



# BONSACK FIRE STATION

Solicited PPEA Proposal for Construction - *Detailed Phase*

RFP# 2023-020

COPY - REDACTED

November 28, 2022 | 2:00 PM





## Lexington Fire Station

Following a strict review process and designed after Lexington's historic local architecture, the 18,000 SF Lexington Fire Station includes 5 apparatus bays, arches, a bell tower, and a two color scheme brick façade.

# TABLE OF CONTENTS

<b>3.2. Introduction .....</b>	<b>1</b>
3.2.1. Cover Letter .....	1
3.2.2. Executive Summary .....	2
3.2.3. Proposal Signature Sheet .....	3
3.2.4. Proprietary/Confidential Information .....	4
3.2.5. Changes to Conceptual Stage Proposal .....	4
<b>3.3. Conceptual Project Plans .....</b>	<b>6</b>
3.3.1. Site Plan .....	6
3.3.2. Building Concepts .....	7
3.3.3. System Narratives .....	11
Site Narrative .....	10
Site Pavements .....	10
Retaining Wall .....	10
Structural Narrative .....	10
Architectural Narrative.....	11
Apparatus Bays .....	12
Red/Yellow Zone .....	13
Green Zone .....	14
FF&E .....	16
M/E/P Narrative.....	16
HVAC .....	16
Electrical .....	17
Plumbing Pipes .....	20
Plumbing Fixtures .....	21
<b>3.4. Additive Facility Enhancements .....</b>	<b>23</b>
3.4.1. Enhancements Above Facility Requirements .....	23

<b>3.5.</b>	<b>Guarantees &amp; Warranties .....</b>	<b>25</b>
3.5.1.	Design and Construction Team .....	25
<b>3.6.</b>	<b>Proposed County Responsibilities .....</b>	<b>27</b>
3.6.1.	Work Required by Roanoke County .....	27
<b>3.7.</b>	<b>Performance Management .....</b>	<b>29</b>
3.7.1.	Project Evaluation System .....	29
<b>3.8.</b>	<b>Project Cost &amp; Schedule .....</b>	<b>31</b>
3.8.1.	Life Cycle Costs, Methodology, and Assumptions .....	31
3.8.2.	Schedule of Values .....	32
3.8.3.	Schedule .....	33
3.8.4.	VE/VA Options for Consideration .....	34
<b>3.9.</b>	<b>Conflict of Interest .....</b>	<b>36</b>
3.9.1.	Executive Management .....	36
<b>3.10.</b>	<b>Conformance with Ethics in Public Contracting ....</b>	<b>37</b>
<b>3.11.</b>	<b>Additional Information .....</b>	<b>39</b>



# 3.2

## INTRODUCTION

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November 28, 2022

ATTN: Heath Honaker, County Purchasing Director  
Purchasing Division  
Roanoke County Administration Building  
5204 Bernard Drive, Suite 300 F  
Roanoke, VA 24018

**Re: Solicited PPEA Proposals for Construction of Bonsack Fire Station  
RFP# 2023-020**

Dear Heath,

Thank you for inviting G&H Contracting to submit a Detailed Proposal for the new Bonsack Fire Station. We would like nothing more than to join your team and continue working on this project, as we have diligently considered all aspects, reviewed the input provided, and are ready to aid in providing solutions.

We know we are the right fit for this facility in this procurement format. Our team's experience and expertise on fire stations displayed in the conceptual phase, paired with our ability to gain this experience via the customary bid process, exemplifies why the PPEA process exists.

No company has done more because no other company could beat our price. Now that our project team has efficiently worked together through pre-construction, we are ready to continue these relationships in an official team atmosphere.

Our design team and subcontractor pool represents a group that has had the most collaborative communication and levels of experience on our fire stations. The admiration we have for Roanoke County's Fire & Rescue staff, and our ability to navigate Roanoke City, results in our team being the optimal choice from all angles.

Sincerely,

A handwritten signature in black ink, appearing to read 'Troy Henderson'.

Troy Henderson, Vice President G&H Contracting  
THenderson@ghcontracting.com

## 3.2. Introduction

### 3.2.2. Executive Summary

“

We approach this project ready to utilize all involved, including Roanoke County Fire & Rescue, Roanoke County, Roanoke City, and the Design and Construction teams. We will develop a successful essential facility that meets the needs of Roanoke County, and our team will lead this project through to a timely completion.

It is a prerequisite that we responsibly meet the localities fiscal goals, in conjunction with providing an NFPA 1710 level facility, that improves the quality of life of its staff and the citizens it will serve. The new station will be a high-quality and aesthetically pleasing improvement to the community around it.

Once it is complete we will stand behind it.”

**Troy Henderson, G&H Contracting**

## 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](mailto: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.

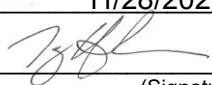
THIS PUBLIC BODY DOES NOT DISCRIMINATE AGAINST FAITH-BASED ORGANIZATIONS.

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:**

G & H Contracting, Inc. Date: 11/28/2022

1383 Southside Drive By: 

(Signature in Ink)

Name: Troy Henderson

(Please Print)

Salem, VA Zip: 24153 Title: Vice President

Phone: (540) 387-5059 FAX: (540) 387-3394

Email: THenderson@ghcontracting.com Business License# 901293, City of Salem

Virginia State Corporation Commission Identification Number: 03416328

## 3.2. Introduction

### 3.2.4. Proprietary/Confidential Information

The sections in this proposal we consider proprietary are:

#### 3.3 Conceptual Project Plans

- 3.3.2. Building Concepts
- 3.3.3. System Narratives

#### 3.4. Additive Facility Enhancements

- 3.4.1. Enhancements Above Facility Requirements

#### 3.8. Project Cost & Schedule

- 3.8.2. Schedule of Values
- 3.8.3. Schedule
- 3.8.4. VE/VA Options for Consideration

#### 3.9. Conflicts of Interest

- 3.9.1. Conflict of Interest Statement

### 3.2.5. Changes to Conceptual Stage Proposal

We have no changes to our Conceptual Stage Proposal.



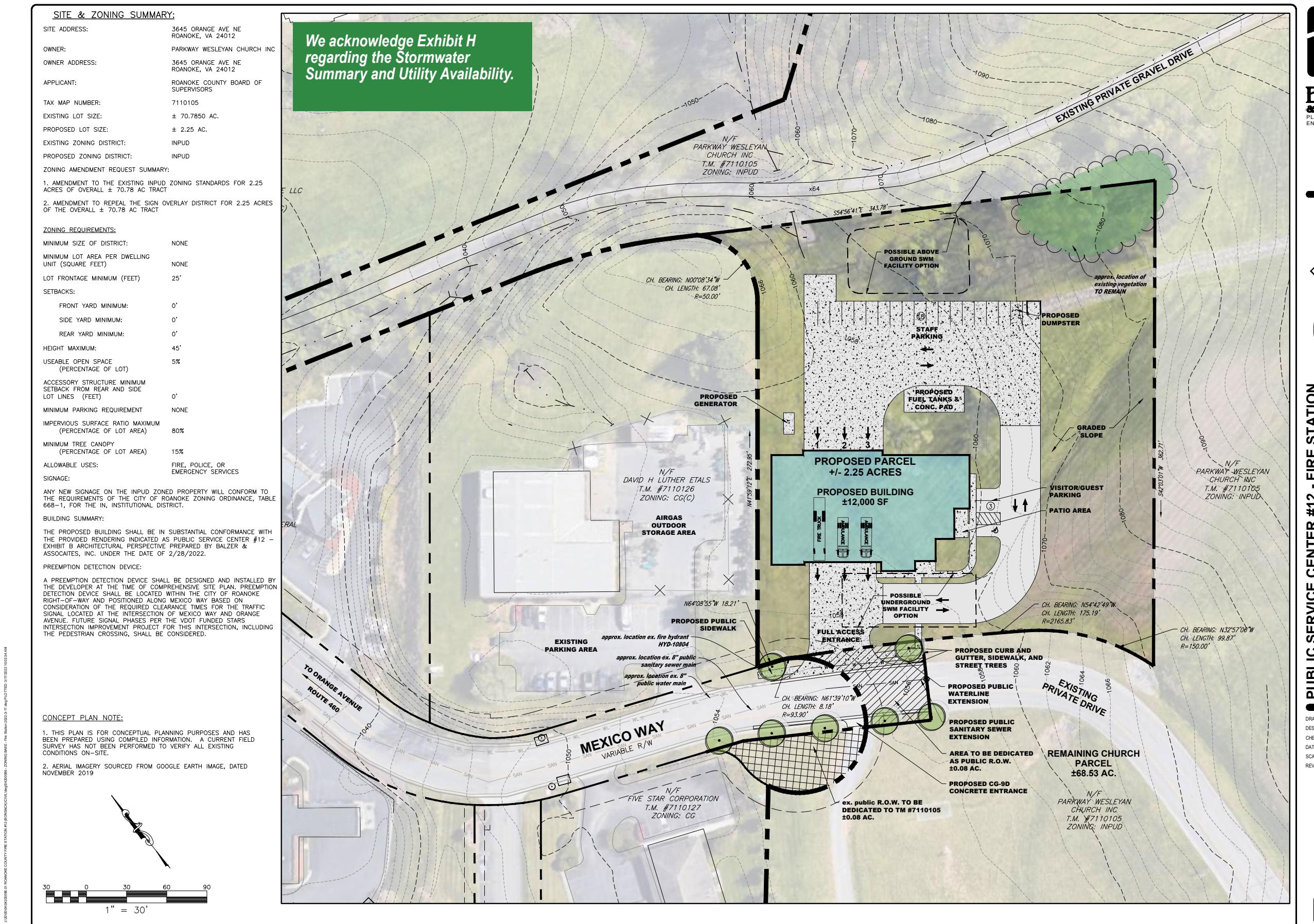
# 3.3

## CONCEPTUAL PROJECT PLANS

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### 3.3.1. Site Plan



BALZER  
& ASSOCIATES  
PLANNERS / ARCHITECTS  
ENGINEERS / SURVEYORS

Roanoke / Richmond  
New River Valley / Staunton  
Harrisonburg / Lynchburg  
[www.balzer.cc](http://www.balzer.cc)

1208 Corporate Circle  
Roanoke, VA 24018  
540.772.9580

PRELIMINARY



3645 ORANGE AVE NE  
ROANOKE, VA 24012

INPUD DEVELOPMENT PLAN

3645 ORANGE AVE NE  
ROANOKE, VA 24012

3/18/2022

1" = 30'

REVISIONS



### 3.3.2. Building Concepts

This section is proprietary information and  
may not be shared per the protection of  
section 2.2-4342(f) of the Code of Virginia.

## 3.3. Conceptual Project Plans

### 3.3.3. System Narratives

**This section is proprietary information and may not be shared per the protection of section 2.2-4342(f) of the Code of Virginia.**

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# 3.4

## ADDITIVE FACILITY ENHANCEMENTS

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## 3.4. Additive Facility Enhancements

### 3.4.1. Enhancements Above Facility Requirements

**This section is proprietary information and may not be shared per the protection of section 2.2-4342(f) of the Code of Virginia.**

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3.5

## GUARANTEES & WARRANTIES

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## 3.5. Guarantees & Warranties

### 3.5.1. Outline of Design and Construction Teams

**G&H Contracting** will handle all construction related services for this project. Our design team leader, **Hughes Associates A&E**, will manage the design team.

Together, we have assembled a design team consisting of **Day & Kinder Consulting Engineers, PLLC** (structural engineering), **Stewart Cooper**, **Newell Architects** (fire station design consultant), and **Ascent Engineering Group** (mechanical/electrical/plumbing/fire protection engineering).

#### Guarantees and Warranties

G&H standardizes warranties and guarantees per typical project specifications for one year, but seeks to accommodate an advanced level of service. It is extremely common for G&H to respond and remain involved after the one year warranty period for many items, as our Clients are typically people we come to know, or already know, on an extensive basis. We are, and have always been, a responsible service provider.



#### CONSTRUCTION TEAM



#### DESIGN TEAM



Day & Kinder  
Consulting Engineers, PLLC



# 3.6

## PROPOSED COUNTY RESPONSIBILITIES

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## 3.6. Proposed County Responsibilities

### 3.6.1. Work Required by Roanoke County

Before entering into an agreement, we request that Roanoke County:

- Select Points of Contact for all aspects of contracts, financing, management, design, and construction.
- Select a committee to work with our team to program, provide feedback on conceptual plans, budgeting, community needs, and regulatory agency requirements.
- Provide reasonable access to the proposed site

The following work will be required of Roanoke County:

- Review PPEA proposals
- Serve as an Admin to the PPEA process
- Negotiate the Interim or Comprehensive Agreement
- Perform standard permitting and review (Roanoke City)
- Fund the construction of the fire station
- Provide any items required by the Interim Comprehensive Agreement such as connection fees and special inspections defined by the agreement.



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3.7

## PERFORMANCE MANAGEMENT

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## 3.7. Performance Management

### 3.7.1. Project Evaluation System

#### Maintaining the Schedule

Maintaining the schedule is a continuous process. Upon the creation of a project schedule, we will communicate all tasks and milestones with the project team. We will update the schedule regularly and notify Roanoke County of our progress. We use integrated software internally that can be linked externally via vehicles like Procore.



#### Cash Management

G&H Contracting uses integrated software (Sage Timberline) that tracks all projects costs and individual man hours throughout the project. We track these costs in conjunction with the schedule to ensure our project completes on time and within budget.

#### Quality Assurance/Quality Control

Preliminary Concepts and Exhibits were developed for the project. Per requirements, we will substantially conform to these exhibits and the design team will enhance the project with required standards and review quality control.

Our team will use municipal and special inspection services, regular designer/contractor/Owner meetings, progress reviews, and internal reviews. At 75% completion of construction documents, the documents reviewed for quality assurance by another design professional in the firm who is not associated with the project.

#### Worker Safety

Our company requires workers to participate in safety education programs such as OSHA 10-hour, OSHA 30-hour, Focus Four via Builders Mutual, and in-house Tool Talks compiled by our Safety Committee, which is attended by field staff, supervision, project management, and executive staff. We are also a long-time participant in OSHA's Complimentary Compliance program.

We have a comprehensive safety program managed and overseen by our Safety Manager, Danny Guard and implemented by our OSHA certified project superintendents. We want to be constantly aware of any potential safety concerns, such as means of entrance, egress, and job site circulation.

#### Minimizing Change Orders

The key to minimal change orders starts with a comprehensive set of drawings and clear communication with the contractor. In order to minimize change orders, the design team and contractor must work well together and have extensive experience with the task at hand and provide a detailed established scope of work that is communicated to the owner and confirmed acceptance of such. From there change orders are only derived in two instances. Environmental pre-existing unknown conditions that can be accounted for in the contract in advance, or Owner requested modifications that can be protected and allocated for as a contingency in the project.

#### Legal Compliance

In working with many municipalities, we've developed best practices and a strong awareness for how localities operate. We build relationships with local building officials and are familiar with City or County's building department. This helps to clarify/interpret any grey areas in the building code. Preliminary code reviews are often presented to the local building officials and fire marshal to expedite the approval process.

# 3.8

## PROJECT COST & SCHEDULE

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## 3.8. Project Cost & Management

### 3.8.1. Life Cycle Costs, Methodology, and Assumptions

Our assumptions relied on for a successful project are:

- Adequate funding will be available in a timely manner
- We assume there will not be another global pandemic outbreak
- Inflation will be present, but not as volatile as earlier in the year
- Government approvals will occur in a reasonable amount of time
- Due to the site being clear with access to utilities, we do not assume any unmitigable conditions are present



### 3.8.2. Schedule of Values

**This page is proprietary information and may not be shared per the protection of section 2.2-4342(f) of the Code of Virginia.**

### 3.8.3. Schedule

This page is proprietary information and may  
not be shared per the protection of section  
2.2-4342(f) of the Code of Virginia.

### **3.8.4. VE/VA Options for Consideration**

**This page is proprietary information and may not be shared per the protection of section 2.2-4342(f) of the Code of Virginia.**

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3.9

## CONFLICT OF INTEREST

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## 3.9. Conflict of Interest

### 3.9.1. Executive Management

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# 3.10

## CONFORMANCE WITH ETHICS IN PUBLIC CONTRACTING

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### **Acknowledgment of Conformance**

G&H Contracting acknowledges conformance with Article 6, Ethics in Public Contracting, to include provisions § 2.2-4367 - 2.2-4377.

# 3.11

## **ADDITIONAL INFORMATION**

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## 3.11. Additional Information

### Additional Information

G&H Contracting has reviewed the below Comprehensive Agreement and General Conditions and finds it acceptable.

#### COUNTY OF ROANOKE, VIRGINIA INTERIM/COMPREHENSIVE AGREEMENT BETWEEN OWNER AND PPEA CONTRACTOR

THIS INTERIM/COMPREHENSIVE AGREEMENT (the "Contract") is dated and effective as of this \_\_\_\_\_ day of \_\_\_\_\_, 2022 (the "Effective Date"), by and between County of Roanoke, Virginia, hereinafter referred to as the "County" or "Owner," and {legal name/address of Private Entity}, hereinafter referred to as the "Private Entity," Choose an item.

#### RECITALS

A. The legal address for the Owner and for the Contractor and the addresses for delivery of Notices and other project documents are as follows:

Owner: County of Roanoke, Virginia  
Attn: Doug Blount, Assistant County Administrator  
Address: 5204 Bernard Drive, Roanoke, VA 24018  
Telephone: (540) 777-6321  
Email: dblount@roanokecountyva.gov

PPEA Contractor (Contractor): \_\_\_\_\_

Attn: \_\_\_\_\_  
Address: \_\_\_\_\_  
Telephone: (\_\_\_\_) \_\_\_\_-\_\_\_\_  
Email: \_\_\_\_\_  
Contractor's Virginia License#: FEIN \_\_\_\_\_

B. The Project is identified as and is entitled: Bonsack Fire Station

General Project Description - Design and Construction of an approximately \_\_\_\_\_ sf. fire station building located on property owned by the County of Roanoke containing 2.2459 acres located at 1465 Mexico Way, N.E., Roanoke City, Virginia (Tax Map No. 7110128).

C. The Virginia licensed Architect/Engineer who has been employed by PPEA Contractor to assist in the design of the Project is identified as:

Architect/Engineer: \_\_\_\_\_  
Attn: \_\_\_\_\_  
Architect's Address: \_\_\_\_\_  
Telephone: (\_\_\_\_) \_\_\_\_-\_\_\_\_  
Email: \_\_\_\_\_



## THANK YOU

On behalf of G&H Contracting and the rest of our team, thank you again for your time in reviewing our information. A large part of the G&H's success story can be attributed to repeat business from strong relationships. I look forward to hearing from you and hope we can continue to provide Roanoke County with the services they deserve.

Sincerely,  
Troy

G&H Contracting, Inc.  
1383 Southside Drive  
Salem, VA 24153  
Phone: (540) 387-5059

For more information, visit:  
[www.GHContracting.com](http://www.GHContracting.com)

