VA
- Hog Island Fresnel Lens Exhibit Pavilion, Portsmouth, VA
- Jamestown-Yorktown Foundation Pathways of Discovery, Jamestown Settlement, VA

LIBRARIES

- South Norfolk Branch Library, Chesapeake, VA
- Portsmouth Public Library, Churchland Branch, Portsmouth, VA
- Children's Museum of Virginia Renovation/ Addition, Portsmouth, VA
- Ohel Sholom Temple/ Library, Norfolk, VA
- Kellam High School Library, Virginia Beach, VA
- Virginia Beach Middle School Library, Virginia Beach, VA
- Pembroke Meadows Elementary Library, Virginia Beach, VA
- Berkley Middle School Library, Virginia Beach, VA
- Churchland High School Library, Portsmouth, VA
- Jamestown High School Library, Williamsburg, VA
- Tallwood High School Library, Virginia Beach, VA
- Currituck High School Library, Currituck County, NC
- Princess Ann High School Media Center, Cafeteria & Arts Additions, Virginia Beach, VA
- Ocean Lakes Elementary School Library, Virginia Beach, VA
- Kaufman and Canoles Legal Offices Law Libraries, Various Locations, Hampton Roads



PETERSBURG CITY HALL PPEA

PORTSMOUTH JUDICIAL CENTER



LOCATION:
Portsmouth, Virginia

CLIENT:
Tri City Developers
5801 Harbour View Blvd
Suffolk, VA
Mr. Robert T. Williams
(757) 966-7050

SIZE:
206,000 sf

CONSTRUCTION COST:
\$51,978,000

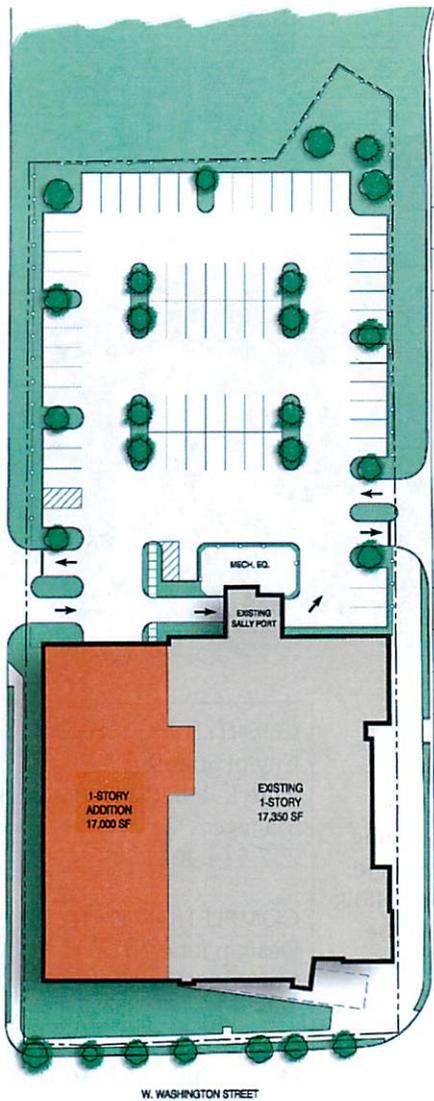
DESIGN SCHEDULE: 9
months

CONSTRUCTION SCHEDULE:
September 2010- July
2012

The new City of Portsmouth Courts facility includes the complete renovation of an existing one- and two-story office warehouse building (approximately 103,700 square feet), along with a new three-story addition (approximately 103,000 square feet). The new courts facility will replace the existing courts facility that was constructed approximately 40 years ago and has reached its useful life. The city's new courts facility will house the Circuit Court, General District Court, Juvenile and Domestic Relations Court, and related administrative offices. The facility provides 12 new courtrooms, including six Circuit Court, three General District, and three Juvenile & Domestic Relations. Offices for the Commonwealth's Attorney, Juvenile Court Services, and the Portsmouth Sheriff will also be located in the facility.



SUFFOLK POLICE ADMINISTRATION BUILDING



The project includes an addition of approximately 10,000 square feet to the existing Police Administration Building. The building addition will include space for an expanded Chief's office suite, Property and Evidence storage and Forensics vehicle bay, Miscellaneous storage, and space for Classroom/ Future Growth. The project includes closure of Spring Street to expand parking in the former Spring Street area and the parcels to the north of Spring Street that have been acquired by the City of Suffolk. Pender Street will be modified and widened to convert to two-way traffic from the former location of Spring Street south to Washington Street to maintain access to existing residential parcels north of Spring Street. The project is being completed in conjunction with the development of a new Municipal Center for the City of Suffolk that will be located across the street.

CLIENT:
City of Suffolk

Size:
~ 10,000 sf addition
17,350 sf existing

Construction Cost:
TBD

COMPLETION DATE:
Design: June 2013
Construction: June 2014

ARCHITECTURE
INTERIOR DESIGN
MASTER PLANNING
FACILITIES CONSULTING
INTERIOR ARCHITECTURE
SUSTAINABLE DESIGN



your architect.

SUFFOLK MUNICIPAL CENTER/ E-911 CALL CENTER



The proposed new facility will be a combined Municipal Building and E-911 Call Center, consolidating many of the city's departments currently in other locations into one building. Some of the main components include E-911 Call Center, City Manager's offices, Council Chambers, large public lobbies and meeting spaces, and office spaces for municipal departments. The facility is proposed to be a two-story 115,000 sf building that will be located on the corner of West Washington Street and Henley Place, with the front façade being prominent on West Washington Street. The site is located in the Suffolk Historic & Cultural Conservation Overlay District and the project shall comply with the Historic District Design Guidelines. The existing municipal building, E-911 call center and associated tower shall remain operational until the new facility is occupied and the new E-911 Call Center and Radio Tower commissioned and operational.

The proposed municipal center will be LEED Silver "Certifiable", incorporating sustainable design features.



CLIENT:
City of Suffolk
Patrick Roberts, Deputy City
Manager
757.514.4011

COMPLETION DATE:
Design: June 2013
Construction: April 2015

CONTRACTOR:
Design-Build with Armada-
Hoffler Construction

SIZE:
115,000 sf

ADHERENCE TO BUDGET:
Owner's Budget:
\$23,000,000
Estimated Cost: \$23,000,000

PORTSMOUTH SOCIAL SERVICES



CLIENT:
City of Portsmouth
Department of Public Works
801 Crawford Street
Portsmouth, VA 23704
Richard Hartman, Director
757.393.8592

SIZE:
135,000 sf

CONSTRUCTION COST:
\$10,530,000

COMPLETION DATE:
2000

The Portsmouth Social Services Building was a public/private partnership between the City of Portsmouth, Ellis Gibson Development Group, Clancy & Theys Constructions Company and HBA. HBA worked with the City's Social Services and Health Department and the rest of our team to complete the design and begin construction within two months of beginning the work on the project. The entire project was completed from concept to occupancy in less than nine months.

The site for this project was selected to locate the departments near the community they serve. An existing building previously housing the functions was demolished once this structure was completed to afford off-street parking. The design provides four floors of approximately 33,500 square feet each. Elevators and all core facilities were carefully located to optimize each floor plate and economize construction. Each department layout was custom designed for the user. HBA's Interior Design Department worked closely with each occupant to develop a floor plan and open office concept to best utilize both existing and new systems furnishings, as well as to design all interior finishes. HBA and the entire design team carefully evaluated the most economical and best construction techniques possible to develop this project. The Exterior is comprised of brick veneer, split faced block, and exterior insulation and finish system.



ARCHITECTURE
INTERIOR DESIGN
MASTER PLANNING
FACILITIES CONSULTING
INTERIOR ARCHITECTURE
SUSTAINABLE DESIGN



your architect.

PORTSMOUTH LIBRARY CHURCHLAND



CLIENT:
City of Portsmouth
801 Crawford Street
Portsmouth, Virginia 23704
Jeff Harper
757.393.8592

SIZE:
20,564 sf

CONSTRUCTION COST:
\$5,443,850

COMPLETION DATE:
March 2009

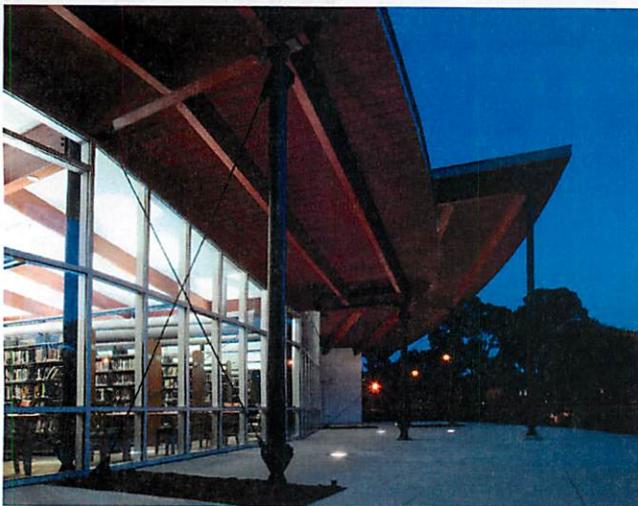
PROJECT SCHEDULE:
Scheduled: 12 months
Actual: 18 months (due to
Owner's change in scope)

A community project in its truest form, this 20,564 square foot state-of-the-art library was designed around the collective needs of its local civic groups, diverse neighborhoods, associations, and city-wide agencies.

Adjacent to a recently renovated YMCA, this remarkable structure adds greater function and even more recreational/educational opportunities for citizens of all ages. The white ground face CMU veneer and aluminum window systems exterior is sleek and contemporary, yet remains in perfect

harmony with its immediate surroundings. Long, blue reflective glass in aluminum storefronts and curtain wall systems add depth and character to the overall dimension of the building, while reflecting the natural beauty of the new landscape. The design incorporates organic themes with an explosion of natural light.

In keeping with the community hub concept, the unique semi-circular design houses over 7700 square feet of lobby and adult library space, 5900 square feet of space for a children-focused library and meeting rooms, and over 6500 square feet for young adults, library staff, and support services, as well as offices for the City Treasurer.



PETERSBURG CITY HALL PPEA



VHB at a Glance

Established in 1979

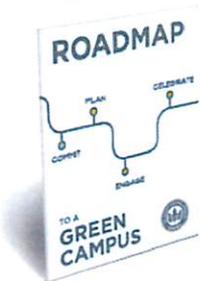
22 offices throughout the east coast

900+ engineers, planners, and scientists on staff

Ranked #78 of Top 500 U.S. Design Firms by *Engineering News-Record*

Ranked #46 of Top 100 Green Design Firms

Collaborated with the U.S. Green Building Council on *Roadmap to a Green Campus*



VHB assisted the City of Richmond to develop a Sustainability Plan that established a cohesive set of sustainability strategies, implementation plans, and metrics for achieving the Mayor's triple bottom line goals of sustainability.

VHB Overview

Since our founding in 1979, VHB/Vanasse Hangen Brustlin, Inc. has worked with hundreds of municipalities, assisting them as they address their population growth and development objectives. Whether a small community center, school, or library, municipal buildings are critical to the social, cultural, and economic health and wealth of the region. We have helped municipal clients with a range of projects from concept to construction, resulting in some of the most user-friendly and environmentally conscious facilities in the country.

When addressing issues such as aging facilities, patron preferences, capacity needs, grant obligations, or a combination of factors, VHB is at the forefront of collaborating with our municipal clients as they build for the future. We bring an integrated approach to each client and project with the requisite skills in transportation, civil engineering, environmental resource planning, community planning, and landscape architecture. By incorporating an innovative, sustainable design approach within our practice, we create environments that endure.

Actively operating in the Virginia region for more than 20 years, four full service offices are located in Richmond, Virginia Beach, Williamsburg and Tysons Corner; staffed by 140 engineering professionals. VHB has worked extensively with municipalities across the state of Virginia to assist in making their project goals a reality. VHB has extensive experience working on the University of Virginia campus and many projects related to the Petersburg City Hall project, including:

- Henrico County Gayton Library Improvements
- Henrico County Varina Library
- Henrico County Dumbarton Library
- Virginia Commonwealth University - Cabell Library Expansion
- James Madison University - CISAT Library Landscape Improvements
- Old Dominion University - University Village Bookstore
- Old Dominion University - Perry Library Plaza Modifications
- Norfolk State University - Library Construction Administration
- York County Library Wetland Mitigation
- Richmond Montessori School
- Martin Luther King Middle School Renovation
- Maymont Park
- Richmond Public Schools
- The Faison School - Autism Center of Virginia

PETERSBURG CITY HALL PPEA



Scott Chapman, PE

Senior Project Manager

Richard Bland College, Engineering On-Call Services, Petersburg, VA

Mr. Chapman was project manager for as-needed engineering services, providing assistance for investigations, studies, reports, design of small projects and related services to include stormwater management, drainage design, grading, erosion and sediment control, site assessment, environmental and hazardous materials assessments and remediation.

Richard Bland College, Science and Technology Building, Petersburg, VA

Mr. Chapman was project manager/coordinator for oversight of site/civil engineering and design services for a 50,000-square-foot building that will house student laboratories. VHB responsibilities include preliminary drawings, working drawings, early-release erosion and sediment control plans, survey services, environmental impact reports construction phase administration, and oversight of archaeological study subconsultant. VHB prepared the Virginia Stormwater Management Program (VSMP) and stormwater pollution prevention plan (SWPPP) documentation and coordinated efforts with the Department of Conservation and Resources (DCR) to obtain these

Virginia Commonwealth University, Richmond, VA, Cary & Belvedere Residential College & Parking Facility

Mr. Chapman was responsible for project oversight and construction administration for a new housing and deck project. During the construction phase, the project required coordination between the two separate, but connected uses for fire and domestic water services, loading dock areas, and stormwater management solutions. VHB was responsible for site/civil design and BCOM approvals.

Dinwiddie County Annual Services Contract, Dinwiddie County, VA

Mr. Chapman was project manager for as-needed engineering services providing assistance for investigations, studies, reports, design of projects and related services. Projects included the County's Commerce Park and Sports Complex. The Commerce Park is a 180-acre development planned for industrial and commercial uses; the Sports Complex is an approximate 36-acre Sports Complex that includes four regulation baseball fields, a football field, two large soccer fields for practice and games, concessions buildings, a press box, and parking and utilities. For all County projects, VHB has been leading the efforts in coordinating Virginia Stormwater Management Program (VSMP) and stormwater pollution prevention plan (SWPPP) permitting with the Department of Conservation and Recreation (DCR).

Varina Area Library, Henrico County, VA

Project Manager for a new area library in eastern Henrico County. The library is planned as a 43,000 square foot building expandable to 60,000 square feet and is set into the side of a moderately sloping hill on the site. The design includes over 1,000 linear feet of water line extension, approximately ¼-mile of roadway improvements, and 200 parking spaces. VHB responsibilities include survey, environmental assessments and permitting, traffic study, roadway design, stormwater management, site plans and permitting, LEED design, and construction observation.

Mr. Chapman is a Senior Project Manager in VHB's Land Development group. His work focuses on layout, grading, and drainage on multi-disciplinary land development projects.

20 years of professional experience



Scott Chapman, PE

Continued, p. 2

Dumbarton Area Library, Henrico County, VA

Project Manager for a new area library in Henrico County. The library is planned as a 40,000 square foot building expandable to 60,000 square feet located within a larger development known as Staples Mill Centre. Staples Mill Centre is a planned, high-density urban mixed-use project that renovates a blighted area of the County. VHB responsibilities include survey, site plans and permitting, LEED design, and construction observation.

Gayton Library Improvements, Henrico County, VA

Project Manager for improvements to the Gayton Library. VHB designed a new book drop-off and mechanical yard areas and is assisting with a new assignment to remedy drainage issues at the main entrance. VHB also supported the architect with LEED compliance.

Martin Luther King Middle School Renovation, Richmond, VA

Mr. Chapman is the Project Manager for a new replacement school for the Martin Luther King Middle School. The new 153,000 sf school will replace a 45-year-old building and includes renovation of an 800-seat auditorium and is being designed for LEED Silver.

Richmond Montessori School, Henrico County, VA

Mr. Chapman is the Project Manager for expansion of the Richmond Montessori School on Parham Road. Working with BCWH, VHB designed Phase 1 of the expansion to the North Campus which includes demolition of an existing building, a new 7,500 SF education building, a new loop road for parent drop off and pick up, and new right turn lane. VHB worked with County Public Works to determine an appropriate retrofit of the existing underground stormwater system with significant savings to the client.

Blue Ridge Community College, Weyers Cave, VA, Student Center

Mr. Chapman was responsible for project oversight and construction administration for a new 35,000 sf student center. The complex site construction required close coordination with the construction team in order to achieve the best solutions for erosion control and overall earthworks balance. VHB was responsible for site/civil design and BCOM approvals.

Education	BS, Civil Engineering, Old Dominion University, 1993
Professional Registrations/ Certifications	Professional Engineer, Civil Engineering VA 2000 (reg. # 033557)
Affiliations/ Memberships	International Council of Shopping Centers



WAUKESHAW DEVELOPMENT, INC

280 Madison Street, Petersburg, Virginia 23803

p. 804/677-5728 f. 804/715-9286

John David McCormack, president of Waukeshaw Development, Inc., is leading revitalization and rehabilitation efforts in the Tri-Cities area of Virginia. Current adaptive reuse and historic tax credit developments, in varying project stages, comprise more than 350,000 square feet and reflect a value of more than \$45 Million.

Mr. McCormack recently completed Phase III of the Mayton Transfer Lofts, a \$26 million adaptive reuse/ warehouse rehab into 109 apartments on East Bank Street in Old Town Petersburg, Va. Phase I and II are already complete, with occupancy now over 95%. The Lofts are two blocks from the Appomattox Harbor and riverfront and anchor the redevelopment of Petersburg's entire eastern historic district.

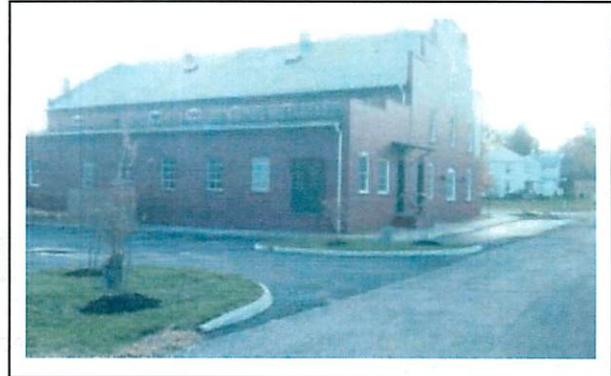
In 2013 Waukeshaw Development will continue its push through Petersburg's East Bank St corridor. With successful projects at 215 E Bank St. (the Southern Express Lofts and anchor Demolition Coffee Co.) and 234 E Bank St. (the site of the Petersburg Pickers Warehouse) now behind it, development is set to begin on The Nash, a 12,000 SF mixed-use project, and a yet-unnamed 73-unit mixed-used project at 219 E Bank St. All commercial tenants have been secured, financing has been committed, and both are in plan review.

McCormack is also a co-developer of the Mallonee School in Hopewell, VA, a \$6M+ project that converted the historic structure into 50 market-rate units. The project comprises one-, two- and three-bedroom units built with the growth of the military population around Fort Lee in mind. He also recently completed the Blackstone Lofts – the conversion of a historic tobacco building into 25 market rate units in Blackstone, VA.

As the owner of Plum Street Partners, McCormack directly oversees the property management of more than 300 units, and has a 15-year track record of successful management of market-rate apartments.

BLACKSTONE LOFTS

2nd & Lunenburg Streets, Blackstone, Virginia



PROJECT TEAM

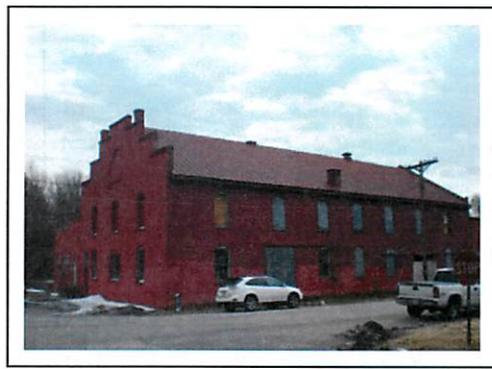
Developer: Waukeshaw Development, Inc.
Contractor: Haase, Inc.
Architect: The Yellow Room
Lender: Virginia Community Capital /VHDA

PROJECT DETAILS

- 18,000 total square feet
- 25 market rate apartments
- Project cost: \$2.5M

PROJECT NARRATIVE

The Blackstone Lofts are the most recent incarnation of the old 'Plantation Tobacco' building at the corner of 2nd and Lunenburg Streets in downtown Blackstone, Virginia. Purchased from a private owner in 2009, the building was an obsolete shell, but an important reminder of the tobacco history that drove the economy in the region for so many years. Waukeshaw planned 25 market-rate units for the building, in an area where only low-income apartments had been built for 30 years. Conventional wisdom held that low rents and subsidized housing were all that was viable. The \$2.5M project, financed by Virginia Community Capital and State and Federal Historic Tax Credits, was completed at the end of 2011 and opened the following January. The project now enjoys 100% occupancy—it rents at more than 10% of the developer's original projections. Blackstone mayor Billy Coleburn recently called it "one of the most important things to happen to Blackstone in all of 2012".



Waukeshaw Development, Inc. • J. David McCormack • T: 804.677.5728 • F: 804.414.7054 • [johndavidmccormack@gmail.com](mailto: johndavidmccormack@gmail.com)

PETERSBURG CITY HALL PPEA

APPENDIX A: TEAM MEMBER QUALIFICATIONS AND RELEVANT PROJECTS

HOPEWELL LOFT APARTMENTS
1201 W. City Point Road, Hopewell, Virginia



PROJECT DETAILS

57,664 total square feet
50 apartments, storage units, meeting space
Project Cost: \$6M

PROJECT TEAM

Developer: Echelon Resources/Waukeshaw Development
Architect: Commonwealth Architects
Contractor: Haase, Inc.
Lender: Union First Market

PROJECT NARRATIVE

The Hopewell Lofts is the beautiful conversion of the historic James E. Mallonee Middle School (c. 1925) in downtown Hopewell, Virginia.

Just five miles from Fort Lee and a stone's throw from the James River, Hopewell Lofts is within immediate walking distance to shops and restaurants, as well as the Tri-city's rich Antebellum history. The building is adjacent to Merner Field, an active sports venue for the entire Hopewell community.

Built on a campus-like setting ringed by mature live oak trees, the Lofts feature high ceilings, hardwood floors and remarkable natural light.

There are 50 apartment homes that enjoy a clubroom space in the historic auditorium, on-site storage, free on-site parking, refinished terrazzo floors, and some old chalkboards too!

As part of the redevelopment, the property was individually listed on the National Register of Historic Places, and the project utilized federal and state historic rehabilitation tax credits. The Historic Hopewell Foundation named the Hopewell Lofts the best preservation project of 2010.

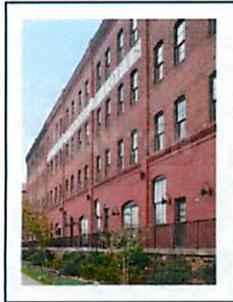


Echelon Resources, Inc. • T: 804.767.5990 • F: 866.889.3708 • info@echelonresourcesinc.com

Waukeshaw Development, Inc. • T: 804.677.5728 • F: 804.414.7054 • john davidmccormack@gmail.com

MAYTON TRANSFER LOFTS

250-316 E. Bank St., Petersburg, Virginia



PROJECT TEAM

Developer: Waukeshaw Development, Inc.
Contractor: Capstone Contracting, Inc.
Architect: Commonwealth Architects/ The Yellow Room
Lenders: BB&T, StellarOne

PROJECT DETAILS

Size: 220,000 SF
220 market rate apartments
Project Cost: \$26M

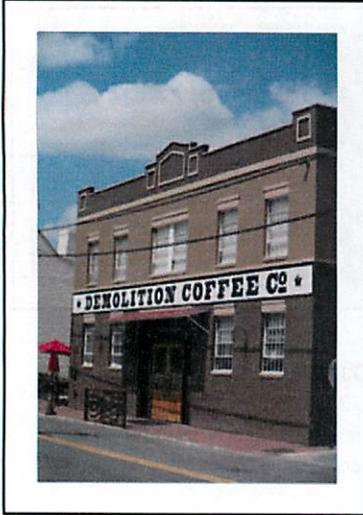
PROJECT NARRATIVE

The Mayton Transfer Lofts comprise three historic peanut warehouses that date to 1911, and are monuments to the manufacturing history within the city of Petersburg. By the 1970s, however, the buildings were already obsolete, and by 2000 in serious need of attention. Waukeshaw Development purchased the buildings between 2000 and 2005 and embarked on a phased \$26M project to rehabilitate the buildings at a time when very few in the region had any faith at all that Petersburg was a viable market. The complex now hosts 220 market-rate apartments along East Bank St., and in part serves the residential military growth of Fort Lee along with the pent-up market for high-quality residences. The project has been instrumental in beginning the revival of Old Town Petersburg, which is now in full swing.



SOUTHERN EXPRESS LOFTS

215 E. Bank St., Petersburg, Virginia

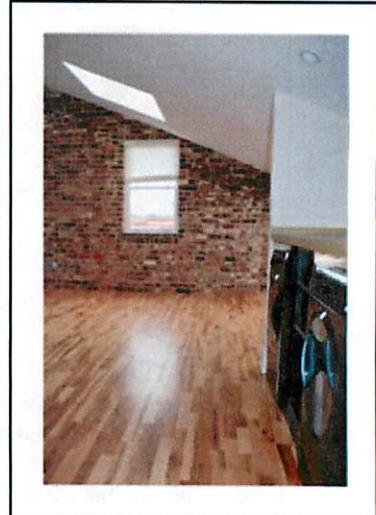


PROJECT DETAILS

Size: 220,000 SF
Project Cost: \$26M
9 Market Rate Apartments,
1 Commercial Space

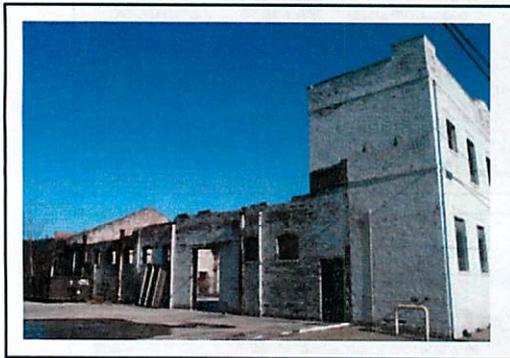
PROJECT TEAM

Developer: Waukeshaw Development, Inc.
Contractor: Haase, Inc.
Architect: StudioAmmons
Lender: Virginia Commonwealth Bank



PROJECT NARRATIVE

The Southern Express Lofts were completed in April 2009, and brought new life to the long-blighted 'Southern Express' building on E. Bank St. Once an important shipping and transfer building in Old Town Petersburg, the building saw many businesses come and go, including a paint store and body shop, before it was finally destroyed by fire in 1997. The building was saved from demolition by the Historic Petersburg Foundation; Waukeshaw Development purchased it in 2007. The \$1M project was financed through a combination of State and Federal Historic Tax Credits, the Virginia Enterprise Zone Grant, and commercial debt and developer equity. Nine market rate apartments and one commercial space were designed into the building, and, after getting no commercial takers, Waukeshaw embarked on the creation of Demolition Coffee Co, which quickly became one of the most popular restaurants in the area. The project was recently featured by Virginia Community Capital as one of five critical redevelopment examples in small towns across the state of Virginia.



Haase Inc.

230 E. Bank St., Petersburg, VA 23803

Ph: (804) 715-9280

Fax: (804) 715-9286

Website: www.haaseinc.com

email: haase@haaseinc.com

Cage Code: 4TGHO

NAICS: 236115, 236116, 236117, 236118

SICS: 1521, 1522, 1531, 1542

FSC: 3805

Haase Inc. is a fully-insured Class A contracting company based in Petersburg, VA. We are dedicated to providing developers and property owners with the highest quality work, always delivering on-time with very competitive pricing.

Our team is highly experienced in new construction, but we are also experts in the complexities of adaptive reuse, including major structural repairs and large scale, cost-effective demolition. We own much of our own equipment and maintain a core group of employees who are well-versed in this type of work. As a result we can often provide efficiencies that few general contractors can match.

Haase, Inc also provides a unique specialty: We call it 'Packaged Subcontracting'. Our core teams of dedicated, competent subcontractors can be priced to general contractors as a single package, offering GCs the benefit of highly-coordinated, on-time delivery of multiple services on their multi-million dollar projects.

Owned and operated by award-winning contractor Kristofer Haase, our goal is to provide our customers with the highest quality construction, and deliver the finished product they expect.

Hours of Operation

Monday - Saturday, 7:00 a.m. to 5:30 p.m.

Licenses and Insurance

Virginia License – Class A - #2705 121138A

Workers Compensation and General Liability Insurance – WM Tally, Petersburg, VA

PETERSBURG CITY HALL PPEA

Business Clients and References

Mallonee School Lofts, LLC

60,000 SF James E. Mallonee HS Adaptive Reuse
\$5M Contract
Hopewell, VA
Edwin Gaskin, Echelon Resources, Inc.
(804)641-0655

Southern Express Lofts

7500 SF Conversion – 9 apartments, 1 retail (Demolition Coffee Co.)
\$1M
215 E Bank St, Petersburg
Waukeshaw Development, Inc
(804)677-5728

Blackstone Lofts

18,000 SF Adaptive Reuse, 25 apartments
\$2M Contract
2nd and Lunenberg Sts., Blackstone, VA
Blackstone Lofts, LLC
(804)677-5728

Crater Community Hospice

6,000 sf conversion to medical offices
Haase contract total: \$850,000
3916 Crater Road
Petersburg, VA 23805
Frank Wallace
(804)895-4578

East Bank Street Properties

110,000 sf Warehouse Conversion Project to apartments
Petersburg, VA
Haase (primary sub) contract total: \$5M
J. David McCormack
(804)677-5728

Dunlop St Lofts

65,000 sf Warehouse Conversion Project, to apartments
Haase contract total: \$2.5M
S&S Construction
Garrett Shifflett, Owner
(804)649-0911

Terry Ammons, Architect

Studio Ammons
Market ST., Petersburg VA
(804)539-1949

Commonwealth Architects

Scott Gordon
(804)644-5202

WM Schlosser

Wayne Wilkerson
(804)591-4158

Builders Supply of Petersburg

Materials Provider
Jim VanLandingham, Owner
(804)733-7822

Joyner Paint and Frame

Materials Provider
Clarence Joyner – Owner
(804)732-0854

STUDIOAMMONS

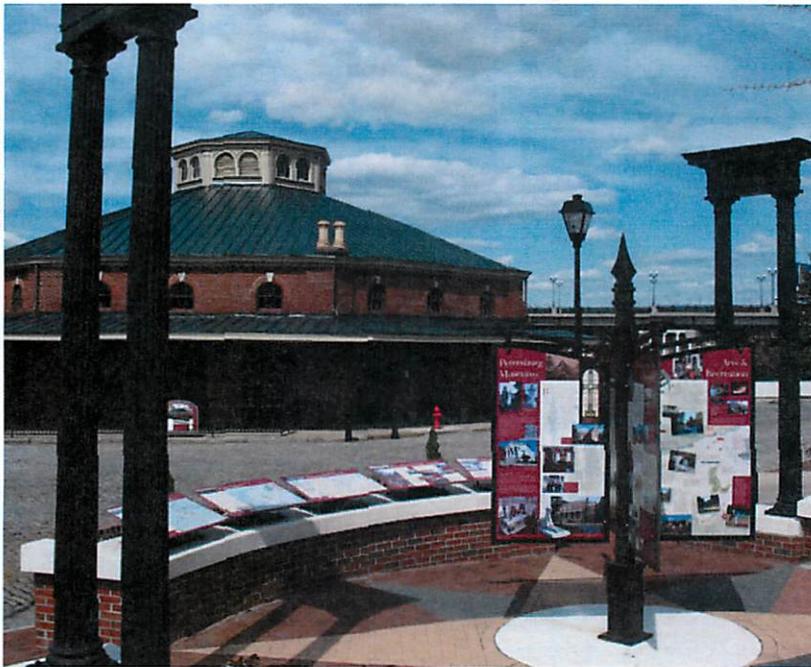
FIRM PROFILE

StudioAmmons is a community-oriented, regionally-based architecture and design firm with offices in Petersburg, and Warm Springs, Virginia, dedicated to offering intelligent, efficient, and innovative solutions to meet the needs of our clients and community. Known throughout Virginia for the quality and creativity demonstrated in its architecture, exhibits and historic preservation work, the firm's portfolio is as diverse as its clients, encompassing site and campus planning; architectural design for new buildings, renovations and the adaptive reuse of historic structures; exhibit design; interpretive signage; creative planning and design for websites and marketing collateral to support the unique goals of each project.

A hallmark of the firm's philosophy is listening to the client and responding directly to their needs with creative design solutions. We have extensive experience in project management and development, from small printed pieces to large architectural projects, allowing us to work closely with our clients to identify and manage their project needs and goals.

StudioAmmons' work has garnered a number of awards, including over ten local and regional project preservation awards as well as a recent honor for the historic restoration of Mount Pleasant—named Preservation Virginia's 2010 Preservation Project of the Year.

Our 12 person staff is dedicated to the development of strong and lasting relationships with our consultants and clients. We insist upon quality control and personal attention to all aspects of our work. When completed, our projects reflect a spirit of teamwork and collaboration which helps us to create clear and concise solutions to complex problems.



studio**AMMONS**

PETERSBURG CITY HALL PPEA

STUDIOAMMONS

TERRY AMMONS PRINCIPAL-IN-CHARGE

Terry Ammons, the President of StudioAmmons, is the principal-in-charge for all StudioAmmons projects. As the firm's Creative Director, Terry ensures that innovative design is sensibly integrated with efficient and appropriately-scaled project management to meet each client's individual needs through all phases of a project. Terry will bring his extensive experience in the planning, design and construction management of a wide range of architectural projects to the project team.

As a licensed architect in the Commonwealth of Virginia, Terry has worked for over 25 years throughout The Commonwealth leading preservation and contextual design projects for museums, historic houses, churches, civic buildings and community developments. As the Project Principal, Ammons challenges his team to seek creative solutions to the site and building issues that characterize urban and historic locations.

As a community leader, Terry was the chair of the Petersburg Downtown Harbor Initiative and R/UDAT, a community development process focused on the redevelopment of Petersburg's historic harbor and market district. As a past chairman of Petersburg's Architectural Review Board, a trustee of Historic Petersburg Foundation, and as a trustee of the Preservation Alliance of Virginia, Terry has been actively involved in the leadership of the preservation and architectural community at a local, state, and national level.



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PETERSBURG CITY HALL PPEA

STUDIOAMMONS

TERRY AMMONS PRINCIPAL-IN-CHARGE

For over 25 years as an Architect, Painter, Sculptor, and Renovator, Terry has conceived, developed, and completed projects ranging from airport terminals to gingerbread houses; from renovated historic taverns to courthouse masterplans. His approach to design is based on a desire to learn and explore new ways to develop sensible solutions both to common problems and special challenges. As the Design Director of the firm, Terry ensures that the members of the project team of architects, designers, consultants and clients challenge each other to produce clear and concise solutions to projects with ever more complex programs and project needs.

Terry always designs with community in mind. His greatest strength lies in his ability to lead teams of committed individuals toward the consensus needed to realize greater project goals. Successful projects, following this interactive approach, create inspired design teams, sharing their passion and energy with their clients and communities.

EDUCATION

Virginia Polytechnic Institute and State University
Bachelor of Architecture, 1987

PROFESSIONAL EXPERIENCE

Registered Architect, Virginia – 1991
Certified Historic Architect – State of Virginia

- Art & Architecture, Inc., Principal
- George Sexton Associates, Washington DC
- Baskervill & Son Architects, Richmond, VA
- Bond Comet Westmoreland Architects, Richmond, VA
- VPI & SU, College of Architecture, Instructor
- Cooper Cary Associates, Alexandria, VA
- AI / BOGGS Richmond, VA
- Robert S. Mills Architects, Richmond, VA
- Ernie Rose Architects, Richmond, VA
- Belosario Palacio Architectos – Quito, Ecuador

AFFILIATIONS

- Cockade City Initiative, President
- Petersburg Downtown Initiative, Co-Chair
- American Association for State and Local History
- Petersburg Architectural Review Board, Former Chairman
- Preservation Alliance of Virginia, Board of Trustees
- Battersea Technical Advisory Panel
- American Association of Museums
- Historic Petersburg Foundation, Former Trustee
- Virginia Association of Museums
- Bath County Historical Society



PETERSBURG CITY HALL PPEA

STUDIOAMMONS

TERRY AMMONS

PRINCIPAL-IN-CHARGE CONTINUED

AWARDS AND HONORS

2011. Design Excellence Award, Virginia Downtown Development Association: Renovation of the Peppercorn Building
2010. Preservation Project of the Year Award, Preservation Virginia: Mount Pleasant Restoration
2010. Historic Petersburg Foundation (HPF) Preservation Award: The Southern Express Building
2008. Design Excellence Award, Virginia Downtown Development Association: Petersburg Downtown Harbor Plan (R/UDAT)
2008. HPF Preservation Award: 8 Old Street—“The Peppercorn”
2007. HPF Preservation Award: 109 W. Bank Street, the Petersburg Intelligencer Building
2006. HPF Preservation Award: 235 N. Market Street, StudioAmmons’ offices
2005. HPF Preservation Award: The Peniston Buildings
2007. HPF Preservation Award: 201 E. Bank Street
2001. HPF Preservation Award: 307–309 Cockade Alley “The Brickhouse Run”
2002. HPF Preservation Award: Trapezium House
2001. HPF Preservation Award: R. E. Lee School Restoration, Washington Columns
1998. HPF Preservation Award: The Dudgeon House, Grove Avenue
1998. HPF Preservation Award: The Lemoine House Restoration, Grove Avenue
1997. HPF Preservation Award: Leonard Hardware building Phase 2 renovations
1995. Northern Virginia Chapter AIA Young Architects Design Award: Fidelity Federal Bank, Richmond, VA
1993. Building Better Communities National Competition, Award of Merit; Manchester Redevelopment Plan, Richmond, VA
1991. James River Chapter Architectural Photography Competition.
1990. Virginia AIA Design Award; Matoaca Middle School Renovations
1989. Sunday Prize for Architectural Drawing
1988. Sunday Prize for Architectural Drawing
1986. Virginia Society Competition; Plan for Alexandria’s Waterfront Development
1983. International Modern Film Festival: First Prize, Sofia, Bulgaria; “Order Through Geometry”
1983. Winner, Brick Society Competition
1982. Winner, Harold Hill Memorial Competition



PETERSBURG CITY HALL PPEA

STUDIOAMMONS

TERRY AMMONS

PRINCIPAL-IN-CHARGE COI

SELECT PROJECT EXPERIENCE

Stafford Regional Airport Terminal—New 10,000 s.f. airport terminal at an overflow airport from Washington's Reagan International. Stafford, Virginia

Robert Russa Moton Museum, mid 20th c.—Restoration of the R. R. Moton High School as the Moton Museum. Farmville, Virginia

Hampton Roads Executive Airport Terminal,—New 6,500 s.f. General Aviation Terminal, Chesapeake, Virginia

Petersburg Circuit Court Complex —Masterplan for ADA upgrades and facility renovations and expansion Petersburg Circuit Court, Petersburg, Virginia

Hanover Courthouse Drainage Design—Design for drainage for the historic Hanover Courthouse, Hanover, Virginia

Stafford Regional Airport Terminal—10,000 s.f. new terminal building with public meeting space Stafford, Virginia

District 19 Social Services Offices—State of Virginia 50,000 s.f. historic renovation of the Leonard Hardware Building, Petersburg, Virginia

Emporia-Greenville Regional Airport Terminal New terminal building with public meeting space Emporia, Virginia

Stony Creek Medical Center,—New 5,000 s.f. community medical center. Dinwiddie County, Virginia

National Museum of Wildlife Art Masterplanning.—Space planning for a 30,000 s.f. expansion to the 55,000 s.f. museum. Jackson, Wyoming

Mount Pleasant Restoration, late 18th c.—restoration of the James River plantation as a private residence, museum and gallery. Surry County, Virginia [2010 Preservation Project of the Year: APVA, Preservation Virginia]

King and Queen Courthouse Tavern Museum Restoration, early 19th c.—restoration of the historic tavern as the county history museum. King and Queen Courthouse, VA

King and Queen Courthouse Masterplan—masterplanning for the development of the Courthouse Square and its associated signage and infrastructure. King and Queen Courthouse, VA

Petersburg Farmers Market Renovations, late 19th c.—Design for the renovation of the only known octagonal Farmers Market in the country into the City's Visitor Center. Petersburg, Virginia

The Peppercorn—8 Old Street, early 19th c.—Restoration of the collapsed federal commercial building built by John Baird. Petersburg, Virginia [Preservation Award: Historic Petersburg Foundation]

Crater Community Hospice.—Adaptive reuse of a 10,000 s.f. building for new offices and administrative space. Petersburg, Virginia

Pathways Operations Center—Adaptive re-use of a 14,000 s.f. facility for administrative, educational and shop facilities for the Pathways organization. Petersburg, Virginia

Trapezium House Restoration, early 19th c.—Restoration of the Federal style "house with no right angles", built by Charles O'Hara. Petersburg, Virginia [Preservation Award: Historic Petersburg Foundation]

Washington Columns (historic Robert E. Lee School), early 20th c.—Renovations to the Lee School Petersburg, Virginia. [Preservation Award: Historic Petersburg Foundation]

Petersburg YMCA Renovations and Expansion—Masterplanning for a 4 million dollar expansion to the Y. with Phase 1, new locker rooms completed in 2011. Petersburg, Virginia



STUDIOAMMONS

GIBSON WORSHAM PROJECT MANAGER

Gibson Worsham, director of StudioAmmons' architecture practice area, is an architect who also holds a graduate degree in architectural history. He brings many years of experience with the restoration of sensitive historic buildings and the design of new buildings for centralized settings. He has provided master plans, restoration drawings, and historic structure reports for buildings as diverse as a historic blacksmith shop on Virginia's Eastern Shore and the Bell Tower of Old North Church in Boston.

Worsham brings long-standing design experience and professional relationships to our team. As project manager, he will be responsible for design decisions and the overall direction of the project. His work with civic architecture, which dates back many years, has been focused on the morphology of urban settings and the integration of new



public buildings into the city. His work includes a study of the historic Mormon city of Nauvoo, Illinois, for which he authored a comprehensive plan and pattern book, and designed a number of public buildings. These included design development drawings for a college, an opera house, and an assembly hall. The work was designed to promote a continuity of growth in the district. To date, it has resulted the completed Arrival Center, which took as its starting point the architectural treatises used by Mormon architects and leaders.

His interest in the intersection of tradition and modernity continued with the development of a pattern book for the historic Battersea neighborhood in Petersburg. Beginning with a morphological analysis of the district and its urban context, the

StudioAmmons team was able to create a roadmap for the future of the impoverished neighborhood. This will permit infill of missing buildings using a pattern language or grammar derived from local and regional traditions of residential and civic buildings. Worsham also entered the international competition for the Williamsburg-James City County Courthouse. His sensitive interpretation of classical sources won third place in the overall competition, but first place in a survey of popular preference.

Recent projects include an historic structure report and restoration project for the eighteenth-century St. John's Church in Richmond. This was executed while he was employed with 3north Architects as Director of Historic Architecture. His blog, "Urban Scale Richmond," explores urban morphology and classical design as a response to contemporary issues.



HICKOK HOUSE, RICHMOND, VA

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PETERSBURG CITY HALL PPEA

STUDIOAMMONS

GIBSON WORSHAM PROJECT MANAGER CONTINUED

EDUCATION

University of Virginia
M.A., Architectural History, 1996

Virginia Polytechnic Institute and State University
Bachelor of Architecture, 1977

PROFESSIONAL EXPERIENCE

Registered Architect, Virginia – 1981

2007–2010

Director of Historic Architecture – 3North, Richmond, Virginia
Design leader for historic preservation projects including preservation planning and documentation, tax credit management, adaptive reuse design, new buildings or additions in historic districts, and other projects requiring expertise in traditional design or state or Federal historic design review approval.

1984–2006

Principal Architect – Gibson Worsham, Christiansburg, Virginia
Independent practice of architecture focusing on projects involving historic context, preservation, conservation, or restoration and other traditional design criteria. Provided special expertise in National Register Nominations, Historic Resource Surveys, Historic Structures Reports, and state and Federal Tax Credit process management.

1981–1984

Project Manager – Graham/Meus, Inc., Architects, Boston, Massachusetts Coordinated project teams and consultants for this multi-disciplinary practice specializing in academic, ecclesiastical, residential and recreational project types.

1979–1981

Historical Architect – Kentucky Heritage Commission, Frankfort, Kentucky
Kentucky's State Historic Preservation Architect. Duties included various consulting and documentation assignments.

AWARDS

1996 – Third Place – James City County/Williamsburg Courthouse Competition

1986 – Grubbs House Design – Citation for Excellence in Design: American Wood Council

AFFILIATIONS

American Institute of Architects
The International Network for Traditional Architecture Building and Urbanism



PETERSBURG CITY HALL PPEA

STUDIOAMMONS

GIBSON WORSHAM

PROJECT MANAGER CONTINUED

SELECT PROJECT EXPERIENCE

Third place in the **James City County/Williamsburg Courthouse** Competition, 1996

Robert Russa Moton Museum, mid 20th c.—Restoration of the R. R. Moton High School as the Moton Museum. Farmville, Virginia

Rehabilitation of the Old Courthouse, Buena Vista, Virginia, for use as a library, 1990

Design architect for the Federal Revival-style **Bigley House**, a new traditional dwelling on the Rappahannock River, current.

Project Manager for the Restoration of the **Waterford Mill**, Waterford, Virginia, for the Waterford Foundation, current.

Project manager for the Rehabilitation of the **Dunbar High School**, Bessemer, Alabama, current.

Project Manager for the **Monroe Park Restoration and Rehabilitation**, Richmond, Virginia, with 3north Architects, designed the “rill” water feature and the new urban plaza at the Checkers Pavilion, 2009.

Designer and Project manager, **Hickok House**, Richmond, Virginia. Addition to a Colonial Revival dwelling in the historic Windsor Farms neighborhood, 2010.

Project manager for the **Restoration of Solitude**, an early nineteenth-century dwelling on the campus of Virginia Polytechnic Institute in Blacksburg, Virginia 2009-2010

Design architect for 1,200-seat Greek Revival-style **Theater/meeting house, Visitor Center, and Academic Campus Historic Nauvoo**, Illinois, 2007-present, including pattern book and master plan for the significant historic town settled by Latter-Day Saints in 1838.

Additions to and Renovation of the **Abbey of Our Lady of the Assumption, Ava, MO, Master Plan**, 1996 New Chapter Room and Refectory, Roof Addition, 1998 Chapel and Cloister, 1998

Rehabilitation of the early-twentieth-century **William King Fine Arts Center**, Abingdon, Virginia (a Virginia Museum of Fine Arts affiliate art gallery and teaching facility), 1990-1992 (with Harry L. McKinney, Jr., AIA)

Christiansburg Mennonite Fellowship, meeting house for congregation in Christiansburg, Virginia, 1991-2

Restoration of the 1888 Pulaski, Virginia, **Passenger Station** for use as a visitor center and museum, 1987



STUDIOAMMONS

MOUNT PLEASANT RESTORATION

RESTORATION OF A JAMES RIVER PLANTATION HOUSE AND GROUNDS

StudioAmmons managed a multi-disciplinary design team on the restoration of the Colonial-era plantation house at Mount Pleasant. The period of interpretation was set around 1800, to make the best use of the surviving historic material. The project consisted of a comprehensive restoration and reconstruction of the entire house, in which the most historically appropriate techniques were used for every detail from hinges to moldings. All outbuildings and gardens are being restored in conjunction with the construction of new stables, garages, dock, guest houses, and infrastructure. StudioAmmons oversaw management of the design, construction, historical research, and archaeology.

“The most extensive private restoration project ever undertaken in the Commonwealth of Virginia”

—Elizabeth Kostelney, Executive Director Preservation Virginia



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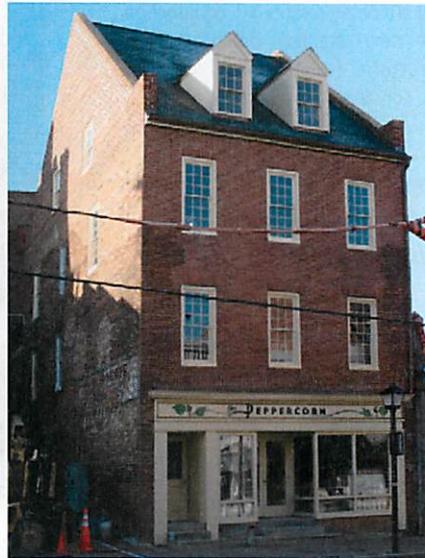
STUDIOAMMONS

THE PEPPERCORN BUILDING - 8 OLD STREET, PETERSBURG VA
ADAPTIVE RE-USE OF A FEDERAL STYLE COMMERCIAL BUILDING

StudioAmmons worked with the owner/contractor to renovate and reconstruct one of Petersburg's last remaining and finest Federal-era commercial buildings. Built by John Baird, one of Virginia's most noteworthy early 19th-century builders, this building was seriously damaged in the tornado of 1993 and consequently fell into ruin. The upper two floors and associated walls were collapsing. StudioAmmons worked closely with the owner and the Department of Historic Resources to ensure that the building was sensitively restored and eligible for both Federal and state historic tax credits.



BEFORE

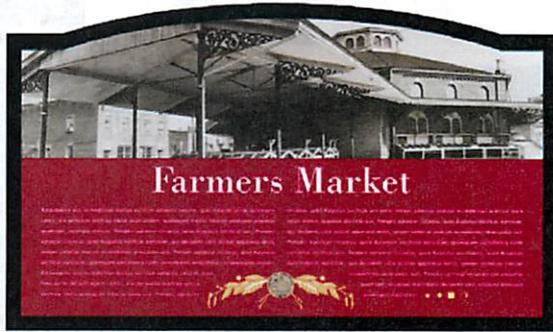
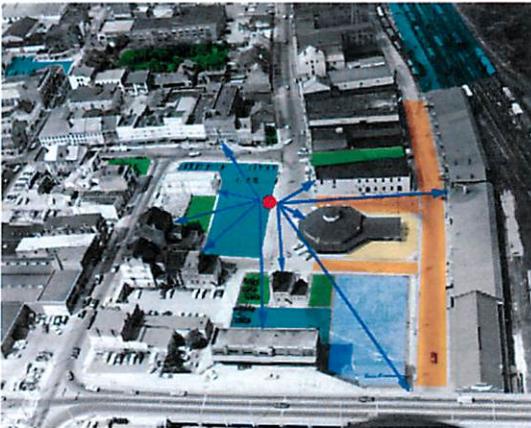
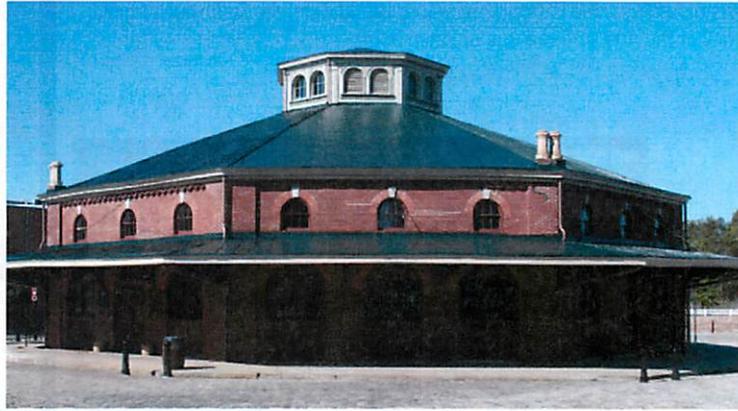


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STUDIOAMMONS

PETERSBURG VISITORS' CENTER
PETERSBURG FARMERS MARKET

In 2007, StudioAmmons worked with the City of Petersburg to develop plans and construction documents for both the limited exterior repairs and full interior renovations to the Farmers Market building. Working with Ron Reekes and the City's Public Works department, StudioAmmons developed plans for the building's use as the new City Visitor Center, with associated offices, visitor services, and exhibit spaces. StudioAmmons met extensively with the Tourism and Visitor Center staff to determine their program needs and how to efficiently facilitate their move from the McIlwaine House to the new location.



PETERSBURG CITY HALL PPEA

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PETERSBURG KIOSK EXHIBIT VISITOR KIOSK

StudioAmmons developed the concept for the "Museum in the Streets" program for the City of Petersburg with a new downtown visitor information kiosk as its centerpiece. Along with the kiosk design, new building and streetscape signage is being designed and interpretive information and waysides developed that will create a unified and cohesive presentation within the downtown historic area. StudioAmmons has worked to create partnerships for much of this work with local organizations such as the Boy Scouts of America, the Historic Petersburg Foundation, the Southside Virginia Council of the Arts, and the City of Petersburg.



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PETERSBURG CITY HALL PPEA

STUDIOAMMONS

STAFFORD REGIONAL AIRPORT NEW G.A. TERMINAL

StudioAmmons is currently developing the construction documents for a new 10,000 s.f. G.A. Terminal at the new Stafford Regional Airport. The terminal design will create a landmark clearly identifying the terminal from the other airport structures. The passenger lobby has been designed to create a slice of light along the horizon that will identify the building from a distance as it is approached from the air or from land. The building is designed to accommodate the latest G.A. Terminal technologies and is planned for possible future expansions.



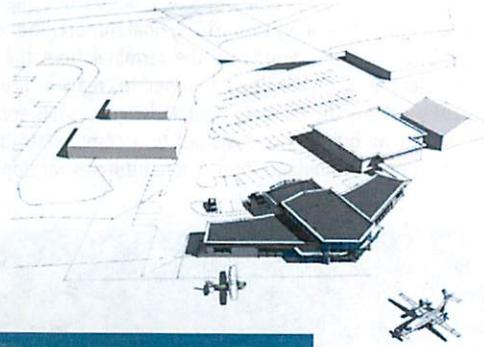
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HAMPTON ROADS EXECUTIVE AIRPORT TERMINAL CHESAPEAKE, VIRGINIA

StudioAmmons planned and designed the new Executive Terminal for the Hampton Roads airport to provide new airport administrative offices, restaurant, meeting space and a state of the art conference room for community and corporate use. The facility is designed to be expandable over time to accommodate the possibility of day-jet use.



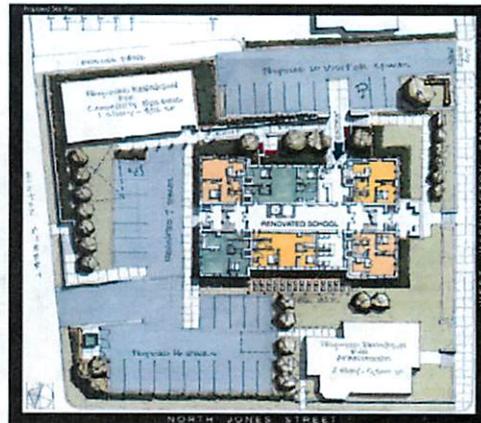
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WASHINGTON COLUMNS 28,000 S.F. HISTORIC SCHOOL RENOVATION

This historic school building dating from 1911 was renovated for senior housing. 28 apartment units were created without any damage or modifications to the existing classroom layouts. This project was developed by the Petersburg Redevelopment and Housing Authority with both senior/low income and historic tax credits. Budget 3.1 million.



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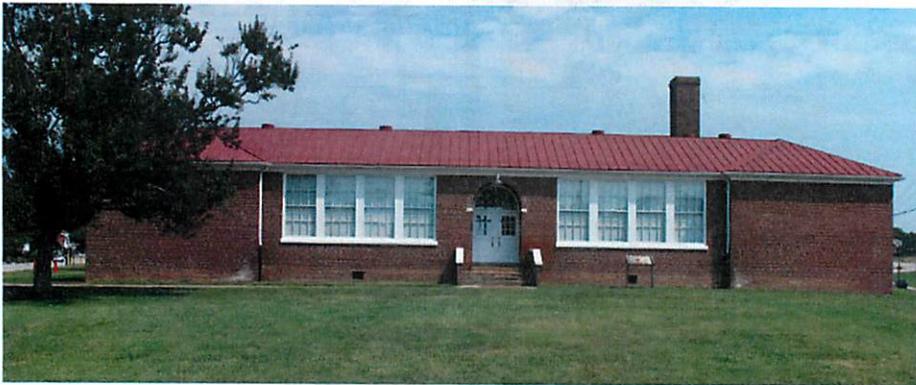
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ROBERT RUSSA MOTON MUSEUM RENOVATION OF HISTORIC SCHOOL

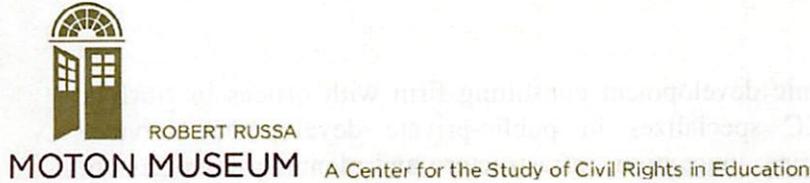
StudioAmmons was responsible for the building renovations and the design of the permanent exhibits for the Robert Russa Moton Museum in Farmville Virginia as the national center for Civil Rights in Education in Virginia. The 5,500 s.f. permanent exhibit "The Moton School Story: Children of Courage" opened in April 2013 for the anniversary of the student strike that formed the basis of the court case Davis v. Prince Edward County. This later became one of the five cases comprising the Brown v. Board supreme court case ruling that segregation in public education was unconstitutional.

The permanent exhibit will tell the story of Prince Edward County's thirteen-year struggle to move from a segregated school system to an integrated school system. The exhibit will take the visitor through the separate but equal "Jim Crow" era which led up to the student strike in 1951, the Davis Case, and consequently the Brown I and II court rulings, through to Massive Resistance and the closing of the county's public school system. The exhibit will end with the Free School Experiment and the re-establishment of the public school system in Prince Edward County in 1964.



studio**AMMONS**

PETERSBURG CITY HALL PPEA



May 24, 2010

To whom it may concern:

Terry Ammons listens.

And that is the highest compliment I can pay.

I write to offer my strongest recommendation on behalf of Terry Ammons and the capabilities of StudioAmmons.

Terry's ability to listen, comprehend and respond to client needs is a rare talent in the design field, but these are the abilities which set the truly talented apart from the rest of the pack.

The Robert Russa Moton Museum has been nothing but pleased with the work of StudioAmmons. Moton 2011 is moving forward with broad based community support in large measure due to Terry's ability to absorb the diversity of community thought and produce an all encompassing design respectful of and responsive to all views.

I am certain that should you choose to retain StudioAmmons you will be more than pleased with the result.

Sincerely yours,

/s/ Lacy Ward, Jr.

Lacy Ward, Jr.
Director



Powering your growth with leadership.

Firm Overview

KCC is a full-service economic development consulting firm with offices in Norfolk, Richmond and Reston. KCC specializes in public-private development services, economic development strategies, innovation, infrastructure and planning strategies and maritime logistics, primarily within the mid-Atlantic.

KCC is fully able to counsel municipalities, and housing authorities on a wide range of development needs ranging from developing strategic plans for economic development to coordinating specific development projects. We are particularly well prepared to assist with revitalization efforts. Kaufman & Canoles Consulting offers unique services in the complex realm of public/private development. Public Private Partnerships are the true engines of economic development today. Our consultants understand the complex nature of these projects. We can help a municipality prepare to accept and evaluate proposals. Building upon the key relationships our consultants have developed, we can coordinate or merely facilitate private sector proposals.

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

KCC is an ancillary business of Kaufman & Canoles, P.C., Attorneys and Counselors At Law (K&C).

Firm Expertise

Kaufman & Canoles Consulting specializes in:

- Public/Private Development Counseling
- Economic Development
- Innovation Strategies
- Infrastructure and Planning
- Financing Strategies
- Maritime & Logistics Economic Development
- New Market Tax Credits



Douglas L. Smith
 President & CEO
 150 West Main Street
 Norfolk, VA 23510
 T (757) 624-3114
 F (757) 624-3169



Doug is the President and CEO of Kaufman & Canoles Consulting. He is a former banker City Councilman and Deputy City Manager, who has served in a number of regional leadership positions. The facilitation and coordination skills Doug has developed in both the public and private sectors make him uniquely qualified to help guide clients through the difficult projects and planning activities particularly when public and private interests are involved.

practice areas

- Public Private Development Strategies
- Infrastructure Development Strategies
- Innovation Strategies

representative projects

- Old Dominion University: Tri-Cities Center / Virginia Modeling Analysis & Simulation Center
- Hampton Roads Partnership: Comprehensive Economic Development Strategy
- Hampton Roads Transit: Southside Facility – Operations and Admin Facility
- Commonwealth Railway: Mainline Safety Relocation project
- CenterPoint Properties: Virginia Strategy
- City of Manassas: Manassas Landing
- City of Staunton: Western State Hospital property
- Virginia Chamber of Commerce: Vision, Values and Mission

associations past and current

- Portsmouth City Council
- Hampton Roads Transportation Planning Organization
- Hampton Roads Planning District Commission
- Urban Land Institute - Hampton Roads District Council
- Tidewater Community College Education Foundation
- City of Portsmouth, VA
 - Deputy City Manager
 - Economic Development Director
- First Union National Bank
 - North Carolina
 - Georgia
 - Virginia
- Portsmouth Port & Industrial Commission
- Portsmouth Schools Foundation
- CHKD Corporate Advisory Board
- Portsmouth Industrial Development Authority

KCC Projects

CenterPoint

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

City of Manassas

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

City of Staunton

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

Commonwealth Railway

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

Hampton Roads Partnership

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

Old Dominion University

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

Regent University

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

Ken Chandler Bio

Kenneth Chandler is a national award winning strategist, author, and public servant focusing on the empowerment of community leader to transition their vision into a tangible reality of strategic community investment and revitalization through governance modeling. He has published and been featured in Virginia Review Magazine and currently serves on the Executive Board of the International City/County Management Association and has earned the designation as a Credentialed Manager. Prior to serving as CEO of Quest Strategic Solutions, LLC, Mr. Chandler had been a career public servant for the past 25 years with service appointments to include: City Manager, Portsmouth, VA, Executive General Manager, Dallas, TX, Deputy County Manager/Chief Operating Officer, Arlington, VA, Public Utilities Director, Richmond, VA, County Administrator, and Charles City, VA. Mr. Chandler is the recipient of the EPA 2012 National Smart Growth Achievement Award for the creation of the strategy that tied community vision to capital investment and land use development. Ken Holds a BA in Public Relations and Mass Communications from Morehouse College, Atlanta, GA and a MPA from Old Dominion University, Norfolk, VA. He believes that communities can accomplish all things through faith and the works of the strategic alignment of their vision, mission, and resources.

KEY DEVELOPMENT PROJECTS:

Municipal Courts Complex- Portsmouth, VA
 Municipal Courts Facility- Charles City, VA
 Municipal Courts Renovations- Arlington, VA
 Municipal Court Site Plan Development- Dallas, TX
 Children's Museum of Virginia- Portsmouth, VA
 Tidewater Community College Portsmouth Campus
 Public Library- Portsmouth, VA
 Downtown Baseball Stadium Conceptual Plan- Dallas, TX
 University of North Texas Dallas Campus Development
 Northlake Multifamily Mixed Use Development- Dallas, TX
 Arlington Transit Multimodal Transportation Center- Arlington, VA
 CSO Retention Tunnel Canal System- Richmond, VA
 Utility Automated Meter Reading System- Richmond, VA
 Master Plan-Form Base Code-Portsmouth, VA
 Master Plan-Natural Gas Distribution- Richmond, VA
 Master Plan-Open and Public Spaces-Arlington, VA
 Master Plan-Public Arts-Arlington, VA
 Master Plan- Transportation-Portsmouth, VA
 Master Plan- Parks & Recreation- Portsmouth, VA