



PROPOSAL FOR CONSTRUCTION ESTIMATING SERVICES
STATE COLLEGE AREA SCHOOL DISTRICT

SEPTEMBER 13, 2013





September 13, 2013

Mr. Ed Poprik
Director of Physical Plant
State College Area School District
131 West Nittany Ave., State College PA 16801

RE: Proposal for Construction Estimating Services
High School Modernization Project

Dear Mr. Poprik:

PJ Dick is pleased to submit our proposal for Construction Estimating Services for the High School Modernization Project. We have enclosed one (1) hard copy and one (1) electronic copy of our proposal in accordance with your request for proposal.

PJ Dick is confident that our firm's qualifications will be among the best received for your project and that our expertise, preconstruction methodologies, and corporate philosophy will add value to State College Area School District. We are eager to demonstrate our capabilities to the State College Area School District and Crabtree Rohrbaugh and Associates. We offer the following highlights of our company:

- We understand the critical issues of working on active school campuses.
- We offer a qualified team experienced on K-12 construction assignments.
- We have proven capabilities providing estimating and construction management services on projects ranging from \$5 million to over \$250 million.
- Our comprehensive project estimating and preconstruction services approach which demonstrates PJ Dick's value as your CM.
- Our corporate culture incorporates a commitment to client satisfaction.

As your Construction Manager, PJ Dick brings vast experience and a well-respected staff of industry professionals to manage the preconstruction activities for the project, utilizing our company-wide resources.

We appreciate the opportunity to present our credentials and we would welcome the opportunity to formally introduce our team during the upcoming interview process. If you should have any questions regarding the information found in our response, please do not hesitate to contact me directly.

Again, on behalf of the entire PJ Dick organization, thank you.

Sincerely,
PJ DICK INCORPORATED

A handwritten signature in blue ink, appearing to read "John K. Taormina", is written over a horizontal line.

John K. Taormina
Manager, K-12/CM Services Group

Enclosures

SECTION 1	Methodology
SECTION 2	Personnel
SECTION 3	Consultants
SECTION 4	Project Experience -All Construction Estimates - Last 5 Years -5 Most Recent Projects
SECTION 5	Fee

SECTION 1 - METHODOLOGY

Project Team Relationships

Solid relationships between team members are essential to the success of any construction project. PJ Dick thoroughly embraces this philosophy and strives to do whatever it takes to foster synergistic and cooperative team atmospheres on our projects, recognizing that true project success is only achieved when all team members achieve success.

PJ Dick has worked with 19 School Districts, similar to State College School District, and managed over \$650 Million worth of construction projects. A partial list of these is included in tab 4 of this response.

During preconstruction PJ Dick will work closely with the State College School District to understand your goals and expectations regarding this project, and will collaborate with Crabtree Rohrbaugh and Associates (CRA) and its consultants to achieve them. We know that achieving balance between quality, cost and schedule goals can be extremely challenging, particularly for a project like the High School modernization project, where the overall success of the design can have a major impact on the educational vision of the District.

The PJ Dick team will include a combination of executive leadership, estimating and preconstruction, project management, and support team members. Each will have specific roles and responsibilities and will collaborate and communicate with the School District, CRA and other team members as appropriate.

During preconstruction John Taormina, the Project Executive will be the primary point of contact. He will work closely with the design and estimating teams to coordinate the cost estimating, value engineering / constructability analyses, and the development of the budget for the project.

Estimating, Value Engineering, and Constructability Reviews

Determining a final project budget will be one of the biggest challenges on the High School modernization project. PJ Dick has worked on numerous projects with similar challenges and we are confident that our estimating team can help you meet your goals.

Led by Dana Damon, we will provide the cost estimates required by the RFP, performed by in-house estimating team members. Our in-house Estimating and Preconstruction services department is one of the largest in the region and includes 12 estimating professionals, each with expertise in specific building systems, including site, structural, architectural, and MEP systems.

Each estimate will be provided in the format requested and included as part of the RFP. But, these estimates can be broken down and sorted by building system such as foundations, structure, exterior, etc. Additional sorts of the estimate could include system-by system break-out to accommodate the progress of the design. If requested, we could continually evaluate the status of the project budget between major milestone estimates through the use of our Budget Trend Log, which will track anticipated changes in cost (either reduction or increase) as the design progresses and decisions are made or tentative design changes are evaluated. Additional details regarding our specific estimating methodologies are included in a matrix at the end of this section.

Pre-Schematic Design Phase

Our first major task will be to provide a comprehensive Pre-Schematic Design Estimate. The primary role of PJ Dick during this phase is to confirm that the project scope and intent are consistent with your budget. Confirmation of the Pre-Schematic Estimate is critical. The pre-schematic design submission should provide information that is detailed enough to allow reasonable interpretation of anticipated costs, but need not entirely consist of drawings or specifications. A combination of drawings, sketches, narratives and systems descriptions can be used to indicate the intent of the design for estimating purposes.



In addition to the formal estimates, PJ Dick will provide supplemental constructability analyses, or cost studies to help the School District and CRA evaluate various design options, if necessary. These cost studies will be provided when they are needed to assist the team, and may not necessarily coincide with submission of the estimates.

Prior to the start of any major estimate, we will participate in a “Page-Turning” session to review the documents with the School District, CRA and its consultants to get clarifications to the design intent. We will develop assumptions and interpretations to establish quantities and “fill in the blanks” to develop a comprehensive estimate, rather than simply applying “square-foot” costs or allowances for systems. As appropriate, our estimators develop line diagrams that indicate our interpretation of the systems narrative and provide us a basis for establishing quantities for our estimate. This is particularly important regarding the MEP Systems, which will not likely be illustrated in detail on the drawings. The graphic to the right is an example of a line diagram that our in-house MEP estimator created for our Seton Hill University project.



PJ Dick will provide a Draft pre-SD estimate along with assumptions, clarifications, preliminary Value Engineering options for consideration, and constructability comments. We will also provide a Preliminary Project Schedule (if requested), and Phasing and Logistics plans for review and discussion by the team (if requested). Developing these components in conjunction with the estimate is critical so that we can price the “Construction Plan”, taking into account phasing, sequencing, and scheduling issues, such as shift work and tight logistics, which could have a significant impact on the cost of the project. We will meet with the School District, CRA and their consultants to review and reconcile the pre-SD estimate and to determine which Value Engineering items will be implemented. This reconciliation is critical so that the final estimate becomes the “Project Estimate” with acceptance and buy-in from all team members. Upon completion of this effort, we will provide a comprehensive Preconstruction Report that indicates the decisions reached and the items that must be addressed during the Design Development.

50% Design Development (The following services could be provided if requested)

At this stage PJ Dick will provide an updated, more detailed estimate, to confirm that the project is still within the budget established at the Schematic Design Phase. The documents should be quantifiable, but will not be fully detailed. At this point we may begin to involve subcontractors to provide market checks of the data. This is in addition to the effort that we will perform using our in-house estimators. The estimate information will include assumptions and clarifications along with a comparison to the previous estimate, including identification of the major differences, and an evaluation of the implementation of the VE that was previously accepted. As necessary, our team will work with the School District, CRA and their consultants to establish additional Value Engineering options required to meet the project budget. However, it will be our goal to complete the majority of the Value Engineering at the Schematic Design phase. Our team will further develop and/or refine the Preliminary Construction Schedule, phasing and scoping documents for review by the team. At this point we will develop a preliminary 3D BIM model and run a clash detection report (if requested) to identify any major constructability issues and to assist with the final coordination of the documents. As before, we will conduct “Page Turning” and Estimate Review and Reconciliation meetings during this phase, and will publish a comprehensive Preconstruction Report at its completion.

100% Design Development (The following services could be provided if requested)

PJ Dick routinely provides a DD Estimate for our clients based on document completion levels ranging from 100% DD to 100% CD's, depending on the needs of the project. The level of expertise of our estimating team and their experience with similar projects allows them to "fill in the blanks" to provide a complete estimate with a high a degree of budget certainty, even though the design information is not completed. Prior to preparing a DD Estimate, PJ Dick will conduct a critical Page Turning session with CRA and their consultants to perform an in-depth review of the documents and identify any outstanding design information. As a team, we will publish a "Prose Statement", which is essentially a written list of all open design work. This collaboratively developed list will be extremely helpful in developing the DD Estimate, and will reduce the "guess work" involved in anticipating the final design of the project. It will also serve as a convenient checklist to guide the designers in their final efforts. We recently used this process on the UPMC East hospital project with great success.

At the end of the day, the ultimate goal is to provide the most competitive and accurate DD Estimate possible for the project. When it is time to prepare our DD Estimate, we will attempt to get as much subcontractor input as is practical. This will likely include a combination of preliminary budget or "market checks", and PJ Dick estimating. PJ Dick will provide a Draft DD Estimate that incorporates this combination of pricing into a DD Estimate, along with a detailed list of assumptions and clarifications that confirm our interpretation of the scope and address items in the Prose Statement, and a proposed completion date or completion milestones as appropriate. Once the DD Estimate is reviewed and approved by the School District and CRA, we will publish a formal document.

At each estimate milestone (if requested) we will provide a detailed comparison to the previous estimate, including identification of the major differences, and an evaluation of the implementation of the VE that was previously accepted. At this point we will prepare and updated 3D BIM model (if requested) and run a clash detection report to identify any major constructability issues and to assist with the final coordination of the documents

Contract Documents Phase (The following services could be provided if requested)

As the Construction Documents are completed, we will scrutinize the documents to make sure that the scope is consistent with the established DD Estimate and will advise the School District and CRA of any deviations. With the collaborative team effort that will take place over several months of preconstruction, we do not expect any major surprises at this point. PJ Dick has more CMA and CM at Risk construction experience than any other regional contractor and we are confident that we can help make this project a success.

We will prepare final phasing and logistics plans, and an updated construction schedule for incorporation into the bid documents. We will run an updated BIM clash analysis (if requested) to check the documents for coordination and constructability issues, and conduct a final Quality Control Review of the documents to make sure that they are complete, fully coordinated, and that all previous issues or corrections have been incorporated. This effort contributes to Prime Contractor bidder confidence and can help ensure competitive prices on bid day and a smooth start of construction.

Typical PJ Dick Estimating Steps	
Preliminary Coordination / Team Communications	Prior to commencement of each major estimate, PJ Dick participates in team meetings to coordinate and agree upon the required estimating format, the expected level of design completion, and to gather additional design and scope information that has not yet been included in the documents.
Initial Document Review	Upon receipt of the design documents, we perform an initial review to ensure that the required completion levels have been met, and that any value engineering or other scope adjustments agreed to during previous design reviews have been implemented. We will notify the Owner and the design team if we discover conflicts with this information. We also participate in a page-turning session to clarify design intent.
Preparation of the Estimate	Once our preliminary document review has been completed, the Lead Estimator will assign a team of project estimators to perform quantity take-offs and apply labor and material pricing to determine the cost of the project. Our estimating team will use its database of historical costs and market checking to determine the accurate cost of the work. While the estimate is being developed, we will communicate with the design team to obtain clarifications and additional information necessary to provide a complete and accurate estimate. Clarifications received will be documented in the Assumptions and Clarifications section of the Estimate Report. PJ Dick will prepare all estimates using the MC ² estimating software, and will format the estimates in accordance with the Owner's requirements.
LEED Scorecard Tracking (if pursuing)	At each phase of estimating our Estimator will guide the team in the development and updating of the project LEED Scorecard. This will include providing cost feedback and guidance regarding various items being considered of LEED points.
PJ Dick In-House Executive Review	The Lead Estimator will be responsible to preliminarily review and compile a composite estimate. The Project Executive will review the estimate prior to submitting it to the Owner.
Estimate Reconciliation	On many Construction Management assignments, PJ Dick participates in an estimate reconciliation process where we compare our estimates to another provided by an independent estimate consultant or the project team. The estimate reconciliation process provides the team an excellent opportunity to communicate and clarify both scope and design intent. This is essential to the development of accurate budgets. Verifying that the project is within budget at each step of the design process is critical to ensure that cost overruns are avoided and appropriate value engineering efforts can be made when they are most effective.
Published Estimate Report	<p>At the conclusion of each major estimating effort, PJ Dick will prepare an Estimate Report that reflects the "point-in-time" status of the design and preconstruction and includes the items listed below.</p> <ul style="list-style-type: none"> • Executive Summary – including a summary of the estimate and information regarding the status of other preconstruction activities • Assumptions and Clarifications – outlining the assumptions that were used to complete the estimate where design information was not complete • Estimate - including various sorts of summaries used to categorize and analyze the estimate information • Value Engineering – including specific details of proposed value engineering items • Schedule – including an updated schedule of major preconstruction and construction activities based upon PJ Dick's discussions with the project team • Additional Information – including miscellaneous additional information used in developing the estimate report

Design Phase Cost Control (The following services could be provided if requested)

First and foremost, we work for YOU. Our number one objective is to understand and help you achieve your goals and priorities. Although our comprehensive preconstruction efforts include extensive scheduling and phasing and logistics planning, the first critical element of our services is to help you meet your budget goals for the project. PJ Dick's preconstruction planning and estimating efforts will help the team track and control potential costs. We use a cooperative, team-based and interactive approach to developing our cost estimates and tracking and managing scope creep throughout the design phase. We will continually consider Value Engineering opportunities to support the goal of the most cost efficient design, while maintaining the programmatic goals. This includes review of both capital cost and operating costs via life-cycle cost analysis. Our MEP estimators will work with CRA and its consultants to perform life-cycle cost analysis to determine the most appropriate systems for the project.

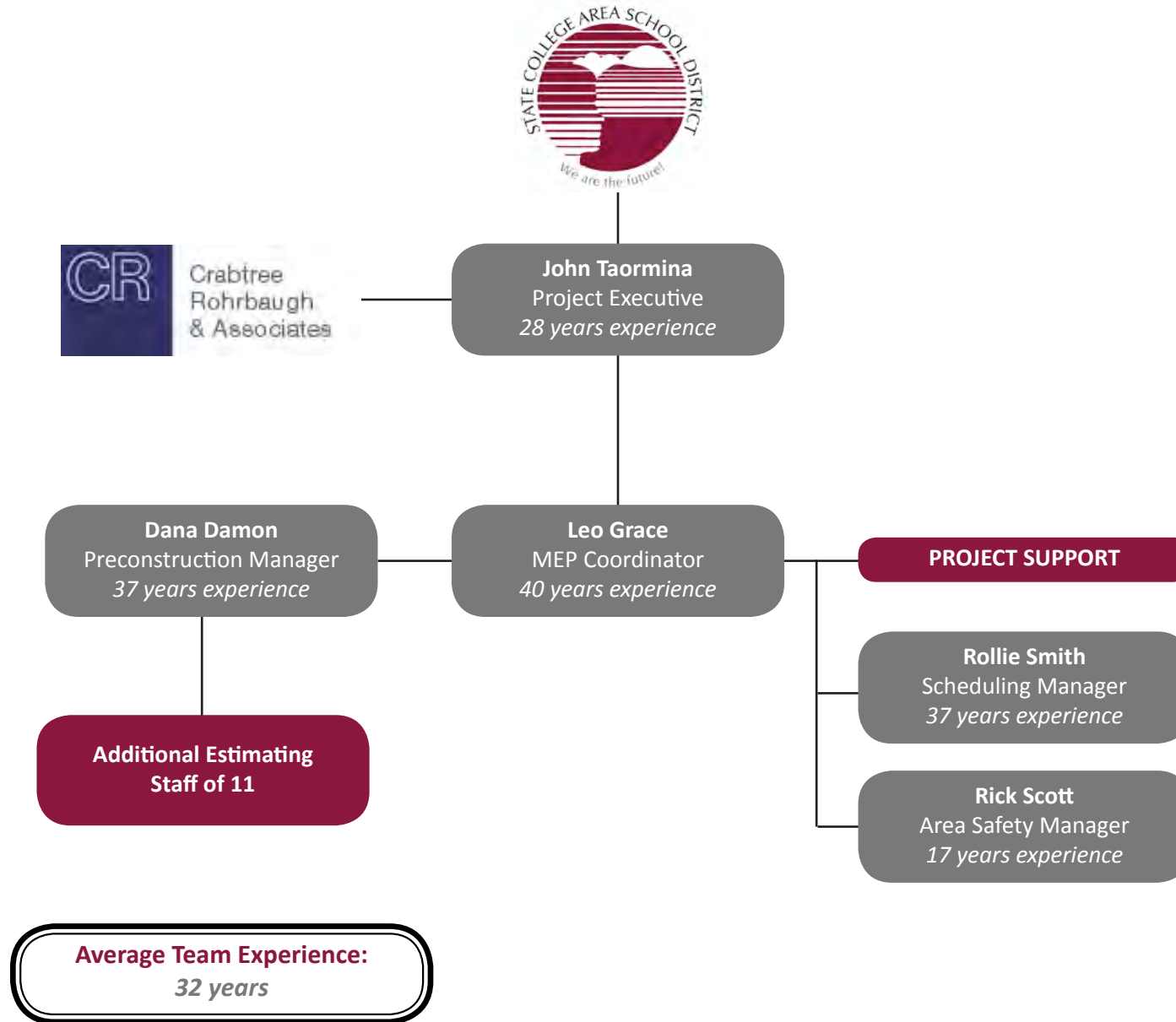
Value Engineering (The following services could be provided if requested)

PJ Dick will review the design drawings and provide value engineering feedback to help achieve budget goals. Our estimators offer creative cost-saving suggestions that preserve the integrity of the design and the project goals, while allowing budget constraints to be met. With each estimate, PJ Dick will develop a list of proposed value engineering items and associated cost reductions. We then meet with the School District and CRA to evaluate these suggestions. The VE sequence typically parallels that of the estimates; however, we strive to complete the majority of the value engineering decisions as soon as practical during the design timeline.

Constructability Reviews (The following services could be provided if requested)

While the PJ Dick team analyzes your project during the estimating and value engineering efforts, we also review it for constructability. Our project team will work with the estimators and other operations staff, to carefully scrutinize the plans and specifications to identify any clarifications or simplifications required ensuring a more successful project. The more thorough our constructability review is up-front, the smoother the project will run once construction starts. Here we take into account such issues as sequence of work, availability of materials and manpower, and site or schedule constraints. This can result in recommendations regarding material selections if certain constraints are severe. Our BIM clash-analysis (if requested) effort will assist us with our constructability reviews.

SECTION 2 - PERSONNEL



John Taormina

Project Executive

Education:	Bachelor of Science, Civil Engineering, Carnegie Mellon University, 1985
Professional Registration & Training:	<ul style="list-style-type: none">• The Analysis & Quantification of Construction Delays - ASCE - 2012• Child Abuse History Clearance - Commonwealth of Pennsylvania - 1997• Criminal Record Clearance - Pennsylvania State Police - 1997• Contract Documents Training - PJ Dick Trumbull and Lindy - 2008
Professional Profile:	<p>Mr. Taormina is a degreed engineering professional with 28 years industry experience. He joined PJ Dick as a Project Manager, and advanced to Senior Project Manager, and Area Manager. His expertise is in the management of large, phased projects with complex constructability and coordination issues. He managed projects for public school districts, local government, university, and federal government clients and has the ability to coordinate and communicate effectively with owners, architects, and subcontractors.</p> <p>In March 2003, Mr. Taormina was promoted to Estimating Manager. As such, his overall responsibilities include project selection, estimating planning and scheduling, preconstruction planning and coordination, construction coordination, and overall management of the Estimating Department, including staffing and budgeting. He is also responsible for the accuracy and completeness of all final bids and estimates prepared by the department.</p> <p>In July 2004, Mr. Taormina assumed the role of Manager, K-12/Construction Management Group. In this position, he is responsible for executive review and management of all K-12 school and construction management projects, from preconstruction through project closeout. Mr. Taormina is also closely involved in client and business development in this marketplace.</p>
Project Experience:	<p>Mt. Lebanon High School <i>Pittsburgh, PA, \$87.8 million</i> PJ Dick was selected by the Mt. Lebanon School District to provide preconstruction and construction management services for the High School program. Work consists of renovating 286,000 sf of space and the construction of 200,000 sf of new educational and athletic space.</p> <p>South Fayette Intermediate School <i>South Fayette, PA, \$24.5 million</i> CM services for the construction of a new Grades 3-5 Intermediate building at its campus on Old Oakdale Road in McDonald, PA.</p> <p>Pine Richland School District - High School Additions and Renovations <i>Gibsonia, PA, \$34 million</i> Preconstruction and agency construction management services for 62,500 sf of renovations and 117,000 sf of additions to the Pine-Richland High School.</p>



John Taormina
Project Executive

Project Experience:**Upper St. Clair School District - Middle Schools Renovations***Upper St. Clair, PA, \$46.6 million*

Preconstruction and Construction Management services for renovations and additions to the Upper St. Clair School District's two middle schools, Fort Couch and Boyce. Construction on both of these schools was completed simultaneously. PJ Dick developed detailed phasing plans since both schools remained occupied during the 25-month schedule.

Baldwin - Whitehall High School*Baldwin, PA, \$55.9 million*

Construction management services for a 335,000 sf addition and renovations to 88,000 sf of existing high school. The project included more than 100 new and renovated classrooms, labs and resource rooms, a new physical education complex, and a new entrance which will provide secure access to the building during the school day.

Avonworth Primary Care Center*Pittsburgh, PA, \$23.3 million*

PJ Dick is providing General Contracting Services for Avonworth Primary Care Center, a new K-2 grade school for Avonworth School District. The 84,000 sf building is expected to be completed in April 2014.

Cornell Elementary*McKeesport, PA, \$29.25 million*

This 127,000 sf, combination single-story and two-story structure will accommodate approximately 750 elementary and intermediate students and serve as the Mathematics and Science Academy for the McKeesport Area School District.

West Mifflin Area School District - New Middle School*West Mifflin, PA, \$27.2 million*

Agency Construction Management Services for a new middle school and multiple sports fields built on existing high school campus property. The new middle school is a 177,203 sf, two-story steel structure with brick facade and standard built-up roofing.

Montour School District*McKees Rocks, PA, \$44 million*

PJ Dick provided preconstruction services for a major high school renovation program. The planned project involved renovating 258,000 sf space and adding 34,000 sf of new space.

Bentworth Middle School*Bentleyville, PA, \$16 million*

Preconstruction services for construction of a new 83,000 sf middle school, included various athletic fields, and roadway reconfigurations. PJ Dick provided estimating and scheduling services as well as a full-time on-site supervisor.



Dana Damon
Preconstruction Manager

Education:	Bachelor of Science, Civil Engineering, Lafayette College, 1975
Professional Registration & Training:	<ul style="list-style-type: none">• Professional Engineer - Commonwealth of Pennsylvania - 1975• Infection Control Risk Assessment (ICRA) - ECRI Institute - 2010• Workplace Diversity & Harassment Awareness - 2013
Professional Profile:	<p>Mr. Damon has 37 years industry experience with a background in preconstruction, estimating, and construction services. He is a Registered Professional Engineer skilled at conceptual estimating, value engineering, development of guaranteed maximum price, client presentations, lump sum bidding, engineering, and field supervision.</p> <p>Prior to joining PJ Dick, Mr. Damon served in a variety of roles with a national contractor, including Project Executive, Chief Estimating Engineer, Assistant Engineer, Assistant Superintendent, and Field Engineer.</p>
Project Experience:	<p>Mt. Lebanon High School <i>Pittsburgh, PA, \$87.8 million</i> PJ Dick was selected by the Mt. Lebanon School District to provide preconstruction and construction management services for the High School program. Work consists of renovating 286,000 sf of space and the construction of 200,000 sf of new educational and athletic space.</p> <p>South Fayette Intermediate School <i>South Fayette, PA, \$24.5 million</i> CM services for the construction of a new Grades 3-5 Intermediate building at its campus on Old Oakdale Road in McDonald, PA.</p> <p>Pine Richland School District - High School Additions and Renovations <i>Gibsonia, PA, \$34 million</i> Preconstruction and agency construction management services for 62,500 sf of renovations and 117,000 sf of additions to the Pine-Richland High School.</p> <p>Upper St. Clair School District - Middle Schools Renovations <i>Upper St. Clair, PA, \$46.6 million</i> Preconstruction and Construction Management services for renovations and additions to the Upper St. Clair School District's two middle schools, Fort Couch and Boyce. Construction on both of these schools was completed simultaneously. PJ Dick developed detailed phasing plans since both schools remained occupied during the 25-month schedule.</p> <p>Baldwin - Whitehall High School <i>Baldwin, PA, \$55.9 million</i> Construction management services for a 335,000 sf addition and renovations to 88,000 sf of existing high school. The project included more than 100 new and renovated classrooms, labs and resource rooms, a new physical education complex, and a new entrance which will provide secure access to the building during the school day.</p>



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Bentleyville, PA, \$16 million

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Allegheny Valley School District

Cheswick, PA, \$6.5 million

Construction Management services for 73,000 sf renovations to the Acmetonia Primary School and additions and upgrades to the Veterans' Field Stadium, including new locker rooms and concession areas.

Center Area School District

Monaca, PA, \$18.7 million

Construction management services for a new 59,000 sf K-2 primary center and various renovations to existing facilities, including entrance reconfiguration and security, cafeteria expansion, and other basic improvements.

Montour School District

McKees Rocks, PA, \$44 million

PJ Dick provided preconstruction services for a major high school renovation program. The planned project involved renovating 258,000 sf space and adding 34,000 sf of new space.

Watson Institute Friendship Academy

Pittsburgh, PA, \$11.5 million

PJ Dick was chosen to provide preconstruction and construction services for the new Craig Academy. It is a three-story structure, approximately 50,000 sf, and includes academics, music, art, science, athletics, professional development and training, a clinical support component and a cafeteria.

University of Pittsburgh Graduate School of Public Health - Upgrades to Parran and Crabtree Halls

Pittsburgh, PA, \$33.2 million

Agency Construction Management services for the University of Pittsburgh Addition, Renovation and Infrastructure Upgrades to Parran and Crabtree Halls. The 70,000 sf, 5-story academic laboratory building is home to Pitt's Graduate School of Public Health.

University of Pittsburgh - Salk Hall

Pittsburgh, PA, \$35 million

PJ Dick is providing Construction Management Agency Services to the University of Pittsburgh for an 80,000 sf addition to Salk Hall.



Leo Grace

MEP Coordinator

Education:	Bachelor of Science, Business Management, Point Park University, 1985 Associates Degree, Air Conditioning & Refrigeration, Gateway Technical Institute
Professional Registration & Training:	<ul style="list-style-type: none">• Infection Control Risk Assessment (ICRA) - ECRI Institute - 2010• Workplace Diversity & Harassment Awareness - 2013
Professional Profile:	Mr. Grace has 40 years experience in the construction industry with emphasis in mechanical work. He has a strong background in estimating and project management within his field. He began his career as an air conditioning and heating service technician and has since held positions of estimator, lead estimator, estimating manager, and project manager. He has significant experience in commercial and industrial construction, including management of multiple projects, parametric estimating, manpower projections, manpower scheduling, soliciting bids on equipment and subcontractors, maintaining cost and quality controls, and coordinating functions of various trades.
Project Experience:	<p>Mt. Lebanon High School <i>Pittsburgh, PA, \$87.8 million</i> PJ Dick was selected by the Mt. Lebanon School District to provide preconstruction and construction management services for the High School program. Work consists of renovating 286,000 sf of space and the construction of 200,000 sf of new educational and athletic space.</p> <p>Baldwin - Whitehall High School <i>Baldwin, PA, \$55.9 million</i> Construction management services for a 335,000 sf addition and renovations to 88,000 sf of existing high school. The project included more than 100 new and renovated classrooms, labs and resource rooms, a new physical education complex, and a new entrance which will provide secure access to the building during the school day.</p> <p>Bentworth Middle School <i>Bentleyville, PA, \$16 million</i> Preconstruction services for construction of a new 83,000 sf middle school, included various athletic fields, and roadway reconfigurations. PJ Dick provided estimating and scheduling services as well as a full-time on-site supervisor.</p> <p>Center Area School District <i>Monaca, PA, \$18.7 million</i> Construction management services for a new 59,000 sf K-2 primary center and various renovations to existing facilities, including entrance reconfiguration and security, cafeteria expansion, and other basic improvements.</p>

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Mountain Ridge High School*Frostburg, MD, \$41.8 million*

General construction of a 3-story, 165,322 sf high school to accommodate 1,400 students, including sitework and demolition of an existing building. The school now features 2 gymnasiums, performing arts center including a TV studio, instrumental and vocal studios, a library/media center, and a 500-seat auditorium. Classroom/lab spaces now accommodate nutrition, chemistry, biology, earth science, computer aided design, and production curriculum.

Kiski Area High School*Vandergrift, PA, \$32.5 million*

General construction services for 130,000 sf of renovations to 7 buildings and improvements to the landscape. Work included upgrades to the existing HVAC system serving the school by: replacing two boilers, adding a chiller, installing a new control system, and upgrading the total HVAC system throughout the nine-building campus.

Springfield Elementary School*Connellsville, PA, \$8.5 million*

PJ Dick provided preconstruction and construction management services for construction of a new 72,000 sf elementary school for the Connellsville Area School District. The new school features classrooms, a multi-purpose room, a full-service kitchen and cafeteria.

University of Pittsburgh Graduate School of Public Health - Upgrades to Parran and Crabtree Halls*Pittsburgh, PA, \$33.2 million*

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This 127,000 sf, combination single-story and two-story structure will accommodate approximately 750 elementary and intermediate students and serve as the Mathematics and Science Academy for the McKeesport Area School District.

West Mifflin Area School District - New Middle School*West Mifflin, PA, \$27.2 million*

Agency Construction Management Services for a new middle school and multiple sports fields built on existing high school campus property. The new middle school is a 177,203 sf, two-story steel structure with brick facade and standard built-up roofing.

Montour School District*McKees Rocks, PA, \$44 million*

PJ Dick provided preconstruction services for a major high school renovation program. The planned project involved renovating 258,000 sf space and adding 34,000 sf of new space.

Bentworth Middle School*Bentleyville, PA, \$16 million*

Preconstruction services for construction of a new 83,000 sf middle school, included various athletic fields, and roadway reconfigurations. PJ Dick provided estimating and scheduling services as well as a full-time on-site supervisor.



Dana Damon
Preconstruction Manager

Education:	Bachelor of Science, Civil Engineering, Lafayette College, 1975
Professional Registration & Training:	<ul style="list-style-type: none">• Professional Engineer - Commonwealth of Pennsylvania - 1975• Infection Control Risk Assessment (ICRA) - ECRI Institute - 2010• Workplace Diversity & Harassment Awareness - 2013
Professional Profile:	<p>Mr. Damon has 37 years industry experience with a background in preconstruction, estimating, and construction services. He is a Registered Professional Engineer skilled at conceptual estimating, value engineering, development of guaranteed maximum price, client presentations, lump sum bidding, engineering, and field supervision.</p> <p>Prior to joining PJ Dick, Mr. Damon served in a variety of roles with a national contractor, including Project Executive, Chief Estimating Engineer, Assistant Engineer, Assistant Superintendent, and Field Engineer.</p>
Project Experience:	<p>Mt. Lebanon High School <i>Pittsburgh, PA, \$87.8 million</i> PJ Dick was selected by the Mt. Lebanon School District to provide preconstruction and construction management services for the High School program. Work consists of renovating 286,000 sf of space and the construction of 200,000 sf of new educational and athletic space.</p> <p>South Fayette Intermediate School <i>South Fayette, PA, \$24.5 million</i> CM services for the construction of a new Grades 3-5 Intermediate building at its campus on Old Oakdale Road in McDonald, PA.</p> <p>Pine Richland School District - High School Additions and Renovations <i>Gibsonia, PA, \$34 million</i> Preconstruction and agency construction management services for 62,500 sf of renovations and 117,000 sf of additions to the Pine-Richland High School.</p> <p>Upper St. Clair School District - Middle Schools Renovations <i>Upper St. Clair, PA, \$46.6 million</i> Preconstruction and Construction Management services for renovations and additions to the Upper St. Clair School District's two middle schools, Fort Couch and Boyce. Construction on both of these schools was completed simultaneously. PJ Dick developed detailed phasing plans since both schools remained occupied during the 25-month schedule.</p> <p>Baldwin - Whitehall High School <i>Baldwin, PA, \$55.9 million</i> Construction management services for a 335,000 sf addition and renovations to 88,000 sf of existing high school. The project included more than 100 new and renovated classrooms, labs and resource rooms, a new physical education complex, and a new entrance which will provide secure access to the building during the school day.</p>



Dana Damon
Preconstruction Manager

Project Experience:

Bentworth Middle School

Bentleyville, PA, \$16 million

Preconstruction services for construction of a new 83,000 sf middle school, included various athletic fields, and roadway reconfigurations. PJ Dick provided estimating and scheduling services as well as a full-time on-site supervisor.

Allegheny Valley School District

Cheswick, PA, \$6.5 million

Construction Management services for 73,000 sf renovations to the Acmetonia Primary School and additions and upgrades to the Veterans' Field Stadium, including new locker rooms and concession areas.

Center Area School District

Monaca, PA, \$18.7 million

Construction management services for a new 59,000 sf K-2 primary center and various renovations to existing facilities, including entrance reconfiguration and security, cafeteria expansion, and other basic improvements.

Montour School District

McKees Rocks, PA, \$44 million

PJ Dick provided preconstruction services for a major high school renovation program. The planned project involved renovating 258,000 sf space and adding 34,000 sf of new space.

Watson Institute Friendship Academy

Pittsburgh, PA, \$11.5 million

PJ Dick was chosen to provide preconstruction and construction services for the new Craig Academy. It is a three-story structure, approximately 50,000 sf, and includes academics, music, art, science, athletics, professional development and training, a clinical support component and a cafeteria.

University of Pittsburgh Graduate School of Public Health - Upgrades to Parran and Crabtree Halls

Pittsburgh, PA, \$33.2 million

Agency Construction Management services for the University of Pittsburgh Addition, Renovation and Infrastructure Upgrades to Parran and Crabtree Halls. The 70,000 sf, 5-story academic laboratory building is home to Pitt's Graduate School of Public Health.

University of Pittsburgh - Salk Hall

Pittsburgh, PA, \$35 million

PJ Dick is providing Construction Management Agency Services to the University of Pittsburgh for an 80,000 sf addition to Salk Hall.



Leo Grace

MEP Coordinator

Education:	Bachelor of Science, Business Management, Point Park University, 1985 Associates Degree, Air Conditioning & Refrigeration, Gateway Technical Institute
Professional Registration & Training:	<ul style="list-style-type: none">• Infection Control Risk Assessment (ICRA) - ECRI Institute - 2010• Workplace Diversity & Harassment Awareness - 2013
Professional Profile:	Mr. Grace has 40 years experience in the construction industry with emphasis in mechanical work. He has a strong background in estimating and project management within his field. He began his career as an air conditioning and heating service technician and has since held positions of estimator, lead estimator, estimating manager, and project manager. He has significant experience in commercial and industrial construction, including management of multiple projects, parametric estimating, manpower projections, manpower scheduling, soliciting bids on equipment and subcontractors, maintaining cost and quality controls, and coordinating functions of various trades.
Project Experience:	<p>Mt. Lebanon High School <i>Pittsburgh, PA, \$87.8 million</i> PJ Dick was selected by the Mt. Lebanon School District to provide preconstruction and construction management services for the High School program. Work consists of renovating 286,000 sf of space and the construction of 200,000 sf of new educational and athletic space.</p> <p>Baldwin - Whitehall High School <i>Baldwin, PA, \$55.9 million</i> Construction management services for a 335,000 sf addition and renovations to 88,000 sf of existing high school. The project included more than 100 new and renovated classrooms, labs and resource rooms, a new physical education complex, and a new entrance which will provide secure access to the building during the school day.</p> <p>Bentworth Middle School <i>Bentleyville, PA, \$16 million</i> Preconstruction services for construction of a new 83,000 sf middle school, included various athletic fields, and roadway reconfigurations. PJ Dick provided estimating and scheduling services as well as a full-time on-site supervisor.</p> <p>Center Area School District <i>Monaca, PA, \$18.7 million</i> Construction management services for a new 59,000 sf K-2 primary center and various renovations to existing facilities, including entrance reconfiguration and security, cafeteria expansion, and other basic improvements.</p>



Leo Grace
MEP Coordinator

Project Experience:**Watson Institute Friendship Academy***Pittsburgh, PA, \$11.5 million*

PJ Dick was chosen to provide preconstruction and construction services for the new Craig Academy. It is a three-story structure, approximately 50,000 sf, and includes academics, music, art, science, athletics, professional development and training, a clinical support component and a cafeteria.

Mountain Ridge High School*Frostburg, MD, \$41.8 million*

General construction of a 3-story, 165,322 sf high school to accommodate 1,400 students, including sitework and demolition of an existing building. The school now features 2 gymnasiums, performing arts center including a TV studio, instrumental and vocal studios, a library/media center, and a 500-seat auditorium. Classroom/lab spaces now accommodate nutrition, chemistry, biology, earth science, computer aided design, and production curriculum.

Kiski Area High School*Vandergrift, PA, \$32.5 million*

General construction services for 130,000 sf of renovations to 7 buildings and improvements to the landscape. Work included upgrades to the existing HVAC system serving the school by: replacing two boilers, adding a chiller, installing a new control system, and upgrading the total HVAC system throughout the nine-building campus.

Springfield Elementary School*Connellsville, PA, \$8.5 million*

PJ Dick provided preconstruction and construction management services for construction of a new 72,000 sf elementary school for the Connellsville Area School District. The new school features classrooms, a multi-purpose room, a full-service kitchen and cafeteria.

University of Pittsburgh Graduate School of Public Health - Upgrades to Parran and Crabtree Halls*Pittsburgh, PA, \$33.2 million*

Agency Construction Management services for the University of Pittsburgh Addition, Renovation and Infrastructure Upgrades to Parran and Crabtree Halls. The 70,000 sf, 5-story academic laboratory building is home to Pitt's Graduate School of Public Health.

University of Pittsburgh - Salk Hall*Pittsburgh, PA, \$35 million*

PJ Dick is providing Construction Management Agency Services to the University of Pittsburgh for an 80,000 sf addition to Salk Hall.



SECTION 3 - CONSULTANTS



CONSULTANTS

PJ Dick will not utilize consultants on this project as our preconstruction services are staffed fully in-house. The PJD Estimating Department is one of our team's strongest assets. While many of our competitors must rely on pricing from outside sources for specialty disciplines such as mechanical and electrical systems, we have the internal resources to provide this specialized estimating.



SECTION 4 - PROJECT EXPERIENCE

The following is a listing of school construction estimates completed by PJ Dick within the State of Pennsylvania during the last 5 years. PJ Dick performed full preconstruction services for these projects which included estimates at Schematic Design, Design Development, and at various stages of Construction Document completion. In addition to these estimates, Value Engineering studies and Constructability reviews were performed at each stage of design completion.

Project	Value
Baldwin High School	\$55.9 million
Allegheny Valley School District - Vets Field & Acmetonia Elementary School	\$6.5 million
Hempfield School District - New Fieldhouse	\$10.4 million
Center Area School District	\$18.7 million
Bentworth Middle School	\$16 million
Springdale Jr./Sr. High School Renovations	\$16.1 million
Montour High School Additions & Renovations	\$44 million
University of Pittsburgh - Benedum Engineering Lab Renovations	\$57.9 million
University of Pittsburgh - Salk Hall Addition & Upgrade	\$35 million
Upper St. Clair Middle Schools Renovations	\$46.6 million
California University of Pennsylvania Convocation Center	\$47.4 million
Mt. Lebanon High School Additions & Renovations	\$87.8 million
Pine Richland High School Additions & Renovations	\$34 million
Penn State University - Moore Building Addition and Renovation Phase 1	\$17.7 million
University of Pittsburgh - Parran Hall Addition & Renovations Phase 1	\$33.2 million
University of Pittsburgh - Benedum Hall Upgrade Phase 2A	\$24.7 million
South Fayette School District - Grades 3-5 Intermediate Building	\$24.5 million
Penn State University - Moore Building Addition and Renovation Phase 2	\$11 million
Penn State University - Cedar Building Renovation	\$5.5 million
University of Pittsburgh - Benedum Hall Upgrades Phase 2B	\$26.6 million
University of Pittsburgh - Parran Hall Addition & Renovations Phase 2	\$35 million
Robert Morris University - School of Business	\$6 million
Mt. Aloysius College Convocation Center	\$23.4 million
Grove City College New Science and Engineering Building	\$32 million
Avonworth Primary Center	\$23.3 million
Watson Institute - Craig Academy	\$11.5 million
University of Pittsburgh - Falk School	\$18.1 million
Carnegie Mellon University - Gates Center for Computer Science	\$84.2 million
Mckeesport Area School District - Founders Hall Middle School	\$14.5 million

Mt. Lebanon High School Addition & Renovation Pittsburgh, Pennsylvania

Architect: Celli-Flynn Brennan Architects & Planners
606 Liberty Avenue, 5th Floor
Pittsburgh, PA 15222

Date of Completion: June 2015

Square Feet: 485,000

% New: 59%

Current Construction Cost: \$89 million

Student Count: 1,756

% Renovated: 41%

Total Project Cost: \$109 million

Estimates Delivered at Each Phase: PJ Dick provided various estimates during the two years of preconstruction services. Some of the major estimates were provided at the following phases of design: Concept Drawings, Schematic Design, Design Development, 50% Construction Documents, 95% Construction Documents, and 100% Construction Documents.

Other Relevant Information: PJ Dick provided the detailed phasing plan that is currently being implemented during this complex 4.5 year project. The District has remained and will remain fully functional during the entire construction project.



South Fayette Intermediate School South Fayette, Pennsylvania

Architect: Eckles Architecture & Engineering
301 North Mercer Street
New Castle, PA 16101

Date of Completion: August 2013

Square Feet: 124,000

% New: 100%

Final Construction Cost: \$24.5 million

Student Count: 700

% Renovated: 0%

Total Project Cost: \$30 million

Estimates Delivered at Each Phase: PJ Dick provided estimates at Schematic Design, Design Development, and 90% Construction Document phase.

Other Relevant Information: PJ Dick performed value engineering studies during the schematic design and design development phases to assist the District and designers maintain the budget.



Pine Richland High School Additions & Renovations Gibsonia, Pennsylvania

Architect: Eckles Architecture & Engineering
301 North Mercer Street
New Castle, PA 16101

Date of Completion: August 2012

Square Feet: 180,000

% New: 65%

Final Construction Cost: \$28 million

Student Count: 1,500

% Renovated: 35%

Total Project Cost: \$34 million

Estimates Delivered at Each Phase: PJ Dick provided estimates at Schematic Design, Design Development, and 90% Construction Document phase.

Other Relevant Information: PJ Dick performed value engineering studies during the schematic design and design development phases to assist the District and designers maintain the budget. Also, PJ Dick provided the detailed phasing plan which allowed the District to fully function during the entire construction operation.



Upper St. Clair Middle Schools Renovation Upper St. Clair, Pennsylvania

Architect: Graves & McLean
809 Bingham Street
Pittsburgh, PA 15203

Date of Completion: October 2011

Square Feet: 276,381

% New: 47%

Final Construction Cost: \$46.6 million

Student Count: 1,300

% Renovated: 53%

Total Project Cost: \$57 million

Estimates Delivered at Each Phase: PJ Dick provided estimates at Schematic Design, Design Development, and 95% Construction Document phase for each Middle School Project.

Other Relevant Information: PJ Dick performed value engineering studies during the schematic design and design development phases on both projects, to assist the District and designers maintain the budget. Also, PJ Dick provided detailed phasing plans for both middle schools which allowed the District to fully function during the entire construction operation.



Baldwin High School Baldwin, Pennsylvania

Architect: HHS DR Architects & Engineers
40 Shenango Avenue
Sharon, PA 16146

Date of Completion: May 2009

Square Feet: 423,000

% New: 79%

Final Construction Cost: \$55.9 million

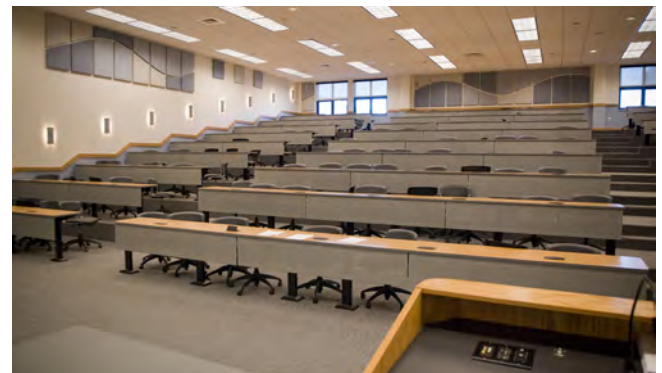
Student Count: 1,496

% Renovated: 21%

Total Project Cost: \$70 million

Estimates Delivered at Each Phase: PJ Dick provided estimates at Design Development, and 95% Construction Document phase.

Other Relevant Information: PJ Dick performed value engineering studies during the design development phase to assist the District and designers reduce the cost of the Project by over \$10 million and within the budget. During this process, PJ Dick also was instrumental in developing the detailed phasing plans which were made part of the bid documents. The phasing for the Project was extremely important since the new additions were built in the same location of the existing facility. Therefore, the five phases needed to be carefully planned and implemented.



SECTION 5 - FEE



**REQUEST FOR PROPOSAL
FOR
CONSTRUCTION ESTIMATING SERVICES
STATE COLLEGE AREA SCHOOL DISTRICT
High School Modernization Project**

Fixed Fee:	
PJ Dick Incorporated proposes to provide construction estimating services to State College Area School District on the High School Modernization Project as described in the Request for Proposal for estimating services for a fixed fee of.	
<u>\$23,560</u>	Lump Sum Fee

a. Pre-Construction Phase:				
FUNCTION	HOURS		COST	
Project Executive	40		\$5,266	
Project Manager	40		\$3,690	
Lead Estimator	120		\$11,070	
Estimating - MEP	40		\$3,533	
Scheduler	0		\$0	
SUBTOTALS:	240		\$23,560	

The above includes all costs including reimbursable expenses, direct and indirect costs.



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