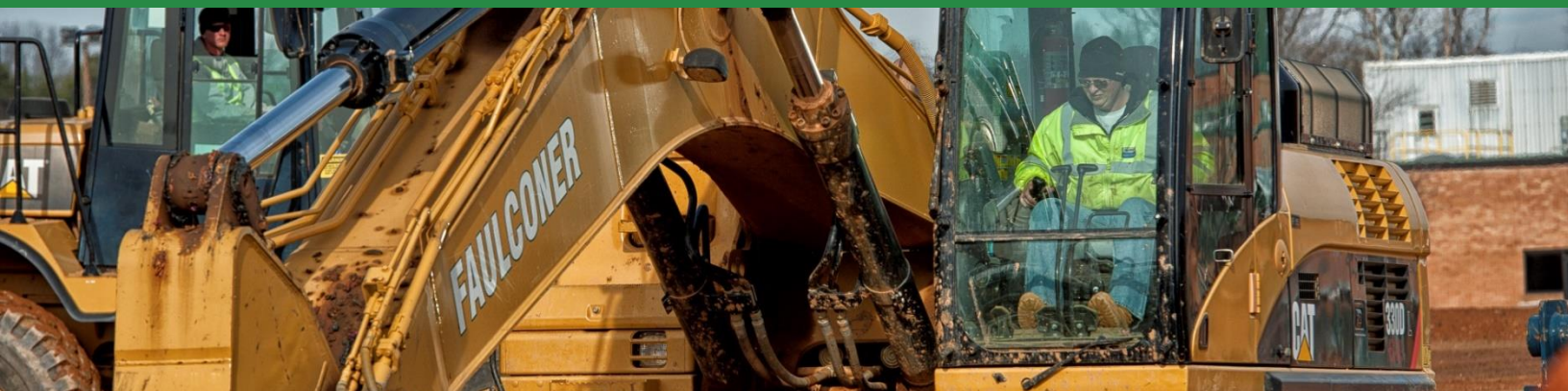




PPEA Proposal for:
North Christiansburg Regional Park
Town of Christiansburg, Virginia

PPEA Partners:



FAULCONER

CONSTRUCTION COMPANY

January 22, 2019

Town of Christiansburg
Ms. Kim Widrig, Purchasing Coordinator
100 East Main Street
Christiansburg, Virginia 24073

RE: North Christiansburg Regional Park PPEA
RFP #: 19-0019

Dear Ms. Widrig,

Falconer Construction Co., Inc. (FCC) in association with Hurt & Proffitt, Inc. (H&P) and Hill Studio, P.C. (Hill Studios), are pleased to submit our combined credentials, technical approach and pricing in response to your solicitation for the above referenced project. We are confident that our team's approach provides the least risk, most expeditious solution, and best value to achieve the Town's mission of creating a world class recreational park.

As you review our qualifications, please note that FCC, well as H&P and Hill Studios, are all known for their esteemed reputation statewide in civil construction, construction management, civil engineering, landscape architecture, and architecture, and are all well prepared to take on this assignment. Furthermore, our design-build experience and in-house experts, coupled with a history of self-performing approximately 80% of our volume of annual revenue, will guarantee the best value at the least risk to the Town.

In accordance with the PPEA Guidelines, we respectfully request that Volume II of this proposal which contains detailed project descriptions, cost and schedule estimates, corporate financial statements and other proprietary information, remain proprietary and confidential.

We thank you for the opportunity to submit our proposal and qualifications. Should you have any questions or need additional information, please do not hesitate to contact me at 434-294-0033 or 434-906-5257.

Sincerely,

Mr. Edwin F. Stelter, LEED AP, DBIA



Design-Build Principle
Falconer Construction Company, Incorporated



CLASS A • VIRGINIA CONTRACTORS LICENSE NO. 2701 003330A • NORTH CAROLINA CONTRACTORS LICENSE NO. 40648

HOME OFFICE: 2496 OLD IVY ROAD • P.O. BOX 7706 • CHARLOTTESVILLE, VIRGINIA 22906-7706 • 434-295-0033 • FAX 434-295-0508

NORTH CAROLINA OFFICE: 113 EDINBURGH S., STE. 130 • CARY, NORTH CAROLINA 27511 • 919-380-9293 • FAX 919-380-9089

CULPEPER OFFICE: 2002 ORANGE RD., STE. 201 • CULPEPER, VIRGINIA 22701 • 540-825-1434 • FAX 540-825-1435

www.falconerconstruction.com

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ADDENDUM ACKNOWLEDGEMENT FORM

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgement form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgement: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specifications, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

Addendum No. 1

Addendum No. 3

Addendum No. 2

Addendum No. 4

Addendum No. 5

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives' and any Town personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Falconer Construction Company, Incorporated

Company Name



Authorized Signature

Edwin F. Stetter, Vice President

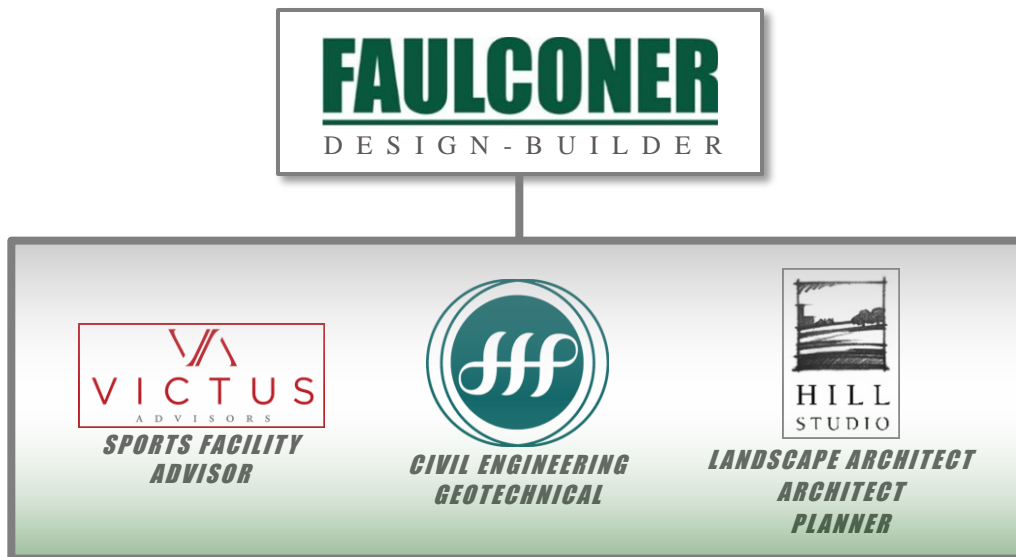
January 22, 2019

Date

a. Legal Structure of the Firm and Team (IV.E.1.a.)

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.

Falconer Construction Co., Inc. (FCC or Falconer) has assembled a well-qualified Project Team for the design and construction of the proposed North Christiansburg Regional Park (Park). Through the development of a teaming agreement, the Team of Falconer, Hurt & Proffitt, Inc. (H&P), and Hill Studio, P.C. (Hill Studios), offers the Town of Christiansburg proven in-house design and construction services with the technical skills needed to meet your objectives in a cost-effective manner. To further enhance our team we have partnered with Victus Advisors (Victus), an independent advisor for sports, entertainment, and event facilities. Our team is organized to operate as an integrated team, able to draw knowledge and strengths from individuals and firms. At the same time we are able to provide the Town with single source responsibility for the project with leadership that will get the job done safely.



Legal Structure

Falconer will serve as the design-builder and hold the contract with the Town of Christiansburg, and is the ultimate party responsible for the management and execution of this PPEA proposal. H&P is our dedicated design engineer and Hill Studio our dedicated landscape architect, architect, and planner. (Both H&P and Hill Studio are certified SWaM firms.)

Organizational Structure

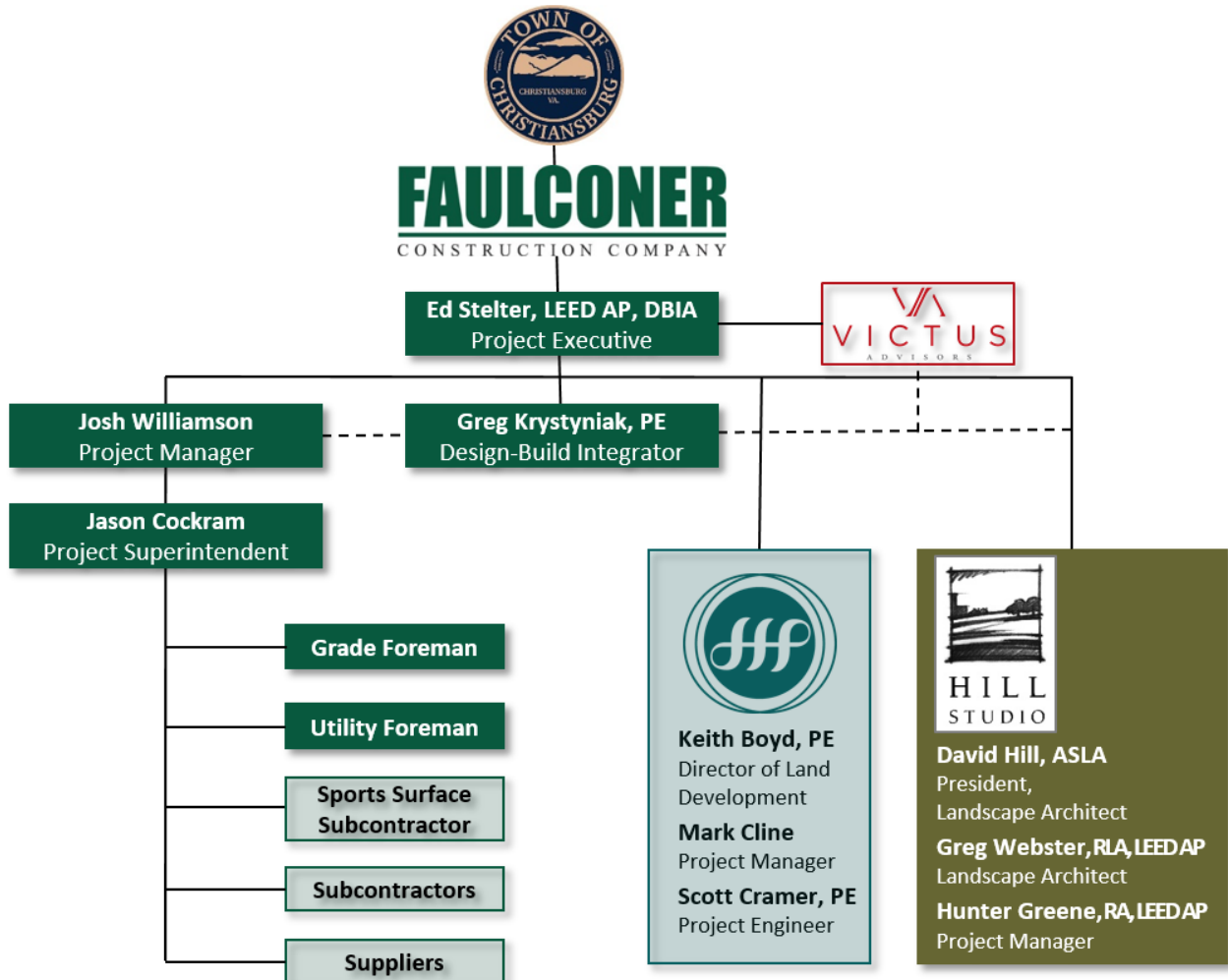
Falconer will serve as the primary point of contact with the Town of Christiansburg during the Conceptual Review and Detailed Review Phases of the PPEA review process. Following the review and selection process, Falconer will be the private entity to enter into the Interim and Comprehensive agreements as the prime contractor with the Town.

Section 1 – Qualifications and Experience

Faulconer’s primary responsibility is for overall project oversight, including management, construction, scheduling, estimating, managing and coordinating the activities of the supporting team members. Faulconer will also self-perform a majority of the civil construction services, such as clearing, erosion control, grading, storm drainage, utilities, civil concrete, and other related services. H&P and Hill Studio will lead the engineering and design effort for the team. Victus Advisors will advise our team on matters of venue planning and development based on current market demands and forecasts, and financial and operational feasibility. Additionally, in order to provide the best value solution to the Town we will engage and team with leading sports turf manufactures and installers to ensure the fields are designed and constructed so that the you will get the optimum return on this investment,

Owing to the fact that this proposed work capitalizes on Faulconer’s, H&P’s, Hill Studio’s, and Victus Advisors collective knowledge, strengths, and in-house resources, we can assure the Town that our team’s capabilities will allow for a quick, efficient and cost effective execution of the North Christiansburg Regional Park project. Furthermore, through this contract structure, we have removed the silos that often leave an owner at risk when design and construction firms are working separately on the same project. By removing these risks and through the collaborative culture of each firm, we will deliver the best value to the community and the Town.

The projects overall organizational structure chart showing how each partner and major subcontractor fits into the overall team can be found below.



Management Approach

Our proposed Design-Build Team has been carefully assembled to provide the Town with a single entity that can address all aspects of the North Christiansburg Regional Park PPEA project. Team members have been selected for the unique contribution each has to offer. The result is an integrated Design-Build Project Team that can provide the Town with confidence that a project meeting the Town's objectives can be implemented within an acceptable budget and within the desired schedule.

Our team brings together PPEA and design-build experience, extensive design experience, strong construction management skills, self-performed capabilities, local knowledge of the Town, and the in-house resources necessary to allow the project to move forward. We assembled our team based on the value that our combined innovative resources can offer.

Faulconer has developed an approach to completing Design-Build projects that has proven successful on many other projects completed by alternative delivery means. *We follow Design-Build Institute of America's (DBIA) Design-Build Done Right™ Best Practices.* These best practices serve as a resource that clearly defines design-build fundamentals which significantly enhance superior project outcome. Following these best practices, as well as our own lessons learned from past design-build projects, our team will establish administrative and project specific processes and goals that will guide and facilitate timely and effective communication, collaboration, decisions, and issue resolution. This approach focuses on making all parties, including the Town, a partner and stakeholder in the project outcome by establishing shared goals (quality, timely delivery, performance, environmental compliance, and safety) and balancing these goals with individual objectives (cost, ease of operation, life cycle). The integration of Faulconer, H&P, Hill Studio, and Victus Advisors will allow for creativity and innovation to solve problems quickly, definitively and at the least cost and greatest value.

"I have observed first-hand the Faulconer Team espouse the concepts of DBIA's *Design-Build Done Right* best practices.... they have truly embraced the power of collaboration..."

Craig Unger, DBIA
Principal - Unger Security Solutions
Former President DBIA

The success of this collaborative approach depends upon trust, open communication, and respect for other team members. In order to enhance a collaborative and trusting culture, we often incorporate a formal partnering process into the overall project delivery process. These partnering sessions help participants recognize both common and individual objectives and set the stage to achieve those objectives through improved communication and cooperation.

Faulconer will lead the overall Design-Build effort and the construction phase. H&P and Hill Studio will lead the overall design effort, as well as the permitting and coordination with all regulatory agencies. We understand that unless the development of the project is well thought out and well executed, with input from all parties, the project will not be a success.

To enhance collaboration and in addition to the traditional key personnel, Faulconer will also have a "Design-Build Integrator" on our team. Greg Krystyniak, PE, a seasoned design and construction professional, will provide proper coordination of design reviews for constructability and QA/QC both internally between team members and with the appropriate Town staff. In addition, he will ensure that all the varied details of the project are properly accounted for and included from design through construction. Working directly with the designers, he will make sure that there is clear and continuous communication that what is designed for each project element is constructible and meets the Town's needs for this project. Most importantly, he will oversee the coordination between the various project

elements themselves and the adjoining connector roadway project as well; ensuring synchronization of designs and the construction of all. He will also assist in the answering of any questions/inquiries relevant to engineering decisions relating to design and/or construction, quality assurance and quality control. By having this position, we believe that the emphasis on communication and collaboration it will provide will be invaluable to the success of the project.

Initially the Design-Build Team will meet with the Town of Christiansburg to review the project, scope, and goals. The Team would propose to have meetings with the Town of Christiansburg monthly at a minimum to review status of the design and to receive any input from the Town. Upon commencement of construction, bi-weekly meetings would be held onsite to review construction, upcoming work, and any activities that would affect the Town's facilities and adjacent property owners affected by the construction of the park.

Our project approach philosophy emphasizes your involvement and interaction in the planning, design and construction process. We treat each project as a unique challenge and recognize that each client has its own goals, objectives, and preferences. We will actively seek out the opinions of your personnel to complete the project on time, within budget, and to provide a facility that is flexible, easy to operate and maintain, and that is neighbor-friendly. This project delivery system, by its very nature, allows for a high degree of owner input in the project scope, based on the actual impact of cost and schedule.

b. Team's Experience (IV.E.1.b.)

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

The Team's extensive experience will guarantee that this project will be the beneficiary of the highest standards of performance with regards to safety, environment, quality, and schedule. The following pages include each firm's background and experience as well as information on the key personnel proposed for this project.

FAULCONER CONSTRUCTION COMPANY Faulconer Construction Co., Inc. has been in business for over 70 years. Following the end of World War II in 1946, Faulconer was named as the successor company to Rhinehart and Dennis, a large construction firm that performed projects nationwide and which had its origin in Charlottesville in the late 1800's. Faulconer was formally incorporated in 1954 and the Sanford family began its current ownership position in 1961.

"...I knew that when the site work portion of the project (Scott Stadium expansion) was awarded to FCC that it would be a success."

Phil Kirby, Vice President
Barton Malow Company

The company has been one of the most prominent civil contractors in central Virginia for many years. Our firm's experience is extensive and encompasses all facets of the civil infrastructure spectrum. We have completed large, fast track projects for private, industrial, retail and government based customers

and is fortunate to have repeat customers on many of its projects. Our depth of experiences combined with our experience through history has helped shaped a company that can adapt to almost every situation that might arise.

Our headquarters is in Charlottesville, VA and we have regional offices located in Elliston, VA, Culpeper, VA, Cary NC, and Jacksonville, NC. We perform work throughout the Mid-Atlantic States with the majority of contracts occurring in Virginia and North Carolina. Our company holds contracting licenses in Virginia and North Carolina.

We currently employ approximately 320 people. This includes degreed Engineers and Registered Professional Engineers. We also have four full time safety personnel on staff. We own or lease approximately 200 pieces of major construction equipment and an additional 95 smaller vehicles and rolling stock. **Operationally, our company traditionally self performs approximately 80% of our volume of annual revenue.**

We have provided services to a client base which includes universities/colleges, institutions, state agencies, healthcare providers, non-profit organizations, private corporations, school systems, sports teams, and private entities. Through the years, we have established a reputation for progressive, high-quality construction services by possessing a strong set of capabilities and a proven track record for not only meeting project schedules but also assisting owners, general contractors, and construction managers “push” other trades to maintain their performance schedules.

Safety Culture

Accountability for the safety of our employees, partners, and customers starts with our Owner and is embraced by all levels within our organization. With our Safety Program **Target Zero, we have put safety above all other aspects of our business, including schedule and production**, even to the extent that we allow each and every individual the authority and responsibility to stop work without fear of reprisal should they question the safety of any given activity. This has led to a consistently outstanding safety record as illustrated by our EMR (Experience Modifier Rate).

Faulconer Construction’s EMR Rate (Experience Modifier Rate)									
2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
0.75	0.85	0.87	0.78	0.86	0.80	0.80	0.90	0.73	0.73

Our safety personnel are the company’s ultimate safety resource and are completely autonomous from all project operations. Their responsibilities include conducting and reviewing site hazard surveys, providing technical assistance to the project teams, reviewing and monitoring subcontractor activities, ensuring corrective action when required, and safety training and orientation. They are also responsible for championing site specific safety plans and programs in concert with the project teams.



Furthermore, as a part of our corporate edict and our **Target Zero** initiative, all Superintendent level and up personnel, who are involved with daily operations, are required to have a minimum of OSHA 30-Hour Training, and to date almost all Foreman level personnel have achieved OSAH 30-Hour Training. Those Foreman who have not achieved OSHA 30-Hour, do hold OSHA 10-Hour training. Additionally, Faulconer continuously trains our personnel in areas such as; VDOT’s Work Zone Traffic

Control Training Program (WZTCTP), Federal Railroad Administration Roadway Worker Certification, AHA Heartsaver First Aid, Explosives and Seismograph Training and Safety and VDOT's Erosion and Sediment Control Contractor Certification Program (ESCCC).

"Our flagman noted that your employees were the most professional and cooperative group he had ever provided protection for. I concur with this statement..."

David A. Becker, Senior Design Engineer
Norfolk Southern Railway Company

Similar Experience

Our depth and breadth of experience with athletic and recreational facilities is extensive. We have constructed sports complexes, professional, college, and high school athletic fields, golf courses, and community parks. We utilize the latest cutting edge GPS and UTS automatic machine grade control technology to ensure that the tightest of tolerances are achieved in the first pass. A partial list of past projects that included athletic field and/or park/sports complex work includes the following:



- ✓ Garner Magnet High School Renovations – Garner, NC
- ✓ Davenport Field at the University of Virginia – Charlottesville, VA
- ✓ M-13 River Bend Middle School – Raleigh, NC
- ✓ Indoor Practice Facility at Liberty University – Lynchburg, VA
- ✓ Softball Field Renovations at Liberty University – Lynchburg, VA
- ✓ Indoor Athletic Training Facility at Virginia Tech – Blacksburg, VA
- ✓ Military & Leadership Field Training Grounds at VMI – Lexington, VA
- ✓ Wake Forest High School – Wake Forest, NC
- ✓ Bridgeforth Stadium at James Madison University – Harrisonburg, VA
- ✓ Northern Community Park – Hillsborough, NC
- ✓ Klockner Stadium at the University of Virginia - Charlottesville, VA
- ✓ John Paul Jones Arena at the University of Virginia – Charlottesville, VA
- ✓ Wake Forest High School – Wake Forest, NC
- ✓ Scott Stadium at the University of Virginia - Charlottesville, VA
- ✓ Monticello High School - Charlottesville, VA
- ✓ Oriole Park at Camden Yards – Baltimore, MD
- ✓ Saint Anne's Bellfield School – Charlottesville, VA
- ✓ Lady Astor Tennis Courts the University of Virginia – Charlottesville, VA
- ✓ City of Harrisonburg Soccer Fields – Harrisonburg, VA
- ✓ Stuarts Draft Park – Stuarts Draft, VA
- ✓ Lynn Road Elementary School – Raleigh, NC
- ✓ Centennial Olympic Stadium (convert to) Turner Field – Atlanta, GA

PPEA/Design-Build Experience

We are no stranger to the PPEA process and design-build delivery. **Having performed in excess of \$700 million in construction over the past 10 years, of which 80% was self-performed**, our growth in design-build project delivery continues to account for a greater portion of our portfolio of projects. We have

Section 1 – Qualifications and Experience

lead or played a key role on more than 20 design-build contracts, including four distinct PPEA projects, with a cumulative contract value in excess of \$200 million. The work has included transportation projects, utility projects, water treatment facilities, and complete civil packages on military installations, health care facilities, and institutions of higher learning.

Furthermore, we currently have several DBIA (Design-Build Institute of America) Designated Design-Build Professionals™ on staff. Mr. Stelter, this project’s Project Executive, served as Chairman on the Virginia Transportation Construction Alliance’s (VTCA) Design-Build Committee (committee comprised of industry design and construction leaders and VDOT design-build department leaders) and is currently president of DBIA’s Central VA Chapter. Mr. Krystyniak, the project’s Design-Build Integrator, has fulfilled all of DBIA’s training requirements and currently serves on VTCA’s Design-Build Committee. He currently holds a similar role on Faulconer’s VDOT Route 220 design-build project and the James River Water PPEA Project. Mr. Williamson, the project’s PM, acted as the Construction Manager on the VDOT I-81 South Truck Climbing Lane design-build project and is currently acting as the Construction Manager on the VDOT Route 220 design-build project.

“When it comes to selecting a premier Design-Build Partner – I believe you could not do better than Faulconer Construction Company.”
 Craig Unger, DBIA
 Principal - Unger Security Solutions
 Former President DBIA

Below is a partial list of past PPEA and design-build projects:

Project	Location	Value	FCC as Prime	PPEA Delivery
James River Water Authority Project	Columbia, VA	\$7,971,641	✓	✓
VDOT Route 220 Safety Improvements	Botetourt Co., VA	\$64,482,448	✓	
James River Water Project	Ferncliff, VA	\$36,153,323	✓	✓
King Street Improvements	Roanoke, VA	\$2,463,002	✓	
SOF Roadways & Infrastructure Yarborough Complex	Fort Bragg, NC	\$13,594,791		
Poor Creek Force Main Replacement	Petersburg, VA	\$120,317	✓	✓
James River Water Authority Project (Interim Agreement)	Columbia, VA	\$725,017	✓	✓
James River Water Project	Ferncliff, VA	\$3,148,517	✓	✓
UVA UHE Crispell Drive	Charlottesville, VA	\$3,706,663		
ZXR Sanitary Force Main, Pump Station, Gravity	Ferncliff, VA	\$1,879,559	✓	✓
UVA UHE Lee Street Utilities	Charlottesville, VA	\$1,697,900		
North Springs Behavioral Health	Leesburg, VA	\$1,092,170		
Holly Hill Child Psych Hospital	Raleigh, NC	\$1,012,931		
Zion Crossroads Effluent	Louisa, VA	\$5,882,831	✓	✓
P-705/710 Parking Garage	Camp Geiger, NC	\$11,145,716		
I-81 South Truck Climbing Lane	Christiansburg, VA	\$15,830,906		
Fort Pickett Regional Training Institute Phase	Nottoway Co., VA	\$5,015,332		

Representative Projects

Bridgeforth Stadium at James Madison University, Harrisonburg, VA (\$4.1M)

Donley's, Inc. awarded Faulconer the site work and site utilities portion of the James Madison University Bridgeforth Stadium Expansion. The project included significant utility upgrades while maintaining existing services, selective demolition, extensive floodwalls with floodgates, a large concrete plaza, asphalt paving, biofilters, and assistance with the construction of the new scoreboard. We removed and reconstructed several significant areas of the field to facilitate construction operations and interfaces with new facilities.



The project originally had a 3 year schedule that was compressed into two seasons. Faulconer committed to the project's six-day work week to deliver the project on-time with great workmanship while proactively interfacing and coordinating with a myriad of trade contractors.

- Owner: Glenn R. Wayland, James Madison University, Harrisonburg, VA, (540) 476-1889, (540) 568-6345, waylangr@jmu.edu
- CM: Kurt Weinfurther, Donley's, LLC, Richmond, VA, (804) 560-7820, (804) 317-8944, kweinfurther@donleyinc.com

Northern Community Park, Hillsborough, NC (\$1.7M)



Faulconer was the prime contractor on the new Northern Community Park for the Orange County, NC. The project consisted of the construction of a baseball field, multipurpose field, basketball court, playground, walking track, picnic shelter, restroom facilities, irrigation, lighting, landscaping, fencing, retaining walls, site utilities, parking area and all site furnishing and equipment. We self-performed all clearing, erosion control, rough and fine grading, drainage and utilities and effectively managed all other trades for a successful project.

- Owner: Marabeth Carr, Orange Co., NC, (919) 960-3880
- A/E: Steven P. Bailey P.E., Coulter Jewell Thames P.A., Durham, NC, (919) 682-0368

Saint Anne's Bellfield School, Charlottesville, VA (In-kind)

Faulconer Construction performed all the grading, drainage, concrete edging, aggregate sub drainage layer and substructure for the construction of the new football and lacrosse field. We also provided all support services to enable the synthetic field-turf sub-contractor to successfully install the final field. Faulconer utilized GPS and GCS machine control technology to grade within a few hundredths of tolerance.



- Owner: John Blake, Saint Anne's Bellfield School, Charlottesville, VA, (434) 296-5106, (434) 962-5646, jblake@stab.org
- A/E: Kurt Gloeckner, Gloeckner Engineering & Surveying, Charlottesville, VA, (434) 971-1591

North Anna Power Station Unit 3 Site Separation Activities, Mineral, VA (\$19M – 2013)

Although this project is not an athletic complex, it's complexity with regards to regulatory compliance, standards of safety and security, demanding and far reaching owner's requirements, quality standards, scope of services provided and the overall project size, are indicative of our firms capabilities. Faulconer was awarded the contract by Dominion to remove and relocate existing utilities, roads, buildings and other critical infrastructure from the proposed site for future Nuclear Reactor No. 3. We self-performed over 65% of the work and have effectively managed multiple trade subcontractors. The work includes: general earthwork/sitework, including installation of erosion and sediment controls, demolition of roadway, utilities and structures, clearing and grubbing, grading, construction of drainage basins, drainage piping and outflow structures, domestic and fire waterlines, sanitary sewer lines, pump stations, communications and electrical lines, precast communication and outage structure, a Salt/Sand Storage building, and a 400 LF pre-cast concrete underground utility tunnel. The project also included areas that required up to 25' of undercut and backfill with structural fill material and stone. In total, there was over 77,000 LF of utilities over 50 acres of disturbed area.



- Owner: Dean Price, Dominion Virginia Power, Mineral, VA, (540) 894-2147, Dean.Price@dom.com (Retired)
- A/E: William Hayden, Bechtel Power Corporation, Frederick, MD, (301) 228-6763, whayden@bechtel.com



Hurt & Proffitt (H&P), established in 1973, is a full service employee-owned engineering and surveying firm providing a comprehensive array of services. Their integrity, attention to detail, vast experience and commitment to professional standards have helped make them one of the largest engineering and surveying firms in central and southwest Virginia, with offices in Lynchburg, Blacksburg, Roanoke, and Wytheville, VA. H&P's professional engineers and surveyors are licensed in Virginia, North Carolina, Maryland, West Virginia, and Kentucky.

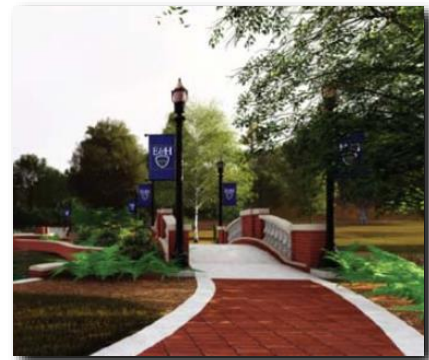
H&P maintains a versatile, highly-qualified staff of over 130 employees, working in six in-house departments. Their employees take great pride in their more than 45 years of service in providing civil engineering, surveying, land development, geotechnical engineering, environmental services, and construction testing & inspection. H&P's experienced engineers, planners, surveyors, and support staff ensure quality while delivering project-specific solutions to their clients.

Additionally, H&P routinely assists local municipalities with securing grants and loans to fund capital projects, while helping their clients navigate through each phase of environmental regulatory analysis and any required regulatory processes. During the past four years their funding experts have secured over \$150M in grants and low interest loans.

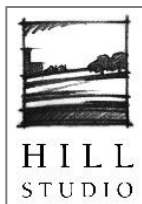
Their ability to respond quickly and cost-effectively, connecting across markets and disciplines, have given them an unparalleled ability to innovate. They thrive on collaborating with their clients, communities, and colleagues to create quality work at the best value to the owner. Their high standards, expertise, and work ethic have led to successful partnerships with their clients, municipalities, and regulatory agencies. Their ability to provide exceptional service that meets, and often exceeds, expectations has been proven through their high client retention rate and numerous client testimonials and industry awards.

Hurt & Proffitt, Inc. has worked with Federal Agencies, the Virginia Division of State Parks, and local governments on a variety of recreation and related projects. Representative projects include the following:

- Sherando Park Master Plan
- Warren G. Lineberry Park and Amphitheater
- Emory & Henry Duck Pond Improvements
- New River Trail Extension
- Chet Hobert Lark Lighting & Picnic Shelter
- Ferrum Pedestrian Improvements
- Rural Retreat Sidewalk/Bikeway Design
- Wytheville Heritage Walk, Phase II
- Prince Edward Co. Athletic Master Planning
- Emory & Henry College New Campus Entrance Road
- Jacksonville Center for the Arts Site Entrance
- VT Indoor Football Practice Facility Stormwater Analysis
- VT Basketball Practice Facility Site Planning & Design
- VT Upper Quad Residential Halls
- Agricola El Rosal (Red Sun Farms) Greenhouse
- Fries Mill Site Development
- Falling Branch Industrial Park
- New River Valley Mall
- New River Valley Retail Center
- Commerce Street/Technology Drive
- James Hardie Building Products Plant Expansion
- Montgomery County EDA Manufacturing & Technology Site
- Blacksburg Industrial Park
- TORC Robotics
- UVA/Wise Health & Wellness Center Upgrades



H&P is a SWaM-certified small business (Certification Number: 9824), with the Virginia Department of Small Business and Supplier Diversity (SBSD).



Hill Studio is a certified micro-business specializing in community planning, landscape architecture, architecture and historic preservation. They have fifteen professionals with demonstrated experience working with local governments, state agencies, private organizations, individuals, and non-profit entities. Their firm has completed over 2,300 projects and won over 40 state and national awards for planning and design excellence. They believe in asset-based development that builds on the special environmental, historic, cultural and scenic resources of a community. They work closely with their clients to recognize, establish and creatively reinforce the unique sense of place in each project.

Hill Studio is outstanding among planning and design firms because of the expert cross-discipline collaboration that they integrate into every project. They are committed to providing distinguished service and products that excel in creativity and environmental stewardship, while addressing specific client needs, budget, and schedules.

Hill Studios and Areas of Expertise:

Community Planning:

- Community Engagement
- Town and Urban Design
- Comprehensive and Area Planning
- Downtown Revitalization
- Land Management and Development Codes

Landscape Architecture:

- Land Development and Site Analysis
- Campus Master Planning and Design
- Streetscapes, Parks, Trails, and Greenways
- Low Impact and Sustainable Site Design
- Performance and Event Space Design
- Adaptive Reuse of Existing Buildings
- Green Building, Sustainable Design
- Workforce and Affordable Housing
- Designs for Residential Living

Other Services:

- Grant Research and Writing
- Exterior Signage and Environmental Graphics
- Interpretive Planning and Graphics
- Viewshed Analysis and Assessment
- Visualization

Hill Studio is a SWaM-certified small business (Certification Number: 9583), with the Virginia Department of Small Business and Supplier Diversity (SBSD).



Victus Advisors is an independently-owned and operated consulting firm headquartered in Park City, Utah, with additional staff located outside of Washington, DC. Victus was founded in 2012 by experienced sports and recreation industry consultants to serve as an objective research, analysis, and strategic planning resource to municipalities, counties, tourism promotion agencies, sports commissions, universities, and private developers nationwide.

Over the past six-and-a-half years, they have rapidly grown into the respected national leader in providing objective research and trustworthy, data-driven recommendations for sports tourism facility development.

Within the past six years alone, Victus Advisors has completed relevant market, financial, and economic studies in more than 25 U.S. states for the following types of venues:

- Youth/Amateur Sports Facilities (both Indoor & Outdoor)
- Arenas & Event Centers
- Stadiums & Ballparks



- University Sports Facilities
- Concert & Performing Arts Venues
- Other Tourism & Hospitality Venues/Attractions

They specialize solely in the strategic research and planning phases of sports facility projects. Their strategic consulting services for sports tourism venues include:

- Sports Tourism Strategic Plans
- Market Demand & Financial Feasibility Studies
- Economic & Fiscal Impact Studies
- Custom Market Research (Surveys, Focus Groups, Public Engagement)
- Facility Operational Reviews
- RFP Assistance & Negotiation Support
- Brand Studies & Strategic Marketing Plans

A sample of youth and amateur sports experience includes the following:

- Sports Tourism Market and Opportunity Analysis, Indoor Sports Center Feasibility Study, and Facility Operator Evaluation for the City of Virginia Beach.
- Indoor Sports Center Market Study and Public-Private Partnership Analysis for the City of Hagerstown Maryland
- Sports Tourism Feasibility and Market Study for Cumberland County, PA.
- Amateur Sports Feasibility and Market Study for City of Fort Wayne, IN.
- Amateur Sports Market and Facility Study for the City of Columbia, MO and Missouri's Convention & Visitors Bureau (CVB).
- Sports Tourism Facility Expansion Study for Lee County Sports Development in Fort Myers, FL.
- Sports Tourism Market Study for a New 157 AC Outdoor Multi-Sport Complex in Anaheim, CA.
- Market Study and Program Analysis for a proposed Public-Private Indoor Sports Center in Euclid, OH.
- Feasibility Study for a new regional sports complex in Washington Co., UT.
- Outdoor Field Complex Study for California State University, San Bernardino, CA.
- P3 Indoor Sports Center Market and Financial Feasibility Study for the AWS Foundation in Fort Wayne, IN.
- Public-Private Sports Center Feasibility Study for the Greater Raleigh Sports Alliance.
- Outdoor Sports Venue Feasibility Study for Rowan Co., NC.
- Sports Tourism Economic Impact Analysis for the City of Camarillo, CA.



Resumes of Key Personnel

The following pages contain resumes of the key personnel as listed in the organization chart as shown in section IV.E.1.a.



Edwin F. Stelter



Edwin F. Stelter, LEED AP, DBIA

Vice President

A construction professional with over twenty-five years of experience working in the industry. Always curious, a constant learner, a stickler for quality, and a builder of trust. Possess a well-rounded background that includes everything from hands-on experience in the field to direct negotiations with owners and designers on a variety of civil, utility and transportation projects. As a result of his experience and background he leads the company in the pursuit and execution of alternative construction delivery methods.

30 years of experience
23 years with the Firm

EDUCATION

B.S., 1993, Community & Regional Planning, Appalachian State University

A.A., 1990 Building Construction, Palm Beach State College

AREAS OF EXPERTISE

- Design-Build
- PPEA/PPTA
- Transportation
- Utility Infrastructure
- Environmental
- Higher Education

CERTIFICATIONS

- LEED AP (Leadership in Energy & Environmental Design Accredited Professional)
- DBIA (Designated Design-Build Professional™)

COMMUNITY/INDUSTRY

- VTCA Executive Board
- DBIA Central VA Chapter President
- AGCVA State Board
- AGCVA Piedmont District Executive Committee and Past President
- VTCA Design-Build Committee – Member and Chairman (2011-2015)
- VTCA Contractor Leadership Committee (2014-2018)

APPLICABLE WORK HISTORY

1996-Present, Faulconer Construction Co., Inc., Charlottesville, Virginia:

Ed joined Faulconer as an assistant superintendent / project engineer in the field. After working in the field for almost two years, he moved to the office to assist with project estimates. As the company evolved he spent several years directly involved with estimating and the project management on a wide range of site construction, utility and highway projects. In 2005 Ed was promoted to chief estimator, responsible for overseeing and reviewing hundreds of estimates annually while staying actively engaged in marketing and business development efforts and strategies. He then held the position of Director of Innovative Pursuits where he played a key leadership role in identifying and developing pursuits; bringing together key partners and teams; reviewing and fully executing qualifications and proposals; leading negotiations with owners, contractors and other stakeholders; and staying engaged through post award as necessary to guarantee a successful project for the client. In his current role as Vice President of Procurement he often holds the role of project executive on large or complex design-build projects and is responsible for ensuring that the owner's expectations are exceeded and the highest project value is delivered. Having served as the lead on several design-build projects, he is keenly aware of the importance of team collaboration and communication to ensure that all quality metrics, safety standards, and client goals are met. His project experience includes the delivery of over 15 design-build projects including five (5) PPEA projects.

1994 - 1996, McRaven Restorations, Free Union, Virginia: Oversaw the restoration of a variety of historical structures. Regularly dealt with complex problems while ensuring historical integrity, quality and cost effectiveness of the final restored product.



Gregory E. Krystyniak, P.E.



Gregory E. Krystyniak, P.E.

Design-Build Integrator

A Professional Engineer with over 30 years of diverse experience in private and public service, including the U.S. Army Corps of Engineers. Greg brings a depth of experience in the design and development of construction bid documents for public infrastructure projects with proven expertise in leading the daily operations of design teams.

APPLICABLE WORK HISTORY

2016-Present, Faulconer Construction Company, Inc.: Greg’s area of focus is the management of Design-Build and PPEA delivered projects. In addition, he has managed conventional bid-build construction projects for the University of Virginia, the UVA Foundation, and private development in the City of Charlottesville. Currently his portfolio includes two large Design-Build projects. As part of the James River Water PPEA Project management team, Greg’s responsibilities include overseeing construction of the intake and pump station. This effort has included resourcing and scheduling archeological fieldwork needed for Section 106 of the USACE permit. Additionally, Greg aided in the design phase of the project, leading the development of the corrosion-control design. On VDOT’s Route 220 (Botetourt Road) Safety Improvement Project, his duties include leading the right of way acquisition and utility relocation coordination and design for this major road construction effort. In addition, he has led the value engineering effort for the project developing alternative design to avoid or minimize utility relocations.

2013-2016, McCormick Taylor, Inc.: As a Senior Transportation Engineer, Greg was involved in many aspects of the firm’s Design-Build and bid-build endeavors. Responsibilities included developing and monitoring engineering budgets, establishing task scope and fee proposals, handling design exceptions, design waivers and access management waivers and educating staff company wide on VDOT standards and specifications. Additionally, he served on the firm’s Quality Control/Quality Assurance committee.

2001-2013, Virginia Department of Transportation: After entering State service as a drainage technician, Greg advanced to District Assistant Location and Design Engineer where he performed all aspects of leading and managing both consultant and of VDOT design teams. His duties included developing & maintaining project scopes, schedules, estimates and budgets in all VDOT systems and both the development and acquisition of design waivers and exceptions. His experience at the Department is highlighted by his involvement as the District Representative for QC/QA for the Zions Cross-Roads I-64 Design-Build project; Virginia’s first diverging diamond interchange.

32 years of experience
3 year with the Firm

EDUCATION

B.S., 1987 General Engineering,
United States Military Academy

AREAS OF EXPERTISE

- Design-Build
- PPEA/PPTA
- Transportation
- Utility Infrastructure

CERTIFICATIONS & TRAINING

- Professional Engineer (VA)
- VDOT Advanced Work Zone Traffic Control

COMMUNITY/INDUSTRY INVOLVEMENT

- American Society of Civil Engineers
- VTCA Design-Build Committee Member



Josh D. Williamson



Josh D. Williamson
Project Manager

18 years of experience
15 years with the Firm

EDUCATION

B.A., 2001, Building Construction, Virginia Tech

CERTIFICATIONS & DESIGNATIONS

- VDOT Erosion & Sediment Control Contractor Certification (ESCCC) Cert. #5411C
- ATSSA Traffic Control Technician, Cert. # 0975301
- OSHA 30-Hour Cert. # 600046393
- Competent Person Excavation Training, August 2010
- CPR/First Aid, March 2011

AREAS OF EXPERTISE

- Transportation (VDOT)
- Higher Education
- Design-Build
- Value Engineering
- Scheduling

Mr. Williamson possesses strong operations/project management background, with more than 17 years of experience in the construction industry. Having spent the past 14 years managing multiple projects around central & southwest Virginia, Mr. Williamson has continually delivered successful projects that benefit the entire project team. Past work environments include higher education, healthcare, VDOT, airport, commercial, and residential projects. Many of his past experiences have focused on projects that revolved around limited work areas with heavy attention focused on both pedestrian and vehicular maintenance of traffic.

APPLICABLE WORK HISTORY

2004–Present, Faulconer Construction Co., Inc., Charlottesville, Virginia: Josh started out as an assistant project manager for Faulconer, however quickly proved his ability to successfully achieve results and execute projects. He effectively managed many of Faulconer’s higher profile projects throughout Virginia earning many accolades from key clients. Through his leadership and deep understanding of the importance of team collaboration, he was appointed as Construction Manager (CM) by the CH2M Hill/Faulconer team on the \$75 million dollar VDOT design-build I-81 Truck Climbing lane project in Christiansburg, VA. For the past six years Mr. Williamson has served as the area manager overseeing Faulconer’s southwestern Virginia operations. His duties include management and executive roles on projects throughout the region. This includes managing approximately 50 personnel, monitoring project costs, developing and monitoring project schedules and milestones (using Primavera), preparation of work packages, regulatory compliance, developing risk management and mitigation plans, subcontractor/vendor management, quality control, overseeing environmental compliance, employee site training and safety training. As the area manager, he provides guidance to entire project teams for self-performed work, as well as working with subcontractors and vendors.

2001–2004, Branch & Associates, Inc., Roanoke, VA: Mr. Williamson worked as a project engineer on several high profile building projects. His responsibilities included project teams assignments, project budget, schedule, change management, estimating, contract administration, and provided direction to subcontractors and vendors.



Jason A. Cockram



Jason A. Cockram
Superintendent

With over 30 years of experience, Mr. Cockram has extensive experience with complex, multi-faceted projects. Jason is highly sought after by Faulconer clients for his excellent customer service and a quality product. His knowledge of construction procedures, a record of accomplishment for bringing projects to completion on schedule, and his ability to earn the cooperation and respect of the other members of the project team make him a true asset to the Faulconer Team.

31 years of experience
7 years with the Firm

CERTIFICATIONS & DESIGNATIONS

- OSHA 30
- Confined Space
- VDOT Intermediate Traffic Zone Control
- VDOT Erosion Control ESCCC #107190
- Registered Land Disturber
- DME Surface Foreman
- CDL
- CPR/First Aid

AREAS OF EXPERTISE

- Transportation (VDOT)
- Higher Education
- Design-Build
- Utilities

APPLICABLE WORK HISTORY

2011–Present, Faulconer Construction Co., Inc., Charlottesville, Virginia: Jason’s duties as a Superintendent are to handle the day-to-day operations of projects. He works with estimators and project management staff as the direct communications link between the company and the customer. Duties of his position include: supervising and directing the assigned crews, comprehensive and accurate Project layout, assisting Foremen with management of materials, equipment and subcontractors, coordinating and communicating with the client’s on-site representatives, setting expectations for production and overall schedule adherence, ensuring that Look-Ahead schedules are completed accurately and on-time (using Primavera), complying with quality standards and promoting a safe work environment by following all regulations (US Government, OSHA, State and County), developing risk management and mitigation plans, security oversight, subcontractor management, quality control, employee site and safety training, and participating in Kick-Off, Exit Strategy, and Post Project Review Meetings. Jason is a true site manager and a mentor to junior staff. Many Faulconer employees have trained under him and earned promotions as a direct result of his coaching and training.

SELECT PROJECTS

Project Name	Location	Contract Value	Years	Role
Liberty Arena	Lynchburg, VA	\$4.0M	Active	Superintendent
Liberty Football Expansion	Lynchburg, VA	\$2.5M	2017-2018	Superintendent
Liberty View Lane	Lynchburg, VA	\$1.8M	2017-2018	Superintendent
King Street Improvements	Roanoke, VA	\$2.5M	2017-2018	Superintendent
Liberty Dorms #2	Lynchburg, VA	\$1.8M	2014-2016	Superintendent
Virginia Tech Upper Quad Residence	Blacksburg, VA	\$5.2M	2013-2017	Superintendent
Virginia Tech Classroom Building	Blacksburg, VA	\$4.0M	2014-2016	Superintendent
Virginia Tech Indoor Practice Facility	Blacksburg, VA	\$1.4M	2014-2015	Superintendent
VDOT Elm Ave Interchange (Design Build)	Roanoke, VA	\$2.4M	2013-2014	Superintendent
Lake Merriweather Dam Rehab	Goshen, VA	\$2.5M	2012-2013	Superintendent
VDOT I-81 Truck Climbing Lanes	Montgomery Co., VA	\$75.0M	2010-2012	Foreman



KEITH BOYD, PE

DIRECTOR OF
LAND DEVELOPMENT

CONTACT

-  kboyd@handp.com
-  540-552-5592
-  www.handp.com
-  1861 Pratt Drive, Suite 1100
Blacksburg, VA 24060

YEARS OF EXPERIENCE

With H&P | 2009
With Other Firms | 28

EDUCATION

BS 1981 | Virginia Tech | Mechanical Engineering

REGISTRATIONS

- VA | Professional Engineer | 1991
- WV | Professional Engineer | 2012
- NC | Professional Engineer | 2012

PROFILE

Keith began his career with Hercules, Inc at the Radford Army Ammunition Plant after graduating from Virginia Tech with a BS in Mechanical Engineering. He spent over 13 years at RAAP in the Facilities Engineering department. After a 5 year stint at Volvo Trucks in Dublin, VA, he spent over nine years with Virginia Tech as the Director of Mechanical Utilities having overall responsibility for the campus mechanical utilities systems including water and steam distribution, sanitary sewer system, storm sewer system, and campus chilled water system. Keith joined H&P in August 2009 as the Director of Land Development, bringing with him over twenty years of experience. Since joining H&P, he has worked extensively with higher education and industrial/commercial projects, primarily as the civil discipline lead on project design teams. Keith is a registered Professional Engineer in Virginia, West Virginia and North Carolina.

PROJECT EXPERIENCE

WARREN G. LINEBERRY PARK

Floyd, VA | Project Manager

SHERANDO PARK MASTER PLAN

Frederick County, VA | Project Manager

CHET HOBERT PARK LIGHTING & PICNIC SHELTER

Berryville, VA | Project Manager

NEW RIVER TRAIL EXTENSION

Pulaski County, VA | Project Manager

DUCK POND IMPROVEMENTS

Emory & Henry College, Emory, VA | Project Manger



MARK CLINE

PROJECT MANAGER

CONTACT

-  mcline@handp.com
-  540-552-5592
-  www.handp.com
-  1861 Pratt Drive, Suite 1100
Blacksburg, VA 24060

YEARS OF EXPERIENCE

With H&P | 1987
With Other Firms | 3

EDUCATION

AAS 1985 | Wytheville Community College | Civil Engineering Technology

REGISTRATIONS

- DEQ Dual Inspector Certification | Plan Review Certification
- ACI Concrete Field Testing Tech-Grade I
- VDOT | Concrete Field Technician | Soils and Aggregate Field Certification | Asphalt Field Levels 1 and 2 Certification | Slurry Surfacing and Surface Treatment
- NICET Underground Utilities Construction - Water / Sewer Lines II
- Backflow Prevention Device Worker

PROFILE

Mr. Cline has a wide range of experience in inspection, surveying, and civil engineering/site design. With over 30 years of experience, he has performed a tremendous amount of industrial/commercial design, client prospect meetings, backflow testing, and K-12 and higher education site design. He has been involved in construction inspection and surveying since 1987, and in project site design since 1990.

PROJECT EXPERIENCE

NEW RIVER VALLEY RETAIL CENTER
Christiansburg, VA | Project Manager

FALLING BRANCH INDUSTRIAL PARK PHASE I
Christiansburg, VA | Project Manager

TORC ROBOTICS
Blacksburg, VA | Project Manager

JACKSONVILLE CENTER FOR THE ARTS SITE ENTRANCE
Floyd, VA | Project Manager

FALLING BRANCH INDUSTRIAL PARK, PHASE II
Christiansburg, VA | Project Manager

UVA/WISE HEALTH & WELLNESS CENTER UPGRADES
Wise, VA | Project Manager



SCOTT CRAMER, PE

PROJECT ENGINEER

CONTACT

-  scramer@handp.com
-  540-552-5592
-  www.handp.com
-  1861 Pratt Drive, Suite 1100
Blacksburg, VA 24060

YEARS OF EXPERIENCE

- With H&P | 2013
- With Other Firms | 5

EDUCATION

- MS | 2008 | Virginia Tech | Civil & Environmental Engineering
- BS 2006 | Virginia Tech | Civil Engineering

REGISTRATIONS

- VA | Professional Engineer | 2012
- DEQ Dual Combined Administrator
- VA State Water Control Board / Dual Combined Administrator / DCA0215

PROFILE

Mr. Cramer joined the team in 2013 as a Project Engineer. A 2006 graduate of Virginia Tech, Mr. Cramer has been active with multiple engineering firms around the state of Virginia. Some of Mr. Cramer’s experience includes, but not limited to, site design, drafting, CAD drafting, land surveying, and consulting services for institutional, commercial, and municipal construction projects.

PROJECT EXPERIENCE

FERRUM PEDESTRIAN IMPROVEMENTS

Franklin County, VA | Project Engineer

SIDEWALK/BIKEWAY DESIGN

Town of Rural Retreat, VA | Project Engineer

WYTHEVILLE HERITAGE WALK, PHASE II

Town of Wytheville, VA | Project Engineer

NEW CAMPUS ENTRANCE ROAD

Emory & Henry College, Emory, VA | Project Engineer

GILES ROAD SIDEWALK IMPROVEMENTS

Blacksburg, VA | Project Engineer

EAST MAIN STREET ENTRANCE CORRIDOR IMPROVEMENTS

Wytheville, VA | Project Engineer



DAVID PLUNKETT HILL, ASLA

President of Hill Studio, Landscape Architect



David Hill is recognized for his creative design abilities that integrate historic preservation, architecture, urban design, community planning and landscape architecture in community plans and projects. He blends unique community assets and natural and cultural features to create a special sense of place that will leverage vital economic investment.

Specialties:

Community Design, Downtown Revitalization, Park Design, Parkways, Campus Design, Art and Performance Districts

Organizations/Affiliations:

American Society of Landscape Architects (ASLA)

Registration:

VA WV SC NC TN GA LA

Academic Background:

Master of Landscape Architecture
Harvard University, 1988

Bachelor of Landscape Architecture
Virginia Tech, 1984

Professional Background:

President
Hill Studio, Roanoke, Virginia

Project Manager
Caplinger Group, Ltd., New Orleans, LA

Apprentice to Paolo Soleri
Arcosanti Project, Mayer, Arizona

Awards and Distinctions:

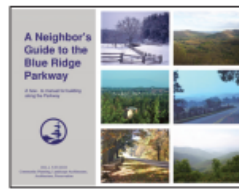
VA American Society of Landscape Architects, Honor Award 2011 and VA American Planning Association, Planning Award 2011 - Neighbors Guide to the Blue Ridge Parkway

APVA Preservation Virginia, Founder's Award 2004 - Preservation of Historic Landmark Landscape of Blue Ridge Parkway, Roanoke County

Scenic Virginia, Best Preservation of a Scenic Viewshed 2004 - Blue Ridge Parkway Viewshed Preservation, Roanoke County

National Trust for Historic Preservation Honor Award for Preservation 1996, and the Virginia ASLA Merit Award for Planning 1993 & Virginia APA Merit Award 1993 - Interstate 81 View Planning Project

VA ASLA Honor Award 1993 - Blue Ridge Parkway Exhibition



Project Experience

Park Design and Master Planning

- Explore Park Master Plan - Roanoke County, VA
- Smith Mt. Lake Park, Waid Recreation Ctr., Pigg River - Franklin County, VA
- 20-year Parks Master Plan - Martinsville, VA
- 20-year Parks Master Plan - Christiansburg, VA
- Falling Creek Master Plan - Bedford, VA
- Smith Mountain Lake Park Master Plan - Huddleston, VA
- Dan Daniel Memorial Park, recreation complex master plan - Danville, VA
- Lake Spring Park Master Plan - Salem, VA
- Scout Island at Brechtel Park - New Orleans, LA

Recreational Facility Design

- Elmwood Festival Park and Performance Center - Roanoke, VA
- McDonald Farm Concept Plan - Vinton, VA
- Wolf Creek Master Plan Charrette - Vinton, VA
- Hunt Country Parks and Recreation Trails Master Plan - Camden, SC
- The Crooked Road: 25+ venues along Virginia's Heritage Music Trail
- Dunn's Meadow Master Plan on Overmountain Victory Trail - Abingdon, VA
- Beale Street/Handy Park Music Center Master Plan - Memphis, VA
- Chicory Square Revitalization - Bluefield, WV
- The Furnace: Gateway to the Crooked Road Amphitheatre -Rocky Mount, VA
- Blue Ridge Music Center Amphitheatre, National Park Service - Galax, VA
- Big Stone Gap Greenbelt Trail - Big Stone Gap, VA
- Haysi-Breaks Trail - Haysi, VA

Cultural Landscape Design and Preservation

- Fishers Hill Battlefield & Valley Pike Trails - Shenandoah Valley, VA
- Upstate South Carolina Revolutionary Battlefields Preservation Plan
- Wilderness Battlefield Gateway Preservation Study - Orange County, VA
- Blue Ridge Parkway, Neighbors Design Guide to Blue Ridge Parkway
- Blue Ridge Parkway, Last Chance Landscapes - Roanoke County, VA
- Hanging Rock Battlefield Trail - Roanoke County, VA



GREG WEBSTER, RLA, LEED AP

Landscape Architect



With over 23 years of experience as a landscape architect and designer, Greg has experience in master planning for business and technology parks, downtown urban design projects, tourist and resort facilities, and major public facilities. Over the past several years, Greg has been involved in site design and implementation of the South Jefferson Biomedical Campus which is a major business redevelopment project in the City of Roanoke.



LinkedIn Profile:

<https://www.linkedin.com/in/greg-webster-2612091>

Organizations/Affiliations:

Leadership in Energy & Environmental Design (LEED)

Roanoke City Arts Commission, Co-Chair

Academic Background:

Bachelor of Landscape Architecture
Virginia Tech, 1995

Computer Science

George Mason University, 1989-90

Webmaster / e-Commerce Certification

Penn State University, 2000-01

Professional Background:

Landscape Architect, Hill Studio

2001 to present

Roanoke, Virginia

Landscape Designer, Nelson and Associates

2000-2001

Philadelphia, Pennsylvania

Project Manager, Margie Ruddick Landscape Architects

1998-2000

Chestnut Hill, Pennsylvania

Olin Partnership

1994-1998

Philadelphia, Pennsylvania

Awards and Distinctions:

Gabriella Page Preservation Award for Historic Preservation, for O. Winston Link Museum

APVA

Residential Development Green Innovation Award for Madison Field, Roanoke

Virginia Sustainable Building Network

Merit Award-Communication, for Roanoke City Parks and Greenways Signage Plan

Virginia Chapter of ASLA

Scenic Virginia Creative Enhancement Award for Halifax Banister River Gateway

Robert M. de Voursney Best Practices Award for Halifax Banister River Gateway

Project Experience

Business Parks

- Carilion Riverside Center Master Plan - Roanoke, VA
- Stone Mill Business and Technology Park - Abingdon
- eCorridor Park South West - Duffield, VA

Campus Master Planning

- Alcorn State University Master Plan - Lorman, MS
- Radford University West Campus Master Plan, Radford, VA
- Randolph College Master Plan, Lynchburg, VA

Medical Site and Master Planning

- Carilion Riverside Center Building 1 - Roanoke, VA
- Carilion Riverside Center Signage Overlay District - Roanoke, VA
- Carilion Riverside Center Streetscape Improvements - Roanoke, VA
- Carilion Riverside Center Clinic - Roanoke, VA
- Carilion - Virginia Tech College of Medicine - Roanoke, VA
- Carilion HST - Roanoke, VA
- SW VA Medical School & King College of Medicine - Abingdon, VA
- Univ. of Californian at San Francisco - Mission Bay, CA (working for Olin)

Site and Master Planning

- Heartwood Artisans' Center - Abingdon, VA
- Zhang Jia Gang Ecological Park, Construction Documentation for kayak and wetland park - China
- Radford University Fine Arts Center - Radford, VA
- Virginia Military Institute, Kilbourne Hall - Lexington, VA
- Virginia Tech Bioinformatics Institute Phase 3 - Blacksburg, VA
- Virginia Tech Myers Lawson School of Construction - Blacksburg, VA
- Radford University Muse Hall Plaza - Radford, VA

Urban Design and Downtown Revitalization

- Downtown Revitalization Development Plan - Wise, VA
- Roanoke City Parks Signage Plan - Roanoke, VA
- Wise Big Glades Square - Wise, VA



HUNTER B. GREENE, RA, LEED AP

Director of Architecture



Since starting as an architect in 1981, Hunter has worked in urban and rural contexts on a range of projects including large state and federal projects, small town revitalizations, adaptive reuse, workforce housing, and master planning. Hunter's approach to design is consistently sensitive to historic and environmental context.

Organizations/Affiliations:

Licensed Architect - Virginia, New York

Leadership in Energy & Environmental Design (LEED)

Earthcraft Architect Professional (2011 to present)

Certified Universal Design Architect (2010 to present)

AIA Blue Ridge (Board Member 1995-2003; President 2000-2001)

Virginia Society AIA (Board Member 2000-2003)

Roanoke Regional Housing Network (Board Member 1991-1995)

Academic Background:

Master of Arts in Liberal Studies
New York University, 1992

Bachelor of Architecture and Urban Studies
Virginia Tech, 1981

Professional Background:

Director of Architecture, Hill Studio
2007 to present
Roanoke, Virginia

Project Manager/Owner's Representative,
Taubman Art Museum
2005-2007
Roanoke, Virginia

Senior Manager, DBI Architects, Inc.
2004-2005
Washington, DC

Director of Architecture, LMW PC
1995-2004
Roanoke, Virginia

Sole Proprietor, HBG Architecture
1991-1995
Salem, Virginia

Project Architect, HSSM
1989-1991
Roanoke, Virginia



Project Experience

Rehabilitation of Historic Structures

- Section Foreman's House - Richlands, VA
- Muster Grounds Visitor Center - Abingdon, VA
- Harvester Performance Center - Rocky Mount, VA
- Russell Fork Trail Center, Haysi, VA
- Upper Street Apartments - Danville VA
- Harrison School Apartments - Roanoke, VA
- Rural Retreat Train Depot - Rural Retreat, VA
- Settlers Museum of Southwest Virginia Stabilization - Atkins, VA

Municipal / Institutional

- Elmwood Park Amphitheatre Stage - Roanoke, VA
- Glade Spring Farmers Market - Glade Spring, VA
- Downtown Facade Renovations - Vinton, Haysi, Bassett, Fieldale, VA
- High Knob Tower and Site Design - Norton, VA
- Bonham Housing Master Plan - Bristol, VA
- Firehouse #2, Vinton, VA
- Farmers Market Stage - Vinton, VA
- Rocky Mount Amphitheater 'The Furnace' - Rocky Mount, Virginia
- Kirk Avenue Condominiums - Roanoke, VA
- Mary Street Duplex - Bristol, VA
- Tazewell Depot Assessments - Tazewell, VA
- Claytor Rail Car Pavilion, VA Museum of Transportation - Roanoke, VA
- The Taubman Art Museum - Roanoke, VA
- Health and Human Services Facility - Roanoke, VA
- The Banjo Museum - Whitesburg, KY
- Auburn Community Center - Auburn, KY
- Shenandoah Village, Phases I, II, III, Village in Roanoke LLC- Roanoke, VA
- 10th Street Node Development - Roanoke, VA
- South Main Marketplace - Halifax, VA

Education Facilities & Campus Design

- Mountain Empire Sustainable Energy Project, MECC - Big Stone Gap, VA
- William King Regional Arts Center Feasibility Study - Abingdon, VA

BRIAN CONNOLLY, MBA PROJECT DIRECTOR



EDUCATION:

- B.A., Economics - University of Pennsylvania
- M.B.A., Sports Business - Arizona State University



AWARDS & SPEAKING ENGAGEMENTS:

- 2018 Connect Sports 'Game Changer' Award Winner
- Speaker: Connect Sports Marketplace, International Association of Venue Managers, University of Utah Eccles School of Business, San Diego State Sports MBA Program, Syracuse University Falk School of Sport

PROFESSIONAL EXPERIENCE:

- Founder & Managing Principal - Victus Advisors - Park City, UT
- Senior Consultant - Conventions, Sports & Leisure International - Dallas, TX
- Business Strategy & Research Roles - Orlando Magic (NBA), Arizona Cardinals (NFL)
- Director, Financial Analysis - Chatham Partners - Boston, MA
- Municipal Bond Analyst - Commerce Capital Markets - Philadelphia, PA

BIOGRAPHY: Brian founded Victus Advisors in 2012 and leads client relationship management and project planning for the firm. Brian has 16 years of experience providing market research, financial/economic analysis, and strategic planning services to a wide variety of venues, events, franchises, athletic departments, municipal governments, and tourism promotion agencies. Brian earned his B.A. in Economics from the University of Pennsylvania and an M.B.A. with a specialization in Sports Business from the W.P. Carey School of Business at Arizona State University. Brian lives in the mountain resort town of Park City, Utah, with his wife and three daughters, where they enjoy skiing in the winter and mountain biking in the summer. Brian's relevant sports market and facility consulting experience includes:|



c. Contact Information (IV.E.1.c.)

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

Mr. Ed Stelter, LEED AP, DBIA
Faulconer Construction Co., Inc.
PO Box 7706
Charlottesville, VA 22906
Phone: 434-295-0033
Fax: 434-295-0508
Email: estelter@faulconerconstruction.com

d. Most Recently Audited Financial Statement (IV.E.1.d.)

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.

Financial statements for Faulconer are considered proprietary information and are contained as a separate attachment to Volume II. No partners have an equity interest of twenty percent or greater.

e. Disqualification Statement (IV.E.1.e.)

e. Identify any persons known to the private entity 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.

Faulconer, H&P, Hill Studio, and Victus Advisors are unaware of anyone on our Team who would be obligated to disqualify themselves from participation in any contract arising from this PPEA proposal. No Conflict of Interest to our knowledge exists with the Project (North Christiansburg Regional Park PPEA project) or with the Town of Christiansburg.

f. Previous 10 Years' Experience (IV.E.1.f.)

f. A list of all projects in the past ten years' in which the contractor served as prime contractor and the contract value of the project was within 25% more or less of the proposed contract price of this project. For each such project, state whether or not the contractor or owner submitted any claims against the other for damages or losses and whether or not there was settlement or litigation of such a claim. Describe each claim fully and the result.

Previous 10 Years' Past Projects in Excess of \$8M

The following is a list projects in which Faulconer was the prime contractor (or equity partner) and the contract value was in excess of \$8M. The contact information for owners is believed to be correct, however some personnel may have retired or changed organizations.

Section 1 – Qualifications and Experience

Project Name	Location	Contract Value (01/01/19)	Owner Information	Percent Complete	Year Complete	Design-Build / PPEA
VDOT Route 220 Corridor Safety Improvement Project - Ph. 1,2, & 3	Botetourt Co., VA	\$64.4M	Virginia Dept. of Transportation / Robbie Williams / (540) 387-5345	28%	2021	✓
James River Water Project	Ferncliff, VA	\$36.3M	Louisa County / Andy Wade / (540) 894-1190	85%	2019	✓
Titan American Overburden Removal	Daleville, VA	\$11.9M	Roanoke Cement / Monique Green / (540) 765-3173	100%	2018	
UVA 35kV Ductbank	Charlottesville, VA	\$11.0M	David Fiero / UVA Planning & Const. / (434) 872-1469	100%	2017	
Norfolk Southern Platform - Norfolk Ave. SE Improvements	Roanoke, VA	\$8.6M	Norfolk Southern Corporation / Brian L. Putman / (404) 529-1269	100%	2017	
UVA McCormick Road Tunnel	Charlottesville, VA	\$11.3M	Stephen Dempsey / UVA Planning & Const. / (434) 243-8140	100%	2016	
VDOT Route 603	Elliston, VA	\$10.1M	VDOT / Duane Mann / (540) 381-7195	100%	2016	
Norfolk Southern - Grove KY	Grove, KY	\$9.1M	Norfolk Southern Corporation / Jim Lamkin / (404) 626-4067	100%	2014	
Stonefield Site and Road Improvements	Charlottesville, VA	\$22.6M	Edens / Bob Horsley / (803) 744-2429	100%	2013	
I-81 South Truck Climbing Lane	Christiansburg, VA	\$15.2M	Virginia Dept. of Transportation / Bobby Phlegar / 540-387-5493	100%	2013	✓
North Anna Unit 3 Site Separation	Louisa, VA	\$19.5M	Dominion Virginia Power / Dean Price / (804) 273-2684	100%	2012	
Meadow Creek Parkway	Charlottesville, VA	\$14.8M	Virginia Dept. of Transportation / Jim Utterback - Satish Airi	100%	2011	
Cox to Hoskins - Norfolk Southern Railway	Raleigh, NC	\$10.7M	Norfolk Southern Corporation / Jim Lamkin / (404) 626-4067	100%	2010	
Lakeview- Phases 6A 7A 7B	Culpeper, VA	\$11.2M	K&M Properties / Ali Mayassi / (703) 863-0070	100%	2008	
Hollymead Town Center	Charlottesville, VA	\$9.2M	Regency Centers / John Fitzpatrick / (703) 442-4311	100%	2006	

Claims and Litigation

There have been no claims, litigation, or settlement submitted to or against Faulconer for damages or losses by or to an owner for any of the projects listed.

a. Description of the Project (IV.E.2.a.)

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

As stated in the North Christiansburg Regional Park Master Plan, the driving concept behind the park is to strike a winning balance of passive and active recreational opportunities that serve the citizens of the Town of Christiansburg and park-users from around the region and state. To fulfill this mission, the park's amenities include artificial turf multi-purpose fields and support equipment to accommodate both recreation and sports tournaments, support buildings, all-inclusive playground/fitness challenge course, dog parks, walking trails, and pavilions/gazebos.

The 62-acre project site is referred to as the former Truman Wilson property located adjacent to Peppers Ferry Road/Route 114. The property was purchased by the Town of Christiansburg in May of 2013 and the Town Council designated this property for park and recreational use and set an additional goal of a road connecting Peppers Ferry Road and Cambria Street.

Detailed information regarding the description of the project including conceptual designs and intent can be found in Volume II, Section 2.a.

b. Work to be Performed Town of Christiansburg (IV.E.2.b.)

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

It is assumed that the Town of Christiansburg will assign appropriate staff, consultants, and/or committee members that will have the authority to collaborate with our team and to make timely decisions on behalf of the Town. We assume that the Town will be responsible for the following work:

- Review and approval of contract documents within a mutually agreeable time schedule.
- Assistance in expediting reviews with outside agencies.
- Assistance in the coordination with utility companies.
- Final review and approval of all design, appurtenances/equipment, and material selection within a mutually agreeable time schedule.
- Obtain additional land as needed for additional easement or right of ways, including all related legal services.
- Any third party reviews of the proposal, design documents, or additional inspection.
- Provide H&P with access to all town GIS files.
- Provide Town permits at no cost to the project.

c. Permits and Approvals Required (IV.E.2.c.)

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.

Our project team will obtain all of the necessary permits for the Park. Permitting is a critical path activity that can significantly impact the project schedule due to the required coordination and

review process of the various agencies. Construction impacts will be minimized wherever possible by the early engagement and involvement of the various regulatory agencies with project jurisdiction. Early involvement and collaborative “over the shoulder reviews” will help gain early endorsement of design and mitigation concepts (if required) which will reduce the likelihood of substantial and costly late stage design changes that would impact the overall project schedule.

Our team anticipates the following reviews and permits:

- Site Plan (Town review)
- Stormwater Management Plan (Town review)
- Railroad Utility Crossing (Norfolk Southern review)
- Enbridge, Inc. (for grading, utilities, and crossings within Enbridge easement)
- Virginia Stormwater Management Program (VSMP) Permit (Virginia DEQ)
- Land Disturbance Permit (Town)
- Building Permit (Town)
- Utility Occupancy License (Norfolk Southern)
- Stormwater Pollution Prevention Plan – (Submit for record)

d. Adverse Social, Economic, and Environmental Impacts (IV.E.2.d.)

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

Based on the sports facility feasibility studies our advisor, Victus Advisors, has completed across the country, they most often see communities that desire the recreational opportunities and family-friendly economic impacts that can be generated via youth/amateur sports complexes. However, on occasion they work in communities where there is a public concern regarding the development of a new facility, and most often that concern is due to the proposed location of the venue. For example, if the sports complex is being developed adjacent to an existing family neighborhood, they may have concerns regarding traffic, noise pollution, or light pollution (in the evenings). Victus Advisors has found that the best way to mitigate such concerns is through a practice of community outreach and public input during the planning stages of the project. Citizen input should be gathered regarding ways to minimize any potential impacts they might be concerned about. In addition, examples can be shown of similar facilities across the country, how they have fit into the community, and how the facilities have managed to mitigate any negative neighborhood impacts, if any. In some cases, they have seen communities institute curfews on field use, shield or eliminate light poles, or other such steps to reduce neighborhood impacts. Our team will work with the Town to develop and implement these community outreach initiatives and strategies to ensure the project’s acceptance by the community and overall success.

e. Positive Social, Economic, and Environmental Impacts (IV.E.2.e.)

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

The proposed Park will have numerous positive social, economic and environmental impacts. Improving the quality of life for the Town’s local residents, community’s citizens, and visitors is the overarching benefit of the project. Primarily, the benefits of parks, recreational and athletic facilities,

and access to greenways trails, are the promotion of a healthy lifestyle and the health benefits of an active community, the protection and enhancement of open space and natural resources, an increased quality of life and community pride, a more attractive environment for businesses and their employees with young families, and an increased awareness and improved regional reputation of the Christiansburg/Montgomery County area as a tourism destination.

Additionally, the Park's economic and fiscal impacts derives primarily from tournament play, when tournament participants stay in local hotels, eat in local restaurants, fill their cars with gasoline, shop at local stores, or visit nearby attractions during breaks in the tournament play. This phenomenon is commonly called, "sports tourism".

Our advisor partner, Victus Advisors, has developed a preliminary range of potential sports field impacts based upon their experience conducting economic impact analysis for similar sports tourism projects across the country. On a per-field basis, sports tourism economic impacts could include:

- More than 1,000 annual room nights (at hotels/motels) per field
- Upwards of \$500,000 per field in annual economic benefits (direct, indirect, and induced spending)
- More than five (5) new tourism-related jobs per field supported throughout the economy (typically within the hospitality, retail, and restaurant industries)
- Over \$10,000 per field per year in incremental sales taxes and an additional \$10,000 per field per year in incremental transient lodging taxes.

f. Proposed Schedule (IV.E.2.f.)

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

See Volume II – Section 2 for this information.

g. Allocation of Risk and Liability (IV.E.2.g.)

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

Faulconer has a track record for successfully bringing in 100% of our projects on time. To that end and by the design for this procurement method, Faulconer will assume the risk and liability for both the design and construction (errors and omissions) aspects of the project. This significantly moves risk away from the Town of Christiansburg.

During final contract negotiations, a mutually acceptable schedule will be agreed upon by the team and the Town to ensure timely completion of the project. Terms of proposed incentives and/or liquidated damages can be negotiated into a contract should the Town choose. Once the project proceeds, our team will accept the risk and liability for schedule delays that are within our own control and expect the Town to grant an equitable adjustment to the contract for delays beyond the control of our team.

The single most significant financial risk to an Owner could be default by the Contractor. Faulconer will provide surety in the form of Performance and Payment Bonds to guarantee satisfactory completion of the work and payment of all subcontractors and suppliers. Should Faulconer default on the contract

or otherwise fail to pay its subcontractors and suppliers, the Surety will assume the outstanding contractual obligations to the Town, and the subcontractors and suppliers to ensure the project will be completed.

Furthermore, a one (1) year guarantee and warrantee will be in effect upon completion of the work. Any outstanding or persisting issues will be remedied by the project team.

h. Ownership and Operational Assumptions & Restrictions (IV.E.2.h.)

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 or any other public entity's use of the project.

Faulconer will be responsible for protecting the work during construction and will maintain appropriate levels of insurance covering the site and our operations. The Town will be listed as an additional insured on all policies.

Once the Park is completed, approved, and in service, the Town will have full ownership of the facilities and will be responsible to operate and maintain the system. However, Faulconer will guarantee the work for one (1) year upon the completion of the work. Any outstanding or persisting issues within that one (1) year period will be remedied by the project team.

There are no known or anticipated restriction or conditions to the public's use of the project.

i. Phased or Partial Openings (IV.E.2.i.)

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

See Volume II – Section 2 for this information.

j. Applicable Design Standards (IV.E.2.j.)

j. Describe any architectural, building, engineering, or other applicable standards that the proposed project will meet.

The proposed Park will meet or exceed all local, state, and federal architectural, building, engineering, and other applicable standards.

k. Project Assumptions (IV.E.2.k.)

k. List any other assumptions relied on for the project to be successful.

Our team assumes access to and collaboration with the Town and the Town's designer regarding all work associated with the future connector road. We understand that the success and economic feasibility of both projects hinge on the ability for the teams to effectively collaborate.

Additional assumptions relied on for the project to be successful can be found in Volume II - Section 2.

I. Project Contingencies (IV.E.2.I.)

I. List any contingencies that must occur for the project to be successful.

See Volume II – Section 2 for this information.

a. Preliminary Estimate and Estimating Methodology (IV.E.3.a.)

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

The methodology used in the development of our costs for the project include industry standard practices such as reviewing and analyzing historical cost information, assessing current market conditions, site visits, solicitation of current pricing from subcontractors and material vendors, risk assessment, and our experience and knowledge gained through similar projects and/or in similar conditions. Through the development of our plan as described in Volume II – Section 2, our Team has a high degree of confidence in the technical feasibility, efficacy, and constructability of the project. Furthermore, the Town can have confidence in the accuracy of the preliminary cost estimate presented in Volume II – Section 3.a. (Propriety and Confidential).

b. Development, Financing, and Operation Plan (IV.E.3.b.)

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 of and proposed sources and uses for such funds. The operational plan should include appropriate staffing levels and associated costs. Include supporting due diligence studies, analyses, or reports.

See Volume II – Section 3 for this information.

c. List and Discussion of Assumptions (IV.E.3.c.)

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

See Volume II – Section 3 for this information.

d. Risk Factors (IV.E.3.d.)

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

See Volume II – Section 3 for this information.

e. Local, State, or Federal Resource Commitments (IV.E.3.e.)

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. Such disclosure should include any direct or indirect guarantees or pledges of the Town's credit or revenue.

See Volume II – Section 3 for this information.

f. Third Party Financing Commitments (IV.E.3.f.)

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.

See Volume II – Section 3 for this information.

g. Revenue Sources (IV.E.3.g.)

g. Identify the amounts and the terms and conditions for any revenue sources.

See Volume II – Section 3 for this information.

h. Tax-Exempt Financing (IV.E.3.h.)

h. Identify any aspect of the project that could disqualify the project from obtaining tax-exempt financing.

No known aspect of the project will disqualify the project from obtaining tax-exempt financing.

a. Project Benefits (IV.E.4.a.)

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.

As previously addressed in Volume I, Section 2.e., economic impact derives primarily from tournament play, when tournament participants stay in local hotels, eat in local restaurants, fill their cars with gasoline, shop at local stores, or visit nearby attractions during breaks in the tournament play. This phenomenon is commonly called, “sports tourism”.

Our advisor partner, Victus Advisors, has developed a preliminary range of potential sports field impacts based upon their experience conducting economic impact analysis for similar sports tourism projects across the country. (It should be noted however, that in order to maximize sports tourism impacts to the community, the inventory of available fields in a sports complex must be large enough to attract large regional tournaments.) On a per-field basis, sports tourism economic impacts could include:

- More than 1,000 annual room nights (at hotels/motels) per field
- Upwards of \$500,000 per field in annual economic benefits (direct, indirect, and induced spending)
- More than five (5) new tourism-related jobs per field supported throughout the economy (typically within the hospitality, retail, and restaurant industries)
- Over \$10,000 per field per year in incremental sales taxes and an additional \$10,000 per field per year in incremental transient lodging taxes.

In addition to the economic benefits, improving the quality of life for the area residents and visitors is the overarching benefit of the Park. Primarily, the benefits of parks, recreational and athletic facilities, and access to greenways trails are the promotion of a healthy lifestyle, the protection or enhancement of open space and natural resources, and an improved economy by making the surrounding community a more attractive place to live and visit.

See Volume II – Section 4 for additional information regarding the anticipated benefits to the community, region, or state, including anticipated benefits to the economic condition of the Town.

b. Private or Public Support or Opposition (IV.E.4.b.)

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

The Park is and has been supported by numerous individuals, businesses, non-profits, public officials and the majority of Town Council. Support has been shown through various public meeting/hearings, the Town’s investment in the North Christiansburg Regional Park Master Plan, and current budget line item # 40-4870-5000 in the Town’s 2018-2019 Annual Budget, to name a few. Furthermore, by virtue of the Town accepting for consideration Branch’s PPEA proposal for the Park and soliciting competing proposals, the Town has essentially endorsed support of the Park.

Additionally, public support will continue through the collateral results of investing in family-friendly sports and recreational facility development. These facilities not only have a positive economic impact, but also help to create a more attractive environment for businesses and young families.

With regards to opposition, there is no known opposition to the project other than some residents that have more broad opposition to the overall spending of tax dollars that may seem unnecessary as a matter of their opinion. Additionally, it is likely that some adjacent property owners may voice opposition due to noise and light pollution from the recreational fields. We have developed a concept that shifts the fields further away from the private residences and will further mitigate noise through landscaping and grading strategies. Luminaries used to provide light on the recreational will include reflectors and application technology designed to protect the serene environment surrounding the facility and from the impact of glare and spill lights.

c. Public and Stakeholder Involvement (IV.E.4.c.)

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.

Our Team will take a proactive approach (to the extent agreed to by the Town) to communicate the project's progress and plans to assure everybody is well-informed and excited about the project and its benefits to the community. We will also work closely with the Town and the Parks and Recreation Commission to ensure the final design takes into account and carefully considers ownership and operational challenges and costs. In order to gain project acceptance in the shortest time possible, we would like to develop a task force (if agreed to by the Town) made up of key Town staff (and community members/stakeholders if necessary) to assist in the final design and approval of the project. Should the Town request or desire, we will conduct public meetings, prepare exhibits and presentation material as necessary.

d. Attracting and Maintaining Industries and Businesses (IV.E.4.d.)

d. Explain whether and, if so, how the project is critical to attracting or maintaining competitive industries and businesses to the Town or the surrounding region.

Our advisor partner, Victus Advisors, has worked with numerous municipal clients who have invested in family-friendly sports and event facility development as a means of not only driving economic impact, but also helping to create a more attractive environment for businesses and young families. When evaluating opportunities for relocating or maintaining office locations, most businesses evaluate the ability of a market to provide: a) a pool of young, educated talent, and b) attractive residential and recreational opportunities for their management/executives and their families. As such, companies will often evaluate a market's recreational assets, including sports fields/complexes, youth sports/recreation opportunities, and other such family-friendly lifestyle factors when considering a market. Markets that score highly on these factors will often present a better opportunity for businesses to attract and maintain young families and managerial talent.



DBE Solicitation Guidelines

POLICY: Faulconer Construction Company is committed to supporting and developing business relationships Small, Underutilized, and Disadvantaged Business Concerns on the Federal and State level (referred to herein as DBE). Working with these small, local, or disadvantaged companies is not only beneficial to us but the community as well, and we endeavor to promote employing them each time we are able. Our objective is to become a leader of Supplier Diversity in the construction industry.

Solicitation and Procurement Guidelines

- **Identify Needs and Available Opportunities:**
 - Using the project specifications and plans determine which work or industry trade classifications would pertain to the project needs.
 - Verify that the DBE list on file is current. If the list is not current, obtain new list of Certified DBE vendors from:
 - Virginia Small Business & Supplier Diversity SWaM & DBE Directory: <https://directory.sbsd.virginia.gov/#/>
 - North Carolina's Unified Certification Program Directory of Firms: <https://www.ebs.nc.gov/VendorDirectory/default.html>
 - Washington Metropolitan Area Transit Authority's (MWUCP) DBE Vendor Directory: https://supplier.wmata.com/psp/supplier/SUPPLIER/ERP/c/WT_CL_SEP_MENU.WT_CL_VDR_DIR_CMP.GBL?Page=WT_CL_VDR_DIR_PG&Action=U
- **Geographic Outreach Area:**
 - Locate project site then use map programs or other means to determine vendors within serviceable distance from project location. Do not limit the search to only a given geographical area. Some specialty firms are not bound by geographical constraints.
- **Past Performance or History:**
 - Routinely contact firms that have historically provided competitive pricing or have successfully supplied or performed work on projects for Faulconer.
- **Direct Contact:**
 - In order to ensure the best coverage and generate the most interest all of the following methods may be used.
 - Direct email contact.
 - Direct phone contact.
 - Direct fax contact.
 - Direct mail contact.
 - Smartbid <https://go.smartbid.co/#/login>
- **Other Methods of Outreach**
 - Seek assistance from SBSB, MWUCP, DOT District's Equal Employment Opportunity (EEO) Offices, State's DOT Civil Rights Office, VDOT Business Opportunity and Workforce Development (BOWD) Center.
 - Attend annual SWaM Fest (Virginia).
 - Attend yearly DBE Picnic (VDOT).
 - Host project specific open house if size or scope of project warrants.



DBE Solicitation Guidelines

- **General Advertisements and Outreach:**
 - Select a daily newspaper in the closest town or city to the project location.
 - Select at least one or two additional mainstream newspapers from larger metropolitan areas that are traditionally circulated within the projects general region. (It is strongly encouraged to advertise in the project’s state capital (Richmond, Raleigh, etc.))
 - Optionally advertise in the Richmond Free Press (<http://www.richmondfreepress.com/>)
 - Optionally advertise in The Triangle Tribune (<http://www.triangletribune.com/#>)
 - **Contents of Advertisement:**
 - Project name and location.
 - Faulconer’s role in the project.
 - Scope of supplies or services needed.
 - Where plans and specs can be accessed.
 - Proposal due date and time.
 - Offer technical assistance and assistance with obtaining bonding, lines of credit and/or insurance.

Sample Advertisement

INVITATION FOR BID

On ~~mm-dd-yyyy~~, Faulconer Construction Co., Inc. will be bidding as a prime contractor on the following project and is requesting subcontractors and supplier quotations:

Project Title, Location

The project consists of (*Describe scope of work and/or materials sought. Be specific.*) clearing & grubbing, erosion control, excavation, , surface demolition, building demolition, storm sewer, aggregate stone, concrete flat work, asphalt paving, extensive electrical work, fencing, geotechnical testing, miscellaneous metal items and seeding, etc.

Certified DBEs, SBE’s, Small, Women, and Minority-owned (SWaM) firms are invited to submit proposals on any item(s) that may pertain to its specialty or interest. Faulconer may provide technical assistance and/or assistance with obtaining bonding, lines of credit and/or insurance. Plans/specifications may be reviewed at (Faulconer office location and/or direct web portal link.). All quotations are due to Faulconer no later than ~~XX:00~~ on ~~mm-dd-yyyy~~. Call ~~XXX-XXX-XXXX~~ for further info, or fax quote to ~~XXX-XXX-XXXX~~. Faulconer Construction Co., Inc. is an EOE Employer and Contractor.

Good Faith Tracking

- Solicitations should be made using traceable communication such as fax or email whenever possible. All attempts should be confirmed with fax transmittal logs, if the request was sent by fax or e-mail delivery receipts, if request was made through e-mail.
- All verification is to be kept and available to be submitted with the bid if requested. If contact was made ~~through~~ a non-verifiable method such as the phone all of those types of communication should be tracked using logs.
- If the contact is made by phone, phone logs must include company name, phone number and date/time of effort and outcome, i.e. left voice mail message, phone disconnected, no answer, not interested, too busy, etc. If contact is successful, record of the name of who was spoken to and whether request was accepted or denied must be recorded. These records should be logged and be ready to turn in with bid if requested as well.