

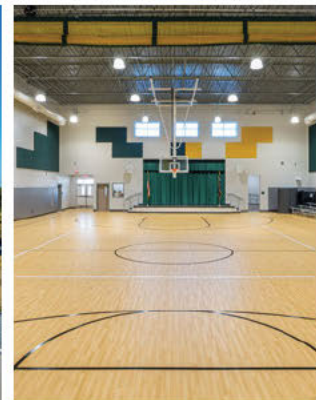
Request for Proposals for CM-R Services for Stadium Renovations at Chapin High School

Project No. 2022-02

February 2, 2022, 11:00am
Hood Construction Company, Inc.



Jumper
Carter
Sease
ARCHITECTS



February 2, 2022

Lynda Robinson
Coordinator of Purchasing
School District Five of Lexington and Richland Counties
1020 Dutch Fork Road
Irmo, SC 29063



Dear Ms. Robinson and members of the Lexington-Richland School District 5 Selection Committee,

Hood Construction is excited for the opportunity to continue in your selection process for the Stadium Renovations at Chapin High School. As we conveyed in our RFQ, our team is highly experienced in renovation projects of a complex nature, including those for high school football stadiums, and we look forward to the opportunity to partner with Lexington-Richland School District 5 to bring this project to successful completion.

We bring to the table a team which is highly skilled in performance-driven Pre-Construction and Construction Management services — providing conceptual & staged budgeting, site consulting, best value design & engineering analysis, competitive sub-contractor pricing, safety and logistics planning, construction implementation, and beyond. We believe in bringing the best possible value to each project, and regularly serve in a CM at Risk capacity. In fact, over 85% of our projects are delivered through this highly-successful integrated project approach. We are fully committed to assisting Lexington-Richland 5 with the Chapin High School Stadium Renovation project, and feel that our years of experience serving as Construction Manager at Risk, our successful record of producing projects in both the athletics and educational sectors, as well as our record of success working with school districts around the state makes us especially well-qualified for this project. This experience over the past several years makes us very accustomed to the unique requirements of this project and promises to yield significant advantages for Lexington-Richland School District Five.

The Chapin High School Football Stadium Renovations project brings about its own specific challenges — being an extremely public-facing project that is also located on an active campus. We bring to the table a team of construction professionals who are also true builders themselves, and understand the specific needs of this facility. The opportunity to find successful solutions to bring this project to reality while keeping it on-schedule and within budget excites our team and is a challenge we are eager to accept.

We very much look forward to joining your project team and working with Lexington-Richland School District Five. Meanwhile, should you require additional information, please don't hesitate to contact us.

Sincerely,

A handwritten signature in dark ink that reads 'Mark Hood'.

S. Mark Hood
President & CEO



BUILD IT THE RIGHT WAY.



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BUILD IT THE RIGHT WAY

Management Plan



Hood's project management & field operations teams were dedicated to looking for solutions ahead of time, rather than asking for forgiveness later. This is the way construction can, and should, be executed.

- Douglas Fitzpatrick
Principal Engineer
Fitzpatrick Engineering



Firm's plan for creating desired outcomes for this project



reality.

An overall project schedule “from trees to keys” is developed at the onset of the pre-construction stage, shortly after our team is selected. Each milestone of the project is included and no detail ignored. At this stage, a project kick-off meeting will also be held to gain a thorough understanding of Lexington-Richland 5's needs and wants. This includes requirements of the expanded stadium facility, the number of spectators who will be using the structure, and the overall vision for the re-imagined stadium. Have you seen an interesting feature at another high school's stadium that you absolutely love? Is there a concession space or press box at one of these facilities that you've visited that you've found to work exceptionally well? We and the design team want to hear about it. We strive to learn what the stadium would look like in an “ideal” situation, and then we work diligently to marry those needs and wants with your overall project budget. We will utilize this information to take in and all Value Analysis options into account to ensure our team is providing solutions that make sense for you. We take it all into consideration – from your desired number of patrons the stadium must hold to “fun” features like beast boards and A/V systems. As true builders, our team will walk through each division; from site, to utilities, landscaping, concrete, facility structure, and more, in order to conceptualize exactly what it will take to construct the addition and complete the renovation. The ability to sit down and have one-on-one conversations about what makes the most sense for this facility will greatly assist in our overall understanding of Lexington 5's needs and wants. We will then approach each facet of the building with a sharp pencil to better define budget items and close in on what the total cost of the expansion will be.



After these initial kick-off meetings, our team will prepare a detailed cost breakdown which will thoroughly explain where your money is going. We essentially divide the budget into “buckets of money” – carefully guarded, monies from the overall budget can be added and removed from various scope items, until the most effective, best-value solutions have been selected. We will once again do a thorough value analysis to ensure all costs are tracking as discussed at the schematic stage, verifying the design team will not have to go through unnecessary design iterations. This not only saves time, but also eliminates excess expenditures.



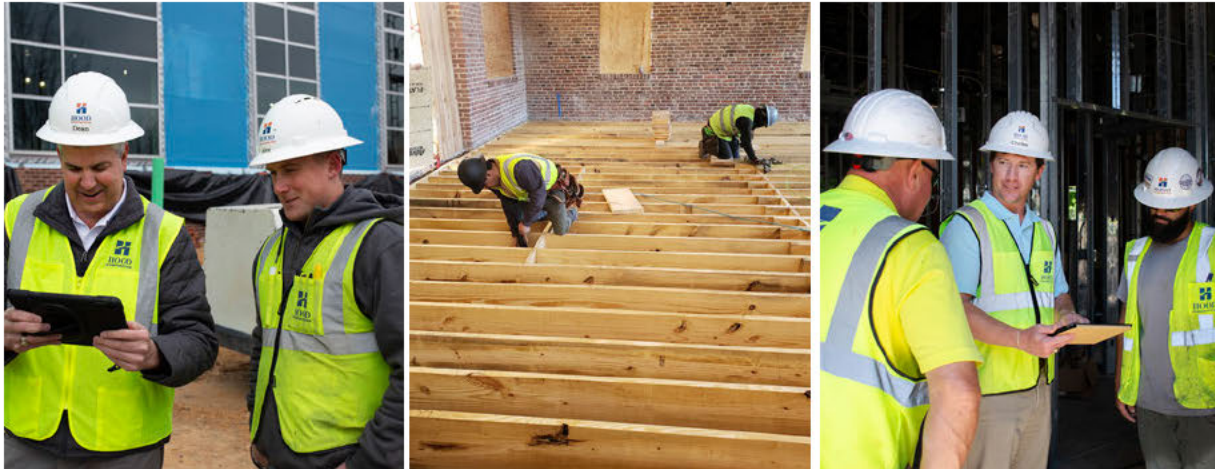
CM-R With Hood Puts the Project in the Center of Focus and Promotes Team Collaboration

- A project schedule “from trees to keys” is developed at the onset of pre-construction
- Meetings are continually held with the entire project team to promote collaboration and keep everyone informed
- At every step, Hood is focused on fiduciary responsibility and arming the Owner to make informed, best-value decisions
- Every building component is analyzed, no stone is left unturned
- The budget and schedule are tracked continuously and the Owner is constantly kept informed
- Hood, Lexington-Richland 5, JCS Design Team Members, and all other Stakeholders will work hand in hand to make sure all goals for the Stadium are met (or exceeded!)

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Effectiveness of firm's cost management plan during pre-construction and construction

Budget tracking is done throughout all phases of the project, beginning in the pre-construction phase. Our team will analyze the project scope to make sure there are no "grey areas". We make sure all scope items are specified so that unless there are owner-added additions to the project down the line, there won't be any unexpected changes that adversely impact the budget. Our team will remain in front of the process the whole way, working proactively to track and manage the budget. In some cases, our team may find the project is actually tracking below budget – and in those instances, the owner may then decide if they would like to save this money or apply it toward added enhancements to the project. Alternatively, there are instances where the project begins to track over budget, and this can be for a myriad of reasons. But our team will have identified this overage well in advance, and will have also built in a proper contingency to compensate for any unknowns discovered during the course of construction.

We track cost continuously throughout construction and review with the OAC team regularly. All allowances are reviewed and tracked at each meeting to confirm status and any cost items are reviewed and approved by the team prior to any costs being incurred. Pricing is vetted from subcontractors internally and verified to be accurate prior to being presented to the OAC team for review. Extensive accounting systems are in place

with multiple levels of checks and balances to ensure proper payment is issued to team members once verified and approved by the team. Both Procore project management and Sage/Timberline accounting systems are used to issue, certify and track subcontracts throughout the entire process to control those accounting processes and make sure there are no errors. These techniques often bring our projects in under budget with the utmost degree of accuracy.

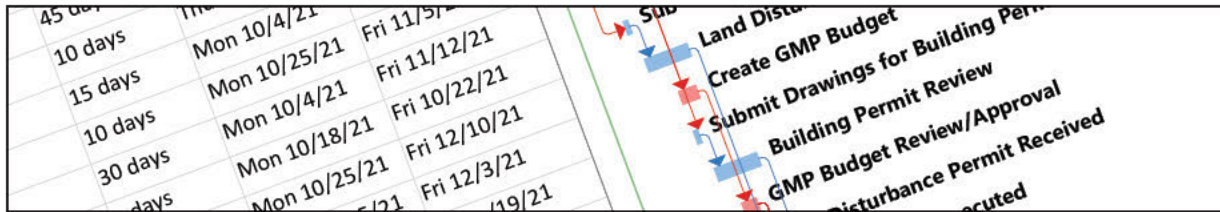
Firm's approach for managing changes within the stated cost and schedule limitations

Our team commits to you that there will be no change orders brought about by our firm. The only reason a change order would occur on a Hood Construction project would be because of a scope addition decided upon by the client. In that situation, our team will provide proper cost breakdowns for client review and will also evaluate contingencies and allowances in order to determine if there are any savings that can be applied toward the new scope item. If not, then that is the only situation that would result in a change order to the contract. Bottom line: If there is a missed scope item on Hood's end, then our team would take care of it out of our fee and it would not result in any added charges to the owner or contract whatsoever.

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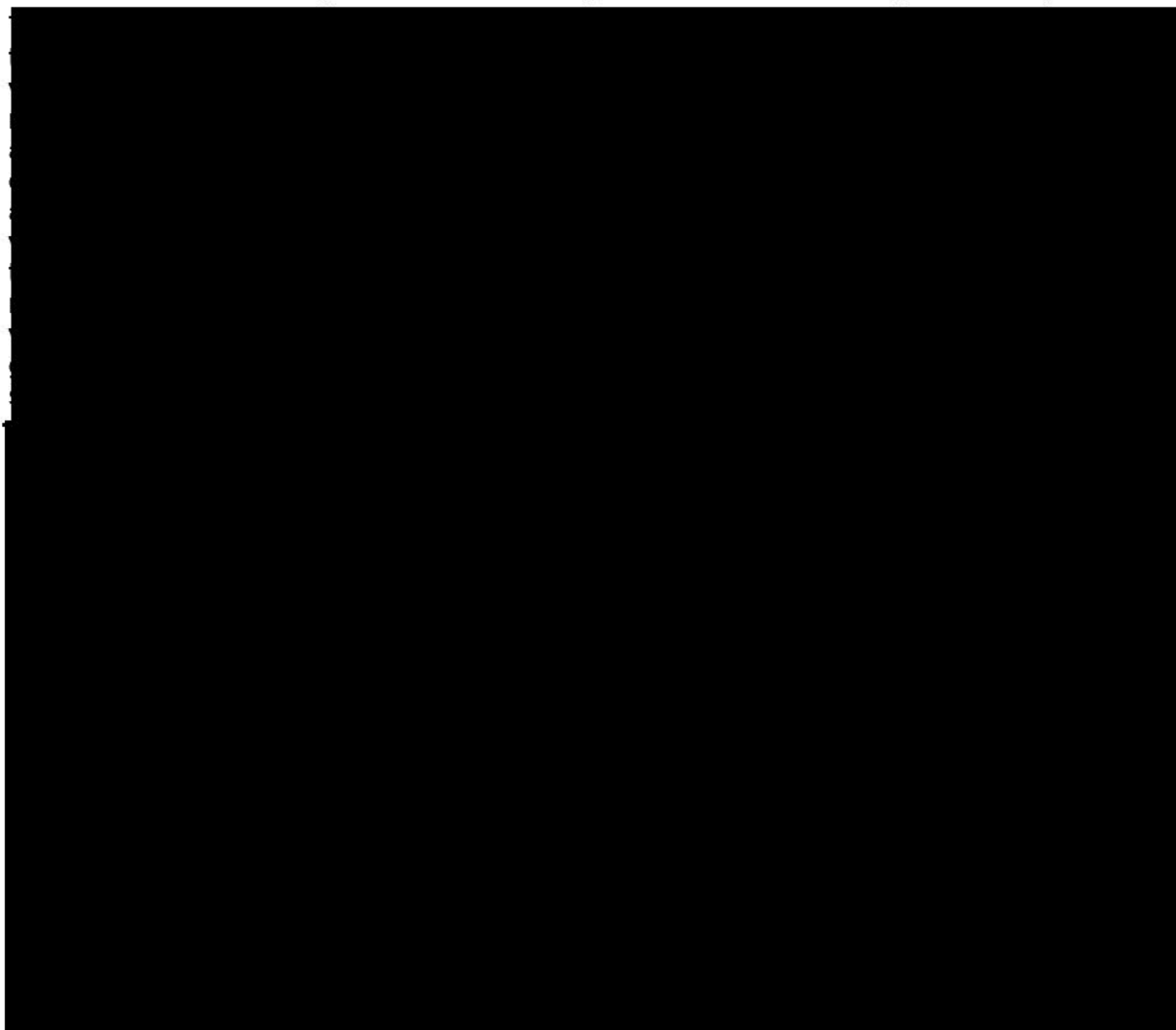
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Schedule Management Plan

The commitment to delivering a project on-time is among one of the most critical areas of focus at Hood Construction. We understand that whether it is an operating room with dedicated surgical bookings in-place or a K-12 facility which absolutely must be open to faculty and staff, days missed in operation equate to lost revenue and dissatisfied end-users. We also recognize that this site will be collaborative during the duration of the project. Hood Construction is no stranger to working on active jobsites. Be it an active university campus, or a hospital performing life-saving operations, we understand the necessity of working around obstacles. To make certain each project is delivered on-time, careful project management and attention to schedule are addressed on day one with our team. As soon as we are selected as construction management partner, our team gets to work on creating a comprehensive project schedule which covers all activities from pre-construction to final completion and owner occupancy. We will make sure to note long lead time items and perform schedule tracking on a weekly basis.



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Subcontractor Management Plan

Hood Construction has 35 years experience with subcontractors within our market, possessing a deep pool of resources in all trades. As Construction Manager At-Risk, subcontractor management is the basis of what our team does during the construction phase. Your Hood Project Management Team will hold weekly subcontractor meetings to keep all team members accountable and on-task. These meetings will include a number of important key items, including safety, schedule, material deliveries, changes on-site, and answer any questions the subcontractor teams may have. The Hood on-site Superintendents, and the assigned Project Manager, Sam Williams, will keep action item logs that are followed-up on routinely to make sure that items are addressed accordingly. This keeps tasks from slipping through the cracks and also enforces the meaning and importance of these meetings to all team members.

Our team takes a highly proactive approach to all aspects of the project, and we have found that by managing scope and expectations throughout the process, issues are usually resolved before they have an opportunity to become conflicts. 90% of the project decisions are made in the pre-construction phase – and our team will work diligently during this time to verify that the schedule and scope are covered and the best-value project team has been assembled. This results in our team being ahead of any potential problems, and we mitigate them well before an actual problem occurs. In the unlikely result that all of these measures fail, we believe in meeting face-to-face to work through issues in a professional manner. The Hood team constantly seeks to find the best answers for the client and keep their needs and wants in the center of focus, and this positive attitude carries through to all team members. We are confident in our ability to resolve conflicts and in most cases, prevent them from occurring at all.

Choosing the right subcontractor partners is crucial to the success of every construction job. We enjoy an extensive and valued network of commercial subcontractor relationships. Over the past 35 years, our firm has worked to intentionally and synergistically build an environment of open communication and quality teamwork within the South Carolina subcontractor and supplier network. Our firm is highly regarded within the marketplace — most often considered a preferred ‘firm of choice’ — with a reputation of professional, principled and fair business practices. Regular feedback describes our jobsites as being extremely well-run, friendly but efficient, with a no-nonsense policy regarding safety and ‘doing it right’. Our subcontracting participants also appreciate our financial strength and efficient payment practices, which further ensures that progress flows smoothly at all levels.

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Quality Assurance Management Plan



» *An extremely effective Management Redundancy Program* — which provides seamless sharing of project information, as well as redundancy of project-critical staff members. The program requires all assigned management personnel, as well as a pre-assigned back-up management member, to attend regularly scheduled project update meetings, with the purpose of sharing cross-

Hood Construction's goal is to provide the best possible finished product, with a much reduced need for any final punch list adjustments — paving the way for an extremely smooth project close out, and the best possible Client Experience.

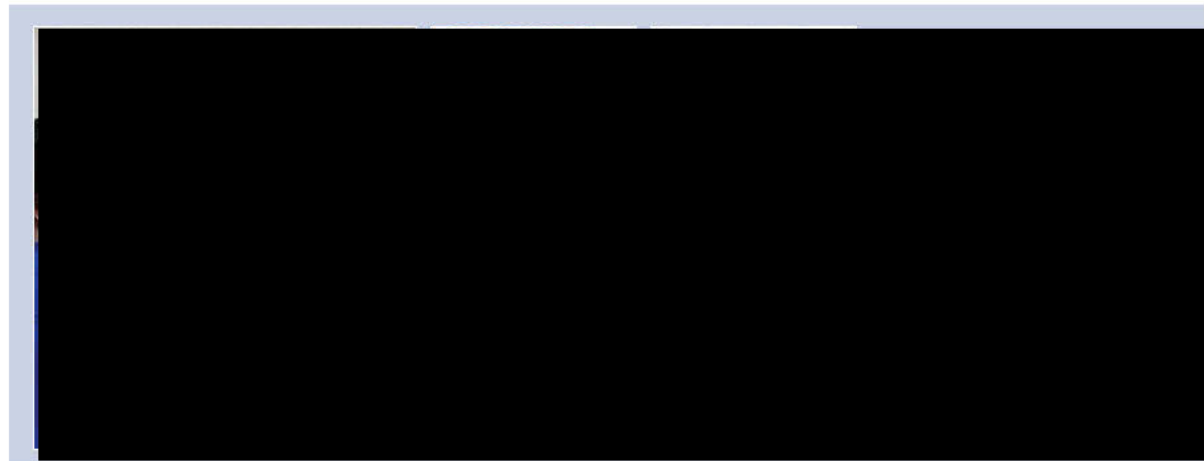


Safety Program

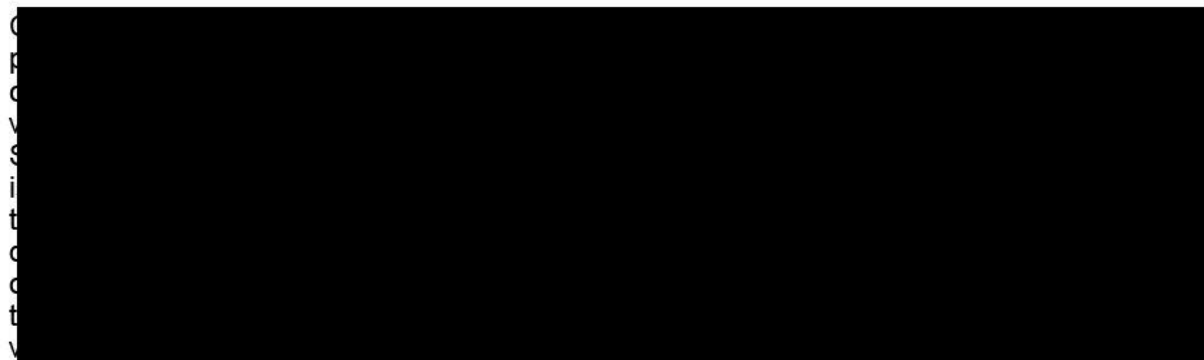
Hood Construction's Safety Commitment is a vital part of our organizational focus, as we diligently work to safeguard our greatest assets, our employees and our community — each and every day. Our program initiatives include:

- An In-House Safety Director
- Managed and/or secured site access, with targeted directional signage
- On-site Safety Meetings & Compliance Management
- Continuing Safety Education & OSHA Certifications
- In-house Subcontractor Outreach Training Program, free of charge
- Developing Outreach Plans with your team to inform your audience of potential disruptions
- Pre-planning of any high-risk elements
- Employment Drug Testing Program
- We follow the current CDC guidelines regarding COVID-19 protocols, as well as any specific rules or ordinances in effect on our jobsites; this will include those put in place by the District during the course of this project.

This attention to the importance of safety has led our firm to [REDACTED] which is outstanding for a company of our size that employs its own craft workers.



Closeout Program



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Additional Services

Hood Construction is sincere in our belief that our firm is well qualified as the CM-R partner of choice for the Chapin High School Football Stadium Renovation. We are specialists in CM-R delivery, and being a SC-based firm, we are also intrinsically familiar working with the SCOSF as well as local sub-contractors. We bring to Lexington-Richland School District Five a dedicated team of professionals who get excited about projects that can provide unique challenges, and they will work collaboratively with the University, chosen design professionals, and our selected team of specialty contractors to bring this project to a successful outcome.

What does it mean when we say we are specialists in CM-R? From the kick-off of the project in the pre-construction phase onward, the Hood team is dedicated to maintaining the schedule, budget, and overall goals for our client. At Hood, we refer to this method as the Roundtable Approach. This means our team collaboratively leads the CM-R process the entire way, keeping all team members informed and able to take charge of the all-important decision-making process. We share the excitement for each owner's vision for their facility, and will approach each task with a sharp pencil and proactive solutions in order to bring the project's needs and wants to reality.

Of additional value to Lexington-Richland SD5 is our long-term relationships with both local and regional engineering partners. We don't simply have an office in South Carolina; rather, it is our home and our sole location. Our familiarity with the midlands and the specialty contractor pool here is second to none. Our team will leverage these relationships with our partners by reaching out to them at an early stage to obtain accurate pricing on scope items within the Chapin Football Stadium renovations. While this is a step which goes above and beyond what some companies typically provide as part of their pre-construction services, it is one that we feel is of great value and will assist in providing the most accurate information to the District. Because we are fully invested in the success of your project, we commit that we will leave no stone unturned when it

comes to budgeting and finding best-value solutions. Our team of tenured industry professionals brings their vast knowledge of construction to the table in tandem with the expertise of select specialty contractors in order to provide budget numbers in which you can feel confident.

Once all prices have been received, a post-budget meeting will be held with all team members. Scope sheets and subcontractor quotes will be reviewed in open-book fashion, and our team will provide guidance as to who the best value project team will be. We not only scrutinize the numbers, but also the scope and experience of the perspective specialty contractors in order to suggest whose services should prove most advantageous to the District. By not purely selecting the lowest price, and instead taking into consideration all facets of the scope provided, the owner is empowered to make the soundest decisions for their facility. This is important on all project types, but especially so with projects like the Chapin Football Stadium, which is located in a prime location on Chapin's campus and is an invaluable asset to the District. Because of the needs of the project and the current challenges posed by the ongoing COVID-19 pandemic, the specialty contractor selection will be important to ensuring the success of this project. Our close relationships with these local firms, paired with our extensive pre-construction process will, without question, position this project for success.

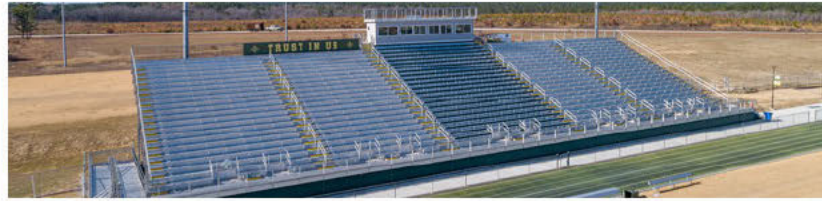
Going hand in hand with this is the Hood team's dedication to on-time project delivery. We understand that whether it is an operating room with dedicated surgical bookings in-place or an educational facility like this one, which absolutely must be open to student athletes on the day promised, days missed in operation equate to lost revenue and dissatisfied end-users. To make certain each project is delivered on-time, careful project management and attention to schedule are addressed on day one with our team. As soon as we are selected as construction management partner, our team gets to work on creating a comprehensive project schedule which covers all activities from pre-construction to final completion and owner occupancy. We will make sure to

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A Team With Decades of Experience in Both Education and Athletics Construction

We understand Lexington-Richland School District Five wishes to partner with a CM-R team that is experienced with projects in both the Education and Athletic sectors. Our team fits that bill exactly, which brings unique advantages to Lexington-Richland 5:



note long lead time items, and perform schedule tracking on a weekly basis.

As CM-R partner, the success of the project rests on our shoulders. And that is a responsibility that all Hood Construction team members take very seriously. We want to guarantee a project's success, and we have a proven methodology to ensure this happens. We pledge to Clemson University that we will meticulously manage the schedule from our initial selection throughout the project duration, we will be good stewards of the budget, and we will keep you informed at all project phases.

In summary, Hood's key strengths for the Reeves Football Complex Renovation and Addition Project include:

- **Experience with Similar Projects:** Our portfolio of experience in both athletics and CM-R construction will help us navigate through the needs and wants of the upgraded Chapin HS Football Stadium. From bleachers additions, to athletics buildings additions, to full gymnasiums, our deep well of experience in these two categories makes us uniquely qualified for the work.
- **Our Key Personnel:** The team we have proposed for this project is highly familiar with K-12 project delivery, will be fully available to commit the necessary time to this project, and have all worked on projects which share similar scopes to the Chapin HS Football Stadium Renovation.
- **Our Track Record:** We encourage the selection committee to reach out to our project contacts listed in Section 5 as well as those previously mentioned in the RFQ. We are proud to consistently produce positive results for our clients, and have excellent relationships with the teams we work with. This is vitally important to the success of any project, and something we feel great about.

We look forward to bring our expertise to Lexington-Richland School District Five and appreciate the opportunity to be considered for this project.

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Qualifications & Experience of the Proposed Project Team



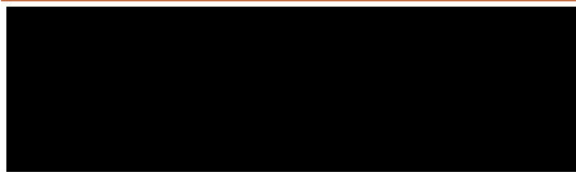
The recent punch inspection was one of the best we have ever done. It's not often that we inspect rooms without finding any items to document.

**- Robby Aull,
AIA**
Stevens & Wilkinson

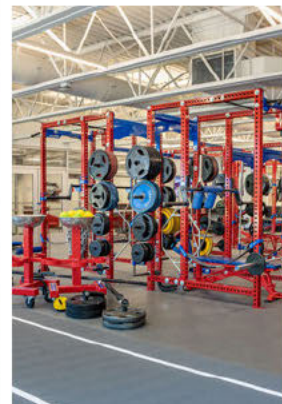
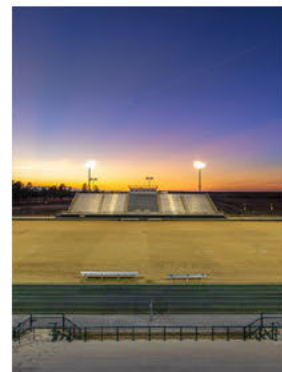
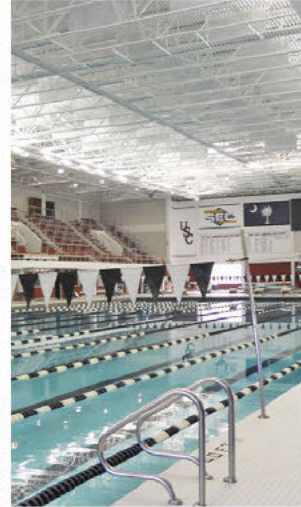
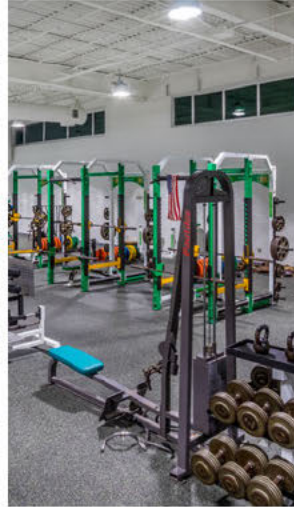


Decades of Experience with CM-R Construction

Throughout the years, our clients have allowed us to leave our hand print on many wonderful buildings — and our pride grows along with theirs. Our firm has produced many historic renovations as well as projects with specific acoustical and A/V requirements — each with its own requirements and client customizations. These range from religious facilities, auditoriums, theaters, and countless adaptive re-use projects. Whatever the scope, we have a wide breadth of experience to assist with many types of historic preservation and performance-related projects.



We pride ourselves in delivering reliable and effective Pre-Construction Services on all project scopes — and particularly for projects that present unique challenges, with detailed scope considerations in technical difficulty, historical requirements, and specialized equipment vendors. We have a reputation of proven successes in Pre-Construction Consulting, proving effective creative solutions — because we take your project as seriously as you do. As a team of skilled professionals, with a constant focus on efficiency and maximized value, considering every aspect of the vision of the client within the 'built environment', our team consistently keeps your best interests in-mind.



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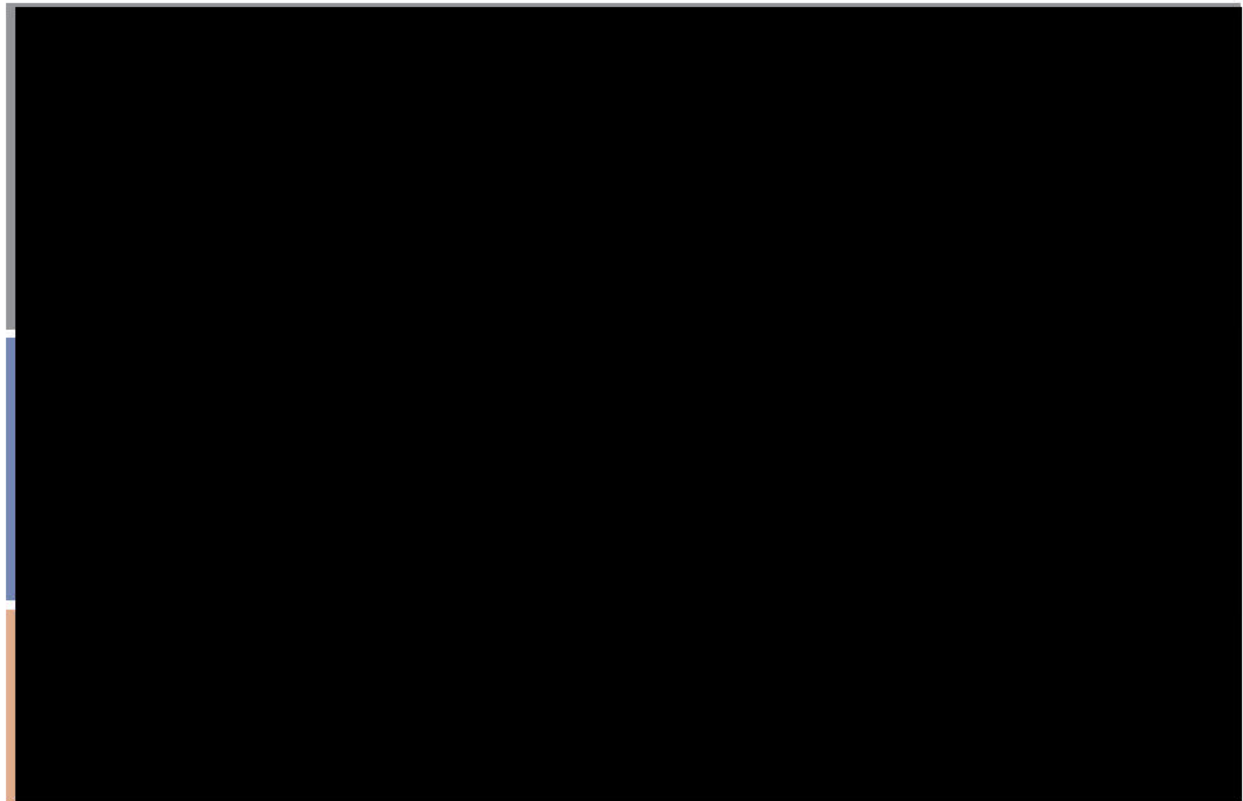
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Zemp Stadium
Camden, SC

Zemp Stadium, the football facility for Kershaw County School District, underwent a comprehensive renovation to improve the player and guest experience. Upgrades include an all new field with upgraded drainage, new home side bleachers, an all new press box, new lighting, new welcoming ticket booths with custom metal team cutouts, booster club apparel sales area, and all new concessions and restroom facilities. This project has been an outstanding success, allowing more patrons to enjoy Friday night games in a fully-transformed, now state-of-the-art facility.



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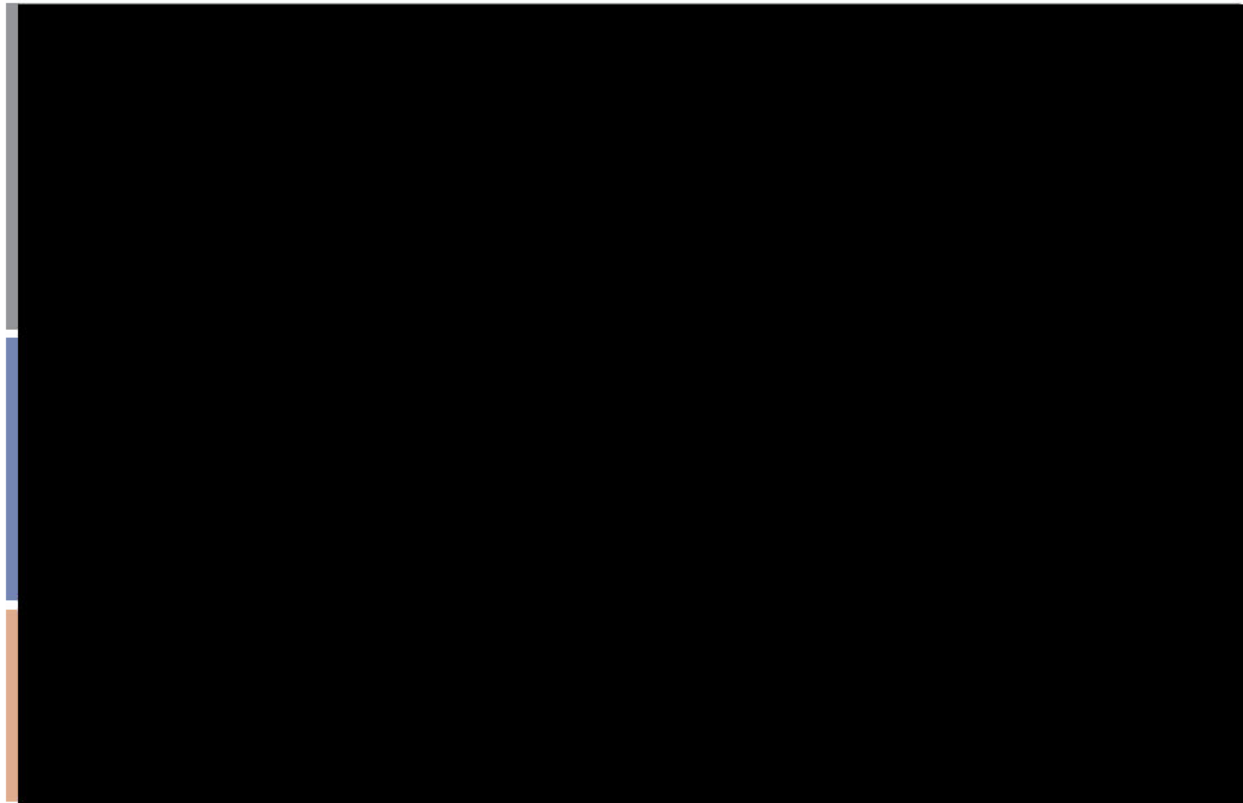




North Central High School Athletics

Camden, SC

Hood Construction performed extensive rebuild work to the North Central High School Athletics Field as part of a broader renovation of the school, which included a number of safety features upgrades the 102,000 SF North Central High School to all-new, state-of-the-art equipment, including fire alarm, intercom system, and security systems. The NCHS' athletics facilities renovation was also completed at this time and includes enhanced athletics facilities: a new track, an all new football field with new drainage infrastructure, bleacher and press box addition including handicapped accessible seating, renovated concessions and restroom facilities, baseball field upgrades, and more.



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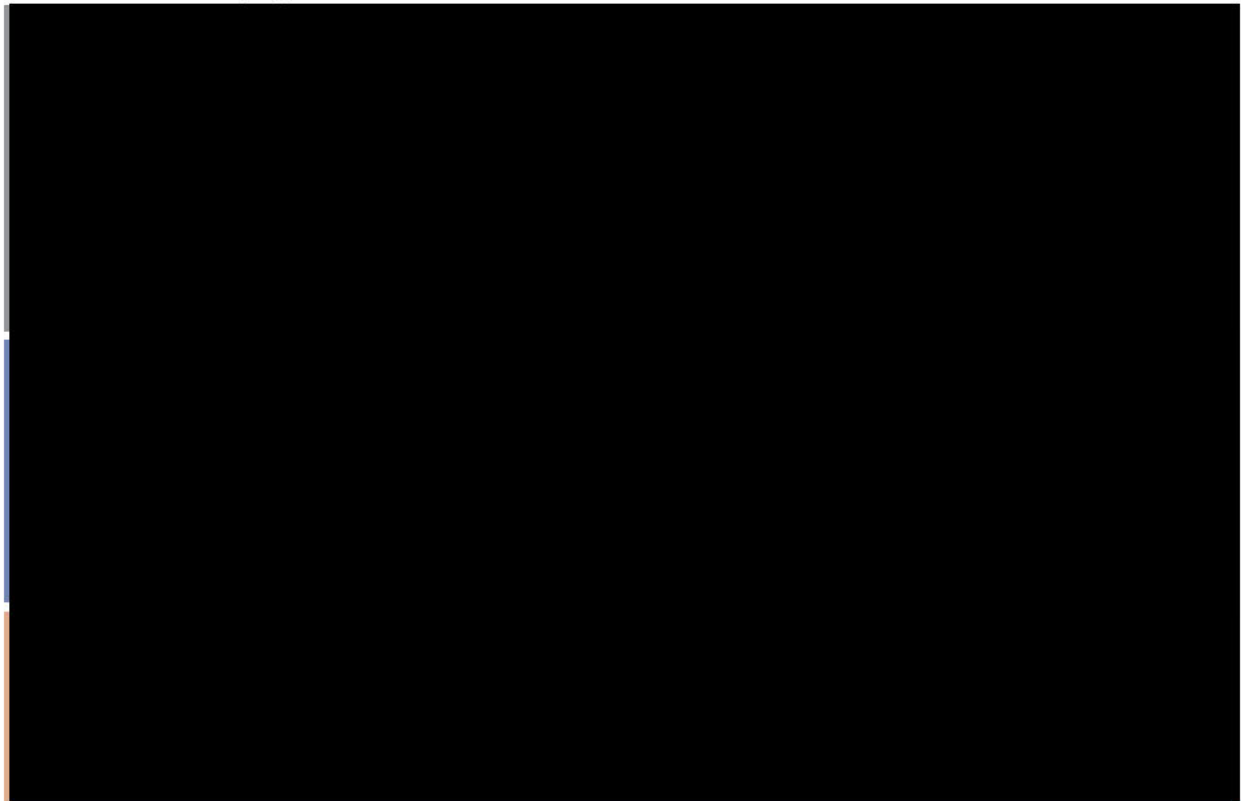




Hammond School - Athletics

Columbia, SC

Hood Construction has performed a number of additions and renovations to various athletic facilities at Hammond School in Columbia. Most recently, Hood served as CM-R partner for the comprehensive 23,000 SF renovation and 11,000 SF addition to Hammond's Upper School Gymnasium. Hood Construction worked closely with the owner to identify potential challenges and maximize the best use of the space for future use. The improved gym now includes an all new weight room, training room, athletic staff offices, restrooms, locker rooms, concessions area, athletic training room, band room, dance room with barre, video display board, and refinished hardwood floor.



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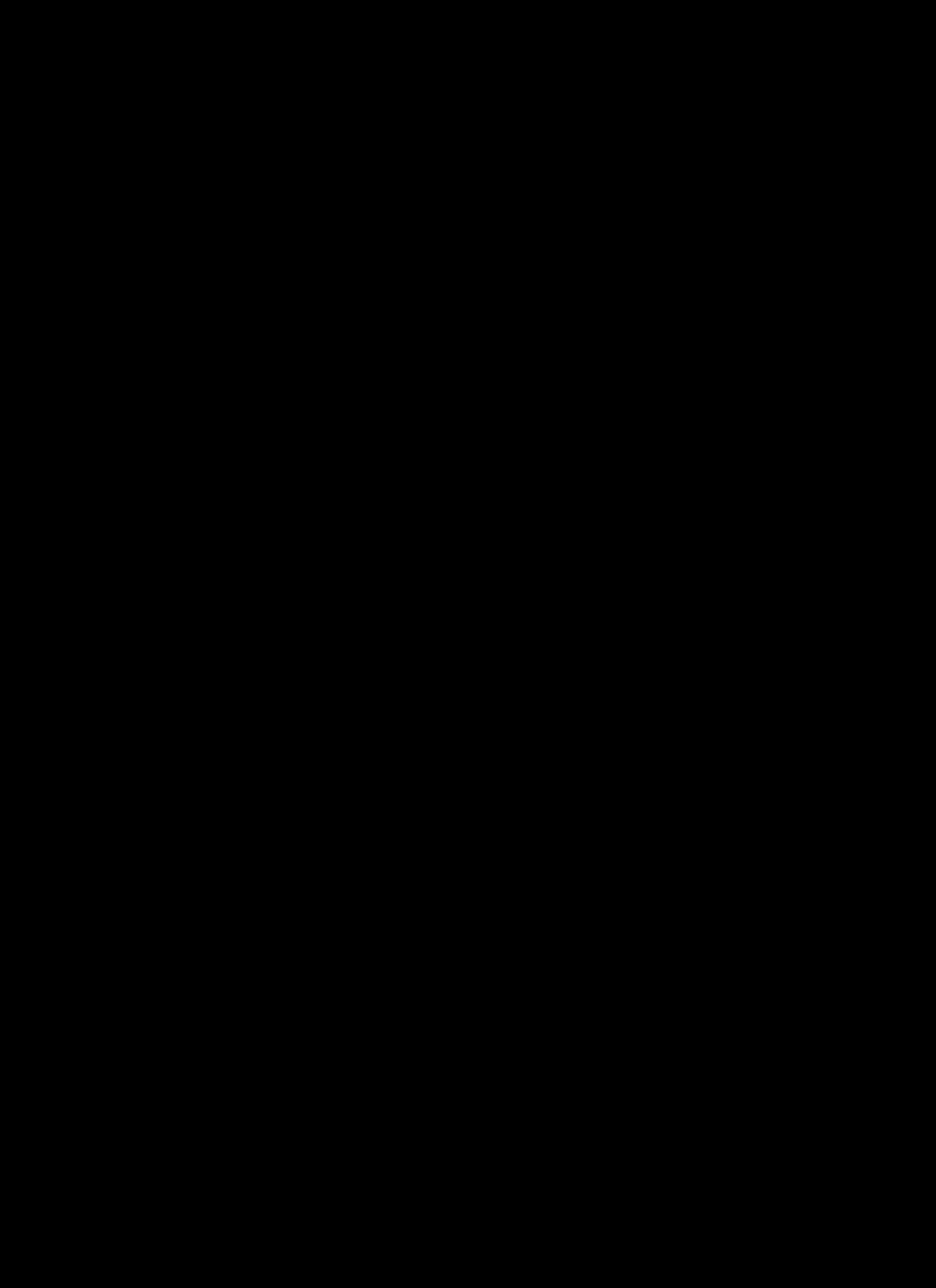
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Project Matrix

In order to assist the selection committee's understanding of Hood's previous projects, a sample of the most relevant projects have been provided below.



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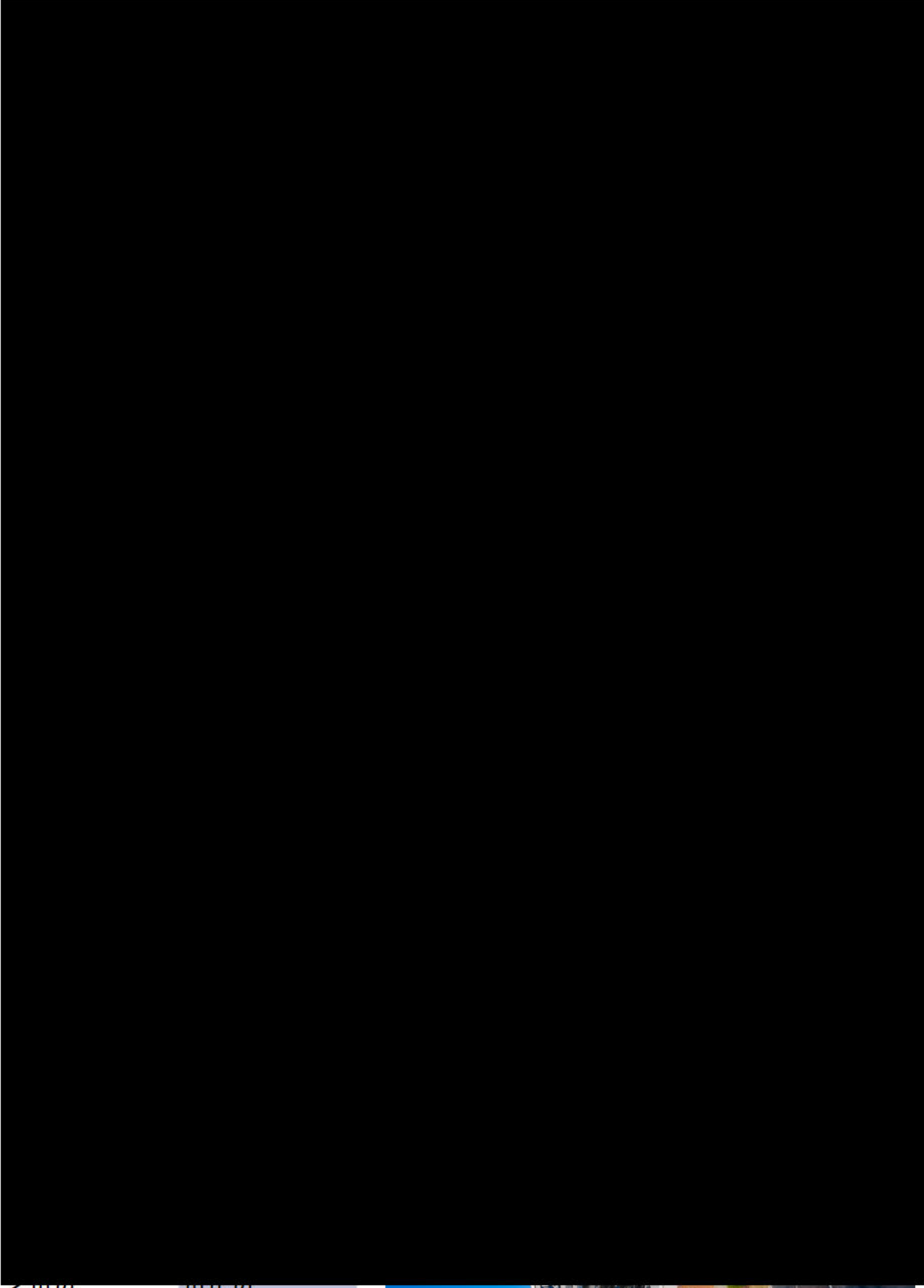
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Team's demonstrated ability to solve complex project issues

As our references will attest, our team works diligently to proactively address any potential project issues. Of particular importance in our current economic climate is the need to circumvent delays due to supply chain issues related to the ongoing COVID-19 pandemic. Since the pandemic began, our team has continued to deliver projects on-time and within budget, due to a number of factors:

- [REDACTED]
- We have personal relationships with shipping companies, and when necessary will expedite product on our own through these private channels.
- We constantly keep tabs on product pricing and trends, and are able to provide owners with up-to-date information and options so that informed decisions can be made.
- Our close relationships with specialty contractors mean they make every effort to prioritize product and personnel delivery to our jobsites. This is a result of our prompt payment policy and focus on maintaining sequence to ensure an efficient jobsite.

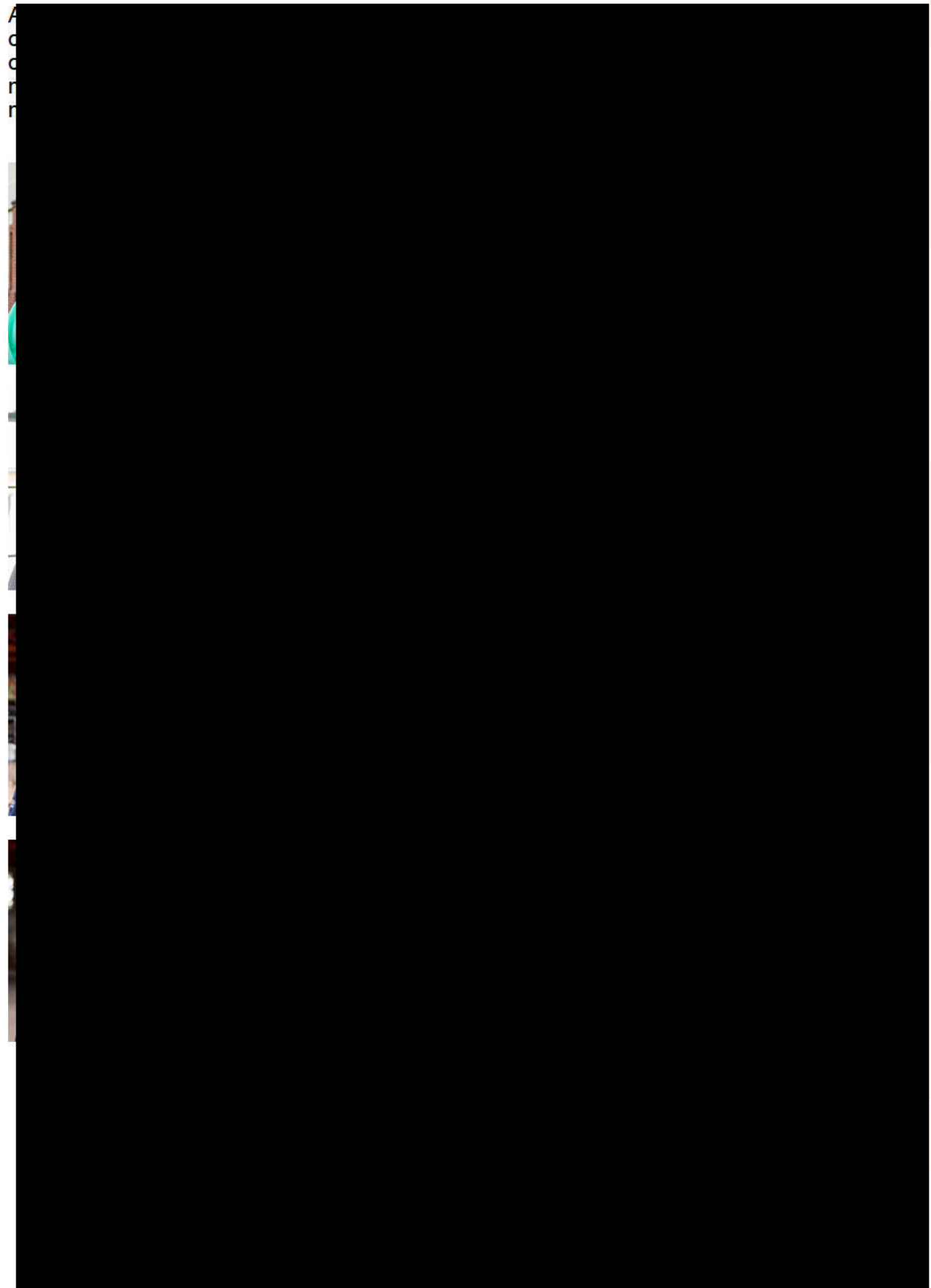
Team's qualifications to contribute toward successful attainment of the desired LEED or Green Globes certification

Our firm has long favored smart and sustainable building practices, and has worked on projects where sustainable building strategies and/or LEED Certification were utilized. In fact, we feel that sustainable building system review and life-cycle practice considerations should be standard protocol for all building projects. Having worked on numerous projects with strong sustainability requirements (including LEED projects) — as well as projects on sensitive and historic sites — our team has a thorough understanding of the importance of environmental protection. Pre-Construction Manager Dean Wilson is a LEED Accredited Professional, and will work closely with the design team of Jumper Carter Sease to ensure any desired LEED or Green Globes certifications for this project are met. Much of our success with sustainability has been experienced in analyzing life-cycle cost for energy, with regards to roofing, glass & storefront, lighting and mechanical systems.

During pre-construction, we will sit down with the Lexington-Richland School District 5 team to better understand some of the specific objectives for the renovations to the Chapin HS Football Stadium. Be it concerns with the surrounding landscape, trees, proximity to active areas on the campus, or other environmental sensitivities, our team will create a logistics plan that keeps those concerns paramount. Tree protection, silt fence, barricades, and temporary fencing are all tools we commonly employ to protect the environments in which we work.



Individual safety records of the Project Manager and Site Superintendent



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Project Approach

*I honestly believe
[Hood Construction]
is the most customer
focused company
with whom I have
ever worked, and I
have been fortunate
enough to work with
some very good
ones over the years.*

- Susan Douglas
VP, Finance
Terminix Service, Inc.



CM-R's approach to team integration with SD5, the design team, and specialty consultants

As described previously in this proposal, our firm will lead your effort through a highly-successful 'Round Table' approach to collaboration, placing each team member and stakeholder shoulder-to-shoulder — while the overall project objectives, budget, vision and long-term goals lie firmly in the center of our focus. And although Hood Construction serves the Lexington-Richland School District Five in a strong Leadership role, our 'Round Table' process dynamically encourages ongoing interaction and open communication with each partner to the process, serving to weave the very best industry knowledge and creative solutions into your project objectives.

Interaction with the architect is a natural component of Hood's Roundtable Approach to construction management. The foundation of this approach is working collaboratively, and interaction with the design team is an integral part of that process. We

work collaboratively with the architecture team throughout all project phases, and will meet with the Jumper Carter Sease Design team at Design-Development and Construction Documents phases to gain a full understanding of the project. By keeping an open dialogue and working as a team, we are more likely to discover various solutions which will streamline the building's construction and beneficially impact costs. And while we have the utmost respect for all members of the design team, the Roundtable Approach means the client's needs are in the center of focus. At all times, the team is working shoulder to shoulder to find solutions for the client and ultimately make the project a success.

Because of this Roundtable Approach to construction, interaction with the owner comes naturally. It goes without saying among our team that the client's needs are

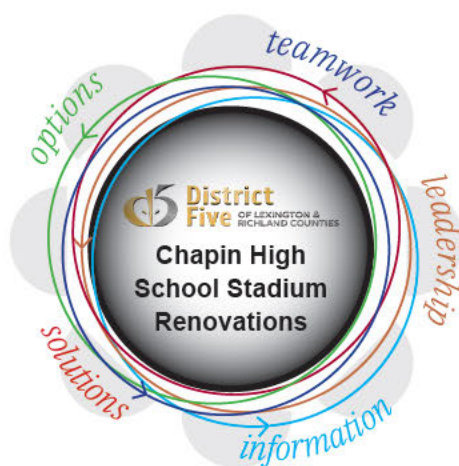
always in the center of focus. If the answer to a question does not bring added value to the project or benefit the owner in any way, then to our team it automatically becomes a non-solution. We work collaboratively with our clients through an open-book process. Any question at all — be it about a specialty contractor who priced a component of the building to a interior finish selection brought by the design team — your Hood Project Manager will be there to both provide an answer as well as any needed documentation to make sure all team

members are kept on the same page. We strive to put the Owner in the driver's seat when it comes to making decisions about their project. And the only way to do this is to provide every bit of information possible, no matter how minute, to empower the client's decision-making ability. We take very seriously the fact that we are managing our client's (and the taxpayer's) money, and we want to be

good stewards of those funds.

In today's marketplace, our clients demand services that deliver best value, and we know that the Lexington-Richland School District Five is no different. Our goal is to remain "Client Focused", to ensure that all decisions are made in the best interest of SD5. The Hood Construction team, paired with Jumper Carter Sease and other design and engineering partners, will provide services built on several key elements to ensure the project's success. These key elements include:

Teamwork: Participation in all necessary phases of the Pre-Construction and Construction processes by LR5, JCS, and other designated team members is vital to success. Full integration of the team from day one is our goal. We have enjoyed working with Jumper Carter Sease on successful projects in the past. We have a valued and



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tenured relationship and can bring that same synergistic teamwork to the Chapin High School Stadium Renovations.

Leadership: While it is important for the team to work together on all aspects of the project, there must ultimately be a clear leader and responsible party on multiple components in order to keep the process on track and hold all accountable. Hood Construction takes a collaborative leadership role during all stages to ensure we're meeting your expectations.

Information: Providing useful, timely and accurate information during all phases of the project is one of our Team's most valuable services to Lexington-Richland School District Five. In today's fast moving, highly collaborative project environments, information is vital to all team members in order to make sound decisions. Each decision can affect Building Performance, Cost, Schedule and Quality, making it essential that all team members have the information at hand to make the most informed decisions possible.

Options: Providing Lexington-Richland School District Five with educated options is another important component to the services our team delivers. Continually balancing your needs relative to functional space utilization, future & flexible space uses, initial cost, long-term cost, speed of delivery and overall quality is at the heart of our design and delivery efforts. Our ability to work with your decision-makers on a continuous basis to provide potential options, accurate pricing of those options, constructibility expertise, and identification of potential impacts to other key value drivers is what we do — keeping your project goals front and center.

Solutions: As a critical part of a truly collaborative and team-based process, we realize all parties expect our Leadership to deliver valuable solutions, as a result of all efforts put forth. As a true partner to LR5, the Hood Team will be at the table delivering solutions. It is apparent that Lexington-Richland Five has a clear idea of what its needs are and our team will remain focused on achieving those goals, all within budget and schedule requirements. On each project, it's Hood's core philosophy to find best-value for our clients. We are pleased to hear that LR5 is of that same mindset, and we feel our partnering can achieve outstanding results.

In addition to these key components, we bring the most valuable item in our toolbox — our highly-trained staff. And, since our people are our most valuable asset, it's critically important to ensure our team has every resource at their disposal to assist them, and in turn, our clients, to succeed. Thus, each of our staff is equipped with the latest technology utilized in our industry — such as various software programs for pricing analysis and project scheduling, mobile communication devices, iPads, on-site large screen plan displays, and other technology, as needed.



The CM-R Process with Hood Construction

As described briefly previously within this proposal, the Hood team is dedicated to maintaining the schedule, budget, and overall goals for our client. Our team collaboratively leads the CM-R process the entire way, keeping all team members informed and able to take charge of the all-important decision-making process. We share the excitement for each owner's vision for their facility, and will approach each task with a sharp pencil and proactive solutions in order to bring the project's needs and wants to reality. A breakdown of how CM-R works with Hood is as follows:

Project Kickoff at Pre-Construction Stage: An initial schedule will be created from pre-construction through final closeout, our team will work with Lexington-Richland 5, Jumper Carter Sease, and the rest of the team to learn about all of the Project's needs and wants. We will work diligently to marry these items with the overall project budget.

After these initial kick-off meetings, our team will prepare a detailed cost breakdown which will thoroughly explain where your money is going. We essentially divide the budget into "buckets of money" – carefully guarded, monies from the overall budget can be added and removed from various scope items, until the most effective, best-value solutions have been selected. We will once again do a thorough value analysis to ensure all costs are tracking as discussed at the schematic stage, verifying the design team will not have to go through unnecessary design iterations. This not only saves time, but also eliminates excess expenditures.

Of additional value to the client is our long-term relationships with material suppliers and manufacturers in the mechanical/electrical/plumbing industries, as well as with local and regional engineering partners. Our team leverages these relationships with our partners by reaching out to them at an early stage to obtain accurate pricing on scope items within your facility. While this is a step which goes above and beyond what some companies typically provide as part of their pre-construction services, it is one that we feel is of great value and will assist in providing the most accurate information to our clients. Because we are fully invested in the success of your project, we commit that we will leave no stone unturned when it comes to budgeting and finding best-value solutions. Our team of tenured industry professionals brings their vast knowledge of construction to the table in tandem with the expertise of select specialty contractors in order to provide budget numbers in which you can feel confident.

Once it is confirmed that the budget is on track, the design team will move forward with permit drawings. It is at this stage that a final GMP can be delivered. While a GMP can be provided at virtually any phase, we know that it can be most accurate when more information is available. Early delivery of GMP can be provided if necessary, however, and our team

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will of course verify that costs will not exceed the given amount. To ascertain a GMP at the permit drawing phase, our team will send the plans out to the specialty contractor market for pricing. Once all prices have been received, a post-budget meeting will be held with all team members. Scope sheets and subcontractor quotes will be reviewed in open-book fashion, and our team will provide guidance as to who the best value project team will be.

We not only scrutinize the numbers, but also the scope and experience of the perspective specialty contractors in order to suggest whose services should prove most advantageous to the owner. By not purely selecting the lowest price, and instead taking into consideration all facets of the scope provided, the owner is empowered to make the soundest decisions for their facility.

After selecting the final project team, the contract will then be amended and we will move forward with scheduling the groundbreaking and construction phase of the project. This is an exciting time! All estimating, constructability reviews, site logistics, and planning have taken place, and you will finally get to begin the process of seeing your facility take shape.

Constructability Review

Constructability Review is an important aspect of any commercial building project. Our team will review the various components of the structure and how they each come together to make certain that what has been designed is the most economical way of bringing the building to reality.

Constructability Review is a natural part of Hood's Roundtable Approach to construction, which brings all partners to a project together working shoulder to shoulder (whether literally or figuratively) in order to collaboratively work to integrate project knowledge and identify the most efficient way to construct the facility. Our team utilizes a takeoff software called PlanSwift, which is a robust program that enables accurate and fast turnaround of takeoffs, all performed by our in-house team. You won't find us outsourcing any aspect of project management, and that includes our dedication to an effective constructability review process. Each aspect of the structure will be thoroughly analyzed in the order in which the facility will be constructed – exterior and interior elements, structural components, and MEP systems.

We will carefully review how these components interact to eliminate the need for change orders and potential project delays. At the conclusion of this process, a detailed constructability review matrix will have been created, and is available for client review if desired.



Should there be any areas of conflict during the project, we will work through them in a professional manner.

Conflict Resolution

Our team takes a highly proactive approach to all aspects of the project, and we have found that by managing scope and expectations throughout the process, issues are usually resolved before they have an opportunity to become conflicts.

90% of the project decisions are made in the pre-construction phase – and our team will work diligently during this time to verify that the schedule and scope are covered and the best-value project team has been assembled. This results in our team being ahead of any potential problems, and we mitigate them well before an actual problem occurs.

In the unlikely result that all of these measures fail, we believe in meeting face-to-face to work through issues in a professional manner. The Hood team constantly seeks to find the best answers for the client and keep their needs and wants in the center of focus, and this positive attitude carries through to all team members. We are confident in our ability to resolve conflicts and in most cases, prevent them from occurring at all.

Role as Construction Manager At-Risk

As stated previously, the success of the project rests on our shoulders. And that is a responsibility that all Hood Construction team members take very seriously. We want to guarantee a project's success, and we have a proven methodology to ensure this happens.

Step one to this is careful schedule management. This goes beyond the actual construction schedule – while the management of construction activities is vital to any project, it is also important to manage the design team, the client's efforts, and those of the specialty contractors to ultimately promise success. Our team develops a schedule from pre-construction through final completion as soon as we are selected as CM-R partner, and management of that schedule is a constant process throughout the project's duration.

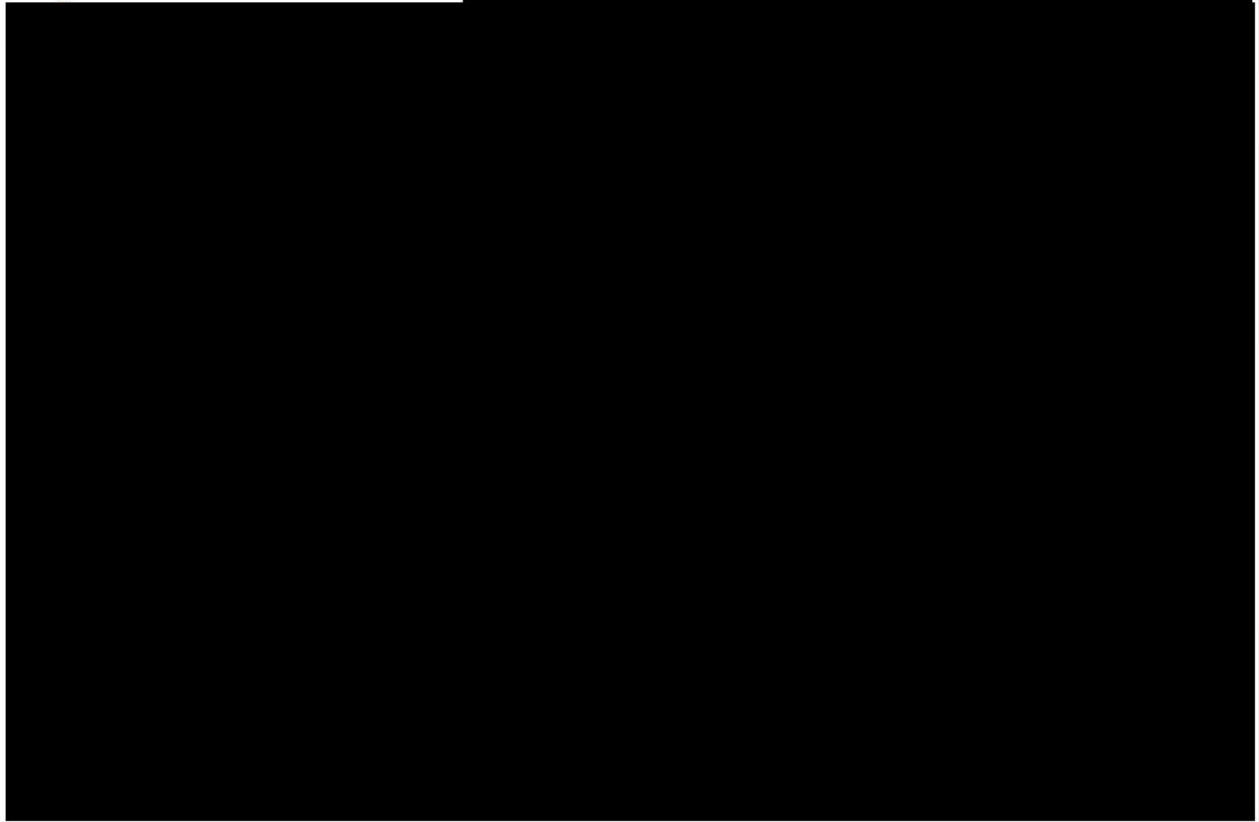
Step two of success as CM-R partner is budget management. The budget is largely maintained by ensuring the overall schedule remains on-track, but in addition to that it is also important to constantly make certain that the client's needs and wants are in-line with what the budget is showing. By providing a litany of information to the owner throughout the process, we arm them with the tools they need to make the right decisions for their project. We recommend the best-value products and choices in specialty contractors, and the owner is able to utilize this information to make sound budgetary decisions for the project.

The third aspect of our CM-R services is providing information to the owner, which is an add on to the budget management referenced above. Not only does thorough research and information finding yield positive budgetary results for the client, but it also allows for a smooth CM-R process overall. By working as a cohesive team, trust is built and allows all team members to bring the best value solutions to the table. Our team, comprised of Project Managers who are also experienced builders, operates with zero ulterior motives – we use an open-book process with the client's goals constantly in-mind.

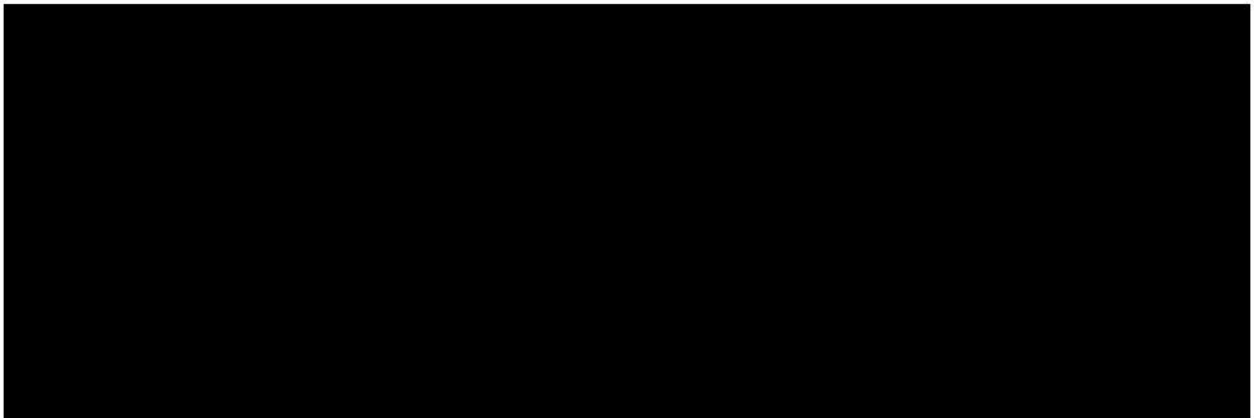
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Project Close-Out



Warranty



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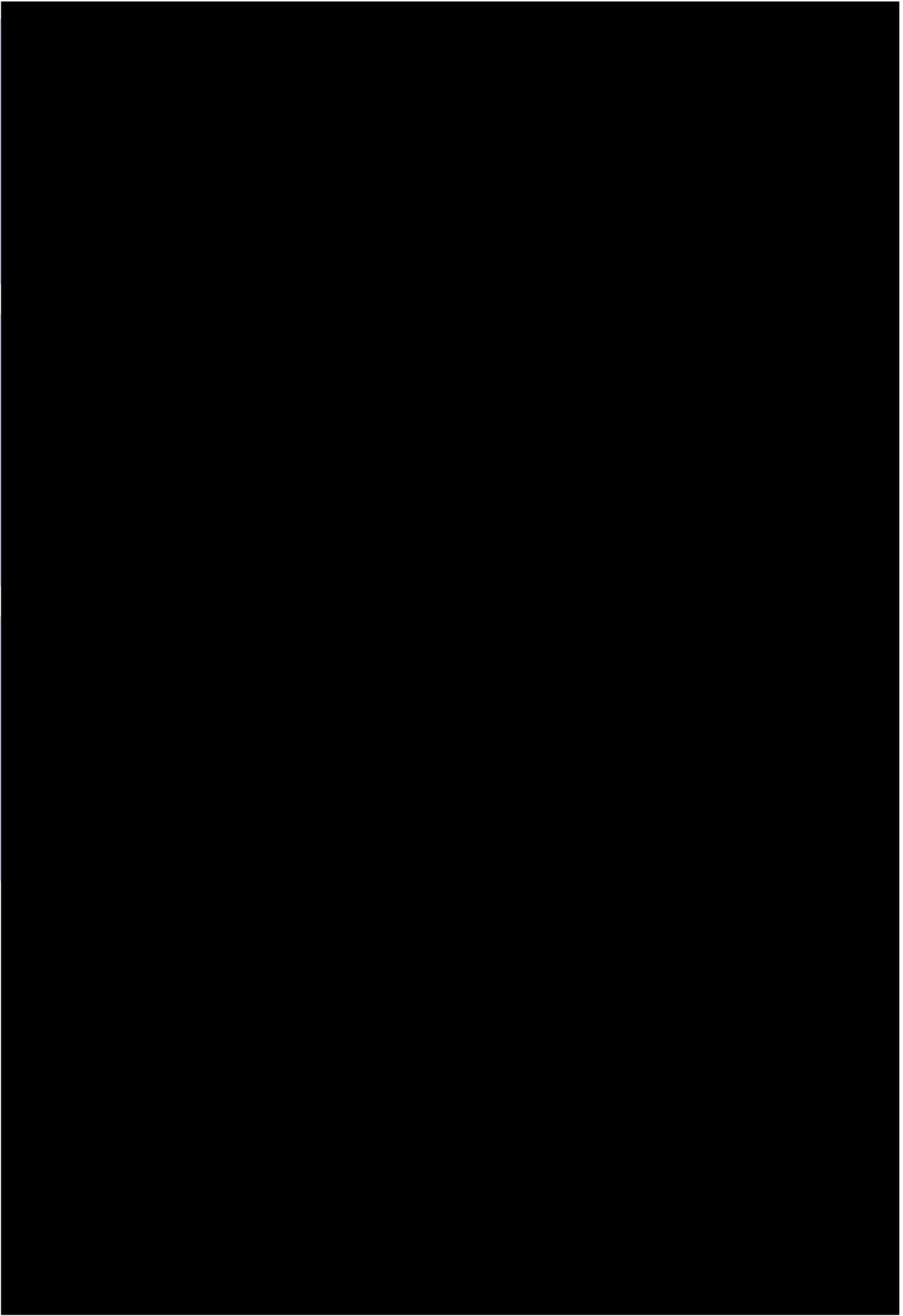
BUILD IT THE RIGHT WAY

References



References

Additional references not provided in our RFQ have been provided below, with supplemental letters of reference provided on the pages that follow.

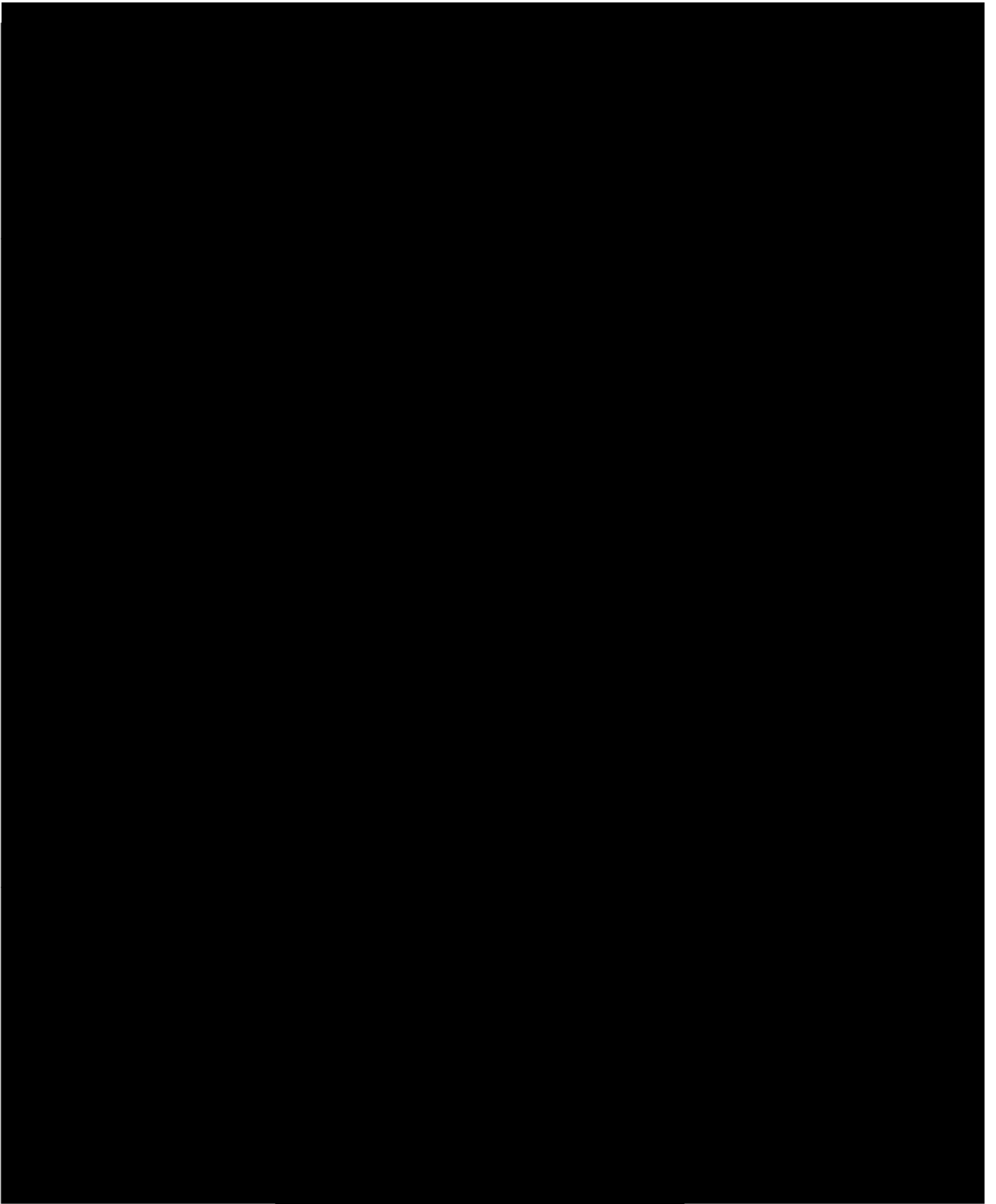


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	District Five of Lexington and Richland Counties Request for Qualifications/ Proposals for Construction Manager at Risk Services for Stadium Renovations at Chapin High School	Solicitation #	2022-022
		Date Issued	November 23, 2021
		Procurement Official	Lynda Robinson
		Phone	(803) 476-8140
		E-Mail Address	D5bids@lexrich5.org
DESCRIPTION	Request for Qualifications/Proposals for CM-R Services for Chapin High School Stadium Renovations		

The Term "Offer" Means Your "Bid" or "Proposal"

SUBMIT OFFER BY	RFQ January 6, 2022 at 11:00 AM RFP February 2, 2022 at 11:00 AM
QUESTIONS MUST BE RECEIVED BY	RFQ December 8, 2021 at 12:00 PM RFP January 14, 2022 at 4:00 PM
NUMBER OF COPIES TO BE SUBMITTED	1 original, 5 copies and 1 electronic copy

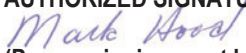
Offers must be submitted in a sealed package. Solicitation number & Opening Date must appear on package exterior.

SUBMIT YOUR SEALED OFFER TO:

District Five of Lexington and Richland
Counties
Purchasing Office
1020 Dutch Fork Road
Irmo, SC 29063

CONFERENCE TYPE: RFQ-Pre-submittal Conference DATE & TIME: at December 7, 2021 @ 2:00 pm As appropriate, see "Conferences - Pre-Bid/Proposal" & "Site Visit" provisions	LOCATION: Chapin High School 300 Columbia Avenue Chapin, SC 29036
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AWARD & AMENDMENTS	The award, this solicitation, and any amendments will be posted at the following web address: www.lexrich5.org/Page/2779
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You must submit a signed copy of this form with Your Offer. By submitting a bid or proposal, you agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of sixty (60) calendar days after the Opening Date.		
NAME OF OFFEROR (Full legal name of business submitting the offer) Hood Construction Company, Inc.	OFFEROR'S TYPE OF ENTITY: (Check one) <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Partnership <input type="checkbox"/> Corporation (tax-exempt) <input checked="" type="checkbox"/> Corporate entity (not tax-exempt) <input type="checkbox"/> Government entity (federal, state, or local) <input type="checkbox"/> Other _____ (See "Signing Your Offer" provision.)	
AUTHORIZED SIGNATURE  (Person signing must be authorized to submit a binding offer to enter a contract on behalf of Offeror named above.)		
TITLE (Business title of person signing above) President and CEO		
PRINTED NAME (Printed name of person signing above) S. Mark Hood		DATE SIGNED 02/02/22
Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.		
STATE OF INCORPORATION South Carolina (If Offeror is a corporation, identify the state of Incorporation.)	TAXPAYER IDENTIFICATION NO. 57-0945261	

COVER PAGE

PAGE TWO
(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office / principal place of business) <div style="color: blue;">1215 Shop Road Columbia, SC 29201</div>				NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent.) <div style="color: blue;">1215 Shop Road Columbia, SC 29201</div>			
				Area Code: <div style="color: blue;">803</div>	Number: <div style="color: blue;">765.2940</div>	Extension:	Facsimile:
				E-Mail Address: <div style="color: blue;">markhood@hoodconstruction.com</div>			
PAYMENT ADDRESS (Address to which payments will be sent.) <input checked="" type="checkbox"/> Payment Address same as Home Office Address <input type="checkbox"/> Payment Address same as Notice Address (check only one)				ORDER ADDRESS (Address to which purchase orders will be sent) Order E-Mail Address: <input checked="" type="checkbox"/> Order Address same as Home Office Address <input type="checkbox"/> Order Address same as Notice Address (check only one)			
ACKNOWLEDGMENT OF AMENDMENTS: Offerors acknowledge receipt of amendments by indicating amendment number and its date of issue.							
Amendment No.	Amendment Issue Date	Amendment No.	Amendment Issue Date	Amendment No.	Amendment Issue Date	Amendment No.	Amendment Issue Date
DISCOUNT FOR PROMPT PAYMENT <div style="color: blue;">N/A</div>		10 Calendar Days (%)	20 Calendar Days(%)	30 Calendar Days (%)	_____ Calendar Days (%)		
MINORITY PARTICIPATION							
Please answer the following question:							
1. Are you certified as a MOB/WOB (minority-owned business/woman-owned business) by the State of South Carolina? <input type="checkbox"/> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes, provide certification number: _____.							

SPECIAL CONDITIONS

1. The contract will be awarded based on the option that serves the best interest of the District, and the award will be to one vendor.
2. Contractor/SubContractors must stipulate that they are responsible for running a National Sex Offender Registry check on their employees who work in schools.
3. *By signing below, the bidder agrees to prohibit any employees or sub-contractor employees from performing work or services at School District Five of Lexington and Richland Counties if they are deemed to be Registered Sex Offenders or pose a known criminal danger to children or staff. The vendor hereby agrees to run a National Sex Offender Registry check (<http://www.nsopr.gov/>) or equivalent on all employees or sub-contractor employees who may be in the proximity of school children or staff. This check must be done by the vendor prior to performing any work or services at School District Five of Lexington and Richland County.*

a. Authorized Signature: Mark Hood Date: 02/02/22

4. All individuals whom the individual or company anticipates working in District Five Schools must be cleared through a SLED check to be authorized to be around children and staff in the schools. The individual or company offered a contract will be responsible for providing proof of a proper SLED background report for those who work in District Five Schools and Offices associated with the company or individual.
5. Federal W-9 Form: Please note that in order for School District 5 to do business with any vendor we must have a completed W-9 Form on file in our Finance Office. It is imperative that if your firm has not done business with us before you must fill out the W-9 form attached to this solicitation and either e-mail it to D5vendors@lexrich5.

[A W-9 has been provided on the following page.](#)

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type.
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Hood Construction Company Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☒ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ► _____

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

1215 Shop Road

6 City, state, and ZIP code

Columbia, South Carolina

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

____ - ____ - ____

or

Employer identification number

5 7 - 0 9 4 5 2 6 1

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign
Here

Signature of
U.S. person

Janet H Beauden

Date ►

6/1/2021

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.