



**Unsolicited PPEA Proposal**  
**New City Hall**  
**Petersburg, Virginia**



**This “One- Stop Shop” will make it easier and more efficient to receive services from departments under one roof rather than multiple buildings around the City.**

**PRESTIGE / ENGLISH Joint Venture**

*in association with Enteros Design, P. C., Timmons Group, Inc.,*

*Raymond James & Associates,*

*and Public Private Infrastructure, Inc.*

**Volume I**

# **PRESTIGE / ENGLISH Joint Venture**

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April 2, 2013

Mr. William E. Johnson, III, City Manager  
Petersburg City Manager  
135 N. Union Street  
Petersburg, Virginia 23803  
wjohnson@petersburg-va.org

RE: New City Hall  
Unsolicited PPEA Proposal

Dear Mr. Johnson:

Prestige/English Joint Venture in association with Enteros Design, P. C. and Raymond James & Associates, Inc. is pleased to submit our Unsolicited Proposal for the New City Hall Project pursuant to the City of Petersburg's Guidelines for PPEA proposals. Our proposed scope includes the finance, design, and construction of your New City Hall.

Our Team has developed a concept generally consistent with the Petersburg City Hall Space Needs Assessment and Site Analysis. We look forward to the opportunity to sit with the City, take this concept and develop it into a working reality together.

The Prestige/English Team members are leaders in design/build/finance projects in the Commonwealth of Virginia. Prestige/English and its team members:

- Have designed and constructed more PPEA projects than any other team in Virginia while establishing long lasting relationships with our clients;
- Have a demonstrated ability to work together delivering quality projects;
- Employ the latest fast track design/build/finance systems delivering cost effective and timely projects;
- Have experience in and understand how to work within interim and comprehensive agreements to align our and your goals;
- Will deliver your New City Hall two years sooner than the traditional design, bid and finance procurement method will allow.

Mr. William E. Johnson, III, City Manager  
Petersburg City Manager  
April 2, 2013  
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Prestige/English is requesting that the City protect certain materials as confidential and proprietary information, as permitted pursuant to City's PPEA Guidelines. Specifically we are requesting that Volume II in its entirety be held as proprietary and confidential. This volume contains not only information regarding cost, finance plan, financial statements, and proprietary design details which if made available would adversely impact negotiation positions of the public and private entities. We have included the required \$5,000.00 review fee consistent with your Guidelines.

We look forward to the City's review of our Team's qualifications and our concept and would very much like to work with the City on your relocation of City Hall. We believe the New City Hall will signify that Petersburg is open to new business and will provide the "one-stop shop" for public services so badly needed.

Respectfully submitted,

Kenneth J. Jones  
Prestige Construction Group, Inc.

Allen M. Hamblen  
English Construction Company, Inc.

Enclosure  
/cw

## **Executive Summary**

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Prestige/English Joint Venture in association with Enteros Design, P.C. and Raymond James & Associates, Inc. have assembled a Team whose sole purpose is to listen to and provide for the City of Petersburg's current and future City Hall needs. To meet those needs we are proposing to design, construct, and finance a New City Hall to be located at the intersection of Washington and Union Streets on the major gateway corridor to the City.

The building will be designed and constructed with sustainability in mind. It will be durable and long lasting, efficient, and therefore affordable. The exterior will be compatible with the surrounding site context and the interior will be filled with light, open and transparent, and modern.

In addition, our proposal provides:

- An innovative and affordable finance plan structured to allow occupancy by 2015, two years earlier than the traditional procurement/finance process allows
- Turn-key fast track delivery utilizing the efficiency of a single comprehensive agreement for the design and construction while preserving the traditional owner lines of communication and control
- A clear statement, Petersburg is open for new business, attracting new development while providing increased tax base for additional infrastructure needs
- A "one-stop shop" for public services, increasing efficiency, better serving the citizens of Petersburg, and reducing the operating cost



# **Petersburg New City Hall Unsolicited PPEA Proposal Petersburg, Virginia Volume I**

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**PRESTIGE / ENGLISH Joint Venture**

# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **SECTION 1 - Qualifications and Experience**

1a. 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.

The proposing entity is Prestige/English Joint Venture. The project team is composed of English Construction Company, Inc., Prestige Construction Group, Inc., Enteros Design, P. C., Timmons Group, Inc., Raymond James & Associates, Inc., and Public Private Infrastructure, Inc. Our management structure, approach, key responsibilities of the Team and our major subcontractors are as follows:

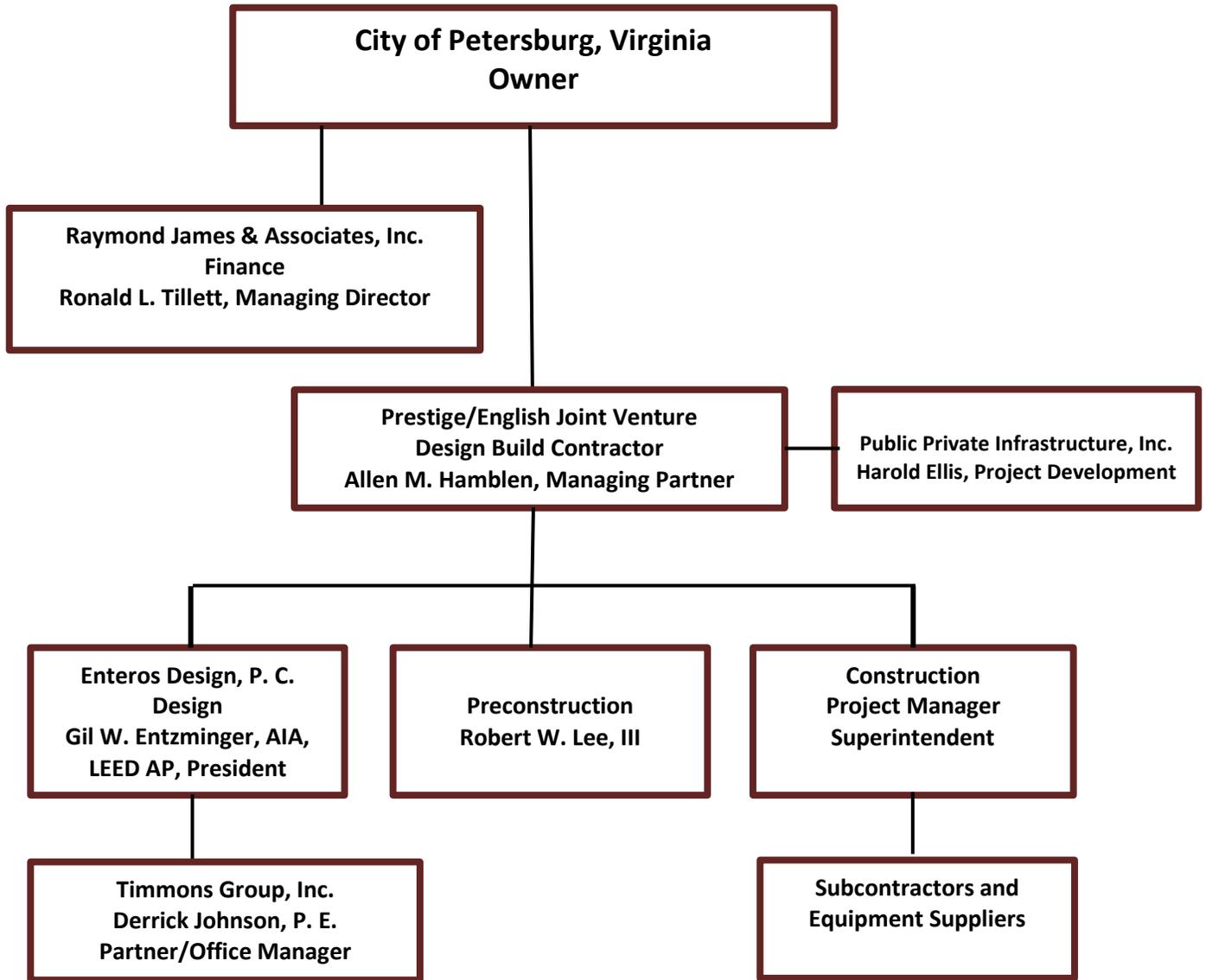
### **–STRUCTURE AND RESPONSIBILITIES –**

- **Prestige/English Joint Venture** –Primary point of contact as the design builder of record. Prestige/English will provide an organizational structure to best suit the needs of the City of Petersburg and will hold the Comprehensive Agreement. Prestige/English will provide program oversight and coordination, design coordination, preconstruction services, development and finance coordination, construction services and coordination of the Petersburg City Hall relocation.
- **English Construction Company, Inc.** – as managing joint venture partner shall provide project administration, oversight, construction superintendence and completion guarantees.
- **Prestige Construction Group, Inc.** – as joint venture partner, shall provide assistance in project administration, oversight and construction superintendence.
- **Enteros Design, P. C.** will be the prime A/E for the project, providing design services, oversight of sub-consultants, permitting and construction administration.
- **Timmons Group, Inc.** – will serve as civil design sub-consultant.
- **Raymond James & Associates, Inc.** – shall provide project financing services and deal structuring to meet the needs of the City.
- **Public Private Infrastructure, Inc.** – shall provide PPEA project development.

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## Organizational Chart



## **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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1b. 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.

- **EXPERIENCE OF KEY MEMBERS** -

### **ENGLISH CONSTRUCTION COMPANY, INC.**

English Construction Company, Inc. is a third-generation family-owned Virginia business since 1909. For over a century, English has been advancing steadily, adding new skills, new resources, and new technology. As the company has kept pace with changes in the construction industry, areas of expertise expanded to include such diverse areas as **public buildings, educational facilities, higher education as well as K-12, dormitories, administration/classrooms, medical laboratories, jails, prisons, schools, bridges, power plants, factories, monumental structures, and historic renovations.** In addition, English is an expert provider of excavation and site prep services. They maintain one of the largest equipment fleets in the Mid-Atlantic region. Having maintained the same bonding company and the same workers' compensation insurance company for more than 60 years, English has a solid financial standing.

### **KEY PRINCIPAL**

Allen M. Hamblen will manage the Prestige/English team and assume total responsibility for each individual to ensure their performance, required time and dedication to the collaborative efforts between the City and the A/E throughout the life of the project.

## **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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### **1b. Experience of Key Members (cont.)**

#### **PRESTIGE CONSTRUCTION GROUP, INC.**

Prestige Construction Group, Inc. was founded by Kenneth J. Jones as Prestige Remodeling and Construction, Inc. in 1991 as a regional construction firm specializing in residential renovations and improvements. After building an impressive roster of residential projects, and in response to the growing demand for full service contractors, Mr. Jones expanded into the commercial and industrial arenas in 1997.

As a result of this expansion, he also changed the company name to Prestige Construction Group, Inc. Subsequently, **Prestige has become one of the region's fastest growing minority-owned construction firms, experiencing a 60% average growth rate over the past four years. In 1997, the Richmond Council for Minority Business Development named Prestige the Minority Construction Firm of the Year. In September of 2006, the Central Virginia Business and Contractors Association chose Prestige Construction Group as its Business of the Year for 2006.**

#### **KEY PRINCIPAL**

Two of the key attributes of Prestige's long standing track record of success are the continuing involvement of the company principal, Kenneth J. Jones, on each and every project and to equally bring the vast expertise and experience of a perfectly balanced "project team" to each engagement. From pre-construction through the warranty phase, Prestige's clients know that their projects have the principal involvement, personalized service and the attention to detail that their project deserves. All members of Prestige have diverse backgrounds in the construction industry, including specialized education, on-site field expertise, and project management experience. We consider our personnel, both office and field, to be the most qualified in the industry. We maintain a commitment to provide our personnel with continuing education classes in a wide variety of construction related issues and concerns. This commitment is a direct benefit to our clients and to the quality of the project construction team.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## 1b. EXPERIENCE (cont.)

### ENTEROS DESIGN



Enteros Design, PC is a full service architecture firm dedicated to providing high quality professional service to its clients. We strive to build a partnership with our clients throughout the design and construction process so that we understand their program, budget, and design goals, and so that we provide the best possible professional services to meet those needs. Our goal is to maintain this active partnership with our clients from the project's earliest conception to its final construction, and into the next project.

**Enteros Design was founded in Petersburg, Virginia in 2003.** Over the past 10 years, the firm has developed a reputation of providing superior design services on projects ranging from high profile cultural and institutional facilities to historic renovations and adaptive reuse projects. Our high profile projects in the Petersburg area include the new Petersburg Public Library, the Colonial Heights Courthouse, the Prince George County Library, and the Cameron Foundation Headquarters. **As a business owner and resident of Petersburg, Gil Entzminger, the founder and President of Enteros Design, has a vested interest in the revitalization of Petersburg.**

### EXPERIENCE



The firm's leadership offers extensive experience on large and small projects in eight states and the District of Columbia. Our project experience includes cultural, institutional, educational, commercial, residential, restoration, adaptive reuse, planning & landscape, and recreational. The scope of our services includes feasibility studies, master planning, programming, schematic design, design development, project budgeting, construction documents, construction administration, and post construction services.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## *Enteros Design Experience (cont.)*

### LOCATION

The office of Enteros Design is conveniently located in Historic Old Towne Petersburg—3 blocks from the suggested site for the new City Hall. Our proximity uniquely qualifies us to respond quickly and efficiently to the City and the project team. As a local firm, Enteros Design is committed to the success and improvement of the region.

### DESIGN PHILOSOPHY



On all of our projects, new construction or renovation, Enteros Design works to achieve design excellence. The result of our work should be appropriate to its context and the environment, true to its materials and character, and expressive of its time and function. The firm's name is derived from the prefix ENT- (to put into or within) and the words Expression, Rhythm, Order, and Structure. Enteros Design strives to put into design all of these characteristics. When these goals are accomplished, we hope to increase

human interaction and emotional experience within the built environment.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## 1b. EXPERIENCE (cont.)

### TIMMONS GROUP, INC.

Timmons Group is a multi-disciplined engineering and technology firm recognized for nearly twenty years as one of Engineering News Record's (ENR) Top 500 Design Firms in the country. We are a 200+-person professional services consulting firm with extensive experience and presence in the Mid-Atlantic states. Timmons Group is a Virginia Department of Minority and Business Enterprise-certified Small Business, #684210; expiration date: May 13, 2013.



Our experience includes a broad array of civil and geotechnical engineering, environmental services, landscape architecture, surveying and technology applications.

Founded in 1953, our experience allows us to lead our industry with an unwavering commitment to forward thinking, innovative design and complete solutions that help our clients be successful.



At Timmons Group, environmental stewardship is more than a trend; it is a philosophy that begins at home with our corporate culture and is exemplified in our expert application of sustainable design principles. An active member of the US Green Building Council since 2000, Timmons Group's Leadership in Energy and Environmental Design (LEED®)

Accredited Professionals have been involved with numerous certified and registered projects, including the first LEED Gold certified elementary school and the first LEED certified Federal Prison.

A firm is defined by its people. Timmons Group continues to attract and retain leading professionals in all areas of expertise, in addition to the best and brightest young talent. Timmons Group professionals are challenged with exciting projects that shape their careers as well as the communities we serve. We invite you to experience a culture where knowledge and imagination foster a steadfast commitment to accomplishing your goals – your vision achieved through ours.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## Timmons Group, Inc. Overview and Capabilities (cont.)

### What We Do

Timmons Group’s mission is “to achieve unparalleled understanding of our clients, their businesses and their visions resulting in unrivaled customer service and shared success.” Our market-focused organization is structured to help fulfill that mission. It allows us to provide our clients with more than just the best engineering and professional services available, but specialized market sector expertise that enables us to be trusted advisors and valuable consultants to our clients from the conception of a project through its completion.



### Professional Services

- Site/Civil Engineering
- Landscape Architecture
- Geotechnical Engineering and Materials Testing
- Stormwater Management
- Transportation and Highway Design and Engineering
- Leadership in Energy and Environmental Design (LEED®)
- Water and Wastewater Facilities Design
- Economic Development
- Environmental Services
- Survey and Mapping
- Geographic Information Systems (GIS)/Geospatial Technology

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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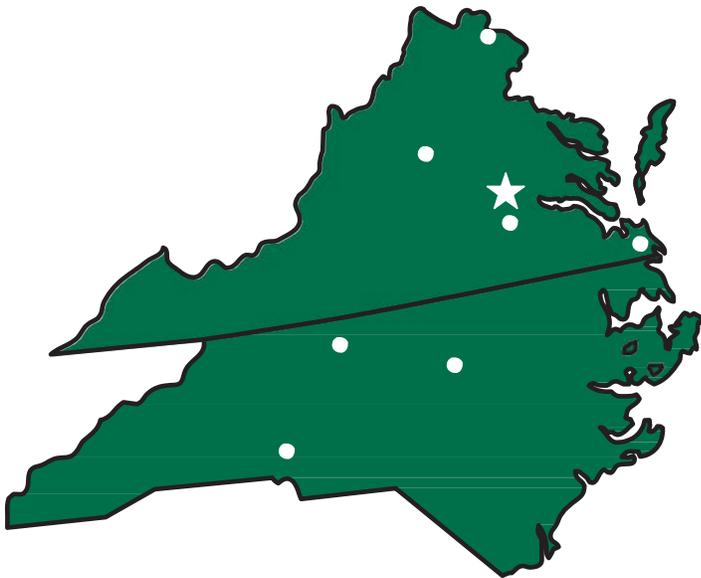
## Timmons Group, Inc. Overview and Capabilities (cont.)

### Our Geographic Locations

Timmons Group operates nine offices in the Southeast, which includes six locations in the Commonwealth of Virginia and three offices in North Carolina. All of our office locations are digitally connected, which allows us to tap into the collective experience of key staff, fully employing the support of approximately 230 employees in the firm, if needed, through the exchange of CAD files, programming/cost estimate spreadsheets and other key project data.

**Virginia Office Locations:** Richmond (Headquarters), Downtown Richmond, Tri-Cities, Ashburn, Charlottesville, Hampton Road

**North Carolina Office Locations:** Raleigh, Greensboro, Charlotte



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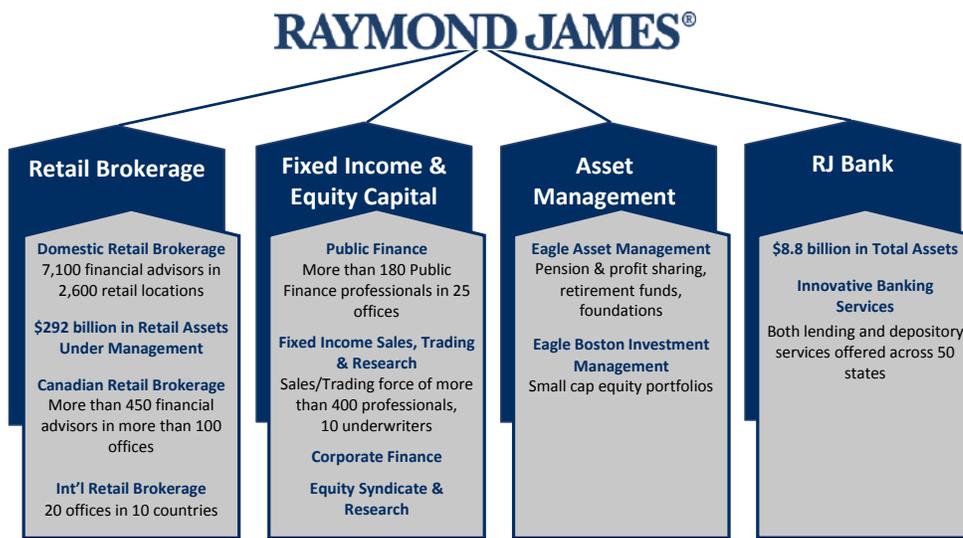
## 1b. EXPERIENCE (cont.)

### RAYMOND JAMES OVERVIEW AND CAPABILITIES

Raymond James Financial, Inc. (RJF) is a diversified holding company providing financial services to individuals, corporations and municipalities through its subsidiaries. RJF was founded in 1962 with the objective of providing a comprehensive range of investments to investors. A public company since 1983, RJF is listed on the New York Stock Exchange and its shares are owned by more than 18,000 individual and institutional investors. In total RJF employs over 14,000 people in over 2,600 locations.

On April 2, 2012, Raymond James closed on the purchase of Morgan Keegan. On February 17, 2013, the two entities became one broker-dealer under the name Raymond James & Associates (“RJA”). The subsidiaries’ services include retail, institutional equity and fixed income sales, investment banking, trading, asset management, and lending services.

Raymond James and its subsidiaries have 7,100 financial advisors serving more than 1.9 million accounts in locations throughout the United States, Canada and overseas. Raymond James is now the largest independent securities firm in the United States by market capitalization. The firm has grown to its present size and organization by adhering to what has been its primary philosophy for 50 years, that of keeping the client’s financial well-being foremost. Over this time, Raymond James has become a respected, multinational company with distinct business units that serve a variety of clients, from individuals and small business owners to municipalities and major corporations.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## Raymond James Overview and Capabilities (cont.)

### Commitment to Public Finance

The Public Finance Division sits within Fixed Income and Equity Capital Markets and is a primary focus of the combined firm. The acquisition of Morgan Keegan by Raymond James underscores the combined entity's commitment to developing and growing its public finance and fixed income franchise. Collectively, over the past ten years, RJA's municipal bond department grew. During the past four years, while many other firms downsized or eliminated their municipal bond departments, RJA has taken advantage of changes in the municipal market to add key talented professionals. We have recently opened public finance offices in Boston and San Francisco, for a total of 25 locations with 186 investment banking personnel. This recent expansion is indicative of our long-term commitment to the business. With over 750 banking, underwriting, sales, and trading professionals, our municipal bond department is one of the largest in the country. One of Raymond James' strategic rationales for acquiring Morgan Keegan was to combine "premier complementary fixed income franchises."

**Distribution Capabilities** - Raymond James is well qualified to serve as senior manager on transactions for a number of reasons. Our Firm's marketing strength is comprehensive, selling to retail investors through more than 7,100 retail brokers located throughout the United States in over 2,600 retail locations and covering the major institutional buyers of municipal products. Unlike any of our competitors with institutional distribution capabilities, we focus on a large number of second and third tier institutional investors through our fixed income sales force, specifically by calling on over 2,400 institutional accounts being covered by 400 fixed income sales, traders, underwriters and fixed income strategists. Our Firm has demonstrated its willingness to underwrite and position unsold bonds in inventory. It is extremely important to clients that the managing underwriters, particularly the senior manager, be willing to own a sizeable position in inventory. We believe that describes our Firm, day in and day out.

#### Retail Distribution Channels

2,600 Retail Offices

7,100 Retail Brokers

#### Fixed Income Distribution Channels

2,400 Institutional Accounts

400 Sales & Trading Professionals Including:

26 Dedicated Solely to Municipals

30 Fixed Income Strategists

7 Underwriters

# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **Raymond James Overview and Capabilities (cont.)**

**National Underwriting Status** – Raymond James brings in-depth market knowledge to its clients as a result of our extensive municipal underwriting experience. The firm’s long-term national underwriting activity places it among the top investment banks nationally. Our expertise and success in the public finance industry is best demonstrated by the firm’s national rankings among the top lead managers of municipal bonds throughout the country. Over the last three years, RJA has ascended the rankings chart and is now solidly entrenched as a top 10 underwriter of long-term municipal issues.

Raymond James’s expertise and success in the public finance industry is best demonstrated by the firm’s national rankings among the top lead managers of municipal bonds. These rankings encompass our senior-managed variable and fixed rate long-term municipal bond underwritings, and they demonstrate that although RJA is an expanding regional firm, we consistently rank among the top national firms in the United States. RJA is one of the industry’s leading underwriters of municipal bonds and is ranked 9th in the nation for underwriting municipal issues sold in 2012.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

## Raymond James Overview and Capabilities (cont.)

National Municipal New Issues Full Credit to Book Runner Year End 2010			
Rank	Underwriter	Par Amount (US\$ mil)	No. of Issues
1	Bank of America Merrill Lynch	59,942.0	591
2	Citi	58,755.6	471
3	J P Morgan Securities LLC	47,147.8	429
4	Morgan Stanley	36,804.8	338
5	Barclays Capital	29,857.8	225
6	Goldman Sachs & Co	25,163.1	165
7	RBC Capital Markets	19,542.1	659
<b>8</b>	<b>Raymond James Morgan Keegan</b>	<b>16,069.6</b>	<b>882</b>
9	Wells Fargo & Co	13,636.4	313
10	Siebert Brandford Shank & Co	9,279.5	76
11	Robert W Baird & Co Inc	8,996.6	929
12	Piper Jaffray & Co	8,045.3	566
13	Stifel Nicolaus & Company Inc	5,347.4	398
14	Jefferies & Company Inc	5,113.3	88
15	Loop Capital Markets	5,018.0	52

National Municipal New Issues Full Credit to Book Runner Year End 2011			
Rank	Underwriter	Par Amount (US\$ mil)	No. of Issues
1	J P Morgan Securities LLC	39,208.3	387
2	Citi	36,567.9	333
3	Bank of America Merrill Lynch	35,346.8	352
4	Morgan Stanley	21,320.0	242
5	Goldman Sachs & Co	17,509.4	94
6	Barclays Capital	14,228.0	119
7	RBC Capital Markets	13,774.2	534
8	Wells Fargo & Co	13,167.4	170
<b>9</b>	<b>Raymond James Morgan Keegan</b>	<b>12,640.9</b>	<b>696</b>
10	Stifel Nicolaus & Co Inc	8,584.5	479
11	Piper Jaffray & Co	6,914.5	620
12	Robert W Baird & Co Inc	5,538.9	507
13	Siebert Brandford Shank & Co	5,222.5	48
14	Jefferies & Company Inc	3,776.2	59
15	Loop Capital Markets	2,945.7	26

National Municipal New Issues Full Credit to Book Runner Year End 2012			
Rank	Underwriter	Par Amount (US\$ mil)	No. of Issues
1	Bank of America Merrill Lynch	53,008.7	462
2	J P Morgan Securities LLC	43,235.1	372
3	Citi	42,407.7	450
4	Morgan Stanley	24,207.7	259
5	RBC Capital Markets	20,886.9	631
6	Barclays	20,177.6	137
7	Wells Fargo & Co	19,395.7	259
8	Goldman Sachs & Co	18,719.5	100
<b>9</b>	<b>Raymond James Morgan Keegan</b>	<b>12,109.2</b>	<b>748</b>
10	Piper Jaffray & Co	9,258.4	568
11	Stifel Nicolaus & Co Inc	8,741.9	550
12	Robert W Baird & Co Inc	8,586.3	863
13	Jefferies & Company Inc	7,319.6	102
14	Siebert Brandford Shank & Co	4,649.0	36
15	Loop Capital Markets	3,127.5	36

**Historical Capital Position** - As of September 30, 2012 (most recent available), the firms' combined total capital is \$3.2 billion, including \$494 million in net available capital. Our capital position gives us flexibility to aggressively price bonds, even in difficult markets. RJA also maintain a significant daily inventory of fixed income securities - typically between \$200 and \$250 million.

**Virginia Underwriting Experience.** RJA has been one of the most prolific senior managers of negotiated municipal bonds in the Commonwealth of Virginia since opening its Richmond office in mid-2000. The Richmond-based public finance effort is supported by seven professionals who collectively have in excess of 100 years of experience working with Virginia issuers. RJA was the leading underwriter of negotiated issues in Virginia for each of the past three calendar years, as shown in the ranking tables below. During this time, RJA has served as senior managing underwriter on 66 transactions (31 more than our closest competitor) totaling over \$2.6 billion in par. In addition, for the period January 1, 2001 to December 31, 2012, our firm ranked 1st in the number of transactions and 1st in total par having senior managed 213 transactions representing a par amount of over \$8.1 billion. Our rankings since 2010 are displayed below and confirms our underwriting strength and experience in the Commonwealth of Virginia.

Virginia Negotiated Municipal New Issues Full Credit to Book Runner Year Ended 2010			
Rank	Underwriter	Par Amount (US\$ mil)	No. of Issues
<b>1</b>	<b>Raymond James</b>	<b>1109.4</b>	<b>34</b>
2	Davenport & Company	243.5	19
3	Citi	993.5	12
4	Bank of America Merrill Lynch	467.8	12
5	Wells Fargo & Co	463.5	11
6	BB&T Capital Markets	193.6	8
7	J P Morgan Securities	341.0	7
8	Piper Jaffray & Co	45.6	6
9	Morgan Stanley	390.0	5
10	Barclays Capital	64.4	3

Virginia Negotiated Municipal New Issues Full Credit to Book Runner Year Ended 2011			
Rank	Underwriter	Par Amount (US\$ mil)	No. of Issues
<b>1</b>	<b>Raymond James</b>	<b>788.4</b>	<b>14</b>
2	Citi	343.2	8
3	BB&T Capital Markets	242.6	8
4	Davenport & Company	106.4	7
5	Bank of America Merrill Lynch	326.3	6
6	J P Morgan Securities	307.0	6
7	M&T Securities Inc	48.8	4
8	Wells Fargo & Co	218.7	3
9	Morgan Stanley	126.1	3
10	Goldman Sachs & Co	67.6	2

Virginia Negotiated New Issues Full Credit to Book Runner Year End 2012			
Rank	Underwriter	Par Amount (US\$ mil)	No. of Issues
<b>1</b>	<b>Raymond James</b>	<b>738.4</b>	<b>18</b>
2	Citi	991.4	15
3	Wells Fargo & Co	901.7	12
4	J P Morgan Securities	798.0	11
5	Bank of America Merrill Lynch	778.5	9
6	Morgan Stanley	1,042.7	6
7	BB&T Capital Markets	184.3	6
8	Goldman Sachs & Co	148.5	2
9	Barclays	265.5	1
10	BMO Capital Markets	132.8	1

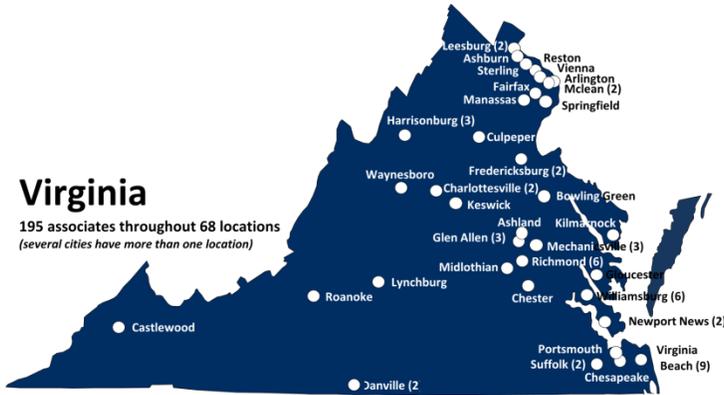
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# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## Raymond James Overview and Capabilities (cont.)

**Distribution in the Commonwealth of Virginia** - Raymond James has 68 offices and 154 retail brokers located throughout the Commonwealth of Virginia. Located in our Richmond office are 11 fixed income sales people who assist in selling bonds to local banks, money managers and investment advisors. To the left we have included a graphic detailing the RJA offices in Virginia.



located in our Richmond office are 11 fixed income sales people who assist in selling bonds to local banks, money managers and investment advisors. To the left we have included a graphic detailing the RJA offices in Virginia.

**Personnel Dedicated to the Engagement** - In order to ensure our clients receive RJA's full commitment, we believe in using a "team approach" in serving our

underwriting clients. This strategy has consistently proven to be the most effective in meeting our clients' needs and providing them with the maximum available access to the full range of resources and expertise available from RJA.

While the engagement with the City will be managed from the Mid-Atlantic Public Finance franchise, several key team members located at other offices will supplement the bankers who are located in Richmond, Virginia. Ron Tillett will lead the team and provide overall coordination for the financing. Dianne Klaiss will provide support banking and will be involved in structuring the transaction. Underwriting expertise will be provided by Casy O'Brien, Ben LaPointe and Ben Landers for tax-exempt and taxable transactions.

***Ronald L. Tillett, Managing Director*** -- Ron Tillett joined Raymond James in April 2012 following the firm's acquisition of Morgan Keegan. Mr. Tillett joined Morgan Keegan as a Managing Director in 2001. Since 2001, Mr. Tillett has focused on the asset management and underwriting needs of public clients throughout Virginia and the United States. Mr. Tillett has extensive experience in all phases of governmental debt issuance, management, and the investment practices and policies of public clients. He works with state and local government clients throughout the United States and manages equity and fixed-income accounts in 24 states. Mr. Tillett has worked with numerous clients in submitting PPEA and PPTA proposals throughout Virginia.

Prior to joining the Firm in 2001, Mr. Tillett served with four Virginia Governors and the Virginia General Assembly over a twenty-four year public service career. He served as Secretary of Finance in the cabinet of two Virginia Governors and served as State Treasurer with two other Virginia Governors. Prior to joining the executive branch of government in 1987, Mr. Tillett spent ten years with the

## **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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### **Raymond James Overview and Capabilities (cont.)**

Virginia General Assembly’s House Appropriations Committee and the Joint Legislative Audit and Review Commission.

Mr. Tillett serves as the Chairman of the Board of Trustees for the City of Richmond, Virginia, Retirement System and is Vice-Chairman of its Investment Advisory Committee. In addition, Mr. Tillett serves as Chairman of the Investment Advisory Committee of the Virginia College Savings Program and is a member of the Christopher Newport University Board of Visitors. Mr. Tillett is a member of the Board of Directors of Union First Market Bankshares Corporation and is Chairman of the Compensation Committee. Mr. Tillett was recently appointed by Governor Bob McDonnell to the Governor’s Commission on Government Reform and Restructuring of State Government and the Commonwealth’s Debt Capacity Advisory Committee. He also serves on the Route 460 Funding Corporation Board of Directors (“63-20” PPTA Funding Corporation).

Mr. Tillett received a Bachelor of Science in Urban and Regional Planning from Virginia Commonwealth University and holds the FINRA Series 7 – General Securities Representative Professional License, the FINRA Series 79 – Investment Banking Representative License, and has successfully completed the NASAA Series 63 – Uniform Securities Agent State Law Examination. In addition, he is a certified Bank Director through the International Bank Director Certification Program.

# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **PUBLIC PRIVATE INFRASTRUCTURE, INC.**

Today's world is one of aging infrastructure and growing public need as populations increase and shift. Combine these growing needs with economic times that fall short of producing the revenues necessary to keep pace and traditional project delivery methods can't keep up. Public Private Infrastructure, Inc. (PPI) was formed to address these complex issues. As a developer, whose sole focus is public infrastructure, PPI calls on the combined decades of experience of its principles, consultants and team members with both public and private backgrounds to develop innovative solutions tailored to fulfill the unanswered needs. Located in Richmond, a Commonwealth of Virginia Corporation, well positions its team of experts in development, public procurement, local and state requirements to provide an array of services such as project development, facilitator/integrator, project finance, program management, site acquisition, design/build, asset management, operations and maintenance.

PPI starts with a clean sheet of paper, analyzes needs with the public entity, their consultants and a team of hand-picked experts; develops alternative solutions through consensus input, and creates alternative financings by leveraging private resources, knowledge and investment allowing planned projects to move forward now rather than later; utilizes PPEA and the PPTA legislation to reduce costs and shorten delivery time by up to 50% utilizing improved procurement and phased delivery; and employs single-source, single-point delivery methods streamlining communications while increasing control, resulting in less hassle and allows the public entity to get what it wants when it needs it. PPI also offers turn-key project development transferring the risk to the private sector allowing public entities to focus on their core business.

### **KEY PRINCIPAL**

Harold Ellis is a 1975 graduate of Texas A&M University, receiving a Bachelor of Science Degree in Industrial Engineering. As President of PPI, Harold Ellis focuses his thirty-seven years of domestic and international project development experience on integrating and facilitating teams who provide innovative solutions to public-private projects. His project development, contract negotiations, program management, design, construction and operations and maintenance skills have been applied to projects of all types; schools, administrative facilities, annexes, prisons, courthouses, maintenance facilities, jails, hospitals, office buildings, roads, bridges, water treatment, wastewater, to name a few. Harold has participated in the acquisition and/or delivery of more than twenty projects in the Commonwealth of Virginia totaling in excess of \$2 billion. Of those, eleven of the projects where

## **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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### **1b. EXPERIENCE (cont.)**

#### **Public Private Infrastructure, Inc. (cont.)**

procured utilizing the PPP procurement process. Other positions held have been; Vice President of KBR Civil Infrastructure Sales, Vice President of BRS Government Operations Sales, and Vice President of Operations, Brown & Root Building Company. Past associations and activities include Board of Directors Greystone Development, Board of Advisors Center for Executive Development, Texas A&M University, American Society of Professional Engineers, Real Estate Sales.

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## **KEY PERSONNEL**

### **English Construction Company, Inc.**

- Allen M. Hamblen, LEED AP, Project Executive
- Robert W. Lee, III, LEED AP, Preconstruction Manager

### **Prestige Construction Group, Inc.**

- Kenneth J. Jones, President
- Gene C. Layne, Jr., Project Manager
- John Colley, Senior Superintendent
- Emil Shipley, Superintendent

### **Enteros Design, P. C.**

- Gil W. Entzminger, AIA, LEED AP, President
- Scott Wheeler, LEED AP, Project Manager
- Thomas R. Freeman, Jr., Project Designer
- Charlotte Phillips, Interior Designer

### **Timmons Group, Inc.**

- Derrick Johnson, P. E. Partner/Office Manager
- Andrew Gould, Civil Engineer
- Stephen Hostetler, PE, REFP, LEED AP, Civil Engineer

### **Raymond James & Associates, Inc.**

- Ronald L. Tillett, Managing Director

### **Public Private Infrastructure, Inc.**

- Harold Ellis, Project Development

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## KEY PERSONNEL RESUMES



**ALLEN M. HAMBLEN, LEED AP**  
Senior Project Executive  
English Construction Company, Inc.

**Education:**

Virginia Episcopal School, Lynchburg, VA  
University of Richmond, Richmond, VA  
Hampden Sydney College, Farmville, VA

Senior Executive responsible for management of the Building Division which includes Historic Renovations, Higher Education, Public Safety, Regional Jails, Local Jails, Corrections Facilities, Energy, Water Plants, Wastewater Plants, and Municipal Utilities.

Allen has thirty seven years' experience in the construction industry in estimating, procurement and project management.

Since the incorporation of the Public Private Partnerships, Design Build, and CM Projects, Allen has also been involved in the development, budgeting and management of these projects costing in excess of \$400,000,000.00.

**Project Experience:**

PPEA/ Construction Management with Design Services *Targeting LEED Silver*  
Fredericksburg New Courthouse and Facilities, Fredericksburg, VA     \$31,865,831  
In progress

PPEA/ Construction Management with Design Services  
Fredericksburg Police Headquarters, Fredericksburg, VA     \$9,572,589  
Completed 6/07

PPEA / Construction Management  
Roanoke Co. Public Safety Building, Roanoke, VA     \$10,795,951  
Completed 1/07

Construction Management with Design Assist  
Meadow Event Park, Richmond, VA     \$44,606,766  
Completed 8/11

Construction Management  
Enviva Ahoskie Pellets, Ahoskie, NC     \$3,200,000  
Completed 10/11

## Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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### Allen M. Hamblen – Resume (cont.)

Construction Management with Design Services Mecklenburg Regional Jail, Boydton, VA Completed 12/12	\$11,995,326
Construction Management with Design Services <i>Targeting LEED Certified</i> Meherrin Regional Jail, Alberta, VA Completed 7/12	\$44,684,635
Construction Management with Design Services Patrick County Regional Jail, Stuart, VA Completed 1/11	\$9,960,000
Construction Management New River Valley Regional Jail, Dublin, VA (JV w/ Balfour Beatty) Completed 2/10	\$55,200,000
Construction Management with Design Services Liberty University Student Residence Hall, Lynchburg, VA In Progress	\$42,000,000
Construction Management with Design Services Longwood University Residence Halls, Farmville, VA In progress	\$39,414,900
Construction Management Liberty University Health Science Building, Lynchburg, VA In progress	\$31,000,000
Construction Management with Design Assist <i>Targeting LEED Certified</i> Randolph Macon College Brock Student Center, Ashland, VA In progress	\$6,200,000
Construction Management Randolph Macon College McGraw Page Library, Ashland, VA Completed 11/12	\$1,521,423

## Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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### Allen M. Hamblen – Resume (cont.)

Construction Management with Design Services <i>Targeting LEED Silver</i> Fork Union Jacobson Hall Barracks, Fork Union, VA Completed 8/12	\$11,644,916
Construction Management with Design Assist <i>LEED Gold Certified</i> St. Anne’s Belfield School Learning Village, Charlottesville, VA Completed 10/10	\$19,329,091
PPEA/Design Build <i>LEED Gold Certified</i> Green Ridge Recreation Center, Roanoke County, VA Completed 12/09	\$23,740,524
PPEA / Design Build Chatham Detention Facility, Chatham, VA Wastewater Treatment Facility Completed 3/07	\$2,938,590
PPEA / Design Build Wastewater Treatment Plant, Moneta, VA Completed 12/06	\$9,230,000
PPEA / Construction Management with Design Services New James Monroe High School, Fredericksburg, VA Completed 8/06	\$33,213,775
PPEA / Design Build Deerfield Detention Facility, Emporia, VA Wastewater Treatment Plant Facility Completed 9/06	\$4,266,552

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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**ROBERT W. LEE, III, LEED AP**  
Preconstruction Manager  
English Construction Company, Inc.

**Education:**

The College of William and Mary, B. A.

Robert’s experience in the construction industry has covered all aspects of construction from planning to completion, from the field to management.

His past responsibilities have ranged from jobsite supervision, scheduling, and company safety with an extensive background in project estimating. Other responsibilities include contract negotiation, design-build and project management. As Vice President of John W. Daniel and Co., he was responsible for the day to day operation and supervision of all staff, field employees and contracts of a company with annual receipts averaging \$38,000,000.00.

He is actively involved with the AGC of VA having served as Southside District President and on numerous state committees.

Robert Lee will serve as the Lead member of our Preconstruction Team. Robert’s responsibilities include coordination of all preconstruction activities, including budget and initial Guaranteed Maximum Price (GMP), solicitation of all major subcontractors, coordination of estimating activities, establishing final GMP’S and quality control throughout the project.

**Project Experience:**

PPEA/ Construction Management with Design Services *Targeting LEED Silver*  
Fredericksburg New Courthouse and Facilities, Fredericksburg, VA     \$31,865,831  
In progress

Construction Management with Design Assist  
Meadow Event Park, Richmond, VA     \$44,606,766  
Completed 8/11

Construction Management  
Enviva Ahoskie Pellets, Ahoskie, NC     \$3,200,000  
Completed 10/11

## Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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### Robert Lee – Resume (cont.)

Construction Management with Design Services Mecklenburg Regional Jail, Boydton, VA Completed 12/12	\$11,995,326
Construction Management with Design Services <i>Targeting LEED Certified</i> Meherrin Regional Jail, Alberta, VA Completed 7/12	\$44,684,635
Construction Management with Design Services Patrick County Regional Jail, Stuart, VA Completed 1/11	\$9,960,000
Construction Management (JV w/ Balfour Beatty) New River Valley Regional Jail, Dublin, VA Completed 2/10	\$55,200,000
Construction Management with Design Services <i>Targeting LEED Silver</i> Fork Union Jacobson Hall Barracks, Fork Union, VA Completed 8/12	\$11,636,952
Construction Management with Design Services Liberty University Student Residence Hall, Lynchburg, VA In Progress	\$42,000,000
Construction Management with Design Services Longwood University Residence Halls, Farmville, VA In progress	\$39,414,900
Construction Management Liberty University Medical Science Building, Lynchburg, VA In progress	\$31,000,000
Construction Management Campus Walk Apartments, Farmville, VA In progress	\$8,571,000
PPEA / Design Build Deerfield Detention Facility, Emporia, VA Wastewater Treatment Plant Facility Completed 9/06	\$4,266,552

## Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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### Robert Lee – Resume (cont.)

Construction Management with Design Assist <i>Targeting LEED Certified</i> Randolph Macon College Brock Student Center, Ashland, VA In progress	\$6,200,000
Construction Management Randolph Macon College McGraw Page Library, Ashland, VA Completed 11/12	\$1,521,423
Construction Management with Design Assist <i>LEED Gold Certified</i> St. Anne’s Belfield School Learning Village, Charlottesville, VA Completed 10/10	\$19,329,091
PPEA/Design Build <i>LEED Gold Certified</i> Green Ridge Recreation Center, Roanoke County, VA Completed 12/09	\$23,740,524
Construction Management with Design Services Cosby Road High School, Chesterfield County, VA Completed 2/07	\$46,629,153

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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**Kenneth J. Jones**  
**Founder / President**  
**Prestige Construction Group, Inc.**

## **EDUCATION**

- Minority Executive Development and Leadership Program
- The Darden School of Business University of Virginia 2002 and 2006
- VMSDC Minority Executive Management Program Robins School of Business University of Richmond 2012
- Business Administration VCU School of Business Virginia Commonwealth University 1979-1980
- Business Administration The LMU School of Business Lincoln Memorial University 1976-1979

## **CERTIFICATIONS/AFFILIATIONS**

- Class A Contractor's License Commonwealth of Virginia
- Associated General Contractors of Virginia, Inc. Member
- The Metropolitan Business League  
Past Board of Directors  
2012 Entrepreneur of The Year  
2007 Trailblazer Award
- Bon Secours Health System, Inc. Joint Hospital Board of Directors
- Lincoln Memorial University Board of Trustees  
Venture Richmond  
Minority Business Executive Advisory Board Member
- VMSDC (Virginia Minority Supplier Development Council) Member



Kenneth J. Jones founded Prestige Construction Group in 1991 to serve the residential needs of the Richmond, Virginia community. In 1997, Jones transitioned Prestige to the commercial market, focusing on growth in the public sector, including projects for Virginia Commonwealth University, the National Parks Service and elements of the Department of Defense. Notable among earlier Prestige projects were the renovations of the VCU Alumni House and the historic Maggie Walker House in Richmond. Recently, Prestige renovated a former school building in Orange County for reuse as the School Board's Administrative Office. Also, Prestige recently completed the renovation of the historic 1841 Hunton Hall building on the campus of VCU Medical Center for reuse as a Student Center. In Lynchburg, Prestige renovated the National Guard Armory, and constructed a new cafeteria in the James Madison Building at Capitol Square for the Virginia Department of General Services. Prestige is currently renovating the Franklin Terrace Arts Building and building an addition onto the James W. Black Music Center, both for VCU. Under a partnering association with Barton Malow Construction, Prestige is working on the new Carter Harrison Research Facility and the South Lawn project, at the University of Virginia. In a Joint Venture with KBS, Inc., Prestige provided Construction Management services for the new Shops at White Oak Village for Forest City Enterprises. Among other recent projects under Jones' direction is the expansion of Dominion Power's Dutch Gap facility, improvements to the WestMark One Building in Henrico County, the expansion of the A. P. Hill Armory, the construction of a new east entrance to Virginia's Capitol Square, Design/Build New Construction and Renovation of Union Branch Baptist Church, Chesterfield, Virginia.

Kenneth Jones has focused his company on providing a quality construction product, with the owners' needs central to success. He has assembled a professional staff that includes long time construction veterans, degree professionals and former government and business executives. Jones' personal approach to business, based on integrity and values is evident in all that the Company does. Kenneth Jones is recognized as a leader in the Richmond community. He has served as President of the Central Virginia Business and Contractors Association and is currently a past member of the Board of Directors of the Metropolitan Business League. Jones is also a member of the Joint Hospital Board of Bon Secours Health System and serves as a Trustee for Lincoln Memorial University.

### ***Project Responsibility and Role***

Kenneth J. Jones will lead the Team's focus on Minority Business mission, providing personal oversight while ensuring project resources are in place. He will meet regularly with customer decision makers to ensure that their needs are met. Ken will also provide a unique insight, given his expertise as a leader in the community; and he will provide innovative solutions to meeting the Minority business participation goals for your project.

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Gene C. Layne, Jr.  
Project Manager  
Prestige Construction Group, Inc.

## EDUCATION

- Ashwood University, Temple Texas - Bachelors of Science in Construction Management
- Hermitage Technical Center, Richmond, VA - Electrical Apprenticeship

## CERTIFICATIONS/AFFILIATIONS

- ASHE- American Society of Healthcare Engineers
- SAME- Society of American Military Engineers
- CMAA- Construction Management Association of America
- AGC- Association of General Contractors
- NFPA- National Fire Protection Association
- AEE- Association of Energy Engineers

## CORE QUALIFICATIONS

- Certified Construction Manager- Construction Management Association of America
- Contractor Quality Management Certified – USACE Corps of Engineers
- Healthcare Construction- ASHE
- CPM Scheduling- Primavera
- Cost Estimating- R.S. Means
- Fiber Optics- Siecor
- NEC 2008- Richmond Technical Center
- LEED AP Training- AGC
- Electrical Commissioning- Association of Energy Engineer

## PROFESIONAL ACHIEVEMENTS

- Team Member of the Year 2011- MBP, Inc.
- Value Award 2010 for performing an energy audit for Caroline County VA

Mr. Layne is a dynamic construction professional with expertise in managing multiple complex projects. He is an excellent facilitator contributing to initial concept, design, planning, and administration of all types of construction programs. His key strengths are:

Cost Estimating - CPM Scheduling – Electrical Commissioning – Value Engineering  
Constructability Review – Project Management – Program Management – Contract Negotiation – Develop Scopes of Work – Planning – Material Management – Healthcare Construction – Federal Contracting – Quality Management  
Business Development- Established key relationships in Central Virginia

## CAREER BACKGROUND

- Successfully managed contractors, inspectors, & skilled trades for the BRAC program at Ft. Lee Army base
- Developed Project Management plans for project team coordination
- Extensive Healthcare, K-12, Higher Ed, and government contract experience
- Extensive Military Base Construction experience
- Proficient project scheduler with clear understanding of construction means and methods. Developed CPM Baseline and Monthly update schedules for projects requiring cost and resource loading
- Extensive Cost Estimating with contract buyout and negotiation experience
- Design Build experience along with Parametric Cost Estimating skillsets
- Collaborate with Design Build teams on projects where input for Constructibility is required
- Develop project teams and manage daily operations
- Operations Management for Richmond VA region, with P&L responsibility. Formed strong relationships with project owners, general contractors and sub-contractors.
- International experience
- Possess strong Project Controls background
- Possess skills to develop safety programs

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## Gene Layne Resume (cont.)

- The Performing Arts Center at George Mason University- Managed the entire electrical Commissioning program for the 85,000 SF, 270 seat project. Responsibilities included the development of the owner's project requirements, Design review, maintaining issues logs, inspections, and start up tests. Managed Cx staff to coordinate with the entire Cx program to include electrical, HVAC, Building Automation, Security, Fire Alarm, and Communications. Project Value \$46M
- Fort Lee Army Base, Petersburg, Virginia BRAC Initiative- Owner's representative for project controls, which included Design Review, CPM Schedule approval, Pay applications approval, Site Inspection, and recommendations for Federally mandated BRAC Design Build project. Project Value \$358M
- Post wide Power Generator; Fort Lee, VA- Managed the entire building electrical service re construction for facilities on post that require back up power. Responsibilities included estimating project costs, budget negotiation with the government, design review, Generator procurement, sub-contractor buy out, CPM Scheduling, and Construction Management. Project Value \$8M
- Operations Support Center, Fort Lee, Virginia- Managed the demolition and reconstruction of sixty-year-old building to become the Emergency Command for anti-terrorism on post. Responsibilities included the installation of a new HVAC chilled water system, new electrical service, and plumbing upgrade, along with new finishes. Project Value \$15M
- Operations Support Center, Langley Air Force Base, Virginia- Managed six million dollar electrical installation of a new facility built to support the F-22 Raptor jet. Project consisted of re-routing all power lines, and the construction of a new four-way traffic signal. The inside of the building included digital dimming, Five separate data and voice systems for secure transmission, sound masking, and power back-up. Project Value \$16M
- Aerial Delivery Building, Fort Lee, Virginia- Managed two and half million dollar electrical installation of a new facility for the Parachute Riggers command. This project included the re-configuration of Power from the base's power distribution center, Back-up power and Motor Control System. Project Value \$20M
- Tactical Water Purification System, Fort Lee, VA- Managed the overall project that consisted of three training areas used by the Army to produce purified water. Each facility included the construction of concrete basins and concrete buildings used to maintain equipment. Project Value \$16M
- VCU Health System Richmond, Virginia- Performed Facility Assessment for entire campus at the Medical College of Virginia which included identification of problem areas within each facility and measures needed to bring the facility into compliance with the American Disabilities Act (ADA). Project included leading a team of discipline professionals and performing a cost analysis for the colleges Capital Expenditure Plan. Project value Project Value \$35M
- George Mason University Data Center- Project Manager for the Commissioning of the Electrical System for this Tier IV N + 2 data center located on campus. Prepared Owner Project Requirements (OPR), Pre-functional Checklist, Design and Construction Issues logs, and witnessed the functional performance test, which included the operation, load shed and Power feed and drop off. Project Value \$22M

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## Gene Layne Resume (cont.)

- Medical College of Virginia, Richmond, Virginia- Managed construction and renovation for a new state of the art installation of a MRI in the facilities basement. Project consisted of the total renovation of space, re-configuration of medical gas, HVAC, steam generation, domestic water, and Life Safety systems. Project Value \$2.2M
- Caroline County Public Schools- Performed Claims analysis for Siemens contract that gave the county the opportunity to the county to enforce contractual agreements with Siemens Corporation. Project Value \$15M
- Richmond Public Schools- Managed operation for 3 year contract to facilitate the new ADA renovations in 52 public schools. Project Value \$16M
- Williamsburg-James City Schools- As project Manager, performed cost controls through cost estimating, CPM Scheduling, Quality Control, and oversight of daily inspections. Project Value \$32M
- PPD Labs, Richmond, VA- Program Manager in charge of design build project for a 45,000 SF Vaccine Laboratory, challenged with a completion date within 3 months. Applied Virtual Design to Construction techniques by assembling a team of designers, and constructors to design project through build out. Project Value \$45M
- Johnston Willis Hospital, Richmond, Virginia- Managed the renovation of the entire third floor of the Atrium building to deliver a brand new Mother & Infant Unit for the Hospital. Project consisted of the demolition of all critical systems and re-configuration of medical gas system, HVAC, Plumbing, & Electrical. Project Value \$5M
- Mall Properties, Hampton, Virginia- Owner's representative for the construction of a Burling Coat Factory and Firestone Car Care Center. Responsible for all permitting activities, design review, Contractor supervision, and Contract administration. Project Value Project Value \$28M
- Alstom Power, Bellefonte 1 & 2- Operations Manager for developing the baseline schedule for the renovation of two reactors. Oversaw schedule development for the summary level schedule that consisted of 10,000 activities.
- Office of the Attorney General, Richmond, Virginia- This project consisted of the installation of twelve hundred computer and telephone workstations and a fiber optic backbone to transport data throughout the building. Project Value \$12M
- Smith-Kline Beecham, London England- Owner's representative for the data communications wiring being provided by AT&T. Responsibilities included developing budgets for the project as well as commissioning the Installation. Project Value \$34M
- OSP Consultants, Sterling, Virginia- Consultant for Bell Atlantic assisting in the design for Fiber Optic routes within the local outside cable plant for Bell Atlantic, Comcast, & Cavalier Telephone. Project Value \$340M
- U.S. West Telephone Company, Denver Colorado- Consultant to design the first fiber optic system to the customer premise. Responsibilities included mapping local area, product selection, submittal review, as well as budget cost control.
- Comcast, Charleston South Carolina- Project Manager of Underground and Aerial Construction department. Major installations included easement, railroad, and waterway crossings. Project Value \$30M



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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**John Colley**  
**Senior Superintendent**  
**Prestige Construction Group, Inc.**

## EDUCATION

High school graduate  
US Army Veteran w/ honorable discharge

## CERTIFICATIONS/AFFILIATIONS

- OSHA 10 & 30 Certification
- American Red Cross CPR & Life Saving
- Trenching Safety
- AGC Supervisory Training
- Fire X Training
- Aerial Platform Certified ANSI 92
- Forklift Certified ANSI 92
- Qualified Operator License-Ramset/Red Head Powder Actuated Tools
- Hilti Qualified Operator-Powder Actuated Tools
- Hospital Construction Certificate - VSHE

### **Years of Experience: 29**

#### **Superintendent, Webster Elementary School, St. Augustine, FL**

Supervised the \$1.6 million dollar addition and renovation of the Webster Elementary School.

#### **Superintendent, Crown Point Elementary School, Orange Park, FL**

Supervised the \$3.7 million dollar multi-level addition and renovations to the Crown Point Elementary School.

#### **Area Superintendent, Naval Research Laboratory, Washington, DC**

Supervised the multiple projects at the Naval Research Laboratory totaling 10 million dollars.

#### **Superintendent, Patio Enclosures Headquarters Building, Lorton, VA**

Supervised the \$5 million dollar construction of the Patio Enclosures Headquarters Building.

#### **Superintendent, Glebe Elementary School, Arlington, VA**

Supervised the \$2 million dollar addition and renovation of the Glebe Elementary School.

#### **Superintendent, Clifton Fire Station, Fairfax, VA**

Supervised the \$3.2 million dollar construction of the Clifton Fire Station.

John Colley has 28 years of experience in the construction field as a superintendent. He has experience in all aspects of the construction trade. John has an impressive knowledge of all aspects of construction projects, including: heavy formwork, high rise buildings, subway system tunnels and stations, underground facilities, medical facilities, educational facilities, research/technology facilities, government facilities including federal (CIA), state, and county, and high-end tenant build outs and hotel renovations while occupied.

## RECENT RELEVANT EXPERIENCE

#### **Superintendent, Florida School for the Deaf and Blind, St. Augustine, FL**

Supervised the \$1.5 million dollar addition for the Florida School for the Deaf and Blind.

#### **Superintendent, Ocean 8 Condominiums, Crescent Beach, FL**

Supervised the \$1.5 million dollar construction of the Ocean 8 Condominiums.

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## John Colley Resume (cont.)

### **Superintendent, Randolph Elementary School, Arlington, VA**

Supervised the \$8 million dollar major renovation and multiple additions to the Randolph Elementary School.

### **Senior Superintendent, Fair Oaks Hospital, Fair Oaks, VA**

Supervised the \$6.3 million dollar addition to the Fair Oaks Hospital.

### **Senior Superintendent, Blair Towers, Takoma Park, MD**

Supervised the \$3.7 million dollar renovation to Blair Towers.

### **Senior Superintendent, Navy Federal Credit Union-Navy Yard, Washington, DC**

Supervised the \$2 million dollar construction of the Navy Federal Credit Union-Navy Yard.

### **Senior Superintendent, Navy Federal Credit Union, Dale City, VA**

Supervised the \$1 million dollar construction of the Navy Federal Credit Union.

### **Senior Superintendent, Cartier Jewelry, College Park, MD**

Supervised the \$1 million dollar construction of the Cartier Jewelry Store.

### **Senior Superintendent, Central Intelligence Agency, Langley, VA**

Supervised the \$3.5 million dollar construction of the Central Intelligence Agency.

### **Senior Superintendent, Eisenhower Self Storage, Alexandria, VA**

Supervised the \$2.5 million dollar construction of the Eisenhower Self Storage Facility.

### **Project Manager, The French Connection, Georgetown-Washington, DC**

Managed the \$1 million dollar construction of The French Connection.

### **Project Manager, Boystown, Washington, DC**

Managed the \$3.2 million dollar construction of Boystown.

### **Superintendent, Whitehall Robbins Pharmaceutical, Richmond, VA**

Supervised the \$5 million dollar addition and renovation of Whitehall Robbins Pharmaceutical.

### **Superintendent, Caroline County District Courthouse, Bowling Green, VA**

Supervised the \$4 million dollar construction of the Caroline County District Courthouse.

### **Senior Superintendent, Philip Morris Research/Technology Facility, Richmond, VA**

One of the Senior Superintendents that supervised the \$300 million dollar construction of the Philip Morris Research/Technology Facility.

### **Senior Superintendent, VCU School of Dentistry, Richmond, VA**

Supervised the \$20 million dollar construction of the VCU School of Dentistry.

### **Superintendent, VCU School of Medicine, Richmond, VA**

Supervised the steel and precast erection of the \$96 million dollar construction of the VCU



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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**Emil Shipley**  
**Superintendent**  
**Prestige Construction Group, Inc.**

## **EDUCATION**

- Fork Union Military Academy-  
1976, Fork Union, VA
- Groveton High School-1979,  
Alexandria, VA

## **CERTIFICATIONS/AFFILIATIONS**

- American Red Cross, CPR and Life Saving
- Contractor Quality Management-  
Certified-Army Corps of Engineers

## **RELEVANT EXPERIENCE**

### **Assistant Superintendent/QC**

#### **VCU School of Medicine, BECOM, Richmond, VA**

Worked under contract for Gilbane in a Joint Venture building the new VCU School of Medicine, a 12-story \$152M high-tech high-rise.

### **Superintendent**

#### **Army National Guard Readiness Center, Arlington, VA**

Supervised construction of a multimillion dollar multiple project contract

### **Mechanical Superintendent**

#### **University of Virginia, Carter-Harrison Medical Research Building MR6, HECOM Charlottesville, VA**

As Mechanical Superintendent, Mr. Shipley supervised construction of MR6, a level 3 plus Bio-Medical Research Facility for the University. This 189,000 square foot \$85M facility included both Bio-Medical Level 2 (BL2) and Vivarium Bio-Medical Level 3 (BL3) space, which incorporated sophisticated Mechanical Equipment and System. Tightly controlled construction provided controlled airflow through the BL3 spaces and an installation of cramped above-ceiling specialized mechanical distribution systems.

### **Superintendent**

#### **Fort A.P. Hill Emergency Operations Center, Fort A.P. Hill, VA**

Mr. Shipley directed the design build construction of the new 500 sq. ft. masonry CMU addition to the existing Emergency Operations Center High Tech-Computer Room. The project also included installation of new duct work, new sidewalks, and landscaping. Exterior finishes had to match existing masonry brick veneer. Interior finishes included carpet (VCT), paint and ACT ceiling grid and tile.

### **Superintendent**

#### **George Mason University, Computer Room 106 Modifications, Arlington, VA**

Mr. Shipley directed the modification of an existing computer server room at George Mason University. Project included extensive coordination with GMU officials and subcontractors to install new Liebert Air Conditioning Unit in existing space.

Mr. Shipley has 30 years of experience in all aspects of building trades, specializing in concrete construction of Research/Healthcare facilities and MEP to Marine, Commercial and Residential construction to Bridge construction. His experience includes Military and University contracts and Communication Systems, preparation and utilization of project work breakdown structures, as well as the interpretation of blueprints and schematics. He possesses strong communication, organizational and analytical skills and is adept in dealing with clients, architects, engineers, inspectors and sub-contractors.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA



## Gil W. Entzminger

AIA | LEED AP | PRESIDENT

As founder and president of Enteros Design, Gil Entzminger is director of architectural design and the senior principal in charge of firm operations. In addition to overseeing the operation and design direction of the firm, Mr. Entzminger builds partnerships with the firm's clients. Mr. Entzminger has a wide variety of experience in projects including cultural/institutional, commercial, adaptive reuse, and renovation. Before establishing Enteros Design, he was a Senior Associate with Blackburn Architects in Washington, DC. There he specialized in adaptive reuse and renovation projects. Prior to that, Mr. Entzminger was a Project Architect with the international firm HOK where he gained extensive experience in large scale institutional projects for Federal, State, and County governments.

ARCHITECTURAL LICENSES  
Virginia, District of Columbia

PROFESSIONAL EXPERIENCE  
Enteros Design, PC 2003

Blackburn Architects 1996-2003  
Senior Associate

Hellmuth Obata & Kassabaum  
1991-1996  
Project Architect

EDUCATION  
Clemson University  
B.S. in Architecture, 1991

PUBLICATIONS  
*American Libraries*, Library Design Showcase, March 2012  
*Green Build & Design*, November 2011  
*Main Street News*, June 2003  
*Riding Magazine*, May 2003  
*Southern Living*, March 2003  
*Architecture*, February 1993

MEMBERSHIPS / ACTIVITIES  
American Institute of Architects  
American Library Association  
National Trust for Historic Preservation  
Rotary  
Historic Petersburg Foundation



## Relevant Experience

### Petersburg City Hall Study, Petersburg, VA

Enteros Design worked with the City of Petersburg to complete a Space Needs Analysis and Site Study for a new City Hall building. We submitted a report that analyzed information from 16 City departments in 7 separate locations. These departments will be consolidated into a single 60,000 sf building, with advanced technology and infrastructure.



### Petersburg Public Library, Petersburg, VA

The new Petersburg Public Library was designed as a 56,000 square facility to house the current library's collection, a 300 person auditorium for public events, meeting rooms for up to 100 people, as well as a gallery and café. The library integrates cutting edge technology in the form of high speed wireless, RFID, and advanced Audio/Visual capabilities.



### Colonial Heights Courthouse Documents, Colonial Heights, VA

Enteros Design provided preconstruction design and construction documents for the new 57,000 sf courthouse. The design includes new General District, J&DR, and Circuit courtrooms. The building infrastructure includes state-of-the-art data and communications, as well as a sophisticated security/surveillance system.



### Cameron Foundation Headquarters, Petersburg, VA

The philanthropic foundation chose an historic home for the location of its new headquarters. The project included renovation, restoration, and the design of an addition to the historic building to incorporate a conference center, a reception area, and capacity to accommodate advanced A/V needs.



### Prince George County Library, Prince George, VA

The 12,000 sf library acts as a cultural and community center with public meeting rooms, a computer lab, and a wi-fi café. The design of the library was integrated into its rural setting and incorporates outdoor terraces to encourage outdoor activities and programs.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA



## Scott Wheeler

LEED AP | PROJECT MANAGER

As project manager, Scott's role in each project is integrally hands-on. As well as being responsible for overseeing the overall design of the project, Scott will also maintain overall responsibility for the successful planning, execution, monitoring, control and closure of the project. Prior to joining Enteros Design, Scott held the position of Senior Advisor for Sustainable Design at Richmond architecture firm, BCWH, where he was also a lead project manager for many of the firm's K-12 educational facility projects. Mr. Wheeler brings 16 years of experience in institutional, cultural, and educational facilities with him to Enteros Design.

### PROFESSIONAL EXPERIENCE

Enteros Design, PC  
2010

BCWH  
2003-2010

Cooper Carrey, Inc.  
1998-2003

### EDUCATION

Louisiana Tech University,  
School of Architecture  
Bachelor of Architecture  
1996

### AWARDS

AIA Richmond-  
Design Merit Award, 2009

AIA Richmond-  
Alice Lehman Sunday Prize  
2004, 2005, 2009

ASID/IIDA, Interior Design Excellence  
Award  
2009

### Relevant Experience

#### Colonial Heights Courthouse Documents, Colonial Heights, VA

Scott is the project manager for the preconstruction design and construction documents for the new 57,000 sf Courthouse. The design includes new General District, J&DR, and Circuit courtrooms. The building infrastructure includes state-of-the-art data and communications, as well as a sophisticated security/surveillance system.



#### Prince George Animal Shelter, Prince George, VA

Prince George County needed new facility to replace its antiquated Animal Shelter and provide additional space for the Department of Animal Control. The new 7,500 sf facility was designed to be welcoming and comfortable for the animals, as well as staff and visitors.



#### Petersburg City Hall Study, Petersburg, VA

Enteros Design worked with the City of Petersburg to complete a Space Needs Analysis and Site Study for a new City Hall building. We submitted a report that analyzed information from 16 City departments in 7 separate locations. These departments will be consolidated into a single 60,000 sf building, with advanced technology and infrastructure.



#### Prince George Human Services, Prince George, VA

Enteros Design was hired to evaluate the Department's needs, available space, and the condition of the existing building systems. Based on this analysis, Enteros Design provided a detailed space needs assessment and program summary.



#### Manchester High School, Chesterfield, VA\*

This renovation and addition project provided classroom and lab space for a new Spanish Immersion program, and to provide space for a new Mass Comm Specialty Center, including instructional space for Video Graphics production, presentation, and lab space.

\*Scott worked on this project while employed by BCWH Architects, as a member of the BCWH team.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA



## Thomas R. Freeman, Jr.

### PROJECT DESIGNER

As an architectural designer at Enteros Design, Thomas Freeman's responsibilities include conceptual design, the production of construction drawings, project coordination, research, and administration. Thomas leads the team in daily production and design efforts.

Since joining Enteros Design in 2006, Mr. Freeman has worked on cultural, civic, residential, adaptive reuse, and master planning projects. He has successfully executed and directed projects from their initial conception through to finalized designs. Prior to working at Enteros, Thomas was employed in Leipzig, Germany at Weis & Volkman Architektur. His primary focus in Germany was the master planning, marketing, and design of various adaptive reuse projects.

### PROFESSIONAL EXPERIENCE

Enteros Design, PC  
2006 - Present

Weis & Volkman Architektur  
2005

Rust Orling & Neal  
2004

### EDUCATION

Virginia Polytechnic Institute  
Bachelor in Architecture  
Minor in Industrial Design  
2006

### AWARDS

AIA Richmond  
Alice Lehman Sunday Prize, 2009

Virginia Tech, CESA selection  
Switzerland Study Abroad 2005

Virginia Tech, WAAC  
Washington DC, Urban Studies 2004

### Relevant Experience

#### Colonial Heights Courthouse Documents, Colonial Heights, VA

Thomas is a staff designer for the preconstruction design and construction documents for the new 57,000 sf Courthouse. The design includes new General District, J&DR, and Circuit courtrooms. The building infrastructure includes state-of-the-art data and communications, as well as a sophisticated security/surveillance system.



#### Petersburg Public Library, Petersburg, VA

The new Petersburg Public Library was designed as a 56,000 square facility to house the current library's collection, a 300 person auditorium for public events, meeting rooms for up to 100 people, as well as a gallery and café. The library integrates cutting edge technology in the form of high speed wireless, RFID, and advanced Audio/Visual capabilities.



#### Brunswick County Courthouse Study, Brunswick, VA

The County of Brunswick wanted to assess its Historic Courthouse for use as administrative offices. We completed a feasibility study of the 16,144 historic structure and submitted a report that included a detailed analysis of the architectural, structural, mechanical, electrical, and plumbing requirements to renovate the building for modern use.



#### Cameron Foundation Headquarters, Petersburg, VA

Thomas was the project manager for the renovation of an historic structure that involved the design of an addition that doubled the size of the building. The new facility houses offices, a reception area, and public meeting rooms and classrooms.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA



## Charlotte Phillips

INTERIOR DESIGNER

Charlotte collaborates with the architecture and design team to provide fresh and contemporary views to interior architecture. Her focus is on the design of interior spaces, architectural millwork, and interior finishes.

Charlotte's excellent communication skills and collaborative mindset pave the way for a project's success. She works closely with the firm's principal and project managers to create functional, attractive, and innovative designs.

### PROFESSIONAL EXPERIENCE

Enteros Design, PC  
Petersburg, VA  
2011-Present

Walter Parks Architect  
Richmond, VA  
Intern  
2011

### EDUCATION

Virginia Commonwealth University,  
School of the Arts  
Bachelor of Fine Arts,  
Interior Design (CIDA Accredited)  
2011

### Relevant Experience

#### Petersburg City Hall Study, Petersburg, VA

Enteros Design worked with the City of Petersburg to complete a Space Needs Analysis and Site Study for a new City Hall building. We submitted a report that analyzed information from 16 City departments in 7 separate locations. These departments will be consolidated into a single 60,000 sf building, with advanced technology and infrastructure.



#### Charles City County Library, Charles City, VA

Enteros Design recently completed the design and construction documents for the new 16,000 SF Charles City County Library which will be built on the south end of the Courthouse Complex. The facility includes a 100 seat meeting room, gallery, computer lab, study rooms, a children's program room, and a café.



#### Colonial Heights Courthouse Documents, Colonial Heights, VA

Charlotte led the finish and furniture selection for the new 57,000 GSF two-story courthouse facility. The design includes new General District, J&DR, and Circuit courtrooms. The building infrastructure includes state-of-the-art data and communications, as well as a sophisticated security/surveillance system.



#### Virginia Linen Corporate Headquarters, Petersburg, VA

Enteros Design selected new finishes and designed new interior lobby spaces and bathrooms to give the facility a more contemporary feel. The cohesive design unified the building interiors, and incorporates elements of the company's branding strategy and corporate identity.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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**Derrick Johnson, P.E.**  
**Civil Engineering Principal in Charge**  
**Timmons Group, Inc.**

## **Education**

BS, Civil Engineering Virginia  
Military Institute, 1987

## **Registrations**

Professional Engineer Virginia ,  
1994 (#24761)  
Professional Engineer,  
North Carolina, 1996 (#22395)

## **Experience**

25 Years

Derrick Johnson is the Managing Principal of Timmons Group's Tri-Cities office. He supervises his staff in all aspects of design of site plans, infrastructure development, subdivisions and feasibility studies for private clients. He is the Project Manager for all site/civil engineering work including industrial development, restaurants, hotels, convenience stores, churches and office centers, as well as residential subdivisions within the area including the Counties of Dinwiddie, Chesterfield, Prince George and Sussex.

## **Select Project Experience**

- Tabernacle Baptist Church Parking Lot Improvements, City of Petersburg, VA
- Richard Bland College Maintenance/Storage Facility, Petersburg, VA
- New Millennium Studios Parcel Development, Petersburg, VA
- West Tuckahoe Roadway, Petersburg, VA
- Keystone Corporate Park Survey and Site Planning, Petersburg, VA
- Brasfield Commons Boulevard Road, City of Petersburg, VA
- Forbes Industrial Park Expansion, Prince George County, VA
- George Towns a Single and Multi-Family Project with Infrastructure, Prince George County, VA
- Branchester Lakes Section 16 a 30-lot single family subdivision, Prince George, VA
- Centerpointe Industrial Park Road Extension, Prince George County, VA
- Diamond Park Infrastructure, Prince George County, VA
- Central Marketing, Prince George County, VA
- Roslyn Office Building at Crossings, Prince George County, VA
- Conference Center, Prince George, VA
- Tindall Concrete, Incorporated Expansion, Dinwiddie, VA
- East Coast Oil, Dinwiddie, VA
- Huddle House of Dinwiddie Site Design, Dinwiddie, VA
- Bank of McKinney Dinwiddie Branch Site Planning, Dinwiddie, VA
- Dinwiddie Motor Sports Park, Dinwiddie, VA
- Basin at Roslyn Property Stormwater Management, Dinwiddie, VA



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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**Andrew Gould, P. E.**  
**Civil Engineer**  
**Timmons Group, Inc.**

## **Education**

BS, Civil Engineering, University of Notre Dame, 1992  
MS, Civil Environmental Engineering, Virginia Tech, 1998

## **Registration**

Professional Engineer, Virginia, 1997

## **Experience**

19 Years

## **Affiliations**

American Public Works Association  
Virginia Floodplain Management Association  
Virginia Lakes and Watershed Association  
North American Lake Management Society



Andrew Gould is an expert in watershed management and master planning, and has been responsible for watershed master plans in many area localities including the Cities of Petersburg and Richmond, Counties of Hanover, Henrico, Chesterfield, James City and Albemarle Counties, as well as the Towns of Ashland and Culpeper. His experience focuses on large-scale master planning that balances the needs of development, water resource protection, and regulatory requirements. He is an expert in the Virginia Stormwater Management Regulations, and recently sat on the Technical Advisory Committee that assisted in rewriting these newly adopted regulations. He has worked with the City of Richmond, and several other Phase 2 communities, with their VSMP MS4 permitting needs, and has recently assisted the City of Richmond develop a Stormwater Design Standards Manual.

Andrew has experience in Low Impact Development and sustainable infrastructure design, watershed modeling, VSMP requirements, stream restoration and wetland mitigation designs. He is also experienced in the design of storm sewers and stormwater management facilities, including BMPs for stormwater pollution prevention.

He has been involved in all aspects of these projects including initial design development, public meetings, easement and right-of-way acquisition coordination, construction management and administration.

## **Select Project Experience**

- City of Petersburg MS4 Permit, City of Petersburg, VA
- Virginia State University, Campus-wide Stormwater Improvement Plan, City of Petersburg, VA
- Virginia State University Softball Field Renovation, City of Petersburg, VA
- VSMP MS4 Permit Compliance and Support Program, City of Hopewell, VA
- Swift Creek Reservoir Watershed Master Plan, Chesterfield County, VA
- VSMP General Construction Permit Gap Analysis, City of Richmond, VA
- VSMP MS4 Permit Compliance and Support Program, City of Richmond, VA
- Green Alley Stormwater Retrofit, City of Richmond, VA
- Annual On-Call Drainage Contract, Henrico County, VA
- Longwood University Stormwater Management Plan and Updates, Farmville, VA
- Term Contract for Stormwater Services, James City County, VA
- Henrico West End Depot MS4 Compliance Analysis, Henrico County, VA
- Charlottesville Chesapeake Bay TMDL Gap Analysis, City of Charlottesville, VA

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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Stephen Hostetler, P. E., REFP, LEED AP  
Civil Engineer  
Timmons Group, Inc.

## Education

BS, Virginia Tech,  
Civil Engineering, 1988

## Registrations/Certifications

Professional Engineer, Virginia, 1994  
Professional Engineer, North Carolina, 1997  
Professional Engineer, Pennsylvania, 2011  
LEED Accredited Professional, 2009

## Experience

24 Years

## Affiliations

Council of Educational Facility  
Planners International (CEFPI)  
US Green Building Council  
Recognized Educational Facility  
Professional (REFP)  
Virginia Educational Facility  
Planners (VEFP), President 2011

Stephen Hostetler, has managed hundreds of local government projects including municipal facilities, justice facilities and schools. His duties include project management and coordination from inception of a preliminary plan to certification of construction completion. Steve's responsibilities relate to all phases of project development, including initial layouts, grading plans, road design, sanitary sewers, water distribution systems, fire protection, stormwater management, storm sewer systems, water quality and feasibility studies.

Steve brings his 24 years of facility planning experience to your project and he will be an asset to the design team. Steve is a sector leader for Timmons Group's Education division and he is one our most experienced principals. His approach involves your representatives and the project team at each project phase. Steve prides himself on a great working relationship with his clients and he looks forward to assisting you on projects assigned under this contract.

## Select Project Experience

- Buckingham Courthouse Addition, Buckingham, VA
- Fairfax Historic Courthouse Renovation, City of Fairfax, VA
- Matthews County Courthouse, Matthews County, VA
- John Marshall Courts Building, City of Richmond, VA
- Fauquier County Detention Center, Fauquier County, VA
- Culpeper Juvenile Correctional Facility, Town of Culpeper, VA
- Second Police Precinct, Richmond, VA
- Henrico County Emergency Communications and Training Facility, Henrico County, VA
- Hanover County Public Safety Building, Hanover County, VA
- Virginia State University Multiple Site Improvement Projects, City of Petersburg, VA
- Ettrick-Matoaca Library, Chesterfield County, VA
- Green Ridge Recreation Center, Roanoke County, VA
- Multiple Projects of Varying Scopes for Virginia State University, Petersburg, VA
- George Mason University's Term Contract for Civil and Surveying Services, Fairfax, VA
- Virginia Commonwealth University's Term Contract for Civil and Surveying Services, Richmond, VA
- Northern Virginia Community College, Woodbridge, VA
- Master Planning and Design Services for Germanna Community College New Technology Building, Culpeper County, VA
- Lynchburg College's New, Muti-storied Enrollment House, Lynchburg, VA
- Warhill High School, Williamsburg-James City County, VA
- Combined Middle School/High School, Northumberland County, VA
- New Glen Allen High School, Henrico County, VA

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## SECTION I – Qualifications and Experience

### Representative Projects – English Construction Company, Inc.

English stands as one of the leading privately held contractors in the mid-Atlantic region—with the workforce, equipment fleet, and bonding capacity needed to tackle truly monumental projects.

English Construction is a third-generation family-owned business. For over a century, English has been advancing steadily, adding new skills, new resources, and new technology. As we kept pace with changes in the construction industry, our areas of expertise expanded to include such diverse areas as roads and bridges, power plants, water and waste water facilities, factories, monumental and institutional structures, and historic renovations.

But throughout our dynamic history, we've never outgrown the values that have made us successful since 1909: integrity, relationships, service, quality, and experience.

- **INTEGRITY** – providing our clients with peace of mind while being a true partner in every aspect of the project.
- **RELATIONSHIPS** – creating loyalty with our clients and our employees.
- **SERVICE** – providing our clients the best construction projects utilizing the most innovative tools and expertise.
- **QUALITY** – creating model projects for our clients and the entire construction industry.
- **EXPERIENCE** – utilizing the abilities of our tenured personnel to continue to provide quality projects.

## Fredericksburg Courthouse and Court Facilities Fredericksburg, Virginia

English Construction Company, Inc., in conjunction with Moseley Architects, P. C. as First Choice Public-Private Partners, is currently constructing the new Design Build Courthouse and Court Facilities in Fredericksburg, Virginia.

This project includes demolition and renovations to the first floor of the Executive Plaza building in Fredericksburg to be used as the J&DR Courtroom and Clerk's Office. The work includes new courtroom, offices, holding cells, and public toilets. The building is a 70,000 s. f. structure with state of the art security system, two General District Court rooms, two, Circuit Court room, and an underground prison transport system. This project will be **LEED certified** in order to provide a healthier work environment, which contributes to higher productivity and improved employee health and comfort.

### OWNER

City of Fredericksburg  
747 Princess Anne Street  
P. O. Box 7447  
Fredericksburg, Virginia 22401-7447  
Contact: Beverly Cameron  
Tel: (540) 372-1010

AND

First Choice Public Private Partners  
Fredericksburg Courts, LLC, A VA Liability Co.  
3200 Norfolk Street  
Richmond, VA 23230  
Contact: Jay Moore  
Tel: (804) 794-7555

### ARCHITECT

Moseley Architects, P. C.  
3200 Norfolk Street  
Richmond, VA 23230  
Contact: Jay Moore, AIA  
Tel: (804) 794-7555

**Contract Amount:** \$31,865,831

**Completion Date:** On schedule to complete  
March 2015



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

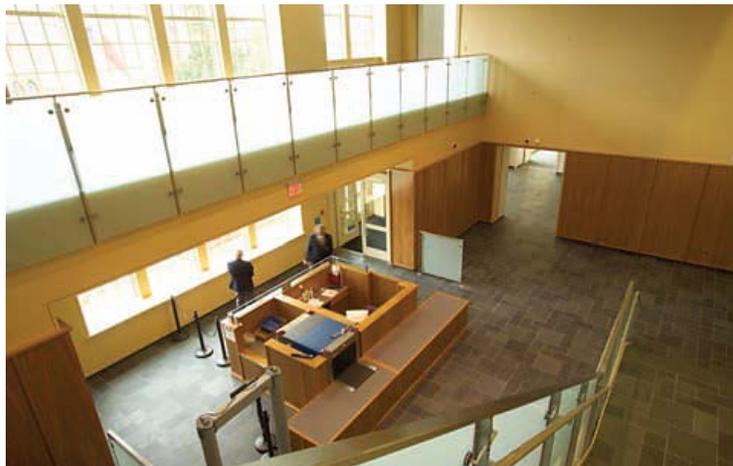
## United States Federal Courthouse and Post Office Lynchburg, Virginia

English Construction Company, Inc. completed this new Federal Courthouse and Branch Post Office consisting of a new five-story court and office building, complete renovation of an existing three-story building for additional courtroom and offices and a one-story post office.

Working on behalf of the U.S. Postal Service and the General Services Administration, Keating Development Company developed a plan to consolidate the courts, post office and other federal agencies into a new state-of-the-art complex. The project includes the complete renovation of a 3-story schoolhouse, new construction of a 5-story courthouse building and a free-standing, one story post office.

The schoolhouse renovation includes exterior masonry, wood cornice repair, a new roof and replacement windows. The Courthouse is comprised of a District Courtroom, Bankruptcy Courtroom and Magistrate Courtroom that can also be used for bankruptcy jury trials and Grand Jury proceedings. Site improvements include five vehicle parking areas, retaining walls, pedestrian paths and streetscaping.

The new complex provides dignified spaces and efficient operations for the Courts, Federal Agencies, the U.S. Postal Service and the public and serves as the springboard to encourage further redevelopment of downtown Lynchburg.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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**U. S. Federal Courthouse and  
Post Office  
Lynchburg, Virginia**

## ***Additional views***

### **OWNER**

Keating Building Corporation  
The Phoenix, Suite 300  
1600 Arch Street  
Philadelphia, PA 19103-2028  
Contact: Bradley W. B. Statler  
Tel: (610) 668-4100

### **ARCHITECT**

MGA Partners, Architects  
234 Market Street  
Philadelphia, PA 19106  
Contact: Amy Stein  
Tel: (215) 925-0100

**Contract Amount:** \$15,767,585

**Completion Date:** February 2005



## Ford T. Humphrey Public Safety Building Stafford, Virginia

English Construction Company, Inc. completed this new 114,000 SF, 2-story Public Safety Building in 2008 as a PPEA project. This project included an extensive amount of site work.

This facility houses all county public safety agencies and includes high tech communications equipment for all of the required dispatch services. This project was procured under the new PPEA legislation. We worked with the same team members that were involved with the Roanoke County PPEA Public Safety Building.



### **OWNER**

Stafford County  
1300 Courthouse Road  
Stafford, VA 22555  
Contact: Kathleen K. Fox  
Tel: (540) 658-7300

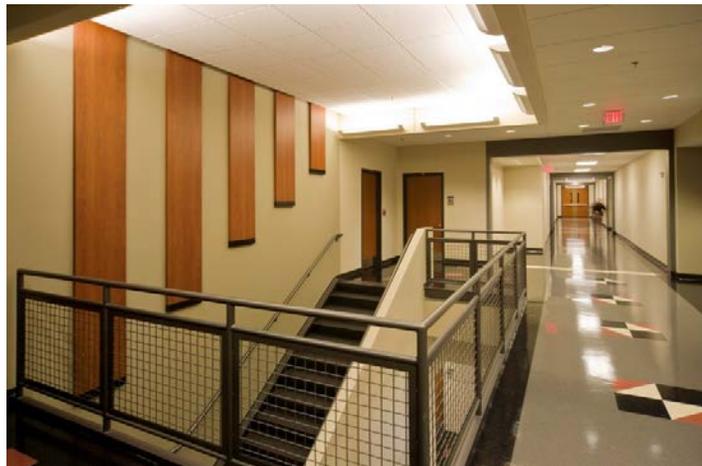
### **ARCHITECT**

DVA, LLC  
400 Professional Dr., Suite 200  
Gaithersburg, MD 20879  
Contact: John Thurston  
Tel: (301) 590-8900



**Contract Amount:** \$14,822,738

**Completion Date:** January 2008



## City of Fredericksburg Police Headquarters Fredericksburg, Virginia

English Construction Company, Inc., as a General Contractor, completed the new Fredericksburg Police Headquarters that houses police administration, patrol services, investigations, and forensics operations as well as the City's E-911 communication center in a 34,000 square foot, one-story structure. Locker rooms and a fitness facility are included.

The building features a large multipurpose room for use by the Police Department for training programs and for use by community groups. The multipurpose room can be accessed by the public without compromising the security of the rest of the facility. Storage is provided for various equipment and logistical support needs, including secure evidence storage. Public and police vehicle parking are well separated, with a fenced police vehicle lot to optimize security.

### **OWNER**

City of Fredericksburg  
P. O. Box 7447  
Fredericksburg, Virginia 22404  
Contact: Beverly Cameron  
Tel: (540) 372-1010

### **ARCHITECT**

Moseley Architects  
3200 Norfolk Street  
Richmond, Virginia 23230  
Contact: Jay Moore, AIA  
Tel: (804) 794-7555

**Contract Amount:** \$10,232,616

**Completion Date:** July 2007



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

## Roanoke County Public Safety Center Roanoke, Virginia

English Construction Company, Inc., as a General Contractor, completed this new three story, 80,000 S.F. modern office building.

This facility houses the County's Public Safety Services featuring the latest technology in communications among the various local, state and national agencies. This project was procured under the new PPEA legislation. We worked with the same team members that were involved with the Stafford County Public Safety Building.



### **OWNER**

County of Roanoke  
P.O. Box 29800  
Roanoke, VA 24018  
Contact: Elmer C. Hodge,  
County Administrator  
Tel: 540/772-2004

### **ARCHITECT**

DVA, LLC  
400 Professional Dr., Suite 200  
Gaithersburg, MD 20879  
Contact: John Thurston  
Tel: (301) 590-8900



**Contract Amount:** \$10,961,804

**Completion Date:** December 2006



# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **SECTION I – Qualifications and Experience**

### **Representative Projects – Prestige Construction Group, Inc.**

**Our Project Managers and Superintendents have over 250 years collectively in the construction business.**

Renovation of older or historic buildings requires a special kind of contractor. Prestige Construction Group has the experienced management team and workforce to perform your renovation project with the highest quality and value.

New Construction is one of our specialties. We can remodel your office to your design or we can design it to your dreams. We service commercial needs. Prestige Construction Group strives to build a long-term relationship with our customers. As a proven leader in commercial construction, Prestige Construction Group provides our customers with quality, safe, on time, under budget project development and construction services.

#### **Capabilities Include:**

- Design/Build
- Project Construction Management
- Pre-Construction Site Review
- Bid Management

#### **Subcontract Trades:**

- Drywall, Acoustical Ceiling
- Carpentry, Painting
- Labor to Install Specialties
- Division Ten
- Construction Cleaning
- Range Geographic Territory: Southeastern United States

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## Virginia Commonwealth University

### J. W. Black Music Center



Prestige is serving as the Construction Manager at Risk for this new 15,000 sf addition to the James W. Black Music Center on the Monroe Campus of VCU. The project involves constructing a replacement wing on an existing building – a former church – which serves as the principal practice and rehearsal facility for the renowned VCU Music Department. In addition to directing the complete construction of this facility, which sits on a very small and difficult site in the heart of Richmond’s Fan District, the challenge is to insure that all systems provide seamless service while not detracting from the future use – music rehearsal – in the completed building. This project is underway with an expected mid 2008 completion. The contact on this project is Leon Bare at 804-828-3839.

**Contract Amount:** \$4,500,000



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## VCU Medical Center Hunton Student Center; Richmond, VA



The Hunton Student Center Renovation involved the historic renovation of 25,000 s. f. of space in the former First Baptist Church building, which was designed by Thomas U. Walter and constructed in 1841. Serving as Construction Manager at Risk, Prestige renovated and adapted this historic facility for use as the student center to serve the VCU Medical Center Campus of Virginia Commonwealth University. Spaces include a learning resource center, dining service facility, lounge and study spaces, computer stations, meeting and group study rooms, a TV lounge, administrative offices and associated support space. The renovation included general facility improvements, mechanical system improvements and life safety and code compliance, all with particular attention to the historic fabric of the facility. The University's contact for this project was Brian Ohlinger, Vice President for Facilities at 804-838-9647.

**Contract Amount:** \$4,100,000



## Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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### VCU Alumni House Richmond, Virginia



The renovation and adaptive reuse of a 5,000 sf building on historic Franklin Street in Richmond, for use as the VCU Alumni House, required extensive construction and restoration, while paying particular attention to the historic finishes in the late-Victorian era home. The scope of work consisted of demolition, framing, masonry, roofing, period-appropriate and serviceable interior and exterior finishes, as well as the replacement and repair of mechanical, electrical, plumbing and elevator systems. The project even included resurfacing a parking facility associated with the building. The point of contact for this project was Leon Bare at 804-828-3839.

**Contract Amount:** \$525,000



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## Historic Preservation and Adaptive Re-Use Maggie Walker National Historic Site Richmond, Virginia



This project required the complete rehabilitation, restoration and renovation of a national historical site for the National Parks Service for a house museum. The preservation of windows, doors and interior millwork was accomplished, while installing new finishes, stairs, an exterior porch and elevator. Also included in the project was the installation of a new fire and security alarm system, a state of the art museum-style fire suppression system, natural gas furnace, HVAC, plumbing, electrical and telephone systems. The project also involved lead-based paint abatement on the historic interior finishes. The National Park Service contact was Willie De'Ocampo.



# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **SECTION I – Qualifications and Experience (cont.)**

### **Representative Projects – Enteros Design**

Enteros Design, P. C. is a full service architecture firm dedicated to providing high quality professional service to its clients. Our goal is to maintain an active partnership with our clients from a project's earliest conception to its final construction and into the next project.

Enteros Design works to achieve design excellence. The result of our work should be appropriate to its context and environment, true to its materials and character, and expressive of its time and function. The firm's name is derived from the prefix ENT- (to put into or within) and the words, Expression, Rhythm, Order, and Structure. Enteros Design strives to put into design all of these characteristics. We hope to increase human interaction and emotional experience within the build environment.

We offer extensive experience on large and small projects in eight states and the District of Columbia. Our project experience includes cultural/institutional, commercial, residential, planning/landscape, restoration, adaptive reuse, and recreational. The scope of our services includes feasibility studies, master planning, programming, design, construction documents, and construction administration.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA



**Square Feet**  
60,000 GSF

**Contact**

Steven Hicks  
Director of Public Works  
City of Petersburg  
135 North Union Street  
Petersburg, VA 23803  
804.733.2353  
shicks@petersburg-va.org

## Petersburg City Hall Study

Petersburg, Virginia

Enteros Design worked with the City of Petersburg on a Space Needs Assessment and Site Analysis for a new City Hall building. The new building will consolidate several of the City's offices into a single location. Currently, the City has departments in 6 different locations throughout Petersburg.

Enteros Design interviewed 16 different departments to gather a complete understanding of what was needed and by whom. Each department has unique needs for technology, public safety, security, parking, and adjacencies.

Four sites were considered for the new City Hall. Enteros Design created basic plans to showcase the pros and cons of each potential site. Multiple site plans were developed to show the new building with and without a parking deck.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA



## Square Feet

57,000 sf

## Contact

Brian Copple  
Assistant Director,  
Public Works  
City of Colonial Heights  
201 James Avenue  
Colonial Heights, VA 23834  
804.524.8708  
coppleb@colonial-heights.com



## Colonial Heights Courthouse

Colonial Heights, Virginia

Enteros Design provided preconstruction design and construction administration services for the new Colonial Heights Courthouse. Enteros Design has coordinated design efforts with a multi-disciplinary team to finalize the design and construction documents of the new two-story, 57,000 sf Colonial Revival courts facility. The new courthouse design was developed through the preliminary design phase by Moseley Architects. The design includes new General District and J&DR courtrooms on the first floor, and a new Circuit courtroom on the second floor. The building is also supported by secure holding and sheriff's office space on both floors. It includes offices for the Commonwealth's Attorneys, Community Corrections, and J&DR Court Services. The building infrastructure includes state-of-the-art data and communications, as well as a sophisticated security system.

Enteros worked with the City's Building Committee and City Council to develop all of the interior design, including all finishes and color selections. In addition to coordinating the design, Enteros Design has managed the project budget and developed an aggressive schedule to meet the City's goals. This process included a week long "Value Engineering Workshop" where all aspects of the project design were evaluated for cost efficiency resulting in \$400,000 in savings. Enteros Design released two "Early Works" bid packages during the design effort to take advantage of the market and site conditions and accelerate the project construction schedule.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA



**Square Feet**  
56,000 sf  
(later revised to 42,000 sf)

**Contact**  
Wayne Crocker  
Director, Petersburg Library  
137 South Sycamore Street  
Petersburg, VA 23803  
804.733.2387  
wcrocker@ppls.org



## Petersburg Public Library

Petersburg, Virginia

The new Petersburg Public Library is designed to provide a full range of services to a diverse community of residents with a considerable array of needs. The new building will be located in the center of downtown Petersburg, and will serve as a cultural center for the community as well as a catalyst for further revitalization of the downtown.

Enteros Design was hired as architect for the new library and led a project team to verify the program needs, design the interior and exterior, and achieve LEED certification. The library integrates cutting edge technology and creates an environment for education, cultural enhancement, and entertainment for future generations. The plan includes a café, gallery, extensive meeting space, study rooms, extensive public computers, a computer training lab, and separate uniquely designed children and young adult's spaces.

The new building architecture will have a monumental civic scale to be compatible with the adjacent historic churches. Large windows and a glass atrium space in the heart of the building will allow natural light to fill the interior during the day, and be lit at night from within to encourage views into the building from the exterior.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA



**Square Feet**  
12,000 sf

#### Contact

Mr. Bill Hamby  
General Services Manager  
Prince George County  
P.O. Box 68  
Prince George, VA 23875  
804.722.0706  
bhamby@princegeorgeva.org

#### Recognition

- American Libraries' Library, Design Showcase, 2012
- GRACRE, Project Winner, 2012



## Prince George County Library

Prince George, Virginia

Enteros Design's new Prince George Branch Library is situated at the northern end of the County's government complex and acts as a local cultural center with meeting rooms, a wi-fi café, library stacks, and outdoor terraces extending into the existing wooded landscape. The building is designed to recall the rural vernacular architecture of the region and the County's transition towards technology and industry. A heavy timber roof structure spans the axis of the library leading to an interpreted silo for the Children's story time area. Natural materials and transparent views merge the building with the landscape. The new 12,000 square foot library is operated by the Appomattox Regional Library System.

The interior of the facility is open with few partitions to aid in staff's visibility of all floor areas. The circulation desk is located adjacent to the entrance with a clear view of the entire collection. Self-checkout stations and RFID technology were included for the ease of both staff and patrons.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA



**Square Feet**  
16,000 sf

**Contact**

Mr. John Bragg  
Planning Director  
Charles City County  
P.O. Box 66  
Charles City, VA 23030  
804.652.4708  
bragg@co.charles-city.va.us

## Charles City County Library

Charles City, Virginia

Enteros Design recently completed the design and construction documents for the new 16,000 SF Charles City County Library which will be built on the south end of the Courthouse Complex. The facility includes a 100 seat meeting room, gallery, computer lab, study rooms, a children’s program room, and a café. A museum quality archival space was designed to help protect the County’s rare documents.

The County’s rich heritage is heavily influenced by its “three cultures and four centuries.” Three pronounced hipped roof volumes march across the front of the building representing the three cultures: the Europeans, the African Americans, and the American Indians. Triangular patterns are found in the floor plan and building elevations expressing artwork found in American Indian artwork. Murals reflecting the history of the County are portrayed on the walls of the Children’s Library. A ceremonial plaza space located in front of the building incorporates symbolism of the two rivers surrounding the County. A children’s garden located in the rear of the building will encourage interactive learning opportunities. The building is designed to be LEED Silver, and focuses on highlighting sustainable design principles.



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

## Municipal Project Experience



### County Administration Offices Brunswick, Virginia

- We provided an existing building conditions assessment, feasibility study and conceptual plans to renovate the historic building for the County's administrative offices.



### Commonwealth's Attorney's Office Middlesex, Virginia

- Middlesex County is relocating the Commonwealth's Attorney's offices to a previously unfinished shell space in the County's new courthouse. The scope of the project includes design through construction administration for interior design, space planning, mechanical, electrical, and plumbing engineering.



### La Crosse Town Hall La Crosse, Virginia

- Enteros Design is working with the Town of La Crosse to transform a historic railroad hotel into the new Town Hall and visitor's center. The facility will include the town offices, a large public meeting room, a visitor's center, and a trail head for the Tobacco Heritage Trail.

### Multi-Modal Transit Center Renovation

Petersburg, VA

- renovation of an unfinished building space; provided architectural and engineering services for a preliminary design and budget analysis to renovate an interior space for offices, conference room, and classroom

### General District Court Clerk's Office Plan

Petersburg, VA

- study for the renovation of the Clerk's office; included in study was an assessment of current and future needs

### Disputanta Volunteer Fire and Rescue

Disputanta, VA

- renovation of emergency rescue station to expand vehicle space

### Ettrick-Matoaca Emergency Rescue

Chesterfield, VA

- renovation of facility to accommodate larger vehicles, and added ambulance bays

### Petersburg 800MHz Radio Upgrade

Petersburg, VA

- upgrade to the City's emergency radio system; project met a federally mandated deadline and was finished within 6 weeks

### Human Services Department Study

Prince George, VA

- study to determine the capacity of the existing facility to meet future needs and growth; included space needs analysis, feasibility study and conceptual design.

### Building Assessment and Repairs

Prince George, VA

- provided construction documents to repair the County's existing 911 communications building and the historic courthouse; included structural repairs, roof repairs, and restoration of historic construction

### Petersburg Public Library Feasibility Study

Petersburg, VA

- conducted a comprehensive study of two existing car dealership buildings to evaluate their adaptive reuse as a library; included concept designs, structural analysis, MEP evaluation, and cost estimates



# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **SECTION I – Qualifications and Experience (cont.)**

### **Representative Projects – Timmons Group, Inc.**

Timmons Group is dedicated to assisting Local and State entities in meeting their conceptual planning and site development needs for police, fire and rescue facilities, court facilities and prisons. Our broad background in the design of public safety facilities is a distinct advantage, and our public safety focus enables us to master plan and design sites that effectively integrate required program and operational considerations to satisfy both the client and the community. We are committed to environmentally sensitive and responsible site design while at the same time maintaining project budget and schedules.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## Timmons Group (cont.)



Timmons Group provided surveying services and site/civil engineering for the new \$3.5 million 22,300 square foot General District Courts building and renovations/expansion of the existing historic courthouse. The existing building contained about 20,500 gross square feet of space on two levels (including the basement) and was generally in fair condition.

To solve long-term space needs, the County purchased property across Ennis Street from the existing Courthouse on which the new courthouse was constructed. The existing courthouse was renovated and expanded to add space for the Circuit Court, Circuit Court Clerk and court security functions.

To maximize the area available for court use in the courthouse, the County relocated the Public Works Administration and Planning and Community Development offices from its basement to the present Social Services building. The new courts building houses the General District and Juvenile and Domestic Relations (J&DR) Courts, the General District and J&DR Court Clerks, the Commonwealth’s Attorney and the Court Services Unit.

## Cumberland County Courthouse Expansion, Cumberland County, VA

The Cumberland County Courthouse was constructed in 1818, consisting of approximately 2,500 gross square feet. The existing courthouse building was listed with the Virginia Landmarks register as a significant local landmark in 1994. An addition of approximately 8,350 square feet incorporated the following spaces:

- |   |                                  |
|---|----------------------------------|
| Juvenile and Domestic Relations Courtroom | Public Lobby and Waiting Area    |
| Two Judge’s Chambers                      | Public Restrooms                 |
| Public Entrance with Security             | Witness Waiting Rooms            |
| Detainee Holding Cell Spaces              | Attorney/Client Conference Rooms |
| Larger Jury Deliberation Space            | Maintenance Storage Area         |
- Greensville County Courthouse, Emporia, VA

The historic Greensville Courthouse and Clerk’s Offices were renovated at a cost of over \$3 million. The surrounding landscaping was not included and the new walkways suffered from flooding due in part to the grading of the walks and lack of roof drains on the buildings. The senior presiding judge issued a court order requiring the needed improvements to be made within a given time schedule.

Through an extended coordination process with the Landscape Committee and historic, citizen and veteran organizations involved in the existing monuments at the Courthouse, the landscape master plan developed several major revisions to Courthouse Square. These included a new lawn area, walkway revisions, landscaped public sitting areas, new streetscape, removal of historic elements not in character with the courthouse area and a new landscape setting for the Courthouse and Clerk’s Office.

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# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## Timmons Group (cont.)



### **Henrico County Courthouse Plaza Renovation, Henrico County, VA**

The project focus was to redesign the courthouse entrance creating a small courtyard with historic markers and plaque in memorial to Chief Justice Marshall. Timmons Group provided initial conceptual plans of the courtyard to final construction drawings, which included placing all the markers and plaques. Timmons Group also provided the construction management and inspection reports.

### **Henry County Courts, Henry County, VA**

Site plan design for a new courthouse facility on 10+/- acres of very steep ground in Henry County. Timmons Group services included topographic surveying, layout, grading, utility design and storm sewer system design. An advanced sitework package was prepared for this project.

### **Hopewell Courts Building, Hopewell, VA**

Site plan design for a new courthouse facility and renovations to an existing municipal building in Hopewell, VA. Timmons Group services included topographic surveying, layout, grading, utility design and storm sewer system design.

### **Young-Laine Courts Building, Isle of Wight County, VA**

Timmons Group provided survey, civil engineering, a traffic impact analysis and preparation of LEED documentation services for this project. The new building, named the Young-Laine Courts Building, is 46,347 square feet and constructed on County-owned land just north of the existing county complex on U.S. Route 258. The property is the former County fairgrounds.

The traditional architecture of the new courthouse facility for Isle of Wight County will enhance the existing historic Government Complex while also creating a prominent community landmark. The design of a formal entry court complements the architecture and will serve as a new hub of community activity for the County. A central lawn is centered on the front doors and framed by an alley of Lacebark Elm trees. The lawn terminates at a circular plaza with a raised planter and seat wall at its center. The plaza is paved with brick pavers and incorporates traditional park benches around the perimeter. The raised planter walls are faced with brick to match the façade of the building.



In addition to extensive landscape and hardscape design features, this project also incorporates numerous low impact development strategies. Native plants have been selected for drought tolerance, and no irrigation will be provided. Infiltration swales and an onsite retention pond encourage groundwater recharge and reduce the amount of run-off leaving the site. This project is anticipated to achieve a LEED® Silver rating.

# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **Timmons Group (cont.)**

### **Manchester General District Courts Building Expansion, Richmond, VA**

Timmons Group provided civil engineering, landscape architecture and construction services for the expansion of the courthouse from 27,000 to 58,000 square feet, including three General District courtrooms and support facilities, Commonwealth Attorney’s offices, underground sally port prisoner area and three parking lots adjacent to the courthouse.

Our Landscape Architecture group also prepared rendered site plans that were approved by the City of Richmond’s Urban Design Committee. These site plans included an option for a public plaza that would front on Hull Street. This plaza will reconnect the courthouse with its original frontage on Hull Street and also create a space for community gatherings with its stage-like setting. A shaded seating area adjacent to the plaza could be used by visitors as they wait for their cases to be called and by employees during their breaks. An open lawn steps down toward the plaza along Hull Street, incorporating partially sunken granite beams as additional seating opportunities. The central paving area of this plaza has been identified as a potential site for public artwork, which would be reviewed by the City’s Public Art Commission.

Re-dedication of the new \$23 million facility took place on January 8, 2010.

### **Chesterfield Courts Building, Chesterfield, Virginia**

Site plan design for a new courthouse facility on 47+/- acres of land in Chesterfield County. Timmons Group’s services included topographic surveying, layout, grading, utility design, storm sewer system design and design of new public roads.

### **Prince Edward Courthouse Expansion - Farmville, VA**

This project includes special inspections, including soil, concrete and structural steel for a 35,000 square foot building addition to a historic courthouse. Timmons Group’s services included:

Soil testing, including basement excavation and undercut monitoring

Concrete testing for footings, retaining walls, slabs-on-grade, and elevated slabs.

Structural steel inspection, including welds, bolts, points, and columns

Project coordination



# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## Timmons Group (cont.)



### Spotsylvania Courthouse Landscape Plan - Spotsylvania, VA

A new courthouse addition was designed adjacent to, and to be part of, the existing historic courthouse.

Timmons Group developed a landscape plan to accommodate new pedestrian movements within the existing courthouse and additions to buildings and parking areas. Features included pedestrian linkages, lighting, central

sitting area, landscape screening, preservation of mature trees and selection of new flowering and shade trees for overall streetscape.

### Mathews County Courthouse Study New Courthouse Design, Mathews County, VA

Timmons Group provided complete a feasibility study as well as site design, a new turn lane addition, infiltration basin stormwater management, sanitary sewer and new well design with fire storage tank and water treatment package. The new courthouse incorporates the following spaces:

- Circuit Courtroom
- District Courtroom
- Two Judge's Chambers
- Circuit Court Clerk's Office
- District Court Clerk's Office
- Sheriff's Office
- Probation Officer Office



## **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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**1c. Provide the names, addresses, and telephone numbers of persons within the firm or consortium of firms who may be contacted for further information.**

English Construction Company, Inc.  
Allen M. Hamblen, Senior Project Executive  
P.O. Box P-7000  
Lynchburg, Virginia 24505  
Telephone: 434-845-0301  
Email ahamblen@englishconst.com

Prestige Construction Group, Inc.  
Kenneth J. Jones, President  
219 Turner Road  
Richmond, Virginia 23225  
Telephone: 804-745-0000  
Email kenjones@prestigeconstruction.com

Raymond James & Associates, Inc.  
Ronald L. Tillett, Managing Director  
951 E. Byrd Street, Suite 930  
Richmond, Virginia 23219  
Telephone: 804.225.1148  
Email Ron.Tillett@RaymondJames.com

**1d. 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.**

English 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*.

## **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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1e. 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.

We have reviewed the Virginia State and Local Government Conflict of Interests Act and confirm that none of the individuals on our team would be obligated to disqualify him or herself from participation in this project.

# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **SECTION 2 - Project Characteristics**

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

The new Petersburg City Hall will be located at the intersection of Washington and Union Streets on the major gateway corridor into the City. This ideal location in the center of town, adjacent to the Multi-modal Transit Center, downtown businesses, and other civic architecture will maximize the benefit of the new City Hall for all residents, businesses, and visitors in Petersburg. The design of the building will be compatible with the historic architecture, and rich heritage of Petersburg, while providing a vision for the future. Please refer to Volume II, Section 2.a, for confidential and proprietary design renderings of the building. The following narrative summarizes the major features and systems in the building.

### **Building Statistics**

Proposed Area:	Approximately 61,780 square feet
Construction Type:	2B
Fully Sprinkled:	Yes
Height:	3 stories, approximately 54 feet
Use Group:	B, A3

### **Sustainability**

The building will integrate and promote sustainable design to improve energy efficiency, conserve resources, and educate the public. Sustainable principles and features will include energy efficient mechanical and electrical systems, water conservation, recycled and renewable resources, reduced heat island effect, improved indoor air quality, and construction waste diversion. The goal will be to provide the City with an efficient and durable building to minimize long term costs. This proposal does not include LEED certification.

### **Site Design**

Public plaza spaces will be created at building entrances. The plaza spaces and connecting sidewalks will be paved with a combination of brick pavers, concrete pavers, and concrete. A special memorial wall and design feature will be incorporated into the design. The memorial feature will have symbolic meaning to the City and those people or groups represented in information engraved on the

# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **2a. Project Characteristics (cont.)**

wall. The feature will be designed so that information may be added to it in the future.

Landscape and green space will be designed to be low maintenance. Drought tolerant and indigenous species will be utilized. A high efficiency irrigation system will be used for landscaped areas.

Approximately 140 parking spaces will be accommodated on the site on the north side of the building. The parking will be paved in asphalt with landscaped islands. A drive aisle will be provided to access a drive-through window for the treasurer's office. The drive through will consist of a single lane and window, with a transaction drawer, and a cantilevered canopy. Pneumatic tube systems are not anticipated.

### **Structure**

The foundation systems of the building will be determined based on the soil conditions and geotechnical reports. It is anticipated that the building foundation will consist of concrete spread footings. Concrete block foundation walls will extend up from concrete footings. Structural steel columns and beams will support building loads. The floors will be constructed of composite metal deck and concrete. The roof structure will be metal decking supported on steel bar joists and steel beams.

High density filing systems will be used in the building. Major departments will have high density files located in the department or shared between departments. A central archives storage area will incorporate high density storage. The high density file systems will be owner provided FF&E. These areas will be provided with additional structural support.

### **Exterior Design**

The exterior of the building will use materials which are compatible with the surrounding site context. It is anticipated that brick and architectural precast concrete will be used. Architectural precast concrete will be used for the base of the building, as accent features at window sill or heads, as accent bands, and at the building entrance.

Aluminum windows and aluminum storefront window systems will be used on the exterior of the building. Building lobbies and public areas will have large areas of glass to allow for views and transparency into and out from the building. High

# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **2a. Project Characteristics (cont.)**

performance glazing with high thermal performance and visible light transmittance will be used on the exterior.

Composite aluminum wall panel systems will be used on the third floor of the building, at spandrel panels, and as canopies and building entrances. The composite aluminum panels will be dry set systems.

The exterior wall assembly will consist of masonry veneer cavity wall construction. Six inch metal studs will be used as the structural back up to the brick veneer. The wall will have 1/2” exterior gypsum sheathing and 5/8” interior gypsum board.

### **Roof**

The design will have a low pitched roof with 80 mil sheet membrane over tapered insulation. It is assumed that the roof will slope to interior roof drains.

The building program requires a larger building foot print on the first floor which reduces in size as the building moves upward. It is anticipated that roof terrace areas will be created at the second and third floors. These roof terraces will have areas of shallow “green roof” systems and concrete pavers supported on pedestals.

### **Interior Design**

The interior of the building will be filled with natural light, open and transparent, and modern. Materials will be aesthetically pleasing and durable.

Flooring in public areas such as lobbies and corridors on the first floor will consist of durable and easily cleaned finishes such as porcelain tile. Public bathrooms will have tile floors and tile on the walls extending to the ceilings.

Carpet will be used in areas as appropriate to the use and need for acoustics. For budget purposes it is assumed that the common office areas will use carpet tile costing between \$25 to \$30 per yard. In major public meeting rooms, the City Council suite, and the City Manager’s Suite, it is assumed that the carpet tile will cost between \$30 and \$40 per yard. Staff kitchenettes, work rooms, and similar areas will use linoleum or bio based composite tile.

# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **2a. Project Characteristics (cont.)**

Fabric wrapped acoustical wall panels will be used in major public meeting rooms and lobbies to reduce sound. Acoustical panels will be recessed and integrated into the surrounding construction.

Ceilings will consist of a combination of gypsum board and 2x2 lay-in acoustical ceiling tiles. Lobbies and major public meeting rooms will have a ceiling design which combines drywall and ceiling tiles to create a pattern. High performance acoustical ceiling tiles will be used in major meeting rooms and large public spaces.

Interior partitions will be constructed of metal studs and 5/8" gypsum. Acoustical walls will extend to structure, and have resilient channels where privacy is critical, around meeting rooms, bathrooms, and between departments.

Interior glazing and storefronts will be used at entrances to departments. Interior sidelites and clerestory windows will be used to promote the passage of natural light. Bullet resistant glass will be used at cashier windows in the Treasurer's department, the Commissioner of Revenue, and Utility Billing.

### **Vertical Circulation**

The building will have a high capacity high speed hydraulic elevator. Consideration may be given to utilizing an elevator with the operators in the hoistway rather than in machine rooms. Elevator cab finishes will be upscale, attractive, and durable as appropriate for a City Hall use.

Vertical egress stairs will be simple steel pan construction with metal pipe rail construction. Consideration will be given to creating a two story open lobby space with an open stair to encourage use of stairs for vertical access. The stairs may have a glass or ornamental metal railing system.

### **Lighting**

The lighting in the building will consist of energy efficient 2x2 fixtures, recessed down lighting, and suspended pendants. General offices areas will utilize 2x2 direct/indirect fixtures. Major lobby spaces, conference rooms, and public areas will utilize a combination of recessed down lighting and suspended pendant fixtures.

# **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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## **2a. Project Characteristics (cont.)**

### **Mechanical**

The building will have an energy efficient and low maintenance HVAC system. Central air handlers and VAV boxes will distribute air conditioning throughout the building. Air handling units may be located on each floor and/or on the roof as appropriate. The system will be tied to a Building Automation System.

### **Plumbing**

Water conservation will be a considered in the design of the plumbing system for the building. Dual flush toilets may be incorporated into the building. Piping above the slab on grade will consist of cast iron for waste lines and copper for supply lines. Piping below grade will be PVC.

### **Technology**

The building will integrate flexible and adaptable technology. A main central server room is proposed in the IT room. This server room will store all information and control all networks in the building as well as interface with and integrate a city wide computer network. The room will house multiple server racks with some racks secured within lockable cabinets. The room will have a dedicated HVAC system and a gas fire suppression system. A raised access floor will be required in this area. Additional spare conduits and risers will be provided throughout the building. All servers and equipment in the server room will be provided by the City.

Audio visual systems will be integrated throughout the building, especially in public areas and large meeting rooms. Flat screen monitors will be mounted in all lobbies and reception areas to show current events and news. Conference rooms will have flat screen monitors wired to input locations on the wall and below conference tables. One conference room will have video conferencing capabilities. The E.O.C. room will be wired for emergency communication systems, and it will have multiple flat screen monitors. This room will also have a ceiling mounted projector and recessed projection screen. The building will be equipped with an emergency radio communications amplification/repeater system and antennae.

# Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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## 2a. Project Characteristics (cont.)

The Council Chambers will have state of the art audio visual systems. A sound and lighting control room will be located adjacent to the council chambers to house audio visual equipment racks and control panels. The room will incorporate flat screen monitors as well as projection screens and a high performance ceiling mounted projector. City Council will have monitors integrated into the millwork at their seats. The room will integrate a video recording system so that meetings are recorded and broadcast live over streaming internet video.

At this stage, the budget allowance for audio visual systems is \$150,000.

## Building Department Summary

Department	Area (SF)
City Council	2,742
Council Chambers	6,039
City Manager	2,574
City Attorney	1,087
Human Resources	2,268
Risk Management	944
Finance	2,658
Information Technology	2,244
Fire Administration	3,734
EOC / Staff Support	4,000
Assessor	1,396
Office on Youth	682
Public Works	3,433
Treasurer	1,991
Commissioner of Revenue	2,525
Utility Billing	1,072
Code Compliance	5,280
Fire Marshal	1,581
Planning	3,204
Building Support	6,719

Please see *Volume II, Section 2a.* for proprietary and confidential renderings.

## **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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

The City will provide the typical Owner's project administration to include: day-to-day review and approvals during the design and construction process; material/construction testing; FF&E procurement; all relocation activities; equipment relocation; property acquisition, easements or scopes as required; extension of electrical service and onsite relocation/demolition of existing electric lines and poles as may be required.

**2c. 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.**

### **Permitting**

The project will follow all federal, state, and local permit processes as required. The team will follow the City of Petersburg's Development Review Process including conceptual design reviews, site plan approval, and agency approvals. We will submit the design to the City's Architectural Review Board and receive approval. We will work with the City to obtain any Special Use Permits and/or through the PUD process as required.

## **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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2d. Identify any anticipated adverse social, economic, and environmental impacts of the project. Specify the strategies or actions to mitigate known impacts of the project.

### **No Anticipated Adverse Impact**

The proposed New City Hall will only have positive impacts on the City of Petersburg, its residents, businesses, and visitors. There are no anticipated adverse social, economic, and environmental impacts of the project.

2e. Identify the projected positive social, economic, and environmental impacts of the project.

### **Positive Impacts**

The New Petersburg City Hall will be a catalyst for downtown revitalization, an enabler for improved services and operations, and a symbol of the future of Petersburg. These impacts will not only benefit residents, City employees, and businesses, within Petersburg, but they will also provide visitors and potential new businesses with the impression and understanding that Petersburg is an organized and progressive community with a rich history and heritage which is attractive for tourism, shopping, dining, relocating and investing.

One of the most important benefits of the new City Hall will be its ability to better serve the needs of residents and businesses. All major city departments where the public conducts business will be located on the ground floor. **This “One Stop Shop” will make it easier and more efficient to receive services from these departments under one roof rather than multiple buildings around the City.** The interior of the building will have ample space for accommodating the public, and all spaces will be handicapped accessible. The location directly across from the Multi-Modal Transit Center will provide convenient access to all Petersburg residents.

## **Unsolicited PPEA Proposal – New City Hall, Petersburg, VA**

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### **2e. Positive Impacts (cont.)**

**In addition to improved services to the public, locating all major City departments in one building will improve staff efficiency and operations.** The proposed layout for the building locates related departments adjacent to each other so that staff can collaborate and work together efficiently. Shared spaces such as meeting rooms, file rooms, and restrooms are located between related departments to encourage staff interaction and optimize space utilization in the building. Not only will the staff have adequate work space, but they will gain much needed storage and filing space. **The new work space will provide a fresh start for City departments to reorganize and implement new processes to improve operations and efficiencies.**

**The new Petersburg City Hall will have a significant economic impact of the revitalization of Downtown.** It is clear that the new Multi-Modal Transit Center and the new library have encouraged developers to invest in the surrounding adaptive reuse of warehouses. The new City Hall will help expand that revitalization to the retail and restaurant uses along Washington Street and the downtown. Approximately 135 City employees working in the new City Hall will support local shops and restaurants. Also, this major construction project will bring much needed jobs to the downtown.

The new City Hall will be a symbol of Petersburg's positive change. It will be a building in which the citizens of Petersburg can be proud, and it will set a vision that will attract new businesses and residents to the City.

## Unsolicited PPEA Proposal – New City Hall, Petersburg, VA

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2f. Identify the proposed schedule for the work on the project, including the estimated time for completion.

The proposed project **schedule** is illustrated below. The proposed schedule allows for procurement, design, contractor and occupancy by September 2015.

Activity	Date
Submission of Phase I Unsolicited Proposal	March 2013
City Review	May 2013
Solicitation of Additional Proposals	June 2013
City Review of Proposals	July 2013
Submission of Phase II Proposal	August 2013
Comprehensive Agreement	September 2013
Design/Construction	August 2013 - August 2015
Permanent Debt Issuance	September 2013
Occupancy	September 2015

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

The Prestige/English construction team assumes the traditional risk and liability beyond the project completion date, subject to mutually agreed upon terms and conditions in the Comprehensive Agreement. Prestige/English has never failed to deliver a project to the Client's satisfaction.

2h. 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.

Please see *Volume II, Section 3 Project Financing* for a discussion of ownership. Under all ownership scenarios, the City will have full use of, responsibility for and control of the facility.

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**2i. Provide information relative to phased or partial openings of the proposed project prior to completion of the entire work.**

We anticipate a single substantial and final completion for the City Hall Project facilitating a well-organized and coordinated relocation of each.

**2j. List any other assumptions relied on for the project to be successful.**

We have assumed a durable, long lasting, efficient, sustainable facility for the new City Hall without LEED certification.

**2k. List any contingencies that must occur for the project to be successful.**

We have not included any known contingencies and have not included cost associated with:

- Abatement/environmental hazards
- Unknown subsurface conditions
- Utilities connection and relocation fees

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## **SECTION 3 - Project Financing**

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

**See Volume II Confidential and Proprietary Information**

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

**See Volume II Confidential and Proprietary Information**

3c. Include a list and discussion of assumptions underlying all major elements of the plan. Assumptions should include all significant fees associated with financing given the recommended financing approach. In addition, complete disclosure of interest rate assumptions should be included. Any ongoing operational fees, if applicable, should also be disclosed as well as any assumptions with regard to increases in such fees.

**See Volume II Confidential and Proprietary Information**

3d. Identify the proposed risk factors and methods for dealing with these factors.

**See Volume II Confidential and Proprietary Information**

3e. Identify any local, state, or federal resources that the proposer contemplates requesting for the project. Describe the total commitment, if any, expected from governmental sources and the timing of any anticipated commitment. Such disclosure should include any direct or indirect guarantees or pledges of the City's credit or revenue.

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

**See Volume II Confidential and Proprietary Information**

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

**See Volume II Confidential and Proprietary Information**

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## **SECTION 4 - Project Benefit and Compatibility**

**4a. Identify who will benefit from the project, how they will benefit, and how the project will benefit the City, region, or state.**

The new Petersburg City Hall will benefit the residents of Petersburg, businesses, visitors, and all those who conduct business with the City. The benefits discussed in detail in Section 2 of this proposal include more efficient delivery of services, increased staff efficiency and organization, improved City image, economic revitalization, and expanded investment and development. The benefits realized in Petersburg will extend to the region.

**4b. Identify any anticipated public support or opposition, as well as any anticipated government support or opposition, for the project.**

### **Anticipated Support**

The new Petersburg City Hall will receive wide support from the public and governmental agencies. The need for a City Hall has been defined in public meetings and it is supported by the Administration and the City Council. This proposal answers questions regarding the plan and financial means to complete the City Hall project. With these questions answered, we do not anticipate any opposition to the project.

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**4c. 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.**

### **Community Involvement**

The team proposes to host a series of public meetings to inform the public, businesses, and government agencies about the design of the new City Hall. These meetings can include Town Hall style meetings and presentations to City Council. The style and schedule for these meetings will be coordinated and adjusted to meet the goals of the Administration and City Council. All proposed designs will be reviewed with City staff and follow the development review and permit process.

**4d. Describe the anticipated significant benefits to 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.**

### **Anticipated Benefits**

Enhancing the image and capacity of the City to provide public services and administer the business of government is critical to the economic development of the Petersburg, the region, and the State. When these goals are achieved, new developments, businesses, and economic investment will flourish.

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**4e. Describe compatibility with the City’s comprehensive plan, local infrastructure development plans, the capital improvements budget, or other government spending plan.**

### **Compatibility with the City**

The City of Petersburg is in the process of updating its Capital Improvement Plan to set priorities for infrastructure improvements and local spending. The new City Hall has been an integral part of this planning process, and it is critical to the City’s ability to efficiently govern and provide public services. We believe this proposal is consistent the City’s capital improvement budget and spending plan.

**4f. 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.**

### **SWaM Participation**

Prestige Construction Group, Inc. / English Construction Company, Inc. is strongly committed to an effort to include small and minority owned businesses in the development and construction of this project. Our team has a record of achieving, and even exceeding, minority participation goals on our projects.

Prestige / English is committed to aligning its utilization of small, women-owned, and minority-owned (SWaM) businesses as subcontractors and vendors whenever feasible in all of its work for both public and private projects. We agree with the theory that growing SWaM businesses is good for the construction industry by increasing the group of talented contractors, in addition to providing essential social and economic diversity opportunities.

Prestige / English will implement this SWaM Plan in order to identify and utilize (i) small businesses, (ii) women-owned businesses, and (iii) minority-owned businesses. This Plan is successfully being utilized on numerous projects.

Project managers, superintendents and office support personnel are already familiar with and have been trained in the SWaM program and implementation process. The Team is aware of the importance to meet and exceed the commitment to the establishment, preservation and strengthening of SWaM businesses.

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## **SWaM Participation (cont.)**

The Team will strongly encourage all qualified minority subcontractors to bid various trades.

**In addition to the SWaM Plan, Prestige / English will also strive to attract local businesses and further boost the area's economy.**

Prestige / English will adhere to the following process to maximize minority, female, and other small business trade contractor participation. Our efforts in implementing this Plan are to attract prime, first tier, and second tier contractors, including minority business participants **(most of the project team is already familiar with many local and SWaM contractors)**. A project specific database to consolidate disadvantaged and minority firms that have similar experiences will be created through review and merging of existing databases, regional databases, and other governmental and association databases, as well as reaching out to SWaM sponsored events and advertising. Initiatives to reach out to SWaM contractors will include advertising for all trades in the local newspapers in the City of Petersburg and surrounding areas, the Virginia Department of Minority Business Enterprise (DMBE) database, faxes, emails, local plan rooms, and sponsoring SWaM events as appropriate. The ads will encourage small, women-owned, and minority-owned businesses to participate. **We will also contact the Workforce Development Agency in Petersburg, Virginia to solicit potential laborers.**

Prestige / English will also assist interested SWaM firms in obtaining appropriate insurance coverage and bonding requirements. Prestige / English will make every reasonable effort to meet and/or exceed SWaM goals for this project. Should non-minority subcontractors be utilized, Prestige / English will request that they assume part of the responsibility of meeting or exceeding contractual SWaM participation goals.

**Prestige Construction and Enteros Design are both local SWaM certified businesses.**

