



New Department of Public Works Services Building

December 8th, 2021





BUILD SOMETHING BETTER.

December 8, 2021

Amelia Lietzau
The Barton Group
114 N Gremps
Paw Paw, MI 49079

RE: CM Proposal – New City of Buchanan Department of Public Works Building

Amelia:

Thank you for allowing AVB the opportunity to present our qualifications for City of Buchanan's new Department of Public Works (DPW) Project. We appreciate the opportunity and look forward to working with you and the City's team on this important project. AVB believes we bring the following unique value propositions to every project:

- **Owner's Perspective:** We build projects for the toughest customer of all, ourselves. This first-hand owner experience gives us the ability to truly step into your shoes and see the importance of staying on budget, staying on schedule, and ensuring long lasting quality. We will treat your project like it is our own, act in your best interest, and guide you through decisions as if we are spending our own money. We understand the importance of meeting your budget and believe AVB is the most focused construction manager in the market when it comes to working toward a defined budget for our clients.
- **Consistent Team:** At the beginning of your project, we assign a project manager to your project who will stay with you from the beginning of your project to the end. This ownership allows your project manager to participate in the budget and schedule formation process so your project manager can own your budget and your schedule.
- **Commitment after Completion:** We strive to build and complete a project with the highest level of quality possible. As a new building is put into operation, there could be times when a few building systems or certain finishes need extra attention. Our goal is to complete each warranty item by scheduling quickly, correcting conveniently, and following up humbly. We guarantee most minor items will be corrected within 24 hours. Further, we encourage you to call us anytime you have a question on your building, we'll be there to answer your call and work towards a solution.

You will find that AVB will be 100% focused on meeting and exceeding your expectations. You have our promise to work hard and smart to deliver a seamless project on time and on budget. Your AVB team is geared up, focused, available, and ready to make your vision for City of Buchanan's new DPW facility a reality. This is a great opportunity for The Barton Group, City of Buchanan, and AVB to Build Something Better together!

You may reach me in my office at 269.352.4213 or via email at aschipper@avbinc.com with any questions.

Sincerely,

Andrew Schipper, President of Commercial Construction



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REQUEST FOR CONSTRUCTION SERVICES



Portage Fire Station No. 2
Portage, MI



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REQUEST FOR CONSTRUCTION SERVICES



Newell Brand International Design Center
Kalamazoo, MI

1. DESCRIPTION OF PROJECT SCOPE, NARRATIVE, LETTER OF INTEREST

Understanding of the Project Scope and Objectives

AVB has a vast amount of experience building numerous types of buildings including ones with a similar construction type to the proposed DPW building. We understand your project will be an important building to the community for many decades, so we want to start by listening to your goals, needs, and objectives. Once selected to be your Construction Manager (CM) we will integrate into the project team with the owner, architect, and owner's rep to work through all phases of the project and ensure your earlier stated goals, needs and objective requirements are being met. Additionally, we recognize that cost will be an important component of the success of your project and will implement our proven program of cost control procedures. This program includes the proper and thorough scoping of work packages, generating interest within the local subcontracting community to create the optimal competitive environment, thorough buy-out of all subcontractor packages, and value-engineering. In short, our goal is to build you the best possible building within the budget and have it be a smooth and fun process for all involved.

AVB's Approach to Completing Your Project

AVB approaches construction management in three phases: the pre-construction phase, the construction phase, and the post-construction phase. AVB believes the sooner a CM can be integrated into a project, the smoother the project will progress. During the preconstruction process, AVB will be constantly value engineering the design, sharing concerns and solutions, and communicating with local subcontractors to get the most accurate estimate for the work. Once everyone is comfortable that the project plan will meet the necessary functionality, quality, and budget goals, the pre-construction phase will continue with the final step being to solicit subcontractor bids and award to the successful bidders. When the project transitions to the construction phase, AVB will be focused on keeping your budget and schedule on track while ensuring on-site quality construction. AVB's services do not end with the completion of your project. During the post construction process AVB coordinates with subcontractors and material suppliers to create a thorough operation manual for your new facility. Additionally, AVB requires all subcontractors to include a two-year warranty, typically with no extra charge.

AVB's Team Introductions

Your AVB team will be overseen by our project executive, Derek Mathieu, who has over 20 years of experience in the construction industry. Derek will ensure AVB meets 100% of City of Buchanan's project construction goals. Your AVB project manager, and main contact for your project, is Dan Burns. Dan will lead



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REQUEST FOR CONSTRUCTION SERVICES



the project team and its performance, provide all updates, run the Owner-Architect-Construction Manager (OACM) meetings, and follow up on all issues. Additionally, Dan will remain as your project manager for the entire duration of the work. Your AVB superintendent, and on-site project contact, is Garrett Brand. Garrett will be responsible for the day-to-day management and coordination of on-site subcontractors, including quality control, resolving coordination and construction detail issues, ordering and securing vendor-provided materials, and maintaining job site safety and security. Supporting Dan and Garrett is your AVB project engineer, Wendy Lockner. She will be responsible for managing all project documentation and assisting the process from bidding through close-out. Additionally, AVB's director of estimating, Mohanad Al-Najjar, will be working with your team during preconstruction to continually provide accurate, updated estimates until your budget has been approved.

Value Engineering & Gift in Kind Management

AVB's approach to Value Engineering centers on our belief that cost control begins at the very first kick-off meeting after we are made a part of the project team and continues throughout the entire construction process. We believe in a fully integrated team approach and utilize our experience and knowledge of the construction market to continuously provide costing feedback, and options to reduce costs if needed, to the design and ownership teams throughout the design process. Each time we present a solution to a potential budget issue, we continue to keep the long-term goals of the project at the forefront of our thinking. To that end, we don't just provide costing feedback relative to a potential value engineering idea but also provide information relative to long term durability, specification differences if applicable, any maintenance concerns, and any other information that needs to be shared so the entire team can make an informed decision. When necessary, this approach has allowed us to make significant savings- up to 20%- to dozens of projects over the years while also providing buildings that our clients are satisfied with long term.

Additionally, when a project can take advantage of In-kind Donations, we've helped facilitate the best way to present those donations and account for them. Each potential donor may have a slightly different approach in how they'd like that to be accomplished, so we meet with each and then coordinate with the different requirements that may be governing the project. We then help facilitate tracking of these donations and any reporting requirements throughout the duration of the project.

AVB's Document Management

"A lot of problems and issues can be solved with simple communication, and I feel the AVB staff does that very well. They felt like a partner."

– Pam Stermer, Mattawan Consolidated Schools CFO

AVB utilizes web-based project management software, AVB PROCORE Cloudshare, from the point of a project's inception, through bidding, execution and close out. This platform maintains all your project records digitally, including meeting minutes, submittals, drawings, photos, specifications, and financial data. Your project information is available to all project team members through permission-based data sharing via the internet or the very simple, functional, app available for all mobile phones and tablets. This allows your project data to be readily accessible to all members of the project team 24/7. We provide all our trade contractors access to appropriate project data through this portal, as well as require their use of this software to keep all project information up to date.



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REQUEST FOR CONSTRUCTION SERVICES



Impact Label
Galesburg, MI



2. TEAM RESUMES

Please see attached the proposed project teams' individual resumes.

3. REFERENCES

Please see AVB's similar project experience attached after team resumes.

Client References

1. Adam Herringa, Deputy City Manager for the City of Portage
7900 S Westnedge Avenue, Portage, MI 49002
phone: (269) 329-4402
email: herringa@portagemi.gov
2. Scott Sylvester, Chief Operations Officer of Consumers Credit Union
7200 Elm Valley Dr, Kalamazoo, MI 49009
phone: (269) 345-7804x1133
email: scott@consumerscu.org

4. BONDING CAPACITY

Please see AVB's bonding capacity letter attached after the last project sheet.

5. INSURANCE

AVB accepts the terms required for providing certificates of insurance annually and carries substantially higher insurance limits than what is required. Additionally, AVB affirms that City of Buchanan can be listed as additional named insureds. AVB will provide the appropriate insurance certificate once we have been awarded the project.



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Project Principal

PROJECT PRINCIPAL

As Project Principal, Andrew will directly participate in your project to ensure AVB exceeds your high expectations. This hands-on approach has helped AVB deliver its very best work for clients with the most demanding expectations. He will monitor project communications and adherence to schedule and budget.

With construction experience in a wide range of project types, Andrew has an expansive knowledge of the best way to manage a project, from inception through completion. Andrew has managed numerous challenging and difficult projects throughout his career. His experience as a Project Executive, Senior Project Manager, and Owner’s Representative gives him a 360-degree perspective of the entire construction process. He looks forward to the opportunity to listen to your team to ensure that your CM is achieving your desired goals.

Education:

Northwood University
• M.B.A 2020 Masters of Science in Finance

Western Michigan University
• B.S. 2013 Civil/Construction Engineering

Active Registrations:

- OSHA 30hr
- LEED® AP BD+C

8 years of Construction Industry Experience

WORK HISTORY / EXPERIENCE (partial list)

AVB, Project Manager 2013 – Present

- Harrison Circle | Kalamazoo, MI
 - \$13.5 MM
 - 80,000 SF, 80 units, and a 22 car parking garage
 - New construction 5-story multi-use development with 4 stories of apartments over parking, common amenity space, and retail
- Peerless Flats | Grand Haven, MI
 - \$22 MM
 - 130,000 SF, 122 units
 - New construction mix of two 3-story apartment buildings, two 4-story apartment buildings, and a clubhouse
- 400 Rose 1 & 2 | Kalamazoo, MI
 - \$45 MM
 - 341,000 SF, 236 units, 192 car underground parking garage
 - New construction 4-story multi-use development with commercial retail space & apartments
- Greenspire Apartments: Multiple Phases | Portage, MI
 - \$35 MM
 - 316,000 SF
 - New construction multi-family apartments, 316 units over 3 phases of construction
- Ferris State University West Campus Apartments | Big Rapids, MI
 - \$3.4 MM
 - 26,000 SF, 56 units
 - **LEED® Gold Certified**
 - New construction, design build delivery, on-campus student housing for FSU
- Western View Apartments Phase I & II | Kalamazoo, MI
 - \$21.7 million
 - **LEED® Certified, each phase**
 - New Western Michigan University student housing



Project Executive

Education:

- Western Michigan University
- B.S. 2006 Construction Engineering

Active Registrations:

- OSHA 30-hour certification
- Lead paint and asbestos remediation
- CPR / First Aid trained

15+ years of Construction Industry Experience

PROJECT EXECUTIVE

As Project Executive, Derek works closely with the Owner, our project management team, and all consultants to ensure the project goals are achieved. He is actively engaged in the pre-construction, construction, and post-occupancy phases.

With construction experience in a wide range of project types, Derek has an expansive knowledge of the best way to manage a project, from inception through completion. Andrew has managed numerous challenging and difficult projects throughout his career. His experience as a Project Executive, Senior Project Manager, and Owner’s Representative gives him a 360-degree perspective of the entire construction process.

WORK HISTORY / EXPERIENCE (partial list)

AVB, Senior Project Manager 2004 – Present

- Paw Paw Fire Station | Paw Paw, MI
 - \$5.9 MM
 - 19,600 SF
 - Currently under construction municipal new build
- Newell Brands International Design Center Phase 1 & 2 | Kalamazoo, MI
 - \$10.8 MM
 - 63,000 SF
 - New construction, pre-engineered, research and production facility, featuring state-of-the-art design one way glass and wall paint that is both magnetic and white board marker compatible. Achieved Two Green Globes Certification for the buildings energy efficiency and sustainable features.
- Old National Bank New Regional Headquarters & Branch | Kalamazoo, MI
 - \$4.5 MM
 - 31,455 SF
 - New construction, two-story headquarters and banking branch with drive-thru
- Impact Label | Galesburg, MI
 - \$2.5 MM
 - 38,000 SF
 - New construction, pre-engineered, research and production facility features both industrial and production space, as well as corporate office areas and mezzanine.
- Ascension Borgess Cancer Center | Kalamazoo, MI
 - \$14.7 MM
 - 40,778 SF
 - New construction medical facility featuring 33 infusion bays, 5 private infusion rooms, 35 exam rooms, an on-site pharmacy, and an on-site laboratory.

COMMUNITY AFFILIATIONS

- Traverse City of Trout Unlimited, Local Chapter Member
- Ducks Unlimited, Local Chapter Member
- Fischer House Foundation, Volunteer
- Wounded Warrior Project, Volunteer



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Project Manager

Education:

Western Michigan University

- B.S. 2016 Construction Engineering

Active Registrations:

- OSHA-30 Hour Certification
- SESC Storm Water Operator (in progress)
- First Aid, CPR, AED Certified

PROJECT MANAGER

Project Manager, Dan Burns, will work to ensure that the project objectives are met. He will have day-to-day responsibility for the project team and its performance and will remain as Senior Project Director for the entire duration of the work. Dan will oversee the complete contract administration, cost controls, and budget analysis to ensure that the project satisfies contract, schedule, and budget requirements. He will also be responsible for providing all updates, following up on any issues and for running the Owner-Architect-Construction Manager meetings. Dan has worked on several other similar projects, and has worked closely with each of our other team members as well.

Dan’s extensive field experience enhances his estimating and management abilities by providing first-hand knowledge of the complete construction process. He fosters strong relationships with subcontractors and keeps abreast of changing market conditions to bring the best value to his clients.

WORK HISTORY / EXPERIENCE (partial list)

- | | |
|---|----------------|
| <u>AVB</u> , Project Manager & Superintendent | 2015 – Present |
| <ul style="list-style-type: none"> • Paw Paw Fire Station Paw Paw, MI <ul style="list-style-type: none"> - \$5.9 MM - 19,600 SF - Currently under construction municipal new build • Mattawan Schools Bond Project Texas Township, MI <ul style="list-style-type: none"> - \$20 MM - remodel of the former Later Elementary building into the Early Childhood Education Center, district administration offices, and community connection spaces, new construction team room, with separate home & visitor locker rooms, two public restrooms, and a concession stand • Newell Brands International Design Center Kalamazoo, MI <ul style="list-style-type: none"> - \$5.7 MM - 22,871 SF - New construction addition to award winning Newell Brands International Design Center • Corner@Drake Corner Shoppes @ Stadium Kalamazoo, MI <ul style="list-style-type: none"> - \$5 MM - 35,000 SF - New construction retail center with multiple retail buildouts, including MOD Pizza, Olga’s Kitchen, and Chow Hound Pet Supply’s • Corner@Drake Trader Joe’s Kalamazoo, MI <ul style="list-style-type: none"> - \$2.5 MM - 13,000 SF - New construction retail center; anchor tenant for Corner@Drake development and Corner Shoppes @Stadium • Corner@Drake Corner Shoppes @ Drake Kalamazoo, MI <ul style="list-style-type: none"> - \$2.5 MM - 21,000 SF - New construction retail center with multiple retail buildouts, including Firehouse Subs and Orangetheory Fitness | |



Project Superintendent

Education:

Western Michigan University

- B.S. Mechanical Engineering

Active Registrations:

- OSHA 30-hour
- CPR / First Aid
- Certified Storm Water Operator
- RRP Lead training

PROJECT SUPERINTENDENT

Garrett will be the primary day-to-day on-site contact for this project during the execution of the work with complete responsibility for on-site construction activities including management of the daily work and progress of subcontractors. He will ensure the project is progressing timely and at the quality level AVB expects and our client demands. Additionally, he will work with subcontractors and staff to ensure the appropriate practices are employed to guarantee a safe project environment.

Garrett has supervised a variety of complex occupied facility and new construction projects. He has solid experience across various types of construction sites and works well with our clients and the subcontractors on site. His extensive safety training also makes him an asset to any project, where he is able to directly oversee the daily practices and precautions employed in the course of the work.

WORK HISTORY / EXPERIENCE (partial list)

AVB, Project Superintendent 2017 – Present

- Fraternity Village Apartments | Kalamazoo, MI
 - \$2MM
 - 9,858 SF, 7 Units
 - New construction two-story, wood framed slab-on-grade construction, 7-unit apartments; all units are 4 bed, 2 baths.
- Laurels of Bedford | Battle Creek, MI
 - \$2.4 MM
 - 14,803 SF
 - New construction addition of a physical therapy gym with outpatient waiting area and private residential room wing.
- Consumers Credit Union Headquarters | Kalamazoo, MI
 - \$30+ million
 - 90,000 SF
 - New headquarters with connecting 107,000 SF parking garage
- 850 Trade Center Infrastructure Development | Portage, MI
 - \$1.8 MM
 - 1.8 acres
 - Site development and infrastructure installation for a new 1.8-acre pad ready site.
- WMU Earnest Wilbur Building Renovations | Kalamazoo, MI
 - \$3.8 MM
 - 13,000 SF renovations
 - Upper level renovations including physical therapy lab space, administrative offices, and high-tech lab style classrooms.
- Walden Woods Phase IV Infrastructure Development | Kalamazoo, MI
 - \$2.8 MM
 - 45.10 acres
 - Site development and infrastructure installation for a new 43 site residential development.
- Turning Stone Infrastructure Development | Kalamazoo, MI
 - \$2.5 MM
 - 89 acres
 - Site development and infrastructure installation for a new 42 site residential development.



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MOHANAD AL-NAJJAR, LEED® AP BD+C



Director of Estimating

Education:

Western Michigan University

- M.S. 2011
Civil Engineering with specialty in Construction Engineering and Management
- B.S. 2007
Civil Engineering

Active Registrations:

- LEED® AP BD+C
- Certified in Project Management (CAPM)
- OSHA 30-hour certification

DIRECTOR OF ESTIMATING

Mohanad will be responsible for preconstruction estimating, as well as the development of the trade contractor bid documents. He will support the development of the full project budget and schedule working closely with the entire project team.

Mohanad's extensive project experience enhances his estimating and planning abilities by providing first-hand knowledge of the complete construction process. He fosters strong relationships with subcontractors and keeps abreast of changing market conditions to bring the best value to AVB's clients.

WORK EXPERIENCE AT AVB (partial list)

2010-Present

- \$5.9 MM Paw Paw Fire Station
- \$2.6 MM Impact Label Pre-Engineered Metal Building
- \$6 MM Newell Brands International Design Center
- \$4.6 MM Old National Bank
- \$6 MM Portage Fire Station No. 2
- \$6.2 MM Mattawan Schools Early Childhood Education Center
- \$1.47 MM Mattawan Schools Team Room
- \$1.2 MM Mrs. O's Preschool
- \$1.9 MM Gull Lake Schools Admin Building
- \$23 MM Western View Apartments
- \$45 MM 400 Rose 1 & 2
- \$13.5 MM Harrison Circle
- \$22 MM Peerless Flats
- \$30 MM Consumers Credit Union Headquarters and Parking Structure
- \$20 MM Trade Centre Office building
- \$15 MM Borgess Battle Creek Healthcare Facility
- \$6 MM YMCA New Pool and Building Addition
- \$2.5 MM Corner at Drake Retail Plaza
- \$2.5 MM Kalsec Office Building
- \$2 MM Consumers Credit Union Bank-Corner @drake
- \$1.8 MM Kellogg Community Federal Credit Union Bank
- \$1.3 MM Mercantile Bank
- \$1.3 MM Cole Nissan
- \$1.2 MM Greenspire Retail Plaza
- \$1 MM First Source Bank
- \$1 MM Gull Road Retail Plaza
- Numerous other AVB new construction and renovation projects



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Senior Project Engineer

Education:

- University of Connecticut
- M.P.H 2002 Public Health
- B.S. 1997

Active Registrations:

- OSHA 10-hour certification
- PROCORE certified

SENIOR PROJECT ENGINEER

As Senior Project Engineer, Wendy is responsible for the coordination and communication of all technical documentation activities on assigned projects. She oversees the drawings and schedules, coordinates assigned engineering work, and documents all communication between owner, architect, and trades. Wendy will also monitor all work in place for compliance to applicable codes, accepted practices, as well as AVB and County standards. Additionally, she reviews all sub-contract trade submittals and manages the communication relative to changes in work scope and subsequent change orders to ensure compliance with the project and specifications.

Wendy will ensure all parties are able to access the most current project documents using our AVB PROCORE Cloudshare management software.

WORK HISTORY / EXPERIENCE (partial list)

AVB, Project Engineer 2012 – Present

- Paw Paw Fire Station | Paw Paw, MI
 - \$5.9 MM
 - 19,600 SF
 - New construction fire station for communities 100% volunteer fire department
- Newell Brands International Design Center | Kalamazoo, MI
 - \$5.7 MM
 - 22,871 SF addition
 - addition to award winning Newell Brands International Design Center, completed by AVB in 2016
- Old National Bank New Regional Headquarters & Branch | Kalamazoo, MI
 - \$4.5 MM
 - 31,455 SF
 - New construction, two-story headquarters and banking branch with drive-thru
- Impact Label | Galesburg, MI
 - \$2.5 MM
 - 38,000 SF
 - New construction, pre-engineered, research and production facility features both industrial and production space, as well as corporate office areas and mezzanine.
- 650 Trade Centre Way | Portage, MI
 - \$12.5 MM
 - 100,000 SF
 - New construction five story class A office building
- Mattawan Schools Bond Project | Texas Township, MI
 - \$20 MM
 - remodel of the former Later Elementary building into the Early Childhood Education Center, district administration offices, and community connection spaces, new construction team room, with separate home & visitor locker rooms, two public restrooms, and a concession stand

COMMUNITY AFFILIATIONS

- Co-Chair in the Galesburg-Augusta Primary Learning Fair

Newell Brands International Design Center

3300 research way | kalamazoo, michigan 49008



Project Delivery
Construction Manager

Construction Costs
\$10.8 million

Project Size
63,000 SF

Use Type
Research / Production - New Build

Owner
Newell Brands
3300 Research Way
Kalamazoo, MI 49008

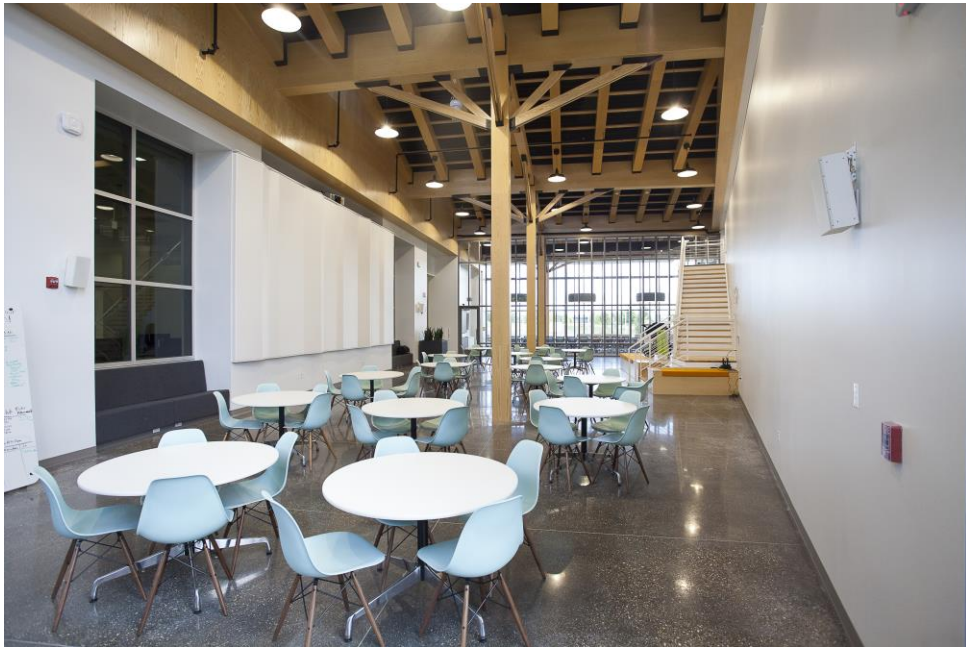
Architect
Byce & Associates
487 Portage Street
Kalamazoo, MI 49007

Key AVB Staff
Jack Michael, Project Executive
Derek Mathieu, Project Manager
Dan Burns, Superintendent
Wendy Lockner, Project Engineer

Southwest Michigan First purchased eight acres of land in the Business Technology Research Park near Western Michigan University's Campus and selected AVB to lead their Design-Build team to complete the first phase of construction for a 40,000 SF facility to be utilized by Newell Brands. The second phase, completed in 2019, was a 23,000 SF addition & expansion to the existing facility.

This world-wide design center features a collaboration-inspiring open floor plan which includes "immersion rooms", for the design teams of various divisions of the company to compare and develop products, huddle rooms, open office space, a feature conference room, common assembly space, a mezzanine, a consumer testing area, a design and innovation center, and a 3D printing lab for prototypes. Additional features include state-of-the-art design one way glass installed in the immersion rooms for product testing and wall paint that is both magnetic and white board marker compatible to help promote creativity.

AVB managed the design and construction of the project, phased bidding to allow for early construction start, and completed the innovative space on time & on budget. Newell Brands first phase achieved a Two Green Globes Certification for the building's energy efficiency and sustainable features.



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4200 w centre ave | portage, mi 49024 | 269.323.2022 | avbinc.com

research / production

Impact Label

8875 krum ave. | galesburg, michigan 49053



Project Delivery
Construction Manager

Construction Costs
\$2.5 million

Project Size
31,455 SF

Use Type
Research/ Production – New
Construction

Owner
Impact Label
8875 Krum Ave.
Galesburg, MI 49053

Architect
Byce & Associates
487 Portage Street
Kalamazoo, MI 49007

Key AVB Staff
Jack Michael, Project Executive
Derek Mathieu, Project Manager
Nate Veenstra, Superintendent
Wendy Lockner, Project Engineer

Impact Label needed to expand their production facility and to meet their expansion needs, relocated from Kalamazoo to their new facility within Comstock's Tech Park. Their new 31,455 SF pre-engineered facility includes 21,700 SF of industrial and production space, the remaining square footage is a mix of corporate office, open office, cafeteria, and art printing and design space.

The new production facility features a break room that can serve as a conference room when separated from the cafeteria by a retractable, glass, garage door. This new facility also incorporates LED lighting and a lot of natural light, as well as an efficient work flow inspired floor plan design that organized work spaces to reduce the time it takes to move between areas.

During construction, weather was a challenge, construction taking place throughout the winter months with heavy snow fall. AVB is proud to have completed Impact Label's new production facility on time and on budget.



Main Lobby Offices



Production Area



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production

Paw Paw Fire Station

832 s gremps st | paw paw, michigan 49079



facility rendering

Project Delivery
Construction Management

Construction Costs
\$5.9 MM

Project Size
19,600 SF

Use Type
Municipal - New Build

Owner
Paw Paw Fire Department
115 E Berrien St
Paw Paw, MI 49079

Architect
Schley Nelson
4200 S 9th St,
Kalamazoo, MI 49009

Key AVB Staff
Derek Mathieu, Project Manager
Dan Burns, Project
Superintendent
Wendy Lockner, Project Engineer
Mohanad Al-najjar, Estimator

Paw Paw Township and members of the fire department have worked with Schley Nelson Architects and AVB to design a new 19,600 SF fire station. The new facility will provide additional storage for updated resources, and most importantly allow for quicker and safer responses.

The new fire station will feature 10 apparatus bays, two offices, a large education center, a workout area for the 100% volunteer fire fighters, a much-needed decontamination room, and a new kitchen and lounge area. Construction is scheduled to begin this fall.



facility rendering

facility rendering



facility rendering



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4200 w centre ave | portage, mi 49024 | 269.323.2022 | avbinc.com

municipal

Old National Bank

5003 century ave. | kalamazoo, michigan 49006



Project Delivery
Construction Manager

Construction Costs
\$4.5 million

Project Size
15,640 SF

Use Type
Financial – New Construction

Owner
Susan Fogelson
8875 Krum Ave.
Galesburg, MI 49053

Architect
TowerPinkster
242 E Kalamazoo Ave
Kalamazoo, MI 49007

Key AVB Staff
Derek Mathieu, Project Manager
Rick Ball, Superintendent
Wendy Lockner, Project Engineer

Old National Bank's new regional headquarters is one-of-a-kind and the first two-story Old National Bank branch in Kalamazoo. The main level includes tellers and a customer service area, while the upper level is a mix of private and open offices. The new headquarters features all LED lighting, a beautiful outdoor patio on the second level for employees and modern sliding glass office doors. The new headquarters is anchored by a stunning stone Rotunda architectural feature that will be a defining landmark within the Kalamazoo community and the Corner @ Drake development.

AVB coordinated closely with Old National Bank and architect, TowerPinkster, to ensure that this new headquarters met Old National Bank's new brand standards. It is the first branch to represent these new changes and will help set their design protocol for future branches. AVB is proud to have completed this 15,640 SF headquarters on schedule and within budget.



Main Lobby Offices



Main Conference Room



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2900 Charlevoix Drive SE
Cook Plaza, Suite 220
Grand Rapids, MI 49546

Kevin J. Van Otterloo

Underwriting Consultant

Telephone 616-285-2682

800-432-9534 x2682

Fax 616-957-7986

Email Kevin.VanOtterloo@cna.com

January 20, 2021

To: Kalamazoo County

RE: AVB Construction LLC
4200 W. Centre Ave
Portage, MI 49024

We are providing this information at the request of AVB Construction, LLC.

We have been providing surety bonds for AVB Construction, LLC since 2005. We have approved bonds for them covering jobs up to \$35,000,000 and potential work programs of \$100,000,000.

We continue to be confident in AVB Construction, LLC's ability to perform and we recommend them for your favorable consideration.

Western Surety Company (NAIC# 13188) is an underwriting company of CNA Surety and is an approved surety on the Department of Treasury's Listing of Approved Sureties and currently has a US Treasury Limit of \$156,025,000. Western Surety Company maintains an A (Excellent) AM Best Rating and a financial size of XIV.

This letter is not to be construed as an agreement to provide surety bonds for any particular project, but is offered as an indication of our past experience and confidence in this firm. Any specific request for bonds will be underwritten on its own merits.

Sincerely,

Kevin Van Otterloo



6. FEE PROPOSAL AND DESCRIPTION OF SERVICES

- A. Fee Proposal as a Percentage of the Cost of Work 2.24 %
 - a. *Percentage above is based on a \$5.0 million project cost, equaling \$112,000, and on a 9-month project schedule.*
 - b. *Please note, 100% of the savings on the GMP will return to the owner.*

- B. Fixed Fee as a Lump Sum for Preconstruction Services \$23,900
 - a. *Please note, if AVB is awarded the construction contract and the construction proceeds, we will credit 50% of the pre-construction cost back to the owner.*

- C. Total General Conditions items highlighted in green per attached CM conditions form \$ 229,765
 - a. *Please see the CM conditions form attached.*
 - b. *Following the CM conditions form, please see attached conceptual estimate.*

DESCRIPTION	INCLUDE IN PRE-CON FEE	INCLUDE IN FEE	INCLUDE IN GENERAL CONDITIONS	A/E	OWNER	DIRECT COST OF WORK (BID PKGS)
I. PRECONSTRUCTION/CONSTRUCTION MANAGEMENT SERVICES						
1. Design Coordination Meetings Attendance	X					
2. Initial Cost Opinion/Control Estimate	X					
3. Participate in MEP-FP Selection	X					
4. Constructability Analysis Through Completion	X					
5. Cost Analysis/Control Through Completion	X					
6. MEP-FP Design Coordination Reviews	X					
7. CD Document Review	X					
8. Subcontract Bidding/Buyout Process	X					
9. Substance Abuse Policy Management		X				
10. Project Superintendents - stated as dollar amount			\$ 129,470			
11. Field Engineer/Project Manager - stated as dollar amount			\$ 44,547			
12. Corporate Executives/Legal Services		X				
13. Principal In Charge		X				
14. Project Executive		X				
15. Accounting/Purchasing		X				
16. Scheduling/Phasing/Expeditor/Life Cycle Analysis		X				
17. Energy Management		X				
18. Value Engineering	X	X				
19. Estimating	X	X				
20. Project Coordinator		X				
21. Project Expeditor		X				
22. Safety Officer - stated as dollar amount			INCLUDED IN FEE			
23. Secretarial		X				
24. Clerk-Typist		X				
25. Project Engineer		X				
26. Scheduling Engineer		X				
27. Time Keeper/Checker		X				
28. Superintendent's Transportation - stated as dollar amount			\$ 5,850			
29. Off-Site Staff Travel Cost		X				
30. Off-Site Staff Transportation		X				
31. On-Site Project Manager Transportation - stated as dollar amount			\$ 2,000			
32. Project Staff Subsistence Costs		X				
(NOTE: PERSONNEL COSTS INCLUDE SALARIES & FRINGE BENEFITS)						
II. SAFETY, SECURITY, AND SERVICES						
1. Safety Equipment			X			
2. First Aid Supplies			X			
3. Fall Protection			X			
4. Fire Extinguishers/Fire Watch			X			
5. Security Guard/Watchman Service			X			
6. Routine Cleanup			X			
7. Final Cleanup			X			
8. Temporary Fencing			X			
9. Covered Walkways			X			
10. Barricades			X			
11. Debris Hauling/Removal			X			
12. Traffic Control			X			
13. Roadway Maintenance			X			
14. Dust Controls			X			
15. Trash Chute and Hoppers			X			
16. Snow and Ice Removal			X			
III. FACILITIES, EQUIPMENT, AND UTILITIES						
1. Office and Trailer Rentals			X			
2. Waterboy - Ice - Cups			X			
3. Temporary Wiring/Lighting			X			
4. Power Expenses			X			
5. Temporary Water Services			X			
6. Heating Expenses			X			
7. Cooling Expenses			X			
8. Temporary Toilets/Sewer Services			X			
9. Temporary Enclosures/Partitions			X			
10. Project Signs/Bulletin Boards			X			
11. Telephone Expenses			X			
12. Air Compressors			X			
13. Dewatering Equipment						X
14. Generators			X			
15. Miscellaneous Equipment			X			
16. Fuel, Repairs, and Maintenance			X			
IV. VERTICAL HOISTING (if required)						
1. Hoist (Tower Crane)			X			
2. Small Material Hoist Rental			X			
3. Hoist Landings and Fronts			X			
4. Hoist Operators			X			
5. Hoist Material Skips			X			
6. Hoist Material Hoppers			X			
7. Erect and Dismantle Hoists			X			
8. Fuel, Repairs, Maintenance For Hoists			X			
9. Hoist Communication			X			
10. Crane Rental			X			
11. Crane Operators			X			
12. Erect and Dismantle Crane			X			
13. Fuel, Repairs, Maintenance For Crane			X			
14. Crane Raising/Jumping Cost			X			
15. Temporary Elevator Rental			X			

16. Elevator Operation Cost				X			
17. Elevator Repairs and Maintenance				X			
18. Cage Rider at Elevator				X			
19. Forklift Rental				X			
20. Forklift Operators				X			
21. Fuel, Repairs, Maintenance For Forklifts				X			
22. Elevator Service Costs				X			
23. Safety Inspections For Hoisting Equipment				X			
V. REPRODUCTION AND PRINTING							
1. Cost Study Documents		X					
2. Systems Study Documents		X					
3. Bid Package Documents		X					
4. Bidding Instructions		X					
5. Construction Documents Printing				X			
6. Postage and Express Costs				X			
7. As-Built Documentation				X			
8. As-Built Documents (Printing/Drafting)				X			
9. Accounting Forms			X				
10. Field Reporting Forms			X				
11. Contract Agreement Forms		X	X				
12. Schedule Report Forms			X				
13. Estimating Forms		X	X				
14. Cost Reporting Forms			X				
15. Value Analysis Studies		X	X				
16. Data Processing (In-House)			X				
17. Reference Materials			X				
18. Duplication Expense (Miscellaneous)				X			
19. Shop Drawing Printing				X			
20. Maintenance Manuals			X				
21. Operation Manuals			X				
22. Special Forms				X			
VI. QUALITY CONTROLS							
1. Special Inspection Consultants							X
2. Special Testing Consultants				X			
3. Concrete Testing				X			
4. Masonry Testing				X			
5. Compaction Testing				X			
6. Welding Testing				X			
7. Soils Investigations						X	
8. Special Testing Services							X
9. Supplies and Materials (Field Office)				X			
10. Project Photographs (During Construction)				X			
11. Warranty Inspections Coordination			X				
12. Air and Water Balancing							X
13. Operator On-Site Training							X
14. Prepare Operation Manuals			X				
15. Prepare Maintenance Manuals			X				
VII. PERMITS AND SPECIAL FEES							
1. Storage Yard Rental				X			
3. Parking Fees				X			
4. Curb and Gutter Permits				X			
5. Sign Permits				X			
6. Staking & Layout Fees and Costs				X			
7. Sidewalk Permits				X			
8. Landscape Permits				X			
9. Street/Curb Design Charge				X			
10. Building Permits				X			
11. Plan Check Fees				X			
12. Water Connection Fee						X	
13. Sanitary Connection Fee						X	
14. Storm Connection Fee						X	
15. Gas Service Charge				X			
16. Power Service Charge				X			
17. Steam Service Charge				X			
18. Chiller Water Service Charge				X			
19. Special Tap Fees						X	
20. Contractor's Licenses			X				
21. Zoning Fees/Consultants						X	
VIII. INSURANCE AND BONDS							
1. Builders Risk Insurance - stated as dollar amount				\$	9,000		
2. Errors and Omissions			X			X	
3. General Liability			X				
4. Completed Operations Liability			X				
5. Excess Liability Coverage			X				
6. Workman's Compensation (On-Site Staff)			X				
7. FICA Insurance (On-Site Staff)			X				
8. Federal Unemployment (On-Site Staff)			X				
9. State Unemployment (On-Site Staff)			X				
10. Payment Bond - Stated as a dollar amount				\$	38,889		
11. Performance Bond-stated as a dollar amount					INCLUDED ABOVE		
12. Off-Site Staff Insurance			X				
13. Off-Site Staff Taxes			X				
IX. OTHER COSTS							
1. Project Taxes							X
2. Construction Equipment							X
3. Construction and Services							X
4. Construction Materials							X

5. Cost of Design and Engineering				X		
6. A/E Cost for Bid Packages				X		
7. Preliminary Soils Investigations					X	
8. Title/Development Cost					X	
9. Land Costs					X	
10. Financing/Interest Cost					X	
11. Interim Financing Costs					X	
12. Owner Change Contingency						X
13. Project Operation After Move-In					X	
14. Project Maintenance After Move-In					X	
15. Moving Coordination					X	
16. Moving Costs					X	
17. Corrective Work (1 year)		X				
18. C.M. General Overhead Cost		X				
19. C.M. Profit/Margin		X				
20. Costs Over GMP		X				



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REQUEST FOR CONSTRUCTION SERVICES



Portage Fire Station No. 2
Portage, MI



7. RATES FOR WORK CONTEMPLATED TO BE SELF-PERFORMED & LIST OF MAJOR SUBCONTRACTED WORK

Self-Performed Work

AVB's commercial team does not self-perform trade contractor work on commercial projects. We believe that in a Construction Manager arrangement it is a meaningful conflict of interest for the CM to also work as a trade contractor. Trade contractor work has substantially higher margins than construction management and substantially higher risk. Therefore, if our organization were to have both responsibilities, we would by necessity have to focus on and prioritize our trade risk and reward at the expense of our responsibility to our client as the CM. We believe it can be a mistake for an owner to allow a CM to self-perform.

Proposed List of Major Construction Elements to Be Subcontracted

AVB will be subcontracting all the trade contractor work.

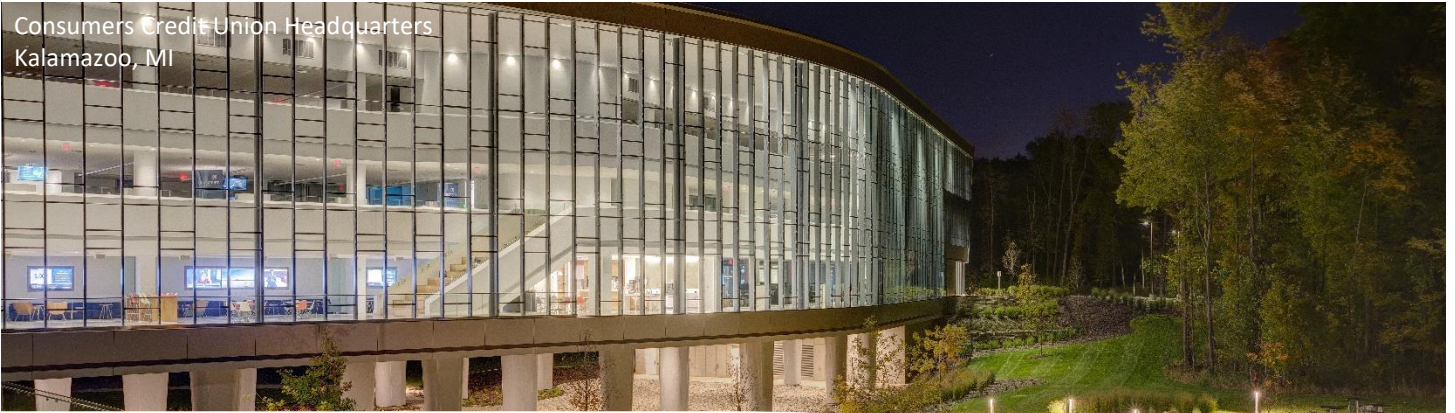
Approach to Encouraging Local Subcontractor Participation

Once construction documents are completed AVB will solicit local trade subcontractor bids. To do this we will develop detailed project work scopes for over twenty trade contractor bid categories. We will identify a list of local qualified bidders to invite to the project and promote the project to them, acquiring their most competitive pricing. We will review the list with you to ensure any firms you have existing relationships with have a strong opportunity to be successful. We will also discuss firms you may wish to omit from the project. The goal is to receive no less than three local, qualified, aggressive bids in each category to ensure you gain the best value for your budget.



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Consumers Credit Union Headquarters
Kalamazoo, MI



8. SAFETY

AVB has been committed to the safety of its employees and community since its inception. We have created a culture where safety and regulatory compliance come first. AVB requires a higher level of safety practice compliance than OSHA and MIOSHA, and our outstanding EMR rating (lower is better) proves that our commitment to safety has paid off. Very few construction companies have an EMR rating as good as ours. We strive to set the bar high on our projects to ensure all people working on, visiting, and surrounding the site are protected. Our safety program is fully detailed in both our Company Safety Manual and in individual Project Safety Manuals. We require every employee and subcontractor to be familiar with and follow the safety practices described in our Company Safety Manual to ensure the well-being of all who enter the construction site. Additionally, all trades are required to review their site-specific safety plan with their workers daily. The site-specific safety plan incorporates all the unique characteristics of the project, including a COVID safety procedure. We involve our safety officer throughout the process of every project, including continuous reviews of project conditions as construction commences. AVB requires our field staff to complete a minimum OSHA 10-hour safety-training program before working on our job sites and are subsequently required to complete and keep up-to-date their OSHA 30-hour safety certifications. All AVB staff receives First Aid, CPR, and Automatic External Defibrillators (AEDs) training, which we have available on all our project sites.

AVB's Recorded MIOSHA Violations within the last three years

- 12/17/19 (Other than Serious Violation / No Fine) Housekeeping
- 1/9/19 (Other than Serious Violation / No Fine) Missing guard on temporary light

AVB's Experience Modification Rate (EMR) for the last five years

Year	EMR
2021	0.39
2020	0.39
2019	0.37
2018	0.37
2017	0.43



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REQUEST FOR CONSTRUCTION SERVICES



Newell Brands International Design Center
Kalamazoo, MI



9. PROPOSAL REGARDING CONTINGENCY & CHANGE ORDERS

AVB's Method for Determining Contingency

AVB's approach to determining contingency amounts for any project largely depends on the factors and circumstances that may be impacting the project. As a rule, we start with a Design/Estimate as well as a Construction Contingency that is included with our earliest budgets. The Design/Estimate contingency begins at a certain rate that is typically in the 10%-20% range depending upon the overall scope and size of the project and the current volatility of the marketplace. Then, as design information becomes available and we can refine our pricing around more detailed documents, we whittle that Design/Estimate contingency down until it disappears with the final budget that is developed post-bid.

Regarding the Construction Contingency, we factor in a variety of circumstances when establishing that budget, typically as a percentage of the overall estimated budget. Examples of these circumstances that we weigh determining our contingency recommendation include the complexity of the structure, the underlying soil and site conditions, any environmental concerns, any conditions that cannot be determined by the design team until construction commences, and any number of other individual factors that could pose some level of risk regarding scoping of the project. We work hard to recommend a contingency that helps provide the proper level of budget protection for the ownership group but also is not overinflated to a point that has a negative impact on budget flexibility for making decisions during the design process.

Change Orders During Construction

We understand that change is inherent in any system or project that takes place over time. What matters is how that change is managed to deliver the right product, on time, at the right price. Change by its nature should be a good thing. It should lead to a better result, but the process must be handled efficiently and effectively for this to happen. This comes back to quality information and good communication. Effective pre-construction planning, with good input from all stakeholders and collaborative teamwork, is the best way to reduce the impact of changes that arise during construction.

When a potential change arises, we immediately document it through meeting minutes and log it into the project change log. Not all changes include a cost or schedule impact, but if we anticipate either we attempt to estimate the magnitude as early as possible. The architect, engineer, CM team then discuss the change and an



BUILD SOMETHING BETTER.

REQUEST FOR CONSTRUCTION SERVICES



appropriate direction for next steps is given. Trade contractor input is solicited once the appropriate documentation is complete. AVB's team then reviews the input, whether it be practical, financial, time-based, or all the above and determines if we agree with it. It is then presented to you and your team for approval or rejection and all parties proceed accordingly.

Fair Pricing and Work During the Pandemic

“AVB did a great job for us on the Ascension Borgess Cancer Center. It was a tight schedule of 13 months, and they delivered on time. This was particularly amazing in that we were in the middle of a COVID crisis with material and labor shortage challenges.”

– Dale Charters, Medxcel Project Manager

AVB has adapted well to the challenges associated with the pandemic. Very early on in the pandemic we recognized the potential implications and proactively put in place procedures to mitigate the issues that we knew we would be facing. These included COVID-19 related safety education and procedures for our projects, as well as strategies to mitigate the impact of material delays and pricing increases. In some cases where price increases were about to take effect, we asked for owner approval to pay for materials and storage costs to have them delivered sooner than would be normal. We also were constantly monitoring pricing and availability of some items, and if necessary, we suggested alternate materials from other manufacturers that would be the same quality but would not be subject to price increases or delayed delivery.

Ascension Borgess Cancer Center
Kalamazoo, MI





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REQUEST FOR CONSTRUCTION SERVICES



10. WHY AVB IS QUALIFIED FOR THE PROJECT

After 40 years of improving our construction management process, we have learned what makes projects successful and have implemented those practices in our Proven Process:



As well as following our proven process above for project success, we believe we bring the following unique value propositions to each project:

- **Owner’s Perspective:** We build projects for the toughest customer of all, ourselves. This first-hand owner experience gives us the ability to truly step into your shoes and see the importance of staying on budget, staying on schedule, and ensuring long lasting quality. We will treat your project like it is our own, act in your best interest, and guide you through decisions as if we are spending our own money. We understand the importance of meeting your budget and believe AVB is the most focused construction manager in the market when it comes to working toward a defined budget for our clients.
- **Consistent Team:** At the beginning of your project, we assign a project manager to your project who will stay with you from the beginning of your project to the end. This ownership allows your project manager to participate in the budget and schedule formation process so your project manager can own your budget and your schedule.
- **Commitment after Completion:** We strive to build and complete a project with the highest level of quality possible. As a new building is put into operation, there could be times when a few building systems or certain finishes need extra attention. Our goal is to complete each warranty item by scheduling quickly, correcting conveniently, and following up humbly. We guarantee most minor items will be corrected within 24 hours. Further, we encourage you to call us anytime you have a question on your building, we’ll be there to answer your call and work towards a solution.