

SECOND INTERIM AGREEMENT

THIS SECOND INTERIM AGREEMENT (this "**Agreement**"), dated as of 8th, 2019, (the "**Effective Date**"), between the **TOWN OF BLACKSBURG**, a municipal corporation of the Commonwealth of Virginia (the "**Town**") and W.M. Jordan Development, LLC, a Virginia Limited Liability Corporation, ("**Jordan**"), recites and provides as follows:

RECITALS:

A. On April 4, 2018 the Town received an unsolicited proposal, under the Virginia Public-Private Education Facilities and Infrastructure Act of 2002 ("**PPEA**") and the Town's PPEA Guidelines ("**Guidelines**"), pursuant to an unsolicited proposal for a Public Safety Complex (the "**Project**"). After public notice, other proposals were received by the August 1, 2018 deadline. The parties entered into an initial Interim Agreement dated May 24, 2019.

B. As permitted by the PPEA, the Town and Jordan now desire to enter into this Agreement to further facilitate and support the efficient and comprehensive evaluation of the Project, as hereinafter more particularly set forth.

AGREEMENT

In consideration of the premises set forth in the Recitals, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Town and Jordan (each, a "**Party**" and together, the "**Parties**") hereby agree as follows:

1. Interim Agreement: Purpose; Scope.

a. Interim Agreement. This Agreement is an "Interim Agreement" (as that term is used under the PPEA and the Guidelines) between the Town and Jordan in regard to the Project.

b. Purpose and Scope. The Purpose of this Agreement is to engage Jordan and its agents to produce for the Town certain services, reports, plans, and recommendations (collectively, the "**Deliverables**") regarding the design and construction of the Project. The Parties anticipate that the Town will use all, or a portion of, the Deliverables to determine whether to approve the Project and whether to pursue a Comprehensive Agreement with Jordan pursuant to the PPEA and the Guidelines. The scope of work will include advancing the design through Construction documents and placing a precast material order.

2. Term. The term of this Agreement (the "**Term**") becomes effective as of the Effective Date and continues in effect until 5:00 PM local time in the Town of Blacksburg, Virginia (the "**Town**"), on December 1, 2020, unless this Agreement expires or is terminated at an earlier date under a provision of this Agreement. The Term may be extended by amendment of this Agreement, and such extensions shall be liberally granted so long as Jordan and Town are continuing negotiations and the work contemplated by this Agreement is in progress.

3. **Deliverables; Schedule; Reports; Meetings.**

a. **Deliverables and Schedule.** Jordan will use its best efforts to provide to the Town the Deliverables in a timely fashion.

b. **Reports and Meetings.** Jordan and its designees as its project managers for the Project ("**Jordan's Project Principals**"), along with its other principal development team members, consultants and subcontractors (collectively, "**Jordan's Project Team**"), as appropriate, will participate in regular meetings with all or portions of the group the Town designates as its management team for the Project (the "**Town's Management Team**") and its selected consultants. The Town's Project Manager (or the Town Manager's designee), in consultation with the designee of Jordan's Project Principals, will specify the reasonable dates and times for these meetings.

4. **Jordan Compensation and Reimbursements; Payments; Limitations; Audit.**

Compensation. As full and complete compensation for its production and provision of the Deliverables and its performance of any other obligations under this Agreement, the Town will pay to Jordan the amount (\$1,559,881.44) as set forth in the attached letter ("Letter") of July 9, 2019 (Revised August 20, 2019) from W.M. Jordan Vice President C.J. "Skip" Smith to Deputy Town Manager Christopher Lawrence (**Exhibit A**) as the "Pre-Development Fee." All of these documents shall govern this Agreement. These documents include AECOM's Scope of Work for Design and Construction Administration, Draper Aden's Proposal for Professional Services, and Jordan's Preconstruction Services Proposal.

a. The Pre-Development Fee and its components as listed in the Letter are subject to adjustment by written amendment to this Agreement if material changes in the Project Components, schedule, or other details of Project Design are required by the Town.

b. **Payments.** Jordan will present an invoice to the Town monthly, and will invoice the Town according to the demonstrated completion of each Task listed in the Letter and its attachments. Payment to be made in full within twenty (20) days of the Town's receipt of each monthly invoice so long as Jordan is in substantial compliance with all the terms of this Agreement.

c. **Limitations.** The Town's aggregate total liability to compensate and reimburse Jordan in connection with this Agreement (whether as part of the Pre-Development Fee, as Compensable Cost, or otherwise) will not exceed \$1,559,881.44, unless this Agreement is amended in accordance with paragraph 4.a above. Moreover, no travel, lodging, or meal expenses associated with the Deliverables, nor any fines or similar penalties, associated with Jordan's performance under this Agreement, and no costs or expenses associated with the negotiation or execution of this Agreement, nor any costs or expenses associated with the negotiation or execution of any Comprehensive Agreement, will be reimbursable as in connection with the Deliverables and not costs and expenses previously incurred by Jordan in connection with the Proposal or other actions taken prior to July 9, 2019.

d. **Audit.** During the Term, and for a period not less than five years after the last payment is made to Jordan under this Agreement, or the last day of the Term, whichever is later, Jordan will keep and maintain complete and accurate records, books of account, reports and other data (the "Books and Records") pertaining to its performance, and the

computation of compensation and reimbursements payable to Jordan, under this Agreement. Upon reasonable notice from the Town, Jordan will make the Books and Records available during normal business hours for inspection and audit by the Town and its designee, which may include the Town and other governmental entity providing funding in connection with the Town's possible participation in the Project. The Town will be entitled to copy all or any part of the Books and Records.

5. **Project Approval; Possible Comprehensive Agreement.**

a. **Approval Status.** The Town is still evaluating whether the Project is feasible. Accordingly, this Agreement is not, and is not intended to be, evidence of any such approval, or a promise or assurance that the Town will approve the Project, or that the Town will approve another Interim Agreement or a Comprehensive Agreement with Jordan. Jordan has submitted the Proposal, has entered into the engagement evidenced by this Agreement, and will contribute to the evaluation process of the Project at its own risk and cost, except for its rights to compensation expressly set out in this Agreement.

b. **Possible Comprehensive Agreement.** The Town (in its sole discretion) may determine that it is appropriate to attempt to negotiate the form of a Comprehensive Agreement with Jordan that is acceptable to the Town and Jordan. If the Town so determines, the Town and Jordan will formulate a negotiating and drafting schedule for this task and will endeavor to produce such a Comprehensive Agreement in accordance with the applicable timetable.

6. **Expiration/Termination of Term.**

This Agreement will automatically end upon the earliest of: (i) execution of a Comprehensive Agreement, or another interim agreement, in respect of the Project; (ii) the 5th business day after the date that either Party receives notice from the other that the Party giving notice does not intend to approve, or proceed with development of, the Project, or that it does not intend to otherwise pursue the Project with the other Party and elects to end this Agreement; or (iii) the expiration of the Term. If a Party ends this Agreement under clause (ii), immediately above, or the Term expires, all Deliverables then made or in production, including any work product, plans, projections, design concepts and other items delivered or due to be delivered to the Town on or before the date of termination, or expiration, will become the property of the Town upon delivery, the date of the termination, or the date of expiration of the Term, whichever is earlier; provided that the Town has paid to Jordan all sums which are due and payable to Jordan as required by the terms of this Agreement.

7. **Designated Project Personnel.**

a. **Developer.** Jordan's Project Principals, and the members of Jordan's Project Team were set forth in the initial Interim Agreement. While this Agreement is in effect, Jordan will cause each of Jordan's Project Principals to devote sufficient time and attention to directing and overseeing Jordan's performance under this Agreement, participate in all meetings and conferences specified in the Schedule or required under this Agreement, and to interact with members of the Town's Project Management Team and the Town's consultants and representatives for purposes of this Agreement. Jordan may change the composition of Jordan's Project Principals only upon receiving the prior consent of the Town, which will not be unreasonably withheld.

b. **Town.** The Town's Project Manager and the members of the Town's Project Management Team were set forth in the initial Interim Agreement. While this Agreement is in effect, the Town will cause all the Town's Project Management Team to devote sufficient time and attention to directing and overseeing the Town's performance under this Agreement, and to interact with members of Jordan's Project Principals for purposes of this Agreement.

8. **Accuracy of Proposal; Representation & Warranties.** Jordan represents and warrants to the Town that (i) to the best of Jordan's knowledge and belief as of the date of this Agreement all factual statements made in Jordan's submissions to the Town evidencing the Project (including those pertaining to prior experience and expertise) are true, accurate, and not misleading in any material respects, (ii) Jordan has the expertise and capacities to perform its other obligations under this Agreement, (iii) the data and other information contained within the Deliverables will be accurate and complete and its use for the purposes of this Agreement will not violate any law, or infringe or violate any property right, and (iv) Jordan has full power and authority to enter into this Agreement, and the person[s] signing this Agreement on behalf of Jordan has full power and authority to bind Jordan under this Agreement.

9. **No Liability of Officials, Employees or Agents.** No director, officer, official, employee, agent or representative of the Town is, or will be, personally liable to Jordan or any of Jordan's Project Team, or any successor in interest of any of them, as a consequence of any default or breach by the Town for any sum that may become due to Developer, any of the Jordan Project Team, or any successor in interest of any of them, or on any obligation incurred under this Agreement. No officer, official, employee, agent or representative of Jordan or Jordan's Project Team will be personally liable to the Town, or any successor in interest, as a consequence of any default or breach by Jordan or Jordan's Project Team for any amount which may become due to the Town or any successor in interest, or on any obligation incurred under this Agreement.

10. **Insurance.**

a. **Coverages.** Jordan, at its expense and not as a Compensable Cost, must carry the following insurance coverages: Workers' compensation insurance, commercial general liability insurance (on an occurrence basis), automobile liability insurance for any automobile owned or hired, and umbrella/excess liability insurance. The commercial general liability policy must be for a combined single limit for personal injury and property damage of not less than \$1,000,000.00, and must provide coverage, at a minimum, for (i) broad form contractual liability specifically covering this Agreement, (ii) products liability and completed operations, and (iii) broad form property damage coverage. The automobile liability policy must be a combined single limit policy for bodily injury and property damage of not less than \$1,000,000.00). The umbrella/excess liability policy must be for a maximum single limit of \$25,000,000.00) for supplementing the commercial general liability policy, workers' compensation and automobile liability policy. Workers' compensation coverage must conform to statutory requirements.

b. **Minimum Requirements.** The required insurance coverages specified in this provision are minimum insurance coverages and coverage amounts, and those specifications are only for the purposes of this Agreement. The Town has not assessed the risk to which Jordan may be exposed, or the liability Jordan may incur, in connection with this Agreement, nor has the Town represented in any fashion that such coverages or coverage amounts are prudent or otherwise sufficient to protect Jordan's interests.

11. **Default; Remedies; Limitations.**

a. **Default.** If a Party fails to perform any of its obligations under this Agreement (a "Default"), the other Party is entitled to give notice to the defaulting Party, which must specify the Default and demand of performance. The defaulting Party must cure the specified Default within ten (10) calendar days after it receives the notice of Default.

b. **Remedies.** If the defaulting Party does not cure the Default within that 10-day period, the non-defaulting Party will be entitled to (i) terminate this Agreement immediately by giving notice of termination to the defaulting Party and (ii) pursue all other available remedies at law, or in equity, subject to the pre-conditions and limitations specified in this Agreement.

c. **Limitations.** Notwithstanding anything in this Agreement, neither the Town nor Jordan will be liable to the other Party for any punitive, indirect, or consequential damages arising in connection with this Agreement (including lost profits, opportunity costs, or any other damages).

12. **Notices.** To be effective, each notice, consent, approval, waiver, or similar communication or action required or permitted to be given under this Agreement (a "Notice") must be in writing and must be delivered either by private messenger service (including a nationally **recognized** overnight courier), or by USPS mail, addressed as provided in this provision. Each Notice will be considered given on the date it is provided to the applicable messenger, or to the USPS, as the case may be, and will be considered received on the date actually received, unless delivery is evaded, in which case, the date delivery is attempted will be considered the date the Notice is received. Each address set forth in this provision will continue in effect for all purposes under this Agreement unless a Party replaces its address information by appropriate new information by a Notice to the other Parties in compliance with this provision:

To the **Town:** Christopher Lawrence
Deputy Town Manager
Town of Blacksburg
300 S. Main St.
Blacksburg, VA 24060
Tel: 540-443-1005
Email: CLawrence@blacksburg.gov

To the **Developer:** C.J. "Skip" Smith
Vice President
W.M. Jordan Development Company
1010 Jefferson Ave., P.O. Box 1337
Newport News, VA 23601
Tel: 757-596-6341
Email: SSmith@wmjordan.com

13. Various Contract Matters.

a. **Governing Law; Binding Contract; Waiver.** This Agreement is governed by the laws of the Commonwealth of Virginia without giving effect to its choice of law principles. This Agreement is binding upon, and inures to, the benefit of each of the Parties and their respective permitted legal successors and permitted assigns. The failure of a Party to demand strict performance of any provision, or to exercise any right conferred, under this Agreement is not, and is not to be construed as, a waiver or relinquishment of that Party's right to assert or rely on that provision or right in the future. Either Party, however, may elect to waive any right or benefit to which it is entitled under this Agreement.

b. **No Third Party Beneficiary or Other Similar Rights.** There are no third-party beneficiaries to this Agreement. Accordingly, no third-party is entitled to make any claim under this Agreement for failure to perform or other breach under this Agreement. Only the Parties (and their respective permitted successors and permitted assigns) are entitled to rely upon the provisions of this Agreement.

c. **Compliance with Laws.** Jordan must comply, and must cause the Jordan Project Team, and Jordan's agents and subcontractors to comply, with all federal, state and local laws, rules, regulations and ordinances applicable to the performance of its obligations under this Agreement.

d. **Prior Agreements and Discussions.** Any agreements (whether in writing or oral) between the Town and Jordan existing before or contemporaneously with this Agreement relating to the Project (or any prior versions of the Project) are superseded by this Agreement. All prior discussions and negotiations as to the Project (or any prior versions of this project) are merged into this Agreement. The submission of any unexecuted copy of this Agreement does not constitute an offer to be legally bound by the provisions of the document submitted; and no Party will be bound by this Agreement until it is approved, executed and delivered by both of the Parties.

e. **Assignment.** Jordan is not entitled to assign its rights, nor delegate its duties, under this Agreement without the prior consent of the Town, which consent the Town may withhold in its sole discretion.

f. **Entire Agreement; Amendment; Counterparts.** This Agreement constitutes the entire agreement of the Parties as to the Project. This Agreement may only be amended or modified by a writing signed on behalf of each of the Parties. This Agreement may be signed in any number of counterparts, and, so long as each Party signs at least one counterpart, each signed counterpart evidences an original Agreement, but all signed counterparts together constitute but one Agreement.

g. **Rules of Usage and Interpretation.** The captions in this Agreement are for convenience only and are not to be used in its interpretation. This Agreement shall not be construed against one Party, or the other Party, on the basis that its counsel drafted it or participated in its drafting. The words "include," "including," or words to similar purport are not to be construed to be words of limitation. References to a Party means and includes that Party and its permitted successors and permitted assigns.

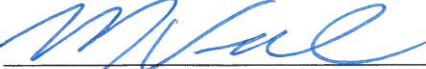
h. **Venue.** Any legal action, equitable cause, or other judicial proceeding with respect to this Agreement must be brought in the courts of the Commonwealth of Virginia in

the County of Montgomery, or of the United States of America for the Western District of Virginia (Roanoke Division) and in no other courts. By signing this Agreement, each Party accepts for itself and in respect of its property, generally and unconditionally, the jurisdiction of those courts.

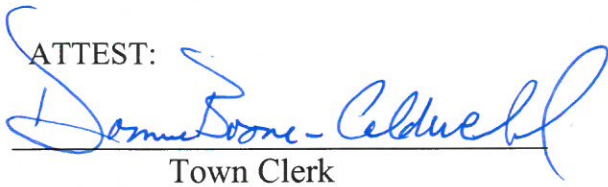
[Signatures on next page.]

WITNESS the following signatures and seals.

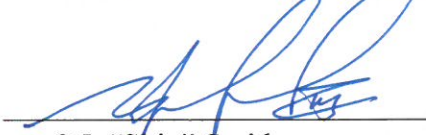
TOWN OF BLACKSBURG

By: 
Name: Marc Verniel
Title: Town Manager
Date: 11/8/19

ATTEST:


Town Clerk

W.M. JORDAN DEVELOPMENT, LLC.

By: 
Name: C.J. "Skip" Smith
Title: Vice President
Date: 11/7/19



July 9, 2019 Revised August 20, 2019

Mr. Chris Lawrence
Deputy Manager
Town of Blacksburg
300 South Main Street
P.O. Box 90003
Blacksburg, VA 24062-9003

Reference: Public Safety Building and Parking Garage
Job No. 19-103-101

Dear Chris,

We have completed the Conceptual Design phase for the Public Safety Building and Parking Garage project and request approval to advance the design through construction documents. Attached are the proposal fees from AECOM and Draper Aden Associates, along with W. M. Jordan Company preconstruction services and W. M. Jordan Development fee.

We also respectfully request approval to bid and enter into an advance contract with the precast parking garage manufacturer and erector. As we have previously discussed there is a 10-12 month lag time for precast materials. In order to maintain our schedule, we will need to place our order and enter into a contract. This will also allow our architects to work closely with the precast designers to insure a complete design.

We are happy to discuss and are anxious to move this important project forward. We look forward to your response.

Sincerely,
W. M. Jordan Company, Inc.



Skip Smith
Vice President

CC: Mark Wawner

Attachments: Summary of fees
AECOM, Contract
Draper Aiden Associates, Contract
W. M. Jordan Company, Proposal

		Revised
AECOM	\$1,283,900.00	\$1,283,900.00
Draper Aden Associates	74,800.00	79,100.00
W. M. Jordan Preconstruction Fee	51,448.00	51448.00
Precast Order	100,000.00	100,000.00
W. M. Jordan Development Co. Fee (3%)	45,304.44	<u>45433.44</u>
	<u>\$1,555,452.44</u>	<u>\$1,559,881.44</u>

12 June 2019

Skip Smith
Vice President
W.M. Jordan Company
11010 Jefferson Ave., P.O. Box 1337
Newport News, VA 23601

Reference: Design Consulting Services
Town of Blacksburg (Owner)
Blacksburg Police Headquarters and Parking Garage

Dear Mr. Smith:

AECOM Technology Services, Inc. (AECOM) is pleased to present a technical scope of work to provide Design Phase and Construction Administration Services associated with the referenced project. See the AECOM Design-Build Agreement for proposed terms and conditions.

A. SCOPE OF WORK – Design Phase Services

AECOM will provide Design Services (DS) for the new Blacksburg Police Headquarters and Parking Garage located on the south side of Clay Street, on a portion of the City-Owned unimproved block between New Church Street and the new Public Plaza as part of the development of the former Old Blacksburg Middle School site.

Basic design services shall be divided into two phases. Phase 1 will consist of Concept Design services. Phase 2 will include Schematic Design, Design Development and Construction Documents services. The basic services shall include architectural, interior design, structural, mechanical, plumbing, electrical, fire alarm, fire protection, telecommunication, and electronic security services.

Design Services Phase 1 (previously completed):

1. Concept Design

Verify the program included in the Preliminary Architectural Feasibility Report documents and provide design documents to develop and refine the Conceptual Design.

- a. Finalize the project space program with a detailed space list and overall square footage (SF) for the building. The design team recognizes that the facility should have an overall SF of approximately 35,000 SF for the Police Headquarters. The parking garage portion of the project should be designed to accommodate 300 vehicles and 25 police vehicles, or approximately 101,000 SF.
- b. The concept development shall include an architectural site plan, floor plans, colored elevations, and perspective drawings, and other conceptual level graphic renderings to clearly depict the character and form of the building.
- c. One Meeting with Town Agencies to discuss the proposed concept, options regarding ingress/egress from the new Public Plaza, site development coordination, and potential community concerns.

- d. A sustainable design review meeting will be held to determine which LEED v4 for Building Design and Construction credits will be pursued during design and construction to meet Silver Certification criteria.
- e. W.M. Jordan will update the comparative order of magnitude construction cost based on the revised concept.
- f. One Concept Design presentation will be held to attain consensus of the selected Conceptual Design. The Owner shall approve the concept to be developed into the Schematic Design documents.
- g. Five total trips to Blacksburg are included as part of Concept Verification.

Design Services Phase 2:

1. Schematic Design (SD)

Based on the Owner's selected Concept Design alternative, documentation will be developed to define the basic layout, form, scope, materials and systems of the project so that the design basic concept of the project can proceed forward and develop in subsequent phases.

- a. A Schematic Design Narrative describing major building systems and materials will be developed.
- b. Prepare the Architectural drawings to develop Building floor plans, elevations, sections, and roof plans.
- c. Coordinate with the Civil Engineer for major site elements and utility service connections.
- d. Participate in Community meetings and presentations (maximum of two). AECOM shall provide rendered site plans and architectural floor plans via PowerPoint.
- e. Prepare and present the Schematic Design to the Town Council if required.
- f. Attend a comment review meeting review and resolve Schematic Design review comments.
- g. Three total trips to Blacksburg are included as part of Schematic Design.

2. Design Development (DD)

Based on the Owner's approval of adjustments to the schematic documents, the Architect / Engineer shall prepare Design Development documents for approval by the Owner. The DD documents will consist of drawings and other documents to fix and describe the size and character of the entire project as to architectural, structural, mechanical and electrical systems, materials and such other elements as may be appropriate.

- a. Further develop the Architectural drawings to develop building floor plans, interior layout plans with loose & fixed furniture, fixtures and equipment (FF&E) (indicative only), exterior and interior elevations, building and wall sections, and roof plans.

- b. Prepare code analysis/life safety plans showing fire rated walls, smoke compartmentalization, required means of egress, paths of egress, horizontal exits, occupant loads, areas of refuge, and other pertinent code related information.
 - c. Prepare and present up to two (2) interior design options to the Owner, including wall, floor, and ceiling finishes, and millwork.
 - d. Prepare basic structural foundation and framing plans based on Geotechnical Report findings (prepared by others).
 - e. Prepare basic mechanical, electrical, and plumbing (MEP) plans. Prepare and submit diagrammatic plans and sections showing the mechanical room layout, including equipment, piping and ductwork. Plans and sections to demonstrate adequate access and clearances for maintenance.
 - f. Prepare consolidated security plans showing the security barrier locations, levels of security, locations of intercoms, cameras, remotely unlocked and operable doors, remotely unlocked and operable gates, duress alarm receivers and other similar information.
 - g. LEED scorecard update.
 - h. Prepare and present the Design Development drawings to the Town Council.
 - i. Attend a comment review meeting review and resolve Design Development review comments.
 - j. Five total trips to Blacksburg are included as part of Design Development.
3. Construction Documents (CD)
Based on the approved Design Development documents, further refinements in the scope or quality of the project, and adjustments to the project budget authorized by the Owner, the Architect shall prepare for approval by the Owner, Construction Documents consisting of drawings and specifications setting forth, in detail, the requirements for construction of the project which are in compliance with federal, state, county, and town codes.
- a. Assist W.M. Jordan to obtain approval of, and secure required permits. Any required fees to be paid by others.
 - b. Based on the accepted interiors option from Design Development, the Architect shall prepare and submit the One (1) project Color Board of final interior finish selections to the Owner.
 - c. Design for code required site, interior, and exterior signage.
 - d. Prepare construction specifications for bid including submittal register.
 - e. LEED scorecard update with each CD submission.

- f. Participate in a value engineering session.
- g. Attend up to two (2) comment review meetings, 50% CD, and 95% CD, to resolve comments.
- h. Eight total trips to Blacksburg are included as part of Construction Documents.

B. SCOPE OF WORK – Construction Administration Services (CA)

AECOM will provide Construction Administration services for the new Blacksburg Police Headquarters and Parking Garage located on the south side of Clay Street, on a portion of the City Owned unimproved block between New Church Street and the new Public Plaza as part of the development of the former Old Blacksburg Middle School site.

1. Bidding/ Award

- a. Assist the Contractor with questions from potential subcontract bidders.
- b. Provide clarifications of the bid documents, and document clarifications via addenda.
- c. Subsequent to all building and site plan permit approvals and successful bid opening, and prior to the Contractor's notice-to-proceed date, the Architect shall prepare and issue a Issued for Construction (IFC) Set of documents for use by the Contractor and Owner that compiles addendum revisions and final permit review comments into a single coordinated set of plans and specifications into a single comprehensive set of Construction Documents. The IFC Set shall include annotations to reflect the source of changes to the format of the Bid Documents.

2. Construction Administration

Design office support such as review of shop drawings and other contractor submittals, responding to requests for information (RFIs) (assumes no more than 50) and preparing clarification sketches, as well as the basic site services such as field observations.

- a. Attendance by AECOM staff and expenses for on-site construction meetings are to be determined by AECOM and W.M. Jordan prior to the start of construction.
- b. LEED review meetings will be conducted every two months to review Contractor's records and documentation required for LEED Silver certification. AECOM is only responsible for design credits.
- c. Review and approve the Contractor's submittals such as shop drawings, product data and samples, but only for the limited purpose of checking such submittals for conformance with the information contained therein and the design concept expressed in the Contract Documents.
 - i. Limited to the items listed on the submittal register included with the bid specifications. Estimating approximately 200 submittals with a resubmittal rate of no more than 25%.
- d. Perform initial punch list walkthrough and one back check punch list walk through after receipt of the General Contractor's open item list.

C. ADDITIONAL SERVICES

1. The following list of services is not included in the basic design and construction administration services. AECOM can provide a proposal for these additional services upon request.
 - a. Design Phase
 - a. Traffic Study
 - b. Surveying (Topographic and Property)
 - c. Land Acquisition Documents – Subdivision Plats
 - d. Civil Engineering
 - e. Landscape Architecture
 - f. Utility Designation
 - g. Environmental Site Assessments
 - h. Geotechnical Investigation and Report
 - i. Hazmat Investigation of the Site
 - j. Landscape Design
 - k. Energy Modeling in excess of minimum required by LEED certification
 - l. Electrical coordination study/short circuit analysis/arc flash study
 - m. Cost estimates
 - n. Specialized Acoustical Studies
 - o. Loose Furniture, Fixtures & Equipment (FF&E) design services - \$40,000.00
 - p. Existing furniture survey and assessment for reuse
 - q. IT/AV/Security Design beyond infrastructure / pathway support
 - r. Communications and Radio Integration other than DAS/BDA
 - s. Building Radio Systems and amplifiers
 - t. Building Wayfinding or Monument / Signage
 - u. Building models
 - v. Additional Parking
 - w. Mechanical / electrical / plumbing / fire services will be designed five feet beyond the building
 - x. Clash detection
 - b. Construction Phase
 - a. Permanent On Site Staff
 - b. Special Inspections & Testing
 - c. Move Assistance
 - d. Commissioning
 - e. Post Construction Warranty Walk Through
 - f. As-Built Survey and CAD Plan Update

D. SCHEDULE

The preliminary schedule for Design and Construction phase services is identified below. All durations are following formal notice to proceed (NTP) from W.M. Jordan. Phase 1 services for the Blacksburg Police Headquarters are anticipated to start in January 2019. Phase 2 services for the Blacksburg Police Headquarters are anticipated to start in June or July 2019. With an anticipated Construction start January 2020, the midpoint of construction is anticipated to be October 2020 with AECOM period of performance end date October 2021. Town review periods are included in each phase and are projected to be seven (7) business days from Town receipt of deliverable to return of consolidated written comments to AECOM.

<u>Task Name</u>	<u>Duration (Calendar Days)</u>
Concept Design	60 days
Town Review	7 days
Schematic Design	45 days
Town Review	7 days
Design Development	60 days
Town Review	7 days
GMP by W.M. Jordan	21 days
Construction Documents	105 days
City Review - 50% CD	On Board
City Review - 95% CD	15 days
Bidding / Award	60 days
Construction Administration	540 days

E. DELIVERABLES

1. A maximum of one bid package shall be included:
 - a. New Public Safety Building and Parking Garage.
 - b. Civil engineering and landscape architecture will be provided by a separate sub-consultant to W.M. Jordan and incorporated into the overall bid package.
2. Electronic PDF files will be transmitted to W.M. Jordan via file sharing for W.M. Jordan to submit to the Town.
 - a. Concept Design
 - b. Schematic Design
 - c. Design Development
 - d. 50% Construction Documents
 - e. 95% Construction Documents
 - f. Issued for Bid Set
 - g. Issued for Construction Set (to include Bid Addenda)

F. BASIS OF PROPOSAL

The following assumptions have been made for the preparation of this proposal:

1. AECOM will work with W.M. Jordan to develop a scorecard capable of achieving LEED Silver certification.
2. Utility relocations and off site utilities upgrades are not anticipated.
3. Site and Building Permit fees shall be waived or shall be paid by the Town.
4. USGBC LEED registration fees shall be paid by the Town.

G. COMPENSATION

AECOM's fee proposal based on this Base Scope of Work for design and construction services for the Blacksburg Public Safety Building and Parking Garage as presented in the proposal shall be for the lump

sum of:

Base Bid – Design Services Phase 1

One Hundred Forty-One Thousand Six Hundred Dollars (\$141,600)

Bid Option 1 – Design Services Phase 2 and Construction Administration

One Million Two Hundred Forty-Three Thousand Nine Hundred Dollars (\$1,243,900)

Additional Services – FF&E Design Services (only)

Forty Thousand Dollars (\$40,000)

The lump sum cost, including expenses for Design Services (Phases 1 and 2) only, for the Base Bid and Bid Option 1 is One Million Three Hundred Eighty-Five Thousand Five Hundred Dollars (\$1,385,500) plus an additional Forty Thousand Dollars (\$40,000) if the FF&E design additional services is selected. Fee does not include travel expenses for construction administration.

H. COMMENCEMENT OF WORK

We will commence work upon your executed authorization below. The above fee and schedule are based on our general understanding and assumptions of the services required for the project.

We look forward to continuing our working relationship with W.M. Jordan Company. Should you have any questions or comments on the above, please contact me at (757) 306-6748.

Sincerely,

Sean Lebel, PE
Operations Manager / Authorized Representative
AECOM Technical Services, Inc.

ACCEPTANCE BY W.M. JORDAN:

AECOM is hereby authorized to begin work on _____
in accordance with the AECOM Design-Build Agreement.

*BID OPTION ONE &
FF&E DESIGN
CA*

Signature: _____

Name: C.J. SKIP Smith III

Title: Vice President

Date: 6/13/19

Cc: AECOM – Steve Loomis, FAIA, Principal



2206 South Main Street
Blacksburg, Virginia 24060
(540) 552-0444 • Fax (540) 552-0291
www.daa.com

June 4, 2019

Mr. Skip Smith
Vice President
W. M. Jordan Development Company
(via email)

**RE: Proposal for Professional Services
Town of Blacksburg Safety Building and Parking Garage
Draper Aden Associates Project No. 18010225**

Dear Mr. Smith:

On behalf of Draper Aden Associates, thank you for the opportunity to present our proposal to W. M. Jordan Development Company (WM Jordan) for professional services for the proposed Safety Building and Parking Garage in the Town of Blacksburg, Virginia. **This proposal supersedes our proposal dated January 8, 2019.**

I. PROJECT DESCRIPTION

The Town of Blacksburg identified a need for a new public safety building and parking garage located adjacent to Clay Street within the proposed Midtown development. This project is to be designed and constructed under the Public-Private Educational Facilities Infrastructure Act (PPEA) with the WM Jordan Design-Build (D/B) team. For the purposes of this proposal, Master Developer refers to Midtown Redevelopment Partners LLC.

The scope of services in this proposal includes assistance with the concept design, schematic design, construction documents, and bidding/construction phase services. Our proposal is based on our meetings with you, and our experience with other similar projects in the Town. Draper Aden Associates is pleased to present the following for your review and approval.

II. SCOPE OF SERVICES

A. Conceptual Design (This task was previously authorized.)

1. Base Map: Draper Aden Associates will create a compiled base map for the project area using readily available information received from the Town and/or the Master Developer for use by the D/B team.
2. Conceptual Design Options: We will review and provide comment on the conceptual plans developed by the D/B team. Additionally, based on two (2) preferred concept designs, we will prepare two (2) concept site plans showing conceptual grading, utility corridors, and

stormwater management facility* locations, as needed. Utilities under our design responsibility are limited to sanitary sewer, domestic and fire water, and storm sewer. Additionally, we will coordinate with the D/B Team, the Town, and the Master Developer regarding routing options for electric, gas, data, and communications extensions and/or relocations. Draper Aden Associates will show the routing on our concept plans, if provided by others.

* We understand a regional stormwater management facility, complying with both water quality and quantity control for this project will be designed and constructed by the Master Developer.

3. Construction Cost Estimate: We will review for reasonableness the estimate provided by others for proposed site improvements under our design responsibility.
4. Meetings: Draper Aden Associates will attend up to three meetings with the D/B Team and/or the Town as well as participate in coordination conference calls during this phase of design.
5. Deliverables: AutoCAD and electronic (pdf) documents of the plans will be provided to the D/B Team electronically.

B. Schematic Design

1. **Master Developer Coordination:** Draper Aden Associates will coordinate with the D/B team and the Master Developer to prepare a site plan for the proposed building. We anticipate providing input to the Master Developer on behalf of the Town's project to modify the Master Development Erosion and Sediment Control and Mass Grading plans, to determine the location of utility extensions to serve the Town's parcel, and for design of New Church Street.
2. **Lot Line Coordination:** Draper Aden Associates will provide assistance to the D/B team to negotiate the location of the building relative to New Church Street and the proposed alley. We will prepare up to two (2) exhibits for use in negotiations with the Master Developer.
3. **Plan Development:** During this phase of design, we will develop the following plans to 30% design completion. Please note that some of these items may be consolidated to a single plan sheet:
 - a. Existing Conditions
 - b. Demolition Plan
 - c. Site & Dimensional Plan
 - d. Grading Plan
 - e. Erosion & Sediment Control (ESC) Plan
 - f. Stormwater Management Plan
 - g. Code Compliant Landscape Plan

- h. Utility Plan
- i. Site Details

For all phases of design, the utilities we will address include sanitary sewer, storm sewer, potable water, and fire protection. Our fee is based on other design team members providing designs for any other needed utilities including electric, gas, data, and communications.

4. Schematic LEED® Evaluation: We will evaluate LEED® sustainable sites credits, as applicable to the civil site design, to determine achievability. We will participate in one LEED® meeting in Blacksburg or via online web conference to support this phase of design.
5. Construction Cost Estimate: We will review for reasonableness the estimate provided by others for proposed site improvements under our design responsibility.
6. Meetings: Draper Aden Associates will attend up to two meetings with the D/B Team and coordination conference calls during this phase of design. Additionally we will attend up to eight (8) bi-weekly development coordination meetings with the Master Developer and the Town, and two (2) meetings with the Town of Blacksburg for a total of ten (10) meetings.
7. Deliverables: Electronic (pdf) documents of the drawings and narrative will be provided electronically.

C. Construction Documents

1. Construction Plans: Draper Aden Associates will finalize the approved schematic design and continue to coordinate the site design with D/B Team and the Master Developer. The fees proposed herein are based on a single design concept and do not include additional fees required for revisions to the approved schematic design. Any additional services required due to changes in the general site layout, building footprint, or location after approval of the schematic design will be provided on a lump sum negotiated basis in addition to the lump sum fee presented herein prior to commencement of such work.
2. Technical Specifications: Draper Aden Associates will provide technical specifications for aspects of the project under our responsibility, which will be coordinated with the D/B team. Specifications will be prepared utilizing the latest version of Masterspecs®, a product of the American Institute of Architects. We understand that WM Jordan will prepare all of the requisite bid documents, general conditions, and contract documents.
3. Construction Cost Estimate: We will review for reasonableness the estimate provided by others for proposed site improvements under our design responsibility.
4. ESC & SWM Narrative: An ESC and SWM narrative and calculations will be submitted to the Town for review and approval as a combined report. This report may be submitted contained within a draft Stormwater Pollution Prevention Plan (SWPPP). Hydraulic

calculations will be performed to adequately support the sizing of all on-site storm sewer piping, as needed. Our proposed fee assumes that SWM requirements can be met by a regional facility designed by others.

5. LEED Documentation and Calculations: Our scope of services includes preparation of the required submittal documentation for the LEED® v4 application for the sustainable sites credits, as applicable to the civil site design. Specifically, we anticipate preparing submittal documentation for the following:
 - a. Prerequisite: Construction Activity Pollution Prevention
 - b. Prerequisite: Environmental Site Assessment (if authorized)
 - c. Site Assessment
 - d. Rainwater Management

This information will be uploaded on the LEED® project site to be included in the overall LEED® certification submittal package.

Also, as a requirement to achieve SS credit for Rainwater Management, we will need to complete additional calculations and design to determine whether we can meet the requirements, which are different than the current Town of Blacksburg and Virginia Department of Environmental Quality's (DEQ) regulations. This effort is included in the fees outlined below.

We included attendance at one LEED® workshop and online web meetings as required by the design team.

6. Registration under the General [VPDES] Permit for Discharges of Stormwater from Construction Activities (General Permit and Stormwater Pollution Prevention Plan (SWPPP): Draper Aden Associates will prepare a SWPPP and application for coverage under the General Permit. The application will be provided to the WM Jordan. The SWPPP is not required to be submitted directly to DEQ, but is to remain on the site during construction of the project. Therefore, it will be submitted to Town to be held until transferred to a selected contractor and/or prior to construction start.
8. Meetings: Draper Aden Associates will attend up to two meetings with the D/B Team and coordination conference calls during this phase of design. Additionally we will attend up to ten (10) bi-weekly development coordination meetings with Midtown and the Town, and three (3) meetings with the Town of Blacksburg for a total of 13 meetings.
7. Plan Revisions: Our proposed fee is based on providing up to two submittals of the construction documents to the Town for review and approval, and includes services to incorporate reasonable and appropriate comments based on D/B Team and/or Town review. Any additional services needed for meetings or to revise plans and respond to additional comments, which are not due to Draper Aden Associates errors or omissions, will be provided on a lump sum negotiated basis in addition to the lump sum fee presented herein prior to commencement of such work.

8. Deliverables: We will provide a PDF of the working drawings, specifications, reports, and SWPPP. Also, we will complete the site plan submittals required by the Town for review and approval.

D. Bidding and Construction Phase

1. Bidding Assistance: Draper Aden Associates will provide support and technical information to the D/B Team during the bid phase regarding the civil documents for your use in managing the bidding process. WM Jordan will prepare the requisite bidding documents. Our proposal includes up to 10 hours of support.
2. Construction Phase Services: Draper Aden Associates is available to provide technical support and assistance during the construction phase. Our scope of services includes attendance at a pre-construction meeting, review of shop drawings, review of change orders resulting from our design, if necessary, and responding for requests for information directly related to issues under our responsibility. Also included are up to four site visits, concurrent with four progress meetings, during site construction and attendance at a substantial completion inspection for a total of five site visits.

The above assumes a construction duration of 12 months. If the construction schedule exceeds this duration, or additional construction phase services are requested, they will be provided on a lump sum negotiated basis in addition to the lump sum fee presented herein prior to commencement of work.

III. ADDITIONAL SERVICES

E. Topographic Survey, Subsurface Utility Engineering, and Base Map (This task was previously authorized and completed.)

1. Topographic Survey: For the area known as DC Parcels #1A and #1B, field-run survey will include locations of readily observable utilities and subsurface utilities marked by Miss Utility. We will not confirm the actual field locations or elevations of subsurface utilities and features that cannot be readily observed and accessed from the ground surface and cannot guarantee the locations of utilities marked by others. Our services include office support, including necessary courthouse research, to provide topographic survey and associated base mapping to a 1' contour interval, along with field search and ties to sufficient boundary corners to compile the adjoining property and rights-of-way lines. Draper Aden Associates will be oriented to horizontal datum NAD 83 (CORS 2011) and vertical datum NAVD 88.
2. Base Map: Upon completion of the topographic survey, the field located utilities and topographic survey will be incorporated into a compiled base map. Base mapping will incorporate 1-foot contour intervals. This base map will be prepared in AutoCAD format for planning and design purposes.

F. Fire Flow Testing

Draper Aden Associates will perform fire flow testing, if requested, by obtaining the flow and residual data for up to two hydrants. The tests will be conducted in compliance with NFPA 13, 14, and 291, using hydrants as close to the area as possible. The results of this test will be provided to D/B team in PDF format. The testing results will include a scaled drawing of the locations of the fire hydrants used in the test as well as the water distribution system in the immediate vicinity. The fee for this service will be developed following selection of a project site.

G. Geotechnical Services (This task was previously authorized and completed.)

1. Geophysical Survey

A geophysical survey will provide a two-dimensional data set from which a schematic diagram of the bedrock surface can be developed.

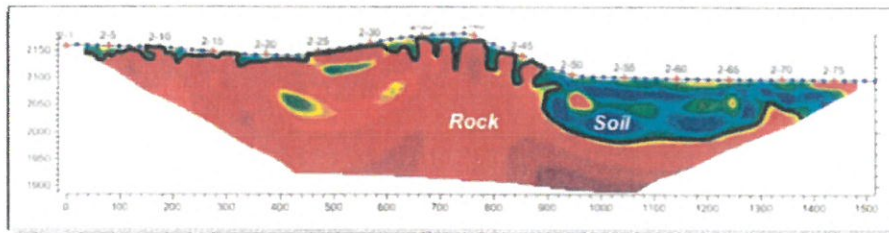


Figure 1: Example Resistivity Section showing the interface of soil and rock

Draper Aden Associates will conduct a geophysical exploration utilizing resistivity imaging to define the surface of bedrock along six resistivity lines.

2. Geotechnical Borings

Geotechnical borings will allow for subsurface soil sampling and in-situ strength testing at discrete locations. In conjunction with the geophysical survey results, the data collected at each location, and the subsurface stratigraphy, can be interpolated between boring locations. As part of this effort, Draper Aden Associates will complete the following services.

- a. Contact Miss Utility to identify and mark public subsurface structures and utilities in the vicinity of the project.
- b. Advance and log drilling of six subsurface borings with Standard Penetration Testing (SPT) testing at the approximate locations illustrated on the attached exploration plan. The borings will include continuous soil sampling to a depth of 10 feet, with interval sampling every five feet thereafter, to auger refusal.
- c. OPTIONAL: If desired, during collection of the data, a shear wave survey could be completed to determine the seismic site class. If this option is not selected, our seismic site class recommendation will be derived from the results of our subsurface borings.

3. Laboratory Services: Select soil samples will be tested for Moisture Content, Particle Distribution, and Atterberg limit tests to support our design recommendations.

4. Geotechnical Analysis and Reporting: Draper Aden Associates will prepare a Geotechnical Engineering Report that will include the following:
 - ❖ Logs of all subsurface exploration and a boring location plan.
 - ❖ Results of the geophysical survey.
 - ❖ Results of laboratory soil tests.
 - ❖ Recommendations for foundation type and design parameters.
 - ❖ Recommended seismic site class.
 - ❖ Presence of and depth to groundwater and/or bedrock, if encountered.
 - ❖ Recommendations for foundation subgrade preparation and relevant construction considerations.

IV. SCHEDULE

Draper Aden Associates is prepared to begin work on this project upon approval of our proposal and written authorization to proceed. During our kick-off meeting, we will develop a milestones and deliverables schedule.

V. FEES AND CONTRACT TERMS

Draper Aden Associates proposes to provide the basic services and related in-house reimbursables, as presented in our Scope of Services for a lump sum basis as shown below. For these tasks, we will invoice monthly based on the percentage complete of each task. All services will be provided in accordance with a mutually acceptable contract.

A. Conceptual Design.....	\$ 6,800
B. Schematic Design	\$ 18,700
C. Construction Documents	\$ 38,800
D. Bidding and Construction Phase	\$ 14,800
Sub-Total (Lump Sum):	\$ 79,100

Additional Services

E. Topographic Survey and Base Map	\$ 3,900
F. Fire Flow Testing	\$ 2,500
G. Geotechnical Soil Borings and Report	\$ 15,700
Optional Shear Wave Test.....	\$ 950

VI. ASSUMPTIONS / LIMITATIONS

- A. If the scope of the project is revised by any party after acceptance of this proposal, we reserve the right to re-negotiate our schedule and fee accordingly.
- B. Any additional out-of-town travel or meetings authorized by your office will be invoiced on a time and materials basis in addition to the fee presented herein.
- C. Rezoning or conditional use permitting of the selected property is not included in this scope, but can be included as an additional service.
- D. Analysis and/or design of off-site utility, stormwater management, roadway, and other improvements are not included in this scope of services. Improvements to Clay Street are not included in this proposal.

- E. A signed and sealed PDF and an AutoCAD file of the topographic survey will be provided by the Master Developer for use by the D/B team. If not provided, we will need to complete the topographic survey, as per Section III of this proposal.
- F. The utility design provided under our responsibility as described above will serve the needs of this project only. The fees included in this proposal do not include analysis of and design for future utility upgrades to serve other projects.
- G. A regional stormwater management facility, complying with both water quality and quantity control for the site development, will be designed by others.
- H. Design of improvements beyond the state minimum requirements for erosion and sediment control are excluded from this proposal.
- I. This proposal assumes preparation of one construction document package comprised of plans, specifications, and regulatory review submittals. Additional packages requested will require an amendment to our fees.
- J. If geotechnical investigations are performed by others, WM Jordan will provide Draper Aden Associates a copy of all Geotechnical Reports for this project.
- K. Submittal, application, permit, review, inspection, and/or bond fees are not included in our proposed fee. WM Jordan will be responsible for paying such items directly, if required.
- L. All electronic information, data, and documents provided to us from any party will be in a format suitable for direct use by Draper Aden Associates and will not require any significant reformatting or conversion. We are not responsible for the accuracy of information provided to us by on the D/B Team for use on this project.

Geotechnical Services

- M. Access to the site for geotechnical work can be obtained with a truck mounted drill rig during normal business hours.
- N. Geotechnical boring locations may be approximated based on existing site features.
- O. The parking area within the proposed building footprint can be completely closed to traffic for at least one day to accommodate geophysical testing, and partial closures of parking stalls will be authorized in order to complete the geotechnical borings.
- P. Neither Draper Aden Associates nor our subcontracted drillers will be responsible for damage to property or utilities based on inaccurate information provided by others.
- Q. Access to the site can be obtained during normal business hours. Work performed outside of normal business hours will result in additional charges from our drilling subcontractor.

VII. SUPPLEMENTAL SERVICES

If necessary or requested, we can provide the following supplemental services in addition to those outlined above, including, but not limited to, the following:

- ❖ Presentation graphics and/or attendance or presentations at meetings, beyond what is included above.
- ❖ Additional topographic, boundary, easement, or right-of-way and utility surveys, beyond what is included above, and preparation of easement plats.
- ❖ Stormwater management design.
- ❖ Subsurface utility engineering.
- ❖ Site electrical, lighting, data, and communication system design; irrigation system design.

- ❖ Structural design, including any site retaining walls above three feet in height.
- ❖ Environmental services and/or geotechnical services, beyond what is included above.
- ❖ Traffic studies.
- ❖ Capacity analysis of existing utility systems.
- ❖ Analysis of or design of upgrades, extensions, or relocations to existing off-site utilities or off-site road improvements.
- ❖ Inspection services, construction quality assurance/quality control, special inspections, materials testing, field survey and stake out, etc. are not included, but can be provided as a Supplemental Service if needed.
- ❖ Preparation of record drawings and as-built surveys, including a stormwater management facility as-built certification report.

Our current scope does not include items unless specifically described herein. Any additional services requested can be undertaken on a time and material basis or negotiated lump sum fee based on your requirements in addition to the fees outlined herein. If any additional services should become necessary or desirable, a Request for Additional Services will be submitted.

On behalf of Draper Aden Associates, thank you for the opportunity to provide our proposal for engineering services. If this proposal meets with your approval, please sign the Authorization to Proceed below and return it to us. Please keep a copy of the proposal for your records. Please note that it is the policy of Draper Aden Associates that no deliverables or other products of service will be submitted without a formal agreement between parties or written authorization acknowledging the scope of work and fees associated with the proposed work. We appreciate your efforts toward this end.

We look forward to working with you on this project. Please do not hesitate to contact us if you have any questions or require any additional information.

Sincerely,

Draper Aden Associates



Carolyn A. Howard, P.E.

Vice President / Regional Manager

Site Development & Infrastructure

cc: Mr. Mark Wawner, Senior Development Manager, W. M. Jordan Development Company
Ms. Laura Morillo, P.E., Senior Project Manager, Site Development & Infrastructure

Town of Blacksburg Public Safety Complex
Phase II
Preconstruction Services Proposal

		100% SCHEMATIC DESIGN				TOTAL
		Design Meetings (2 Meetings)		SD Estimate		
	Rate	Hours	Cost	Hours	Cost	
WM Jordan Resource						
Project Manager	\$ 85	4	\$ 340	8	\$ 680	\$ 1,020
Estimating Manager	\$ 90	4	\$ 360	4	\$ 360	\$ 720
Superintendent	\$ 70	2	\$ 140	8	\$ 560	\$ 700
Project Estimator	\$ 85	4	\$ 340	80	\$ 6,800	\$ 7,140
Project Executive	\$ 112	4	\$ 448	4	\$ 448	\$ 896
Consumables / Admin Support			\$ -		\$ 250	\$ 250
Sub-total			\$ 1,628		\$ 9,098	\$ 10,726

		100% DESIGN DEVELOPMENT				TOTAL
		Design Meetings (6 Meetings)		DD Estimate		
	Rate	Hours	Cost	Hours	Cost	
WM Jordan Resource						
Project Manager	\$ 85	12	\$ 1,020	8	\$ 680	\$ 1,700
Estimating Manager	\$ 90	12	\$ 1,080	4	\$ 360	\$ 1,440
Superintendent	\$ 70	6	\$ 420	16	\$ 1,120	\$ 1,540
Project Estimator	\$ 85	12	\$ 1,020	80	\$ 6,800	\$ 7,820
BIM	\$ 90	2	\$ 180	4	\$ 360	\$ 540
Project Executive	\$ 112	12	\$ 1,344	4	\$ 448	\$ 1,792
Consumables / Admin Support			\$ -		\$ 250	\$ 250
Sub-total			\$ 5,064		\$ 10,018	\$ 15,082

		100% CD (BINDING GMP)				TOTAL
		Design Meetings (6 Meetings)		CD Estimate		
	Rate	Hours	Cost	Hours	Cost	
WM Jordan Resource						
Project Manager	\$ 85	12	\$ 1,020	16	\$ 1,360	\$ 2,380
Estimating Manager	\$ 90	12	\$ 1,080	8	\$ 720	\$ 1,800
Superintendent	\$ 70	6	\$ 420	16	\$ 1,120	\$ 1,540
Project Estimator	\$ 85	12	\$ 1,020	160	\$ 13,600	\$ 14,620
BIM	\$ 90	4	\$ 360	0	\$ -	\$ 360
Project Executive	\$ 112	12	\$ 1,344	8	\$ 896	\$ 2,240
Consumables / Admin Support			\$ -		\$ 250	\$ 250
Sub-total			\$ 5,244		\$ 17,946	\$ 23,190

SUBTOTAL PRECONSTRUCTION SERVICES	\$ 48,998
OVERHEAD & PROFIT 5%	\$ 2,450
TOTAL PRECONSTRUCTION SERVICES COST	\$ 51,448

TOTAL PRECONSTRUCTION SERVICES PROPOSAL	\$ 51,448
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