VANNOY CONSTRUCTION









REQUEST FOR **PROPOSAL**

Beaufort County School District, Lady's Island Middle School Replacement and Early Childhood Center New Build

SUBMITTED BY VANNOY CONSTRUCTION

MELVIN CLINE, VICE PRESIDENT

James R. Vannoy & Sons Construction Company, Inc.

2457 Aviation Avenue, Ste 105 N. Charleston, SC 29406

t: [redacted] / e: [redacted]





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Cover Page

Beaufort County School District

Solicitation Number:	25-004
Date Printed:	July 16, 2024
Date Issued:	July 31, 2024
Procurement Officer:	Kaylee Yinger, NIGP-CPP,CPPB
Phone:	843-322-2349
Email:	Kaylee.Yinger@beaufort.k12.sc.us

Request for Proposals (RFP)

DESCRIPTION: **Construction Management at-Risk Services – Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build**

SUBMIT OFFER BY (Opening Date & Time): August 29, 2024 @ **4:00 PM EST**

QUESTIONS MUST BE RECEIVED BY: August 22, 2024 @ **4:00 PM EST**

NUMBER OF COPIES TO BE SUBMITTED: **Six (6) Original Signed Copies**

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

SUBMIT YOUR SEALED OFFER TO FOLLOWING ADDRESSE VIA UPS, FEDEX, COURIER OR HAND DELIVER:

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

AWARDS & AMENDMENTS:
Award will be posted at the Physical Address stated above on or after **September 1, 2024.** The award, this solicitation, and any amendments will be posted at the following web address: http://beaufortschools.net.

You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, You agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

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

James R. Vannoy & Sons Construction Company, Inc. Corporation

Melvin R Cline

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

Melvin R. Cline Vice President

PRINTED NAME TITLE

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

Page Two

PAGE TWO

(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business):	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent):
Vannoy Construction - Headquarters 1608 US HWY 221 N Jefferson, NC 28640	Vannoy Construction - Charleston 2457 Aviation Avenue, Suite 105 North Charleston, SC 29406

PHONE NUMBER:	[redacted]
EMAIL ADDRESS:	[redacted]

PAYMENT ADDRESS (Address to which payments will be sent):	ORDER ADDRESS (Address to which all purchase orders will be sent):
P.O. Box 635 Jefferson, NC 28640	P.O. Box 635 Jefferson, NC 28640
☐ Payment Address Same as Home Office Address ☐ Payment Address Same as Home Notice Address (check one only)	☐ Payment Address Same as Home Office Address ☐ Payment Address Same as Notice Address (check one only)

ACKNOWLEDGEMENT OF AMENDMENTS:

Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.

Amendment Number	Amendment Issue Date
25-004 Addendum #1	August 21, 2024
25-004 Addendum #2	August 26, 2024

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes ☐ No ☒
If yes, please include a copy of your certification.

August 29, 2024

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

RE: Construction Manager at Risk Services for Beaufort County School District, Lady's Island Middle School Replacement and Early Childhood Center New Build

Dear Ms.Yinger and Selection Committee Members,

Thank you for the opportunity to be considered for the upcoming projects at Lady's Island Replacement Middle School and Bluffton's Early Childhood Center. We have combined both projects into one proposal and are confident in our ability to complete one or both projects simultaneously. We are excited to showcase Vannoy Construction's unique capabilities and experience and hope you will find our qualifications package exceeds your established expectations of our firm. Most importantly, we are presenting a team that consists of A+ players that bring an unmatched level of expertise in building K-12 facilities, under the construction manager at risk model.

Certainty This one word sums up Vannoy Construction team's dedication. We are proud of the relationships formed with our K-12 clients; relationships forged with certainty in quality, price, and schedule performance. The following is a summary of what would make this team the best fit for this challenging project and to begin a new relationship that will last the test of time:

- Expertise with public K-12 projects
- Expertise with preconstruction and public sector CMAR projects
- Expertise with occupied-site projects
- Expertise with our In-House Sitework Division
- Expertise in the Coastal SC market

Culture While we are a large company – we act small! We have only four company officers, who are active in every project. Our project executives visit our sites regularly and remain a part of each team, upholding the level of personal service we are known for. We are committed to enhancing our communities by keeping dollars local, where our employees live, through local subcontractors and giving to local charities. For over 72 years, our character has been defined by our 4Hs – Honor, Humility, Hospitality & Hustle – which continue to be at the forefront of our business every day. Our character creates a unique teamwork environment where problems are solved, achievements are celebrated, and trust is established.

Continuity Simply stated, the Vannoy Construction team will remain consistent throughout the entire project. The faces you see at the initial project kick-off meeting will be the same faces that hand you the keys to your new facility. Additionally, with a full-service office in Charleston, SC, we can assure that our project team has the tools and support necessary to achieve a successful project for Beaufort County School District!

Thank you in advance for this opportunity and we welcome the chance to become an extension of your team. Should you have any additional questions, please contact me at [redacted] or [redacted]

Sincerely,
Vannoy Construction

Melvin Cline
Vice President

4.0.1.3. FIRM INFORMATION

Firm History





From our humble beginnings in 1952, *James R. Vannoy & Sons Construction Company, Inc. (Vannoy Construction)* has always maintained a family atmosphere among its employees, subcontractors, partners, and clients. Evidenced by the company's client retention rate and the many employees who have been a member of the team for decades, Vannoy Construction remains one of the Southeast's top builders.

When we first opened our doors in 1952 business was done on a handshake and a person's word was all you needed to know the job would be done right. Today, with single projects ranging from $50,000 to $280 million, and annual revenues exceeding $850 million, that same focus on commitment and honor remains.

Vannoy Construction's culture has consistently been defined by the character of its founders. Jim and Wilma Vannoy started a family company *72 years ago* with North Carolina mountain roots which fostered the character of our people. Our character remains today under the leadership of their sons, Eddie & Mark Vannoy.

We call this character the 4Hs – Honor, Humility, Hospitality and Hustle. Different than Core Values or Mission Statements, the 4Hs are our behavior standards and are expected to be visible in our everyday interactions. Together, these attributes built our reputation and define our working relationship with every customer, partner and vendor we work with every day.

HONOR | HUMILITY | HOSPITALITY | HUSTLE

$850+ Million Annual Volume

90% of Annual Revenue is CM at Risk Services

10 Years Running - Best Places to Work

#127 Nation's Top 400 Contractors (ENR)

8 Offices in the Southeast

Ownership
Eddie Vannoy - Chief Executive Officer
Mark Vannoy - President
Bill Blank - Executive Vice President
John Montgomery - Executive Vice President

72 *years in business*

Managing Office
Melvin Cline - Vice President
2457 Aviation Ave. Ste 105
N. Charleston, SC 29406
t: [redacted]

State of Incorporation
North Carolina

Office Locations

Managing Office | Charleston. South Carolina

Headquarters | Jefferson, North Carolina

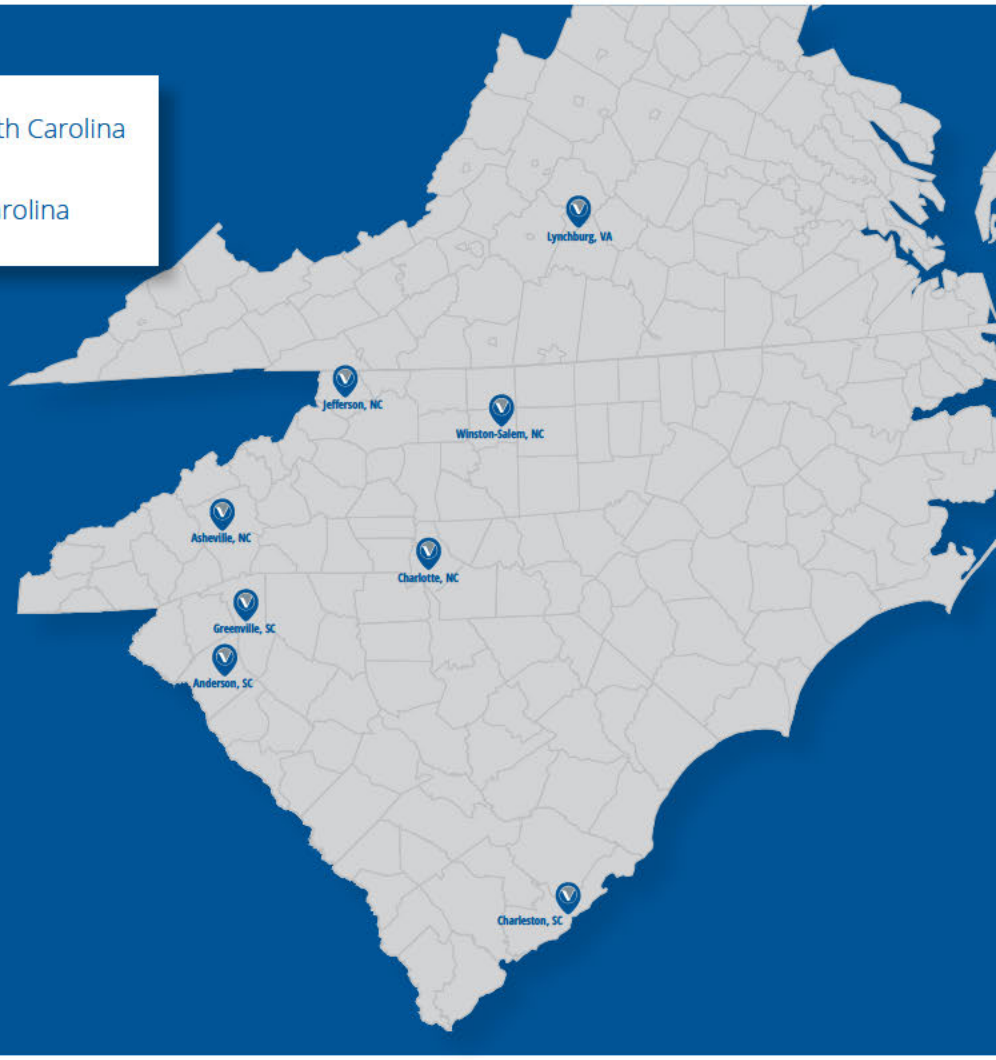
Our Charleston office will be the managing office for the Beaufort County School District Lady's Island Middle School and Early Childhood Center projects. However, Vannoy Construction has **100+ staff members across the Southeast with Education experience** that can be pulled if needed.

BY THE NUMBERS...

5MSF K-12 Projects

25+ K-12 Clients

14 Repeat CMR Clients



Company Organizational Chart

EDDIE VANNOY — CEO

MARK VANNOY — President

JOHN MONTGOMERY — Executive Vice President

BILL BLANK — Executive Vice President

WILL VANNOY — Vice President

BRIAN WALKER — Vice President

ROCKY VANNOY — Vice President

PHILIP DANCE — Vice President

MELVIN CLINE — Vice President

MIKE KESTERSON — Vice President

292 SALARY EMPLOYEES

158 HOURLY EMPLOYEES - PRIMARILY SITE DIVISION

Vendor References



Mock Mechanical
Todd Rainwater
Project Manager
67 Ross Rd. Savannah, GA 31405
t: [redacted]
e: [redacted]



ACE Electric
Steve Deal
VIce President
421 Page Place Rd. Statesboro, GA 30458
t: [redacted]
e: [redacted]



Gulfstream Construction
Mark Hylton
President
1983 Technology Dr. Charleston, SC 29492
t: [redacted]
e: [redacted]



Beech Contractors
Joshua Beech
President
1622 Ashley Hall Rd. Charleston, SC 29407
t: [redacted]
e: [redacted]

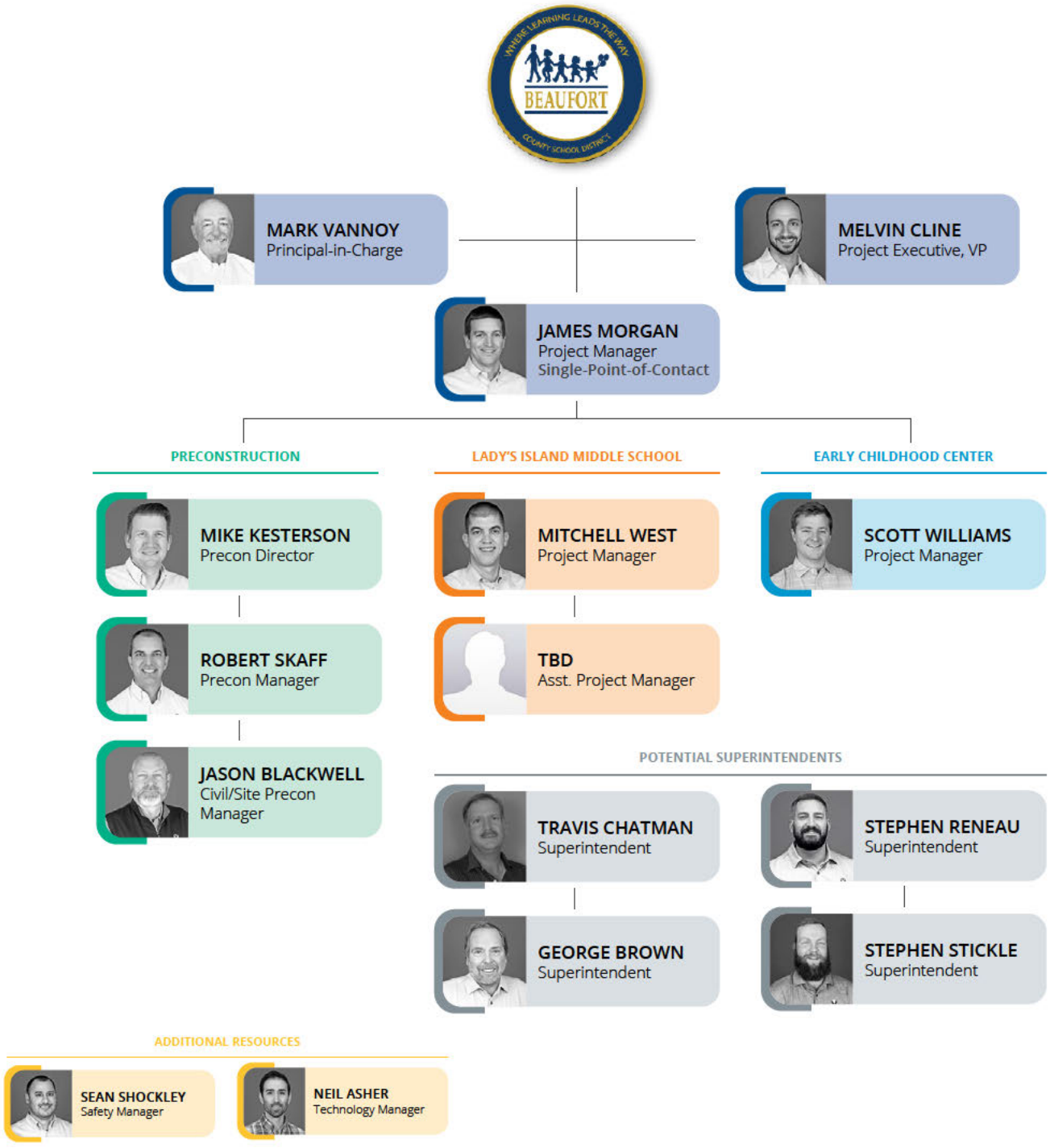


LightGauge Co
David Warren
President
9705 Hwt 78, Ste. 104 Ladson, SC 29456
t: [redacted]
e: [redacted]

4.0.1.4. PRE-CONSTRUCTION AND CONSTRUCTION PROJECT TEAM

Include an organizational chart identifying key individuals and their responsibilities.

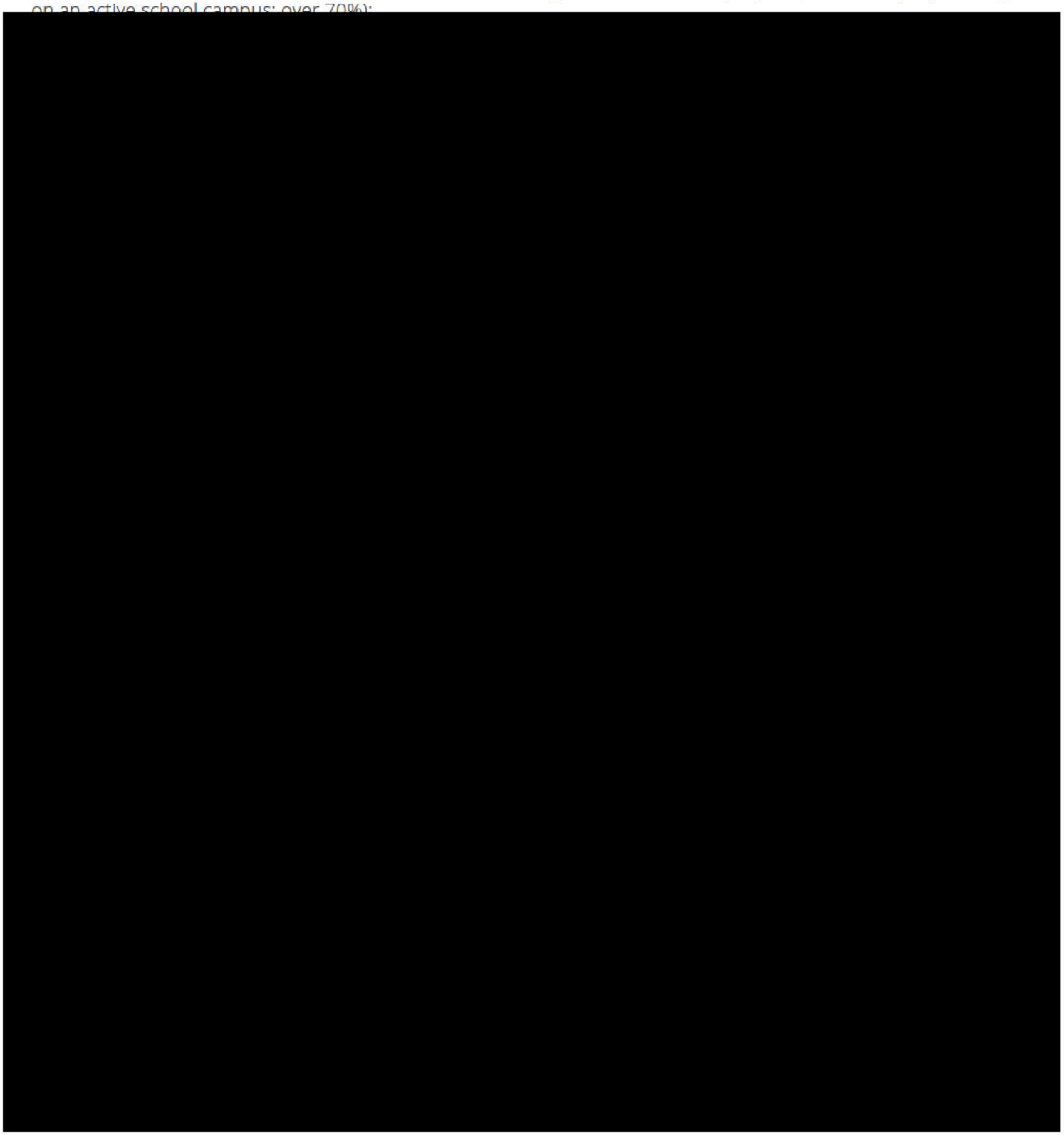
Below are possible team members for the Beaufort County School District, Lady's Island Middle School Replacement and Early Childhood Center projects. This group is comprised of industry experts in the delivery of complex, educational projects, and they bring recent knowledge, as well as a strong subcontractor base to ensure your project is completed smoothly, efficiently, and most importantly, exceeding your expectations.



4.0.1.5. PROJECT EXPERIENCE

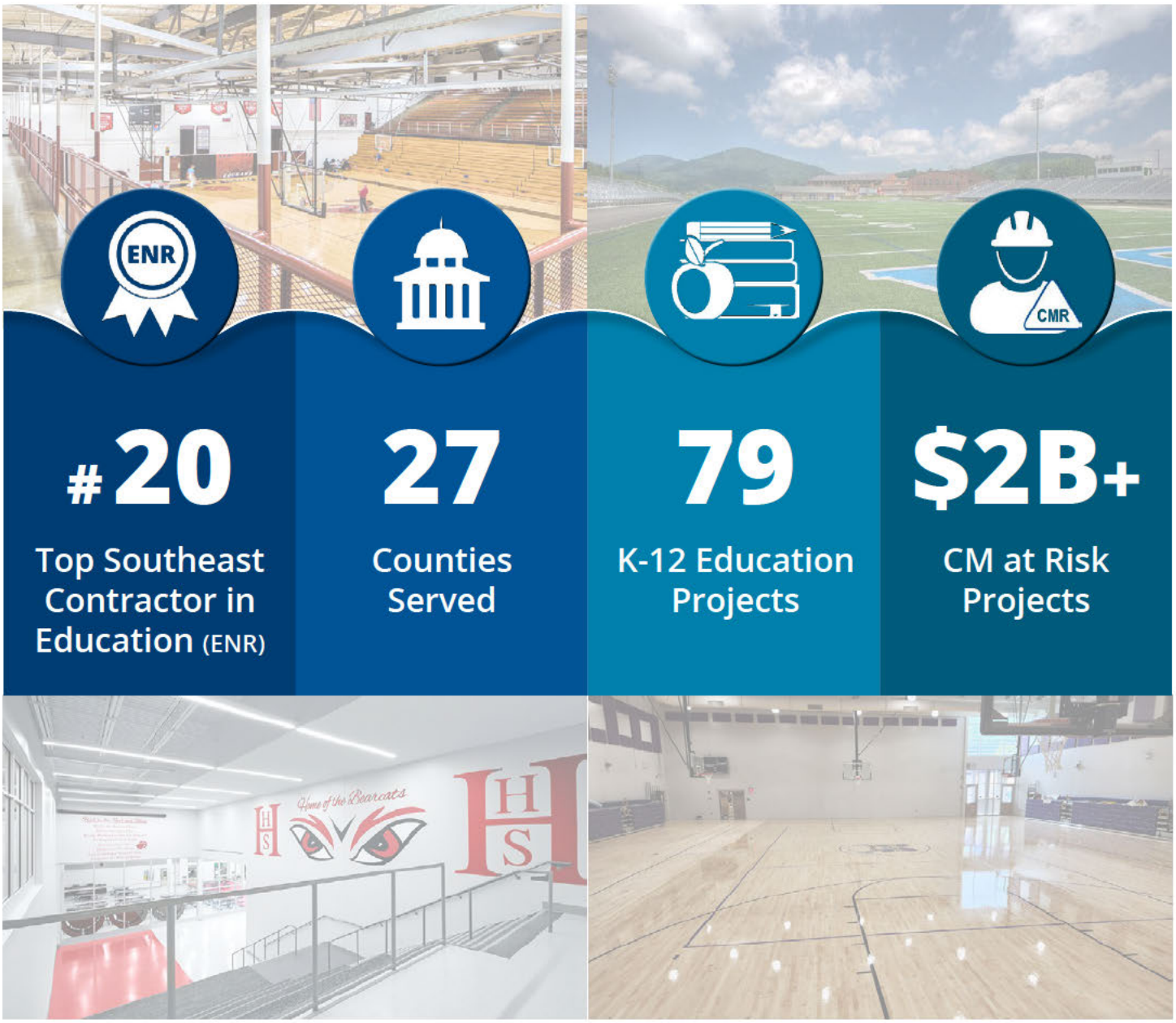
Describe your previous experience in providing similar services as described above. Provide a minimum of three references of similar projects for these services.

Vannoy Construction is extremely well-versed in K-12 projects. We have completed or are in progress of completing over 3,500,000 sf of new and renovated facilities. The following is a list of our K-12 projects (* indicates project completed on an active school campus; over 70%):



Years Providing CM at Risk Services

Vannoy Construction has over 30 years of experience providing CM at Risk services. Approximately 90% of Vannoy Construction's revenue is through Construction Manager at Risk projects. We have developed and molded our preconstruction process over these many years to insure a successful outcome as can be attested by th number of repeat clients.



For the past three years, provide the following information:

A. IDENTIFY ALL PROJECTS (NAME, LOCATION, COMPLETION DATE AND CONTRACT AMOUNT).

CLIENT NAME	PROJECT NAME	LOCATION	VALUE	END DATE
Novant Health	NH Ballantyne CON Estimate - PRECON	Ballantyne, NC	*PRECON*	
Novant Health - Forsyth Medical Center	NH FMC - Master Priority Plan 1A - PRECON	Winston-Salem, NC	*PRECON*	
Cardinal CT	Cardinal CT Office Renovation PRECON	Mount Airy, NC	*PRECON*	
FIRC	Springhill Suites Enka - PRECON	Asheville, NC	*PRECON*	
Hensel Phelps	AVL Terminal Modernization & Expansion - PRECON	Fletcher, NC	*PRECON*	
Novant Health - Forsyth Medical Center	NH FMC CCT Design Assist Trade Packages - PRECON	Winston-Salem, NC	*PRECON*	
Novant Health	NH Asheville CON Budget - PRECON	Charlotte, NC	*PRECON*	
Crescent Communities	Crescent Westrow - PRECON	Charlotte, NC	*PRECON*	
Western Carolina University	WCU Moore Building Renovation - PRECON	Cullowhee, NC	*PRECON*	
Davidson-Davie Community College	DDCC - Regional Training and Distribution Center - PRECON	Thomasville, NC	*PRECON*	
Skyline National Bank	Skyline National Bank- Floyd VA - PRECON	Floyd, VA	*PRECON*	
JLL	Project Green - PRECON	Greenville, SC	*PRECON*	
City of Monroe - Energy Services	City of Monroe - Energy Services Facility - PRECON	Monroe, NC	*PRECON*	
Western Piedmont Community College	WPCC - Emergency Services Training Center - PRECON	Morganton, NC	*PRECON*	
South Piedmont Community College	South Piedmont Community College - Center for Entrepreneurship - PRECON	Monroe, NC	*PRECON*	
Wake Forest University	WFU Boiler Plant #2 Replacement & Structural Upgrades - PRECON	Winston-Salem, NC	*PRECON*	
Western Carolina University	WCU Athletics - PRECON	Cullowhee, NC	*PRECON*	
Haywood County Government	Haywood County EMS Base D/B - PRECON	Waynesville, NC	*PRECON*	
Mayland Community College	MCC - Avery Mitchell Animal Shelter D/B - PRECON	Spruce Pine, NC	*PRECON*	
Wake Forest University	WFU Scales Fine Arts - Hanes Gallery Renovations - PRECON	Winston-Salem, NC	*PRECON*	
Buncombe County	FY 24 County Courthouse Renovation & Repair - PRECON	Asheville, NC	*PRECON*	
Hospital Corporation of America	Grand Strand Medical Center Parking Garage - PRECON	Myrtle Beach, SC	*PRECON*	
Guilford County Schools	GCS Sumner Elementary School - PRECON	Greensboro, NC	*PRECON*	
Guilford County Schools	GCS Allen Jay Elementary - PRECON	High Point, NC	*PRECON*	
Henderson County	Henderson County - Medical Office Buildings PRECON	Hendersonville, NC	*PRECON*	
Novant Health	NH KMC Expansion PRECON	Kernersville, NC	*PRECON*	
Buncombe County	Hall Flecther Elementary Renovation - PRECON	Asheville, NC	*PRECON*	
Davis Moore Investment Management LLC	Davis-Moore / Storey PM - Sand Hill ASC_PRECON	Candler, NC	*PRECON*	
Davis Moore Investment Management LLC	Davis-Moore/Storey PM - ASC_PRECON	Asheville, NC	*PRECON*	
BFCMR LLC	FFMR Shell Building - PRECON	Mills River, NC	*PRECON*	
Asheville City Schools -- Buncombe County	Asheville City Schools Multiple Buildings - PRECON	Asheville, NC	*PRECON*	
Eastern Band of Cherokee Indians	EBCI - Junaluska Cultural Complex - PRECON	Robbinsville, NC	*PRECON*	
Appalachian State University	ASU - Sanford Hall Renovation & Modernization	Boone, NC	$16,358,235	8/31/2021
Ingles Markets	Ingles #112 - Shelby NC	Shelby, NC	$12,056,960	9/30/2021
Bon Secours St. Francis Health System Inc.	BSSF Emergency Department Addition	Greenville, SC	$33,712,759	11/3/2021
Appalachian Regional Healthcare System	ARHS-WMC Central Energy Plant	Boone, NC	$25,498,226	11/12/2021
Samaritan's Purse	SP Greensboro Hangar GSO	Greensboro, NC	$15,042,364	11/30/2021
NorthPoint Development - Cincinnati	NorthPoint Gateway 85 Buildings 1 & 2	Gastonia, NC	$31,130,675	12/1/2021

CLIENT NAME	PROJECT NAME	LOCATION	VALUE	END DATE
Novant Health	NH FMC Womens Center Renovation Phase 1	Winston-Salem, NC	$13,515,465	12/15/2021
Wilkes Community College	WCC - Ashe Campus Classroom & Lab	West Jefferson, NC	$11,199,221	1/15/2022
Lowes Companies Inc.	Lowes of Holly Springs	Holly Springs, NC	$20,008,155	1/15/2022
Hendrick Automotive Group	Reggie Jackson Honda	Raleigh, NC	$20,165,475	3/1/2022
Collett -- STX Washington Partners LLC	Washington Commons	Stephenville, TX	$10,125,513	4/30/2022
Eastern Band of Cherokee Indians	Jacob Cornsilk Complex Community Building	Robbinsville, NC	$17,537,079	5/16/2022
Appalachian Regional Healthcare System	ARHS-WMC New CEP & Renovations	Boone, NC	$36,582,273	5/31/2022
Novant Health	NH FMC Inpatient Renovation (5/6)	Winston-Salem, NC	$15,362,551	7/1/2022
Henderson County	Hendersonville High School Campus Expansion & Renovations	Hendersonville, NC	$54,046,218	7/22/2022
Hendrick Motorsports	Charlotte Technical Center	Concord, NC	$10,275,215	7/31/2022
HSREI	Concord Auto Plaza Service Center (TI)	Concord, NC	$17,221,489	7/31/2022
SMBC Leasing and Finance Inc. Acting By and Through Jabil Inc.	Jabil Healthcare Injection Molding & Assembly Facility	Flat Rock, NC	$29,107,520	8/4/2022
Greenville County Schools	Robert E. Cashion Elementary School Additions	Greenville, SC	$10,026,732	8/8/2022
Henderson County	BRCC Patton Hall Addition & Renovations	Flat Rock, NC	$20,468,708	8/26/2022
NorthPoint Development - Cincinnati	NorthPoint Park 295 Bldg C	Jacksonville, FL	$25,481,529	8/31/2022
Southeastern Freight Lines	Southeastern Freight Lines - Charlotte Expansion	Charlotte, NC	$13,343,957	9/30/2022
Hendrick Automotive Group	Hendrick Chevy of Naples	Naples, FL	$15,152,173	9/30/2022
NorthPoint Development - Cincinnati	Gateway 85 - Project Hearth	Lowell, NC	$58,000,000	10/31/2022
Western Carolina University	WCU - Lower Campus Residence Halls	Cullowhee, NC	$83,361,786	11/30/2022
AFG Distribution	AFG Distribution Center	Asheville, NC	$10,882,062	12/15/2022
Bon Secours St. Francis Health System Inc.	BSSF Tower Modernization	Greenville, SC	$29,358,885	12/22/2022
COI Park 290-615	VanTrust Park 290 (Bldg 7)	Roebuck, SC	$29,695,628	1/31/2023
Collett Industrial	Collett Willimon - Building 2	Greenville, SC	$12,069,713	2/8/2023
COI Park 290-217	VanTrust Park 290 - Bldg. 8 (225)	Moore, SC	$11,778,262	2/14/2023
NorthPoint Development - Cincinnati	Park 295 Building D & E	Jacksonville, FL	$42,989,536	3/15/2023
Collett	Carolina Pines Spec Building	Blythewood, SC	$10,019,536	3/31/2023
Hospital Corporation of America -- Trident Health	Trident Medical Behavioral Health Hospital	North Charleston, SC	$35,040,896	4/30/2023
Ingles Markets	Ingles #132 Franklin NC - New Store & I-Market	Franklin, NC	$19,658,687	6/7/2023
Hospital Corporation of America	HCA: Trident Medical Center Parking Garage	North Charleston, SC	$15,486,671	6/16/2023
Hughes Commercial Properties -- Lancaster 100 LLC	E. Pleasant Run Logistics	Lancaster, SC	$19,054,686	6/16/2023
Cherokee Central Schools	Cherokee Central Schools Renovations & Additions	Cherokee, NC	$20,322,313	6/23/2023
Lowes Companies Inc.	Lowe's of Leland NC #3478	Leland, NC	$19,202,042	7/18/2023
Cabarrus County	Cabarrus County EMS HQ	Concord, NC	$17,258,856	8/1/2023
Appalachian Regional Healthcare System	WMC - Hospital Expansion	Boone, NC	$58,681,057	9/8/2023
Novant Health	NH FMC Women's Center Renovation Phase 2	Winston-Salem, NC	$12,756,832	9/30/2023
Hospital Corporation of America	HCA-Mission McDowell Hospital Inpatient Expansion	Marion, NC	$15,260,064	10/9/2023
Wilkes County	Wilkes County EMS	Wilkesboro, NC	$11,985,000	10/31/2023
Winston-Salem / Forsyth County Schools	Renovations to North Forsyth High School	Winston-Salem, NC	$19,021,671	10/31/2023
Mecklenburg County Government	Mecklenburg County Northeast CRC	Charlotte, NC	$42,000,000	10/31/2023
Southeastern Freight Lines	Southeastern Freight Lines Charlotte Expansion Phases 3 & 4	Charlotte, NC	$15,785,747	11/30/2023
SunCap Property Group - CHS	SunCap Project Enterprise	Piedmont, SC	$52,788,798	12/7/2023
Novant Health	NH FMC Chiller Generator Plant	Winston-Salem, NC	$48,776,188	12/22/2023

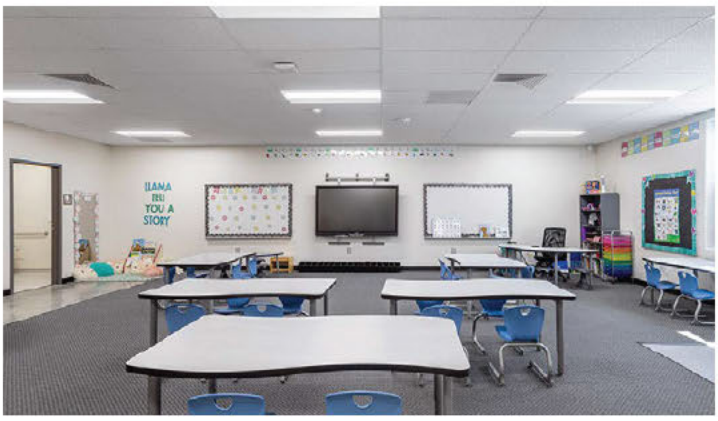
CLIENT NAME	PROJECT NAME	LOCATION	VALUE	END DATE
Franklin School of Innovation	Franklin School of Innovation Phase 3	Asheville, NC	$11,143,369	12/31/2023
Bass Pro Shops	Hatteras Facility Conversion	New Bern, NC	$35,000,000	12/31/2023
GFI Partners	Eastport Industrial	Summerville, SC	$12,457,722	3/4/2024
Confidential Client	AMC Building Shell - Phase 1A	Concord, NC	$30,841,616	3/27/2024
Midland Atlantic Properties	Morganton Park Phase 2	Southern Pines, NC	$14,258,338	3/29/2024
Farpoint Development	Long Road Spec Building	Anderson, SC	$30,000,000	3/30/2024
Crescent Communities	Project Red Oak	Archdale, NC	$13,406,288	3/31/2024
Elkin City Schools	Elkin High School Auxiliary Gym	Elkin, NC	$11,038,706	4/1/2024
Novant Health	NH FMC 64 Building HVAC	Winston-Salem, NC	$11,886,207	4/30/2024
Prologis	Prologis 85 Logistics Center	Charlotte, NC	$18,727,357	4/30/2024
NorthPoint Development - HQ	Berkeley Charleston Tradeport Bld 3	Summerville, SC	$26,060,441	5/14/2024
Collett Industrial	Willimon Phase 2 - Building A	Greenville, SC	$16,528,356	5/31/2024
Virginia Polytechnic Institute and State University	Virginia Tech - Upper Quad Residence Hall	Blacksburg, V A	$34,628,058	7/25/2024
Virginia Polytechnic Institute and State University	Virginia Tech - CLMS	Blacksburg, VA	$39,440,695	7/25/2024
Lowes Companies Inc.	Lowe's of St. Johns FL	St. Johns, FL	$17,854,895	7/30/2024
Bon Secours St. Francis Health System Inc.	BSSF-Downtown Critical Care Expansion	Greenville, FL	$22,835,364	8/1/2024
Greenville County Schools	Mountain View Elementary School Addition and Renovation	Taylors, SC	$14,404,987	8/7/2024
Greenville County Schools	Simpsonville Elementary School Addition and Renovation	Simpsonville, SC	$14,562,150	8/7/2024
Southeastern Freight Lines	SEFL @ Norfolk Office Renovation & Warehouse Expansion	Portsmouth, VA	$12,839,514	8/29/2024
Liberty University	Liberty University Multipurpose Center	Lynchburg, VA	$14,734,654	8/30/2024
Samaritan's Purse	Samaritan's Purse Inn	North Wilkesboro, NC	$20,818,472	8/30/2024
Dick's Sporting Goods Inc.	DSG House of Sport - OKC	Oklahoma City, OK	$21,122,394	8/30/2024
Lowes Companies Inc.	Lowe's of Palmetto GA - PFC Conversion	Palmetto, GA	$29,544,164	9/6/2024
Lowes Companies Inc.	Lowe's of Trinity FL	Odessa, FL	$11,826,934	9/11/2024
Publix Super Markets	Publix #1866 - Nexton	Summerville, SC	$26,373,475	9/11/2024
B&F Ceramics Design Showroom Inc.	B&F Ceramics Warehouse	Mills River, NC	$15,266,296	9/30/2024
Mayland Community College	MCC - Three Peaks Enrichment Center Entrance DB	Spruce Pine, NC	$11,334,501	10/1/2024
Griffin Masonry	BluRebar	Mint Hill, NC	$14,883,700	10/31/2024
Liberty University	LU Commons Housing IV	Lynchburg, VA	$69,520,217	11/15/2024
Hendrick Automotive Group	CTC Dyno	Concord, NC	$20,000,000	12/15/2024
Strata Project Management Group	Smurfit Kappa	Anderson, SC	$20,000,000	1/15/2025
Federal Highway Administration	Blue Ridge Parkway - Laurel Fork Bridge Replacement	Laurel Springs, NC	$17,035,147	1/31/2025
Strata Project Management Group	Clear Creek Crossing - Publix & Retail Shops	Charlotte, NC	$17,823,646	2/14/2025
Collett	Collett Academy & Shops	Corsicana, TX	$10,830,466	2/15/2025
Hendrick Motorsports	Hendrick Motorsports Manufacturing - Bldg 1	Concord, NC	$19,216,985	2/15/2025
Mitchell County Schools	Mitchell County Schools - New Middle School	Bakersville, NC	$49,163,911	2/21/2025
Ingles Markets	Ingles #140 New Store & Shops	Fletcher, NC	$22,139,513	2/28/2025
Farpoint Development	Lafayette Logistics Park	LeGrange, GA	$28,445,098	3/1/2025
Lowes Companies Inc.	Lowe's of Haslet TX	Haslet, TX	$20,355,105	3/15/2025
Lowes Companies Inc.	Lowe's of Georgetown TX	Georgetown, TX	$23,147,126	4/4/2025
Hospital Corporation of America	Trident Medical Center Surgery Addition & Renovation	North Charleston, SC	$16,615,708	4/10/2025
Wake Forest University	WFU South Chiller Plant Upgrades	Winston-Salem, NC	$18,581,860	4/11/2025
Samaritan's Purse	Samaritan's Purse - Warehouse	North Wilkesboro, NC	$20,959,897	4/29/2025
Collett Industrial	Tribal Road - Building 2	Blacksburg, VA	$10,348,622	5/1/2025

CLIENT NAME	PROJECT NAME	LOCATION	VALUE	END DATE
Southeastern Freight Lines	Southeastern Freight Lines - Phase 5/C Amble Drive	Charlotte, NC	$36,760,001	5/1/2025
NCDOT	US 221 Ashe County E Section	Jefferson, NC	$27,409,543	5/15/2025
MUSC Health	MUSC - Leatherman Behavioral Care Pavilion	Florence, SC	$73,306,813	6/27/2025
YMCA of Avery	MCC | YMCA at Pinebridge	Spruce Pine, NC	$14,404,089	7/1/2025
Wilkes County	Wilkes County - Government Facility	Wilkesboro, NC	$22,000,000	7/10/2025
Greenville County Schools	Woodland Elementary School Addition and Renovation	Greer, SC	$12,803,100	8/1/2025
Liberty University	LU - Champion Center	Lynchburg, VA	$23,130,688	9/1/2025
Union County Public Schools	UCPS East Elementary Replacement School	Monroe, NC	$39,338,966	11/14/2025
Mars Hill University	Mars Hill - Blackwell Hall Renovation & Addition	Mars Hill, NC	$24,315,702	11/24/2025
Appalachian State University	ASU - Duncan Hall	Boone, NC	$21,028,187	12/31/2025
Haywood County Government	Haywood County Detention Center Expansion	Waynesville, NC	$27,472,764	3/2/2026
Novant Health	NH - MMC Bed Tower	Matthews, NC	$130,943,801	5/4/2026
Berkeley County School District	Nexton Middle School	Summerville, SC	$87,458,513	6/15/2026
Appalachian State University	ASU- Peacock Hall	Boone, NC	$30,000,000	7/16/2026
Winston-Salem / Forsyth County Schools	WS/FCS - East Forsyth HS Additions & Renovations	Kernersville, NC	$30,242,405	8/14/2026
Lakeway Christian Schools	Tri-Cities Christian Academy	Jonesborough, TN	$65,000,000	8/28/2026
NCDOT	C204844 Caldwell -Pinewood Rd	Granite Falls, NC	$11,480,141	10/1/2026
Novant Health	NH FMC Critical Care Tower	Winston-Salem, NC	$169,318,756	4/30/2027
Ashe County Schools	Ashe County Middle School	West Jefferson, NC	$81,600,000	6/14/2028

**The above list shows projects over $10M, a full list is available upon request.*









B. IDENTIFY ALL MODIFICATION AND NEW CONSTRUCTION PROJECTS WITH SIMILAR SCOPE. ADDITIONALLY:

i. Indicate any such project where Liquidated Damages were assessed against your firm for failure to achieve substantial completion within the Contract Time, and describe the circumstances of the same;

N/A

ii. Identify any such project in which your firm made a Claim or Change Order Request for acceleration damages, and describe the circumstances of the same;

N/A

iii. Identify any such project in which your firm was terminated (whether for cause or for convenience) by the owner prior to substantial completion, and describe the circumstances of the same;

N/A

iv. Identify all projects which had a negotiated fee or guaranteed maximum price;

N/A

v. Identify all projects (description and cost) which had a Guaranteed Maximum Price prior to completion of the documents;

See page 18-20.

vi. Identify all projects (description and cost) which had a Guaranteed Maximum Price prior to completion of the documents.

See page 18-20.

C. PROVIDE DESCRIPTIONS OF FIVE RENOVATION PROJECTS MOST COMPARABLE TO THE PROPOSED PROJECT SCOPE IN WHICH YOUR FIRM HAS BEEN INVOLVED OVER THE LAST FIVE YEARS (AT LEAST TWO MUST BE COMPLETED). INCLUDE THE SERVICES PROVIDED, THE PROJECT TEAM MEMBERS, SCHEDULES, AND REFERENCES.



Hendersonville High School Campus Expansion & Renovation *- Hendersonville, NC*

185,000 sf | $54,046,218
Addition/Renovation



Nexton Middle School *- Summerville, SC*

170,000 sf | $87,458,513
New Construction



GCS, Robert E. Cashion Elementary School Addition & Renovations *- Greenville, SC*

31,000 sf | $10,026,732
Addition/Renovation



GCS, Simpsonville & Mountain View Elementary School Addition & Renovation *- Simpsonville, SC*

20,692 sf | $14,562,150
Addition/Renovation



UCPS, East Elementary Replacement School *- Monroe, NC*

72,027 sf | $39,338,966
New Construction



GCS, Woodland Elementary School Addition & Renovation *- Taylors, SC*

15,862 sf | $14,404,987
Addition/Renovation

**Additional information can be found on the following project pages.*

Henderson County Public Schools, Hendersonville High School Campus Expansion & Renovation - Hendersonville, NC





This 185,000 sf, Public Sector Construction Manager at Risk project in downtown Hendersonville included multiple phases on the existing campus for a combination of demo/new construction of 95,000 sf and renovation of 90,000 sf. The project also included new athletic facilities (i.e. – gym, lockers, wrestling, weight room, etc.), a new turf football field, and a new elevated pressbox. There was also an extensive sitework package with significant grade changes and unsuitable soil conditions.

PROJECT TEAM


MARK VANNOY


JASON BLACKWELL

Contract Type: CM at Risk
Size: 185,000 sf
Original Schedule: 1,304 days
Final Schedule: 928 days
Completion Date: 07/22/2022
Services Provided
√ Preconstruction
√ Construction

Owner Reference:
John Mitchell
Henderson County
t: [redacted]
e: jmitchell@hendersoncountync.gov

Architect Reference:
Maggie Carnevale
LS3P Associates Ltd.
t: [redacted]
e: [redacted]

Berkley County School District, Nexton Middle School - Nexton, SC




The new Nexton Middle School is a 170,000 sf, K6-8 school, designed to accommodate 1400 students. The project is situated on 35 acres in the planned Nexton Community and is designed to meet their strict architectural standards. The facility consists of a two-story masonry and steel building that will house 70 classrooms and labs. The facility has core spaces that contain a cafeteria, media center, gymnasium and administrative offices sized for a 1700-student capacity.

PROJECT TEAM


BILL BLANK


MELVIN CLINE


JAMES MORGAN


JASON BLACKWELL

Contract Type: CM at Risk
Size: 170,000 sf
Original Schedule: 370 days
Final Schedule: On Schedule
Completion Date: TBD Under Construction
Services Provided
√ Preconstruction
√ Construction

Owner Reference:
Adam Davis
Berkley County School District
t: [redacted]
e: [redacted]

Architect Reference:
Dennis Ward
FW Architects
t: [redacted]
e: [redacted]

Greenville County Schools, Robert E. Cashion Elementary School Addition & Renovation - Greenville, SC





The project included 31,000 sf of additions and a small renovation area which consisted of classrooms, a covered play area, conference space, storage, OT/PT area, resource space, office space, and additional restrooms. Beyond the addition/renovations, the project also included additional parking, fire access, and modifications/extension of the drop-off loop and canopy. The overall project added room for an additional 230 students.

PROJECT TEAM


MARK VANNOY


JASON BLACKWELL


ROBERT SKAFF


MITCHELL WEST

Contract Type: CM at Risk
Size: 31,000 sf
Original Schedule: 426 days
Final Schedule: 426 days
Completion Date: 08/08/2022
Services Provided
√ Preconstruction
√ Construction

Owner Reference:
Jamie Benton
Greenville County Schools
t: [redacted]
e: [redacted]sc.us

Architect Reference:
Michael Chewning
McMillan Pazdan Smith
t: [redacted]
e: mchewning@mcmillanpazdansmith.com

Greenville County Schools, Mountain View & Simpsonville Elementary Schools Additions & Renovations - Greenville, SC









This projects consists of two (2) additions totaling 36,554 sf to the existing schools. Mountain View consists of a 15,862 sf addition adding 13 new classrooms, new restrooms and storage rooms. Simpsonville consists of a 20,692 sf addition adding 16 new classrooms, new restrooms and storage rooms. Additional scope includes replacement of major HVAC components, all light fixtures to LED as well as upgrading the fire alarm system and emergency repeater systems throughout the facility.

PROJECT TEAM


MARK VANNOY


JASON BLACKWELL


ROBERT SKAFF


MITCHELL WEST

Contract Type: CM at Risk
Size: 36,554 sf
Original Schedule: 456 days
Final Schedule: On Schedule
Completion Date: TBD Under Construction
Services Provided
√ Preconstruction
√ Construction

Owner Reference:
Chris Swale
Greenville County Schools
t: [redacted]
e: [redacted]sc.us

Architect Reference:
Michael Chewning
McMillan Pazdan Smith
t: [redacted]
e: mchewning@mcmillanpazdansmith.com

Union County Public Schools, East Elementary Replacement School - Monroe, NC





The scope of work includes a new 87,845 sf, two-story facility to replace the existing school building. The new facility will be built adjacent to the existing structure and must remain operational throughout the duration of construction. Once the new school is built, the existing building will be demolished. There is extensive construction planning for phasing around the school's active campus, with the prime focus being on safety and site logistics.

PROJECT TEAM


MARK VANNOY


JASON BLACKWELL

Contract Type: CM at Risk
Size: 87,845 sf
Original Schedule: 865 days
Final Schedule: On Schedule
Completion Date: TBD Under Construction
Services Provided
√ Preconstruction
√ Construction

Owner Reference:
Randy Mullis
Union County Public Schools
t: [redacted]
e: [redacted]

Architect Reference:
Andy Alicandri
LS3P Associates Ltd.
t: [redacted]
e: [redacted]

Greenville County Schools, Woodland Elementary School Addition & Renovation - Greenville, SC




This project consists of a new single-story, addition that is approximately 39,000 sf. The addition is to house 300 students and contain twenty-one classrooms, four related arts rooms, a multipurpose room, offices and other support spaces. Additional renovation scope in the 116,000 sf existing building includes an expanded dining and kitchen area and miscellaneous site improvements around the school campus.

PROJECT TEAM


MARK VANNOY


JASON BLACKWELL


ROBERT SKAFF

Contract Type: CM at Risk
Size: 39,000 sf
Original Schedule: 518 days
Final Schedule: On Schedule
Completion Date: TBD Under Construction
Services Provided
√ Preconstruction
√ Construction

Owner Reference:
Kathleen Powell
Greenville County Schools
t: [redacted]
e: [redacted]
sc.us

Architect Reference:
Robyn Rogers
Quackenbush Architects
t: [redacted]
e: rrogers@quackenbusharchitects.com

In-House Civil/Site Work Division Leads to Money Saved

Sitework is the biggest variable of any construction project and therefore typically holds the largest risk for budget and schedule management. Our fully equipped in-house Sitework Division allows Vannoy Construction to provide a more in-depth analysis than our competitors. Whether it is helping with site selection, siting of a building, finding the right balance of site walls versus grading quantities, site utility constraints and/or mitigating poor soils, ground water, contaminants, etc.; Vannoy Construction is able to bring an added expertise to the table early on to help reduce the project's risk.

Key Relevant Experience

- √ Mission McDowell Replacement Hospital - Marion, NC
- √ Davidson-Davie Community College, Health Sciences Center - Thomasville, NC
- √ Mitchell County Schools - New Mitchell Middle School - Bakersville, NC
- √ Southeastern Freight Lines - Jefferson - Jefferson, GA
- √ Southeastern Freight Lines, Norfolk Expansion - Norfolk, VA

Managing Your Largest Variable - The Site!

Our in-house sitework division provides a distinct advantage over our competition. This division provides you quick communication and a one-stop-shop for all project needs. Listed below are areas that we assist our clients during preconstruction:

Site Development

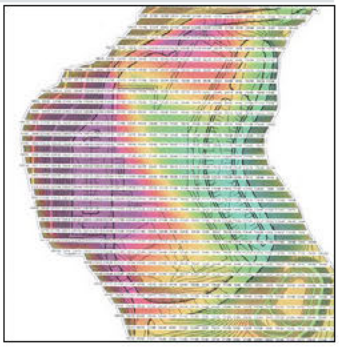
- Analyze existing topography to minimize required grading
- Maximizing useful area while keeping costs low
- Review geo-technical reports to evaluate subsurface conditions
- Utilize in-house resources for maximum efficiency while working in varying subsurface conditions
- Combat subsurface issues with proven remediation methods in the most economical ways possible
- Work with Design team to best utilize site and reduce earthwork quantities

Working with Governing Agencies, on a Routine Basis

- SCDOT / NCDOT
- SC DHEC / NC DHSR
- NCDENR / NCDEQ
- U.S. Army Corp of Engineers
- Local Jurisdictions

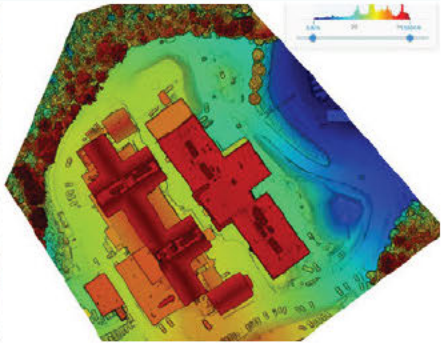
Mitchell County Schools, New Mitchell Middle School | Helped Client determine allowances to carry for significant site remediation.





Mission Health, McDowell Replacement Hospital | Assisted Client with review of seven (7) different site options before final decision.





4.0.1.6. WORKLOAD

Identify your annual volume of Construction Contracts for the last five years. Where a local office is involved, please provide similar information for the local office.

COMPANY WIDE	# of Projects	Value
2023	332	$852M
2022	309	$906M
2021	330	$661M
2020	376	$598M
2019	370	$579M

***Vannoy Construction does not separate its revenue by offices.*

What is the current dollar value of work under Contract?

$1,185,786,778 (as of 8/28/2024)

What is the typical dollar range for projects under contract with your firm?

$5,000,000 - $125,000,000

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

20% Hard Bid / 80% GMP

Identify what percentage of your work is renovation versus new construction.

40% renovation / 60% new construction

4.0.1.7. FINANCIAL STABILITY

Submit your most recent financial statements (at a minimum, balance sheets and income statements for 2022 and 2023) and verification of current bonding capacity.

"CONFIDENTIAL JRV DEC 2023 and 2022 FINANCIALS" will be emailed under separate cover by our CFO Wilma Mikeal. This information is to be kept confidential.

Please see page 32 for Bonding Capacity Letter.



Describe all instances of project disputes, which, in the last five years, reached the level of:

a. Formal mediation, arbitration, or litigation;

b. Significant settlements with clients, contractors, or sub-contractors; or

c. Current significant pending claims or suits.
For each dispute, describe the parties involved, the nature of the dispute, and the amount of the dispute. Please provide this information for all such disputes arising out of the firm's projects, regardless of whether the firm was a party or witness in the dispute.

None

Identify any occasion in the past five (5) years where any Surety was required to pay any claim against any Payment Bond furnished by the Proposer for any project.

None

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

None

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

None

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

Please see page 25 for sample Certificate of Insurance.

Describe all instances of project disputes, which, in the last five years, reached the level of:

None



4.0.1.8. FEES AND COSTS

Pre-Construction services will vary from project to project depending on the scope and complexity of each project. Services will include field verification, constructability reviews, and cost estimating. Provide hourly rates for the following services:

A. ESTIMATING:
$95 / HR

B. FIELD VERIFICATION:
$150 / HR

C. CONSTRUCTABILITY REVIEWS:
$375 / HR (Assumes Precon Director, Project Manager and Superintendent)

D. PROJECT MANAGEMENT (DURING PRE-CONSTRUCTION):
$110 / HR

Lady's Island Middle School Replacement (LIMS)	
Precon Phase Fee (14 months)	$157,949
Construction Phase Fee + P&P Bond	3.89%

Early Childhood Center (ECC)	
Precon Phase Fee	$75,257
Construction Phase Fee + P&P Bond	4.37%

4.0.1.9. MISCELLANEOUS

Vannoy Construction Project Approach

OVERALL MANAGEMENT SUMMARY

The Beaufort County School District, Lady's Island Middle School (LIMS) and Early Childhood Center (ECC) projects will both be challenging projects. LIMS will require special attention to security, student/staff safety and logistics planning combined with a highly coordinated schedule to achieve timely completion on an active campus. The ECC will require coordination with multiple stakeholders and an understanding of new construction within the municipality of Bluffton. Vannoy Construction is ready for each of these challenges. We have a tremendous amount of experience working on existing campuses. A sampling of satisfied clients under these type of circumstances include Henderson County Schools, Asheville City Schools, Transylvania County Schools, Mitchell County Schools etc., as well as AB Tech, Blue Ridge Community College, Southwest Community College, etc., as well as Spartanburg Regional Healthcare System, Bon Secours St. Francis Health System, Mission Health System and Novant Helath Systems. In addition, having worked in Bluffton we understand the local regulations and have relationships within the coastal subcontractor market. We stand ready to lead the planning and communication process to prepare for these challenges head on.

60-DAY PROMISE: Setting a Good Tone

Our 60-Day Promise(s):

- Hit the Ground Running
- Pull Planning Sessions/Schedule Priorities
- Establish Detailed Preconstruction Schedule
- Baseline Estimate & Budget Review
- Develop Phasing & Logistics Plan
- Identify Long Lead Items and Procurement Challenges
- Create Subcontractor List

Why Our 60-Day Promise?

- Create Accountability
- Create Teamwork and Camaraderie
- Communication is Priority
- Deliver Operational Excellence and Customer Service Excellence at all Times!

Our management plan calls for the earliest possible collaboration with Beaufort County School District (BCSD), Quackenbush, and Hord Coplan Macht (HCM) to envision the project and define goals together. Through partnering, we establish a customized plan to ensure your success. In our role as construction manager, we draw on the foundation of expertise, leadership, and partnership to organize and lead the team to successful completion. From inception beginning with the first stages of preconstruction through final construction and closeout, our team, from executive oversight to field personnel, will all be on board to ensure consistency and efficiency.

Preconstruction Services Summary/Design Guidance/Consultation with Architect and District | Vannoy Construction has extensive experience with CM at Risk preconstruction. In collaboration with the Owner and design team, we work to determine realistic schedules and costs as they relate to the program and design. We also provide advice on alternate materials and systems, as well as constructability and value analysis support. We understand that the process of design is fluid and constantly evolving, so we tailor our approach to be an active partner and engage the team in all aspects of the project.

Our preconstruction services include:

- Working intensely and collaboratively with BCSD, Quackenbush, HCM and their consultants
- Provide budget and estimating services throughout design development
- Detailed site analysis performed by our in-house sitework construction division
- Provide extensive constructability reviews to ensure clarity for bidding and construction
- Provide a detailed value analysis at each design milestone to identify less costly options that can be considered
- MEP systems analysis and coordination
- Collaborate with JCC and LS3P and develop preconstruction schedule
- Create specific scopes of work for each bid package
- Thorough subcontractor prequalification process to insure the project and initiate our quality control program
- Prepare preliminary construction schedule and prioritized procurement schedule
- Comprehensive Logistics Planning and Communication Channels
- Institute a comprehensive MBE/WBE/DBE Outreach Participation Plan to meet stated goals
- Provide cash flow projections

Construction Services Summary | As the project progresses into the construction phase, we apply the knowledge and understanding that was learned during preconstruction into the next level. Our approach is to manage the entire process as an extension of the Owner's management team by providing guidance and leadership in all activities required for the project's successful completion and continued use.

- Interactive safety and site engagement with trades and public
- Comprehensive electronic document controls
- Document conflict identification and resolution support
- Submittal review, tracking, and proactive prioritization
- Budget Management
- Schedule Execution
- Controlling Quality

PRECONSTRUCTION AND DESIGN GUIDANCE/CONSULTATION

Constructability Issues | Through thorough review sessions during each stage of design, our objective is to proactively mitigate any potential risks during the construction of your project.

During design review sessions with the entire team, we identify areas of concern that would result in change orders, RFI's and ultimately additional time and cost. Upon conclusion of each review, concerns are discussed by the project team to develop a proactive plan to resolve the issues at hand. Our plan is structured to cover all aspects of construction related to the project, including: inconsistencies between plans and specifications, limitations of access for work to be conducted, compatibility of materials, coordination of trades, sequencing and overall project scheduling. For this project, the coordination, logistics and sequencing will be ever so more important due to the large impact it will have on constructability, schedule and costs.

Shown below is a recent constructability example from a project at Blue Ridge Community College.

CONSTRUCTABILITY EXAMPLE

Blue Ridge Community College, Patton Building Renovation - Flat Rock, NC

The Obstacle: Excavate and install a 15+ foot deep sanitary sewer line with new manholes amongst a tightly congested corridor of existing utilities including fiber, plain old telephone, natural gas and power. Utilities were so tightly congested, as well as stacked vertically in instances, that neither public nor private location services could distinguish between utilities.

The Plan: Locate and mark utilities to the best ability of public and private locators. Use soft excavation techniques including hand digging and hydro excavation to locate and identify separate utilities.

The Results: Once utilities were uncovered and identified, we either adjusted our sanitary location to avoid the utilities or worked with the affected utility company to relocate the utility in conflict. In doing so we avoided any major shutdowns or interruption to the campus' operation. Including avoiding impacting the active main campus IT room located within our construction renovation space.





Cost Model Estimates | Typical to all projects, we will work with BCSD to determine costs as they relate to the program and design. We can guarantee costs will meet your budget.

By getting involved early in the design stages, we have the unique ability to establish cost estimates at each design milestone, or per your request. With the information uncovered during early design stages, our team leverages advanced knowledge of potential costs to develop your GMP while maintaining the budget. Throughout our cost analysis we coordinate the feasibility, functionality, and constructability of all components while strive to ensure programming needs are met and monitoring cost variances.

Based upon the successful delivery of over 5.8 million square feet by our proposed team and by leveraging years of experienced building education, our historical data is blended with a highly experienced estimating staff to produce detailed and accurate estimates. The goal is not just to meet your budget but also to ensure materials, systems and overall performance of the project meet your established criteria. Our preconstruction team remains involved even after construction has commenced resulting in no downtime to greatly improve efficiency and consistency.

Value Analysis | Quite simply, our initial approach to value analysis is no different than other contractors. We identify the issue, develop alternative solutions and cost comparisons of alternative materials, and discuss our findings with BCSD, Quackenbush and HCM. However, we take value engineering a step further.

Through our expertise in K-12 education construction, as well as many heavy and complicated site-development projects, we have seen insurmountable results in terms of optimizing quality and performance of systems, reducing life cycle costs, improving the functionality and reliability of the building, and proactively mitigating any future risks during construction.

We take pride in maintaining our value analysis processes even if the project is under budget; we utilize value analysis process components throughout the project life-cycle to ensure you get "the most bang for your buck." We remain proactive while conducting our reviews in cooperation with our cost analyses, constructability reviews, and project tracking to achieve the highest level of satisfaction for our Owners.

Keys to Successful Value Analysis:

- Collaborating with BCSD to understand the program needs and the districts strategic plan
- Collaborating with Quackenbush and HCM and their consultants to understand engineering and design opportunities
- Full team constructability review
- Analysis of market trends and inter-office collaboration
- Construction Services Detail
- Budget Management

While a significant amount of the preconstruction effort is geared toward budget management and setting the project up for a successful budget outcome, it does not stop there. We continue that same effort into the construction phase. First off, Vannoy Construction continues to look for value analysis opportunities, even during the submittal and construction phase. If there is an opportunity to save additional money and/or provide the opportunity for the client to add scope without a budget increase, we want to find it. Second, if an unforeseen "opportunity" comes up, our first reaction is to look at how we can mitigate and solve that opportunity with the least amount of cost and time impact. We do not just forward our subcontractor's opinion, we dig into the detail and brainstorm other ideas. And finally, as discussed in our Controlling Quality section, we utilize a web-based project management system, Procore, that allows all project stakeholders to see the Project Budget, real time.



Schedule Execution | Regardless of the phase of the project, preconstruction or construction, Vannoy leverages the overall schedule as a proactive management tool. Our philosophy is to involve all members of the team while building the project, milestone, procurement, and short-term schedules. Throughout the project, we benchmark against the critical path while levering the short-term schedule to manage and prioritize daily activities.

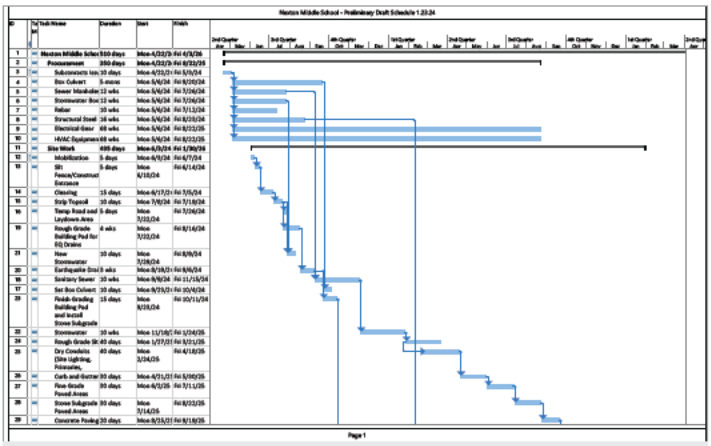
Numerous schedule updates will be completed throughout the preconstruction and construction processes. Each schedule throughout the preconstruction process will be provided in accordance with the preconstruction services' requirements, and each iteration will become more detailed, defined, and coordinated with the respective team members as resolution is provided by BCSD, Quackenbush and HCM. After construction begins, the schedule effort will focus on activities management, although details may also require adjustment.

Preliminary Schedule

The Preliminary Schedule is used as a basis to organize major activities and milestones, and is used to determine the project approach. While this schedule will provide a general overview of both preconstruction and construction activities, it will also hold enough information to present optimization of both cost and schedule. At this stage, the team will be introduced to the sequence of major activities, so coordination with the school's campus needs can be reviewed and integrated.

Milestone Schedule

The Milestone Schedule is developed after receipt of the Design Development Documents. This schedule elaborates upon and confirms the projected activities and milestones proposed in the Preliminary Schedule. This schedule incorporates further details of milestones for bid packages and construction activities. These modifications can include any major changes in the overall delivery plan - phased construction or differing completion dates. Once accepted, the Milestone Schedule becomes the baseline schedule for use in monitoring the activities during the Preconstruction Phase. The primary goals of the Milestone Schedule are as follows:



Example Milestone Schedule from BCSD Nexton Middle School

- Identify critical long lead items and establish submittal and approval dates to support work activities.
- Identify subcontract and purchase order bid packages, bid, and award dates.
- Identify milestone dates for BCSD, Quackenbush and HCM.
- Provide an immediate plan that can be monitored.
- Identify all regulatory agency approvals to support construction and certificate of occupancy.
- Provide an analytical basis for any program changes that may be encountered.
- Summary Schedule

Upon submission of the GMP, the Milestone Schedule evolves into a comprehensive Summary Schedule. The Summary Schedule is a complete representation of how the project is planned to be built, at a level of detail necessary to effectively monitor and control the construction process, and project the milestone and completion dates. This schedule is updated and reissued monthly (or more often if needed) and may be modified to reflect any impacts or changes to the planned construction in order the keep the project milestone and completion dates on schedule.

Detailed Schedule

Upon receipt of the Notice to Proceed, our team will submit a Detailed Schedule. The Detailed Schedule will be completely comprehensive in every way including: remaining design, subcontract award, submittal, fabrication, delivery, work activities, permitting, inspections, testing, commissioning, closeout, Owner move-in, all design and preconstruction activities necessary for tenant package, and milestones necessary to plan the entire project. Activity codes will be incorporated to allow sorting by phase, levels, areas, responsibility, category of work, and CSI section. This schedule will be updated every week, or as needed to properly monitor the progress of the project.



Controlling Quality | It is our responsibility as the construction manager to ensure quality not only during design, but also in construction.

The most important decisions regarding overall quality are made during the design and planning stages. It is during these times that decisions around component configurations, material specifications and performance requirements are made.

Once the Quality Control Plan has been effectively communicated, it is up to our team to perform quality reviews at three critical stages: (1) pre-installation, (2) during the installation process, and (3) at activity completion. While construction is ongoing, we conduct regular quality control inspections. During these inspections, we review the project site as a whole, document any scope items that are in need of correction, and act immediately.

Project Tracking/Reporting | We track the progress and status of all aspects of the project through a system called Procore. This includes document control of drawings and specifications, submittals, requests for information (RFI's), meeting minutes, potential change events, change orders, punch list and closeout. The beauty of Procore is that it is a Cloud-based solution offering a central location for all project documents and logs.

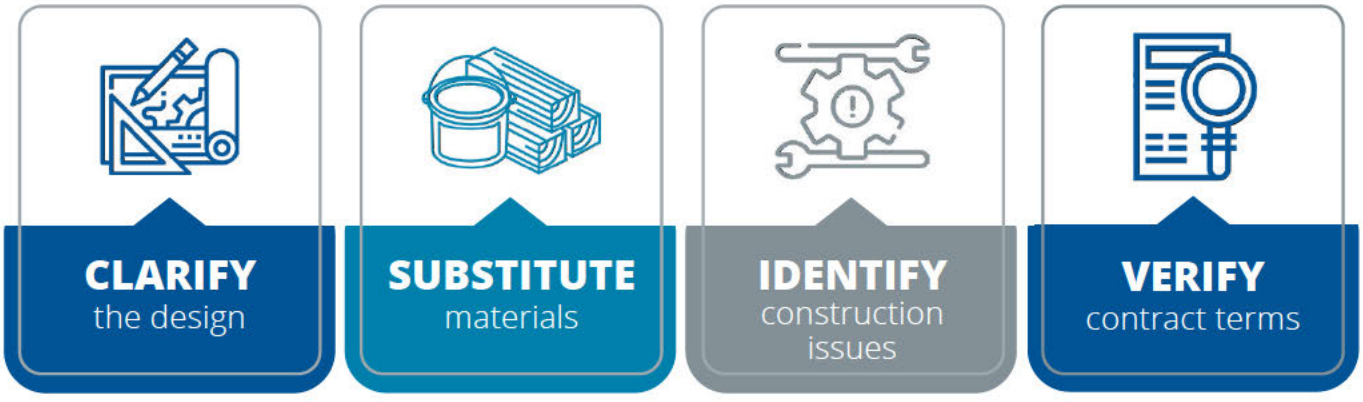
The project team, including BCSD, Quackenbush, HCM and others, will have real time access to all this information whether they are behind their computer in the office, on their smart phone in the airport or in the field on their tablet. There is also the benefit of the immediate transmission, notification and tracking of documents that are produced. This is very beneficial for the submittal and RFI process.

From the Procore system, we are also able to produce real time tracking logs. This is important so that all team members have an understanding of the status of the project, as well as feel accountable for their responsibilities. Tracking logs that we will typically use are for RFI's, submittals, Hot Issues, potential change events, change orders and contingency log. We have found it beneficial to review these logs in regular Owner/Architect/Contractor meetings for keeping the project on pace and team members informed.

In addition to real time tracking available through Procore and our superintendents daily reports we will also work in conjunction with the Owner and the design team to tailor a weekly and monthly project report for the District. We customarily do this utilizing Procore and are happy to accommodate your reporting needs for cost tracking, design development and overall status updates to major stakeholders.

Request for Information (RFI), Submittals / Shop Drawings and Change Orders | When RFIs and/or submittals/shop drawings are received from a subcontractor/vendor it is immediately logged into our system and reviewed. We will check that the RFI is valid and, in the case of a submittal/shop drawing, that it is complete and accurate. If there are any doubts or questions that remain, we will call the appropriate team member before wasting anyone's time responding to an unnecessary document.

Once the RFI and/or submittal/shop drawing passes our review, it is sent electronically to the design team through Procore. This provides Beaufort County, the architect additional partners, and subcontractors with access to the RFI during each step and helps expedite the flow of information. As previously mentioned, our logs are then automatically updated when a RFI/shop drawing is received, sent out, or returned by any team member.



5.0 QUALIFICATIONS

"CONFIDENTIAL JRV DEC 2023 and 2022 FINANCIALS" will be emailed under separate cover by our CFO Wilma Mikeal. This information is to be kept confidential.

Please see previous page for Bonding Letter.

8.0 BIDDING SCHEDULE/PRICE PROPOSAL

8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:

8.1 Lady's Island Middle School – Replacement School on Active Campus

Pre-Construction Phase Service Fee: $ 157,949
Based on $50 million construction project.

Construction Phase Service Fee
Plus, cost of Performance & Payment Bonds: $ 3.89%

8.2 Early Childhood Center – New Build

Pre-Construction Phase Service Fee: $ 75,257
Based on $20 million construction project

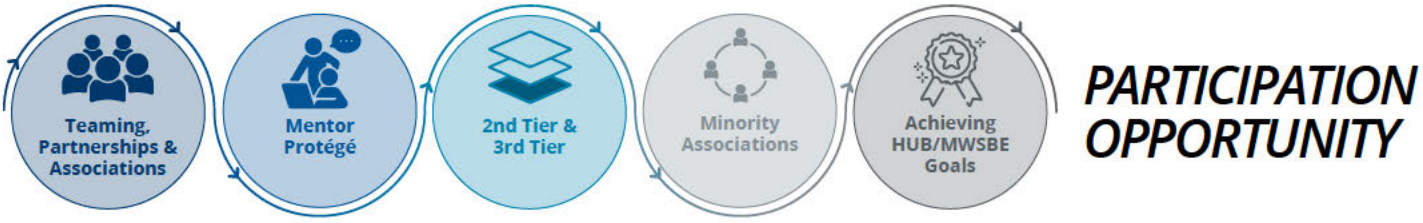
Construction Phase Service Fee
Plus, cost of Performance & Payment Bonds: $ 4.37%

MINORITY PARTICIPATION

Minority Participation | Vannoy Construction will establish a plan to promote opportunities for the participation of all construction trades, vendors and suppliers in the Beaufort County and surrounding markets for the Lady's Island Middle School Replacement and Early Childhood Center projects. Our plan establishes processes to attract bidders historically excluded from the construction industry, and extends this purpose as a goal for our first tier subcontractors and all participants to demonstrate good faith efforts to increase opportunities for all HUB contractors on the project.

The goal of our plan is to maximize the participation of disadvantaged, minority, and women owned businesses, particularly in the local market. The detailed M/WBE Participation Plan for the Lady's Island Middle School Replacement and Early Childhood Center projects is defined further below.

All Vannoy Construction employees are responsible to ensure maximum HUB inclusion is exhibited on all projects. We take seriously that underutilized businesses be given the chance to be engaged in our projects. From the company executive to the on-site superintendent, we will be held accountable for ensuring the project goals set forth are met or exceeded through outreach, procurement, monitoring, reporting and/or technical assistance.



SUBCONTRACTOR PARTICIPATION

We know the unique, local subcontracting community and have current knowledge of the subcontractors capable of performing the level of quality that you require. Through our experience and a rigorous subcontractor prequalification process, we know how to find additional highly qualified subcontractors to participate in the project. In today's construction economy, finding financially capable subcontractors with sufficient resources is critical.

Getting proper subcontract coverage on bidding projects has become a critical issue in today's construction industry. The construction economy went through a significant reduction in qualified subcontractor's and workforce from 2008 to 2013. Now that the economy has improved and construction has picked back up, the demand is far greater than the supply. Getting the right subcontractors is an issue we discuss regularly. And it is not just about getting a certain minimum number of qualified subcontractors to submit a bid. All bids need to be accurate, reliable, and from a company capable of successfully performing the work. We regularly reach out to subcontractors for partnering discussions, lunch meetings (the hospitality 'H' in action), strategic sessions, etc., to discuss ideas on creating a win-win environment for them and us. We keep up with current obstacles they are experiencing, rumors of material price increases that might be coming, question them about their current and projected workload, ask them about their challenges in attracting and maintaining a qualified workforce, quiz them on their internal efforts of employee training, see how they are utilizing ever changing technology and the like.

In addition to our off-site practices and relationships with subcontractors, we are very intentional with how we treat our subcontractors on-site. We want our subcontractors to be successful. We strive to make sure we have a working environment where they can be efficient and meet production. In order to maintain this type of environment, it is important for Vannoy, as the GC, to plan the site logistics accordingly, sequence the work appropriately and hold everyone accountable for their obligations so as not to adversely affect others.

Vannoy Construction also understands the importance of cash flow for our subcontractors. We have a very streamlined payment process that allows our subcontractors to get paid immediately upon Owner payment. This process goes a long way in maintaining solid subcontractor relationships and competitive pricing.

Subcontractor Selection Process | The subcontractor prequalification process mentioned above is an important part of identifying the field of potential subcontractor partners. However, to get to the process of actually selecting a subcontractor, Vannoy Construction will also run a separate process concurrent to the prequalification process. This process involves developing the bid manual and then advertisement. It is a very important process that results in a high quality of subcontractor bids to select from.

The bid manual is developed during the design development process as we get familiar with the project and as the design evolves. Our bid manuals will consist of logistics plans, a detailed schedule, scopes of works that clearly define what each trade package is responsible for, any allowances that cannot be clearly defined, etc. These manuals are constantly updated up until the time of bidding. This process helps secure the most accurate set of bids, and helps ensure a more competitive environment because subcontractors see the job is organized. They also do not have to overburden their bid with contingency for unknowns. Additionally, it also helps prevent a subcontractor from making a mistake that will hurt them, and ultimately hurt the project and everyone involved.



Then we will send out the invitations to bid to the prequalified bidders. Vannoy Construction will conduct an aggressive bid advertisement campaign. We will make personal calls to all invited bidders to make sure they received the invitation and to give them an introduction to the project and get them excited. We will then conduct follow up calls mid-way through the bid process to confirm their intent to bid and make sure they are getting any questions in that they may have. And finally, right before the bid date, we will make another call for reminder of the bid time and confirm they are following the right procedures. This process has proven worth the extended amount of effort.

Once the bids come in, Vannoy Construction will compile all the results in a tabular format. Depending on the bid variance for each trade package, we will typically invite the two most competitive bidders in for an interview. The intent of the interview is to meet face to face, review the scope and contract documents and make sure everyone has the same understanding. We will take the information from those interviews and level the bidders to make sure we are comparing apples to apples. We will then review and make a subcontractor recommendation for each trade package. Please note, there will sometimes be cases where we are not recommending the lowest bidder, but feel the value to go to the next bidder is worth the quality the project will gain. We will involve the team in this collaborative subcontractor selection process

BUSINESS ENTERPRISE UTILIZATION REPORT

the M/WBE has the skill and expertise and carries out its responsibilities by actually performing, managing and supervising the work involved.

Business Utilization Report

In order to facilitate an effective monitoring system, each contractor, bidder or offeror must submit a completed and signed Utilization Report with the bid submission which lists the names, addresses and contact persons of the M/WBE and majority owned businesses, if any, to be used in the contract, the type of work each business will perform, the dollar value of the work and the scope of work. The Utilization Report submitted by the contractor shall be submitted as a part of the contract with BCSD. If the information contained in the Contractor's Utilization Report changes by the time the contract is executed, the Contractor shall amend the Utilization Report and such amended Utilization Report shall be incorporated into the contract.

Business Enterprise Utilization Report

List all vendors/subcontractors to be used on this project. If the M/WBEs proposed for utilization on this project are certified by the Small and Minority Business Assistance Office through the State of South Carolina according to the criteria of the Beaufort County School District's Minority Business Enterprise Plan prior to utilization on this project, please list those firms below. A list of certified vendors through the South Carolina Division of Small and Minority Business Contracting and Certification can be found here: https://osmba.sc.gov/directory.html

Sub-Contractor Name	M/WBE Certification #	Address	Phone #	Other	E-Mail

TBD during GMP Process

STATEMENT OF INTENT

Statement of Intent

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

Melissa R. Cline

Signature

August 28, 2024

Date

Name: James R. Vannoy & Sons Construction Company, Inc.

Title: Vice President

Project: Beaufort County Schools District, Lady's Island Middle School Replacement and Early Childhood Center



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