



**UNSOLICITED PROPOSAL**  
FOR A NEW  
**PUBLIC SAFETY COMPLEX**

**POLICE DEPARTMENT HEADQUARTERS AND PARKING GARAGE**

**SUBMITTED BY:**

**BRANCH CONCORD, LLC**

BRANCH & ASSOCIATES  
CONCORD EASTRIDGE, INC.  
DRAPER ADEN ASSOCIATES  
TKA ARCHITECTS

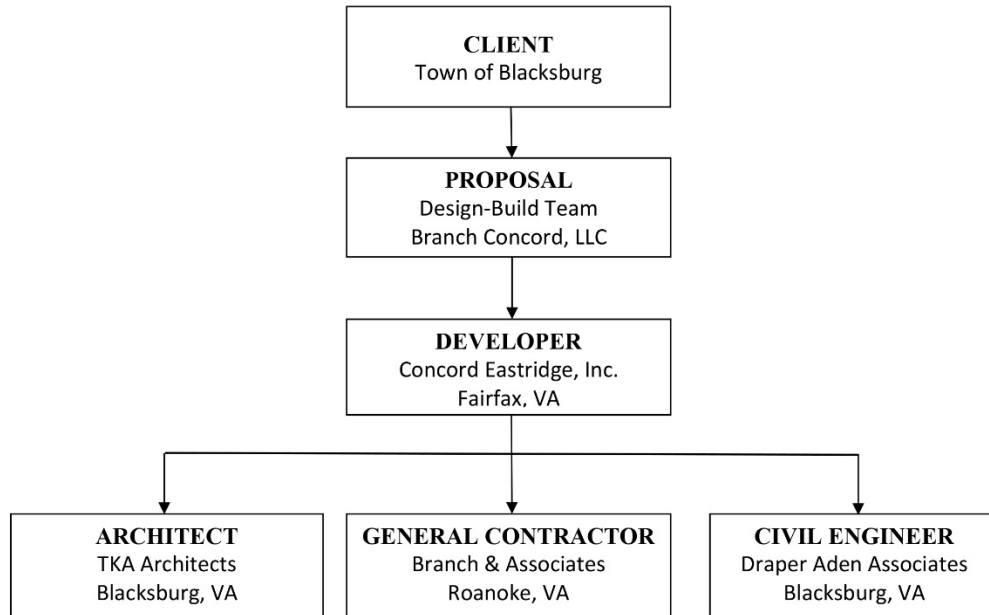
**BRANCH | CONCORD**

## 1. Qualifications and Experience

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

**Response:**

### Organization Chart



b. Describe the experience of the firm or consortium of firms making the proposal and the key principals involved in the proposed project including experience with projects of comparable size, value, quality and complexity. Describe the length time in business, business experience, public sector experience and other engagements of the firm or consortium of firms. Include the identity of any firms that will provide design, construction and completion guarantees and warranties and a description of such guarantees and warranties. Provide resumes of the key individuals who will be involved in the project.

**Response:**

Please see **EXHIBIT A** for firm qualifications.

#### Warranties and Guarantees

Construction Completion Guarantee for the Project would be addressed through multiple avenues, including Payment & Performance Bond and Subguard Bond. It is not anticipated that all the abovementioned bonding would be required to adequately protect the Project. Our Team will coordinate with the Town to include the appropriate insurance for the Project, without over-allocation of costs to this line item. The industry-standard post-completion warranties (typically

12-months after installation) on workmanship and equipment will apply. If desired, longer-term warranties could be included at additional cost.

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

**Response:**

**Contact:**

**Concord Eastridge, Inc.**

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**The Branch Group, Inc.**

Catherine Underwood | LEED AP  
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*d. Provide a current or most recently audited financial statement of the firm or firms and each partner with an equity interest of twenty percent or greater.*

**Response:**

Concord Eastridge, Inc. and The Branch Group, Inc. are privately held companies, and therefore, our financial statements are confidential. However, if Branch Concord, LLC is selected as the developer of the project, we would be happy to make our respective CFO's available to discuss any questions or concerns the Town may have regarding our financial status. Further, we are compliant with all state laws and regulations and would be happy to provide Certificates of Good Standing by the Commonwealth of Virginia (The Branch Group, Inc.) and the State of Arizona (Concord Eastridge, Inc.) to demonstrate that we are registered with these states and in good standing.

*e. Identify any persons known to the proposer who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the project pursuant to the Virginia State and Local Government Conflict of Interest Act, Chapter 31 (§ 2.2-3100, et seq.) of Title 2.2.*

**Response:**

Concord Eastridge, The Branch Group, TKA Architects, and Draper Aden Associates have no known conflicts of interest.

## 2. Project Characteristics

a. Provide a description of the project, including the conceptual design. Describe the proposed project in sufficient detail so that type, quality, value and intent of the project, the location, preliminary value of the land necessary to be acquired, and the communities that may be affected are clearly identified.

**Response:**

The Public Safety Complex, a mixed-use facility, shall consist of two elements: new facilities for the Town of Blacksburg Police Department and a public/private Parking Garage. These two elements shall be designed and constructed as one building, with two different structural systems.

<b>AREA OF PROPOSED USES</b> (subject to adjustments)	<b>GSF</b>
Police Department (2 <sup>nd</sup> floor)	15,980
Police Department (1 <sup>st</sup> floor)	20,580
<b>Project Total</b>	<b>36,560</b>

<b>PARKING</b>	<b>SPACES</b>
Police Department (garage)	22
Police Department (surface lot)	3
Public	306
<b>Total</b>	<b>331</b>

Police Department Headquarters

The exterior design of the Police Department Headquarters will complement its surroundings, both new and proposed, while expressing a solid, permanent, and safe facility. Facing the public plaza and New Church Street, the façade will be clad in brick, glass, and aluminum panels, tying together the Police Department Headquarters and the Parking Garage. The scale and colors of the aluminum and glass detailing have been chosen to blend in with the adjacent buildings, while maintaining a welcoming and community-oriented street front.

Parking Garage

The façade of the Parking Garage will conceal its parking function and traditional garage-like appearance by concealing the ramps in horizontal precast concrete spandrel panels of varying heights. This technique will be used throughout the garage for continuity and to provide a contemporary appearance using economical materials. Functionally, the horizontal spandrel panels not only camouflage the parking ramps, but their openness allows the garage to be classified as an “open garage,” eliminating the need for mechanical ventilation.

A series of architectural louvers distinguishes the vehicle entry to the garage, provides visual interest on the Clay Street façade, and maintains the openness requirements of the building code. For safety and security reasons, the two stair towers of the building shall be sheathed in a non-reflective, tinted glass.

Conceptual Plan & Renderings

Please see **EXHIBIT B** for conceptual plans and renderings.

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

**Response:**

The Town of Blacksburg and Montgomery County, or any future owner(s), will come to an arrangement that would allow the land to be ground-leased to the developer during the life of the Lease. It is anticipated that the land would be consolidated, but it could also be jointly contributed and leased to the developer for a nominal fee throughout the Lease period.

The Project budget includes the construction of utilities located within the boundary lines of the Project (to be delineated). If required, the Town will be responsible for costs to extend utilities to the boundary of the Project.

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

**Response:**

Federal Permits & Approvals

We do not anticipate that any federal permits or approvals would be required for the Project.

Town of Blacksburg Permits & Approvals

General Construction Permits: Our Team includes several key local professionals with prior experience in the Town's permitting and approval process and are well positioned to navigate and expedite the permitting process. It is our understanding that the Town of Blacksburg's Building Department will hold all technical review meetings and will serve as coordinator for all other applicable reviewing agencies. We will work closely with the Town to comply with all permit applications and Project documentation requirements.

We have identified the following permits and approvals that will be required by the Town:

- Zoning Permit: We will work closely with the Town's Planning & Building Department and the Engineering & GIS Department to ensure compliance with the Town's zoning and development requirements.
- Conditional Use Permit (CUP): Should the CUP be necessary, we will work closely with the Town's Planning Commission and Town Council to establish an expedited process to solicit community input and address any concerns.
- Site Development Permits: We will provide construction plans and specifications that comply with the Town's Ordinances to obtain site plan approval and an Erosion and Sediment Control Permit. This includes preparation of a stormwater management plan and narrative, and the

completion of a registration statement under the General [VPDES] Permit for Discharges of Stormwater from Construction Activities and Stormwater Pollution Prevention Plan (SWPPP).

- Foundation-Only Permit: Should the CUP be necessary, we will coordinate with Building Department officials to obtain a foundation-only permit to expedite construction.
- Building Permit: We will coordinate with Building Department officials to obtain building permits.
- Water Connections and Extensions Approval: We will coordinate with the Town for water connections and extensions approvals, as necessary.
- Sanitary Sewer Connections and Extensions Approval: We will coordinate with the Town to obtain approvals for sanitary connections and extensions, as necessary.
- Certificate of Occupancy: We will coordinate with the Town's Building Department officials, as well as with the Fire Marshall, to obtain certificates of occupancy.

#### Permits and Approvals Schedule

Our Team will conduct planning and coordination meetings with the Town to determine the scope of the Project, identify all applicable permits and approvals, and to establish realistic timetables and interim milestones. Our approach is to be in full partnership with the Town in the planning and designing of a cost-effective, long-term, and valued asset for the community.

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

#### **Response:**

Our Team recognizes that the design and construction of the Project will need to be thoughtfully planned and managed in order to minimize any potential adverse impact on the social, economic, and environmental aspects of the community.

Based on our current knowledge of the historical use of the site, it is not anticipated that any extensive remediation (if any at all) will be required. In full compliance with all relevant Town and State regulations, our Team will investigate the site's history and soil conditions through third-party Environmental Site Assessments.

Our Team will conduct a full survey of the site's topography and existing utilities to maximize design and construction efficiencies while minimizing any potential disruptions to utility services. In the event that any construction activity should disrupt services to neighboring properties, design and construction plans shall be evaluated to eliminate or mitigate such service disruption. In the latter case, a communications plan shall be implemented to inform those impacted businesses and residences. For instance, such a plan would include the following steps: provide (1) advance notice of any service disruptions, the reason behind the disruption, and the expected duration of disruption;

(2) work progress during the disruption; (3) notification that service has been restored and an appreciation for understanding and co-operation during the service disruption.

To minimize impacts on traffic circulation during construction, our Team will schedule deliveries and utilize traffic routes that would minimize inconveniences to businesses (during crucial business hours) and residences (during quiet hours and rush hours). Any potential lane closures will be kept to a minimum. Similarly, our Team will carefully delineate the project limits, lay out the construction staging area, and strategically locate the site entries and exits to avoid any undue impact on neighboring properties. It is advantageous that parcels contiguous to the Project Site are currently vacant on two sides, which serve as natural buffers between the construction site and properties beyond.

Effective communication is integral to keeping the public informed and managing realistic expectations during the construction process. Our Team will employ signage to illustrate “what is to come”, as well as notices to neighboring businesses and residences. We feel that, while working in the “backyards” of businesses and residences, our Team should respect the established patterns of residents’ lives and aim to minimize any adverse impacts.

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

**Response:**

Social Impact

The proposed Public Safety Complex would provide a new facility, specifically designed for the Town of Blacksburg’s Police Department. A modern facility, designed with built-in room for future growth, will enable the Police Department to operate with improved efficiency, safety, and capacity to better serve the community for many years to come. The open, inviting design of the Public Safety Complex will reflect the desire of the Town and the Police Department to project an open government. This civic building will be a public symbol of the good and necessary work of the Police Department and will instill pride in its staff. The facility will be designed with a welcoming and approachable façade, and with interior spaces to serve and engage the community while accommodating all the necessary vehicular, personnel-transfer, and firearms safety features of a modern municipal police department facility. Located on Clay Street, near Downtown, the Blacksburg Municipal Building, the Blacksburg Library, and residences, the presence of a new, prominent, and approachable Police Department will enhance civic pride and the sense of public safety.

Economic and Development Impact

There will be a near-term boost to economic activity, from design through construction. Our Team includes local design and construction professionals, and construction workers will add to the daytime population, increase economic activity, and lift local businesses.

As required by LEED, a significant portion of construction materials will be sourced from regional businesses. Upon the completion of construction, the new Public Parking Garage will alleviate Downtown parking shortage, encouraging customers to frequent local businesses. Consequently, there will be a short-term boost in local employment that will translate into long-term sustained

economic activities. This will advance the Town's structured parking strategy for Downtown.

The Public Safety Complex will be an anchor along the south end of Downtown Blacksburg and serve as a catalyst to spur future mixed-use developments on the Old Blacksburg Middle School site. Improvements along Clay Street and New Church Street will advance the Town's goal to improve its streetscapes, thereby improving walkability, attracting and retaining residents, and increasing business patronage. The Project will also advance the Town's Comprehensive Plan while facilitating the expansion and stabilization of its tax base through economic stimulation.

#### Environmental Impact & Design for Sustainability

The Project will be targeted to comply with LEED Silver Certification and strive to reduce energy consumption, improve indoor air quality, and support dark sky regulations and programming. The LEED goal will reinforce the Town's commitment to sustainability and educate its citizens to think and act sustainably.

The Project is in the Stroubles Creek Watershed. Although there appear to be no natural sources of hazard related to the site (flooding, landslides, rock falls, earthquakes), the improved Police Department facilities will assist the Town in mitigating any human-caused hazards. The site is not a wetland or a riparian buffer zone, and there are no known endangered species on site. The construction and operation of the new facility will fully comply with state regulations for storm water quality and quantity, using the best management practices, as well as soil and erosion controls.

The subsurface conditions in Blacksburg are typically characterized by limestone and dolomite rocks, which are susceptible to karst formation. Carbonate rocks are more susceptible to dissolution than other rock types because of the chemical reaction of carbonates to slightly acidic rainwater. To design the proper building foundations, it is necessary to investigate the soil conditions under the proposed building via electrical resistivity imaging in order to determine the depth to bedrock and to detect whether karst features exist.

The Old Blacksburg Middle School site is currently an open space and slated for future development. To increase the urban forest canopy, new street trees and other landscaping will be added where none currently exist. There are no appreciable viewsheds from or onto the site. The police vehicular entrance will be located along New Church Street.

A well-equipped, managed, and outfitted Police Department Headquarters will assist the Town in meeting its sustainability goals and protecting the lives of Town's residents. Designed and built with efficient, energy-saving HVAC and lighting systems, the ongoing operating and maintenance expenses of the new facility would be lower per square foot than those of the existing Police Department building.

Upon vacating the existing Police Department building, the vacated site could be repurposed for other Town uses or be made available for development, in compliance with the vision described in the Town's Comprehensive Plan.



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

**Response:**

Upon Full Contract Execution, the anticipated project timeline would be as follows:

<b>PROJECT TIMELINE</b>	
Financing, Design, & Permitting	9 months
Construction	19 months
Fixturing	2 months
<b>Total</b>	<b>30 months</b>

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

**Response:**

Our Team will manage the construction risk through weekly site meetings to address any areas that would require attention. Weekly meetings will be held with the Town's staff to keep all parties informed and moving forward together. Potential delays in completion will be addressed in the Comprehensive Agreement – during negotiation with the Town – to allocate liabilities equitably. Additionally, a Completion Bond could be included into the Project to provide further protection.

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

**Response:**

Under the proposed Lease structures, the Town of Blacksburg would lease the Project from Branch Concord, LLC through agreed-upon lease terms. The Town would have full control of and manage the Police Department Headquarters and Public Parking Garage. The land would be ground-leased to Branch Concord, LLC during the lease term. Depending on the specifics of the actual Lease structure, the Town would have the option to purchase the Project upon construction completion, lease expiration, or a timeframe in-between the two. Details are explained in **SECTION 3 Project Financing**.

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

**Response:**

It is anticipated that the Project, comprising the Police Department Headquarters and Public Parking Garage, would be completed in one single phase.

*j. Describe any architectural, building, engineering, or other applicable standards that the proposed project will meet. Define applicable quality standards to be adhered to for achieving the desired product outcome(s).*

**Response:**

Designs for the new Public Safety Complex shall comply with the 2012 Virginia Uniform Statewide Building Code (2012 IBC), or the most current code adopted by the Commonwealth of Virginia. The Police Department Headquarters shall be designed and constructed with a structural steel frame and a composite concrete second floor slab. The ground floor shall be a concrete slab-on-grade. The exterior walls shall be a metal stud curtain wall. Exterior finishes shall include utility-sized brick veneer, aluminum composite panels, and aluminum storefront windows. The roof structure shall be steel bar joists and metal deck. Interior spaces will comply with the programming requirements of the Town of Blacksburg Police Department.

The open and naturally ventilated Public Parking Garage shall be constructed out of precast concrete. The entrance and exit for public parking will be located along Clay Street. Out of a total of 328 parking spaces in the garage, 22 parking spaces (secured and separated from the public parking spaces) will be designated for Police Department Headquarters use only. An additional 3 surface lot parking spaces, located along New Church Street, will be available to the Police Department Headquarters. The Public Parking Garage shall be built with access and revenue control systems, and signage to complement the Town's existing parking program.

Mechanical System

The Mechanical System will be designed to comply with the current Virginia Construction Mechanical, the Plumbing, Electrical, and Fire Code Design Guidelines for the Americans with Disabilities Act, the American National Standards Institute guidelines, the Standard for Accessible and Usable Buildings and Facilities, and local zoning ordinances.

The HVAC system serving the building shall consist of gas-fired packaged rooftop air handling units, with energy recovery and VAV boxes, with electric reheat serving the habitable spaces for zoning. Ventilation and exhaust shall be provided, as required, throughout the building. The open Public Parking Garage shall not require mechanical ventilation. Support areas for the Public Parking Garage shall be provided with heating, air conditioning and exhaust, as required. The final design of the HVAC system shall be informed by the energy and life cycle cost analysis to be generated as part of the building energy modeling.

LEED Silver Requirements: Mechanical system energy efficiency shall exceed ASHRAE 90.1-2010 requirements. Where applicable, demand-controlled ventilation shall be utilized for high-occupancy spaces. Ventilation air shall be calculated, provided, and monitored in accordance with ASHRAE 62.1-2010 guidelines. Enhanced Indoor Air Quality Strategies shall be assessed and provided as required. Thermal comfort design and controllability will be provided in accordance with ASHRAE 55.1-2010.

Plumbing System

Plumbing systems, including domestic water, sanitary waste and vent, and natural gas, shall be provided and shall be in accordance with the applicable Virginia Uniform Statewide Building Code.

LEED Silver Requirements: Water service shall be metered by a master “whole-house” meter, as well as sub-metered to provide usage feedback for various systems as required by LEEDv4 Water Metering. Domestic water heating requirements for the toilet rooms and support spaces shall be provided by central gas-fired water heaters. Low-flow fixtures shall be provided to meet water-efficiency goals aligned with LEEDv4 Indoor Water Use Reduction. Site irrigation, if any, shall be designed to meet requirements of LEEDv4 Outdoor Water Use Reduction.

Automatic Fire Suppression System

A fire suppression system shall be required for the Police Department Headquarters. The design of this system shall be handled directly by the General Contractor’s sprinkler subcontractor. The sprinkler contractor shall provide the performance specifications. The sprinkler system shall include an automatic wet pipe sprinkler system for the office areas and an automatic dry combination sprinkler/standpipe system for the Public Parking Garage. A fire pump is not anticipated at this time. The necessity for a fire pump shall be confirmed after the water flow test data is available.

Electrical System

A 3 phase, 4-wire, 480/277-volt electrical service shall be provided. Pad-mount transformer(s) shall be provided by the power company.

Mechanical equipment rated over 1/2 HP and elevators shall be served at 480 volts, 3 phase. All lighting shall be served at 277 volts, single phase.

Lighting for all areas shall generally be LED with electronic 0-10V dimming drivers. Lighting shall generally be recessed 2 ft. x 4 ft. volumetric type. Lighting selections shall be impacted by the results of the energy and life cycle cost analysis and as required to meet IES recommended lighting levels. Down lights utilizing LED’s shall be used for accent lighting. Utility spaces such as mechanical and electrical rooms shall utilize industrial type LED fixtures. Exterior lighting (e.g. parking garage, building-mounted and site) shall be LED. All exit signs and required emergency egress lighting shall be on emergency generator circuits.

Telephone/Data/TV/Security/Intercom Conduit Systems: Outlet boxes with conduits stubbed into accessible ceiling space shall be provided for these systems.

LEED Silver Requirements: 2010 ASHRAE 90.1 requirements shall be met for lighting and receptacle controls. Dimmable lighting controls shall be used in all regularly occupied spaces, except for corridors. Electric vehicle charging stations shall be provided for 2% of the parking spaces. The power distribution system shall have sub-metering to meet the Advanced Energy Metering Credit requirements.

### **3. Project Financing**

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

**Response:**

#### **PROJECT BUDGET ESTIMATE**



The above estimate is based on the concept design per EXHIBIT B, discussions with the A&E team, and with input from key subs in the market. Soft costs were determined through interviews and discussions with the proposed consultants. Contingencies have been added to both the hard and soft costs budgets.

Please see EXHIBIT C for the Project budget clarifications, qualifications, exclusions, and allowances.

*b. Submit a plan for the development, financing and operation of the project showing the anticipated schedule on which funds will be required. Describe the anticipated costs and proposed sources and uses for such funds.*

**Response:**

Branch Concord, LLC propose three (3) options to finance the Project within the Public-Private Education and Infrastructure Act (PPEA) procurement process. The PPEA is an efficient mechanism for the Town of Blacksburg to realize its vision as described in the Comprehensive Plan. Of the three options outlined below, Option A serves as our base case. Options B and C are alternatives. Option A is a typical and easily-financeable model

**OPTION A**

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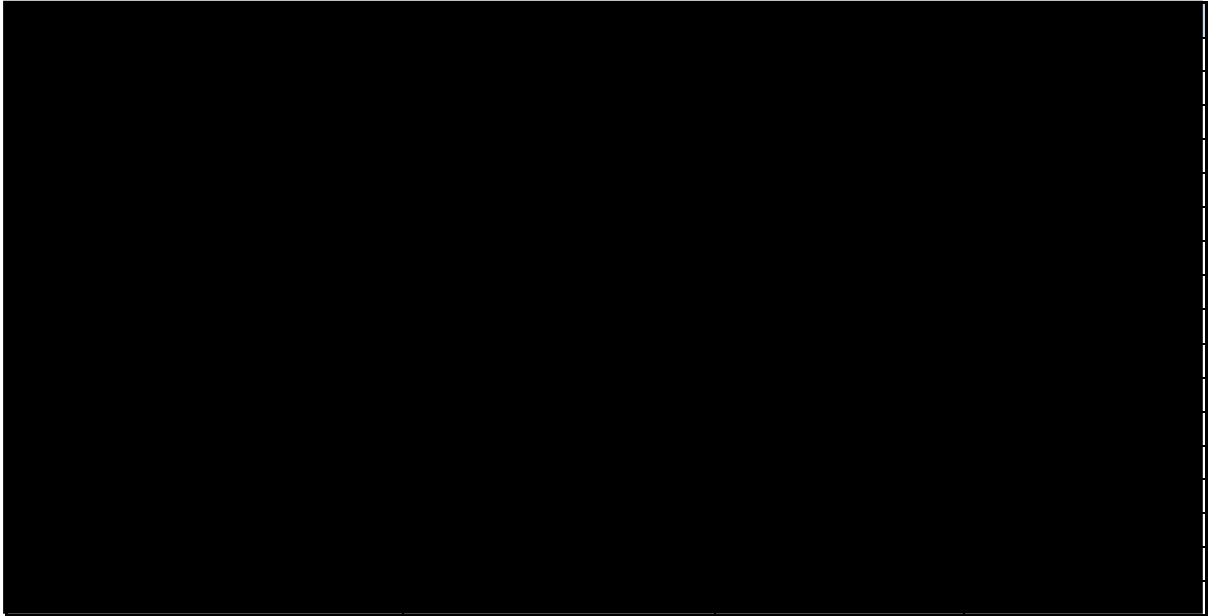
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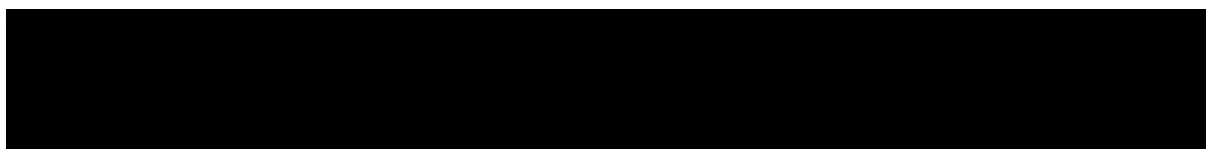
**OPTION B**

[Redacted text block]

[Redacted text block]



OPTION C



[Redacted]

[Redacted]

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

**Response:**

Project Budget and Financing Assumptions:

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

*d. Identify all anticipated risk factors and methods for dealing with these factors.*

**Response:**

We have identified the following Risk Factors and Risk Mitigation Strategies:

[Redacted]

[Redacted]

[REDACTED]

*e. Identify any local, state or federal resources that the private entity contemplates requesting for the project. Describe the total commitment, if any, expected from governmental sources (and identify each such source) and the timing of any anticipated commitment.*

**Response:**

The Project is based on the following public commitment assumptions:

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

*f. Identify any third parties that the private entity contemplates will provide financing for the project and describe the nature and timing of each such commitment.*

**Response:**

[REDACTED]

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

**Response:**

We do not see any aspects of this Project that would disqualify the Project from obtaining tax-exempt financing.



## 4. Project Benefit and Compatibility

a. Describe the anticipated benefits to the community, region or state, including anticipated benefits to the economic condition of the Town, and identify who will benefit from the project and how they will benefit.

**Response:**

The Public Safety Complex is an important step toward realizing the Town of Blacksburg’s continuing effort in planning for the Town’s long-term success and for the well-being for those who live, work, play, and study here, and in the surrounding areas. The Project would bring immediate and long-term benefits to all stakeholders: residents, businesses, and government agencies.

As described in the Town of Blacksburg’s 2016 Comprehensive Plan, the Police Department requires a modernized facility to replace the facility that is currently in use. The Public Safety Complex would enhance the Town’s ongoing efforts to promote a safe community, through law enforcement and crime prevention. It would provide the highest quality of public safety services and facilities. Working in concert with Town officials and police representatives, it will be designed and constructed to meet current demands, as well as providing flexibility and space to accommodate future needs.

The PPEA process would facilitate an early delivery of the new Police Building—by approximately 2 years--compared to the schedule outlined in the Town’s Capital Improvement Plan 2017-2022 (CIP). The CIP process begins construction in 2021 whereas the PPEA process would deliver a new Police Building in the same year: 2021. The table below shows the CIP funding schedule and comparative delivery schedules of the CIP process versus the PPEA process.

**CAPITAL IMPROVEMENT PLAN 2017-2022** (Adopted 1/24/2017)

Project Funding	Source of Funds	Prior Allocation	FY 2017/18	FY 2018/19	FY 2019/20	FY 2020/21	FY 2021/22	Total
New Police Building	General Obligation Bonds		\$50,000	\$1,500,000		\$15,000,000		\$16,550,000
	General Fund	\$40,000						\$40,000
<b>Total</b>		<b>\$40,000</b>	<b>\$50,000</b>	<b>\$1,500,000</b>	<b>\$0</b>	<b>\$15,000,000</b>	<b>\$0</b>	<b>\$16,590,000</b>

Delivery Schedule	FY 2017/18	FY 2018/19	FY 2019/20	FY 2020/21
Capital Improvement Plan	Feasibility study	Preliminary design		Construction start
<b>PPEA Process</b>	<b>Team Selection</b>	<b>30 Months: Financing, Design &amp; Construction</b>		

In accordance with Comprehensive Plan 2016, the Structured Parking component of the Project would represent a big step toward advancing the Town’s parking strategy for Downtown Blacksburg. Currently, limited parking discourages visitors from visiting Downton. Business activity and foot traffic would increase with the new high-density parking solution and improved streetscape. The enhanced vibrancy and user-friendliness of Downtown would generate more success over time.

The Project, while advancing the Town's Comprehensive Plan 2016 on multiple fronts, would also bring multiple benefits as listed below:

Promote Public Safety & Civic Pride

- Replace the existing Police Department building with a prominent, modern, efficient, and community-oriented facility
- Strengthen the civic urban core that presently consists of the Blacksburg Municipal Building, the Blacksburg Library, and the Blacksburg Museum and Cultural Foundation, all located within a few blocks of one another
- Anchor the southern edge of Downtown Blacksburg, in proximity to a high concentration of constituents (visitors, residents, businesses, government agencies) who are served by the Police Department
- Act as a catalyst to spur further developments on the Old Blacksburg Middle School Site
- Enhance civic pride with an open and approachable Police Department facility
- Reduce facility operating and maintenance costs for the Police Department
- Improve staff and vehicular circulation and safety
- Support the Police Department's internal operations, community engagement, and emergency readiness
- Enable the community to access public safety services more readily

Enhance Quality of Life & Business Activities

- Increase Downtown parking availability, thus encouraging increased patronage to local businesses
- Improved business climate by easing parking shortage, expanding the Town's tax base
- Attract new residents and retain existing residents with improved streetscape and quality of life
- Spur new developments by consolidating and building on currently vacant land
- Free up land under the existing Police Department building for alternative uses
- Contribute to realizing the Town's Vision of 2046

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

**Response:**

Our Team anticipates that the proposed Public Safety Complex will be supported by the public and government. The proposed Project is in full compliance with the Town of Blacksburg's Comprehensive Plan 2016 and Vision of 2046.

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

**Response:**

The Branch Concord Team is committed to keeping all stakeholders (the public, business community, and government agencies) informed and involved in the Project. We understand that effective communication is an important component to any project's success. With the right management team and processes in place, the design and construction of new public facilities can be a positive and galvanizing experience for the community. Concord, Branch, TKA, and Draper Aden representatives will be available at Montgomery County and Town board meetings, planning meetings, and any other meetings called to present and discuss this exciting opportunity, as well as to answer any questions regarding design, cost, financing, schedule, program, etc. We are also prepared to address any questions about the PPEA process, as a value-oriented, project-delivery mechanism for the public.

The location and design of the Public Safety Complex will be vetted through the re-zoning process, allowing for citizen participation. With input from the Police Department during the design stage, our Team will design a building specifically suited to meet the requirements of the Town of Blacksburg, as well as accommodating for future growth. Project input from Town staff, elected officials, citizens, and police will ensure that citizens have options in how they choose to live their lives and provide for future generations while incorporating Blacksburg's definition of sustainability.

Our Team is committed to working closely with the Town of Blacksburg, Montgomery County, the Blacksburg Partnership, and the master-developer of the Old Blacksburg Middle School site in the design and delivery of the Project. The Branch Concord Team will work closely with the Town throughout the design and construction process. Our Team will also keep all stakeholders, municipalities, government agencies, local businesses and associations, and the public apprised of the Project's progress.

To keep the public informed of the Project's progress, and to celebrate and engender the public's engagement and ownership in the success of the Project, our Team is prepared to coordinate groundbreaking, foundation laying, and ribbon-cutting ceremonies to highlight and publicize significant project milestones. During construction, our Team will keep neighboring businesses and residences apprised of upcoming construction activities through signage and, as appropriate, in-person visits. This approach allows for a true partnership with the community and minimizes the impact that construction activities have on the Project's neighbors.

*d. Describe the anticipated significant benefits to the community, region or state, including anticipated benefits to the economic condition of the Town and whether the project is critical to attracting or maintaining competitive industries and businesses to the Town or the surrounding region.*

**Response:**

The current Police Department building is a functionally compromised facility and location for a community as vibrant and active as Blacksburg. A new, state of the art public safety facility will improve the public image of the Blacksburg Police Department. New residents and businesses will feel encouraged that the Town has taken pro-active measures to provide modern and fiscally responsible

support for local law enforcement, thus allowing a well-equipped Police Department to better support the growth of the greater Blacksburg community.

*e. Explain whether and, if so, how the project is compatible with the Town's comprehensive plan, infrastructure development plans, capital improvements budget, or other government spending plan.*

**Response:**

The larger and improved function of the Public Safety Complex will greatly enhance the Police Department's ability to serve the Town's citizenry and businesses and to advance the Town of Blacksburg's Vision of 2046. As a LEED Silver (minimum) building, the Project will help the Town achieve its sustainability goals.

The Public Safety Complex is compatible with the Town of Blacksburg's development vision, as described in Comprehensive Plan 2016 and detailed in Land Use Map A: Future Land Use (Oct 11, 2016). Land Use Map A designates the proposed site for "Civic" use and as "Mixed Use Areas." The proposed Police Department Headquarters is compatible with the designated land use. The Public Parking Garage would reduce the current lack of parking Downtown and potentially provide overflow parking for future mixed-use developments on designated adjacent land parcels. Placing the Public Safety Complex on Clay Street keeps a core government service Downtown, alongside other civic buildings. The site is located within a few blocks of the Blacksburg Municipal Building, the Blacksburg Library, the Alexander Blacksburg Museum and Cultural Foundation, and the current Police Department building. The Project would preserve and strengthen the existing land use patterns, consisting of civic buildings, businesses, and mixed-density residences.

The Public Safety Complex would directly address the Town's Capital Improvement Program 2017-2022 (CIP). The CIP states that there is a need for a new police station and Downtown parking garage. The Public Safety Complex and Design-Build project delivery process will enable the Town of Blacksburg to expeditiously fulfill a major local infrastructure and capital improvement need.

The proposed Lease structures (Options A, B & C), PPEA Procurement mechanism, and Design-Build project delivery process were crafted to be responsive to the Town of Blacksburg's financing, budgetary, and spending plans. The anticipated savings from the ongoing operations and maintenance expenses of the existing Police Department building, can be reallocated to support a Lease for the new Police Department Headquarters and Public Parking Garage.

Branch Concord's proposal embodies the idea of joining the public and private sectors, creating an opportunity to better serve the citizens of the Town of Blacksburg. Consistent with responsible long-range plans, our proposal calls for efficient, cost-effective facilities that will be valuable, long-term assets to the community. We view this Project as the beginning of a true partnership opportunity with the Town of Blacksburg and as a long-standing commitment to providing planning, financing, and capital improvement solutions to meet the community's needs.

*f. Explain how quality standards of the project will be satisfied in comparison with the qualities anticipated or proposed by the Town of Blacksburg for the project.*

**Response:**

The Project will be designed and constructed to comply with or exceed all applicable standards and regulations of the Town of Blacksburg. Please refer to the detailed clarifications included in **SECTION 2a Project Description** and **SECTION 2j Design & Building Standards** of this submission.

*g. 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.*

**Response:**

Our Team is fully committed to supporting and promoting Minority-Owned, Woman-Owned, and Small Businesses (SWaM). Two key members of the Project Team are registered SWaM. The Project Developer, Concord Eastridge, is a woman-owned small business. The Project Architect, TKA Architects, and its engineering consultants are all small businesses. The Project General Contractor, Branch and Associates, has a long history of working with SWaM businesses.

Branch and Associates is committed to maximizing participation of SWaM trade contractors on their projects and regularly exceed SWaM participation goals. They utilize a number of internal processes, refined over many years, to help successfully meet client goals. Their means and methods include:

- Branch and Associates database of SWaM registered subcontractors
- Commonwealth of Virginia’s “Minority Contractor’s Registry”
- Blue Book, “Minority Contractors” section
- Small Business Administration’s “National Directory of Women-Owned Construction Firms”

In addition to the above, Branch has developed an outreach/partnering program where they will, under certain conditions, extend special terms, including:

- Waive bonding requirements
- Accelerate payment(s)
- Initiate two-party checks where credit has not been established or purchase materials directly
- Compel our large subcontract partners to contract prescribed percentages from SWaM suppliers or sub-tier subcontractors
- Place print ads in larger metropolitan areas to announce opportunities for minority, women-owned and small business enterprises
- Send electronic invitations to Branch’s database of SWaM contractors
- Conduct SWaM “open house” meetings to discuss project requirements and encourage participation

## BRANCH | CONCORD

Most of Branch and Associates' projects that promote SWaM participation (with or without goal requirements) involve their substantial higher education program. Branch and Associates has partnered with many of the Commonwealth's most prestigious universities in the past to maximize SWaM participation on their projects. The following graphic illustrates their recent success:

<b>PAST PROJECT SUCCESS</b> (most recent projects in bold)		<b>SWaM</b>
<b>VMI Corps Physical Training Facility, Phase II</b>	<b>Lexington, VA</b>	<b>57%</b>
<b>VA Tech Torgersen Hall Bridge Restoration</b>	<b>Blacksburg, VA</b>	<b>86%</b>
<b>JMU Madison Hall Sky Bridge</b>	<b>Harrisonburg, VA</b>	<b>72%</b>
VMI Science Building Renovations	Lexington, VA	42%
VMI Military & Leadership Field Training Grounds	Lexington, VA	45%
VA Tech West End Market Renovation	Blacksburg, VA	57%
VA Tech Infectious Disease Research Facility (IDRF)	Blacksburg, VA	86%
Radford University Fine Arts	Radford, VA	72%

## **EXHIBIT A**

**Firm Profiles on subsequent pages**

# CONCORDEASTRIDGE

In 2003, The Eastridge Companies and Concord Companies merged to form Concord Eastridge, Inc., a woman owned real estate development firm. Concord Eastridge is a nationally respected leader in public/private and mixed-use development, working in conjunction with all levels of public and private education, city and county government, transit authorities, government agencies and not-for-profit institutions. Concord Eastridge invests and develops within multiple commercial asset classes. With a strong portfolio of private development projects, these commercial and multi-family residential projects complement the firm's public/private development endeavors.

Concord Eastridge has successfully created long-term alliances and built an established repeat client base due to its track record in providing superior results. The company has the requisite technical and financial capabilities to comprehensively, capably, and affordably bring to fruition each project it undertakes. Concord Eastridge provides unique and creative solutions to the complex financial and programming requirements specified by the project's end users and clientele.

With an active development portfolio valued in excess of \$1.7 billion, Concord Eastridge aims to achieve both geographic and product diversity, as well as strategic project phasing in order to best realize stable economic returns. The company's projects range in size from 20,000 square feet, to over 2 million square feet, with individual projects and from \$40 million to over \$600 million. Concord Eastridge has a corporate commitment to sustainable design and construction practices in every project it undertakes.

## **Comparable Project Experience:**

- Eagle Village Phase I (mixed-use student housing/office/retail/parking) – University of Mary Washington Foundation; Fredericksburg, VA
- Hyatt Place Hotel – University of Mary Washington Foundation; Fredericksburg, Virginia
- The L (mixed-use market rate apartments/retail/office); Raleigh, North Carolina
- StateView Conference Center & Hotel at North Carolina State University; Raleigh, NC
- Roosevelt Point (market rate/student housing/retail); Phoenix, AZ
- University of Mary Washington Campus Center; Fredericksburg, VA
- Mason Inn Hotel and Conference Center, George Mason University, Fairfax, VA





**Susan Eastridge**  
**President and CEO/Owner**

A dedicated real estate entrepreneur for over 25 years, Susan Eastridge founded Concord Eastridge, Inc. in 2003, following many years ownership and management of the Eastridge Companies, an education-focused real estate development firm. As the President and CEO, Ms. Eastridge directs the overall company strategy and business plan.

Ms. Eastridge focuses on national business development, pre-development planning and financing of urban mixed-use projects, as well as for educational and municipal projects and public/private real estate development. She coordinates marketing and transactional strategies, while supervising the efforts of the business development and marketing staff, real estate licensees and project consultants.

**Summary of Experience:**

Ms. Eastridge's vast experience includes the development of more than 7 million square feet of commercial space, valued in excess of \$2 billion and the acquisition/disposition of approximately \$900 million in commercial property. She has leased more than 1.5 million square feet of office, retail and industrial space and has directed a management portfolio of commercial properties totaling 3.8 million square feet. She has overseen build-to-suit development and project financing, as well as property disposition and acquisition for a variety of Concord Eastridge project markets throughout the United States.

**Education/Licenses/Memberships:**

Ms. Eastridge received her bachelor's degree in Political Science and Economics from Arizona State University, where she was the first woman to be elected as student body president in the history of the University. Ms. Eastridge has also completed the core curriculum toward a graduate degree in business administration, with an emphasis on real estate. Her professional affiliations have included the Society of College and University Planners (SCUP), Council of Education Facility Planners International (CEFPI), Industrial Development Research Council (IDRC, now CORENET), National Association of Industrial and Office Properties (NAIOP), National Association of Corporate Real Estate Executives (NACORE, now CORENET) and the Urban Land Institute (ULI). She currently holds an active real estate broker's license in Arizona.



**Michael A. Haller**  
**Executive Vice President**

Michael Haller joined Concord Eastridge in 2003. With more than 40 years of commercial real estate and development experience, he brings a broad foundation to the Company. Having been involved in the commercial real estate industry for his entire professional career, Mr. Haller utilizes his significant knowledge of private and public real estate development, combined with a deep understanding of the development process, to provide creative solutions to our clients and partners.

Mr. Haller's primary focus at Concord Eastridge is the development of new business and investment relationships. His primary responsibilities include:

- The identification of new business opportunities, as well as coordinating the investigation and vetting of each viable opportunity
- The coordination and transitioning of new opportunities into the due diligence stage with project delivery staff
- Devising and directing business development strategies and company marketing infrastructure
- Active member of the Company's Executive Committee, with a focus on pursuits, business strategies and policies

#### **Summary of Experience:**

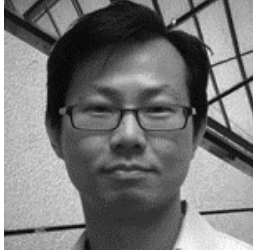
Prior to joining Concord Eastridge, Mr. Haller held positions with Jacobs Facilities, Inc., Honeywell Inc., JMB Properties, and Julien J. Studley Inc. Over the course of his career, he has completed corporate educational/training facilities in excess of \$500M, as well as developing more than 4 million square feet of commercial building space.

#### **Education/Licenses/Memberships:**

Mr. Haller attended Arizona State University. His professional affiliations have included the Society of College and University Planners (SCUP). He previously sat on the National Board of Directors for the National Association of Industrial and Office Properties (NAIOP) and is a former Member of the Year for the Northern Virginia chapter of NAIOP.

Mr. Haller's projects include:

- FIU Hotel & Conference Center; Miami, FL (Awarded)
- Hampton Roads Transit - New Southside Bus Maintenance Facilities & Administration Headquarters; Norfolk, VA
- Virginia Tech National Institute of Aerospace Facility; Hampton, VA
- The Mason Inn Conference Center and Hotel; Fairfax, VA
- The StateView Hotel and Conference Center at North Carolina State University; Raleigh, NC
- Eagle Village at University of Mary Washington; Fredericksburg, VA
- Capital City Opportunity Plan; Richmond, VA (Pre-Development)
- Town Lake Center; Tempe AZ (Pre-Development)



**Chee Kung**  
**Vice President/Development**

Chee Kung brings 15 years of experience in design, development management, and construction oversight to Concord Eastridge. Mr. Kung provides development management oversight at the individual project level, as well as supporting new business efforts through concept, budget and due diligence efforts.

His primary responsibilities include:

- The management of feasibility and market studies, master planning, conceptual designs, project budgeting, scheduling and contract negotiations
- The management of entitlements, planning and zoning (public hearings, environmental issues and transportation management)
- The management of the design and construction teams
- Oversight of the construction process, through to project closeout

### **Summary of Experience**

Prior to joining Concord Eastridge, Mr. Kung held positions with Stout & Teague Company in McLean, Virginia and Murphy/Jahn Architects in Chicago, Illinois. Mr. Kung has experience with multiple project types and has managed all phases of the development process. He has worked on projects ranging in size from \$1 million in building renovations, to multi-phase 1.2 million SF mixed-use projects. He brings an understanding of design, finance, project management and environmental concerns to Concord Eastridge projects. While at Murphy/Jahn, he worked on a number of high-profile high-rise projects in Asia and Europe. Mr. Kung has participated in the development of multiple mixed-use transit-oriented projects that include office, residential and retail components.

### **Education/Licenses/Memberships**

Mr. Kung earned his master's degree in real estate from Cornell University and his Bachelor of Architecture from the University of Houston.

Mr. Kung's projects include:

- Eagle Village at University of Mary Washington; Fredericksburg, VA
- Hampton Roads Transit (Phase I) New Southside Bus Maintenance Facilities & Administration Building; Norfolk, VA
- The Mason Inn Conference Center and Hotel at George Mason University; Fairfax, VA
- Virginia Tech National Institute of Aerospace Facility; Hampton, VA
- Capital City Opportunity Plan; Richmond, VA (Pre-Development)
- FIU Hotel & Conference Center; Miami, FL (Awarded)



**Nathan Mateer**  
**Development Analyst**

Nathan Mateer is a development analyst at Concord Eastridge, where he assists senior staff in financial analyses for development projects and acquisitions.

His primary responsibilities include:

- Strategizing and collaboration with the executive team to bring multiple projects covering the Eastern seaboard from the conceptual level to reality, with these projects equating a total value of more than \$800 million.
- Developing and maintaining relationships with potential equity partners, key business leaders, and institutional stakeholders in order to garner support for the Company's projects.
- The management of pre-development activities, including project feasibility, financial and market analysis; positioning the company to increase revenue and to fuel economic growth in respective markets.

Mr. Mateer's current projects include:

- Town Lake Center; Tempe, AZ (Pre-Development)
- 1500 Monticello; Norfolk, VA (Pre-Development)
- Capital City Opportunity Plan; Richmond, VA (Pre-Development)
- FIU Hotel and Conference Center; Miami, FL (Awarded)

**Summary of Experience:**

Prior to coming on board at Concord Eastridge and while pursuing his bachelor's degree, Mr. Mateer served as an Operations Intern at EJP Capital, where he was responsible for the reconciliation of financial statements, ensuring the accuracy of both EJP's records and those of third parties for a hedge fund with assets under management in excess of \$6.2 billion.

Mr. Mateer served in the United States Navy from 2009-2013 and graduated from George Mason University in Fairfax, Virginia with a Bachelor of Science in Finance.



## BRANCH AND ASSOCIATES, INC.

Branch and Associates, Inc. (Branch) is a premier Mid-Atlantic construction management, design-build and general contracting firm. From our Roanoke, Virginia headquarters and our Richmond and Herndon, Virginia offices, Branch is strategically located to serve markets throughout the Mid-Atlantic region. Since 1963, we have provided professional preconstruction and construction services, utilizing construction management, general contracting and design-build delivery. Offering clients the accessibility and personalized support of a local firm with the capabilities and resources comparable to a national corporation, Branch has maintained a policy of providing only the highest quality of client-focused services.

In 1963, Branch and Associates, Inc. was founded in Roanoke, Virginia by Bill Branch to provide both building and road/highway infrastructure construction services throughout Southwestern Virginia. Branch and Associates rapidly expanded throughout the Southern regions of Virginia during our first two decades in business and in 1985, the Branch organization was reorganized into The Branch Group, Inc. Today, Branch and Associates operates as a wholly-owned subsidiary of The Branch Group along with Branch Civil (Highway/Road & Infrastructure contractor) and G.J. Hopkins (Mechanical & Electrical contractor).

Branch and Associates' focus is high-end commercial building construction or "vertical" construction in the Virginia market, while holding a strong presence in both the West Virginia and North Carolina markets as well. Maintaining a robust position as a general contractor, Branch's predominate method of project delivery today involves our collaborative partnering approach through providing both preconstruction and construction services via Construction Management at Risk and Design-Build delivery.

The cornerstone of Branch's success lies in the expertise of our many construction professionals and our wide-range of capabilities and experience. Always on the cutting edge of advancements in the industry, our staff utilizes state-of-the-art technologies and processes to strategically plan and manage projects of all types, magnitudes and complexities.

Our projects range in size and complexity from \$1M to \$110M. As one of the region's most diversified construction firms, we have been privileged to call many of the region's highest profile and most sophisticated buyers of construction services our clients.

Branch has worked in the Blacksburg market for decades, having built numerous K-12 schools as well as partnering with Virginia Tech on over 25 projects. Our professionals have long-standing working relationships with the Blacksburg and Montgomery County building officials, local utilities and local subcontracting community. Our local knowledge and experience throughout the New River Valley is a tremendous source of pride for our firm.

Branch operates under an Employee Stock Ownership Plan, and is a 100% employee-owned company. The resulting ownership culture where each employee has a vested interest in the successful completion of every project has been a major contributor to our steady growth and progress. In 2017, Branch celebrated our 54<sup>th</sup> Anniversary, a tribute to our dedicated personnel and the partnerships we have cultivated with our clients, subcontractors, and design professionals alike.

### Highlights:

- Bonding Capacity: \$850 million bonding program; \$150 million single project capacity
- Annual volume range of \$170M-\$200M
- Exceptional Safety Record as evidence by our EMR of .65
- ENR Top 400 US-based Construction Firm mainstay (currently ranked #209) Successful PPEA project delivery experience, including the \$107.5M Montgomery County Public Schools 3-School PPEA

### Comparable Project Experience:

Branch has provided construction management and general contracting services to the public sector for the past 54 years. Working extensively with local municipalities, as well as the Commonwealth of Virginia Public University and Community College systems, Branch has delivered numerous projects, including a significant number of K-12 public schools, annually. Branch currently has \$116.4M in Public University and Community College system projects and \$100.1M in K-12 public school system projects under contract. Branch was recently the successful low bidder on the \$40M Prince William County Detention Center and expects to enter into contract in August of 2017. Additionally, Branch maintains a substantial volume of regular work involving public service facilities, such as judicial centers, courthouses, correctional facilities, libraries, parking structures, and transportation and maintenance facilities.

The following is selection of recent comparable projects:

Blacksburg High School	Blacksburg, VA	\$54.4M
Virginia Tech ICTAS Building	Blacksburg, VA	\$38.4M
Virginia Tech Academic Buildings Renovations	Blacksburg, VA	\$25.6M
Virginia Tech Residence Hall @ Career Services	Blacksburg, VA	\$25.5M
Virginia Tech Integrated Life Sciences Building	Blacksburg, VA	\$16.7M
Virginia Tech Rector Field House Improvements	Blacksburg, VA	\$14.3M
VMI Corps Physical Training Facility	Lexington, VA	\$32.5M
Rockbridge County Courthouse	Lexington, VA	\$29.8M
VMI Science Building	Lexington, VA	\$15.6M
Radford University Reed & Curie Halls	Radford, VA	\$23.5M
Radford University Fine Arts Center	Radford, VA	\$17.7M
Radford University Dedmon Center Renovations	Radford, VA	\$14.6M
VWCC New STEM Building	Roanoke, VA	\$24.0M
Roanoke Civic Center Expansion	Roanoke, VA	\$12.4M
Auburn High School	Riner, VA	\$34.7M
Auburn Middle School	Riner, VA	\$18.4M
Ridgeview High School/Middle School	Dickenson Co., VA	\$59.2M
Halifax Middle School	South Boston, VA	\$25.7M
West Ox Bus Operations Center	Fairfax, VA	\$11.4M
Stringfellow Road Park & Ride Expansion	Centreville, VA	\$ 5.5M
Fairfax County Courthouse Renovation	Fairfax Co., VA	\$ 3.1 M
Rockingham County Judicial Center	Reidsville, NC	\$37.8M
Rocky Mount High School	Rocky Mount, NC	\$35.5M
Winston-Salem Joint Firearms Facility	Winston-Salem, NC	\$ 6.2M



# CATHERINE UNDERWOOD, LEED AP

VICE PRESIDENT | PROJECT EXECUTIVE

Catherine Underwood joined Branch and Associates in May 2000 after completing her master's degree at Virginia Tech and began her employment with Branch as an estimator. She has worked as a Project Manager and then as a Project Executive where her organizational and problem-solving skills have proven invaluable in bringing projects to successful completion. Catherine has worked on a variety of projects using different procurement methods including CM@Risk, Design/Build and competitive bid. Catherine has successfully managed numerous highly visible, large magnitude projects ranging in value from \$5 million to \$110 million. She has earned an outstanding reputation for establishing true partnerships with her clients by ensuring that client objectives drive all of Branch's efforts. Her experience on university and college campuses has helped her understand the critical aspects of working around occupied facilities with regard to public safety, noise control, scheduling, etc...Cathy has collaborated with BCOM on numerous projects throughout her career.

## EDUCATION

MS, Biological Systems Engineering | 2000  
Virginia Tech, Blacksburg, Virginia

BS, Biological Systems Engineering | 1998  
Virginia Tech, Blacksburg, Virginia

The Management Institute | 2003  
Roanoke College, Salem, Virginia

Leadership Roanoke Valley | 2017

## CERTIFICATION

LEED, AP Certification | 2009

## 17+ YEARS OF EXPERIENCE

## OTHER PROJECT EXPERIENCE

VWCC New STEM Building

Virginia Tech Infectious Disease Research Facility

Emory & Henry College  
School of Health Sciences

Emory & Henry College  
Woodrow W. McGlothlin Center for the Arts

Washington & Lee University, Center for Global Learning

Blacksburg High School

Ridgeview High School, Middle School & Career Center

Washington & Lee University  
Sorority House #6

Roanoke Higher Education Center  
Renovations

Virginia Tech CRC RB1901

Virginia Tech CRC Knowledge Works I & II

Virginia Tech New Residence Hall at Career Services

Virginia Tech Special Purpose Housing

VMI Military South Institute Hill Parking Lot

VMI Military Science Building

VMI Military & Leadership Field Training Grounds

Frederick Douglass Elementary School

Franklinton High School

Highland Springs High School

Auburn High School & Middle School

Douglas Freeman High School

Meadowbrook High School

G.H. Moody Middle School

Tecton Products, Inc.

## HIGHLIGHTED PROJECT EXPERIENCE

### MONTGOMERY COUNTY PUBLIC SCHOOLS 3-SCHOOL PPEA | MONTGOMERY COUNTY, VIRGINIA

Montgomery County Public Schools  
200 Junkin Street  
Christiansburg, VA 24073  
Brenda Blackburn | 843-991-9669

SHW (*Blacksburg HS*)  
Bill Bradley | 434-295-8200  
RRMM (*Auburn MS & HS*)  
Ben Motley | 540-344-1212

This \$107.5 million PPEA design-build project was a complex, multi-faceted undertaking that involved the design and construction management of three separate schools for Montgomery County Public Schools. The entire scope of work was procured under a single design-build contract. Blacksburg High School was a new 3-story, 300,000sf high school, Auburn High School was a new 175,000sf high school and Auburn Middle School involved the comprehensive renovation of the old 120,000sf Auburn High School into the new middle school. The project required extensive preconstruction planning and due to extreme time constraints and the vast site development involved, both of the high school projects were constructed on fast-track schedules with partial Guaranteed Maximum Pricing (GMP) breakouts to facilitate early site grading, foundation and structural steel packages.

### ROANOKE MARKET STREET PARKING GARAGE | ROANOKE, VIRGINIA

City of Roanoke  
215 Church Street  
Roanoke, VA 24011  
Charlie Anderson | 540-853-1007

Walter Robbs Callahan & Pierce Architects, PA  
530 North Trade Street  
Winston-Salem, NC 27101  
Steve Hastings, AIA | 336-725-1371

The Market Garage project involved both the renovation and repair of the existing garage and a 6-story, 33,000sf addition. This highly visible project, located in the heart of the busy Downtown Roanoke Market district, consisted of a total of 230,000sf and 507 parking spaces. Special considerations were developed for on time deliveries and pedestrian safety measures. The renovation of the existing parking deck included the demolition and replacement of a stair tower. The project included 10,000sf of commercial retail space on the ground level, which was reconfigured to allow for expanded future use.

### VIRGINIA TECH CRC INTEGRATED LIFE SCIENCES BUILDING | BLACKSBURG, VIRGINIA

Virginia Tech Corporate Research Center  
1872 Pratt Drive  
Blacksburg, VA 24061  
Paul Fleming | 540-961-3600

Ward Hall Associates  
14900 Conference Circle Drive, Suite 125  
Chantilly, VA 20150  
Geoff Kimmel | 703-961-1755

Constructed in 16 months, this new research building, known as Integrated Life Sciences Building (ILSB) is an 80,000sf building located in the world class Virginia Tech Corporate Research Center. It is 2-story building housing office space and research labs for the Colleges of Agriculture and Life Sciences, Natural Resources, Sciences and Virginia/Maryland Regional College of Veterinary Medicine. An 11,000sf state-of-the-art atrium with informal meeting spaces is situated on the ground floor in the center of the building, along with a seminar room with video conferencing capabilities. Between the main laboratories and the equipment corridors are shared specialty laboratories, including tissue culture rooms, fume hood rooms and microscopy rooms. The building also houses an Advanced Separation and Imaging of Living Cells facility.



## JAIME ENGLISH, LEED AP

PRECONSTRUCTION MANAGER

Jaime graduated from Virginia Tech's Building Construction Program in 1999 and upon graduation was hired as an assistant project manager for a prominent east coast general contractor headquartered in Florida. In June 2000, Branch recruited Jaime where he started his career in estimating; he was promoted to Senior Estimator in December 2011 and Preconstruction Manager in January 2012. Over the course of his 18 year tenure with Branch, Jaime has developed estimates for projects in higher education, K-12, science/lab, technology, multi-family residential, firearms training and stadium expansions to name just a few. Jaime is well versed in conceptual estimating and has been extensively involved with numerous higher education CM@Risk and Design-Build projects. He leads Branch's BIM virtual building technology program.

### EDUCATION

BS, Building Construction | 1999  
Virginia Tech | Blacksburg, Virginia

### CONTINUING EDUCATION

Construction Estimating Institute  
General Estimating | 2002

The Branch Group University | 2006

The Management Institute | 2007  
Roanoke College | Salem, Virginia

### CERTIFICATION

LEED, AP Certification | 2009  
IgCC Certification | 2015

### PROFESSIONAL/TRADE ORGANIZATIONS

CMAA

### 18 YEARS OF EXPERIENCE

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### OTHER PROJECT EXPERIENCE

VWCC New STEM Building

VMI Science Building Renovation

Virginia Tech CRC Integrated Life  
Sciences Building

Roanoke College Cregger Center

Liberty University Library

Liberty University Softball Stadium

Liberty University Science Hall

Liberty University Lake Project

Virginia Tech Residence Hall at Career  
Services

Washington & Lee University  
Sorority House #6

Interbake Apartments

VMI Military South Institute Hill Parking Lot

VMI Corps Physical Training Facility, Phase II

Frederick Douglass Elementary School

Virginia Tech West End Market Renovation

Virginia Tech Academic Buildings Renovation

Virginia Tech Infectious Disease  
Research Facility

E.C. Glass High School Additions and  
Renovations

Radford University Russell Hall Renovation

Tecton Products, Inc.

### HIGHLIGHTED PROJECT EXPERIENCE

#### MONTGOMERY COUNTY PUBLIC SCHOOLS 3-SCHOOL PPEA | MONTGOMERY COUNTY, VIRGINIA

Montgomery County Public Schools  
200 Junkin Street  
Christiansburg, VA 24073  
Brenda Blackburn | 843-991-9669

SHW (*Blacksburg HS*)  
Bill Bradley | 434-295-8200  
RRMM (*Auburn MS & HS*)  
Ben Motley | 540-344-1212

This \$107.5 million PPEA design-build project was a complex, multi-faceted undertaking that involved the design and construction management of three separate schools for Montgomery County Public Schools. The entire scope of work was procured under a single design-build contract. Blacksburg High School was a new 3-story, 300,000sf high school, Auburn High School was a new 175,000sf high school and Auburn Middle School involved the comprehensive renovation of the old 120,000sf Auburn High School into the new middle school. The project required extensive preconstruction planning and due to extreme time constraints and the vast site development involved, both of the high school projects were constructed on fast-track schedules with partial Guaranteed Maximum Pricing (GMP) breakouts to facilitate early site grading, foundation and structural steel packages.

#### ROCKINGHAM COUNTY JUDICIAL CENTER | REIDSVILLE, NORTH CAROLINA

Rockingham County  
371 NC 65, Suite 200  
Reidsville, North Carolina 27320  
Sam Page | 336-634-3232

Moseley Architects  
3000 RDU Center Drive, Suite 217  
Morrisville, North Carolina 27560  
Stephen Nally | 919-840-0091

The new Rockingham County Judicial Center located on a 38 acre site provides Rockingham County with a new 3-story courthouse, jail and law enforcement services facility. The Courthouse is 98,000sf, the Jail 52,500sf with beds for 222 inmates (300 core) and the Law Enforcement Center is 21,000sf. Designed to accommodate 359 employees, the facility is the first judicial center in North Carolina to achieve Gold Certification from the U.S. Green Building Council's LEED® Building Rating System. Among the center's high performance and green building design strategies are: an Energy Star® compliant.

#### LIBERTY UNIVERSITY PARKING DECK | LYNCHBURG, VIRGINIA

Liberty University  
1971 University Boulevard  
Lynchburg, VA 24502  
Alan Askew | 434-473-3194 (m)

Baskervill  
101 S. 15th Street, Suite 200  
Richmond, VA 22902  
Jay Woodburn | 804-343-1010

Branch and Associates was the design-build construction manager for repeat-client, Liberty University's new 5-story, 1,455 space parking garage to serve the fast growing campus. The project is located on the former baseball field site. A new entry road has been constructed as part of a campus-wide transportation upgrade that re-routes traffic flow around the campus. The parking deck consists of a "Class A" exterior finish and incorporate significant pre-cast concrete design elements, matching the most recently constructed buildings on campus. Access will allow multiple points entering and exiting the garage on different levels.





# KELLY ALDERMAN

PROJECT DIRECTOR

Mr. Alderman is a versatile field construction professional with over 29 years of construction experience in all facets of the industry, including field supervision, client relations and policy development. A client-focused and results-oriented field leader, he has established a track record for building consensus among project team members toward the achievement of client objectives. His experience includes developing partnerships and building positive rapport with architects, engineers, vendors and clients while maintaining costs and turning over projects ahead of schedule. Mr. Alderman prefers a “hands-on” approach to field supervision and maintains close involvement in coordinating and overseeing subcontractor activities. He has successfully supervised numerous large-magnitude projects over the course of his career, including the recent \$48.5 million state-of-the-art Liberty University Library.

## EDUCATION

South Stokes High School, 1987  
Walnut Cove, NC

## RECOGNITION & AWARDS

The President’s Award | Beers/Skanska  
1999  
Project of the Year | Elon University  
Rhodes Stadium | 2001  
Project of the Year | Jesse C. Carson High  
School | 2006  
Star Award | Construction Professionals  
Network for Cox Mill High School | 2010  
Safety Award | 1996, 1998, 2010 (never  
had an OSHA violation)

## 29 YEARS OF EXPERIENCE

## OTHER PROJECT EXPERIENCE

Liberty University Lake Project  
Liberty University Science Hall  
Elon College, New Football Stadium  
Cox Mill High School  
Jesse Carson High School  
Western Wake Medical Center  
Surgical Services Addition  
Durham County Human Services Complex  
Lee County Middle School  
Rowan Southeast High School  
Simon G. Atkins Academic & Technology  
High School  
Sandhills Regional Medical Center  
Davidson County Parking Deck  
Old Salem, Timber Pedestrian Bridge  
Sara Lee Distribution Plant  
Ibraham Elementary School Addition  
& Renovations

## HIGHLIGHTED PROJECT EXPERIENCE

### LIBERTY UNIVERSITY PARKING DECK | LYNCHBURG, VIRGINIA

Liberty University	Baskervill
1971 University Boulevard	101 S. 15th Street, Suite 200
Lynchburg, VA 24502	Richmond, VA 22902
Alan Askew   434-592-4172	Jay Woodburn   804-343-1010

Branch and Associates was the design-build construction manager for repeat-client, Liberty University’s new 5-story, 1,455 space parking garage to serve the fast growing campus. The project is located on the former baseball field site. A new entry road has been constructed as part of a campus-wide transportation upgrade that re-routes traffic flow around the campus. The parking deck consists of a “Class A” exterior finish and incorporate significant pre-cast concrete design elements, matching the most recently constructed buildings on campus. Access will allow multiple points entering and exiting the garage on different levels.

### VIRGINIA TECH ACADEMIC BUILDINGS RENOVATIONS | BLACKSBURG, VIRGINIA

Virginia Polytechnic Institute & State University	Glave & Holmes
90 Sterrett Facilities Complex	2101 East Main Street
Blacksburg, VA 24061	Richmond, VA 23223
Joe Hoeflein   540-231-3689	Jennifer Wimmer   804-649-9303

Branch was the successful low bidder on this dynamic \$25.6 million project to renovate/renew three (3) academic buildings on the Virginia Tech campus; Davidson, Sandy and Liberal Arts Halls. Extensive renovation work on the three buildings includes selective demo and abatement, comprehensive interior and exterior improvements, window restoration and additions for ADA compliance, including new elevators. Work on all 3 buildings is running concurrently.

### LIBERTY UNIVERSITY LIBRARY | LYNCHBURG, VIRGINIA

Liberty University	VDMO
1971 University Boulevard	200 E. Market Street
Lynchburg, VA 24502	Charlottesville, VA 22902
Alan Askew   434-592-4712	David Oakland   434-296-5684

A new \$48.5 million 5-story, 200,000sf memorial library awarded through CM at Risk procurement, the new state-of-the-art facility serves as the focal point for the new quadrangle in the heart of the campus. Set into sloping topography; both the north and south buildings have multi-story atriums. Unique to the building is an automatic book retrieval system (ARS) housed in a 3-story vault that will use robots to retrieve books from over 390,000 volumes. Construction documents were developed in Revit, a 3-D design program. All estimate take-offs prepared by Branch have been paperless and quantities/footages were all determined through the model.



# JIM STALNAKER

## SUPERINTENDENT

### EDUCATION

Buchannon Upsur High School  
Buchannon, WA | 1971

### CERTIFICATION

Red Cross CPR/First Aid, 2014  
OSHA 10 hour Course Certification, 2008  
Scaffolding Compliance Certification, 2003

### 40 YEARS OF EXPERIENCE

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### OTHER PROJECT EXPERIENCE: BRANCH

- The Locks
- Bridgewater College Wright Hall  
Renovations & Additions, Phase I, II & III
- Powhatan Elementary School
- Snowshoe Mountai Resort, Soaring Eagle  
Lodge
- UVA Observatory Hill Dining Hall
- Snowshoe Mountai Resort, Highland  
House Lodge
- Snowshoe Mountai Resort, Allegheny  
Springs Condominiums
- Roanoke Higher Education Center
- VSDB Main Hall Renovation
- Dynax America Plant Expansion

Mr. Stalaker has over 40 years of experience in the construction industry. His extensive experience in supervisory positions on a variety of large scale projects has made him a valuable project resource. Mr. Stalaker excels in unique projects working in and around occupied facilities. He has recently supervised two landmark historic renovation projects (The Locks and Shenandoah Building) in urban locations for our firm. He joined Branch and Associates in May 1994 and has an exemplary record of on-time delivery and satisfied Owners.

### HIGHLIGHTED PROJECT EXPERIENCE

#### ROCKBRIDGE COUNTY COURTHOUSE | LEXINGTON, VIRGINIA

County of Rockbridge 150 South Main Street Lexington, VA 24450 Tom Higgins   540-463-5981	BCWH 1840 West Broad Street, Suite 400 Richmond, VA 23220 Chuck Wray   804-788-4774
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The Rockbridge County Courthouse project consisted of a new 62,000sf courthouse facility and a 3-story precast concrete parking deck structure located in historic Downtown Lexington, Virginia. The project combined the three courts, clerks, and associated court functions into one modern state-of-the-art facility. The 145-space parking deck included a secure parking area for the judges and court staff. The exterior is clad in native stone, brick, and architectural precast to blend into its historic 19th century surroundings. The interiors host all of the data, communications, and security features typical of a 21st century courthouse.

#### VIRGINIA TECH ACADEMIC BUILDINGS RENOVATIONS | BLACKSBURG, VIRGINIA

Virginia Polytechnic Institute & State University 90 Sterrett Facilities Complex Blacksburg, VA 24061 Joe Hoeflein   540-231-3689	Glave & Holmes 2101 East Main Street Richmond, VA 23223 Jennifer Wimmer   804-649-9303
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#### SHENANDOAH BUILDING | ROANOKE, VIRGINIA

Shenandoah Building Association, LLC 415 Oliver Hill Way, Suite 100 Richmond, VA 23219 Bill Chapman   804-405-6789	BAM Architects, LLC 3310 W. Clay Street Richmond, VA 23230 Bill Church   804-355-6016
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Branch and Associates was the construction manager overseeing the adaptive repositioning of the historic Shenandoah Office Building in Downtown Roanoke, Virginia into ninety (90) 1 and 2 bedroom “loft-style” apartments. The existing exterior brick and stone façade of the 7-story, 70,638sf building remained primarily “as is” with the exception of minor re-pointing of mortar joints and refurbishing of the parapet wall at the roof line; all windows were replaced with historic replicas approved by the Department of Historic Resources (DHR); interior work included extensive structural modifications for new ADA compliant stairs and light well; refurbished elevator cabs; and, extensive lobby work to restore the splendor of years past. The first floor includes prime downtown retail space.



**TKA ARCHITECTS** is a full service architectural firm in Blacksburg, Virginia. Established in 1990, it has served Virginia localities for 27 years and is a certified small business.

TKA has been responsible for the design of a diversity of projects without compromising the client's budget and scheduling requirements. This has been achieved through our creativity, technical expertise, and experience. Our experience includes feasibility studies and master plan services, building assessments, design for new construction, project renovations, additions, upgrades, and replacements for a broad range of building types.

We promote green building by incorporating environmentally-friendly design features with energy efficient systems based on LEED certification standards. We blend creative design, sensible architecture, sustainable practices, and technical competence with the client's objectives, budget, and time frame.

Our staff includes three licensed architects, architect interns, a CAD technician, and an office manager. Professional Liability Insurance is held with Continental Casualty Company; \$2 million per claim and \$2 million aggregate.

#### **Comparable Project Experience in Blacksburg, Virginia:**

- Town of Blacksburg Downtown Parking Garage Feasibility Study
- North End Center: 112,600 square feet housing Virginia Tech administrative offices and support spaces, 29,240 mercantile, connecting to an 808 car parking garage.
- Lofts at The Lyric: Interior rehabilitation and renovation of historic apartments on College Avenue in historic downtown Blacksburg.
- The Lyric Theatre Façade: Renovation of the historic façade of the theatre and adjoining buildings on College Avenue in historic downtown Blacksburg.
- Bennett House: Eighty-year old bungalow-style home renovated into offices and community spaces for Blacksburg's Department of Parks and Recreation.
- Tech Bookstore: Two story addition to expand the store and designed to increase its presence where larger buildings have been constructed adjacent to the store.
- Main Street Inn: 34-unit boutique hotel in historic downtown Blacksburg.
- Kent Square: 125,000 square feet mixed use complex housing Virginia Tech Offices, commercial businesses, and residential. 375 car parking garage wraps around the complex. The Parking Garage is a public private project with the Town of Blacksburg and Owner.
- The Hill Municipal Golf Course Clubhouse.
- New Westview Cemetery House
- Two new Town of Blacksburg recycling centers and a recreation field restroom building
- Remodeling of the TKA offices on Washington and Church Streets



**THOMAS KOONTZ, AIA, LEED® AP**  
President and Principal Architect

As Principal Architect, Tom provides executive support for projects from planning and programming through design to final completion. He is responsible for delivery of the project and works closely with the project team ensuring the full resources of the firm are available to the project.

**Profession**

27 Years with **TKA ARCHITECTS**  
37 Years experience as a licensed architect.

**Education**

Masters of Architecture, Virginia Tech.  
Bachelor of Architecture, Kent State University.

**Active  
Registration**

Commonwealth of Virginia/license No. 005648.  
Registered in Ohio, West Virginia, and North Carolina.  
National Council of Architectural Registration Boards (NCARB), cert. 26,575.

**Representative  
Experience**

Town of Blacksburg Community Development Block Grant Projects.

The Cellar Restaurant Cabo  
Fish Taco Restaurant  
Boudreaux's Restaurant

Town of Blacksburg Downtown Parking Garage Feasibility Study.

North End Center: 112,600 sf housing Virginia Tech administrative offices and support spaces, 29,240 Mercantile, and an 808 car parking garage.

Lofts at The Lyric: Interior rehabilitation and renovation of historic apartments on College Avenue in historic downtown Blacksburg.

The Lyric Theatre Façade: Renovation of the historic façade of the theatre and adjoining buildings on College Avenue in historic downtown Blacksburg.

Bennett House: Eighty-year old bungalow-style home renovated into offices and community spaces for Blacksburg's Department of Parks and Recreation.

Tech Bookstore: Two-story addition to expand the store and designed to increase its presence where larger buildings have been constructed adjacent to the store.

Main Street Inn: 34-unit boutique hotel in historic downtown Blacksburg.

Kent Square: 125,000 sf mixed use complex housing Virginia Tech Offices, commercial businesses, and residential. 375 car parking garage wraps around the complex. The Parking Garage is a public private project with the Town of Blacksburg and Owner.

Served as a member of the Town of Blacksburg's Historic District Review Board (HDRB).

Served as a member of The Lyric Council and on the board of the Community Design Assistance Center.

## DRAPER ADEN ASSOCIATES

Each day gives us an opportunity to leave our mark on the world. Creating a Lasting Positive Impact through engineering, surveying, and environmental expertise is the primary focus of Draper Aden Associates. With over four decades of experience providing civil, environmental, geotechnical, solid waste, and structural engineering, surveying and subsurface utility engineering, site planning and engineering; and construction inspection services throughout the Mid-Atlantic region, we are more than just a set of plans; we are a way to achieve.

Established in 1972 in Blacksburg, Virginia, Draper Aden Associates has grown to become a leading Mid-Atlantic firm with an ever evolving focus on technology. Over the years, our company has expanded to Charlottesville, Hampton Roads, Manassas, Richmond, and Virginia Beach, Virginia and Raleigh and Fayetteville, North Carolina, with the goal of helping our clients realize a sustainable future.

Draper Aden Associates is a Virginia SWaM certified small business enterprise, but our aspirations and capabilities are larger than our size would suggest. Whether it involves the creation of a water distribution system for an under-served community, restoration and reclamation of an environmentally degraded site, preservation of precious natural resources, sensitive development of new communities, or helping to enhance the campuses of institutions where the next generations will learn, what we do today can be looked back upon with pride.

Draper Aden Associates' Site Development and Infrastructure team has the expertise to provide all elements of conceptual and final development plan preparation, site and utility layout, preparation of construction plans and specifications, contract administration, permitting and regulatory and municipal approvals, while our other divisions work to support them.

We have established successful working relationships with state and municipal officials that allow us to complete plans with fewer complications. In-house planners, engineers, and surveyors working as an integrated team enable us to bring comprehensive problem solving techniques to complex issues.

Our Site Development and Infrastructure team includes registered Professional Engineers, planners, designers, landscape architects, inspectors, and technicians with extensive site development and infrastructure design experience. Because we are a full-service civil engineering and environmental consulting firm, we also have specialists available to assist in environmental studies, drainage design, utility design, utility location, surveying, landscape design, GIS mapping, permitting, and other necessary areas of expertise.

## **Comparable Project Experience:**

### **North End Center – Virginia Tech Foundation Blacksburg, Virginia**

Draper Aden Associates provided site engineering design, surveying, and related construction phase services for a mixed-use development on approximately four acres bounded by Turner Street, Collegiate Square Phase 1, and Gilbert Street within the Town of Blacksburg. This project was managed by the Virginia Tech Foundation through a public-private partnership and included the construction of a public street, including on-street parking and sidewalks. Site design included development of a stormwater management plan, site grading, utility routing, landscaping design, and hardscape design. This development included office and retail uses, as well as a parking structure to support local businesses, Virginia Tech offices within the development, and the proposed Center for the Arts.

### **Roanoke County Criminal Justice Training Facility Roanoke, VA**

Draper Aden Associates provided engineering services for a PPEA project for Roanoke County within the City of Roanoke's Police Academy. The Roanoke County Criminal Justice Training Facility has a footprint of approximately 3600 square feet near the northwest corner of the Academy. This project included 120 additional parking spaces as well as stormwater management facilities to meet the design requirements. Topographic surveys, as well as a wetland delineation study were performed.





## Carolyn A. Howard, PE, LEED® AP

### Regional Manager, Site Development and Infrastructure Stormwater Program Manager

Associate; Program  
Manager  
12 years with the firm  
25 years of experience

#### Education

- B.S./1992/Civil  
Engineering/  
Valparaiso University

#### Professional Registration

- Professional  
Engineer/2006/VA
- Professional  
Engineer/1997/IL
- LEED® Accredited  
Professional

#### Areas of Expertise

- Sustainable site  
development
- Storm water  
management design
- Economic  
development parks
- Hydrologic and  
hydraulic analysis  
(flood plain  
modeling)

*Ms. Howard is the firm's Stormwater Program Manager and Regional Manager for the Site Development and Infrastructure team. Her experience includes sustainable site development, hydrologic and hydraulic analysis, and storm water management design. Her technical expertise, combined with her exceptional project management and communication skills, has resulted in the successful performance of numerous client assignments for state, local, and private clients. Ms. Howard's responsibilities include oversight of all projects that involve site development or redevelopment and stormwater management. Ms. Howard currently serves as the chair for the Town of Blacksburg Business Relations Committee.*

**North End Center—Mixed Used Development, Blacksburg, VA:** Project Manager/Engineer. Site engineering design including stormwater management for an approximate four-acre mixed-use development in downtown Blacksburg. Our innovative approach to stormwater management included an underground facility that is integral to the parking garage and a combined use of Filterrras and a surface sand filter for water quality control.

**Police Training Academy, City of Roanoke, VA:** Project Manager. Site/civil engineering services for the PPEA development of the City's new Police Training Academy, located near the Roanoke Regional Airport. This facility is certified LEED® Silver.

**Police Academy, County of Roanoke, VA:** Program Manager. Site engineering and site development plans for a PPEA project for an addition to the County's police training facility. Scope of work included a new parking lot and stormwater management facilities to meet the design requirements. Topographic surveys, as well as a wetland delineation study were performed.

**VMI Corps Physical Training Facilities Phase I, Lexington, VA:** Project Manager/Engineer. Responsible for the civil site design from design development through construction phase services for the Corp Physical Training Facility Phase I and II at the Virginia Military Institute in Lexington, Virginia. Phase I is the construction of an indoor training facility south of Main Street above Town Branch of Woods Creek. Critical Phase I project elements include floodplain modeling of existing and proposed conditions and design of grading, stormwater management, vehicular and pedestrian circulation and access, and utility connections, including coordination with electric, gas, and communication providers.

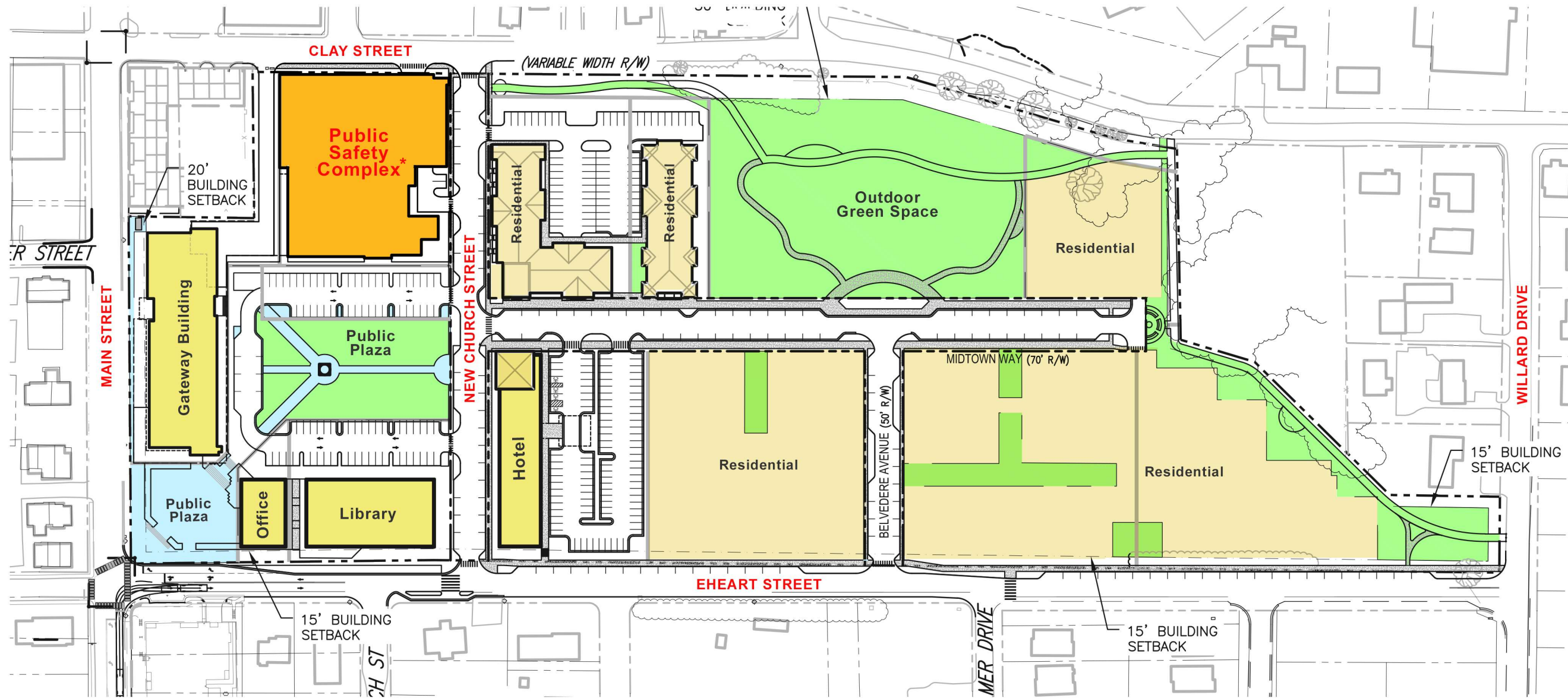
**EXHIBIT B**

**Plans & Renderings on subsequent pages**



# EXHIBIT B

## Town of Blacksburg Public Safety Complex



\*Note: Only the Public Safety Building is within the scope of work of this proposal.  
All other developments shown herein are excluded.

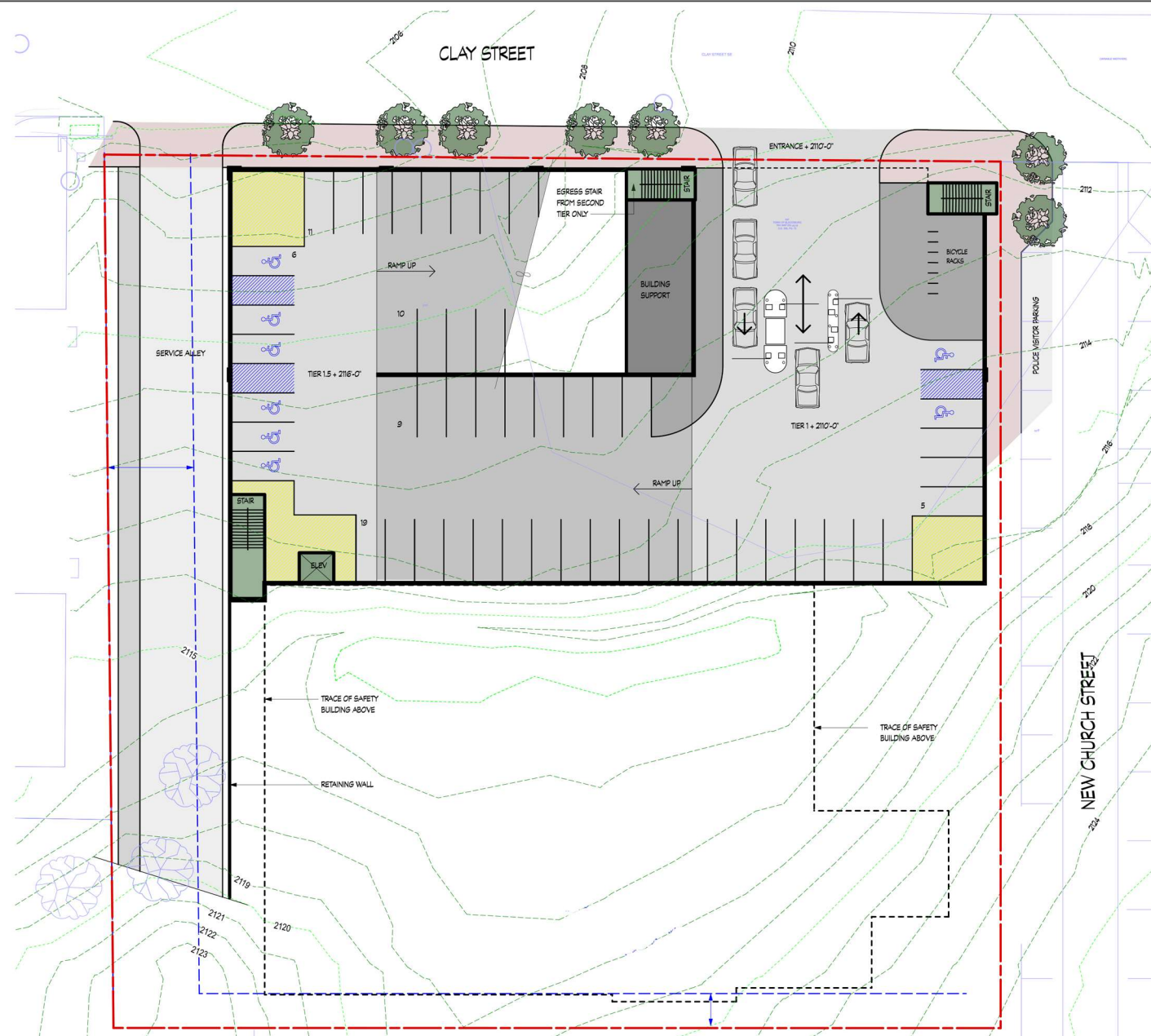
### Illustrative Site Plan





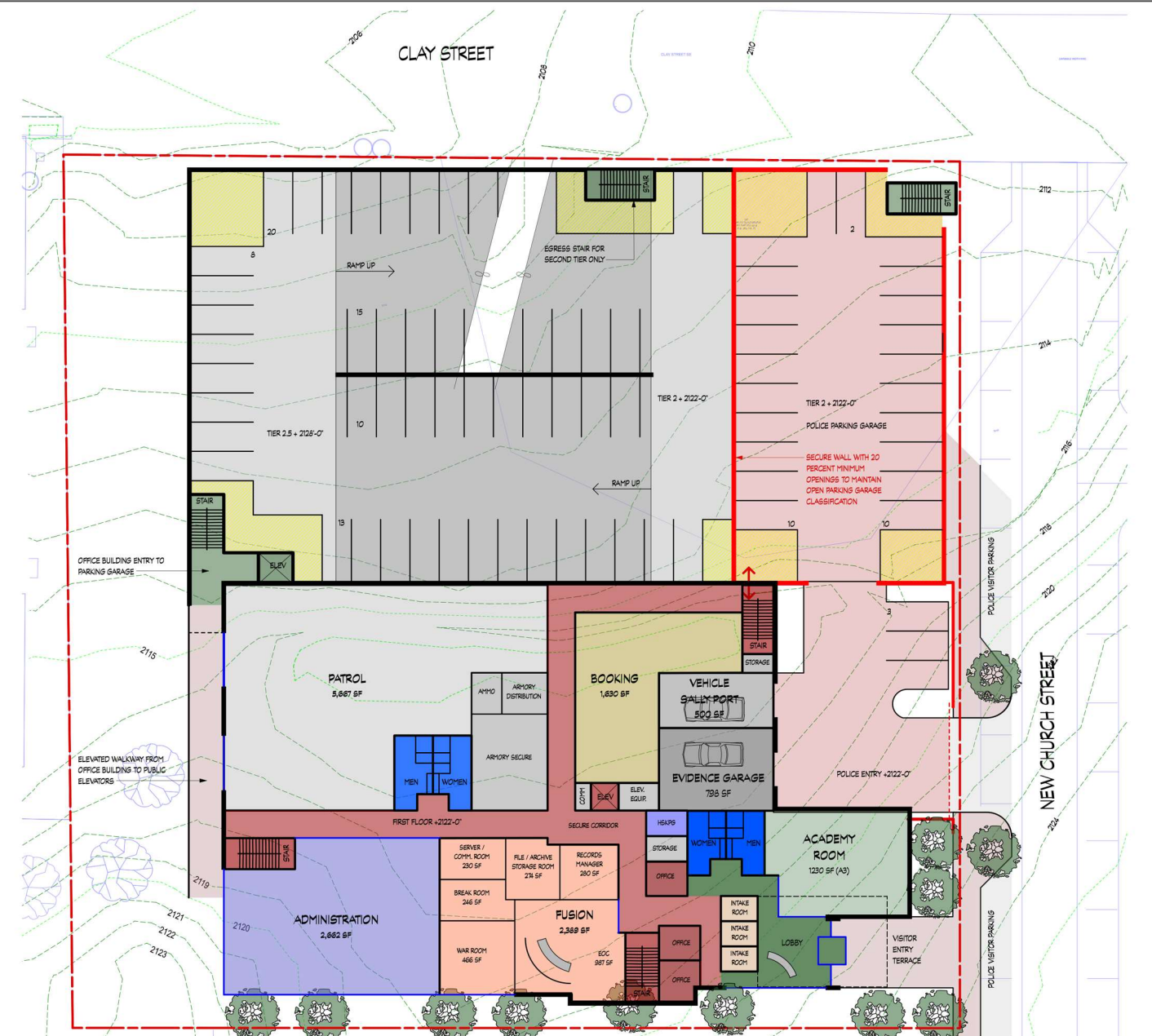
# EXHIBIT B

## Town of Blacksburg Public Safety Complex



**Level 1**  
Public Garage  
(Public parking entry on Clay Street)

PARKING GARAGE TIER 1 & SAFETY BUILDING FOUNDATION PLAN  
SCALE: 1/8" = 1'-0"  
0 10 20



**Level 2**  
Police Headquarters & Dedicated Police Parking  
(Police parking entry on New Church Street)

PARKING GARAGE TIER TWO & SAFETY BUILDING FIRST FLOOR  
SCALE: 1/8" = 1'-0"  
0 10 20



# EXHIBIT B

## Town of Blacksburg Public Safety Complex

### POLICE HEADQUARTERS BUILDING



Police Headquarters Visitors' Entry  
On-street parking & public plaza to the immediate left



Bird's Eye View: Public Safety Complex  
Police Headquarters Building with Public Parking Garage in the background

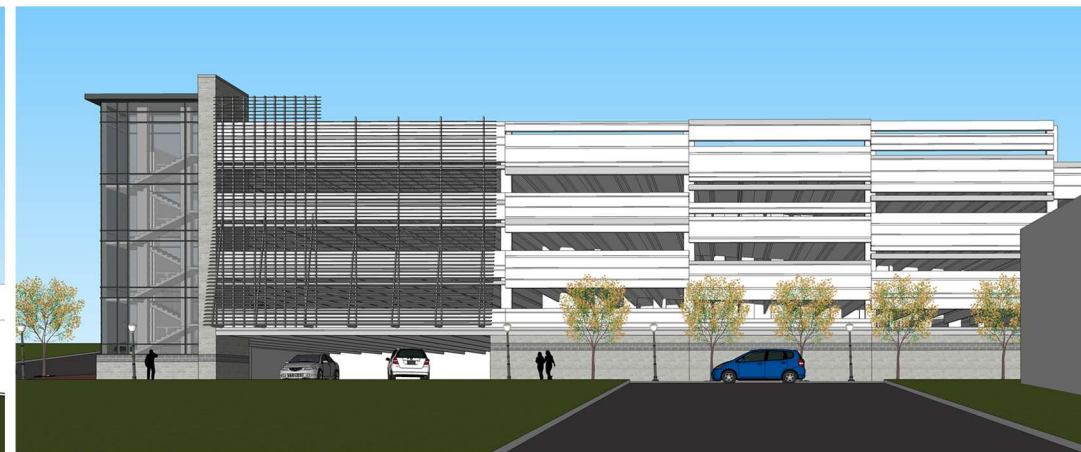


Police Headquarters  
Police Parking Entry on New Church Street

### PUBLIC PARKING GARAGE



View at the intersection of Clay Street & New Church Street  
North stairwell tower in the foreground



Clay Street Elevation  
Precast concrete spandrel facade; glass stairwell tower on the left;  
& architectural louvers over the garage entry



View from Clay Street  
Approach to the public parking garage entry

## **EXHIBIT C**

### **Project Budget Clarifications, Qualifications, Exclusions, & Allowances**

#### **CLARIFICATIONS**

[REDACTED]

#### **EXCLUSIONS**

[REDACTED]

**ALLOWANCES**

Any expenditure beyond the allowances listed below are not included in the scope of work.

