



DETAILED STAGE (PART 2) PPEA PROPOSALS FOR CONSTRUCTION OF BONSACK FIRE STATION COUNTY OF ROANOKE, VIRGINIA

RFP #2023-020

NOVEMBER 28, 2022

VOLUME I

BRANCH
BUILDS

3635 Peters Creek Road | Roanoke, Virginia 24019
540-989-5215 | branchbuilds.com



Reston Fire Station #25



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BONSACK FIRE STATION PPEA PROPOSAL, VOLUME I | DETAILED PHASE

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■ Section includes confidential information provided in **Volume II - Redacted Proprietary Information**



Blackwater Fire & EMS Station



TAB 1 | INTRODUCTION (3.2)

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November 28, 2022

Mr. Heath Honaker
Purchasing Director
County of Roanoke
5204 Bernard Drive
Roanoke, Virginia 24018

RE: Detailed Stage (Part 2) PPEA Proposals for Construction of Bonsack Fire Station

Dear Mr. Honaker:

An efficient and successful Bonsack Fire Station project will require a collaborative team approach exemplified by a commitment to achieving every Roanoke County project objective through thoughtful planning, coordination, transparency and mutual respect. The Branch | Balzer | RRMM Design-Build team offers Roanoke County a wealth of partnering experience on highly visible and transformational community projects. We have assembled a qualified team of Fire Station and Public Safety professionals who have skillfully delivered similar Fire Station, PPEA and Design-Build projects.

In preparation for this project, our team has spoken to many 'well placed' stakeholders to familiarize ourselves with Roanoke County's and its end users' needs and objectives; specifically, how can our team best meet the envisioned public safety standards while respecting all financial objectives. We are optimistic that upon review, you will find we have ably addressed both of these goals.

Highlights for consideration:

- The Branch, Balzer & Associates and RRMM team was specifically assembled for this project as each team member offers Roanoke County vast experience designing and constructing public safety facilities, municipal projects and Roanoke County projects as well as unparalleled local PPEA design-build project delivery expertise.
- Branch recently completed the new \$10M Reston Fire Station #25 in Reston, VA with great owner commendation and was the successful low bidder for the new \$11M Seven Corners Fire Station in Vienna, VA.
- The majority of our projects are managed via collaborative Design-Build or CM@Risk delivery where Branch's professional preconstruction services are utilized to develop strategically planned, budget adhering projects.
- We understand the complexities of managing the fast-track design and construction of a new public safety facility and have an exceptional track record for safely managing these projects while ensuring adjacent occupied facilities remain undisturbed by our work.
- Having completed work in the Roanoke Valley for almost six decades, our team is afforded valuable local market knowledge of the local construction market. Additionally, Balzer & Associates currently holds a Term Contract with Roanoke County and has imperative working relationships in place.
- The Branch | Balzer | RRMM team offers a history of successful collaboration when working with strict budget limitations. Our design is conservative, agile and adaptable to meet Roanoke County's preferences, and cost efficient.
- Our team recognizes the significance a new Fire Station in the Bonsack community holds for the County. We fully understand our efforts are on display for the entire community to observe and thus, we all must succeed. We embrace the challenge to excel in this scenario.
- Branch is an employee-owned firm and every member of our team, from the office to the field, has a vested interest in everything we do, every day.

We look forward to the prospect of being a member of the Bonsack Fire Station project team and greatly appreciate your time and consideration of the Branch | Balzer | RRMM team's professional PPEA Design-Build services.

Sincerely,

Branch Builds, Inc.



Catherine Underwood, LEED AP
President & Design-Build Project Manager

Balzer & Associates, Inc.



Robert Pilkington
Senior Vice President & Architect

RRMM



Chris A. Phillips, AIA
Principal





EXECUTIVE SUMMARY

An Accomplished Team of PPEA
Subject Matter Experts, led by an Experienced
Virginia PPEA Design-Build Professional...

...Driven to Ensure Roanoke County
Delivers on Our Shared Commitment to
the Safety of All Roanoke Valley Residents.



Catherine Underwood
President, Branch Builds, Inc.

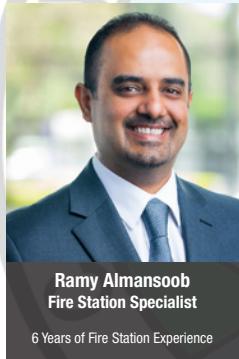
"Cathy, I just wanted to take a moment this morning to share my appreciation for the great team work by Branch to get us to the spectacularly successful opening of both Auburn High School and Blacksburg High School. The feedback from students, parents, staff, and just everyone has been overwhelmingly positive.

I know you all pulled out all the stops to make it happen. Kudos to everyone on the Branch Team! Together we did what many felt was impossible!"



-Brenda Blackburn
Superintendent, Montgomery County Public Schools
\$107.5M MCPS 3-School PPEA Project

WE BRING FIRE STATION CONSTRUCTION EXPERTISE



43 Community Engagement Facilities

Over **\$1B** of Municipal Projects



Reston Fire Station #25



Rockbridge County Courthouse

BENEFIT

An accomplished team of municipal/public safety facility construction professionals with zero learning curve in working together.

PUBLIC SAFETY / MUNICIPAL EXPERTISE



BENEFIT

A team that has extensive successful experience managing the design and construction of critical public safety projects. Community-centric design and construction is our specialty.

PPEA PROJECT DELIVERY EXPERTISE



BENEFIT

A team that has extensive successful experience managing the design and construction of high-profile, transformational PPEA community projects. We will serve as Roanoke County's guide and advocate throughout the PPEA process.

ESTABLISHED SUCCESSFUL WORKING RELATIONSHIPS



AEP Parking Deck



Grammercy Row Apartments



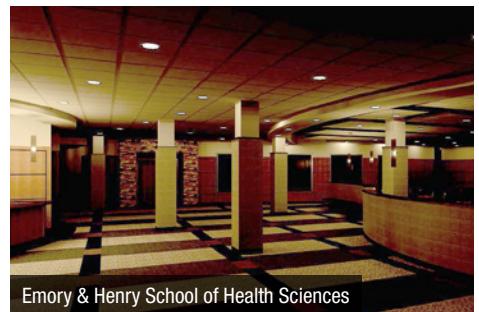
Deschutes Tasting Room



Blacksburg High School PPEA



Auburn High School PPEA



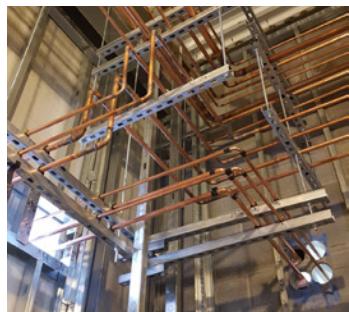
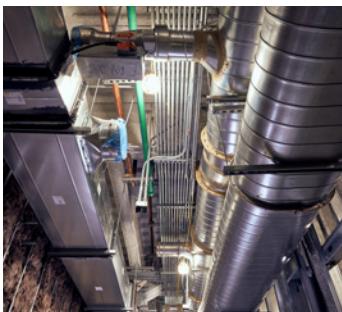
Emory & Henry School of Health Sciences

MEP DESIGN-BUILD



As one of the Commonwealth's leading providers of MEP contracting services, Hopkins | Lacy will provide Design-Build services on the Bonsack Fire Station project. Given that the mechanical, electrical and plumbing ("MEP") work constitutes a large portion of the overall cost, involving this exceptional MEP firm in the design process will have a significant, positive impact on the cost, the schedule and coordination aspects of the project. Hopkins | Lacy will work collaboratively with Balzer & Associates and RRMM to provide crucial MEP systems input, including alternative options analysis, systems coordination, scheduling and life-cycle cost feedback among many others. Hopkins | Lacy will provide the Branch | Balzer | RRMM team with the ability to most efficiently plan and design systems that will provide the best value for DPS by offering our team added control over the critical cost and schedule components of the MEP work.

Hopkins | Lacy is Branch's mechanical, electrical, plumbing, controls, service and special projects division. Hopkins | Lacy provides high-end MEP planning and contracting services for Virginia's largest and most technically sophisticated organizations.



BENEFIT

An experienced, seamless design-build team with an appreciation for one another's processes, procedures, and expectations. With no internal learning curve, we are ready to continue our work on your project immediately.

PPEA DESIGN-BUILD PRECONSTRUCTION SOLUTIONS



Doug Childress
Preconstruction Manager

Doug is a 33-year industry veteran on Municipal projects who knows how to get a project within budget through creative value management and engaging the right trade partners.



Tony Brown
VP, Estimating

Tony is a 35-year estimating professional and has an impeccable record in obtaining the best pricing. You WILL get the best price!



Lewis Smith
Senior Superintendent

Lewis is instrumental in providing a field operations perspective during preconstruction planning and always meets schedules.

PREQUALIFYING THE RIGHT CONTRACTORS

With emphasis on local participation, only the most qualified trade partners work on your project. This minimizes default risk and construction delays.

We know who the best Fire Station trade partners are!

CREATING TRADE PARTNER COMPETITION

Guarantees that you get the best pricing by obtaining a minimum of (3) three bids per scope of work.

VALUE MANAGEMENT WORKSHOP

Uses the collective experience of the team to obtain the maximum value for your project.

AGGRESSIVE CONSTRUCTABILITY REVIEWS

Ensures that there are NO GAPS in documents and eliminates change orders.

HEAVY ATTENTION TO SCHEDULE COORDINATION

Delays are costly. We plan ahead and for every contingency.

The entire Preconstruction process will be open book, meaning we show you the details of all bids and by collaborating as a team, we will choose the trade partners together.



BENEFIT

Maximize the value of your dollars and local subcontractor participation.

SAFETY-FIRST PRACTICE



LEADERSHIP ▶ ACCOUNTABILITY ▶ EDUCATION ▶ PREVENTION

Branch has a comprehensive safety program that is managed by our Corporate Safety Director and his staff, and is implemented in the field by our highly trained Field Superintendents. There is nothing more important when analyzing a highly-visible, community-oriented project than to be aware of the potential for safety concerns. The plan is refined throughout the preconstruction phase and is clearly conveyed to all as the project is released for trade partner bidding.

LEED PLANNING & EXECUTION

- VMI Corps Physical Training Facility, Phase II (Lexington, VA) – **LEED Silver Certified**
- West Ox Bus Operations Center, Exp Phase II (Fairfax, VA) – **LEED Gold Certified**
- Radford University Reed & Curie Halls (Radford, VA) – **LEED Gold Certified**
- Tysons-Pimmit Regional Library (Falls Church, VA) – **LEED Silver**
- Rockingham Judicial Center (Reidsville, NC) – *the first judicial center in North Carolina to achieve the US Green Building Council's LEED Gold Certification.*
- Rocky Mount High School (Rocky Mount, NC) – *the first LEED Gold Certified 9-12 high school / educational facility in the State of North Carolina.*



20+ LEED PROJECTS

LEAN CONSTRUCTION: BRANCH'S TEAM CENTERED PLANNING (TCP)



On every project, Branch Builds, Inc. incorporates Lean Construction principles and methodologies as a fundamental component of establishing mutually beneficial relationships built on trust and respect. Branch's Lean Construction approach, or Team Centered Planning (TCP) has been thoughtfully developed to maximize the value we add to our clients' projects by ensuring enhanced project team communications, detailed scheduling and work efficiencies while simultaneously eliminating wasteful practices that are all too often found within the industry. Our TCP process is founded on the principle that all project team members (Branch, subcontractors, designers, engineers, owners, owner's reps, etc.) participate in the project planning/scheduling process and "buy-in" to the developed plan. All team members have an equal voice in the process and all feedback is utilized in coordinating the construction activities required to meet our clients' project objectives. The plan is refined in real time throughout the project and through daily communications with the team members, accountability is heightened significantly while costs are reduced, and schedules are shortened.

COMMITMENT STATEMENT

The Branch | Balzer | RRMM Bonsack Fire Station project team's commitment to Roanoke County, County Fire Safety Personnel and the Bonsack Community:

We commit to being advocates of this important project and stewards of Roanoke County's resources by providing exceptional, collaborative and transparent PPEA Design-Build services.

Cathie Underwood *Heather A. Bonn* *Dyccul Jay C. Bonn* *RJ*
Ron Smith *LLP* *Robert. P.* *CDL* *BE* *M*
Daniel N. Lieber *Jeff P. Schuberg* *Tony Wilkins* *J. E. H. L. III*

INTRODUCTION

3.2.3. **Proposal Signature Sheet.**

PPEA (RFP) DETAILED PHASE BONSACK FIRESTATION

RFP No. 2023-020

Issue Date: October 12, 2022

Title: PPEA - RFP - 2023-020 - Detailed Phase Bonsack Firestation

Issued By: County of Roanoke
Roanoke County Administration Building
Purchasing Division
5204 Bernard Drive, SW, Suite 300-F
Roanoke, VA 24018-0798
Phone (540) 772-2020
Email: hhonaker@roanokecountyva.gov

Sealed proposals will be received on or before 2:00 P.M., November 28, 2022 for furnishing the services and/or items described herein. The time of receipt shall be determined by the time clock stamp in the Purchasing office.

All questions must be submitted before 5:00 P.M. on November 17, 2022. If necessary, an addendum will be issued and posted to the County website on the Current Bids/RFP Requests tab at <https://www.roanokecountyva.gov/bids.aspx?bidID=1160>.

If proposals are hand delivered or mailed, send directly to the Purchasing Division at the address listed above. If the Roanoke County Administration Building is closed for business at the time scheduled for the proposal opening, the sealed proposal will be accepted and opened on the next business day of the County, at the originally scheduled hour.

THIS PUBLIC BODY DOES NOT DISCRIMINATE AGAINST FAITH-BASED ORGANIZATIONS.

The County reserves the right to cancel this RFP and/or reject any or all proposals and to waive any informalities in any proposal.

This section is to be completed by the Offeror and this page must be returned with the proposal. In compliance with this request for proposal and subject to all terms and conditions imposed herein, which are hereby incorporated herein by reference, the undersigned offers and agrees to furnish the services and/or items requested in this solicitation if the undersigned is selected as the successful Offeror. Unless the proposal is withdrawn, the Offeror agrees that any prices or terms for such proposal shall remain valid for sixty (60) days after opening. Notices of proposal withdrawal must be submitted in writing to the Purchasing Division.

Legal Name and Address of Firm:

<u>Branch Builds, Inc.</u>	Date: <u>November 28, 2022</u>
<u>3635 Peters Creek Road</u>	By: <u>Catherine Underwood</u> (Signature in Ink)
<u>Roanoke</u>	Name: <u>Catherine Underwood</u> (Please Print)
<u>Virginia</u>	Zip: <u>24019</u> Title: <u>President</u>
Phone: <u>540-989-5215</u>	FAX: <u>540-989-0883</u>
Email: <u>cathyu@branchbuilds.com</u>	Business License# <u>2701007213</u>
Virginia State Corporation Commission Identification Number: <u>295633-2</u>	

INTRODUCTION

3.2.4. Proprietary/Confidential Information Identification

This Volume I book has had all proprietary/confidential content removed and is suitable for public release.

All proprietary, confidential information is being provided in the **Volume II – Redacted Proprietary Information** book.

The proprietary/confidential content that has been redacted from this Volume I book and subsequently provided in **Volume II** is as follows:

- **Tab 2 – Conceptual Project Plans** (page 15)
- **Tab 3 – Additive Facility Enhancements** (page 16)
- **Tab 6 – Performance Management** (page 21)
- **Tab 7 – Project Cost & Schedule** (page 22)
- **Tab 10 – Additional Information** (page 27)

INTRODUCTION

3.2.5. Document any changes to the Conceptual Stage proposal, if applicable.

- Minor changes to room dimensions in various rooms based on exterior wall thickness details. In most rooms the dimensional changes were less than 2". No change to actual layout of rooms.
- Minor changes to mezzanine exterior louvers based on structural roof requirements. Conceptual Stage elevations showed continuous louvers; revised louvers are broken into individual sections with masonry wall between in order to carry the roof structure.
- Vice President of Estimating, Tony Brown, will replace Sr. Estimator, Jaime English to assist our Preconstruction Manager, Doug Childress, with preconstruction estimating services. Tony offers unparalleled estimating expertise, as illustrated on his resume, which is provided on the following page.



TONY BROWN

VICE PRESIDENT, ESTIMATING

Tony Brown has over 35 years of experience in the construction industry, having served as a Project Engineer, Project Manager, Estimator and Preconstruction Manager. He has extensive estimating and construction management experience with municipal, industrial, education, commercial, government, adaptive re-use, multi-family, hospitality and healthcare projects. He is seasoned in providing PPEA design-build preconstruction estimating services as well as leading our estimating department's preparation of hard bid estimates. Tony's PPEA work involves conceptual estimating, constructability review and value analysis/engineering efforts associated with Branch's value-added preconstruction services. Tony joined Branch in 1987 and became Chief Estimator in 1998. He was named Vice President of Estimating in 2001.

EDUCATION

BS, Building Construction | 1984
Virginia Tech

35+ YEARS OF EXPERIENCE

OTHER PROJECT EXPERIENCE

The Locks Historic Re-Use Apartments
Greenbrier High School West
Woolen Mills Adaptive Re-Use
Central Academy for Technology and Arts High School
Franklin High School
Statesville High School (Phase I)
Rocky Mount High School
Statesville High School (Phase II)
Edgemont Primary & Jeter-Watson Intermediate
Interbake Historic Re-Use Apartments
Elliston/Shawsville Elementary School
Effinger Elementary School
Powhatan Elementary School # 3
Ladysmith Elementary School
Hillsville Elementary School
Post Oak Middle School
Halifax Middle School
E.C. Glass High School
Highland Springs High School,
Douglas Freeman High School
VT Residence Hall at Career Services
VT New Engineering Building (ICTAS)
VT Owens and West End Dining Halls
VT Knowledge Works I & II
VT CRC - Integrated Life Sciences Building
VT Torgersen Hall
Virginia Tech Inn & Conference Center
VMI Alumni & Patchin Fields
VMI Military Training Grounds (Phase I)
VMI Nichols Engineering Hall Renovation
Radford University Fine Arts Center
Radford University Dedmon Center
Radford University Russell Hall Renovation
UVA Parking Deck
UVA Observatory Dining Hall
LU Williams Stadium Additions
Washington & Lee Sorority House #6
Longwood University Heat Plant Replacement
Bridgewater College Wright Hall
Dynax America Plant Expansion
Tecton Products Manufacturing & Warehouse Facility

HIGHLIGHTED PROJECT EXPERIENCE

RESTON FIRE STATION #25 | RESTON, VIRGINIA

Fairfax County DPWES
12000 Government Center Parkway
Fairfax, VA 22035
Mais Al Mahamid | 703-777-0394

LeMay Erickson Wilcox Architects
11250 Roger Bacon Drive Suite 16
Reston, VA 20190
Katie Atwater | 703-956-5600

Reston Fire Station No. 25 was a new 17,150sf fire station designed to replace the existing 7,750sf station. The existing station, a 2 1/2 bay structure designed in 1972, had become undersized and contained inadequate critical infrastructure and support functions to meet the needs of the expanding department and the community it serves. The new facility was designed as a 4-bay station with accommodations for up to 20 fire fighters per shift and six apparatus equipment, including a future engine and medic. The new building expanded support function through updated gear lockers, shop and storage rooms, control room, and lobby - all connected and easily accessible to the first-floor apparatus bays. To meet the increased shift sizes, 41 parking spaces were required, thereby reducing the usable land for the building foot print, resulting in this two-story design. The living quarters, administrative offices, and bunk and locker rooms were programmed above the apparatus bays along the second floor of the facility. The station was targeting LEED Silver certification. Sustainable design strategies include site selection, water use reduction, regional materials, recycled content materials, low VOC interior finishes and Photovoltaic panels.

SEVEN CORNERS FIRE STATION #28 | FALLS CHURCH, VIRGINIA

Fairfax County DPWES
12000 Government Center Pkwy
Suite 449
Fairfax, VA 22035
Marianita Artner | 571-641-5425

BKV Group
1054 31st Street NW
Canal Square Suite 410
Washington, DC 20007
Rodrigo Uribe | 571-594-1040

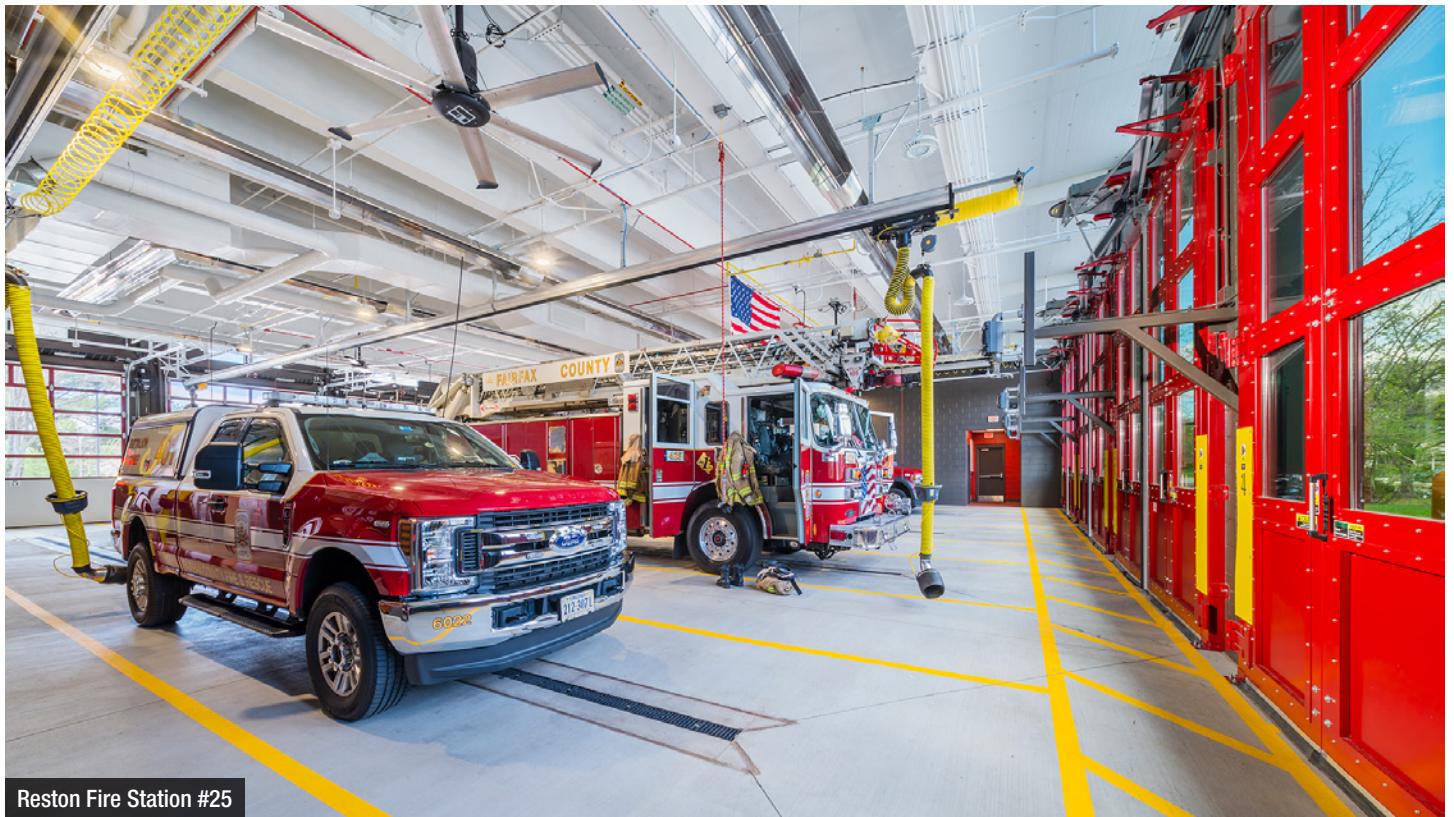
Seven Corners Fire Station No. 28 is a new 13,800sf fire station designed to replace the existing 8,500sf station. The existing, one-story, two bay structure designed in 1975, lacks accommodations for female staff and contains inadequate critical infrastructure and support functions to meet the needs of the expanding department and the community it serves. The new, two-story fire station will be approximately 13,800sf and includes a three-bay apparatus bay, ready-gear room, control room, administrative offices, fitness room, dayroom, kitchen and dining room, outdoor patio, hose tower, locker and showers for male and female staff, bunk rooms, and facility support spaces. The exterior design of the facility incorporates a combination of brick and metal panel design. Site will include surface parking and associated site improvements, as well as a new vehicle fueling system. The building will be delivered with solar-ready infrastructure and is mandated to achieve at minimum silver-level LEED certification. In addition to the construction of the new fire station, demolition and removal of the existing fire station are required.

CARILION ROANOKE MEMORIAL HOSPITAL EXPANSION | ROANOKE, VIRGINIA

Carilion Clinic
213 McClanahan Street
Roanoke, VA 24014
Martin Misicko | 540-981-8834

ESa
1033 Demonbreun Street
Nashville, TN 37203
Sam Burnette | 615-329-9445

Carilion Clinic selected Robins & Morton/Branch Builds as the Construction Manager at Risk to provide preconstruction planning and construction services for the new campus-wide \$400 million expansion to Roanoke Memorial Hospital in Roanoke, Virginia. The project is being delivered in a collaborative, team environment and includes a new patient tower to care for emergency and heart patients, a new behavioral health hospital across Jefferson Street and a parking garage and pedestrian skyway to connect it all. The contract value of Branch's Joint Venture partnership position is \$130 million.



Reston Fire Station #25



TAB 2 | CONCEPTUAL PROJECT PLANS (3.4)

- 3.3.1. Site Plan
- 3.3.2. Floor Plans & Elevations
- 3.3.3. System Details

*Please see **Volume II - Redacted Proprietary Information** for our response to this section*



Chesapeake 4-Bay Fire-EMS Station #10



TAB 3 | ADDITIVE FACILITY ENHANCEMENTS (3.4)

*Please see **Volume II - Redacted Proprietary Information** for our response to this section*



Rockbridge County Courthouse



TAB 4 | GUARANTEES & WARRANTIES (3.5)

GUARANTEES & WARRANTIES

3.5.1. Include a detailed listing of all firms that will provide design, construction, and completion guarantees and warranties and a brief description of the guarantees and warranties.

We have assembled a team of the top local and regional Public Safety design and construction specialists to lend both depth and breadth to the Bonsack Fire Station project. Our team has extensive experience working together to successfully deliver similar, highly visible community projects across the Commonwealth of Virginia. We offer Roanoke County a seamless, efficient and high-functioning team as each member has an understanding and appreciation for how one another works and shares the expectations for exceptionalism our unified team holds as your Design-Build partner.

BRANCH BUILDS, INC. | Design-Builder

As the Design-Builder, Branch warrants that all work furnished as part of our services be in substantial accordance with the requirements of the contract documents, free from any defect or inferior materials or equipment, and is of such quality workmanship as to meet the applicable standard of care in Virginia for the type of work performed, for a period of one (1) year after the date of substantial completion of the work.

BALZER & ASSOCIATES | Architectural Design & Engineering

RRMM | Fire Station Design Specialist

Balzer & Associates, RRMM and their design team will include language in the contract documents (drawings and specifications) that identifies the guarantees and warranties required by the various trades involved in the building and site construction, including materials, equipment and workmanship.

HOPKINS|LACY | MEP Design-Build Services

As the provider of Mechanical, Electrical & Plumbing design-build services, Hopkins | Lacy warrants that all work furnished as part of our services be in substantial accordance with the requirements of the contract documents, free from any defect or inferior materials or equipment, and is of such quality workmanship as to meet the applicable standard of care in Virginia for the type of work performed, for a period of one (1) year after the date of substantial completion of the work.

CONSTRUCTION TRADE PARTNERS (TBD)

As part of our standard contracts with trade partners ultimately selected to provide work on the project, each trade contractor will warrant that all work furnished as part of their services be in substantial accordance with the requirements of the contract documents, free from any defect or inferior materials or equipment, and is of such quality workmanship as to meet the applicable standard of care in Virginia for the type of work performed, for a period of one (1) year after the date of substantial completion of the work.





TAB 5 | PROPOSED COUNTY RESPONSIBILITIES (3.6)

PROPOSED COUNTY RESPONSIBILITIES

3.6.1. Identify other public improvements required of the County to complete the Project.

- As part of the proposed project construction, Roanoke County will be extending the public right of way improvements of Mexico Way. These improvements including a combination of curb and gutter, sidewalk, street streets, storm sewer improvements, public sanitary sewer, public waterline, private water service for the existing church ,and asphalt pavement replacement as needed.

Additionally, cooperation and assistance are necessary from County officials to develop your project in accordance with Roanoke County's requirements and the intended efficiency of the PPEA process. Fundamentally, what is required is the opportunity to collaborate with you, your designees, and key stakeholders – including members of the community at large – to further refine the public safety specifications, sites, and buildings to ensure your collective satisfaction. This may take many forms, but often entails visiting new schools to experience the facility in person, observe the relationship between programs and spaces, and witness first-hand the possibilities that abound.

Before entering into an agreement, we respectfully request/suggest the County confirms that you will:

- Appoint primary representatives and points of contact for all contractual, management, design and construction issues.
- Designate a committee to collaborate with our team to refine proposed conceptual plans in accordance with budget parameters, program goals, community needs and regulatory requirements.
- Provide reasonable access to the proposed site without encumbrances or costs.

This project will necessarily require permitting and approvals from federal, state, and local agencies. To the extent that such requires your participation, we are prepared to assist you. However, to the extent appropriate, our team is prepared to handle all such matters directly to lessen the burden on the County.

Collaboration is key, and the County's participation is both necessary and welcomed!



Rockingham Judicial Center



TAB 6 | PERFORMANCE MANAGEMENT (3.7)

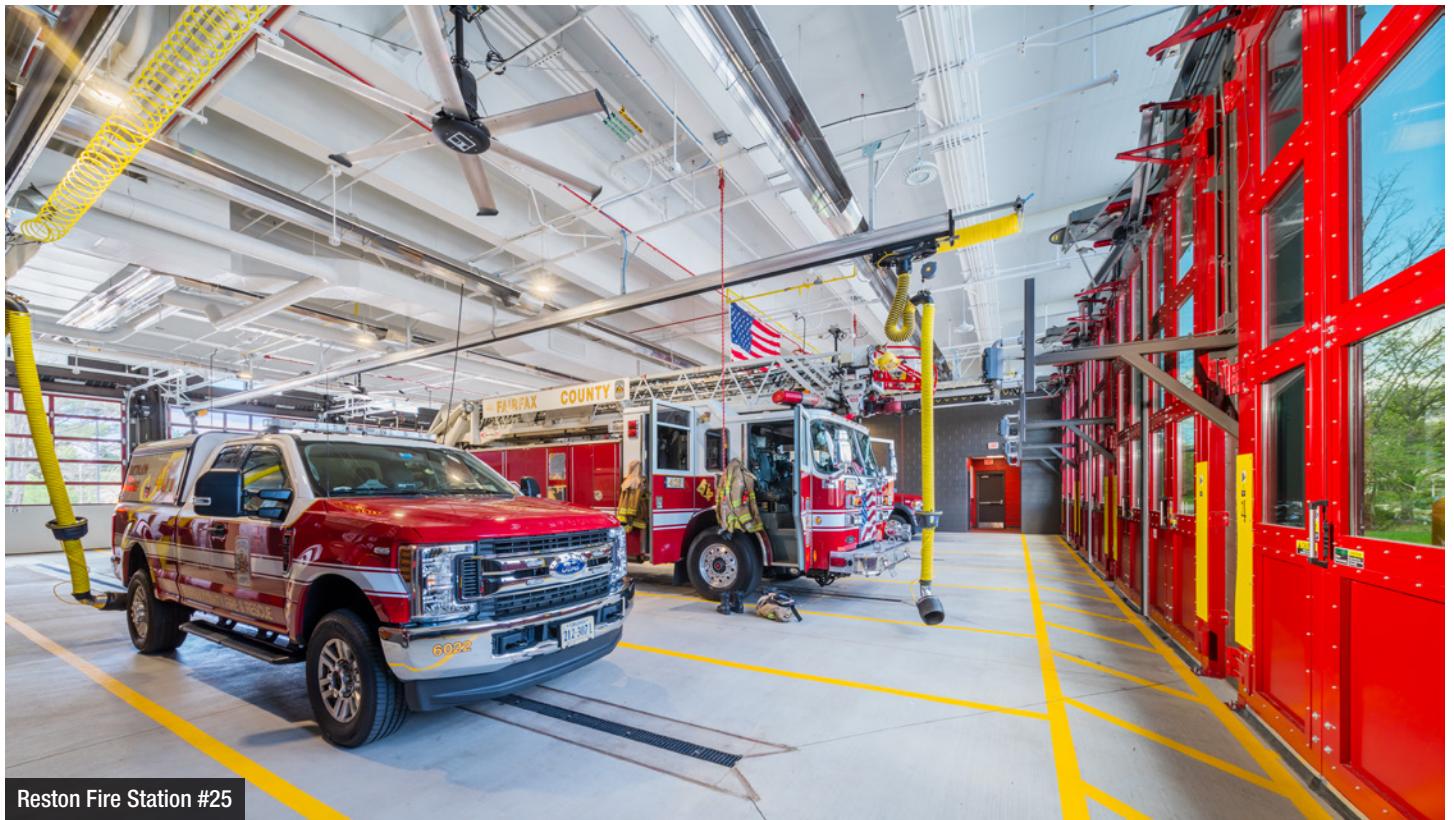
*Please see **Volume II - Redacted Proprietary Information** for our response to this section*



TAB 7 | PROJECT COST & SCHEDULE (3.8)

- 3.8.1 Life-Cycle Costs
- 3.8.2 Anticipated Schedule of Values
- 3.8.3 Project Schedule
- 3.8.4 Value-Added Options

*Please see **Volume II - Redacted Proprietary Information** for our response to this section*



Reston Fire Station #25



TAB 8 | CONFLICTS OF INTEREST (3.9)

CONFLICTS OF INTEREST

3.9.1. Identify the executive management and the officers and directors of the firm or firms submitting the proposal. In addition, identification of any known conflicts of interest or other disabilities that may impact the County's consideration of the proposal, including the identification of any persons known to the Proposer who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the Project pursuant to the Virginia State and Local Government Conflict of Interest Act, Chapter 31 (§ 2.2-3100 et seq.) of Title 2.2.

Branch Builds, Inc.

Donald Graul	CEO
Catherine Underwood	President
Bob Wills	CFO & Treasurer
Jeff Bourne	Secretary
Danny Minnix	Vice President, Safety
Matt Wise	Vice President, Accounting
Berton Austin	Vice President, Business Operations
Tony Brown	Vice President, Estimating

Balzer & Associates

Sean Horne	President	Jim McAden	Past President
Mark Beall	Executive Vice President	John McAden	Senior Vice President
Michael Bricker	Executive Vice President	William Moore	Vice President
Ray Burkholder	Executive Vice President	James Patton	Vice President
Todd Chalmers	Executive Vice President	Todd Persinger	Senior Vice President
Benjamin Crew	Vice President	Robert Pilkington	Senior Vice President
Justin Fournier	Vice President	Andy Scherzer	Executive Vice President
Taylor Goodman	Executive Vice President	Steve Semones	Executive Vice President
Daniel Hansen	Vice President	Chris Shust	Executive Vice President
David Hogan	Vice President	Randall Tritt	Vice President

RRMM

Duane Harver	President/CEO
Donna Elliott	COO
Ben Motley	Chairman of the Board
Rob Berz	Secretary
Chris Phillips	Board Member, Director of Roanoke Office
Mathew Astrin	Director of Municipal Projects Studio

After review of applicable Virginia laws and regulations, specifically Chapter 31 of Title 2.2, to the best of our knowledge, no executives or members of our proposed team have any conflicting interests, nor will any executive or member of our proposed team participate in a future interest that would conflict in any manner with the performance of services required under this PPEA project for Roanoke County.



TAB 9 | CONFORMANCE WITH THE ETHICS IN PUBLIC CONTRACTING (3.10)

CONFORMANCE WITH THE ETHICS IN PUBLIC CONTRACTING

3.10.1. Acknowledge conformance with the Ethics in Public Contracting provisions of Va. Code §§ 2.2-4367 through 2.2-4377.

Branch has provided public sector construction management and general contracting services for over 59 years and we operate with a strict commitment to ethical practices, as illustrated by the fact we have never had any issue with regard to ethical practices in either public or private sector work. As one of Virginia's largest and most prominent providers of public sector construction contracting, Branch offers Roanoke County a construction partner beholden to our strict internal moral compass, instilled by our founder Bill Branch, and always doing the right thing is an integral part of our culture. As a result, our professionals have always been, and insist upon operating in conformance with the Ethics in Public Contracting provisions of Va. Code §§ 2.2-4367 through 2.2-4377.





TAB 10 | ADDITIONAL INFORMATION (3.11)

ADDITIONAL INFORMATION

3.11.1. Proposers should use this Tab to include additional information the Proposer deems necessary and appropriate and otherwise not identified in Tabs 1 through 9.

Branch Partnering Protocol

As one of Virginia's most experienced providers of PPEA design-build services, Branch's commitment to being your partner, steward, project advocate and PPEA guide begins long before the project is awarded. In order to best serve a client, it is imperative that we not only possess a comprehensive understanding of all project objectives, but that we also understand the many nuances associated with a particular project; for example, we work to identify what project components/requirements are unique to the project as well as gain a clear understanding of how the facility will be utilized most effectively and efficiently by the end users. To that end, our team has undertaken numerous steps to understand all project objectives and to gain a clear picture of what is important to Roanoke area fire safety professionals and volunteers.

The Branch design-build team interviewed two local fire fighters (Kirby Shipman & Landon Smith) and later visited/toured two local fire stations (North County Fire and Rescue Station #1 & Vinton Fire and Rescue Station #2) as part of our research to position ourselves to best serve Roanoke County on the new Bonsack Fire Station. Our professionals, and our interest in obtaining an advanced level of understanding, were well received by the fire stations and individuals we visited. These interviews and tours have provided our team with critical information we have incorporated into our Bonsack Fire Station concept/design, as presented in the Tab 2 – Conceptual Project Plans section of this proposal.

The overriding theme we uncovered was that our local fire safety providers possess a commitment to their fire safety roles to a degree that essentially blends all aspects of their lives. Their lives revolve around their service/sacrifice to our community. Perhaps this concept is best summarized by a quote one of the volunteer fire fighters we spoke with provided our team: **“From 8-5, our station is a business – the rest of the time, it’s our home.”** This statement had a strong impact on our team, as it offered clear insight that the design and functionality of the fire station must account for the fact our fire safety personnel view their facilities as far more than the place they go to work for a portion of their time. A fire station is actually a home away from home as well and therefore must be designed to provide for unique senses of home, support and comfort in addition to being a highly functional public safety facility. Just as the science of ergonomics is incorporated into our design to ensure a highly functional and efficient facility, which is critical to the facility's purpose, we must also consider features, amenities and general aura that address the end users' holistic sensibilities given the extreme degree to which these committed professionals internalize their work and commitment to serving the greater public need. Roanoke County will provide the best fire safety service to the community when its facilities are first-class and its people's psyches are most conducive to performing the stressful, demanding services required of the profession.

It was clear that the positioning and layout of the various living amenities is crucial to the end users. Our flexible and adaptable design concept has been updated to incorporate these features to derive a layout that provides for the end users' needs as both “a business and a home.” We have intentionally created an agile design concept that will seamlessly allow for additional adaptation to include further Roanoke County and end user input as the design progresses from our initial concept.

Finally, our team was so inspired by the conversations we had with the many fire fighters we interacted with, that we are interested in exploring a heightened degree of partnership with the County should we be selected. For instance, our team offers prefabrication and shop capabilities that can be utilized to create Maltese Cross ornamentation to be displayed inside and outside of the station as we were told multiple times how much this emblem means to the fire fighters. We would like to discuss our vision for this ornamentation and how we could provide these as a pro-bono service to Roanoke County. To this end, we would also like to explore how the Branch Group could become a formal on-going partner by supporting the Bonsack Fire Station in volunteer and donation support/sponsorship long after the facility is turned over to the County.



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