

Harvey Construction

Judy Nelson asked during preconstruction what will the deliverables be and what is the timeline for those. Robert Prunier stated that the pre-bond phase is where we will get community support, the second phase is preconstruction. He stated that we are familiar with the pre-bond phase and have worked with a lot of public schools and provided a guaranteed maximum price, we are used to that and we use our experience and expertise to put a cost to what we see on paper and what might make it. Nelson asked what the deliverables would be and when they would get them. Prunier stated that immediately they would get with Ingrid and her team to put together an estimate in October with a preliminary look for this community to look at a number. He stated that by November we would have a detailed estimate with a logistics plan, schedule and safety plans. Mark McLaughlin stated that he has done a lot of pre-bond work and they have the capability of 3D to help to envision and we have done a lot of design build and try to fill in all the gaps and give a complete price and what you get is a detailed estimate. He stated that it is a collaborative effort and a lot of dialogue back and forth. Nelson asked if there are any costs that are not included in the guaranteed maximum price. Prunier stated no. He stated that normally other costs are for Geotech, Furniture and civil don't make it into the budget. He stated that we work hard to uncover every opportunity that needs to be fixed and have a good understanding of the existing condition. He stated that there is no better way than to get into the building and know what is here. Kunz asked given the age of the building with your experience with working with schools with this age are there any unforeseen obstacles that we would run into with this type of project. Prunier stated hazardous materials. He stated that he assumes that they have had a study done but what can happen when you peel things back things aren't visible. He stated that he wouldn't expect bones of the building to have issues. Kunz stated that given their experience with these types of structures, talk about things that we didn't anticipate and other things we may run into with construction like this. Prunier stated that they renovated the currier museum that was a 1929 building and we anticipated most of the issues. He stated that as you look at the building you can get a sense and he can tell the building is well made. He stated that the major things would be hazardous materials or termites that someone didn't pick up on. He stated that he feels very comfortable with this building. He stated that it also depends on how many renovations have been done in the past as some people hire someone who wasn't qualified for the work. Nelson asked what their vision was for phasing the work in with minimal disruption in order to have it completed by August 2016. Prunier stated that the plan is to attack the existing school as much as they can in the first summer to prepare as much as possible for future renovations. He stated that as soon as they get the drawings they will work with administration for when kids will get back, then they will finish the new construction phase and the balance of the renovations work and carry through. He stated that they could move the kids into the new building while they finish the existing building. He stated that they will communicate with the principal and the staff and it comes down to talking about what level we want to go to and we have to massage it once we get the drawings. Nelson stated that her concern is the site is so small and they are looking for a way to preserve outside space. Prunier stated that they would develop a logistics plan so

that they don't impact the school. He stated that there would be no deliveries between 7-8:30 and from 2-3. He understands that kids will be coming and going and they will work around occupied spaces and try to segregate to give adequate space. He stated that the neighbors are important that we are not parking on their lawns; we will have logistics plans for the trucks and work together with you to make sure we are good to the neighbors. He stated that carpooling sub-contractors is not uncommon. He stated that he would anticipate a 12 month project. Kate Lucas asked if there was any way to not work while school is in session. Prunier stated no that is a lot of work for just two summers; you would end up with triple shifts. He stated that we will try to take advantage of vacations and try to minimize disruption. He stated that they would build the new section as quick as they can to move the students so this building becomes empty. He stated that the kids enjoy this they like having a new place to be and enjoy seeing the progress. He stated that quite often they will bring curriculum to the construction site to get the kids engaged. Kunz asked what they liked most and what they think is the biggest problems with the designs from Banwell. Prunier stated that they just finished installing an elevator at Alvirne and they chose a corner which gives us a much better chance of installing in the summer. He stated that opening up the other side of the school and providing a new area and drop off areas and the new entrance is a smart idea. He stated that he loves basketball and anytime a new gym is involved he likes that and it brings a new spirit for the school. Kunz stated that this is a small footprint and they have had issues with grating and land on the side of the playground and asked if they see anything different on that side. Prunier stated that will be determined by program and they will talk to the civil engineers about their vision. He stated that they could do retaining walls and vegetation and maximize the use of the space, it is very manageable. He stated that option 7 is a very efficient plan as it stands now. Woolley asked if there is anything they should know about them. Prunier stated that they bring the best of both worlds, financially they are in good shape and when we commit to something we know we can deliver. He stated that they have worked with Banwell on other jobs. He stated that they do a lot of hospital work, it is different work but they have to know what they are doing. He stated that they have done a lot of sustainable Leed work. He stated that they do a lot of schools that require us to make the site safe and isolated and continue with everything without the school being interrupted. He stated that they will work with PSNH in order to get the phase three power as that is a long process and they need to start early. Nelson asked if they anticipate using union labor and if there is any problems with that. Prunier stated that he doesn't expect there to be problems. Nelson asked if they have experience working with the DOE. Prunier stated that yes, they just received a letter from the commissioner on their appreciation of the work that they did. Nelson asked if this is a relatively small project for you. Prunier stated no, he stated that they don't chase big projects; it is about working with good clients and not about how big the job is. Kunz stated that we have a town that will be looking closely at this and accuracy is without question the most important. Prunier stated that they work 100% on an open book basis and have estimates detailed. Kunz asked if they had standard requirements for their contractors. Prunier stated that they have an ongoing prequalification process and they pull together a list for every trade and then they come to the committee to talk about it and see if there is anything missing or anyone they don't want to hire, they look at big and small subs, local and further to find the right contractors. He stated that they do it with you so that they all feel comfortable.

## North Branch

Nelson asked why they are interested in this project. Ken Holmes stated that they have done a lot of schools and municipalities. He stated that 80% of their work is repeat business and they have a great deal of experience that they bring to the table. He stated that this project is the right size, they have experienced people and level of service is perfect, 5-10 million is their sweet spot. He stated that one of the reasons they are interested is they have never failed at a project like this; they have been within their GMP and on time. He stated that they don't like to go over their GMP but 1 out of 10 projects things to do happen but that doesn't scare us to overinflate the GMP because the project won't get passed. He stated that they truly care about a successful project. He stated that they are different than any other firms because there is an owner on every project and we limit our work to 8-12 projects a year and bring in at an exceptionally high level of service. Jim Schwarzkopf stated that in addition to why we are interested, we excel at preplanning. We have been hired for hyper track projects and our preplanning is off the charts, we already know the direction we are going before we start. He stated that all project managers are also estimators and at other firms they are separate. He stated that we believe it eliminates fumbling information between departments and provides efficiencies. He stated that they meet with the committee to develop plans and review the budget and look at challenges and opportunities. Dave Kadlec stated he is the site supervisor and has been here for 20 years and has done many fast track summer projects and has done a few the same as this. He stated that at John Stark it was a two year project for \$8 million and they finished six months ahead of schedule. He stated that his main concern is safety on site. He stated that they handle that through communication with administration and schedules for buses, recess and fire drills. He stated that they also have a badge system in place with a picture and a number on it to identify people and to control safety. Holmes stated that the biggest issue is to segregate construction with the kids with hard walls with no interaction and even though deliveries are not allowed it may happen and we know how to deal with it to take care of it. He stated that he is not just here at sales and the ribbon cutting he is involved during preconstruction and then he disappears. He comes back when things are going well or when there are issues and he is not going to pretend that there is never an issue but he is involved for a second opinion. He stated that he assists during the bond hearing and vote and it is important to provide as much factual data in your presentations. Nelson asked if they could go over their phasing in of the project in more detail. Schwarzkopf stated that they will start in the summer with a limited window for renovations of the existing structure. He stated that after that the regular construction will go as fast as we can and then the next summer finish and clean up. He stated that the upfront work and preplanning is very important. Nelson asked if they would work through the school year. Schwarzkopf stated yes, that was their intent. Holmes stated that they work well to balance the safety and the learning environment. He stated that they are not bulls in a china shop they present ideas and evaluate them as a team to figure out what makes sense. He stated that safety is paramount and quality is number two. Kunz asked if they anticipate any obstacles that they might encounter. Schwarzkopf stated hazardous materials. Holmes stated that it is the unforeseen such as hazardous materials because if we don't know it slows us down. He stated that they built buildings well in the 30's structurally it has good bones and that is the guts of the project. Kunz stated that they have reviewed Banwell's plans and asked what they liked most about the plans and what some of the challenges are. Schwarzkopf stated that option 7 is the

most bang for your buck. Kadlec stated that he would save the kitchen while they work on the addition. Kunz asked if they see any challenges. Holmes stated the first summer schedule will be a challenge and the elevator is a problem with the lead time. Nelson asked if they are available for town hearings. Holmes stated yes they come to a handful of them; they have to help to pass it. He stated that it is important to cover all the bases and get the facts out and being truthful. Nelson asked if they have experience with sustainability and energy efficiency. Schwarzkopf stated that they are leed certified and they already build that way. Holmes stated that they were the first energy star home builder in the state and builds more homes than anyone with energy star.

### Meridian Construction

Nelson asked why they are interested in the project. Tim Law stated that he has owned the business for 21 years and he is building is back to where it was pre-2008. He stated that they are focused more on quality and customer service than volume. He stated that they are different than the competition because they stay small and are in control of everything. He stated that they have a good relationship with subs and are very deeply embedded in the industry. He stated that he is the chair of the Association of Builders and Contractors. He stated that they have a strong network of relationships throughout the state and they would bring those resources to this project. He stated that they take two large projects and 5-6 smaller projects a year. He stated that they have a 12-13 year retention rate. He stated that this is where they cut their teeth in school construction and are well respected in Nashua, Manchester and Concord. He stated that they have been awarded bids not because they are the low price but because they brought success and they take the schedule and do it in a shorter time. Eric Hastings stated that if they don't help pass the project they don't get the project. He stated that he grew up in a town like this and he understands the type of people and to sell this they want someone here as a friend and not just a business that is what meridian brings to the job; people hate to see us leave. Nelson stated that she was impressed with them stating that they would show up at the transfer station and they called out things that are important. Hastings stated that he was on the PTO for 13 years in Concord and he knows what it takes and he knows what gels in a town like this. Law stated that they are perceived as the smaller player and his answer is that he has highly talented people that work for him and they are qualified to handle the work. He stated that some Construction Managers don't have deep estimators in house and we are a self-performing company and we put costs in the system and evaluate what the subs are telling us and verify the lowest numbers. Hastings stated that they like the team approach and 2-3 of us go over the bid checking it to make sure what needs to be. Law stated that they have an edge as they self-perform the work, a school renovation requires small pieces and it is hard to find subs without paying twice the value. Nelson asked how they would envision the phasing of this project. Hastings stated that assuming this passes in March knowing that they won't get the design before summer break. They would fence off the construction separate from the school. He stated that the sooner that they can get in the more space they have and can be done without too much pain. He stated that it would be a three side fence with a screen across the fence and concrete barriers inside for extra boundaries. He stated that the double doors in the back is the second point of egress so they will find another way to do that possibly by cutting a temporary egress in the gym only to be used in an emergency. He stated that they would have flex space with the new construction for temporary classes

while they finish. Nelson asked if during the bidding process if they use local labor. Law stated that is a no brainer, they always try to hire local. Hastings stated that it saves you money on travel and material costs. Nelson asked if they have experience with sustainability and energy efficient tradeoffs. Law stated that they do look at tradeoffs and assume they are not going to go leed certified. He stated that all projects the waste is recycled. Kunz asked given the age of this building do you anticipate any obstacles with the renovations. Law stated asbestos can sometimes be an issue. He stated that we just did Newmarket that was this age and it was successful and they finished on time. Kunz stated that you have reviewed the plans and we are focusing on option 7 and asked if they see any challenges. Hastings stated that the logistics of the site are similar to option one, he doesn't see schedule wise the work changing much on how they would approach and he doesn't see it any more difficult. He stated that the gym is past its prime and he can see why they would do option 7 if they can get the additional funding to do it. D'Agostino stated that included in their response was a summary from the auditor but there were no financial statements and asked if they had any litigation that was pending. Law stated no, there is nothing pending. He stated that they had issues in 1999 and settled out in mediation and in 2008 had an issue with subs falsifying lien waivers. He stated that he can give if needed to fulfill. Hastings stated that the proposal said to bring them in a sealed envelope and he brought them tonight. He stated that the CM is a great way to go and it only works if you have an honest general contractor and he has never worked with more honest guys and this is what makes this work.

#### Eckman Construction

Preston Hunter stated that their project promises is to maintain a safe job site that is clean and well organized, complete the project under budget and on schedule with savings returned to the district. He stated that the subs will be independently bid and competitively bid. He stated that this is a good fit for them, 53% of their projects are schools, 2/3 are additions and renovations and 63% is construction management. He stated that they have grade school experience in Rochester, Hudson and Bedford. He stated that they have worked with Banwell on eight projects; Hanover High School was very complex and really successful. He stated that their role is to stretch the construction dollars and competitively bid and attract very strong sub-contractors and negotiate the price and the savings is returned to the district. He stated that they have a great staff of estimators and have a great track record with a combined 88 years of experience. He stated that they support their committee to get information in the hands of the voters; we have boards, websites, and flyers because an informed public will support the project. John Deloya stated that this place is kept up nice; they know it is old but everything is clean and it shows pride that you take in it and it helps us because we want to take pride in what we do and if the end product is taken care of it drives you to do better. He stated that how we feel it is best to break it up and how to make it work while we keep a safe school is we need to understand the scope and break up the addition and start the first summer and set up a barrier between us and the school so when school starts we are separated. He stated that the kindergarten demo can't be done until the new addition is built so that would be at the end of the schedule. He stated that the renovation in the existing building they will attack the first summer and have ready when school starts back in the functional spaces, then outside with the foundation they would spend some time building the shell, the existing building in tact with a safe perimeter between the students and us working. He stated that they

can build during the school year and still be a safe space to bring kids through and that helps. He stated that phase two would be late spring early summer to finish the addition and complete a number of classroom renovations which gets us to early summer where we move the furniture into the new location to finish the renovation in the existing building and demo the kindergarten. He stated that the staging area would be where the parking will be with a fence around the site with a safe path to the playground and we will be able to push the gate back to allow for a kindergarten entrance with doors in the back for emergency set up barricades for access for lunch and recess. He stated that they will have temporary parking out front and a bus drop off out front and maintain the parent drop off on the side. He stated that the committee will also have other thoughts and they will come up with it together, this is not set in stone. He stated that they are very sensitive to who comes to your site and construction sites tend to be rougher than what we want with children in the areas, we set up background checks before they are allowed on site so we understand who is here and there is a complete separation of our workers and your students, they are not unannounced going through your school, they do the same things as other visitors in your school. He stated that they want you to understand that they understand this is your home and we are just visitors and we want to make sure we treat it that way. Lucas stated that you worked in Rochester, and asked how they would describe them. Deloya stated that they just finished phase one in Spaulding; they have a very good relationship with them. Nelson stated that she is very impressed; they answered all of their questions in their presentation. Kunz asked given the age of this building and given your experience what are the potential obstacles they may run into that we may not be aware of. Deloya stated that they will spend time doing some exploratory work and get the architect information and will figure it out before they get to it. He stated that they will talk to people who know the building and figure out the problems. Kunz stated that option 7 is what we are focusing on and asked if there was anything that they wouldn't do. Deloya stated that they didn't see why they would punch through a wall for the restrooms and they would put them on the other side of the wall and do while you are building the addition but these are things that they would talk about. He stated that they would talk about what makes sense together, they are not just watching the dollars they are watching how we put it together.

