



Sequoia Union High School District
Menlo-Atherton Performing Arts Center

Newport-Mesa Unified School District

Statement of Qualifications and Proposal to Provide
Lease-Leaseback Services for Estancia High School
Theater Project

October 11, 2022



Newport-Mesa
Unified School District



NEWPORT-MESA UNIFIED SCHOOL DISTRICT
2985 Bear Street
Costa Mesa, California 92626

October 11, 2022

Attn: Jonathan Geiszler, Director, Purchasing & Warehouse
jgeiszler@nmusd.us

RE: REQUEST FOR PROPOSALS/QUALIFICATIONS LEASE-LEASEBACK SERVICES FOR ESTANCIA HIGH SCHOOL THEATER PROJECT

Dear Jonathan and Selection Committee,

The new 350-seat proscenium theater is a long-awaited addition to the Estancia High School campus. We applaud the District for your steadfast commitment to this project ensuring that it is a premier performing arts space, a new identify for the North East campus and Placentia Ave entrance while complementing the natural beauty of the campus. The District, Board of Trustees, Estancia High School, design team and community have spent countless hours into planning and preparing this project to be a success. We would be honored to partner with Newport Mesa Unified School District and your team to deliver your vision for the Estancia High School Theater Project.

In recent years, Blach has become a leader in lease-leaseback project delivery for California K-12 schools, having amassed more than 300 such projects. We are well-versed at collaborating effectively during the preconstruction phase to maximize budgets, promote smooth DSA approvals, and deliver safe projects on active education campuses on schedule and within budget. For your project, our preconstruction efforts will be focused on constructability and budget validation to assist with early subcontractor buyout and material procurement to expedite the schedule. More on our specific approach can be found in Tab 10 of our proposal.

The Estancia H.S. Theater Project is impressive and will require the right experienced team to deliver a facility the entire campus and community will be proud of. Blach has built numerous performing arts spaces including the pre-eminent Menlo Atherton Performing Arts Center in Atherton, CA. And in fact, our proposed team all have first-hand experience as builders, performers, and theater parents. Our team will leverage this unique perspective and knowledge to deliver a project that exceeds your expectations. They understand not only how to build a theater, but they know what goes on behind the scenes for the user groups. We are confident that our experience and expertise paired with that of your exceptional design team will ensure a successful delivery.

We believe Blach brings immense value through our firm commitment to meeting our clients' unique needs and vision. In 2019, Blach made a strategic decision to expand into Southern California and we are 100% committed as a local Southern California firm. Located in Costa Mesa, only a half mile from the District Office and less than 13 minutes away from Estancia H.S., our team is fully invested in the success of your project. We are ready and eager to collaborate with NMUSD, Pfeiffer, and SafeWork CM as a trusted partner and extension of your team to deliver your new performing arts center.

Our team has read all the RFP documents including addenda 1-4, walked your campus, and has developed preliminary solutions for how to successfully deliver this project. We look forward to working with your team to deliver a premier theater and performing arts space for your Estancia H.S. community. If you have any questions, please contact me at dave.finn@blach.com or (408) 210-4497.

Best regards,

A handwritten signature in blue ink, appearing to read 'DF', located below the 'Best regards,' text.

Dave Finn
VP, Education

BLACH CONSTRUCTION COMPANY



1. Executive Summary

Provide an overview of the entire proposal describing the general approach or methodology the Proposer will use to meet the goals and fulfill the general functions of the LLB Entity as set forth in this RFP/Q.

Blach, Your Trusted Partner

We recognize your desire to start construction in February of 2023 and finish for the 2024-2025 school year. To achieve this, it is important that you get the right LLB contractor partner on board quickly to help you find the best solutions and approach for your project. Blach is that partner. Our highly-qualified team has studied your project information and begun formulating ideas and plans for how to accomplish your objective of delivering this program on schedule and within budget. We look forward to collaborating with your team to deliver a premier theater and performing arts space for your Estancia High School community.

If selected to deliver your Theater Project, we will provide the following:

Identifying and Overcoming Challenges

Blach has identified multiple solutions and strategies to address your project's unique challenges, navigate logistical constraints and alleviate budget strain. Below is a summary of our approach.

Budget

Constructing a 350-seat theater with a modified fly tower, a black-box theater and support spaces is an ambitious endeavor within your prescribed budget with current economic conditions and record escalation. We are no stranger to this challenge, as many projects are budget constrained, and we will work collaboratively with your team to maximize scope and program within your fixed budget.

- **Full-Service In-house Preconstruction Team:** Comprised of estimators, MEPS engineers, virtual design modelers and seasoned field personnel our preconstruction team will provide cost estimating, value engineering, constructability, MEPS systems input, virtual design/modeling and identification of innovative, cost savings solutions. On most Blach projects, our estimating and preconstruction efforts help to reduce project costs by millions of dollars, ensuring projects are feasible within our clients' budgets.

Schedule

It is of upmost importance that we minimize our disruption to daily operations and finish construction as quickly as possible. In fact, Blach has never missed a school opening in our 52-year history – a tradition we plan to celebrate with your project.

- **Focus on Schedule:** We are ready to collaborate with you to develop a strategy for early work packages and find innovative solutions that will allow us to further accelerate the schedule. Our preliminary project schedule can be found in Tab 10, and reflects an 18-month duration. Our approach allows us to accelerate the project and complete the project by August 2024, 40 months ahead of schedule. We are 100% confident that your theater will be ready to host your performing arts programs for the start of the 2024-2025 School Year.

Supply Chain Issues

The current availability of materials and equipment is impacting every trade from standard building materials to specialty equipment. In some cases, we are seeing mechanical and electrical equipment with 9-12-month lead times and other equipment unavailable nationally.

- **Early Procurement:** We propose early buy-out and pre-purchasing of key trades that require detailing, shop drawings, deferred approvals, and long lead times. We will work with the NMUSD to develop a plan for early procurement that ensures materials arrive on site while minimizing the impact of cost escalation.

Unique Building Construction

Theaters are intricate and complex buildings requiring the right experience, expertise, and knowledge to successfully execute. Our team's experience means we know the considerations required to balance the performance requirements with the programming needs.

- **Theater Experts:** Our team has more than a decade planning and constructing high quality performance spaces. Specifically, Tony Mirenda, Blach's theater consultant, has planned numerous performing arts centers, constructed over a dozen theaters, including five PACs for Campbell Union High School District, and is currently supporting the construction of the Mt. Eden High School PAC. Tony and Project Manager Phil Mirenda are actively involved in working with the live theater program at St. Francis High School. This unique experience and expertise will bring unmatched value to your project.
- **Virtual Design:** Our virtual design team will model your project with construction level-detail. This early coordination allows us the ability to mitigate conflicts before construction has begun. These models can also be utilized to create shop drawings for complex building components.

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Our Philosophy

Blach's philosophy for work with public school clients and project stakeholders is rooted in collaboration. From project planning through completion, we work diligently to encourage communication between all team members. We take this approach because, in our experience, construction projects are most successful when planned with balanced input from NMUSD and community stakeholders. Supporting our collaborative efforts, listening, understanding the client's needs and continuous communication are essential elements to achieving widespread acclaim from a large and diverse constituency. We look forward to supporting NMUSD's goals and vision by delivering a high-quality theater at Estancia High School, that your students, staff and community will be proud of.





3. Identification of the Proposer

a. Legal name and address of firm

Blach Construction Company | 3090 Bristol Street #400 | Costa Mesa, CA 92626

b. Legal form of firm (corporation, partnership, etc.) and state of registration, including officers and date of incorporation.

Blach Construction is a corporation in the state of California.

c. Address and phone number of the office that will be primarily responsible for providing the required LLB services

Blach Construction Company | 3090 Bristol Street #400 | Costa Mesa, CA 92626

d. California Contractor's License Number(s)/Classifications(s), exact name of license holder on file, and whether the license has been suspended or revoked in the past five (5) years. Proposers must hold a General Building Contractor License, Classification B, which is current, valid and in good standing with the California Contractors State License Board.

Blach Construction holds a California General Engineering and General Building, Class A and B license: 290418, issued 1/24/74 and renews 6/30/2023 (License has never been suspended or revoked.)

e. In addition to the above license information, all respondents must successfully complete the District's standard contractor prequalification package consistent with Public Contract Code section 20111.6. The District's prequalification process and scoring requirements may be found at <http://www.planetbids.com>. Failure to fully complete the questionnaire, submit all required documentation by September 13th, 2022, and achieve at least a passing score prior to September 20th, 2022, will eliminate the Respondent's proposal from any further consideration by the District. In addition, all statutorily required electrical, mechanical, and plumbing subcontractors must also successfully complete the prequalification package prior to performing work on the Project as is further described in the LLB contract documents.

As of August 1, 2022, Blach Construction is currently prequalified with Newport-Mesa Unified School District.





Identify three (3) persons who will be principally responsible for working with the District. Indicate the role and responsibility of each individual. If the Proposer is chosen as a finalist, those principal individuals must attend the interview and in-person presentation if such meetings are necessary and required unless excused by District.

4. Staffing Resources

Your Newport-Mesa Unified School District Project Team

At Blach, we believe that our employees are our greatest asset. To ensure we have the appropriate level of staffing for your upcoming Estencia High School Project, we are proposing the following experienced team members. We will leverage the experience of these capable individuals, each well-versed in delivering successful new and modernized campuses using Lease-Leaseback, to fully meet your District’s needs and expectations.

Upon selection and through contract negotiations, Vice President of Education and SoCal Lead Dave Finn will be your main point of contact. He will continue to provide high level oversight through all phases of the project. He will lead our preconstruction and construction efforts, actively supported by Senior Superintendent Scott Brunell, Project Manager Phil Mirenda and Senior Project Engineer Chelsy Jurado who will each provide a high degree of expertise on every aspect of your project to ensure its successful delivery. Rounding out our team is our in-house Theater Consultant, Tony Mirenda, whose experience we will leverage to ensure we build a theater that exceeds your expectations.

Core Team



Dave Finn*
Vice President, Education
SoCal Lead



Scott Brunell*
Sr. Superintendent



Phil Mirenda*
Project Manager



Chelsy Jurado
Sr. Project Engineer



Alan Jacobs
Preconstruction
Director

In-House Support Team



Tony Mirenda
Theater Consultant



Lukas Michevicius
MEP Manager



Trent Zane
Virtual Design &
Construction Manager



Steve Acosta
Senior Safety Manager



Gino Cecchetto
QA/QC Manager

* Principal Individuals

Please see the following pages for an overview of responsibilities and the Appendix for full team resumes.



Dave Finn

Vice President, Education

Education

B.A., Management
St. Mary's College

Affiliations

Member, Coalition for Adequate School Housing (CASH)
Project Engage: 2022 Leadership Development Program

With more than 40 years in the construction industry, I can honestly say that there is nothing more rewarding than school construction projects. It's a privilege to be part of projects that will have a positive impact on students. It's why I do what I do.

Relevant Experience

- **Campbell Union High School District**, New performing arts centers constructed at five public high school sites
- **Hayward Unified School District**, New performing arts building consisting of the main house with 524 seats, a fixed stage, and technical gallery for production lighting and theatrical rigging; green room, changing rooms and accessory spaces.

About Dave

Dave is a construction industry veteran with more than 40 years of wide-ranging and proven experience under his belt. Highly organized, he is a natural planner who excels at overseeing complex projects, mobilizing diverse teams and mentoring junior colleagues.

As vice president of education, Dave is the lead executive for Blach's education market projects, which account for a large share of Blach's portfolio. He is directly responsible for all education project operations, including client relations, contracts, strategic planning and staffing. An integral part of Blach's business development efforts, Dave stays abreast of current legislation and is an active participant in education facilities and industry organizations.

Taking a hands-on approach on all of his projects, Dave makes it a priority to provide the right level of resources and attention to each. He works closely with the broader project teams to maintain the high degree of safety and quality for which Blach is well-known. Ultimately, Dave's number one goal is to ensure a seamless and supportive process and successful outcome for his projects and clients, alike.



Scott Brunell

Senior Superintendent

Education

United State Marine Corps, (USMC)

My goal on every jobsite is to make sure that I'm always providing clear directions and maintain an open line of communication with everyone on the project. I truly believe that in order to be successful, everyone must share the intent of what we are trying to accomplish, in order to achieve the client's vision.

Relevant Experience

- **World Premier Theaters at LA Live, Los Angeles, CA** 14 theaters with stadium seating, including a 774-seat premium large format auditorium which was upgraded with the latest technology.
- **California College of the Arts Student Housing, San Francisco, CA** Construction of a new 140,000 sq.ft. building that includes 520 beds and features a full dining room and kitchen. This building is Type IIIB over Type 1 podium, project scope included HVAC, plumbing, electrical and fire sprinkler and alarm.

About Scott

Scott recently joined Blach after a lengthy career working for another prominent general contractor. He has more than 37 years of construction experience working in both commercial and residential, including work in Southern California. He most recently spent the last several years working on student housing projects throughout the Bay Area.

As Senior Superintendent, Scott supervises all field construction and operations and is responsible for building layout and coordination, subcontractor performance, quality assurance and job-site safety. Working collaboratively with the project manager, Scott performs constructability reviews and develops detailed construction schedules.

Leveraging his experience working on complex projects, Scott will be on-site full time to ensure our team is working efficiently and safely to deliver high quality results for your project.



Phil Mirenda

Project Manager

Education

B.S., Civil Engineering
Santa Clara University

Registrations

LEED - Green Associate

From a very young age, I've been an avid participant in the performing arts. Since elementary school and through high school, I've volunteered with my father Tony Mirenda, set building, running lights, and coordinating tech on shows. It's these skills that will make me an asset to the successful delivery of this project.

Relevant Experience

- **Cañada College, Redwood City, CA**
Design-build of new 85,000 sq.ft. Kinesiology & Wellness and Aquatics Center with two pools complete with spectator area and auxiliary buildings for associated support and enterprise facilities.
- **Fremont Unified School District, Fremont, CA**
The conversion, and expansion of the existing Junior High School into a Middle School. This involves two new two-story classroom buildings and one admin/library building and modernizing existing classrooms

About Phil

As a project manager, Phil handles all the day-to-day project management work from the onset of the project through closeout. This includes subcontractor bidding, scheduling, budget management and coordinating with the various team members including the client, design partners, subcontractors, and inspectors. Phil also supports the superintendent in managing the construction schedule, subcontractor coordination, quality control and safety programs.

Phil's passion for construction and his eagerness to understand the field has made him an excellent teammate on his projects and allowed him to maintain strong relationships with both clients and partners on all his projects.



Tony Mirenda

In-House Theater Consultant

Education

B.S., Civil Engineering
Santa Clara University

Registrations

Licensed CA General Contractor
Licensed CA Professional
Civil Engineer (Retired)

As a life-time supporter of the arts and long-time volunteer with my family and local theater programs, I'm excited for the opportunity to share my knowledge of theater construction with this team. Working with my son on this project, would be a dream. Together, we offer a unique perspective of what is needed to construct and operate a performing arts space.

Relevant Experience

- **Campbell Union High School District**, New performing arts centers constructed at five public high school sites
- **Hayward Unified School District**, New performing arts building consisting of the main house with 524 seats, a fixed stage, and technical gallery for production lighting and theatrical rigging.
- **Live Oak High School, Morgan Hill Unified School District**, 16,000 sq. ft. high school theater, was renovated to upgrade mechanical, plumbing, electrical and theatrical aspects of the facility.

About Tony

With a 42-year career in the construction industry, Tony has successfully scheduled, estimated and managed a wide range of projects including over a dozen public and private theaters and performance spaces. His attention to detail and strong commitment to his clients are just a few of the many characteristics that set him apart as an experienced, professional construction executive.

Tony brings to the team experience planning and building theaters for schools throughout the California. His knowledge of the unique construction considerations required for theaters will ensure that we deliver NMUSD with the most efficient and user-friendly space in a modified fly-theater.

Tony's love of performance spaces stems from his family's long-time involvement in the theater. His wife, daughter and son (PM, Phil), are all involved in some capacity. In fact, each year Tony and Phil, lead a team of Blach volunteers that donate their time designing and building sets for a local high school performing arts program.



Describe the firm's experience and procedures for administering and fulfilling Disabled Veteran Business Enterprise requirements.

5. DVBE

Blach complies with all DVBE participation, as required. Working with DVBE firms ensures that our project construction teams are representative of the community and supportive of its diversity. For example, while working at Evergreen Valley College, Blach was required to meet a combined minimum of 10% WBE/MBE/DVBE participation. Blach exceeded this goal and utilized 17% WBE/MBE/DVBE vendors and subcontractors.

Blach maintains a prequalified subcontractor list that tracks DVBE subcontractor status. For every public works project, we utilize professional services to solicit bids from the DVBE community.

Additionally, since many of the local DVBE companies are small and often better suited for smaller scopes of work, we require our trade contractors participate in securing DVBE partners. Our experience has shown us that DVBE suppliers of equipment, materials and services can help us achieve NMUSD's project goals.

Equal Opportunity Employer

With more than 50 years of experience, Blach Construction recognizes that diversity drives innovation and increases inclusion, both of which positively impact our ability to deliver successful projects and encourage equity across the communities we serve.

- As an employer, we are deliberate in our efforts to recruit and retain a diverse in-house workforce and to educate ourselves on inclusion and unconscious bias.
- As a general contractor, we strive to select construction partners that, if not minority-owned, share our determination to provide equal opportunities for underrepresented individuals and minorities.
- As a community partner, we are committed to actively donating our time and financial support to numerous organizations that promote diversity, equity and inclusion (DEI).



6. Fiscal Stability

The Proposer must provide evidence of company stability and financial resources, including, but not limited, to the following or their reasonable equivalent:

- a A current report from a commercial credit rating service, such as Dunn and Bradstreet or Experian.*
- b A letter from a financial institution stating a current line of credit.*
- c Latest audited financial statement and/or annual report that have been certified by a Certified Public Accountant.*
- d A notarized statement from an admitted surety insurer (approved by the California Department of Insurance) and authorized to issue bonds in the State of California, which states: (1) that the firm's current bonding capacity is sufficient for the Project; and (2) the firm's current available bonding capacity (per project and aggregate in CA).*
- e. Proposers must also indicate the current value of all work they have under contract.*

Blach Construction is a strong company in every respect, including its finances. The company maintains a conservative financial management approach, and as a result, enjoys high liquidity and working capital, low leverage and has no debt or borrowings.

The company also benefits from excellent, long-term relationships with its bank and surety, and maintains a multi-million dollar line of credit, which it has not used in many years.

Dunn and Bradstreet Report

Please see the Appendix for details.

Current Line of Credit

Please see the Appendix for a letter from our financial institution stating our current line of credit.

Audited Financials

Please see the Appendix for a copy of our latest Audited Financials.

Bonding Capacity

Liberty Mutual Surety (and its predecessor) has been our surety for more than 25 years. In that time, we have forged a strong and close working relationship with their chief underwriters and have become one of their preferred accounts. As a result, they have supported every bond request we have ever made, including single projects of more than \$85 million, as well as our overall backlog.

Current Value of All Work

Blach currently has \$300M of work in progress and \$700M of future work spanning the next three years, totaling to a backlog of \$1B. We have closely evaluated our expected workload and are extremely confident that our dedicated team has the full capacity to provide outstanding Lease-Leaseback services for NMUSD on your Estancia High School Theater project.

See the Appendix for all supporting documentation.

7. Experience and Technical Experience

a. Experience

The Proposer shall provide a description of how the Proposer's experience, technical and professional skills will meet the goals and fulfill the general functions identified in this RFP/Q. The proposal must include a discussion regarding the firm's experience in working with the Division of the State Architect ("DSA") on school Project.

Industry-Leading Lease-Leaseback Experience

Blach has completed hundreds of new construction and renovation projects via the Lease-Leaseback delivery method. The most critical and unique aspect to Lease-Leaseback project delivery is the ability to collaborate with the design team during preconstruction. This allows the entire team to make good decisions, while maintaining budget and schedule control from day one.

The Lease-Leaseback structure is a perfect fit for Blach's collaborative and value-based culture. From our founding in 1970, we have always sought opportunities to collaborate with clients who share our values of partnership and teamwork. Through the Lease-Leaseback delivery method, we can partner with our clients and their design teams to collectively identify and implement the best solutions for each project.

As a leader in education construction and Lease-Leaseback project delivery, Blach project teams are well versed in Lease-Leaseback legislation and all related requirements to ensure that we can provide informed and compliant expertise to our valued clients.

Working with DSA

Due to Blach's experience of building within the public education sector, we are very familiar with the processes and techniques involved in working with various public agencies, user groups, boards and committees. Through this experience, we have developed a deep understanding of DSA that enables us to add efficiency to our projects' schedules and budgets. Additionally, Blach has a unique relationship with DSA due to our Folia building. Because of the innovative building design, we worked closely with DSA for over five years to develop and refine the design to meet the distinct requirements of DSA and ultimately receive pre-check approval. We have developed strong relationships at levels at DSA allowing us a familiarity with their staff, their preferences and potential hold points. Our experience allows us to complete projects in a timely and cost-effective manner because we are able to effectively communicate with DSA field representatives, Inspectors of Record, and architects using a common language.

DSA Approval Process: Managing Theater Deferred Approvals

Theaters have specific requirements that require DSA review for structural components such as the production rigging equipment, stage and lighting systems, telescopic seating and stage/wheelchair lifts. These items typically have a long lead time and cannot be released for production until DSA has approved the system. This is a very linear process that requires these trade packages to be bought out, detailing, shop drawings, and engineering completed and then reviewed and approved by the design team and DSA. This lengthy process needs to be closely monitored and tracked every step of the way to ensure the materials and equipment arrive on site when they are needed.

Performance Space Experts

In addition to these select projects, Blach has completed numerous projects supporting performance spaces and theater arts programs, including:

- Menlo-Atherton Performing Arts Center
- Orchard Event Center
- Cupertino High School Black Box
- Moreau Athletic Complex
- Silver Creek HS Theater Arts Building
- Luther Burbank Multi-Purpose Building
- James Lick High School TV Studio
- Monterey County of Education Media Arts Classroom
- James Logan Media Arts
- Calistoga High School Multi-Purpose Building
- Pomeroy Elementary School Multi-Purpose Building
- Monterey Bay Aquarium COEL
- eBay Mainstreet Pavilion
- North School Multi-Purpose Building
- Herman Middle School Gymnasium
- Kings Academy Theater Upgrades

b. Project Specific Experience

The Proposer shall provide a description of at least five (5) relevant construction project contracts held by the firm, completed using the LLB construction delivery method, within the last five (5) years. It is strongly recommended that the description include at least two (2) examples from the K-12 environment. Proposers may also include community colleges, four-year colleges, and universities.

The description of relevant experience should include, but not be limited, to the following:

- | | | | |
|------------------------------------|---|---|--|
| (i) Project's name and description | (v) Amount of fees received | (vii) Relationship with client | (ix) Discussion of claims, demands, and/or litigation arising from the project and involving the Proposer, and resolution of same. |
| (ii) Firm's role | (vi) Staffing, including firm's team members, subcontractors, and consultants | (viii) Entity name, contact name, position, telephone number, fax number, and e-mail address for each project | |
| (iii) Award and completion dates | | | |
| (iv) Project's total value | | | |



Cupertino High School Black Box Theater
Fremont Union High School District

Renovation of existing space of approximately 4,370 sq. ft within building 900 to create a drama classroom and ancillary spaces which includes a scene shop, changing room, light & sound lock room, costume & prop storage room, and a teacher's office.

Expertise

Lease-Leaseback

Original Completion Date

10/25/2017

Actual Completion Date

10/25/2017

Final Contract Value

\$1,678,344

Amount of Fees Received

2-10%

Staffing

Dave Finn, Alan Jacobs

Relationship with Client

Great

Client Contact

Graham Clark, Superintendent,
(408) 522-2200, graham_clark@fuhdsd.org

Litigation

N/A



Educational Options Complex
Fremont Union High School District

Delivered in approximately ten months by leveraging the patented Folia building solution, Blach delivered two, two-story buildings that house classrooms, lab spaces, a mock apartment, administrative offices, conference rooms and a kitchen/cafe to support FUHSD's unique Educational Options programs.

Expertise

Lease-Leaseback

Original Completion Date

08/16/2019

Actual Completion Date

08/16/2019

Final Contract Value

\$26,000,000

Amount of Fees Received

2-10%

Staffing

Dave Finn, Alan Jacobs

Relationship with Client

Great

Client Contact

Graham Clark,
Superintendent, (408) 522-2200, graham_clark@fuhdsd.org

Litigation

N/A



Lynbrook HS Gym Renovation & Seismic Upgrades
Fremont Union High School District

Fronting the modernized and seismically upgraded gymnasium and adjoining locker rooms is a bright new gym lobby, complete with restrooms, gathering space, booster support rooms, large screen TVs and trophy case.

Expertise

Lease-Leaseback

Original Completion Date

10/25/2017

Actual Completion Date

10/25/2017

Final Contract Value

\$8,393,742

Amount of Fees Received

2-10%

Staffing

Dave Finn, Alan Jacobs

Relationship with Client

Great

Client Contact

Graham Clark, Superintendent,
(408) 522-2200, graham_clark@fuhdsd.org

Litigation

N/A



Thornton Middle School Conversion
Fremont Unified School District

This multi-phased expansion and conversion of the existing Thornton Junior High School into Thornton Middle School, includes two large, new two-story classroom buildings, an administration/student support services/library building, existing classroom modernization and athletic fields, sport courts and site upgrades.

Expertise

Lease-Leaseback

Original Completion Date

08/29/2022

Actual Completion Date

08/29/2022

Final Contract Value

\$40,000,000

Amount of Fees Received

2-10%

Staffing

Phil Mirenda, Dave Finn, Lukas Mickevicius, Alan Jacobs

Relationship with Client

Great

Client Contact

Kelle' Lynch McMahon, Dir.,
Facilities & Construction, (510) 657-2350, klynchmcmaho@fremont.k12.ca.us

Litigation

N/A

Canada College Kinesiology Building & Wellness Center San Mateo County Community College District



Expertise
Design-Build

Original Completion Date
02/11/2021

Actual Completion Date
04/01/2021 (owner added scope)

Final Contract Value
\$97,604,160

Amount of Fees Received
2-10%

Staffing
Phil Mirenda, Lukas Mickevicius
Gino Cecchetto

Relationship with Client
Great

Client Contact
Yanely Pulido, Director of
General Services, (650) 358-
6863, pulido@smccd.edu

Litigation
N/A

This multiple award-winning facility serves as a recreational resource for the surrounding community. Towering 60' above the ground and cantilevering over the hillside, it features NCAA-competition basketball and volleyball courts, retractable bleachers, multiple fitness studios/weight rooms, team and locker rooms, Olympic-sized and warm-water wellness pools, expanded parking lot and an activated roof with running track, pickleball courts, outdoor yoga studio and 360-degree views – all capped off with an elaborate, solar PV panel-ready canopy.

c. Ability to Respond to District Needs

The District requires that the LLB Entity's key personnel and its consultants assigned to the Project be able to respond to District needs within a reasonable time. For this work, "reasonable" is defined as being able at any and all times to provide a maximum 1-hour response time either telephonically or electronically. Proposers should describe how they will meet this expectation.

Ability to Respond to District Needs

Our office is in Costa Mesa, one half mile away from your District office and five miles from Estancia High School, and we foresee no difficulties with responding to the district when necessary. Effective communication between our clients, project teams and staff, is key to ensuring projects are delivered as efficiently as possible. We strive to maintain open lines of communication to share lessons learned, collaborate to overcome challenges, and provide support. Vital to our success is embracing all means of communication to stay connected and a commitment to remaining accessible to our clients. Additionally, support staff located in our headquarters, are accustomed to supporting project teams throughout California and will also be available when necessary for additional support and communication for the district. One of our primary goals during the preconstruction phase is to become an extension of your team and communicate with you everyday regardless of the situation.

d. Contracting History

Describe in detail if Proposer has been involved in any of the following within the last five (5) years:

- | | | |
|---|--|--|
| (a) Failure to enter into a contract or professional services agreement once selected | violating a state or federal antitrust law by bid or proposal rigging, collusion, or restrictive competition between bidders or proposers, or conviction of violating any other federal or state law related to bidding or performance of services | regarding any of the above may be deemed to indicate an unsatisfactory record of performance. The Proposer may describe facts in mitigation of any of the above examples as information in the foregoing categories may be considered in determining the suitability of the Proposer to perform the needed LLB services. |
| (b) Withdrawal of a proposal or bid as a result of an error | (g) Knowing concealment of any deficiency in the performance of a prior contract | Proposers should describe how they will meet this expectation. |
| (c) Termination or failure to complete a contract | (h) Falsification of information or submission of deceptive or | |
| (d) Debarment by any municipal, county, state, federal, or local agency | (i) Willful disregard for applicable rules, laws, or regulations Failure to disclose information | |
| (e) Involvement in litigation, arbitration, or mediation in the last five (5) years | | |
| (f) Conviction of the firm or its principals for | | |

Contracting History

Blach has not been involved in any of the scenarios listed above in the last five years.

f. Additional Information

Please provide any additional information or description of resources pertinent to this RFP/Q, including, but not limited to, letters of reference or testimonials, total number of permanent employees, and ongoing commitment to professional education of staff. Such additional information may be included as an Appendix if necessary.

Additional Performance Space Experience

Blach partnered with multiple local School Districts to create performing arts spaces that inspire students and enhance their communities. Below are two select projects that represent our team's experience, *please refer to the Appendix for additional theater experience.*



We chose a fairly innovative and complex design, based heavily on aesthetics. Any contractor might have cringed at the challenge. Blach stepped up.

Clint Barret
Network Specialist, Sequoia Union High School District

Sequoia Union High School District

Menlo-Atherton Performing Arts Center

In partnership with Hodgetts + Fung, Blach was selected to construct a new 32,000 sq.ft. performing arts center on the Menlo-Atherton High School campus under a CM and Lease-Leaseback approach. The state-of-the-art center, designed by Mithun through a design-contest, served to support the school's and surrounding community's dedication to performing arts and included seating for more than 500, 65-foot high loft space, a fly gallery, stage house, orchestral lift, practice spaces, professional audio and lighting systems, a "green room", and a cafeteria with a kitchen.



Hayward Unified School District

Mt. Eden High School Performing Arts Center

New 24,435 sf performing arts building consisting of the main house with 524 seats, a fixed stage, and technical gallery for production lighting and theatrical rigging; green room with changing rooms and accessory spaces including the lobby, restrooms, storage, electrical, and control room are also included. New 12,000 sf entry plaza. New community room/black box theater with telescope seating, production lighting and rigging.

I worked closely with the senior management of Blach Construction during my tenure as superintendent of Milpitas Unified from 2011-2016. We employed several firms in Milpitas and Blach rose to the top with their professionalism, expertise, and outcomes of projects."

Cary Matsuoka

Superintendent, Santa Barbara Unified School District (retired)

g. Technical Competence

(1) Description of in-house resources (i.e., computer capabilities, software applications, modem protocol, modeling programs, etc.)

(2) Ability to draw upon multi-disciplinary staff to address the services required under this RFP/Q.

Proposers should describe how they will meet this expectation.

Technical Competence

Blach has long-embraced technology and the efficiencies it affords construction. As such, we employ a variety of software and modeling programs, database and technological tools to manage the intricacies of our projects and ensure our teams stay connected and aligned. Together, these allow all Blach team members real-time, collaborative access to projects, right down to the details. All changes affecting budget, schedule and/or pricing are visible to everyone the minute they're entered into the system, enabling the entire team to stay up to date on all project happenings and status.

Additionally, we use a host of other programs, each of which serve a specific purpose for managing the project. Of course, because each project is unique, should we be selected, we will evaluate the Estancia High School Theater to holistically determine if what we typically use will suffice or if we need to examine other solutions. Aside from Microsoft Office and Procore (used on all our Folia projects), both which enable ease of collaboration, some of the other programs may include:

Textura

Tracks subcontractor billings and required lien releases and ensures prompt payment

CMiC

Maintains an updated database of all project change orders, schedule changes, RFIs, checklists, drawings and other relevant project information

Building Connected

Keeps the bidding process well-organized during the project buyout phase and enables easy bid tracking, clearly identifying the most competitive pricing

Oracle Primavera P6

Serves as our primary scheduling software

Bluebeam Studio

Allows conformed drawing sets to be localized within the software so that the project team can see RFIs and any changes to drawings in real time

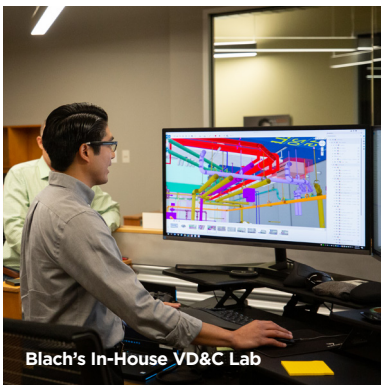
exTracker

Tracks all subcontractor change orders to provide up to date potential cost impacts to the project

We have the capability to use a wide variety of modeling programs to support our Building Information Modeling (BIM) and Virtual Design & Construction (VD&C) efforts. These include:

- Autodesk Revit
- Autodesk AutoCAD
- Tekla BIMsight
- Autodesk AutoCAD Architecture
- Autodesk AutoCAD MEP
- Tekla Structures
- SketchUp

Your Blach team will do what it takes to ensure your experience is seamless. We've found that our robust use of technology is effective in helping us accomplish this.



In-House Preconstruction Experts

Blach also employs a full-service team of preconstruction professionals whose mission is to develop a deep understanding of the project and pinpoint solutions that bring you the most value for your money. Comprising of estimators and engineers from various disciplines, including mechanical, electrical, plumbing and structural, our highly skilled team will closely study site infrastructure, equipment, materials and finishes, construction details and sequencing. We will offer various preconstruction services, including:

- Mechanical, electrical and plumbing (MEP) experts
- Building Information Modeling (BIM)
- Cost estimating, value engineering and cost studies
- Virtual design and construction
- Constructability reviews
- Quality control

In-House Theater Expert

Tony Mirenda brings to the team extensive experience planning and building theaters for schools throughout the Bay Area. His knowledge of the unique construction considerations required for theaters will ensure that we deliver NMUSD with the most efficient and user-friendly space.





8. Insurance

Although the District may determine that it will provide builder's risk or other owner-controlled insurance in connection with the Project, each Proposer must demonstrate that it can maintain adequate insurance as required herein. Therefore, each proposal must include a letter from the Proposer's insurance company indicating its ability to provide insurance coverage on behalf of Proposer in accordance with the following requirements:

- a. A.M. Best financial strength/size rating for insurer of no less than A:VII.
- b. Commercial General Liability Insurance at least as broad as Insurance Services Office General Liability Coverage (Occurrence Form CG 0001) in the amount of One Million Dollars (\$1,000,000) per occurrence for bodily injury, personal injury, and property damage and Two Million Dollars (\$2,000,000) aggregate.
- c. Automobile Liability Insurance at least as broad as Insurance Services Office Form Number CA 0001 covering Automobile Liability, Code 1 (any auto) in the amount of One Million Dollars (\$1,000,000) for bodily injury and property damage for each occurrence.
- d. Workers' Compensation Insurance for all of Proposer's employees in accordance with California law and Employer's Liability Insurance in the amount of at least One Million Dollars (\$1,000,000) per accident for bodily injury and disease.
- e. Builder's All-Risk Insurance, written on a non-reporting, completed value basis, providing coverage in an amount not less than the greater of (1) the full estimated replacement cost of the work or (2) the contract price for the Project. Such all-risk policy must cover:
 - (1) Losses arising from causes that include, without limitation, fires, windstorms, lightening, explosions, theft, earth movement (including, but not limited to earthquake, landslide, and subsidence), collapse, and water damage;
 - (2) Costs associated with clean-up, demolition, repair or other correction of covered losses, including, without limitation, fees for necessary architectural, engineering, and other professional services; and (3) All ensuing or consequential losses attributable to causes of loss excluded under the all-risk policy, including, without limitation, faulty design or workmanship.Such all-risk policy must be endorsed for extended coverage, vandalism, malicious mischief, and theft, including theft of materials not then incorporated into the work. Any exclusion of losses attributable to faulty design or workmanship must not exceed the total costs the District would have incurred to repair or otherwise correct the fault if it had been discovered prior to the loss having occurred.
- f. All insurance must be in a form and with insurance companies acceptable to the District.
- g. Insurance carriers must be qualified to do business in California and maintain an agent for service of process within the state.
- h. The policies shall contain an endorsement naming the District, its employees, consultants, and agents as additional insureds (except for the Workers' Compensation policy), providing that the policies cannot be cancelled or reduced, except on thirty (30) days' prior written notice to the District, and specifically stating that the coverage contained in the policies affords insurance pursuant to the terms and conditions set forth in the applicable agreement.
- i. The submission of a proposal shall be deemed a representation that the Proposer, if selected, can provide insurance in accordance with the foregoing requirements.



Gallagher

Insurance | Risk Management | Consulting

October 10, 2022

Newport-Mesa Unified School District
2985 Bear Street
Costa Mesa, CA 92626

RE: RFP – Lease-Leaseback Services - Estancia High School Theater Project

To Whom it May Concern:

As the Insurance representative for Blach Construction, this letter is to ensure that Blach Construction can obtain insurance in accordance with the requirements stated in the RFP for the Estancia High School Theater Project with insurance companies licensed and qualified to do business in CA and have an AM Best Financial Rating of A VII or higher.

If you have any questions regarding the above please feel free to contact us.

Regards,

Matt Kalafatis
Area Executive VP
Arthur J. Gallagher & Co.



10/11/2022

Subject: Blach Construction Company
2244 Blach Pl, Suite 100
San Jose, CA 95131

To **NEWPORT-MESA UNIFIED SCHOOL DISTRICT**
2985 Bear Street
Costa Mesa, California 92626

Re: **ESTANCIA HIGH SCHOOL THEATER PROJECT**

To Whom It May Concern,

Blach Construction's current insurance program meets or exceeds the requirements/limits outlined in the RFP document dated 8/31/2022, pages 12-13, Section 7-Proposal Requirements, Item 8. Insurance, a-d.

Sincerely,

Susan English

Account Specialist

The proposal must include the litigation history of any claims filed by the firm or against the firm in the last five (5) years. The Proposer may describe mitigating facts as such information may be considered in determining the suitability of the Proposer to perform the needed LLB services.

9. Litigation Information

With its strong commitment to customer service and integrity in all of its dealings, no client or design firm has ever filed a lawsuit against Blach in its 52-year history. In rare circumstances, the company must defend itself against third parties and subcontractors. In the past five years, the company has not been involved in even these types of actions, with the exception of the matter discussed below.

Project Name: College Terrace Centre

Description of status of the claim: As the building shell builder Blach Construction was named in a cross-complaint where the tenant of the grocery store at our client's (Graystone) building, went out of business. They have filed a claim against Graystone, and us as the builder of the building shell, alleging we contributed to the default of their business and ultimate default on their lease with Graystone. Blach sees no merit to this claim and no financial risk.

In rare situations, a handful of subcontractors have filed suits to foreclose on liens and stop notices, claiming tardy payments. In each situation, Blach has needed to hold funds from these subcontractors for defective work and/or delays in receiving payments from its customer and/or an insurer. These matters have all been resolved out of court quickly and amicably.

Monterey Bay Aquarium
Becthel Family Center for Ocean Education & Leadership
Monterey, CA





10. Proposed Method to Accomplish the Work

Describe the technical and managerial approach to the LLB partnership with the District. Proposer must take into account the District's goals for the Project and the general functions required. In reviewing the Scope of Services described in Exhibit "A," the Proposer may identify additional necessary tasks and discuss them in its proposed method to accomplish the work.

Delivering a new construction project on the scale you have planned in today's booming local construction market with current global supply chain challenges is a major undertaking. We are no stranger to this challenge and will work with your team to identify the right solutions to that maximize scope and program within your fixed budget. We take a proactive approach to identify all potential challenges and constraints early and find the right solutions before the first shovel hits the ground.

This project has been a long time in the making, and we recognize the importance of delivering a premium performance theater to your students and community. Our first order of business will be to understand your priorities and goals for the project to ensure a shared vision for success.

Focused Preconstruction Efforts

To meet your project timeline, we will first focus on constructability review and preparing a detailed project estimate. These will inform value engineering opportunities and potential design changes that should be incorporated into the DSA re-submittal. We will work closely with the District and the design team to make informed decisions about the best solutions for the project.

At the same time our team will be identifying long-lead items and developing a strategy for early procurement and pre-purchasing. Not only does this ensure that materials are always on site when needed, but allows us to mitigate the impact of escalation and other cost factors to the project. These packages will be reviewed in detail with the District, Safework CM and Pfeiffer to ensure we all agree on how to proceed. Based on our experience, we believe that the following packages require early attention:

Constructability on Your Theater Project

Our preconstruction team of superintendents and engineers will review the project for buildability, code compliance and coordination between trades while looking for opportunities to increase cost and schedule efficiency. They will couple this review with site investigations to verify existing conditions. In addition, Blach's theater expert, Tony Miranda will review your project through our theater lens, asking the questions:

- What are the performance types? How does that impact the sound and lighting?
- What types of sets and scenery are used? Will they be fly mounted or digital?
- Where will the furniture and props be stored?
- Is the scene shop laid out for tools and equipment?

- Structural steel
- Glass & glazing
- Elevator
- Mechanical equipment
- Major electrical equipment
- Theatrical Systems
- Sound doors
- A/V and Lighting Systems
- Site improvements
- Fixed Seating
- Operable Partitions
- CMU

We will also collaborate with the District, Safework CM and Pfeiffer Architecture to identify "early work" packages that will allow construction to start before DSA approval of the resubmittal package. This may include scopes such as:

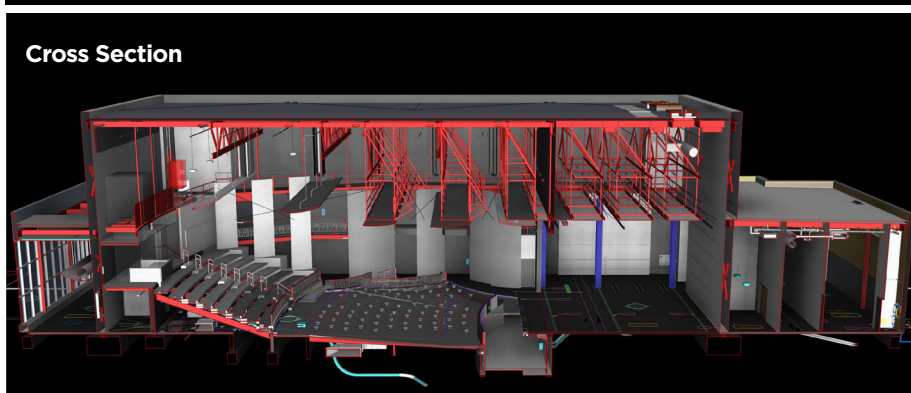
- Demolition
- Site Clearing and Grading
- Underground Utilities
- Site Improvements
- Building Pads

During this preconstruction phase we will also:

- Collaborate with the administration, design team, faculty, maintenance and operations team.
 - Coordinate with user groups as needed for any specials needs or accommodations.
 - Refine our logistics, safety, and schedule plans utilizing our experience working on active high school campuses to minimize disruption and maintain a high level of safety.
 - Perform Building Information Modeling (BIM) coordination
- for special coordination of the structural steel, rigging systems, catwalk, and other major building elements.
 - Strategic Project Buy-out and GMP Development to ensure competitive pricing from a pool of qualified subcontractor partners. See the following pages for more on our process of selection of subcontractors on a competitive basis.

Utilizing Virtual Design & Construction (VD&C) to Increase Efficiency

The dynamic design of theater buildings requires highly concentrated coordination between the building structure and all of the specialty systems. Our in-house VD&C team, each with first-hand field experience, will work closely with the design team, structural subcontractors (foundations, steel, CMU), MEPS building systems and specialty systems (production rigging, AV, lighting and sound) to create a virtual 3-D model. Within this model all the systems are coordinated to resolve spatial conflicts and from it shop drawings can be generated to dramatically increase efficiency in fabrication and in the field. For your project, it will be important to coordinate the CMU structure locating structural connections, electrical rough-in and any other penetrations. And it will be just as critical to coordinate the theater equipment and systems to ensure everything fits, is accessible, and functional for your programming needs.



Blach works very collaboratively with design teams as well as client constituents to ensure all project goals are met and met in a timely and cost-effective manner. The trust they develop with constituent groups fuels their ability to assist in finding creative solutions during collaboration with design teams.

Mr. Juan Barroso

Managing Partner, Derivi Catellanos Architects

Construction Phase

Theaters are complex buildings with various intricate systems working together. The critical path of the project is centered at the theater box and it is crucial that it is always at the forefront of how the project is being built. We have identified several important construction elements outlined below that will create a seamless project execution and ensure that we meet each and every one of your expectations.

- **Early Subcontractor Engagement:** We recognize the importance of leveraging the expertise of the theater experts. For the key trades – structural, AV/Lighting, production equipment - it is critical that we spend the time early on to understand exactly what each need, how their systems integrate, and who needs to go first to ensure a seamless process.
- **Identify Site Specific Challenges:** Per the geotechnical report the existing soil conditions require pile foundations and overexcavation. These can be timely and costly endeavors and a good reason to move the grading and foundation scopes into an “early work” package. Additionally, because this is a deferred submittal, it is vital that we build into the schedule the necessary durations for CGS and DSA Approval.
- **Site Logistics:** We will uphold our stringent safety protocol to develop a plan with your staff that keeps your students, staff and community safe while minimizing disruption to daily campus operations. See the following page for a preliminary site logistics plan.
- **Maintaining Schedule:** We update our schedules weekly and share this information with the entire team. This allows all parties to be on the same page, understanding what’s happening on the project next week, next month, next quarter and the next year.



Coordination of Theatrical Specialty Systems

Coordinating AV, lighting controls and other related low voltage systems is a unique aspect of a theatre project. Typically, the electrical subcontractor for the project is responsible for proving the infrastructure for all of these systems, and the respective low voltage subcontractors provide and install their own fixtures, equipment, programming (parts and smarts). Since the drawings we build from are generally schematic, as the general contractor, we understand the importance of facilitating discussions between all of these players in order to ensure the electrician has the infrastructure for the various LV systems in the right places.

Closeout Phase

Our collective efforts to meet the District’s goals will be forgotten if the final phase of the project does not go as planned. We start the closeout phase of the project at the very beginning of the project, during preconstruction. Early planning for closeout will include:

- Develop a detailed commissioning schedule as soon as the submittals are approved. It is never too early to start planning the building commissioning. Each room has different functions and different users. Its specific use depends on the type of production and that requires a different set up with intricate coordination of the theater and building systems.
- During the initial submittal phase we identify the closeout documentation and commission reports and continually track these documents during the course of construction to ensure they are delivered on time.

After the construction phase, beyond standard closeout, we will provide the following:

- Comprehensive training to your maintenance and site staff along with operation & maintenance and video training to ensure all end-users understand how to operate the new building systems and equipment.
- Dedicated staff to closeout the project to ensure timely financial closeout, completion of all punchlist items, and submission of all required DSA closeout documentation well ahead of the 90-day certification requirement.

Describe the Proposer's approach to implement any required process for selection of subcontractors on a competitive basis, including, but not limited to, bid coordination, bidding, selection of qualified subcontractors, including trade contractors, efforts to incorporate local, small, and minority-owned subcontractors, and Project construction administration.

Procuring subcontractors and developing an executable Guaranteed Maximum Price (GMP) is one of the most important milestones in any project, and requires a great deal of strategy, planning and meticulous execution. One main component of GMP development is conducting an open and competitive subcontractor buy-out process. Subcontractor costs typically equate to 80% or more of the project costs, so this effort is critical.

At Blach, we approach GMP development as a completely transparent and open-book process. We understand that you are stewards of your District's bond dollars and need to report back to your Board and community. We encourage feedback and input from NMUSD as we develop the bidding strategy, scopes of work and bidder's list. For us, construction from start to finish is a collaborative process and we want the District to participate and under the decisions that are being made. And as part of the GMP assembly process, we will prepare a bid binder that includes the subcontractor bids for each trade, a detailed bid analysis, and any notes from the post-bid interviews. We will review with NMUSD the bid binder, recommended subcontractor, our selection process and how ultimately how we arrived at our overall GMP .

Developing Comprehensive Bid Packages

Blach's team collaboratively develops bid packages that are comprehensive, logical and produce the best pricing and performed by top quality subcontractors. During preconstruction, and as part of our estimating process, we determine which scopes make the most sense from an economical and buildable standpoint. Our proposed team of a highly qualified project manager, project engineer, superintendent, and estimator who will create bid packages that will provide a true best value to NMUSD. Specifically, our process involves:

- Developing a bid package matrix and assigning each specification section to a potential bid package
- Assigning estimated values to each bid package. Bid packages are grouped or separated strategically to address the current construction market to make them appealing to subcontractors.
- Evaluating sequencing and phasing as well as warranty requirements and how they might affect each scope of work
- All bid packages shall consist of scope statements, subcontractor agreement requirements, project specific requirements including site access, schedule and phasing, construction documents, and supplemental general conditions, safety and COVID-19 protocols
- As appropriate, bid alternatives (deductive or additive), will be included in subcontractor bid package to maximize the construction budget.
- Prior to bidding the project, we will review the bid packages and scopes with NMUSD so that there is a collective understanding and buy-in on our procurement strategy for the project.



Early Subcontractor Engagement

The successful delivery of any project depends in large part on having the best team of subcontractors dedicated to providing the expertise and resources necessary to execute the work. Blach will engage subcontractors who are responsive and committed to adding the best possible value to your project. Having worked on similar projects, we have a genuine understanding of what to look for in selecting the best partners for this project.

Ensuring Competitive Pricing for Theater Specialty Systems

Theater systems are very specialized and there can be small nuisances in installation details and requirements between different manufacturers. To provide the most competitive pricing, our subcontractors will propose different systems that meet the functionality and system specifications. When analyzing the subcontractor bids, our team will also thoroughly evaluate the proposed systems, their installation requirements, and identify any potential impacts to the design. We will work with the design team to discuss the feasibility of each system within the current design and then present the best option to NMUSD for final approval. This ensures that as a team we can make the best decision to select a subcontractor weighing cost with potential design and schedule impacts.



Also, describe the Proposer's method for compliance with all subcontractor prequalification and skilled and trained workforce requirements and local requirements, including but not limited to local outreach, minority and diversity policies or procedures.

Skilled and Trained Workforce Compliance

Because education construction is our mainstay, we are very well-versed with California Senate Bill 693 (SB-693), which mandates clear stipulations regarding the procurement of a Skilled and Trained Workforce in public education projects. And with the percentage of skilled and trained workforce that has increased over the years for many trades, we recognize the challenge of meeting these requirements. We take a proactive approach and have successfully met all requirements for skilled labor on all our projects and are confident that we can do the same for your upcoming bond projects. Specifically, all of our bid documents and subcontracts have language specific to skilled and trained workforce requirements, including the necessary and associated reporting expectations. We will revisit these requirements with the subcontractors in our post-bid interviews to ensure all will comply.

Additionally, on a weekly basis, our dedicated Skilled & Trained Workforce compliance monitor confirms each subcontractor is in compliance, which prevents problems from accumulating.

Project Labor Agreements and Prevailing Wage Compliance

As union contractors, Blach is well-versed in meeting the requirements of union labor, project labor agreement, prevailing wage and certified payroll. In fact, Blach is signatory to the carpenters' and laborers' unions.

We have a history of successfully meeting all requirements of PLAs, prevailing wage and certified payroll. We do this by ensuring that participation in these programs is explained clearly in the bidding documents provided to subcontractors, and that throughout the project payroll records are correctly recorded. And, if required, our compliance monitor remains in direct communication on a weekly basis with the assigned compliance officer from start to finish which helps alleviate compliance problems from accumulating throughout the project. Effective communications between the monitoring agency and the subcontractors on the project ensure that the correct wages are being paid and Blach consistently achieves contract compliance on all our projects.

Local Subcontractor Relationships

With complex, fast-paced projects, it is important to identify the right subcontractors to competitively bid on the size and scope of the work to ensure they can provide appropriate manpower, meet the project schedule and provide the best pricing for the project. Over the past 52 years we have developed strong relationships with the California subcontractor community through our work and participation in statewide industry associations such as AGC, DBIA, CMAA and CASH. In addition, we have spent the past year developing relationships with the local subcontractor community and preparing for this project.

Furthermore, our partnerships with the local Building & Construction Trades Council gives Blach a distinct advantage over our competition. The building trades support Blach projects resulting in direct access to additional labor resources, access to a large pool of qualified local subcontractors and continued positive labor relations on our projects.

In our experience, with a proactive approach, PLAs do not have an impact to our budget, schedule or ability to deliver high-quality workmanship.

70+

The number of projects Blach has successfully completed with CWA/PLA/PSA's in place

500

High school and college interns we have employed in our Project Engineer Intern Program in the last 10 years

1000+

Qualified Subcontractors in our database

Quality Control

Delivering quality projects is engrained in our culture. We invest in our employees and subcontractors, providing training and clear guidelines to ensure we deliver high-quality projects time-and-time again. Specifically, our ability to deliver high-quality projects is due to selecting qualified subcontractors, exceptional pre-planning, close supervision and efficient closeout and commissioning.

Ensuring Quality with Blach's Comprehensive Mock-Up Program

Our mock-up program identifies critical building components, such as the building envelope, that typically require third-party waterproofing review and testing. The team then builds a model component and puts it through rigorous testing, paying special attention to everything from the proper caulking in the window unit from the manufacturer, the screws securing the lath for the plaster system and how the flashing systems integrate with each other. We set quality standards early and are dedicated to doing it right, the first time.

Our mock-up program ensures that our clients will be confident their projects will be watertight and leak-free when they occupy the building.



Meeting Schedules

We understand your community deserves to have these projects delivered on-time and we take it seriously that the District is trusting us to help fulfill your commitments. Across hundreds of Lease-Leaseback projects, we have found the following strategies to be critical in effectively preparing and achieving construction schedules:

- **Bid Schedule:** Create an initial project schedule that is included in the bid documents and becomes part of the subcontractor agreement for each trade contractor
- **Subcontractor Meetings:** Discuss the schedule during post bid interviews and obtain full subcontractor commitment to meet the schedule
- **Detailed Activities:** Identify each task and its duration required to complete the work prior to the start of construction
- **Material Procurement:** Monitor material procurement by identifying long-lead items up front, which is especially important considering current supply chain issues, ensuring they are always on site when needed
- **Weekly Updates:** Hold weekly foreman's meetings to review the schedule and provide updates to subcontractors not on site yet to keep them informed of when they will start
- **Weekly OAC Meetings:** Review a three-week look-ahead schedule at weekly OAC meetings so that the district and design team are aware of construction progress and can make good decisions during construction
- **Critical Decision Timelines:** Identify timelines for critical decisions and approvals that may affect the overall construction schedule

Overcoming Schedule Challenges: Fremont Union High School District - Cupertino High School:

Construction of a new 30,000 sq.ft. student union building featuring a library, cafeteria, administrative offices, guidance support services and outdoor terrace in under 18 months.

Challenge: Aggressive Schedule

Solution: Phased project into different DSA increments allowing sitework and utilities to start on schedule before the other phases were approved. This accelerated the overall project timeline and the project finished ahead of schedule.

Challenge: Complex Design

Utilized building information modeling (BIM) to coordinate the unique building structure and building systems. This ensured that all conflicts were resolved prior to construction eliminating timely RFIs and redesign.

Challenge: Long Lead Items

Solution: Identified alternate product manufactured locally that met the specified requirements and offered a shorter lead time and more competitive pricing.

Preliminary Site Logistics

While construction has the potential to impact your campus, we make it our priority to minimize the disruption to your daily operations. Student drop-off and pick-up is a critical time of day for a school, with increased traffic, and at the high school level, many students either walking or driving themselves to school. Our main construction entrance will be located off Placentia Ave. Because your main drop-off/pick-up area is also on Placentia Ave we will direct all deliveries to avoid drop-off and pick-up times to minimize any further congestion to the streets surrounding the school. Our preliminary plan will incorporate means and methods such as:

- **Minimize impact to campus flow:** Our main construction entrance will be located on Placentia Ave. We will direct all construction traffic to the north end of the construction site and only utilize the secondary entrance when needed outside of pick-up/drop-off times.
- **Traffic control for all material and equipment deliveries:** Safety personnel will monitor and manage all material deliveries on site. No deliveries during student drop off or pick up.
- **Clear directional signage:** The safety of those on campus is our highest priority. We will post clear direction signage for all pedestrian pathways and school access to ensure safe access for your students, faculty & staff, and community.
- **Additional Contractor Parking and Laydown Area:** We will coordinate with the County to utilize nearby space for additional contractor parking and laydown space
- **Proposed Construction Drive Lane:** We propose a construction drive lane on Placentia Ave (adjacent to the project site) for construction deliveries/traffic/truck staging and will work with the City to coordinate.
- **Off-Hours and Weekend Work:** Any utility tie-ins or shut-downs will take place after hours or on weekends. Our team will always communicate beforehand with the site staff about upcoming activities and potential impacts.
- **Summer Work:** All work affecting the drop-off/pick-up area will be scheduled over the summer to avoid any impact to the daily operation of this area.



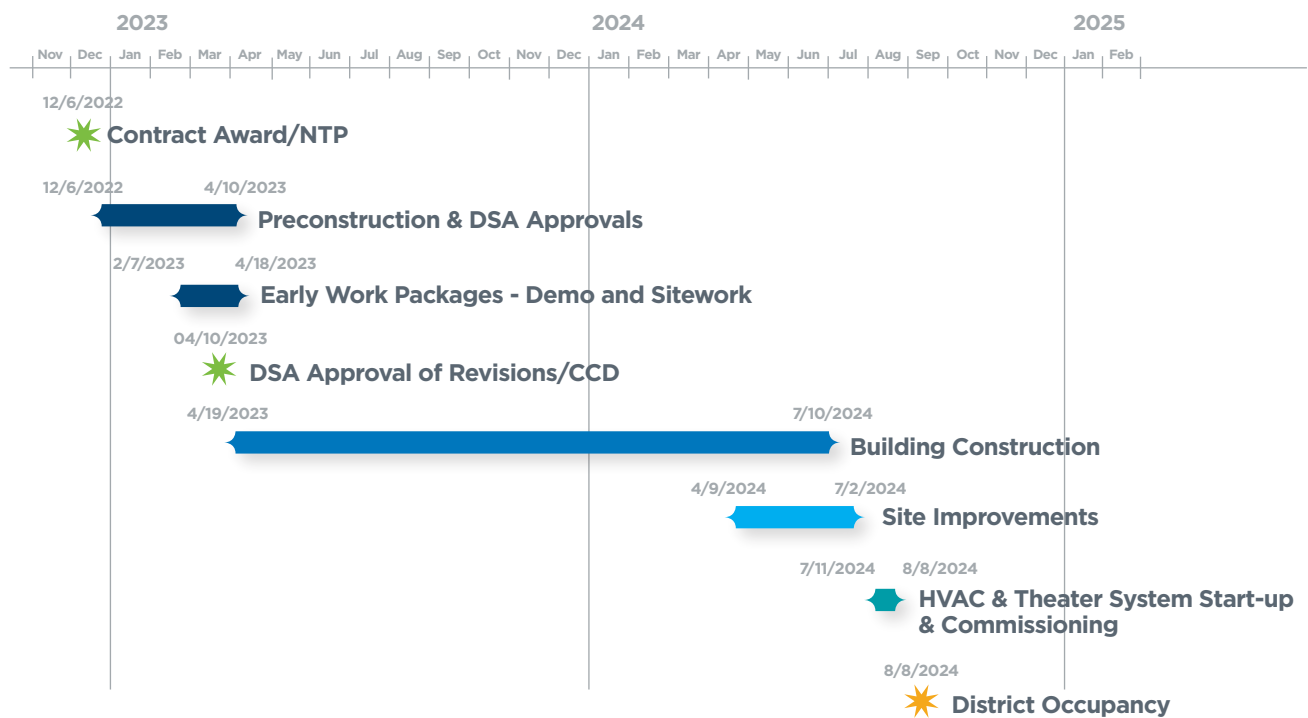
Preliminary Schedule Approach

We take a lot into consideration when developing a project schedule. We have identified several schedule strategies that working in collaboration with the District and the design team that will ultimately ensure the timely delivery of your project.

Some highlights include:

- The schedule assumes that the District has DSA approval and an approved extension for construction. In the case that a longer DSA review period is required, the dates will adjust but our approach will stay relatively the same.
- The schedule assumes starting the preconstruction efforts immediately after an NTP is issued to help streamline the constructability review and the budget validation process.
- We propose buying out and starting construction on an early Demo, Sitework, and Utility package allowing site construction to begin while any additional approvals required by DSA are worked through.
- The soil stabilization/site improvement package is part of the critical path and will need to happen early to accommodate deferred submittal to CGS and DSA.

Estancia High School Theater | Schedule at-a-Glance



Please refer to the Appendix for a full CPM schedule.

Respondents are required to describe in the proposal the anticipated price ranges for all fees and charges for the Project(s). Price ranges shall be provided and described under the following categories:

1. LLB Entity Fee

2. Preconstruction Fee

3. Special Conditions (if any/applicable)

4. Contractor's General Conditions Table
5. Bonds and Insurance

6. Contractor Contingency

7. District Contingency

8. Other, if necessary

This price range information should include enough information for the District to understand how the proposer establishes an estimated preliminary guaranteed maximum price range for the Project using the LLB delivery method. Upon completion of the Design Phase, if the District proceeds with the Construction Phase of the Project, the successful LLB Entity will be required to provide a fixed, final guaranteed maximum price for the Construction Phase of the Project.

If the District proceeds with the Construction Phase of the Project, Proposers will be required to provide the final Guaranteed Maximum Price (GMP) for the Project or any portion/component thereof based upon the final DSA-approved plans and specifications (or other approval authority as applicable) consistent with the Construction Services Agreement and in accordance with the provisions of AB 2316. As part of the District review of the GMP, the District will expect to have access to all subcontractor bids, contingency breakdown and tracking documents, general conditions breakdown and tracking documents, and LLB Entity fees. The GMP shall include all of LLB Entity's costs for labor, materials, equipment, overhead and profit, Preconstruction Fee, General Conditions, Contractor Contingency, and District Contingency. The selected LLB Entity must provide the District with objectively verifiable information of its costs to perform all services required under the Construction Services Agreement. In the event the selected LLB Entity realizes a savings on any aspect of the Project, such savings shall be disclosed to the District and added to the District Contingency and expended consistent with the District Contingency. In addition, unless otherwise mutually agreed upon, any portion of the Contractor Contingency remaining after completion of the Project shall be added to the District Contingency.

11. Pricing and Contingency

Below please find our proposed pricing and contingency. We welcome any discussion in regards to our pricing proposal and are open to further negotiations to find mutually agreeable terms.

Summary of Items

1. LLB Entity Fee:	3.95%
2. Preconstruction Fee:	\$37,350
3. Special Conditions(if applicable):	
4. Contractors General Conditions Table:	\$3,178,565
5. Bonds and Insurance:	2.25%
6. Contractors Contingency:	3%
7. District Contingency (per RFP):	3%

Each project has unique parameters and requires a specific approach to developing the guaranteed maximum price. Please refer to Tab 10 for a detailed approach to our preconstruction phase and our process for establishing the GMP.

Contractor must include its cost for all of these items as part of its General Conditions/General Requirements in its Response, even if it intends to break these out as separate costs in its final pricing, although the District will not permit the selected Contractor to put these items into Subcontractors' prices. If the Contractor is not charging for any of these items, it must state "zero" or "0" for those item(s).

12. Contractor's General Conditions Table

Contractor's General Conditions / General Requirements in its Performance of the Work	Amount
Supervision/Staff	
Operations Manager	0
Project Executive	\$ 155,880
Project Manager	\$ 545,580
Project Superintendent	\$ 651,420
Project Engineer	\$ 467,640
Scheduling Engineer	0
Estimator	0
Constructability Reviewer	0
Quality control Manager	0
MEP Coordinator	0
Field Engineer	0
Draftsman/Detailer	0
BIM Manager/Coordinator	\$ 68,587
Record Drawings	0
Field Accountant	0
Labor Compliance Manager	0
Time Keeper/Checker	0
Secretarial/Clerk Typist/ Project Coordinator	\$ 62,352
Independent Surveyor	0
Safety &. E.E.O. officer	\$ 109,116
Field Offices for GC, Inspector, and Owner	
Office Trailer/Rental, Set-up, Tear-down, Relocation - 12' x 60' for Contractor	\$ 21,900
Office Trailer/Rental, Set-up, Tear-down, Relocation - 24' x 60' for District Construction Manager and Inspector and on-site meetings	\$ 42,000
Office Furniture/Equip/Computers	\$ 31,500
Telephone/Data Installation	0
Telephone/Data Monthly Charges	\$ 102,600
Elect Power Installation	0
Elect Power Distribution Wiring	0
Water Service - Installation	0
Heating & Cooling Costs	0
Light Bulbs & Misc. Supplies	\$ 14,500
Recycling/Trash Dumpster Removal/Hauling	0
Maintenance Services (janitorial, holding tank, etc.)	\$ 12,600
Drinking Water/Cooler/Cup	\$ 1,440
Documents/Records/Misc.	
Xerox Copies/Misc Printing	0
Project Management Software as per Addendum #4	\$ 100,000
Printing - Drawings & Specifications	\$ 2,500
As-built Drawing Reproduction	0
Postage/UPS/FedEx	\$ 2,700



Award Winning Safety At-a-Glance

Recent Safety Achievements by Blach include:

AGC of California

- **1st Place** | 2009, 2013, 2014, 2016, and 2020

AGC of America

- **3rd place** | 2010 and 2015

OSJA Voluntary Protection Program

- San Jose State University Student Wellness Center
- San Jose-Evergreen Community College

Owner-Controlled Insurance Program

- Cuesta College

Engineering News Record

- 2021, "Best of the Best Project Award" for Excellence in Safety, Cañada College Kinesiology & Wellness Building

13. Other Information

Provide any other information that Proposer believes is necessary in response to this RFP/Q that might further support/distinguish Proposer's response from other prospective LLB entities.

A Culture of Safety

Blach's commitment to safety is supported by every employee and championed by our Executive Leadership Team. Early on, Blach's Leadership Team established safety excellence as a core value and essential to our business success. Our approach to safety stems from a culture of accountability among all personnel on the site, employees and subcontractors alike are all held to these standards.

Our project teams work together to ensure all personnel are adequately trained and are making safety an imperative part of their daily activities. Our teams submit a minimum of one documented inspection each week, however the teams are constantly inspecting and reviewing the site for hazards. These hazards are reviewed at **weekly safety meetings**, creating an open forum to discuss and encourage questions about upcoming activities. Depending on the specific work being performed, our project teams may take part in daily safety meetings.

Blach takes full responsibility for providing a safe working environment for the students, faculty and staff on every campus and we believe our experience, policies and practices make us well-suited to do so. As a highly collaborative contractor, our teams will engage with the project team to design a safety program that more than meets your needs and guarantees the safety of everyone involved and affected by construction.

For your project(s), we will carefully develop a detailed phasing, logistics and site specific safety plan that not only upholds our stringent safety standards on the jobsite, but also mitigates disturbances to the surrounding area.

4M+

Hours since our last lost work day

.40

Experience Modification Rate (EMR) for 2022.
(Industry average is 1.0)

80%

Percent of projects completed on occupied campuses

To maintain safety on all occupied campuses we:

- **Provide clear directional signage for pedestrian access**
- **Create temporary walkways to allow safe access around the construction site**
- **Communicate regularly and at OAC meetings about upcoming activities and potential impacts**
- **Coordinate large deliveries outside of pick-up and drop-off times**
- **Create a dedicated entry and secure fencing around construction areas to separate construction personnel and activities from students and staff**
- **Work with the City to coordinate any necessary traffic detours, trucking routes or street parking needs**
- **Schedule demolition scope over school breaks and after hours to minimize disruption**



Proposers may include resumes of individuals who will work on the Project.

14. Appendices

- 1 | Schedule
- 2 | Letter of Reference
- 3 | Staff Full Resumes
- 4 | Additional Performance Space Experience
- 5 | Financial Attachments

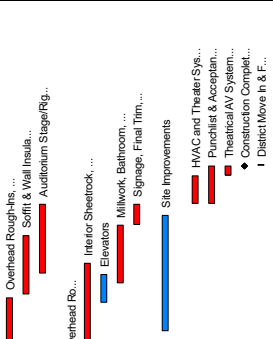
Data Date: 06-Dec-22



Project: Estancia HS Theater RFP Schedule

11-Oct-22

Activity Name	Bar	Start	Finish	2023	2024	2025	2026	2027	2028	2029	2030
MEP Ground Level & Mezzanine	30	26-Jan-24 08:00 AM	08-Mar-24 05:00 PM								
Overhead Rough-Ins, Rigging Systems, Framing & Wall Rough-Ins	40	11-Mar-24 08:00 AM	03-May-24 05:00 PM								
Soffit & Wall Insulation, MEPF Trim Finishes	30	06-May-24 08:00 AM	17-Jun-24 05:00 PM								
Auditorium Stage/Rigging Systems, Seating	35	21-May-24 08:00 AM	10-Jul-24 05:00 PM								
Black Box Storage, Accessory Support, Circulation & Access Services	116	26-Jan-24 08:00 AM	10-Jul-24 05:00 PM								
Interior Overhead Rough-Ins, Framing & Wall Rough-Ins	20	26-Jan-24 08:00 AM	23-Feb-24 05:00 PM								
Interior Sheetrock, Prime & Paint Coats	40	02-Apr-24 08:00 AM	28-May-24 05:00 PM								
Elevators	15	30-Apr-24 08:00 AM	20-May-24 05:00 PM								
Milwork, Bathroom, Wall & Floor Finishes	30	14-May-24 08:00 AM	25-Jun-24 05:00 PM								
Signage, Final Trim, Install of AV systems	10	26-Jun-24 08:00 AM	10-Jul-24 05:00 PM								
Site Improvements	60	09-Apr-24 08:00 AM	02-Jul-24 05:00 PM								
HVAC and Theater Systems Start Up & Commissioning	21	11-Jul-24 08:00 AM	08-Aug-24 05:00 PM								
Punchlist & Acceptance	15	11-Jul-24 08:00 AM	31-Jul-24 05:00 PM								
Theatrical AV System Training	20	11-Jul-24 08:00 AM	07-Aug-24 05:00 PM								
Construction Complete	0	01-Aug-24 08:00 AM	07-Aug-24 05:00 PM								
District Move In & PFE	1	08-Aug-24 08:00 AM	08-Aug-24 05:00 PM								



Data Date: 06-Dec-22

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Critical Remaining Work
Remaining Work
Actual Work
Milestone
Remaining Level of Effort
Actual Level of Effort

October 7, 2022

Dear Dr. Wes Smith,

I write this letter of recommendation for Blach Construction as they apply to serve as a lease-leaseback builder for a performing arts facility in the Newport-Mesa Unified School District. I worked closely with the senior management of Blach Construction during my tenure as superintendent of Milpitas Unified from 2011-2016. We employed several construction management firms in Milpitas and Blach rose to the top with their professionalism, expertise, and outcomes on projects. They were awarded the construction of a new elementary school, Mabel Mattos Elementary School, during my last year as superintendent as it was rewarding to attend the opening ceremonies in 2018. I have worked with many consultants during my career as a superintendent and Blach Construction is in the top five of all companies I have worked with.

There are three attributes about Blach as a company that make them an exemplary company. They are a visionary organization. They developed their own modular construction approach called Folia which allows them to build components off-site and install them quickly on-site. A second attribute is their creative spirit. You can see and experience it at their corporate headquarters in San Jose and they bring a creative mind to every meeting with their clients. Third, at their core they are builders. They can self-perform many of the trades with their own workforce and they are experts at finding the best and most qualified subcontractors in the business. You can tell when a company can put on a tool belt and build a project from start to finish. That is Blach Construction.

One of the lead members of the team will be Tony Merinda, Development Executive for Blach Construction. I worked closely with Tony during my time in Milpitas and he has a personal connection and passion for the performing arts. His daughter is a professional in the field and he has personally volunteered his time at St. Francis High School in Silicon Valley for over 15 years in their theater arts program. He is an expert in building and remodeling performing arts venues and his leadership on the project will be very helpful as you consider the best firm to build a new theater at Estancia High School.

As you sift through applications for your performing arts project, I strongly encourage you to give Blach Construction your highest consideration. If I can be of any further assistance, please contact me at cary.matsuoka@gmail.com or (805) 680-4366.

Cary Matsuoka

Cary Matsuoka

Superintendent
Santa Barbara Unified School District (retired)



Chelsy Jurado

Senior Project Engineer

ABOUT

Beginning as an intern at Blach in 2018, Chelsy quickly proved herself to be a valuable asset and has truly thrived and been a welcome addition to Blach. She takes on everything thrown her way and has handled a large amount of responsibility early in her career. Additionally, she works well with a variety of different personalities and has gained the trust of clients and partners.

As a senior project engineer, Chelsy's main role includes managing the schedule, tracking RFI's and submittals, developing scopes for bidding, tracking budgets and forecasting costs. She specializes in delivering complex K-12 and Lease-Leaseback projects on-time and within budget.

Frequently with clients on a day-to-day basis, Chelsy ensures the project is progressing as scheduled and within budget. Specifically, she is responsible for the distribution of information between appropriate team members, processing change orders, the clarification of plans, running OAC meetings and distributing notes and action items from team meetings. During construction, she works regularly with the superintendent, project manager and the subcontractor team.

Chelsy will leverage her experience working closely with site staff on K-12 campuses similar to yours. This combined with her understanding of your priorities will result in the on time and within budget delivery of your Estancia High School Theater project.

EDUCATION

- B.S., Construction Management
Chico State University

Education has always been a passion of mine. And being able to show students how much they are valued through the new construction and renovations projects I've been apart of, is something that brings me great joy. I'm excited at the prospect of doing the same at NMUSD."

EXPERIENCE

Cupertino Union School District, Cupertino, CA **LLB K-12**

- Modernization of one building and portable new interior finishes, restroom upgrades and sitework for ADA-compliance at Montclair Elementary School.
- New interior finishes and restroom upgrades in four buildings, new fire alarm systems in all buildings and sitework for ADA-compliance at Faria Elementary School.
- \$25M modernization of five buildings, including new interior finishes, restroom upgrades, new fire alarm system (in all 5 buildings and portables), sitework for ADA-compliance at Lincoln Elementary School.

Fremont Union High School District, Sunnyvale, CA **LLB K-12**

- Modernization of Cupertino High School Building 500 including roofing replacement, HVAC, fire alarm and lighting system, and new paint and ceiling system.
- Modernization work and upgrades on Building 300 at Cupertino High School





Phil Mirenda LEED GREEN ASSOC.

Project Manager

ABOUT

Phil joined Blach in 2013, initially as an intern, and subsequently as a full-time employee. During his time at Blach, Phil has grown greatly by playing an integral role on a vast array of projects, including modernization and new construction for several key clients in addition to the award-winning Cañada College Kinesiology & Wellness Center. Over the past two years he has served as the one constant Blach team member at our Thornton Junior High School project, bridging the gap between multiple increments and acting as the main point of contact for a challenging group of District Representatives.

As a project manager, Phil handles all of the day-to-day project management work from the onset of the project through closeout. This includes subcontractor bidding, scheduling, budget management and coordinating with the various team members including the client, design partners, subcontractors, and inspectors. Phil also supports the superintendent in managing the construction schedule, subcontractor coordination, quality control and safety programs.

Phil's passion for construction and his eagerness to understand the field has made him an excellent teammate on his projects and allowed him to maintain strong relationships with both clients and partners on all his projects.

EDUCATION

- B.S., Civil Engineering
Santa Clara University

AFFILIATIONS

- U.S. Green Building Council,
LEED Green Associate

EXPERIENCE

Cañada College Kinesiology and Wellness Building Redwood City, CA

DB

- Demolition of existing building and design-build of new 85,000 sq.ft. building with two pools complete with spectator area and auxiliary buildings for associated support facilities and equipment. New building includes enterprise facilities, including classrooms for wellness activities, fitness center, basketball and volleyball gymnasium, locker and shower facilities and offices

San Jose State University Spartan Golf Complex, San Jose, CA

DB

- Construction of a brand new golf training course and facility for the San Jose State University Golf Team and surrounding community, including mass grading and landscaping work.

Belmont-Redwood Shores School District, Belmont, CA

K-12

- Construction management services for the delivery and installation of two portable classrooms at Fox Elementary School.
- Construction management services for delivery of 2-story modular classroom building, repurposing of utilities on campus, and modernization of existing classroom and office spaces at Cipirini Elementary School.

Fremont Unified School District,

Fremont, CA **LLB** **K-12**

- Blach was selected to convert and expand the existing Thornton Junior High School into Thornton Middle School. This involves constructing two new two-story classroom buildings and one administration/library building and modernizing the existing classrooms

Gordan And Betty Moore Foundation,

Palo Alto, CA

- Exterior improvements package at the Gordon and Betty Moore Foundation. This included landscaping, exterior decks and concrete walkways and benches

Mayfield Fund, Menlo Park, CA

- \$4.6M, 11,000 sq.ft., high-end tenant improvement project including construction of numerous offices and a conference room.

Sisters Of The Holy Names Church,

Campbell, CA

- Renovation and modernization services of the Sisters of the Holy Names Church and office spaces.





Scott Brunell

Senior Superintendent

ABOUT

Scott recently joined Blach after a long career working for another prominent general contractor. He has more than 37 years of construction experience working in both commercial and residential, including work in Southern California. He most recently spent the last several years working on student housing projects throughout the Bay Area.

As Superintendent, Scott supervises all field construction and operations and is responsible for building layout and coordination, subcontractor performance, quality assurance and job-site safety. Working collaboratively with the project manager, Scott performs constructability reviews and develops detailed construction schedules.

Leveraging his experience working on complex projects, Scott will be on-site full time to ensure our team is working efficiently and safely to deliver high quality results for your project.

AFFILIATIONS

- United States Marine Corps (USMC)

EXPERIENCE

World Premier Theaters at LA Live

Los Angeles, CA

- 14 theaters with stadium seating and included a 774-seat premium large format auditorium which was upgraded with the latest technology.

California College of the Arts Student Housing

San Francisco, CA **DB**

- Construction of a new 140,000 sq.ft. building that includes 520 beds and features an art gallery, full dining room and kitchen. This building is Type IIIB over Type 1 podium, project scope included HVAC, plumbing, electrical and fire sprinkler and alarm.

Mixed-Use Building

Kansas City, MO

- 5-story, 221 unit, mixed use building with a wrap-around parking structure.

Apartment Complex,

Kansas City, MO

- New 3-story, 225 unit apartment complex

Mixed-Use Building

Leawood, KS

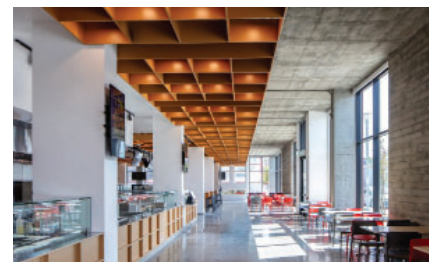
DB

- 42,000 square feet of office space on floors two and three and 13,000 square feet of first-floor retail. Design and construction of a 3-story building. The mixed-use project includes office, retail, restaurants, structured parking and an Aloft hotel

Residential Building

San Pedro, CA

- 16-story, 318 unit residential tower





Dave Finn

Vice President, Education

ABOUT

Dave is a construction industry veteran with over 40 years of wide-ranging and proven experience under his belt. Highly organized, he is a natural planner who excels at overseeing complex projects, mobilizing diverse teams and mentoring junior colleagues.

As vice president of education, Dave is the lead executive for Blach's education market projects, which account for a large share of Blach's portfolio. He is directly responsible for all education project operations, including client relations, contracts, strategic planning and staffing. An integral part of Blach's business development efforts, Dave stays abreast of current legislation and is an active participant in education facilities and industry organizations, such as Coalition for Adequate School Housing (CASH), California Association of School Business Officials (CASBO), Community College Facilities Coalition (CCFC) and the like. Additionally, he is highly involved in all aspects of Folia, the patented and adaptable pre-engineered classroom building solution that was developed in partnership with Quattrocchi Kwok Architects and Gregory P. Luth Structural Engineers. His combined field, operations and education experience has been instrumental in its continued evolution and successful adoption at various districts throughout the Bay Area.

Taking a hands-on approach on all of his projects, Dave makes it a priority to provide the right level of resources and attention to each. He works closely with the broader project teams to maintain the high degree of safety and quality for which Blach is well-known. Ultimately, Dave's number one goal is to ensure a seamless and supportive process and successful outcome for his projects and clients, alike.

EDUCATION

- B.A., Management
St. Mary's College

AFFILIATIONS

- Advisory Board Member, Guadalupe River Park Conservancy
- Member, Downtown San Jose Rotary Club
- Member, Coalition for Adequate School Housing (CASH)
- Project Engage: 2022 Leadership Development Program

EXPERIENCE

Campbell Union High School District

Campbell, CA **LLB** **K-12**

- New performing arts centers constructed at five public high school sites

Hayward Unified School District,

Hayward, CA **LLB** **K-12**

- New 24,435 sf performing arts building consisting of 524 seats, a fixed stage, and technical gallery for production lighting and theatrical rigging; green room with changing rooms and accessory spaces including the lobby, restrooms, storage, electrical, and control room. 12,000 sf entry plaza. New black box theater with telescope seating, production lighting and rigging.

Fremont Union High School District

Sunnyvale, CA **LLB** **K-12**

- District-wide General Contracting and Construction Management work for their bond program which includes a theater, administration offices, a student union building, multiple classroom buildings and cafeteria

Milpitas Unified School District, Milpitas,

CA **LLB** **K-12**

- District-wide LLB and CM services including modernization across 4 campuses. Approximately \$100M of work was delivered LLB.

East Side Union High School District

San Jose, CA **LLB** **K-12**

- General Contracting and Construction Management services for district-wide modernizations and new construction for their Measure E, G, I and Q Bond Programs

Cupertino Union School District,

Cupertino, CA **LLB** **K-12**

- Complete district-wide modernization including all interior classroom finishes, playground re-surfacing, site ADA access upgrades, restroom finishes & ADA upgrades and complete fire alarm replacement

San Benito High School District,

Hollister, CA **LLB** **K-12**

- Preconstruction and construction services for various modernization and new construction projects including new classroom building and athletic facilities

Oak Grove School District, San Jose, CA

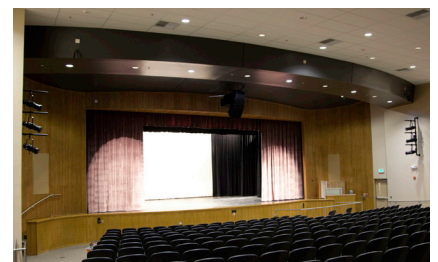
K-12

- District-wide new construction and modernization projects, spanning fourteen years over multiple bond programs and delivered LLB.

Morgan Hill Unified School District,

Morgan Hill, CA **LLB** **K-12**

- Construction of two new two-story Folia buildings including classroom, break out spaces, administrative offices and break rooms at Britton Middle School





Tony Mirenda

In-House Theater Consultant

ABOUT

With a 41-year career in the construction industry, Tony has successfully scheduled, estimated and managed a wide range of projects. Prior to joining Blach, Tony owned TBI Construction and Construction Management Inc. and worked on various education facilities, mixed-use developments, high-end tenant improvements and major award-winning historical restorations. His attention to detail and strong commitment to his clients are just a few of the many characteristics that set him apart as an experienced, professional construction executive.

With both a wife and now daughter in the business of live theater, Tony has developed a passion for theater. In fact, each year Tony leads a team of Blach volunteers that donate their time designing and building sets for a local high school performing arts program.

Tony brings to the team extensive experience planning and building theaters for schools throughout the California. His knowledge of the unique construction considerations required for theaters will ensure that we deliver NMUSD with the most efficient and user-friendly space.



EDUCATION

- B.S., Civil Engineering
Santa Clara University

AFFILIATIONS

- Member, Hayward USD School Usage Design Team (SUDT)
- Co-Chair, Santa Clara County Construction Careers Association (S4CA)
- Co-Chair, City of San Jose Development Review Committee
- Member, Earthquake Engineering Research Institute (EERI)

EXPERIENCE

Campbell Union High School District

Campbell, CA **LLB** **K-12**

- New performing arts centers constructed at five public high school sites, including site work and parking re-work

Hayward Unified School District,

Hayward, CA **LLB** **K-12**

- New 24,435 sf performing arts building consisting of 524 seats, a fixed stage, and technical gallery for production lighting and theatrical rigging; green room with changing rooms and accessory spaces including the lobby, restrooms, storage, electrical, and control room. 12,000 sf entry plaza. New black box theater with telescope seating, production lighting and rigging.

Live Oak High School, Morgan Hill

Unified School District, Morgan Hill, CA

- The 16,000 sq. ft. high school theater, originally designed by AKH and constructed in 1975, was renovated to upgrade mechanical, plumbing, electrical and theatrical aspects of the facility. A comprehensive seismic upgrade was also required in order to comply with the current Building Code. Structural improvements included strengthening the wood-framed, high-roof diaphragm, wood shear walls and concrete foundations to resist the required loading.

Historic Hoover Community Center & Theater, San Jose, CA

LLB **K-12**

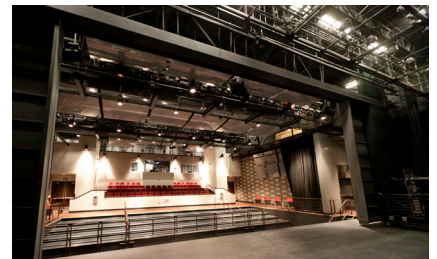
- General Contracting and Construction Management services for district-wide modernizations and new construction for their Measure E, G, I and Q Bond Programs

Archbishop Mitty High School, San Jose, CA

- Preconstruction and construction services for two new multi-use classroom and faculty buildings, renovation of an existing building into a theater complex, construction of a new gymnasium, locker room complex and a swimming pool complex, tennis courts, all-weather track and football field. In addition, Tony performed seismic strengthening at various school buildings.

St. Joseph's Cathedral, San Jose, CA

- Seismic upgrade and complete restoration of a 110-year-old church including complete interior renovation, new landscape work including strengthening of original wood trusses. The project included, coordination of an organ storer, revised site work, new sound system, custom chandeliers and addition of life safety systems, such as sprinklers and fire alarm systems



Support Staff

The following individuals will be available to support our project team and NMUSD, leveraging their unique expertise in Virtual Design & Construction, MEP services, quality control and safety.



Alan Jacobs, CPE *Preconstruction Director*

As preconstruction director, Alan works closely with project managers during the preconstruction phase. He is also responsible for developing preliminary construction budgets and as the design progresses detailed construction estimates leading to the GMP. Additionally, Alan participates in all preconstruction meetings and is involved in all value engineering work and subcontractor bidding.

Alan has become known for his keen cost management skills and for his ability to consistently identify cost-saving alternatives. Alan's expertise is enhanced by his Certified Professional Estimator certification. Alan is our primary K-12 estimator and has an acute insight to DSA requirements and current market conditions.



Trent Zane, LEED AP (BD+C) *Virtual Design and Construction Manager*

As virtual design and construction manager, Trent's responsibilities include structural engineering, file naming, versioning and modeling conventions, model development, model-based constructability and sequencing, management of project spatial coordination efforts and development of shop drawings to optimize construction sequencing and prefabrication opportunities.

Trent is able to offer in-house laser scanning services, model-based robotic layout, Building Information Modeling (BIM) and as-built documentation. He is a key resource available to identify innovative solutions that offer both budget and schedule efficiencies on your upcoming projects.



Lukas Mickevicius, *MEP Manager*

Beginning as an intern at Blach in 2016 and a full-time employee in 2017, Lukas Mickevicius has developed a unique skillset that adds irreplaceable value to each project he works on.

Lukas leverages his strong MEP knowledge to write accurate basis of designs to ensure all systems installed are fully functional and sustainable. He evaluates cost-effective options for the lifecycle of the systems.



Steve Acosta, *Senior Safety Manager*

Steve is responsible for promoting and enforcing Blach's safety program throughout the company and conducts safety training for each employee, both in the field and office. He performs frequent safety visits to each job site and evaluates job hazard analysis with the superintendent of each project.

With his proven safety record, strong qualifications and experience working on countless active campuses, Steve effectively works with the teams to maintain the safety of everyone on or near the jobsite.



Gino Cecchetto, *QA/QC Manager*

Gino is responsible for the ongoing effort of upholding Blach's high quality standards, which includes regular job site checks, collaboration with design teams and supervision of subcontractors to ensure precision. Gino adds irreplaceable value to the construction industry through his ability to run detailed, fast-paced projects that adhere to all quality standards.

Gino proactively enforces our robust quality control program, which includes requiring mock-ups for aesthetics and performance, monitoring quality and inspecting for compliance at each stage of construction.

Additional Performance Space Experience



Campbell Union High School District

New Performing Arts Centers

Five new performing arts centers, one at each of Campbell Union High School District's high schools. Blach performed the preconstruction for all five PACs, and TBI Construction, led by Blach's theater consultant Tony Mirenda, constructed the projects. The performance centers allow the students to explore multimedia, visual arts, stagecrafts and production while learning the traditional core academic subjects. The new buildings also serve as a performance space for the communities of Campbell, Saratoga and San Jose.



Orchard School District

Orchard Event Center

The new 10,000 sq.ft. ground up event center provided a much \-needed resource for the students and the community for all types of events from theater, cultural performances, PE, and community athletics. The event center features a lobby, reception/concession area, stage and greenroom with stage curtains/ rigging system, theatrical lighting and sound system as well as regulation gymnasium and sports complex. The project also featured an outdoor stage and amphitheater providing additional student performance space.



Monterey Bay Aquarium

Bechtel Center for Ocean Education and Leadership

In a highly trafficked and closely confined space, Blach erected the award-winning four-story, state-of-the-art and high sustainable Bechtel Family Center for Ocean Education and Leadership, including exhibit and entertainment space, learning labs, collaboration space and a living rooftop and industrial kitchen.

Campbell Union School District

San Jose, CA



Cathedral Basilica of St. Joseph

San Jose, CA



Historic Hoover Theater Renovation

San Jose, CA





NEWPORT-MESA UNIFIED SCHOOL DISTRICT
2985 Bear Street
Costa Mesa, California 92626

October 11, 2022

Attn: Jonathan Geiszler, Director, Purchasing & Warehouse
jgeiszler@nmusd.us

RE: Blach Construction Company - Dunn and Bradstreet Report

Dear Jonathan and Selection Committee,

Our company has a Dunn & Bradstreet (D&B) account number; however, it has been dormant/inactive for many years and does not accurately reflect our financial position. D&B only reflects information from creditors that are members. Most of our vendors/subcontractors do not participate in D&B, as this is a fee-based membership, so any information contained in our D&B report is incomplete and inaccurate.

We are more than confident that we have the ability to perform the work for this project, and the documentation included will support our statements and serve as evidence of our financial stability. Should you have any questions or need more information, please contact me at (408) 244-7100 or laura.bold@blach.com.

Best regards,

A handwritten signature in black ink, appearing to read 'Laura Bold', written over a light gray horizontal line.

Laura Bold

Vice President, Finance

BLACH CONSTRUCTION COMPANY

October 7, 2022

Newport Mesa Unified School District
2985 Bear Street
Costa Mesa, CA 92626
Attn: Jonathan Geiszler, Director, Purchasing & Warehouse
jgeiszler@nmusd.us

RE: Lease-Leaseback Serv. for Estancia H.S. Theater Project

Whom It May Concern:

Blach Construction has requested this reference letter be provided to you on their behalf regarding their banking relationship with BMO Harris Bank N.A.

Blach Construction has been a valued customer of BMO Harris Bank N.A. since 2020. Blach Construction maintains combined cash and cash equivalent balances with our institution in excess of \$6.5million. They also have access to a \$5 million-dollar revolver, which expires August 2024, and currently has full availability. The credit line is secured as first priority lien on assets and is currently paid as required under the terms of the agreement.

Blach Construction is a customer in good standing.

If you require additional information, please feel free to contact me directly at 312-244-0168.

Sincerely,



Maria Wisniewski

SVP/Director

BMO Harris Bank N.A.



Liberty Mutual Surety
255 California Street, Suite 950
San Francisco, CA 94111

February 1, 2022

Re: Blach Construction Company

To Whom It May Concern:

The surety requirements for Blach Construction Company are handled by Liberty Mutual Insurance Company. Liberty has an A.M. Best Rating of A (Excellent) Class XV in the current Best Rating Guide. Liberty Mutual Insurance Company is a California Admitted Surety.

Blach Construction Company has been a valued surety client for over 30 years, and our experience with the company has been most satisfactory. Liberty Mutual Insurance Company have never had to complete any projects for Blach Construction, Inc. and there have been no claims. Liberty would give favorable consideration to supporting Blach Construction Company on single jobs in the range of \$100,000,000 and aggregate programs in the range of \$250,000,000. Accordingly, we would give favorable consideration to a request from Blach Construction Company for 100% performance and payment bonds on the above referenced project subject to our review of the contract and other underwriting factors at the time of any such request.

You understand, of course, that any arrangement for final bonds is a matter between Liberty Mutual Insurance Company and Blach Construction Company and Liberty Mutual Insurance Company assumes no liability to you or to third parties, if, for any reason, we do not execute a final bond or bonds on this project.

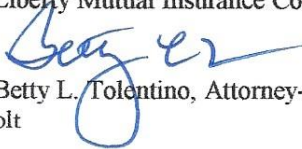
Liberty Mutual Insurance Company has not had any claims filed against Blach Construction Company.

Atsushi Miyamoto, Bond Underwriter at Liberty San Francisco office, phone (415) 537-2510 may be contacted for confirmation of the surety relationship. The surety agent is Arthur J. Gallagher & Co., 595 Market St., San Francisco, CA 94105. Account Executive is Brian Cooper, 415.288.1620.

Class B Rates:				Design Build Rates			
First	\$500,000	10.35	per \$1,000	First	\$500,000	\$13.50	per \$1,000
Next	2,000,000	7.25	per \$1,000	Next	2,000,000	9.45	per \$1,000
Next	2,500,000	6.21	per \$1,000	Next	2,500,000	8.10	per \$1,000
Next	2,500,000	5.52	per \$1,000	Next	2,500,000	7.20	per \$1,000
Over	7,500,000	5.52	per \$1,000	Over	7,500,000	7.20	per \$1,000

Note: If the completion time of the above captioned bond is over 24 Months the above rates will be surcharged 1% for each full month over 24 Months.

Very truly yours,
Liberty Mutual Insurance Company


Betty L. Tolentino, Attorney-in-Fact
blt

Member of Liberty Mutual Group

ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California
County of San Francisco)

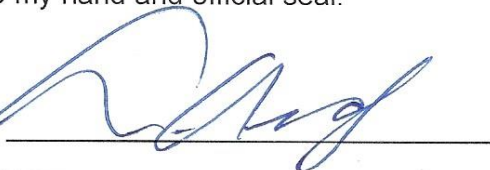
On February 1, 2022 before me, M. Moody, Notary Public
(insert name and title of the officer)

personally appeared Betty L. Tolentino,
who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are
subscribed to the within instrument and acknowledged to me that he/she/they executed the same in
his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the
person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing
paragraph is true and correct.

WITNESS my hand and official seal.

Signature



(Seal)





This Power of Attorney limits the acts of those named herein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

Liberty Mutual Insurance Company
The Ohio Casualty Insurance Company
West American Insurance Company

Certificate No: **8206424-024125**

POWER OF ATTORNEY

KNOWN ALL PERSONS BY THESE PRESENTS: That The Ohio Casualty Insurance Company is a corporation duly organized under the laws of the State of New Hampshire, that Liberty Mutual Insurance Company is a corporation duly organized under the laws of the State of Massachusetts, and West American Insurance Company is a corporation duly organized under the laws of the State of Indiana (herein collectively called the "Companies"), pursuant to and by authority herein set forth, does hereby name, constitute and appoint, Betty L. Tolentino; Brittany Kavan; Gillian Bhaskaran; Janet C. Rojo; Julia Ortega; K. Zerounian; Kevin Re; M. Moody; Maureen O'Connell; Misty R. Hemje; R. A Bass; Robert P. Wrixon; Susan Hecker; Susan M. Exline; Thuyduong Le; Virginia L. Black

all of the city of Walnut Creek state of CA each individually if there be more than one named, its true and lawful attorney-in-fact to make, execute, seal, acknowledge and deliver, for and on its behalf as surety and as its act and deed, any and all undertakings, bonds, recognizances and other surety obligations, in pursuance of these presents and shall be as binding upon the Companies as if they have been duly signed by the president and attested by the secretary of the Companies in their own proper persons.

IN WITNESS WHEREOF, this Power of Attorney has been subscribed by an authorized officer or official of the Companies and the corporate seals of the Companies have been affixed thereto this 6th day of October, 2021.



Liberty Mutual Insurance Company
The Ohio Casualty Insurance Company
West American Insurance Company

By: David M. Carey
David M. Carey, Assistant Secretary

State of PENNSYLVANIA
County of MONTGOMERY ss

On this 6th day of October, 2021 before me personally appeared David M. Carey, who acknowledged himself to be the Assistant Secretary of Liberty Mutual Insurance Company, The Ohio Casualty Company, and West American Insurance Company, and that he, as such, being authorized so to do, execute the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed my notarial seal at King of Prussia, Pennsylvania, on the day and year first above written.



Commonwealth of Pennsylvania - Notary Seal
Teresa Pastella, Notary Public
Montgomery County
My commission expires March 28, 2025
Commission number 1126044
Member, Pennsylvania Association of Notaries

By: Teresa Pastella
Teresa Pastella, Notary Public

This Power of Attorney is made and executed pursuant to and by authority of the following By-laws and Authorizations of The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company which resolutions are now in full force and effect reading as follows:

ARTICLE IV – OFFICERS: Section 12. Power of Attorney.

Any officer or other official of the Corporation authorized for that purpose in writing by the Chairman or the President, and subject to such limitation as the Chairman or the President may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Corporation to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact, subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Corporation by their signature and execution of any such instruments and to attach thereto the seal of the Corporation. When so executed, such instruments shall be as binding as if signed by the President and attested to by the Secretary. Any power or authority granted to any representative or attorney-in-fact under the provisions of this article may be revoked at any time by the Board, the Chairman, the President or by the officer or officers granting such power or authority.

ARTICLE XIII – Execution of Contracts: Section 5. Surety Bonds and Undertakings.

Any officer of the Company authorized for that purpose in writing by the chairman or the president, and subject to such limitations as the chairman or the president may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Company by their signature and execution of any such instruments and to attach thereto the seal of the Company. When so executed such instruments shall be as binding as if signed by the president and attested by the secretary.

Certificate of Designation – The President of the Company, acting pursuant to the Bylaws of the Company, authorizes David M. Carey, Assistant Secretary to appoint such attorneys-in-fact as may be necessary to act on behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations.

Authorization – By unanimous consent of the Company's Board of Directors, the Company consents that facsimile or mechanically reproduced signature of any assistant secretary of the Company, wherever appearing upon a certified copy of any power of attorney issued by the Company in connection with surety bonds, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

I, Renee C. Llewellyn, the undersigned, Assistant Secretary, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company do hereby certify that the original power of attorney of which the foregoing is a full, true and correct copy of the Power of Attorney executed by said Companies, is in full force and effect and has not been revoked.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seals of said Companies this 1st day of February 2022



By: Renee C. Llewellyn
Renee C. Llewellyn, Assistant Secretary

Not valid for mortgage, note, loan, letter of credit, currency rate, interest rate or residual value guarantees.

For bond and/or Power of Attorney (POA) verification inquiries, please call 610-832-8240 or email HOSUR@libertymutual.com.