

Beaufort County School District *Construction Management at-Risk Services - Additions to River Ridge Academy and May River High School - Technical Proposal*

Solicitation #19-018

July 17, 2019

Hood Construction Company, Inc.



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BUILD IT THE RIGHT WAY.

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BUILD IT THE RIGHT WAY

Signed Cover Letter and Page Two



*Taking a holistic
approach to our
client's business
and project
objectives is at
the heart of all
we do.*





July 17, 2019

Ms. Kaylee Yinger
Procurement Officer
Beaufort County School District
2900 Mink Point Boulevard
Beaufort, SC 29902

Dear Kaylee and Members of the Selection Committee,

Thank you for your interest in Hood Construction Company. Our firm very much appreciates the opportunity to serve as Construction Partner for the *River Ridge Academy and May River High School Additions*. Our Director of Institutional Services, Ken Brophrey, has been following this important campus project with much anticipation. As you may be aware, Ken worked with the district on the construction of Whale Branch High School, and is currently managing construction of another K-12 facility in the Beaufort area. We are thrilled to witness Beaufort County School District's tremendous progress, and look forward to assisting you with these exciting educational facility expansions.

Over the past 33 years, Hood Construction has developed into an organization of truly outstanding and talented people, dedicated to producing the highest standard in construction products and services. Our firm is comprised of solid community members — employees who are committed to the clients we serve. The positive culture and integrity of our staff is readily apparent by their long tenure with our firm, and in their level of personal dedication to each unique project objective.

You will find our team highly skilled in performance-driven Pre-Construction and Construction Management services — providing conceptual & staged budgeting, site consulting, best value design & engineering analysis, competitive sub-contractor pricing, construction implementation, and beyond. We believe in bringing the best possible value to each client's project objectives, and regularly serve in a CM at Risk capacity. In fact, over 90% of our projects are delivered through this highly-successful integrated project approach. We also very much look forward to working with your chosen design partner, *LS3P*, on these projects. Our firm has enjoyed partnering with *LS3P* in the past, and considers their outstanding design talent a tremendous asset to any project.

Thank you, again. We trust the enclosed information relays our excitement about becoming a part of this project, as well as our commitment to honesty, integrity and quality-driven performance. We look forward to working with you!

Sincerely,

S. Mark Hood
President & CEO





Beaufort County School District

Solicitation Number: 19-018
Date Printed: June 19, 2019
Date Issued: June 19, 2019
Procurement Officer: Kaylee Yinger
Phone: 843-322-2349
Email: Kaylee.Yinger@beaufort.k12.sc.us

Request for Proposals

DESCRIPTION: Construction Management at-Risk Services – River Ridge Academy and May River High School Additions

SUBMIT OFFER BY (Opening Date & Time): July 17, 2019 @ 2:00 PM

QUESTIONS MUST BE RECEIVED BY: July 11, 2019

NUMBER OF COPIES TO BE SUBMITTED: Six (6) Originals and One CD (all documents as a single PDF file)

Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior.

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

MAILING ADDRESS:

Beaufort County School District
Procurement Office
P.O. Drawer 309
Beaufort, SC 29901-0309

PHYSICAL ADDRESS:

Beaufort County School District
Procurement Office
2900 Mink Point Blvd
Beaufort, SC 29902

CONFERENCE TYPE: NO PRE-BID CONFERENCE

LOCATION:

DATE & TIME:

AWARDS & AMENDMENTS:

Award will be posted at the Physical Address stated above on or after **July 17, 2019**. The award, this solicitation, and any amendments will be posted at the following web address: <http://beaufortschools.net>. You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, you agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

NAME OF OFFEROR: (Full legal name of business submitting the offer)

ENTITY TYPE:

Hood Construction Company, Inc.

Corporate Entity (not tax-exempt)

AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above)

S. Mark Hood

President and CEO

PRINTED NAME

TITLE

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. An offer may be submitted by only one legal entity. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.

PAGE TWO
(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business): 1050 Shop Road Suite A Columbia, SC 29201	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent): 1050 Shop Road Suite A Columbia, SC 29201 771.0449
PHONE NUMBER: 803.765.2940	
EMAIL ADDRESS: mcolquitt@hoodconstruction.com	

PAYMENT ADDRESS (Address to which payments will be sent): 1050 Shop Road Suite A Columbia, SC 29201 <input type="checkbox"/> Payment Address Same as Home Office Address <input type="checkbox"/> Payment Address Same as Home Notice Address (check one only)	ORDER ADDRESS (Address to which all purchase orders will be sent): 1050 Shop Road Suite A Columbia, SC 29201 <input type="checkbox"/> Payment Address Same as Home Office Address <input type="checkbox"/> Payment Address Same as Notice Address (check one only)
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ACKNOWLEDGEMENT OF AMENDMENTS:	<u>Amendment Number</u> Addendum 1	<u>Amendment Issue Date</u> 07.02.19
Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.		

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> If yes, please include a copy of your certification.
--

BUILD IT THE RIGHT WAY

Firm Information



*Although we
build a variety
of products,
Our true
specialty is
our client*





Contact information and history of the firm

Hood Construction is located at 1050 Shop Road, Suite A, Columbia, SC, 29201, and can be reached by phone at 803.765.2940. **The contact person regarding this proposal is Margaret Colquitt, Vice President of Business Development.** She can be reached at our main number, above, or by email at mcolquitt@hoodconstruction.com.

About Hood

Hood Construction is a full service Construction Management company founded in 1986. After working over seven years in the construction industry, **Owner Mark Hood** enlisted additional industry talents to formally begin his own firm — an organization *now boasting 33 years of service* — emphasizing both personal & professional integrity, with a commitment to “Client Focus” every step of the way.

Hood Construction employs approximately 70 staff members, including a highly talented management and administrative team, each of whom has professional training and extensive experience in all facets of our industry. Our safety record remains one of the best in construction. **Hood Construction holds a CM License in South Carolina and an unlimited General Contracting license in South Carolina, North Carolina, and Georgia, and is incorporated in the state of South Carolina.**

Our Services

- Planning & Pre-Construction Services
- Design/Partnering Project Delivery
- General Contracting of Construction
- Construction Management

Our Values

Hood Construction has a simple philosophy:

- We believe in striving to be the best in our field, serving our client’s interests with the highest quality consulting & construction management services available.
- We believe in building it right.
- And we pride ourselves in building teams that share these same ideals.

Our Commitment

Hood Construction takes seriously our commitment to our clients by providing:

- Industry Expertise & Partnerships
- Value-Based Consulting
- Teamwork & Synergy
- Quality Workmanship
- Creative & Effective Budget Solutions
- And ...We stand behind our promises.



A photograph of a modern science classroom. In the foreground, a large black table has a human skeleton model on it. The room features wooden cabinets, a whiteboard, and various science equipment. A row of small human skeletons is mounted on the wall above the cabinets.

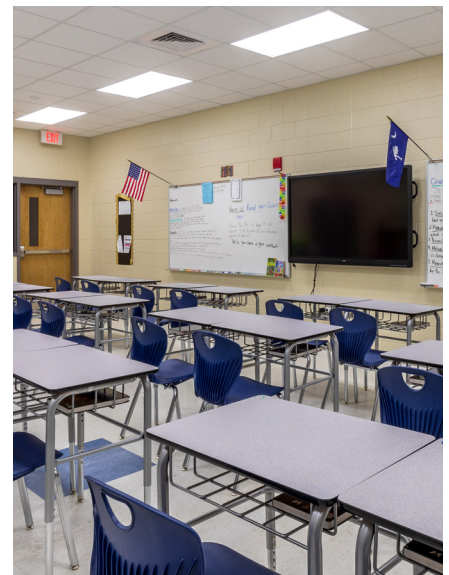


1. **Introduction**
 2. **Background**
 3. **Methodology**
 4. **Results**
 5. **Conclusion**
 6. **References**

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BUILD IT THE RIGHT WAY



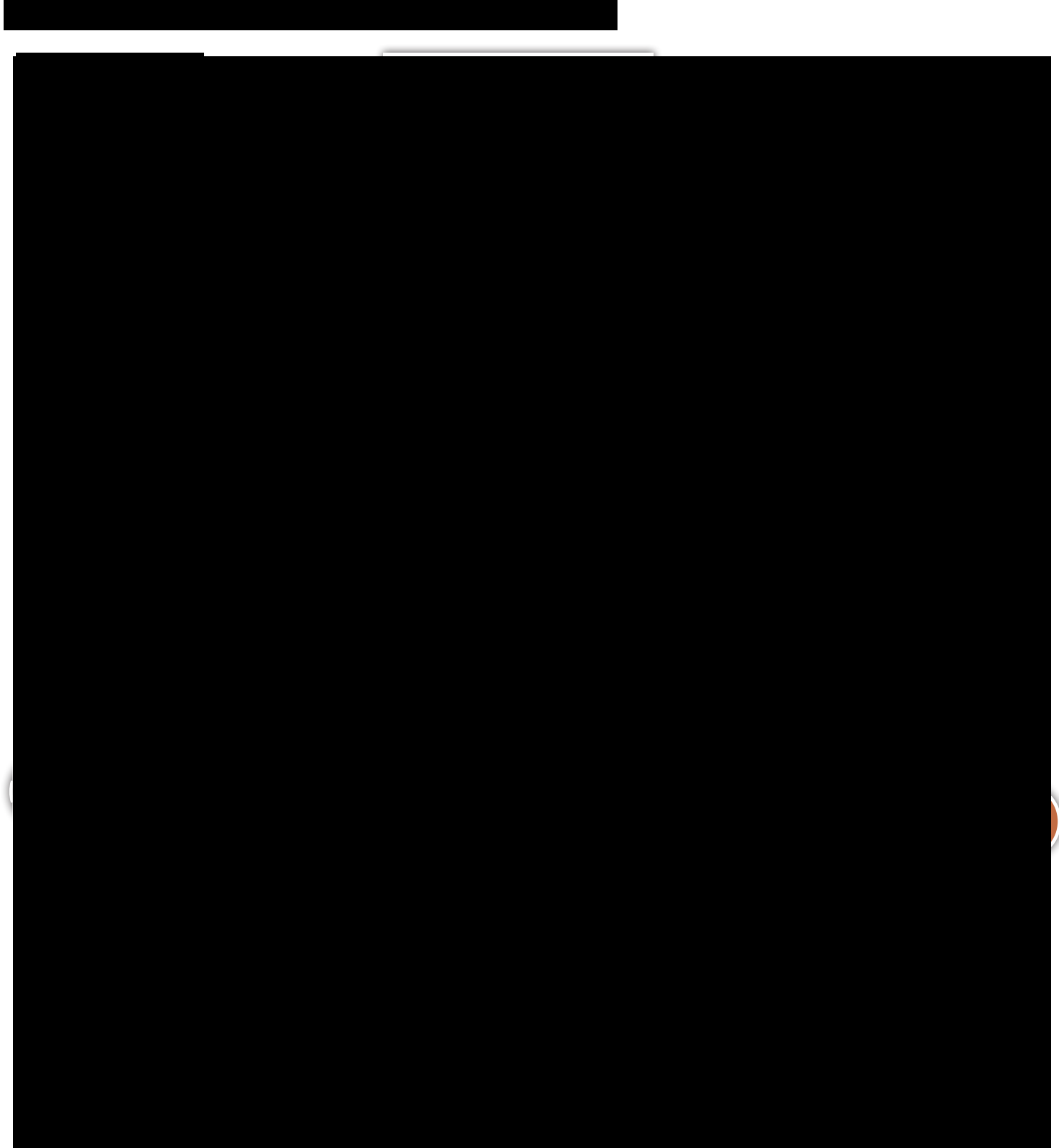
Pre- Construction and Construction Project Team

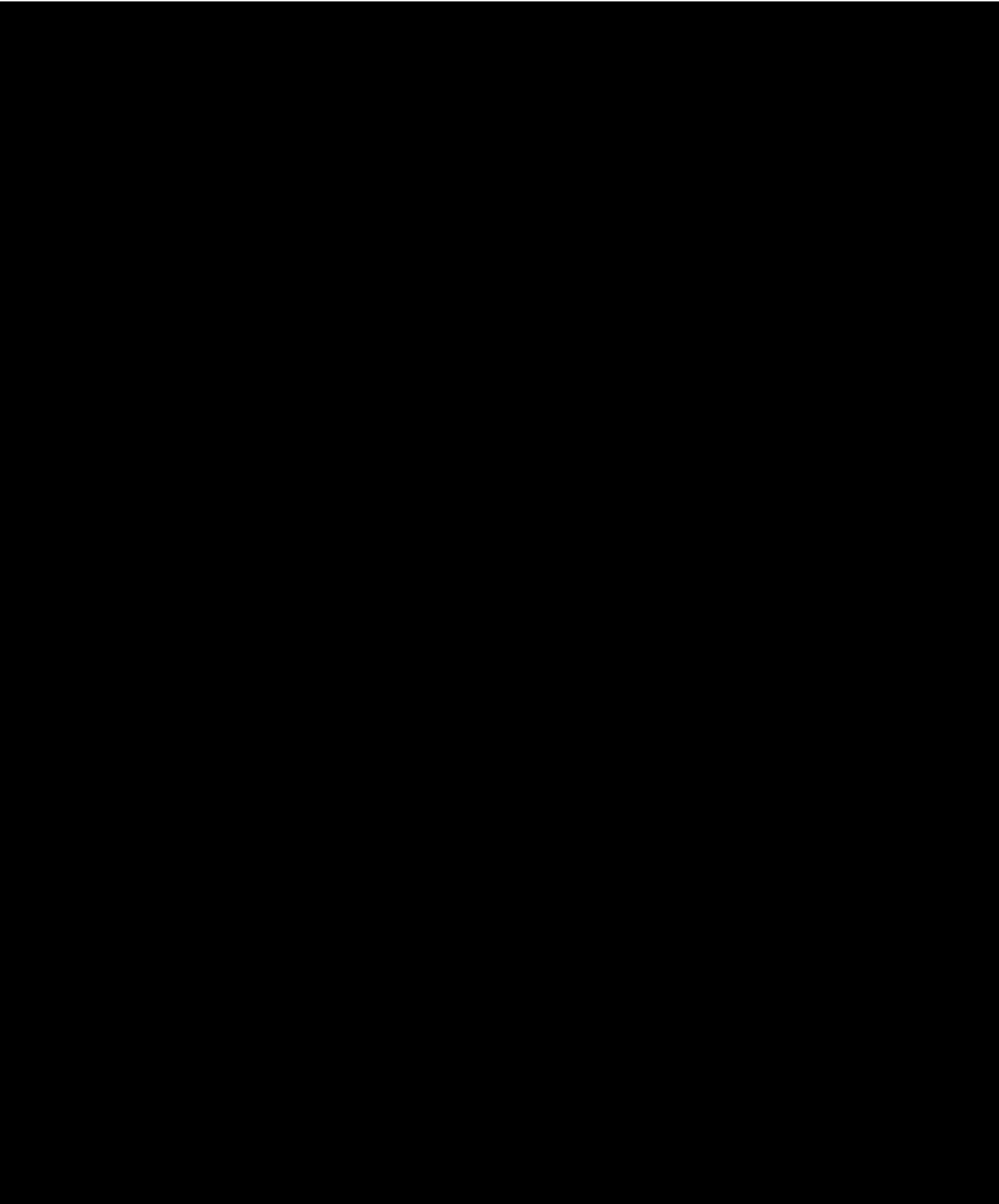


*Our clients have
allowed us to leave
our hand print on
many wonderful
buildings - and
our pride grows
along with our
clients' as we share
in their progress.*



Our project team for Beaufort County Schools consists of a highly qualified group of outstanding construction professionals. All team members remain cohesive throughout all phases of Pre-construction and Construction, providing for seamless transitions of performance areas. Next to each individual, percentages are shown





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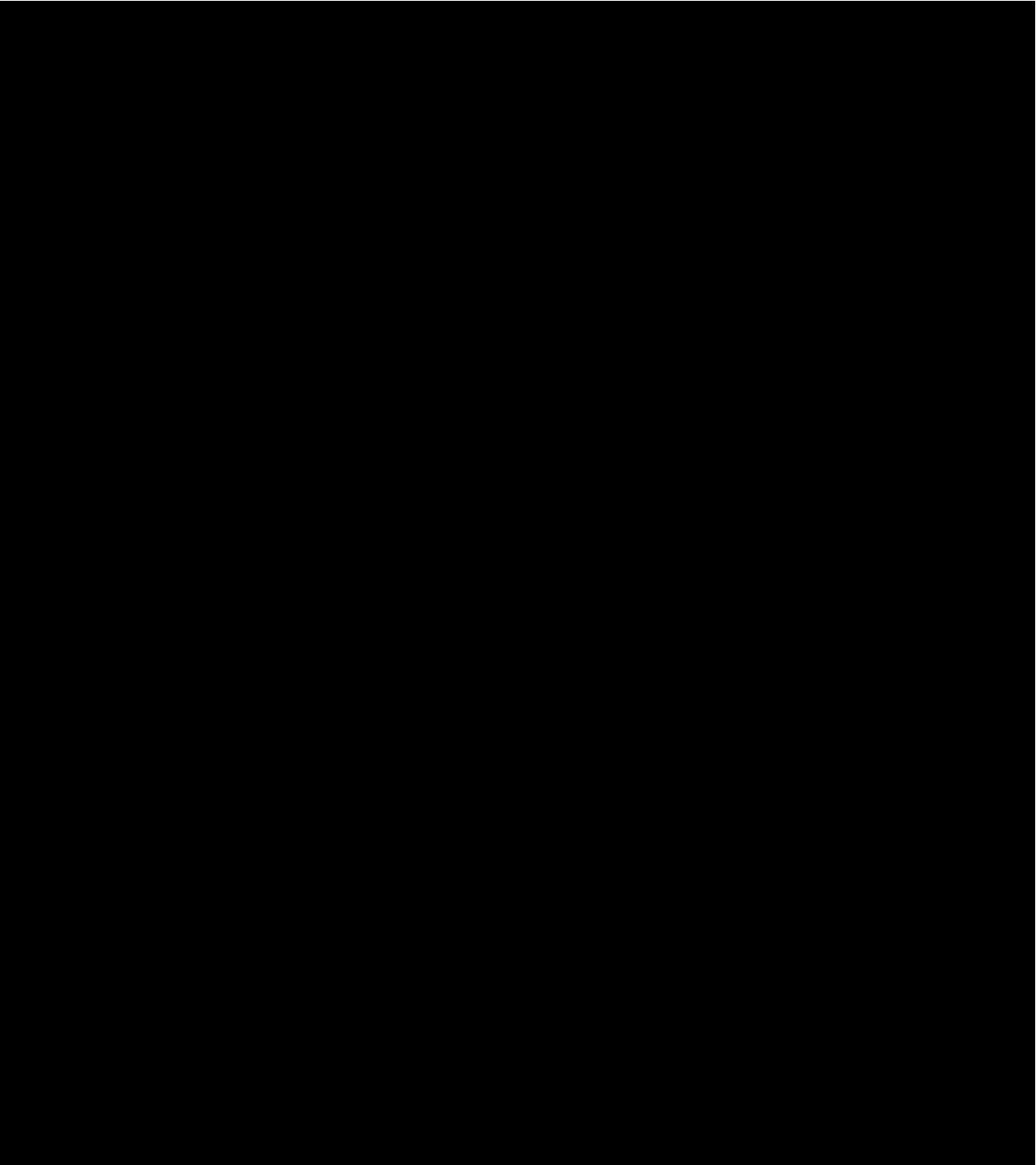
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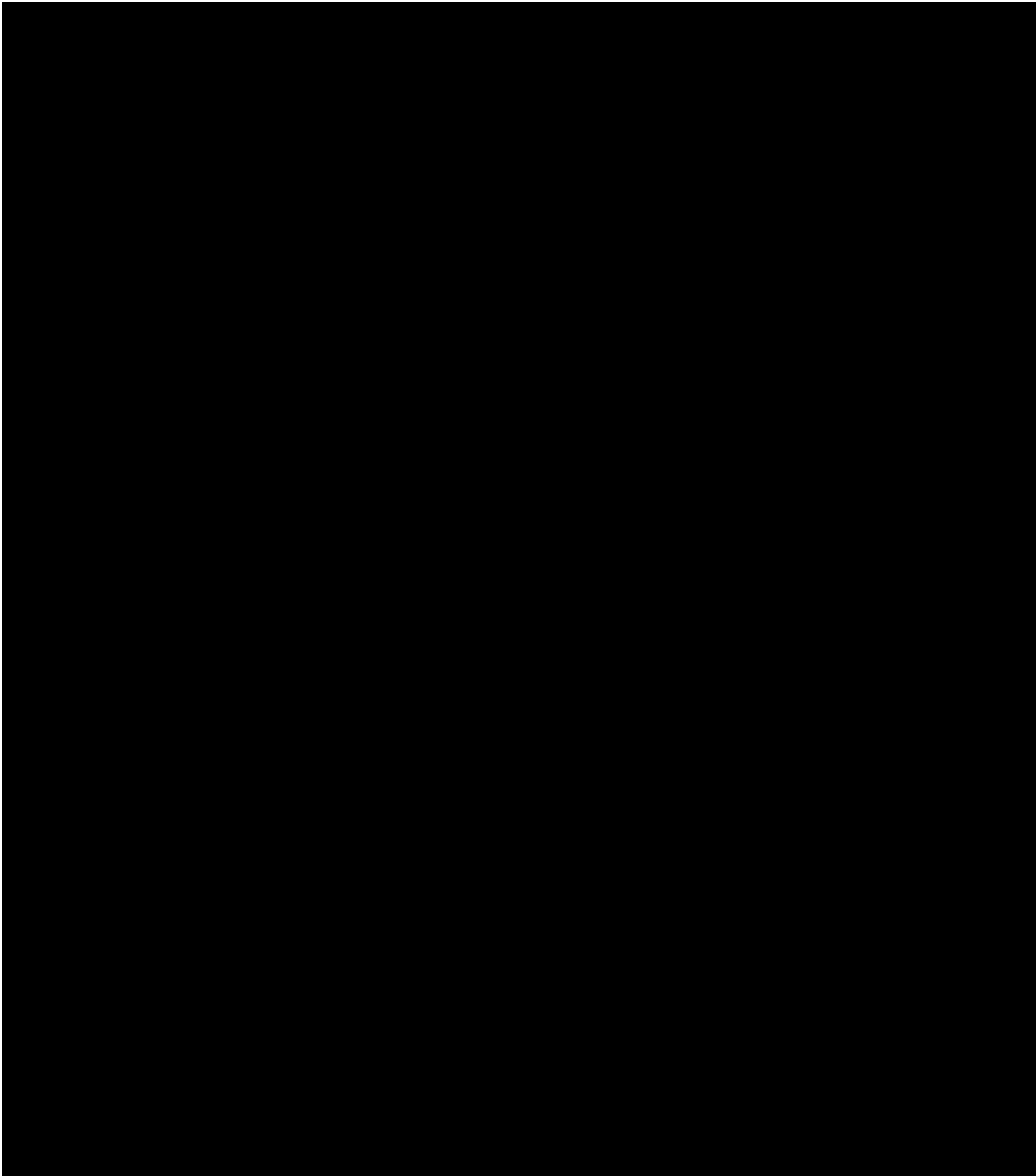
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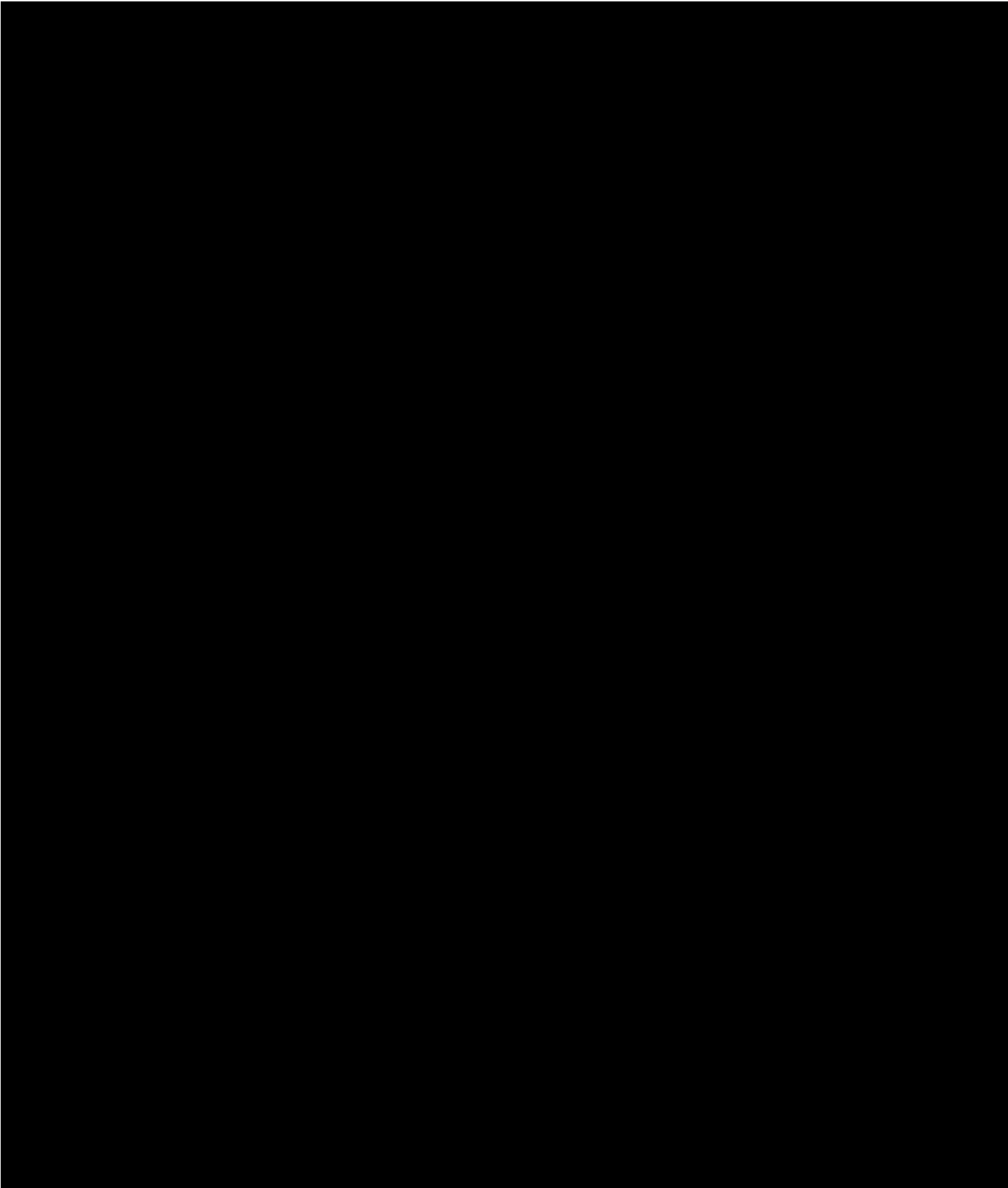
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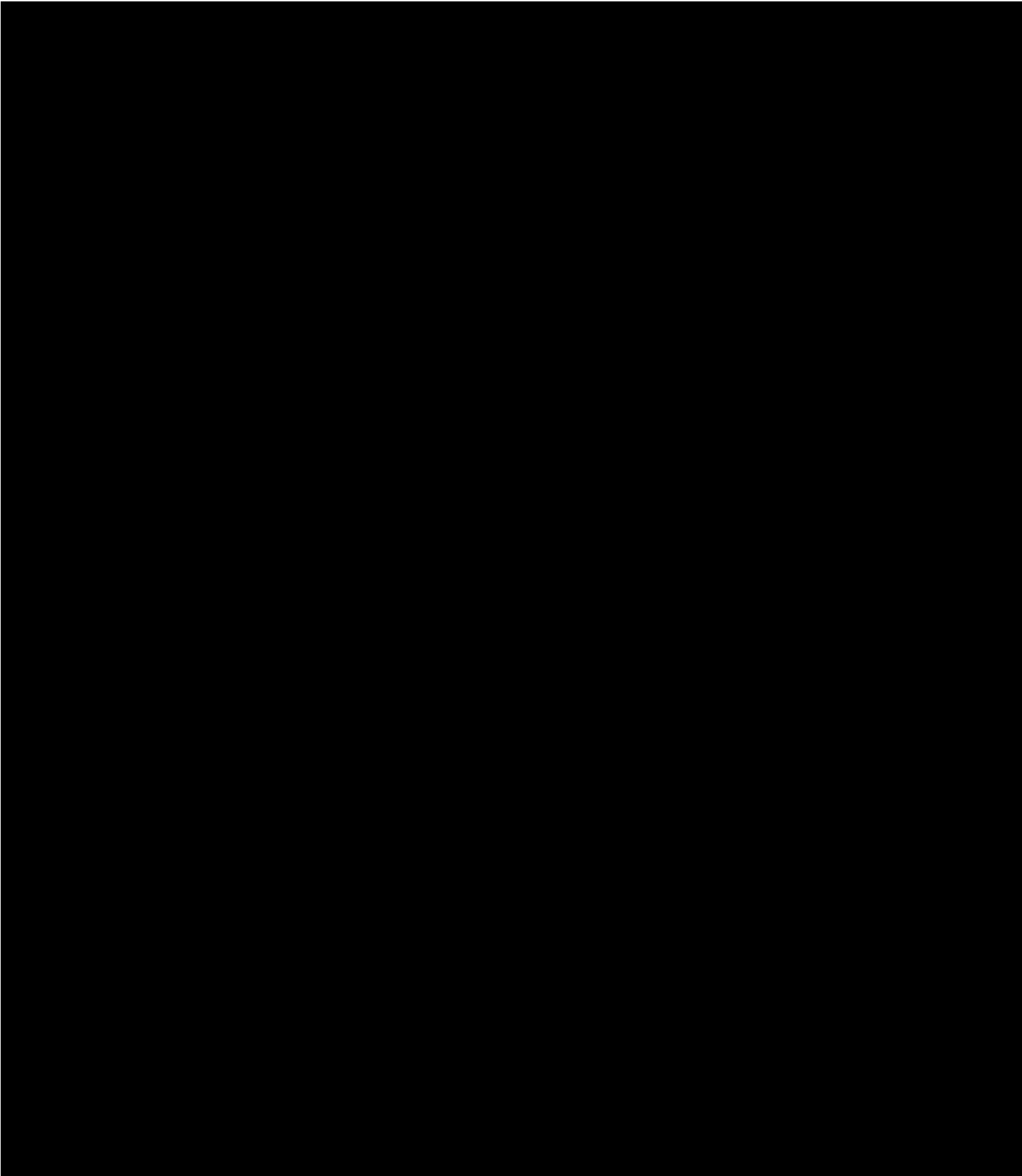
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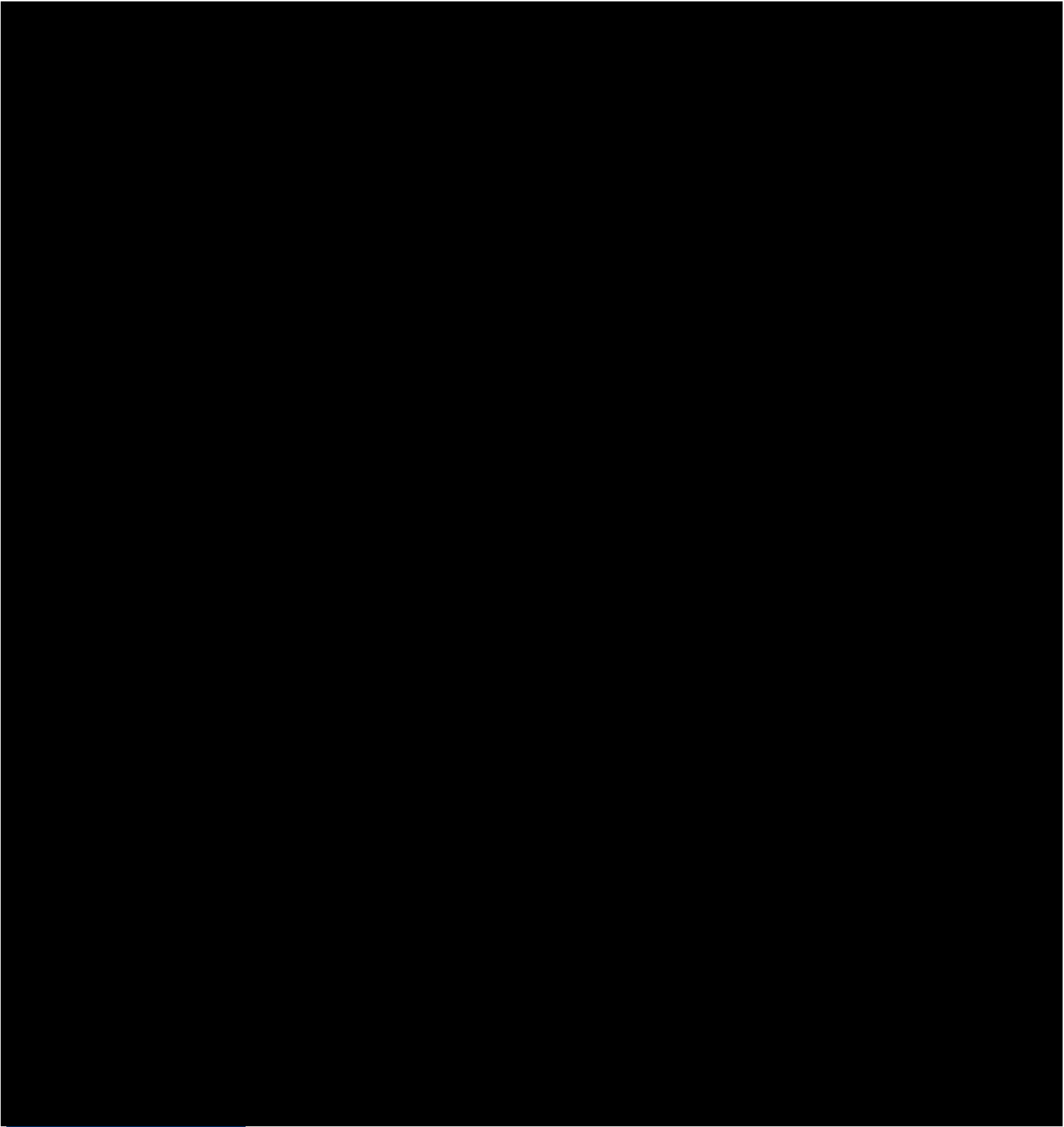


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[Redacted]

[Redacted]

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e s

BUILD IT THE RIGHT WAY

Previous Experience



We consider Hood Construction an industry partner of choice because they are fair, reasonable and fully committed to safety.

- Lewis Caswell
W.O. Blackstone



4.0.1.4 Previous Experience



For the past three years, provide the following information:

a. Identify all projects (name, location, completion date, contract amount)

Over the past three years, Hood Construction has completed approximately 71 projects. In the interest of space and relevancy, we have selected a sampling of projects completed within this time-frame and provided the requested details in the table to the right. These were selected based on their geographic locations throughout the state, as well as variation in size and scope. As shown, none of these projects were subject to Liquidated Damages, Claims, or Termination.

b. Identify all addition projects with similar scope. Additionally:

- i. Indicate any such project where Liquidated Damages were assessed against your firm for failure to achieve substantial completion within the Contract Time, and describe the circumstances of the same;
- ii. Identify any such project in which your firm made a Claim or Change Order Request for acceleration damages, and describe the circumstances of the same;
- iii. Identify any such project in which your firm was terminated (whether for cause or for convenience) by the owner prior to substantial completion, and describe the circumstances of the same;
- iv. Identify all projects which had a negotiated fee or guaranteed maximum price;
- v. Identify all projects (description and cost) which had a Guaranteed Maximum Price prior to completion of the documents;
- vi. Identify all projects (description and cost) which had a Guaranteed Maximum Price prior to completion of the documents.

c. Provide descriptions of five renovation projects most comparable to the proposed project scope in which your firm has been involved over the last five years (at least two must be completed). Include the services provided, the Project Team members, schedules, and references.
Project samples have been provided on the following pages.

Project Name	Location	Completion Date	Contract Amount	Liquidated Damages	Claim or Change Order Request	Terminated	Negotiated Fee or GMP	GMP Established Prior to Document Completion	Addition - Yes or No
North Central Middle School - Wing Addition	Kershaw, SC	08/2018	\$2M	No	No	No	CM-R w/GMP	Yes	Yes
Dominion (SCE&G) Gas Operations Complex	Cayce, SC	03/2017	\$3.4M	No	No	No	CM-R w/GMP	Yes	No
Clemson University Student Activity Center	Clemson, SC	03/2017	\$2.5M	No	No	No	CM-R w/GMP	Yes	No
Summerville High School CATE Addition - Phase I	Summerville, SC	08/17	\$5.9M	No	No	No	Lump Sum	n/a	Yes
Providence Health Fairfield Freestanding ED	Winnsboro, SC	12/2018	\$7.2M	No	No	No	CM-R w/GMP	Yes	No
Prisma Health Richland Springs	Columbia, SC	08/2018	\$1.2M	No	No	No	CM-R	n/a	No
1801 Grille	Columbia, SC	01/2017	\$1.7M	No	No	No	Lump Sum	n/a	No
Palmetto Health - Various Projects	Columbia, SC	Various	Various	No	No	No	CM-R	n/a	No
U of SC/Aramark Dining Services - FAST TRACK Renovation	Columbia, SC	08/2018	\$8.2M	No	No	No	CM-R w/GMP	Yes	No
Sorinex	Lexington, SC	11/2016	\$2.2M	No	No	No	CM-R	No	No
City Market	Columbia, SC	01/2016	\$4M	No	No	No	CM-R w/GMP	Yes	No
City of Sumter Public Services Complex	Sumter, SC	Q1 2018	\$21M	No	No	No	CM-R w/GMP	Yes	No
Goodwill - West Columbia	W. Columbia, SC	06/2016	\$4.7M	No	No	No	CM-R w/GMP	Yes	No
Goodwill - Lexington	Lexington, SC	08/2018	\$3.5M	No	No	No	CM-R w/GMP	Yes	No
Inbra Industries	Orangeburg, SC	Q2 2017	\$8M	No	No	No	CM-R w/GMP	Yes	No
Mt. Hebron United Methodist Church - New Fellowship Hall	W. Columbia, SC	Q1/2018	\$5M	No	No	No	CM-R w/GMP	Yes	Yes
Hammond School - Innovation Center & Gym Renovation	Columbia, SC	03/2018	\$12.6M	No	No	No	CM-R w/GMP	Yes	Yes



[REDACTED]





[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

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[REDACTED]

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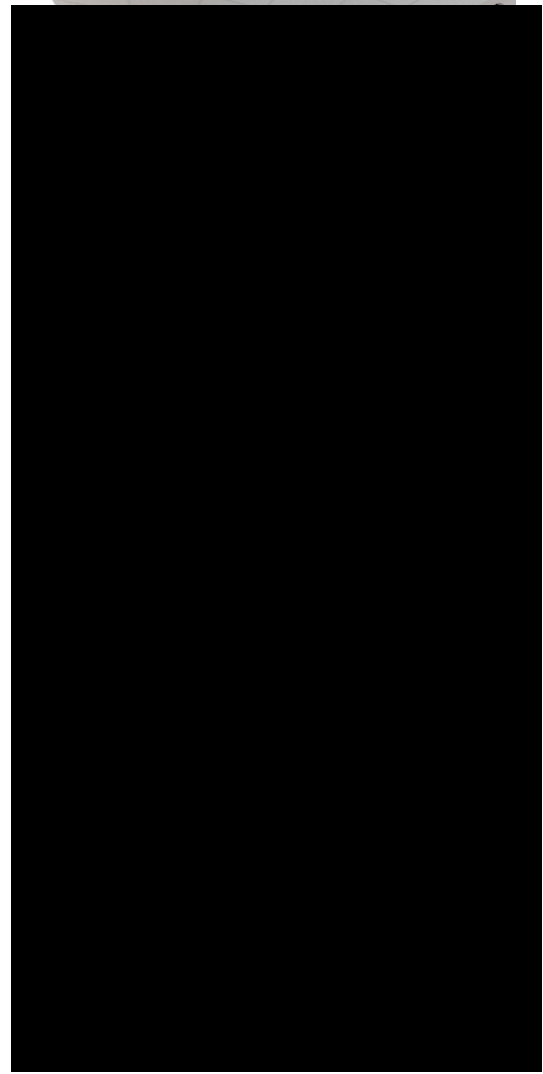
INFORMATION

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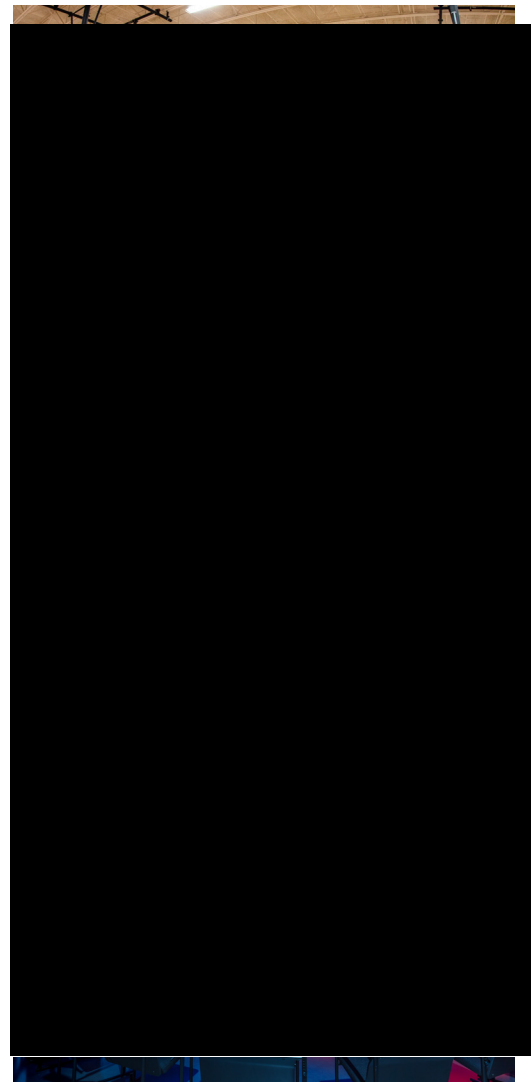
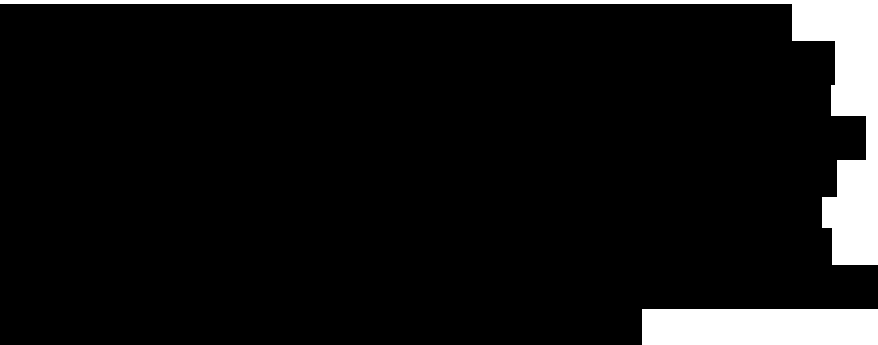
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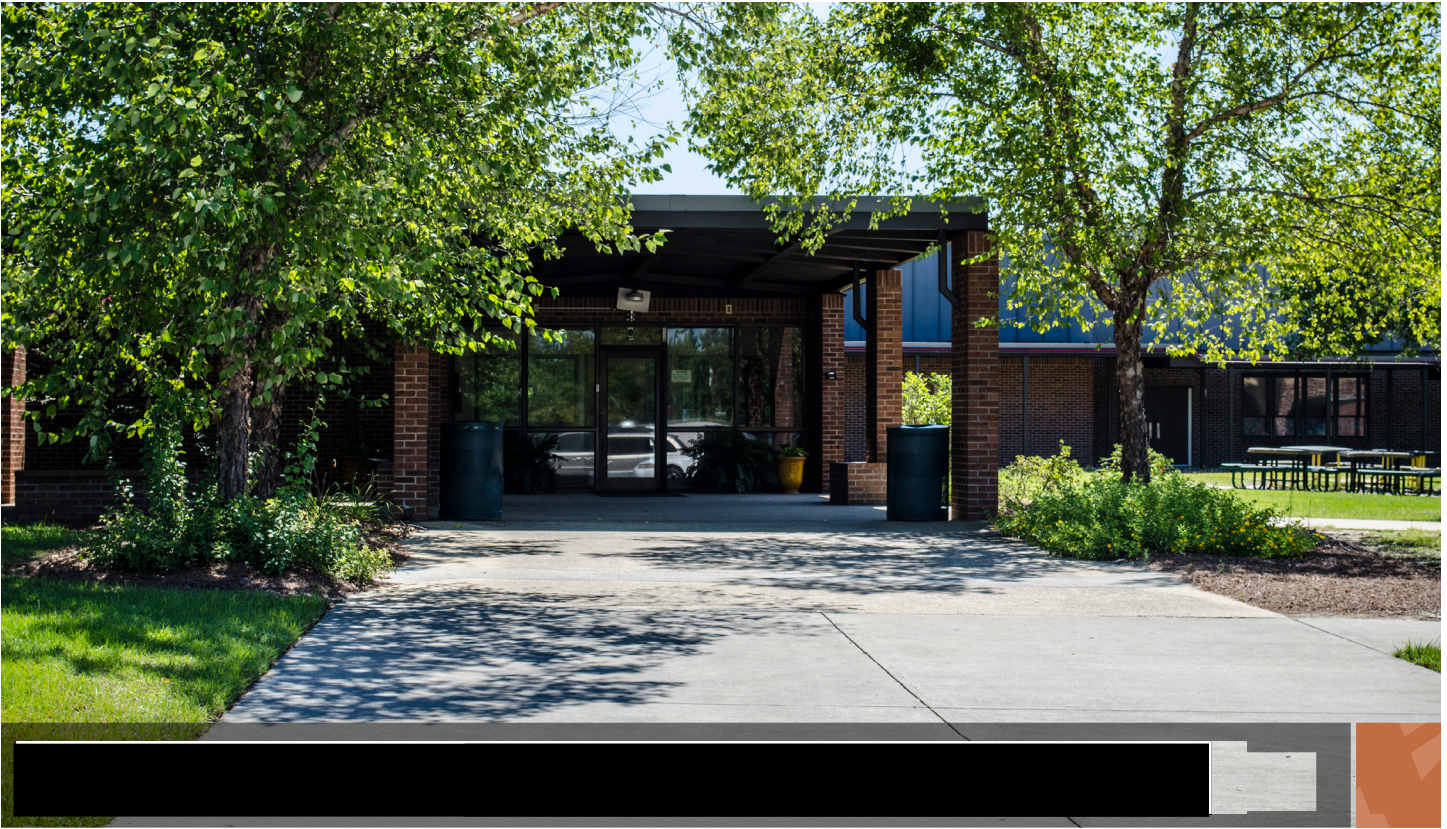
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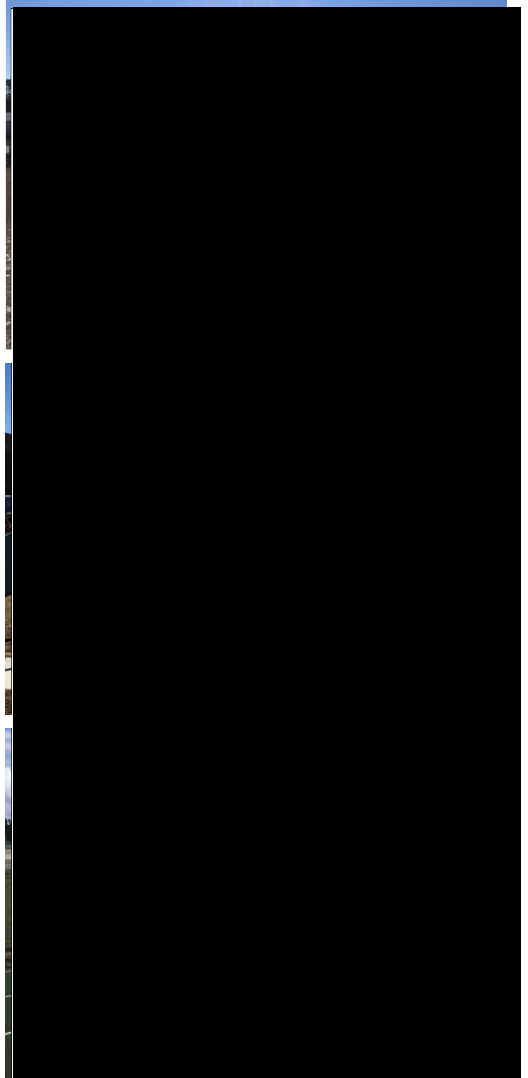
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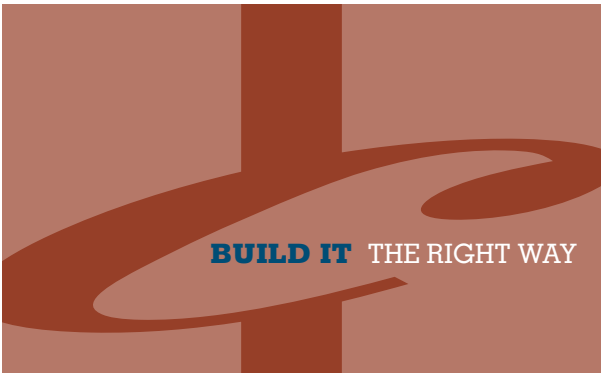
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[Redacted]



4.0.1.5 Workload:
Identify your annual volume of Construction Contracts for the last five years.

[Redacted]

[Redacted]		[Redacted]
[Redacted]		[Redacted]
[Redacted]		[Redacted]
[Redacted]		[Redacted]
[Redacted]		[Redacted]

What is the current dollar value of work under [Redacted]
[Redacted].

What is the typical dollar range of projects under Contract with your firm?
[Redacted]

Identify what percentage of your work is hard bid and what percentage is based on a CM/
GC at Risk or similar approach.
[Redacted]

[Redacted]

Identify what percentage of your work is renovation versus new construction
[Redacted]

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Financial Stability



Submit your most recent financial statements (at a minimum, balance sheets and income statements for 2017 and 2018) and verification of current bonding capacity.

Our 2017 and 2018 financial statements have been provided under separate, sealed cover. Please sign and return a copy of our confidentiality acceptance form, which is attached.

Provide two bank references.

Describe all instances of project disputes, which, in the last five years, reached the level of: a. Formal mediation, arbitration, or litigation; b. Significant settlements with clients, contractors, or sub-contractors; or c. Current significant pending claims or suits.

Identify any occasion in the past five (5) years where any Surety was required to pay any claim against any

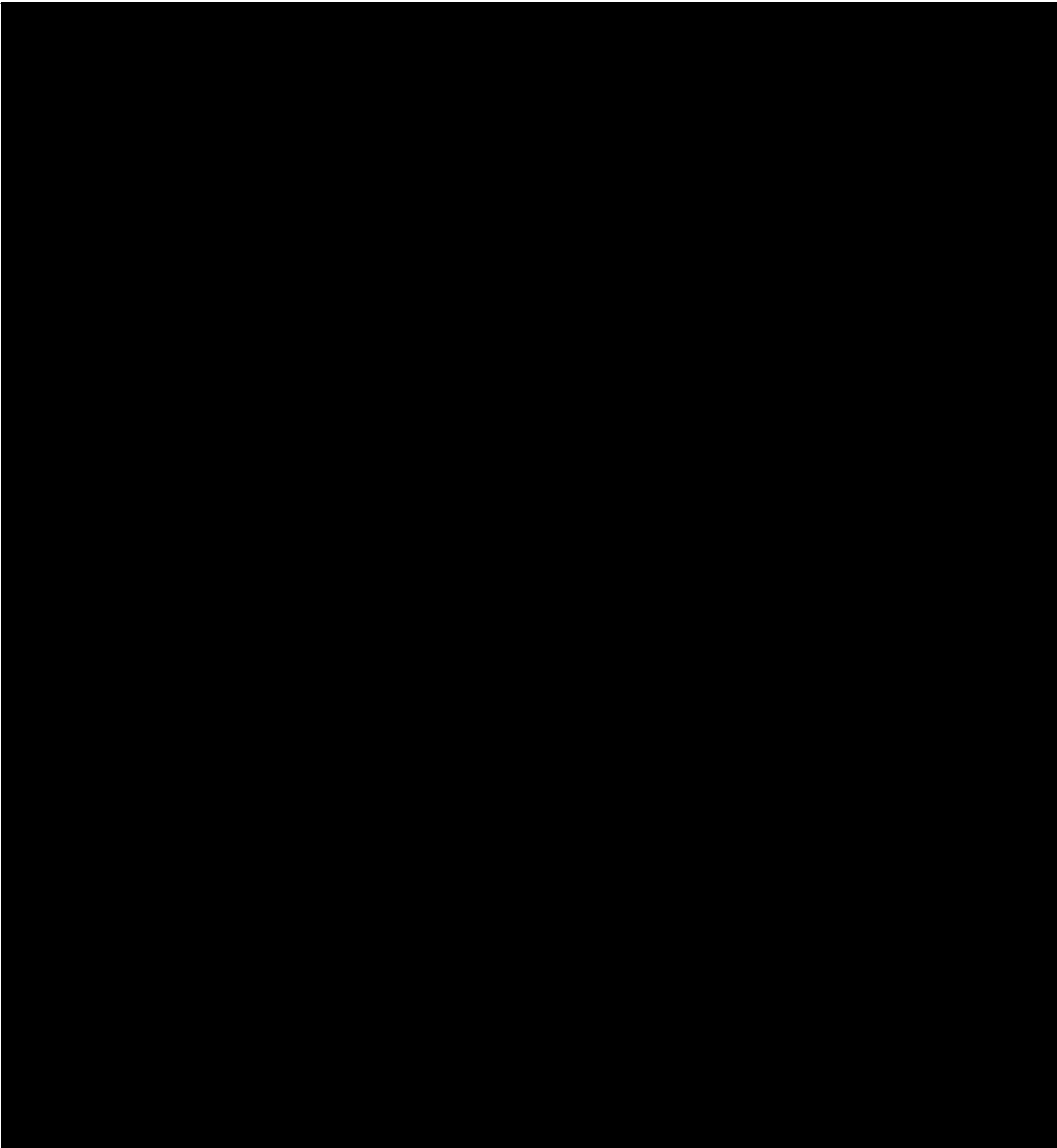
Identify any occasion in the past five (5) years where any Surety was required to render or secure performance due to any owner under any Performance Bond furnished by the Proposer for any project.

Identify any occasion in the past five (5) years where any Surety requested any owner of a project in which the Proposer had furnished Performance and/or Payment Bonds to make any payment(s) by joint check to the Proposer and the Surety.

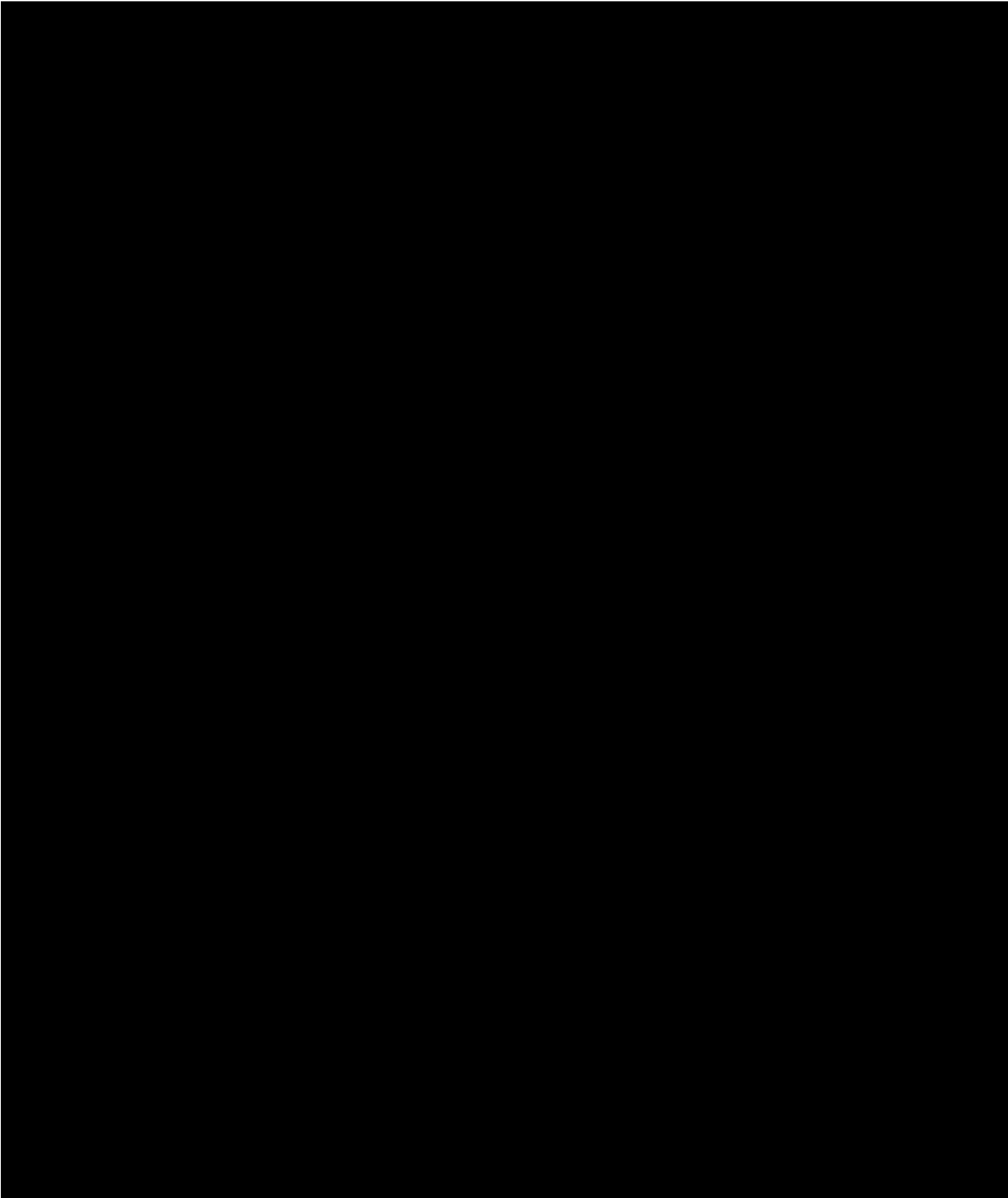
Provide a certificate showing your current Commercial General Liability (CGL) insurance policy and any other insurance policies that would be applicable to the Project.

Provide your current bonding rate schedule





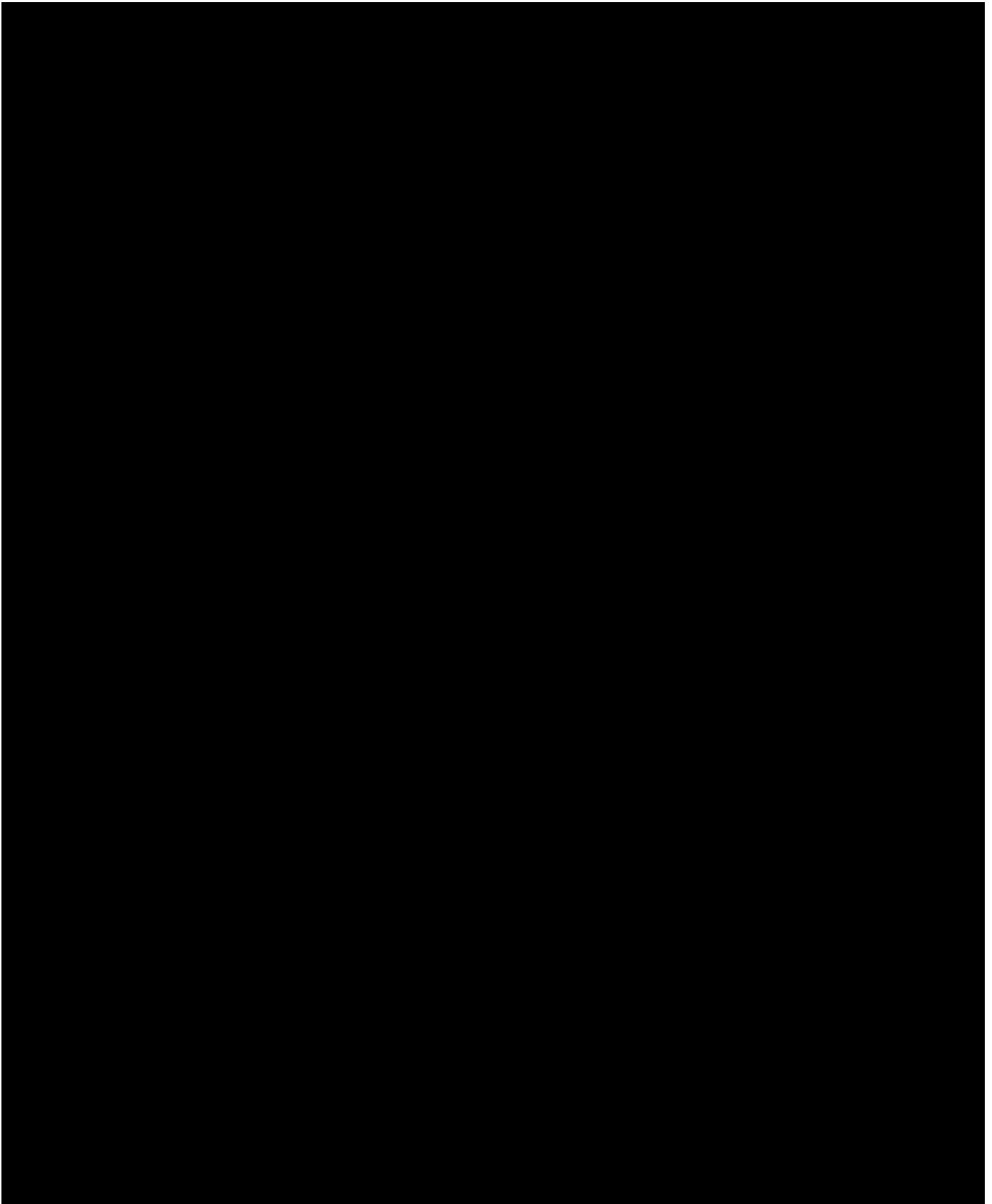
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BUILD IT THE RIGHT WAY

Miscellaneous/ All Other Information and Documents



The selected Contractor shall be required to hold a publicly advertised pre-bid meeting, covering all projects, prior to accepting bids to be used in preparation of the GMP.

The selected Contractor shall be required to obtain a minimum of 3 qualified, competitive bids for all work in excess of \$100,000. Adequate price competition must exist for all components of the construction work awarded by a construction manager at-risk on the basis of competitive bids. The owner will require that all bids be compiled and presented prior to or at the establishment of the GMP. The owner shall be present when all bids are opened for review.

The Owner reserves the right to pre-qualify and/or approve subcontractors.

Describe your information management systems and Owner reporting systems. Explain how these systems tie to the initial cost projections and final estimate.

[Redacted]

Describe the process you would utilize to qualify and bid subcontractors and vendors for the project.

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

Include one sample of the following items with your response to the Request for Proposal:

- a. Project Cost Estimate
- b. Daily and Monthly project report to the Owner
- c. Log(s) for tracking work progress
- d. Other tracking items you feel would be helpful

[Redacted]

[Redacted]

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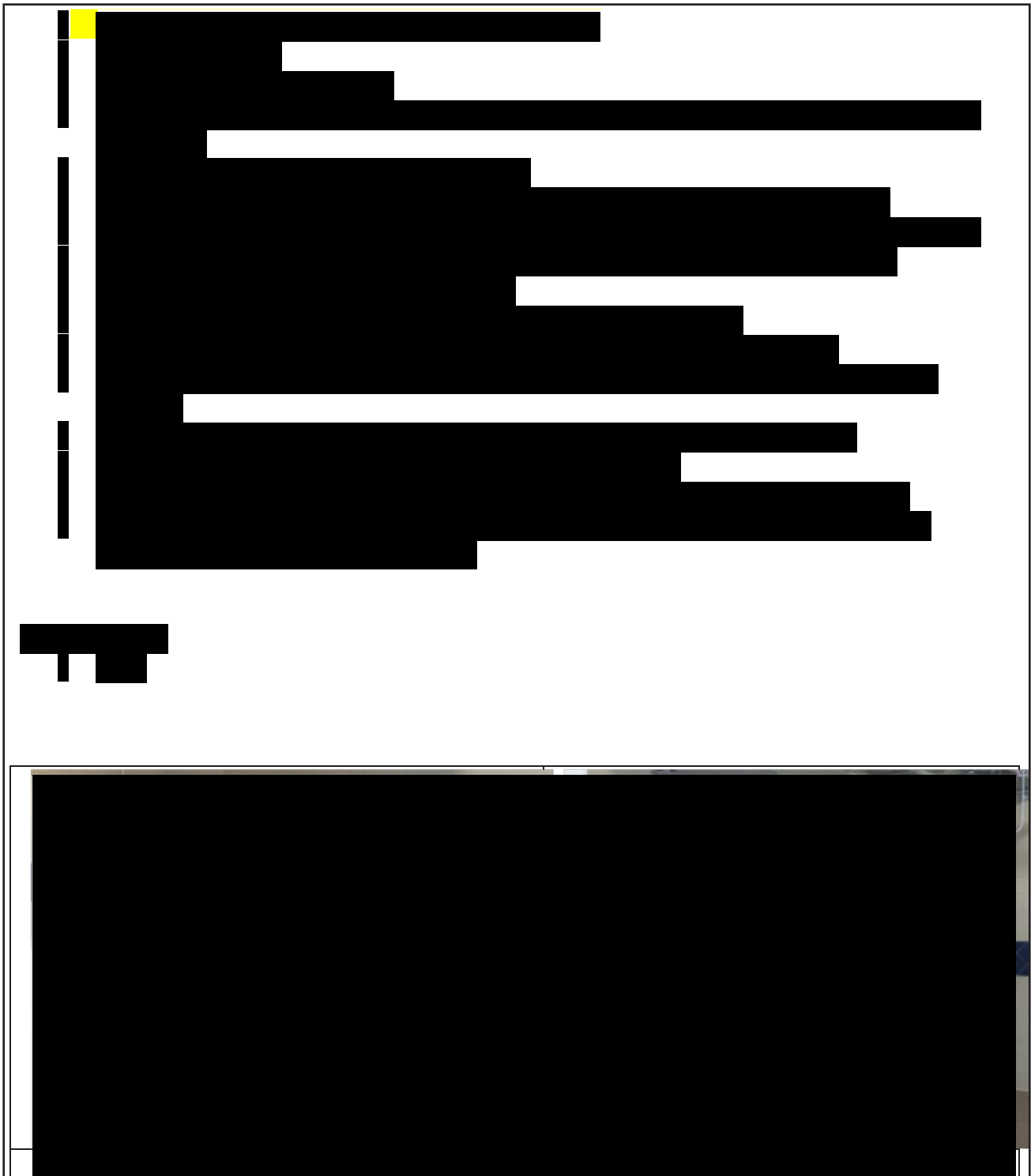
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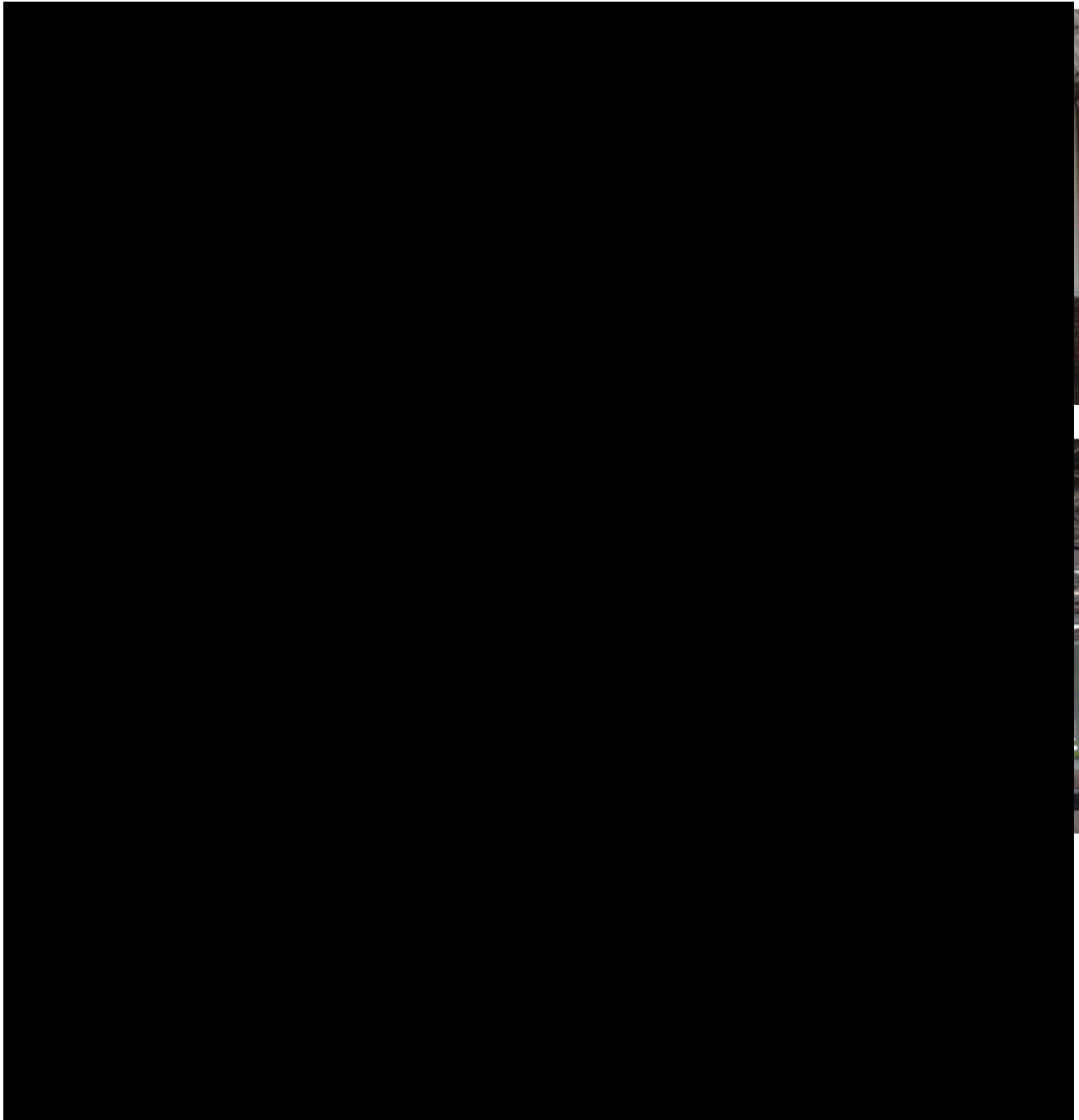
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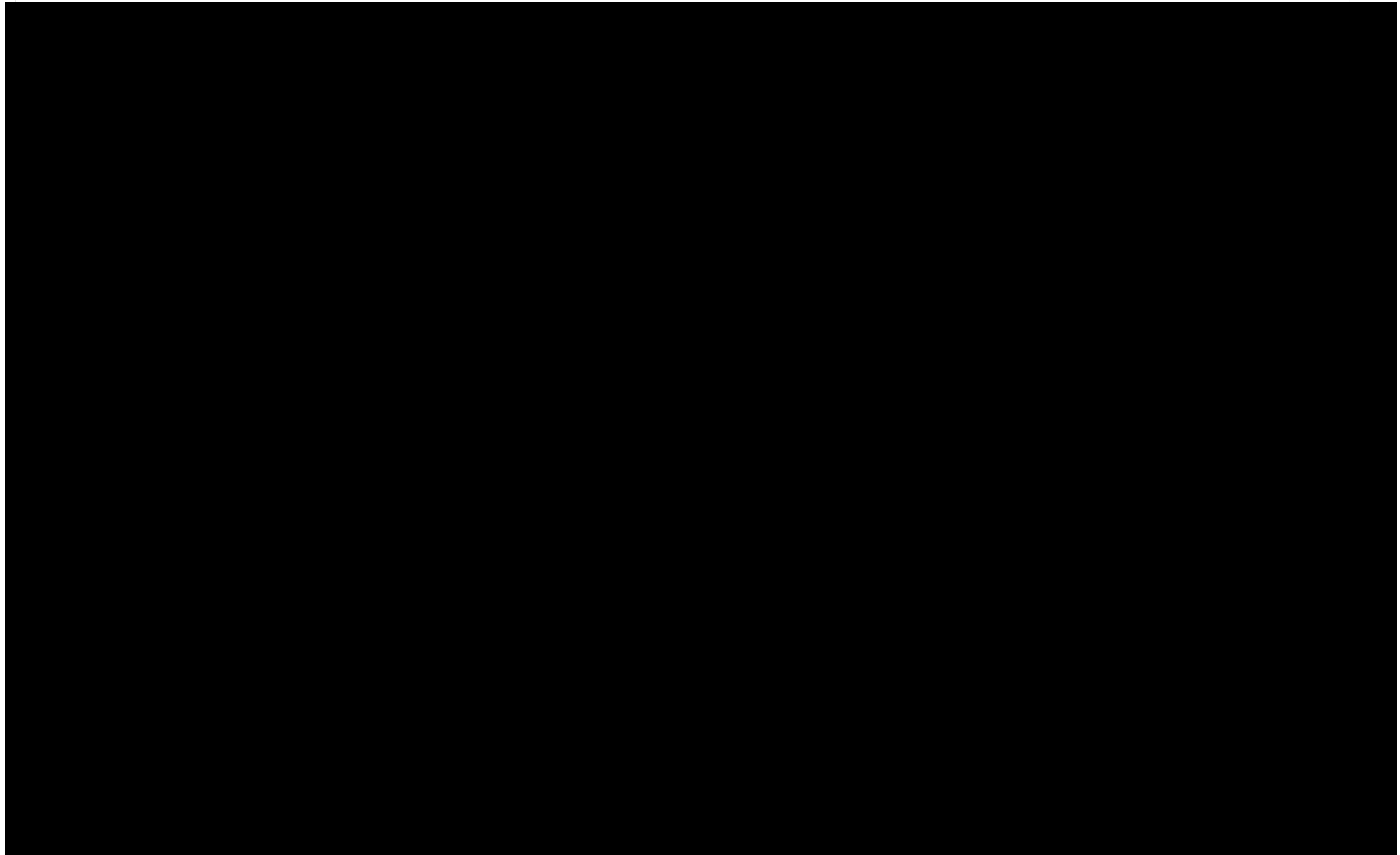
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4.0.1.8 - 4.0.1.11 Miscellaneous - *sample schedule (project tracking)*



4.0.1.8 - 4.0.1.11 Miscellaneous



Describe how you will address and promote the Owner's M/WBE Policy in the Construction Phase. All selected contractors will be expected to participate in District sponsored meetings promoting minority/local sub-contractor participation.

Since South Carolina is home to Hood Construction, we enjoy an extensive and valued network of commercial

[REDACTED]

[REDACTED]

[REDACTED]

Hood Construction is solidly branded as a leader in

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]



4.0.1.9 Criminal Background Checks

The authorized signature on the RFP certification page is certification that all supervisory and employees named have had and successfully passed a South Carolina and Nationwide criminal background check, to include the nationwide Sex Offender Registry and that all meet federal and state requirements for employment in K-12 facilities. A national background investigation of all supervisory and employees is preferred.

The signature also certifies that any new supervisor or employees hired will have had and successfully passed a criminal background check and will meet the same federal and state requirements at the time of being hired.

4.0.1.10 All objections, exceptions and observations regarding the specified Services and requirements collated in a separate document with regards to specific Section to which the offeror objects, takes exception(s), or provide(s) observation.

4.0.1.11 Offeror should submit all other information and documents requested in this part and in parts:

- 2.1.1 Good Faith Bond or Letter of Credit
 - 5.0 Qualifications;
 - 8.0 Bidding Schedule/Price Proposal;
 - and any appropriate attachments addressed in section 9.0 - Attachments to Solicitations.
-

MORE THAN

TWO MILLION

MAN HOURS WORKED WITHOUT A WORK-LOSS INCIDENT... AND COUNTING!

South Carolina Labor, Licensing and Regulation
Contractors' Licensing Board
CONSTRUCTION MANAGER CERTIFICATE

This certificate recognizes:

Certificate Number: 778

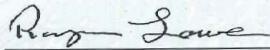
**HOOD CONSTRUCTION CO INC
1050 SHOP ROAD SUITE A
COLUMBIA SC 29201**

As being a **General Construction Manager** by the laws of the state of South Carolina and is duly authorized to engage in **MANAGEMENT/OVERSIGHT** for the following classification(s) and group limitation:

**BD
Group 5**

The following individual is the qualifying party that is certified to serve as the construction manager:
SAMUEL HOOD

Date Issued: **May 2, 2013**


Administrator

This certificate does not constitute the granting of a license or the renewal of a license by this board.

CCB1046341

STATE OF SOUTH CAROLINA
DEPARTMENT OF LABOR, LICENSING AND REGULATION
SC CONTRACTOR'S LICENSING BOARD

LICENSE CERTIFICATE

LICENSE# - G14914

The following licensee:

LICENSE# - G14914

**HOOD CONSTRUCTION CO INC
1050 SHOP ROAD SUITE A
COLUMBIA SC 29201**

has met the necessary qualifications required by the laws of the state of South Carolina and is duly qualified and entitled to practice as a:

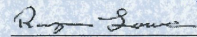
GENERAL CONTRACTOR
for the Classification(s) and Group Limitation shown below:

BD5

*** Group Number and Dollar Limitations: ***
The number after your 2-letter classification(s) above is your Group#
Group #1 - \$50,000 Group #3 - \$500,000
Group #2 - \$200,000 Group #4 - \$1,500,000
Group #5 - \$Unlimited

EXPIRATION DATE:10/31/2020
Effective License Issue: 07/19/2018
Initial License Date:09/03/1992

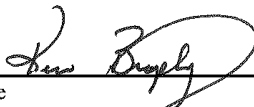
Qualifying Party(s): **SAMUEL HOOD**


Administrator

It is at the discretion of the licensee, not the Board, to authorize officers or employees of the company to pull permits and conduct business.

Statement of Intent

We, the undersigned have prepared and submitted all the documents required for this project. We have prepared these documents with a full understanding of the Beaufort County School District's goal to ensure equal opportunities in the proposed work to be undertaken in performance of this project. Specifically the BCSD seeks to encourage and promote on an inclusionary basis contracting opportunities without regard to the race, gender, national origin or ethnicity of the ownership or management of any business and that it is an equal opportunity employer and contracting entity. We certify that the representations contained in the Minority/Woman Business Enterprise (M/WBE) Utilization Report, which we have submitted with this solicitation, are true and correct as of this date. We commit to undertake this contract with the Minority/Woman Business utilization Report we have submitted, and to comply with all non-discrimination provisions of the Minority/Woman Business Enterprise Program in the performance of this contract.



Signature

7. 11. 2019

Date

Name: Ken Brophy

Title: DIRECTOR OF INSTITUTIONAL SERVICES

Project: RIVER RIDGE ACADEMY AND MAY RIVER HS ADDITIONS