Action Item

BOT 2.4 – Approval of Designer Selection Cone Art Building Lighting and Controls Replacement Phases 2 and 3

Background Information

The Art Museum's 2015 Facility Condition Assessment Program (FCAP) report noted that the lighting infrastructure, including the dimming controls and track systems, is obsolete and damaged. UNCG completed the first phase of the lighting project. The project's subsequent phases will address the remaining galleries and public spaces (Auditorium, Lobby, Atrium). The scope includes replacing lighting fixtures, controls, and new gallery ceiling areas and window shades. Phased implementation will be necessary to accommodate the Museum's exhibit schedule and minimize disruption to occupants.

The project goal is to improve the visitor experience of the Museum, address electrical safety issues, and enhance the art collection's presentation and long-term preservation. The lighting and controls upgrades will reduce energy consumption, provide annual savings, and reduce greenhouse gas emissions.

The University of North Carolina System website advertised the request for qualifications and letters of interest for design services for this project. Three (3) firms submitted letters of interest, of which one (1) design firm was from Guilford County.

The Designer Selection Committee reviewed the letters of interest and invited the three (3) firms to an interview on June 8, 2022, to present their qualifications and recommends the following in ranking order.

1. SKA/Strada
2. AEI/Pivotal
3. McKim Creed
The firm, SKA/Strada, is an Engineering and an Architectural firm and is recommended as the Designer for the following reasons:

1. They presented the most client-focused and collaborative approach to the project. The Committee was most engaged by the enthusiasm and details the team presented for the project.

2. SKA/Strada assembled the most comprehensive team to meet the project's requirements.

3. They most effectively demonstrated risk mitigation strategies to address issues in design and construction.

Attachment:

*See SKA/Strada Letter of Interest below.*

**Requested Action**

Based on the above information, the Board of Trustees of the University of North Carolina at Greensboro approves the firm of SKA/Strada as designer for the Cone Art Building Lighting and Controls Replacement Project Phases 2 and 3. If agreeable terms cannot be met with the recommended firm, then the Board authorizes the administration to negotiate terms with the other firms in ranking order.

Robert J. Shea, Jr.
Vice-Chancellor for Finance and Administration
The Cone Art Building is a memorial for the Cone family who provided so much to the campus but is also an important public facing museum venue which serves the University and the larger community. A building which needs to be sustained for years of future service to the community.
Submittal Checklist

- Info Sheet
  See page 4.
- Letter of Interest
  See page 6.
- Project Team Org Chart
  See page 8.
- Specialized or appropriate expertise in the type of project
  See pages 9-17, also see SF 330 Forms starting on page 29.
- Past performance on similar projects
  See pages 19-22, also see SF 330 Forms starting on page 29.
- Current workload and State projects awarded
  See page 23.
- Proposed design approach for the project
  See page 24.
- Recent experience with project costs and schedule
  See page 24.
- Construction administration capabilities
  See page 25.
- Proximity to and familiarity with the area where the project is located
  See page 25.
- Record of successfully completed projects without major legal or technical problems
  At this time, SKA has one pending claim against our company on a condominium project in Charleston, SC. The validity of this claim is currently being investigated. This is the only claim against SKA in the past decade. We have an outstanding track record with regard to claims due in large part to our intense focus on quality. Given that we participate in over 600 projects every year, claims are inevitable. On the rare occasion that a dispute has occurred with regard to our services, SKA has consistently responded with integrity and a sincere desire to resolve issues in a manner that maintains a positive relationship with our client. Over 80% of our business comes from repeat clientele – relationships and reputation are extremely important to us.

- Energy Conservation / Sustainability Experience
  See page 26.
- Minority Business Participation Plan
  See page 28.
Information Sheet

SKA Consulting Engineers, Inc.

Ron G. Lawrence, PE
rglawrence@skaeng.com
7900 Triad Center Drive, Ste. 200
Greensboro, NC 27409
336-855-0993
336-855-6066

Electrical Engineering / Structural Engineering

Consulting Firms

Strada
Palacio Collaborative, Cost Estimating
LETTER OF INTEREST

April 28, 2022

UNC Greensboro
Nina DeBusk, AIA, LEED AP
UNC Greensboro
105 Gray Drive
Greensboro, NC  27412

Dear Ms. DeBusk:

SKA Consulting Engineers (SKA) is interested in providing lighting and controls replacement services for the Cone Art Building at the University of North Carolina at Greensboro (UNCG). From our experience with the Foust Building, we know first hand the concerns in updating to modern systems and elevators. We are aware of the challenges involved with this type of project and look forward to upgrading the lighting system for our UNCG partners. Joining our team is Melissa Wolter, AIA, from Strada Architects, a firm who has long served the higher education community with expertise on projects such as UNCG Cone Art building. Rounding out the team is minority firm Palacio Collaborative, who will bring their expertise in cost estimating. Our team’s location and expertise makes SKA uniquely qualified to provide engineering and architectural services for the benefit of UNCG.

Why Choose SKA / Strada / Palacio?

We Know UNCG

As we have always done, our goal is to provide exceptional service to UNCG at a reasonable price. SKA has extensive experience with UNCG having completed over 250 projects since 1963. Recent projects include Foust Building Electrical Upgrades, Carmichael Building Electrical Upgrades and 26 Dorms Condition Assessment.

Electrical Upgrade Projects are Extensive

SKA has extensive experience designing electrical systems. This includes designing projects at UNCG, NC A&T, ASU, the Greensboro Coliseum, ECU, Moses Cone, Wesley Long, RJ Reynolds, TE Connectivity, Lincoln Financial, Buncombe County Courthouse, WSSU, Guilford County Schools, Buncombe County Schools, and many others.

Experienced Team for The Cone Art Project

You will be in good hands with our experienced team:

- 2 Licensed Electrical Engineers (PE’s) with approximately 68 years of combined experience
- 1 Licensed General Contractor
- 1 Licensed Electrical Contractor
- 2 Electrical Designers (EI) with approximately 19 years of experience
- 2 Electrical Technicians with approximately 53 years of combined experience

Proximity

SKA’s headquarters are in Greensboro, sharing the same home and community as UNCG. Our proximity to campus enable us to respond quickly and consistently to campus needs and also help to control costs with reduced travel time for meetings, site visits and construction observations.

We look forward to teaming with UNCG on this project and for years to come.

Sincerely,

Ron G. Lawrence, PE
Project Manager
SKA is a national, award-winning, multidisciplinary engineering firm established in 1957 and headquartered in Greensboro, North Carolina. We provide MEP, fire protection, and structural engineering services, as well as comprehensive building solutions, for clients across the United States and Mexico. Since 1990, SKA has an entire division of the firm, the Building Solutions Group, dedicated to assessing, investigating, and repairing existing structures. Our clients select SKA for its reputation and commitment to quality, integrity, and innovation. SKA successfully serves clients across a broad range of market sectors, including: entertainment, hospitality, education, athletics, commercial, industrial, healthcare, multifamily housing, parks, water resources, and religious. Multi-use projects have always been an essential element to SKA’s long-term business plan.

### COMPANY DATA
- Durham Office Opened in 2020
- Founded in 1957 in Greensboro, NC
- Currently, seven offices in NC, VA, and SC
- 50 design awards and rankings
- Registered in 18 states; licensed in 17 states
- 90 employees

### CORE COMPETENCIES
#### STRUCTURAL
- Design & Consulting
- Prime Design & Project Mgmt
- Load Capacities & Structural Analysis
- Finite Element Modeling
- Structural Monitoring & Testing
- Building Information Modeling
- Specialties (see below)
  
  **(BIM)**

#### BUILDING ENVELOPE
- Design & Consulting
- Commissioning
- Roofing-Waterproofing-Facade
- Flashing-Sealants-Coatings
- Corrosion Detection & Remediation
- Registered Roof Observers
- Specialties & Testing (see below)

#### TESTING
- Moisture & Thermal Modeling
- Infrared Thermography
- Electronic Leak Detection
- Concrete Chloride
- Concrete Carbonation
- Concrete Cover
- Water Testing: Veneers, Windows, Doors
- Concrete Reinforcing Corrosion
- Concrete Moisture Content
- Concrete Bond
- Additional Testing Available

#### MECHANICAL ELECTRICAL PLUMBING
- Design & Consulting
- Commissioning
- Arc Flash Analysis
- Short Circuit Analysis
- Building Information Modeling (BIM)
- Energy Modeling
- Specialties (see below)

#### FIRE PROTECTION
- Design & Consulting
- Commissioning
- Arc Flash Analysis
- Building Information Modeling (BIM)
- Specialties (see below)

#### SPECIALTIES
- Forensic Investigation
- Litigation & Insurance
- Special Inspection
- Construction Administration
- Repair & Renovation

### KEY DIFFERENTIATORS
- Understand nuances of renovation and repair work
- Build partnerships that go beyond the project
- Multi-disciplined firm providing comprehensive building engineering services for our clients
- New design experience combined with knowledge from investigations and repair project

### LOCATIONS
- **NC**
  - Greensboro
  - Asheville
  - Charlotte
  - Wilmington
- **VA**
  - Charlottesville
  - Durham
- **SC**
  - Charleston

7 offices 90+ employees
At Strada, we create physical connections that forge social connections. Founded and led by a team of seasoned professionals, Strada is a cross-disciplinary design firm where collaboration among architects, interior designers, urban designers, landscape architects, and graphic designers is vital to creating places that people enjoy.

We task ourselves with producing well-conceived, well-crafted work that spans all scales, from the smallest of details to complete master plans. We refer to this as Design with People in Mind®.
FIRM PROFILE

Firm Overview
Palacio Collaborative is a minority-owned full service construction cost management firm with 7 locations serving clients nationwide. A certified DBE, MBE, and NC HUB firm, their team has over 150 years of combined team experience in providing higher education institutions accurate construction cost estimates through innovative tools and proactive collaboration. Palacio has completed a wide variety of projects on over 90+ campuses across the nation such as $150 Million academic campuses to 500 sf ADA renovations. They have estimated 500+ higher education projects nationwide including 36 UNC System projects with 6 on the UNCG campus. Additionally, they have estimated over 20 visual arts projects.

Firm Highlights
- **Establishment:** Founded in 2006, S-Corporation, DUNS #790798081
- **Staff Resources:** We have 15 employees (12 Cost Managers & 3 Operational Staff) located in 7 offices serving clients nationwide.
- **Capabilities:** Our services include preliminary budgeting/budget verification, conceptual cost modeling/estimating, design phase estimating, alternatives pricing, value engineering, sustainable design impact analysis, and contractor estimate review and reconciliation.
- **Minority Certifications:** We currently hold multiple minority designations including in Georgia (DBE, MBE), North Carolina (DBE, MBE, NC HUB), Texas (DBE), and Virginia (SWaM).
- **Litigation:** Palacio Collaborative has never had any claims made against us related to professional conduct or services.

Firm Relevant Experience
Key Differentiators
- 90+ university and college campuses projects were completed on
- 500+ higher education projects estimated nationwide
- 85+ NC university and college projects estimated
- 36 UNC system projects estimated
- 6 UNCG projects estimated
- 20+ visual arts/museum projects estimated
- Explore [recent higher ed projects](#) on our website
- 150+ years of combined team experience in cost estimating
- 10 million square feet of firm total cost estimated in 2021
- We provide accurate & timely estimates through the use of our proprietary conceptual estimating tool - Genesys® ([learn more about this tool](#) and [our accuracy performance data](#))
DESIGNING FOR PERFORMANCE

Being passionate about the design of new facilities and complex renovations, SKA understands the need for building systems to provide a comfortable and healthy environment for users in a balanced internal setting. SKA MEP collaborates closely with the client, owners, and the entire design team to understand the end user’s needs, building design parameters, and objectives and then create systems to meet or exceed those objectives. Offering a complete range of MEP design services, clients receive the benefit of cumulative years of experience delivering smart solutions, while maintaining project integrity and performance goals.

Electrical Services

- Lighting
- Power Distribution
- Telephone
- Computer/Data
- Emergency/Power Generation
- UPS Systems
- Medium Voltage Systems
- Arc Flash Power Analysis
- Lightning Protection
- Short Circuit Coordination
- Fire Alarm Systems
- Security Systems
- Other Low Voltage Systems

SKA is based in Greensboro, NC, and can be on-site in eighteen minutes. SKA will provide electrical engineering, assessment, bidding, and construction administration services.
RON LAWRENCE
PM / ELECTRICAL ENGINEER

RON LAWRENCE is the assistant department manager for the mechanical, electrical, plumbing, and fire protection services at SKA. Ron's extensive engineering experience includes project management, studies, peer reviews, condition assessments and arc-flash analysis. His design experience includes lighting, normal and emergency power distribution, telecommunications, security and TV distribution, fire alarm, contract documents, specifications and construction administration.

QUALITY. INTEGRITY. INNOVATION.

BS | Electrical Engineering
UNC Charlotte
registered
North Carolina - Engineer
North Carolina - Electrical Contractor
North Carolina, Virginia - GC
35 years experience
KENZIE OAKES is an Electrical Engineer Intern and graduated from NC State University with a BS in Electrical Engineering. She assists other engineers and designers with the various electrical aspects of a project, including lighting, power, and fire alarm design.
ANDY FLYNT
EI
ELECTRICAL DESIGNER

QUALITY. INTEGRITY. INNOVATION.

ANDY FLYNT is a Senior Electrical Designer for SKA’s mechanical, electrical, plumbing and fire protection department. His engineering experience includes electrical design and construction administration services. Specific design experience includes power, lighting, security, telephone, data, fire alarm, and emergency distribution systems.

BS | Electrical Engineering
North Carolina State University
registered
North Carolina - Engineering Intern
19 years experience
AARON BOPP serves as a Principal Engineer and project manager in the Structural Engineering Group as well as handling the responsibilities of the Director of Operations for SKA. His primary design responsibilities include structural designs and analysis, preparation of construction documents and construction contract administration. Aaron has also served as the Special Inspector of Record on numerous projects over the past decade. Throughout his career, he has gained extensive experience in the educational, institutional, commercial and mixed use facility markets, with a focus on the design and repair of structural steel, masonry and reinforced concrete structures of all shapes and sizes.

BS Civil Engineering
Virginia Tech
Pratt Fellowship recipient
registered
North Carolina, Georgia, Indiana, Nevada
22 years experience
member
AISC, ASCE, A4LE, CEN, CPN, NSPE, SEA, USGBC
Quality design is rooted in the experience offered to clients during the design process, and lives in the spaces created. A passionate team, committed to an intentional process is best positioned to deliver the quality necessary to inspire moments and create enriching experiences for the future of the project.

Melissa is a proven leader with 16 years of experience managing projects, and coordinating technical aspects throughout market sectors. She is skilled at balancing multifaceted positions, a trusted leader, team member and a natural motivator.

Melissa possesses advanced comprehension of codes, guidelines and regulatory agencies. She is flexible, adaptive and organized, bringing consistency and quality to all aspects of project and team management.

**PROJECT EXPERIENCE**

Arizona State University*
Greek Leadership Village
Residences + Community Center
Tempe, Arizona

Gila River Indian Community*
Huhugam Heritage Center
Expansion + Alterations
Chandler, Arizona

Scottsdale Airport*
Aviation Business Center +
Executive Hangars
Scottsdale, Arizona

Midwestern University*
Science Building
Downers Grove, Illinois

City of Goodyear*
Community Recreation Center
Goodyear, Arizona

UNC – Chapel Hill*
Emergency Operation Center
Chapel Hill, North Carolina

UNC – Chapel Hill*
Abernethy Hall Renovation
Chapel Hill, North Carolina

UNC – Chapel Hill*
Phillips Hall Lab
Chapel Hill, North Carolina

Valleymode Health*
North + South Community

*indicates experience prior to joining Strada.
In 2019, SKA worked with a local architect to renovate the main lobby, bars, and kitchen areas at Hotel Roanoke & Conference Center. Design consisted of providing extensive decorative lighting and working with a kitchen equipment vendor to accommodate the new kitchens. The project scope also included converting an existing guest room into additional bathrooms and working with a landscape architect to provide patio, landscape, and site lighting for the new landscape design.

The Hotel Roanoke was built in 1882 by the Norfolk and Western Railroad in Roanoke, Virginia. Its original 34 rooms grew to 384 rooms by 1989 when it was donated to the Virginia Polytechnic Institute and State University. In 1995, a major renovation added a conference center, and in 1996, the hotel was listed on the National Register of Historic Places. SKA has been instrumental in the MEPFP design of the latest 2019 renovations to several of the main hotel social venues.

Key SKA Team Members: Ron Lawrence, PE, Project Manager; Kenzie Oakes, Electrical Engineer; Andy Flynt, Electrical Engineer
The Van Dyke Performance Space was an addition to the Greensboro Cultural Arts Center. The addition provided a flexible performance space for Greensboro’s performing arts community. The 7,500 square foot Performance Space addition included a shock-absorbing stage and seating for 300 as well as back of house dressing rooms and toilets for the performers. SKA provided engineering design and construction administration services for structural and MEPFP systems. The project completed within scope, budget and schedule.

Key SKA Team Members: Aaron Bopp, PE, Structural Engineer; Andy Flynt, EI, Electrical Engineer
SKA was selected to provide electrical engineering services for the renovation of the former Reynolds American, Inc. headquarters in downtown Winston-Salem. The iconic building, which was completed in 1929 and was a model for the Empire State Building in New York City, was purchased in June for $7.8 million by PMC Property Group of Hartford, Conn. PMC spent $60 million to convert the building into a mixed-use facility that includes a boutique hotel and restaurant, managed by the Kimpton Hotel & Restaurant Group of Philadelphia, on the bottom six floors. The seventh through twentieth floors were converted to 120 luxury rental apartments. SKA produced the engineering drawings for the entire electrical system, including new fire alarm, power and data communication lines throughout the building, as well as separate meters for the hotel, restaurant and each apartment. SKA also completed arc flash coordination among the overcurrent protective devices to limit the effects of an overcurrent fault to the smallest area and to protect equipment and personnel from short circuit faults.

Key Team Members: SKA - Bob Earnhardt, Electrical Engineer; Brad Anderson, Electrical Designer; Strada - Sean Beasley, AIA, Sam Kriegler, EI

<table>
<thead>
<tr>
<th>SERVICES</th>
<th>PROJECT TEAM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electrical</td>
<td>PMC Property Group</td>
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</tbody>
</table>

SKA consulting engineers
This project will complete installation of a 55 bell carillon in conjunction with the repair, restoration and preservation of NC State's iconic Memorial Belltower. Improvements will address tower accessibility and use restrictions to permit installation of the clavier in the tower and occupancy of the clockworks level to accommodate playing the carillon on site. SKA design services include new mechanical and electrical systems which will provide for conditioned space, lighting, new clock motor and controls.

Key SKA Team Members: Ron Lawrence, Electrical Engineer; Andy Flynt, EI, Electrical Engineer; Kenzie Oakes, Electrical Engineer

SERVICES
- Structural
- Mechanical
- Electrical

PROJECT TEAM
CURRENT WORKLOAD

This team has the capacity to commence work on this project as soon as a notice to proceed (NTP) is provided by the owner. With close to 100 professionals on staff, including 14 MEP engineers and technicians, we are able to leverage resources, as needed, to accommodate multiple concurrent projects and overlapping deadlines.

<table>
<thead>
<tr>
<th>MEP DEPT. ELECTRICAL AT SKA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Licensed Electrical Engineers (PE’s) with approximately 68 years of combined experience</td>
</tr>
<tr>
<td>1 Licensed General Contractor</td>
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<tr>
<td>1 Licensed Electrical Contractor</td>
</tr>
<tr>
<td>2 Electrical Designers (EI) with approximately 24 years of experience</td>
</tr>
<tr>
<td>2 Electrical Technicians with approximately 53 years of combined experience</td>
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</table>

STATE PROJECTS AWARDED
SKA’s project approach is focused on meeting UNCG project goals and objectives. The end goal is to provide a design that will safely support the required loads, maximizes owner budget and functions as needed for the user.

**Preferential Design**
- Consists of information gathering and processing, evaluating framing systems to establish design for cost estimating and a full vetting of potential options with the UNCG / Designer Project Team.

**Final Design**
- Provide superior technical and detailed drawings in a clear set of bid / construction documents.

**Construction Administration (CA)**
- Often undervalued and overlooked, we believe CA services are one of the most important services to be offered by design professionals and are essential to the completion of a successful construction project. SKA approaches CA with a “team” mentality, resulting in the completion of a successful project from the point of view of everyone involved. We work to minimize and quickly resolve conflicts, provide design interpretation and support, and ensure quality in all aspects of construction.

**Recent Experience with Project Costs and Schedule**

Over 60 years in operation as a professional engineering corporation, with tens of thousands of projects completed, SKA has refined project management processes, procedures, and tools, as well as educated and trained its professional engineers to effectively manage project budgets and schedules. Our clients receive the benefit of our years of experience and project management refinement. Having over 80% of our clients as repeat clients is testament to this success.

<table>
<thead>
<tr>
<th>PROJECTS</th>
<th>PROJECT DESCRIPTION</th>
<th>CONSTRUCTION COST (BID / GMP)</th>
<th>CHANGE ORDERS DUE TO ENG. TEAM</th>
<th>TIME EXTENSION DUE TO ENG. TEAM</th>
</tr>
</thead>
<tbody>
<tr>
<td>NC State Belltower Restoration</td>
<td>Structural / MEP</td>
<td>$5,700,000</td>
<td>$18,800</td>
<td>0 days</td>
</tr>
<tr>
<td>Greensboro Aquatic Center</td>
<td>Structural / MEP</td>
<td>$8,000,000</td>
<td>0%</td>
<td>0 days</td>
</tr>
<tr>
<td>Bluford STEM Cafeteria HVAC Rplc</td>
<td>MEP Renovations</td>
<td>$159,400</td>
<td>0%</td>
<td>0 days</td>
</tr>
<tr>
<td>Buncombe Co Health Services Add.</td>
<td>Structural / MEP</td>
<td>$39,706,000</td>
<td>0%</td>
<td>0 days</td>
</tr>
</tbody>
</table>
PROXIMITY & FAMILIARITY

We’re just down the road! You can REST COMFORTABLY knowing that SKA is within an 18 minute drive. SKA has ongoing projects at UNCG and has provided WEEKLY and sometimes DAILY OBSERVATIONS. We believe that our close proximity will further enhance our presence and responsiveness to UNCG. We have worked on numerous projects for UNCG including Foust Electrical Upgrades Phase 2, Alumni Building, Stone Building 1951 Wing masonry repair, Quad Dorm renovations, Student Recreation Center roof and facade, Student Education Center, and our first UNCG project Aycock Auditorium addition dating back to 1963. Based on past assessment and design experience, SKA has intimate knowledge of the campus of UNCG.

CONSTRUCTION ADMINISTRATION

SKA’s philosophy regarding construction administration is for the designers and engineers of record to perform site observations and review shop drawings. We have found this approach adds a layer of quality assurance that cannot be replicated. The designers understand the difficult parts of the structure and can more readily recognize missteps and field issues than other “administrators” unfamiliar with the design. We are also able to make timely decisions to keep the project moving. SKA strives to prepare and issue our field observation reports within 48 hours while also leaving a field copy of the report with the contractor prior to leaving the site.

Effective and successful construction administration begins during design. Better and more detailed construction documents result in fewer RFIs and changes in the field during construction. To minimize confusion on a project, construction documents need to be clear and easy to understand. SKA takes pride in a long history of providing high-quality documents. In the more than 63 years that SKA has been engineering, there have been many “lessons learned” that have been passed onto the next generation of talent.

Successful construction administration, in our mind, provides positive impact on schedule, costs and quality of finished product. Responsiveness, understanding of the project, frequency of the visits, and communication are critical to the CA process. SKA has always followed through on the construction administration process making this phase a true priority. For instance, on the recent Nursing Building Project, SKA made over 200 site visits to the project for observations and coordination during the construction phase. Our close proximity to UNCG helps us provide frequent and consistent site visits and attention to detail.
SKA has been on the leading edge of sustainable design practices in the building industry. Our firm incorporates “Green Building” practices in all of the design services offered. Technologies utilized to provide a sustainable design include high efficiency lighting systems combined with daylighting controls to reduce lighting power, exterior lighting fixtures with night sky optics to reduce light pollution, solar domestic water heating systems to provide free water heating, low-flow and no-flow plumbing fixtures to minimize potable and waste water usage and high efficiency HVAC systems to reduce energy consumption.

33 LEED Certified Projects

Ensuring Energy Efficiency

air barrier
association of america

NET ZERO
SKA recognizes the importance of involving a diverse cross section of the engineering community and the population of North Carolina for our projects. We are proud of our great working relationship with all of our HUB teammates. In addition, as we are often the prime designers for these projects, we are intimately familiar with minority participation requirements for the selected contractors, and often assist the contractors in soliciting and engaging additional subs.

**Partner not a sub-contractor**

When collaboration continues through the years, year after year and dependability is always delivered, collaborations turn into partnerships and friendships. **Palacio Collaborative** has been there, partnering right along with our engineers on some pretty impressive and fun projects. We are lucky that **Palacio** makes our projects a priority and we are blessed that they always come along beside us. This familiarity enables the team to proceed quickly, yet thoroughly, through the project, having communication lines already in place. For this pursuit, SKA has engaged **Palacio Collaborative** for cost estimating.

SKA has partnered with many excellent MWBE companies in the last three years and have paid over $324,000 in vendor payments to these companies.


**ARCHITECT-ENGINEER QUALIFICATIONS**

**PART I - CONTRACT-SPECIFIC QUALIFICATIONS**

**A. CONTRACT INFORMATION**

1. TITLE AND LOCATION *(City and State)*
   UNC Greensboro Cone Art Lighting & Controls Replacement Ph. 2 & 3 *(Greensboro, NC)*

2. PUBLIC NOTICE DATE
3. SOLICITATION OR PROJECT NUMBER

**B. ARCHITECT-ENGINEER POINT OF CONTACT**

4. NAME AND TITLE
   Ron G. Lawrence, PE, Project Manager

5. NAME OF FIRM
   SKA Consulting Engineers, Inc.

6. TELEPHONE NUMBER
   336.855.0993

7. FAX NUMBER
   336.855.6066

8. E-MAIL ADDRESS
   rglawrence@skaeng.com

**C. PROPOSED TEAM**

*(Complete this section for the prime contractor and all key subcontractors.)*

<table>
<thead>
<tr>
<th>(Check)</th>
<th>9. FIRM NAME</th>
<th>10. ADDRESS</th>
<th>11. ROLE IN THIS CONTRACT</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. X</td>
<td>SKA Consulting Engineers</td>
<td>7900 Triad Center Drive, Ste. 200 Greensboro, NC 27409</td>
<td>Electrical Engineering</td>
</tr>
<tr>
<td>b. X</td>
<td>Strada</td>
<td>1011 South Hamilton Road, Suite 201 Chapel Hill, NC 27517</td>
<td>Architecture</td>
</tr>
<tr>
<td>c. X</td>
<td>PALACIO</td>
<td>4819 Emperor Boulevard, Suite 400 Durham, NC 27703</td>
<td>Cost Estimating</td>
</tr>
<tr>
<td>d.</td>
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<td>e.</td>
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**D. ORGANIZATIONAL CHART OF PROPOSED TEAM**

X *(Attached)*

**AUTHORIZED FOR LOCAL REPRODUCTION**

STANDARD FORM 330 (REV. 7/2021)
Ron Lawrence, PE
Project Manager / Electrical Engineer
SKA Consulting Engineers, Inc. (Greensboro, NC)
BS Electrical Engineering
University of North Carolina - Charlotte
Registered Engineer NC
Registered Electrical Contractor NC
Registered General Contractor NC, VA

15. FIRM NAME AND LOCATION (City and State)
SKA Consulting Engineers, Inc. (Greensboro, NC)

16. EDUCATION (Degree and Specialization)
BS Electrical Engineering
University of North Carolina - Charlotte

17. CURRENT PROFESSIONAL REGISTRATION (State and Discipline)
Registered Engineer NC
Registered Electrical Contractor NC
Registered General Contractor NC, VA

19. RELEVANT PROJECTS

<table>
<thead>
<tr>
<th>(1) TITLE AND LOCATION (City and State)</th>
<th>(2) YEAR COMPLETED</th>
<th>(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>UNC Greensboro Foust Building Phase 2 Electrical Work (Greensboro, NC)</td>
<td>2021</td>
<td>On going (2022)</td>
</tr>
<tr>
<td>The electrical system, upstream of the main switchgear, was recently replaced in Phase 1 of the project. SKA joined with a local architect for Phase 2 which involves completely replacing and modernizing the electrical system, downstream of the switchgear. Opened in 1892, Foust is on the national register of historic places and is built of stone, masonry, timber beams, wood joists, plaster and lathe. Numerous partial renovations have provided a mix of more modern partitions and wall surfaces. Internal electrical system is a mixture of very old and somewhat newer circuit panels, wire types and wiring pathways. Serving as project manager.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Siler City Town Hall Renovation (Siler City, NC) | 2018 | On going (2022) |
| The Town Hall building was built in 1941 to house the town’s administration as well as serve as the police station, courthouse and fire station. Multiple renovations projects adapted the building to house more office space by removing the police station and fire station. First phase of renovation is to create spaces that better fit the needs of the town’s services and restore some of the historic character of the building. SKA is providing designs for new mechanical, electrical and plumbing systems to serve the renovated areas. The Town Hall building is on the National Register of Historic Places. Serving as electrical engineer. |

| North Carolina State University Bell Tower Restoration (Raleigh, NC) | 2018 | 2021 |
| This project completed an installation of a 55 bell carillon in conjunction with the repair, restoration and preservation of NC States iconic Memorial Belltower. Improvements addressed tower accessibility and use restrictions to permit installation of the clavier in the tower and occupancy of the clockworks level to accommodate playing the carillon on site. SKA design services included new mechanical and electrical systems which provided for conditioned space, lighting, new clock motor and controls. Served as electrical engineer. |

| Hotel Roanoke Renovation (Roanoke, VA) | 2019 | 2020 |
| The Hotel Roanoke was built in 1882 by the Norfolk and Western Railroad in Roanoke, Virginia. It’s original 34 rooms grew to 384 rooms by 1989 when it was donated to the Virginia Polytechnic Institute and State University. In 1995, a major renovation added a conference center, and in 1996, the hotel was listed on the National Register of Historic Places. SKA has been instrumental in the MEPFP design of the latest 2019 renovations to several of the main hotel social venues. Served as electrical engineer. |

| Kimpton Hotel Renovations (Winston-Salem, NC) | 2018 | 2018 |
| SKA was selected to provide electrical engineering services for the renovation of the former Reynolds AmeriCan, Inc. headquarters in downtown Winston-Salem, North Carolina. The building was converted into a mixed-use facility that included a boutique hotel and restaurant managed by the Kimpton Hotel & Restaurant Group of Philadelphia, on the bottom six floors. The seventh through twentieth floors were converted into 120 luxury rental apartments. SKA served as the electrical designer on the project to produce the engineering drawings for the entire electrical system, which included new fire alarm, power and data communication lines throughout the building, as well as separate meters for the hotel, restaurant and each apartment. Served as electrical engineer. |
SKA Consulting Engineers, Inc. (Greensboro, NC)

(1) TITLE AND LOCATION (City and State)
UNC Greensboro Foust Building Phase 2 Electrical Work
(Greensboro, NC)

(2) YEAR COMPLETED
PROFESSIONAL SERVICES
2021
CONSTRUCTION (if applicable)
On going (2022)

(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE
The electrical system, upstream of the main switchgear, was recently replaced in Phase 1 of the project. SKA joined with a local architect for Phase 2 which involves completely replacing and modernizing the electrical system, downstream of the switchgear. Opened in 1892, Foust is on the National Register of Historic Places and is built of stone, masonry, timber beams, wood joists, plaster and lathe. Numerous partial renovations provided a mix of more modern partitions and wall surfaces. Internal electrical system is a mixture of very old and somewhat newer circuit panels, wire types and wiring pathways. Served as electrical designer.

b. Check if project performed with current firm

(1) TITLE AND LOCATION (City and State)
North Carolina State University Bell Tower Restoration
(Raleigh, NC)

(2) YEAR COMPLETED
PROFESSIONAL SERVICES
2018
CONSTRUCTION (if applicable)
2021

(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE
This project completed an installation of a 55 bell carillon in conjunction with the repair, restoration and preservation of NC State’s iconic Memorial Belltower. Improvements addressed tower accessibility and use restrictions to permit installation of the carillon in the tower and occupancy of the clockworks level to accommodate playing the carillon on-site. SKA design services included new mechanical and electrical systems which provided for conditioned space, lighting, new clock motor and controls. Served as electrical designer.

b. Check if project performed with current firm

(1) TITLE AND LOCATION (City and State)
UNC Greensboro 26 Dorms Condition Assessment
(Greensboro, NC)

(2) YEAR COMPLETED
PROFESSIONAL SERVICES
2018
CONSTRUCTION (if applicable)
2019

(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE
SKA completed a Housing and Residence Life Facility Condition Assessments project at UNC Greensboro. The scope of this project is to provide a Facilities Condition Assessment for twenty-six UNCG Residence Halls with a prioritized ten (10) year forecast of Capital, and Renovation and Repair projects. The on-site field evaluations occurred during two phases: Winter Break 2018 evaluation of eighteen (18) residence halls and Summer Break 2019 evaluation of eight (8) residence halls. The project’s culmination resulted in producing a single report document encompassing all evaluated buildings. Served as electrical designer.

c. Check if project performed with current firm

(1) TITLE AND LOCATION (City and State)
Hotel Roanoke Renovation
(Roanoke, VA)

(2) YEAR COMPLETED
PROFESSIONAL SERVICES
2019
CONSTRUCTION (if applicable)
2020

(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE
In 2019, SKA worked with a local architect to renovate the main lobby, bars, and kitchen areas at Hotel Roanoke & Conference Center. Design consisted of providing extensive decorative lighting and working with a kitchen equipment vendor to accommodate the new kitchens. The project scope also included converting an existing guest room into additional bathrooms and working with a landscape architect to provide patio, landscape, and site lighting for the new landscape design. Hotel Roanoke & Conference Center was built in 1982 and is on the National Register of Historic Places. Served as electrical designer.

d. Check if project performed with current firm

(1) TITLE AND LOCATION (City and State)
Kimpton Hotel Renovations
(Winston-Salem, NC)

(2) YEAR COMPLETED
PROFESSIONAL SERVICES
2018
CONSTRUCTION (if applicable)
2018

(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE
SKA was selected to provide electrical engineering services for the renovation of the former Reynolds American, Inc. headquarters in downtown Winston-Salem, North Carolina. The building was converted into a mixed-use facility that included a boutique hotel and restaurant managed by the Kimpton Hotel & Restaurant Group of Philadelphia, on the bottom six floors. The seventh through twentieth floors were converted into 120 luxury rental apartments. SKA served as the electrical designer on the project to produce the engineering drawings for the entire electrical system, which included new fire alarm, power and data communication lines throughout the building, as well as separate meters for the hotel, restaurant, and each apartment. Served as electrical designer.

e. Check if project performed with current firm

STANDARD FORM 330 (REV. 7/2021) PAGE 2
### 19. RELEVANT PROJECTS

<table>
<thead>
<tr>
<th>(1) TITLE AND LOCATION (City and State)</th>
<th>(2) YEAR COMPLETED</th>
<th>(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE</th>
<th>(4) PROFESSIONAL SERVICES</th>
<th>(5) CONSTRUCTION (If applicable)</th>
</tr>
</thead>
</table>
| **UNC Greensboro Foust Building Phase 2 Electrical Work**  
(Greensboro, NC) | 2021 | The electrical system, upstream of the main switchgear, was recently replaced in Phase 1 of the project. SKA joined with a local architect for Phase 2 which involves completely replacing and modernizing the electrical system, downstream of the switchgear. Opened in 1892, Foust is on the national register of historic places and is built of stone, masonry, timber beams, wood joists, plaster and lathe. Numerous partial renovations have provided a mix of more modern partitions and wall surfaces. Internal electrical system is a mixture of very old and somewhat newer circuit panels, wire types and wiring pathways. Served as electrical designer. | PROFESSIONAL SERVICES | 2021 | CONSTRUCTION (If applicable) | On going (2022) |
| **North Carolina State University Bell Tower Restoration**  
(Raleigh, NC) | 2018 | This project completed an installation of a 55 bell carillon in conjunction with the repair, restoration and preservation of NC States iconic Memorial Belltower. Improvements addressed tower accessibility and use restrictions to permit installation of the clavier in the tower and occupancy of the clockworks level to accommodate playing the carillon on site. SKA design services included new mechanical and electrical systems which provided for conditioned space, lighting, new clock motor and controls. Served as electrical designer. | PROFESSIONAL SERVICES | 2018 | CONSTRUCTION (If applicable) | 2021 |
| **UNC Greensboro 26 Dorms Condition Assessment**  
(Greensboro, NC) | 2018 | The scope of this project was to provide a Facilities Condition Assessment for twenty-six UNCG Residence Halls with a prioritized ten (10) year forecast of Capital and Renovation and Repair projects. The project’s culmination resulted in the production of a single report document encompassing all evaluated buildings. Served as electrical designer. | PROFESSIONAL SERVICES | 2018 | CONSTRUCTION (If applicable) | 2020 |
| **Hotel Roanoke Renovation**  
(Roanoke, VA) | 2019 | In 2019, SKA worked with a local architect to renovate the main lobby, bars, and kitchen areas at Hotel Roanoke & Conference Center. Design consisted of providing extensive decorative lighting and working with a kitchen equipment vendor to accommodate the new kitchens. The project scope also included converting an existing guest room into additional bathrooms and working with a landscape architect to provide patio, landscape, and site lighting for the new landscape design. Hotel Roanoke & Conference Center was built in 1882 and is on the National Register of Historic Places. Served as electrical designer. | PROFESSIONAL SERVICES | 2019 | CONSTRUCTION (If applicable) | 2020 |
| **Kimpton Hotel Renovations**  
(Winston-Salem, NC) | 2018 | SKA was selected to provide electrical engineering services for the renovation of the former Reynolds American, Inc. headquarters in downtown Winston-Salem, North Carolina. The building was converted into a mixed-use facility that included a boutique hotel and restaurant managed by the Kimpton Hotel & Restaurant Group of Philadelphia, on the bottom six floors. The seventh through twentieth floors were converted into 120 luxury rental apartments. SKA served as the electrical designer on the project to produce the engineering drawings for the entire electrical system, which included new fire alarm, power and data communication lines throughout the building, as well as separate meters for the hotel, restaurant and each apartment. Served as electrical designer. | PROFESSIONAL SERVICES | 2018 | CONSTRUCTION (If applicable) | 2018 |
<table>
<thead>
<tr>
<th>Title and Location</th>
<th>Year Completed</th>
<th>Professional Services</th>
<th>Construction (If Applicable)</th>
</tr>
</thead>
<tbody>
<tr>
<td>UNC Greensboro Nursing and Instructional Building</td>
<td>2016-2021</td>
<td></td>
<td>2016-2021</td>
</tr>
<tr>
<td>UNC Greensboro 26 Dorms Condition Assessment</td>
<td>2018-2019</td>
<td></td>
<td>2018-2019</td>
</tr>
<tr>
<td>UNC Greensboro Quad Residences</td>
<td>2010-2012</td>
<td></td>
<td>2010-2012</td>
</tr>
<tr>
<td>UNC Greensboro School of Education</td>
<td>2007-2011</td>
<td></td>
<td>2007-2011</td>
</tr>
<tr>
<td>UNC Greensboro Taylor Theater Multiple Projects</td>
<td>2016-2021</td>
<td></td>
<td>2016-2021</td>
</tr>
</tbody>
</table>

The project included the demolition of the existing McIver Building and the construction of a 180,000 sf building consisting of laboratory and support space, academic teaching facilities, and offices. The Nursing building was designed for maximum flexibility for rapidly changing academic programs. The project also included a stand-alone chiller plant with an initial build out of 2,000 tons with future expansion capabilities to an ultimate capacity of 7,500 tons. Served as project manager / structural engineer.

SKA completed a Housing and Residence Life Facility Condition Assessments project at UNC Greensboro. The scope of this project was to provide a Facilities Condition Assessment for twenty-six UNCG Residence Halls with a prioritized ten (10) year forecast of Capital, and Renovation and Repair projects. The on-site field evaluations occurred during two phases: Winter Break 2018 evaluation of eighteen (18) residence halls and Summer Break 2019 evaluation of eight (8) residence halls. The project's culmination resulted in the production of a single report document encompassing all evaluated buildings. Served as structural engineer.

SKA was selected for design, special inspections, renovations, design review, and construction administration on this dormitory facility. The goal of this project was to update seven, 90-year-old dormitories and provide the students with the modern conveniences, necessities and amenities expected with current collegiate life. Early in the design phase, SKA performed thorough reviews of the existing construction materials and overall condition of the structural and envelope components. Special inspections and observations were successful in identifying discrepancies during the construction so corrective measures could be made. Construction value $50 million. LEED Gold. Served as project manager.

As part of our small services contract, SKA assisted UNCG with making structural modifications and improvements to Taylor Theater through multiple projects. The existing orchestra pit framing that was flagged during a safety audit. SKA reviewed the safety audit concerns, assessed the current conditions, and developed a scope of work to address the safety issues. Likewise, strengthening measures and improvements were designed for the roof access and protection, for emergency shoring of the hydraulic stage and for catwalk access to production equipment for the stage. Served as project manager and structural engineer.
### E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

<table>
<thead>
<tr>
<th>12. NAME</th>
<th>13. ROLE IN THIS CONTRACT</th>
<th>14. YEARS EXPERIENCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>MELISSA WOLTER AIA, LEED AP BD+C, CDT</td>
<td>Project Manager</td>
<td>a. TOTAL 17  b. WITH CURRENT FIRM 1</td>
</tr>
</tbody>
</table>

15. FIRM NAME AND LOCATION (City and State)

Strada Architecture PLLC (Chapel Hill, NC)

16. EDUCATION (Degree and Specialization)

Bachelor of Science, Architecture  
Master of Architecture

17. CURRENT PROFESSIONAL REGISTRATION (State and Discipline)

Architecture: NC, AZ

18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)

Melissa is a trusted leader with 17 years of experience managing projects, and coordinating technical aspects throughout market sectors. She is skilled at balancing multifaceted positions as a team member, with an advanced comprehension of codes, guidelines and regulatory agencies. Flexible, adaptive, organized and a natural motivator, Melissa brings consistency and quality to all aspects of project and team management.

American Institute of Architects | NCARB Certified | LEED Accredited Professional | Construction Documents Technologist

### 19. RELEVANT PROJECTS

<table>
<thead>
<tr>
<th>(1) TITLE AND LOCATION (City and State)</th>
<th>(2) YEAR COMPLETED</th>
<th>(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE</th>
<th>(If applicable)</th>
</tr>
</thead>
</table>
| The University of North Carolina at Chapel Hill, Abernethy Hall Alterations  
Chapel Hill, North Carolina | 2020 PROFESSIONAL SERVICES | Project Manager. This project will renovate 1,600 sq. ft. of office, break-out and kitchen space into an active and vibrant environment to support the pride and culture of the University’s Latin student community. As one of UNC’s oldest buildings, hazardous materials, outdated electrical and a design focus to bring out the character of the original construction were key attributes of this project. Cost: $160,000 | TBD |
| The University of North Carolina at Chapel Hill, Emergency Operations Center Alterations  
Chapel Hill, North Carolina | 2019 2020 PROFESSIONAL SERVICES | Project Manager/Construction Administration. A 1,445 sq. ft. interior renovation for the University’s Emergency Operations Center (EOC). The project consisted of renovating an existing space to create an office suite to bring the previously dispersed EOC team into a centralized area. Included with the project is a kitchenette, maintenance provisions, storage space and ADA accommodations. Cost: $300,000 | |
| The University of North Carolina at Chapel Hill, Phillips Hall Renovation  
Chapel Hill, North Carolina | 2019 2020 PROFESSIONAL SERVICES | Project Manager/Construction Administration. This project consisted of a renovation to transform an existing underutilized storage area into a new teaching lab. The 400 sq. ft. project includes the addition of a laboratory bench and storage space as well as new program-related equipment upgrades. Phillips Hall is an aging campus building, and a critical look at existing conditions and planned future remediations consistent with the building’s FCAP report and pending renovations was critical to this project’s long-term success. Key considerations for this project included new heat loads, increased electrical needs and plumbing retrofits. Cost: $100,000 | |
| Arizona State University, Greek Leadership Village  
Tempe, Arizona | 2017 2018 PROFESSIONAL SERVICES | Specification Writer. A LEED Silver Certified, 33,000 sq. ft. Community Center designed for the use by Greek fraternities and sororities on the Arizona State University campus. With a 12,000 sq. ft. floor plate, level one has council suites and meeting spaces, as well as a small grocery/convenient store, level two has a large ballroom for formal community events and an outdoor balcony and level three has student and chapter offices. | |
| Northern Arizona University, Student & Academic Services Building  
Flagstaff, Arizona | 2014 2015 PROFESSIONAL SERVICES | Specification Writer. A 94,444 sq. ft., LEED Gold certified four-story building featuring a one-stop-shop for student services and admissions, staff offices, the Lumberjack Math Center, classrooms, meeting rooms, 162 departmental offices and 5,000 sq. ft. auditorium with seating for 154 people. | |
### E. Resumes of Key Personnel Proposed for This Contract

**Complete one Section E for each key person.**

<table>
<thead>
<tr>
<th>Name</th>
<th>Role in This Contract</th>
<th>Years Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tony Murphy</td>
<td>Senior Cost Manager</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>a. Total 31</td>
</tr>
<tr>
<td></td>
<td></td>
<td>b. With Current Firm 4</td>
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</tbody>
</table>

**Firm Name and Location (City and State)**

- Palacio Collaborative – Durham, NC

**Education (Degree and Specialization)**

- B.S. Construction Management N/A

**Other Professional Qualifications (Publications, Organizations, Training, Awards, etc.)**

Tony Murphy has worked in the Carolina region for over 30 years providing timely and accurate Construction Cost Estimating.

### 19. Relevant Projects

<table>
<thead>
<tr>
<th>(1) Title and Location (City and State)</th>
<th>(2) Year Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>University of North Carolina Tate &amp; Gate Arts Venue Greensboro, NC</td>
<td>In Progress TBD</td>
</tr>
<tr>
<td>University of North Carolina Taylor Hall Theater Renovation Greensboro, NC</td>
<td>In Progress TBD</td>
</tr>
<tr>
<td>University of North Carolina Foust Building Electrical Renovation Phase 2 Greensboro, NC</td>
<td>2021 2022</td>
</tr>
<tr>
<td>North Carolina Central University BN Duke Arts Complex Study Durham, NC</td>
<td>2021 N/A</td>
</tr>
<tr>
<td>North Carolina Museum of Art Expansion Raleigh, NC</td>
<td>2008 2010</td>
</tr>
</tbody>
</table>

**Brief Description (Brief Scope, Size, Cost, etc.) and Specific Role**

- **a.** Lead Cost Manager | 20,000 sf | $10.3M
  Provided Cost Management for a new 20,000 sf, multi-purpose cultural arts venue including flexible performance space, gallery, instructional and practice rooms, office and administrative space, a retail component, as well as underground parking to support the needs of the venue.

- **b.** Lead Cost Manager | 32,460 sf | $8.2M
  Provided Cost Management for a 32,460 sf renovation of a 3-story building with office and theatre space.

- **c.** Lead Cost Manager | 30,108 sf | $962,826
  Provided Cost Management for a 30,108 sf renovation to replace electrical systems.

- **d.** Lead Cost Manager | 84,000 sf | $48M
  Provided Cost Modeling for a 84,000 sf renovation and addition to the university arts complex.

- **e.** Lead Cost Manager | 100,000 sf | $40M
  Provided Cost Management for renovations to the existing museum and the construction of a 100,000 sf gallery building. The expansion included day-lit galleries with a public lobby, restaurant, bookshop, art storage and mechanical space.
In 2019, SKA worked with STITCH Design Shop to renovate the main lobby, bars, and kitchen areas at Hotel Roanoke & Conference Center. Design consisted of providing extensive decorative lighting and working with a kitchen equipment vendor to accommodate the new kitchens. The project scope also included converting an existing guest room into additional bathrooms and working with a landscape architect to provide patio, landscape, and site lighting for the new landscape design. Hotel Roanoke & Conference Center was built in 1882 and is on the National Register of Historic Places.
The Van Dyke Performance Space was an addition to the Greensboro Cultural Center. The addition provided a flexible performance space for Greensboro’s performing arts community. The 7,500 sf Performance Space addition included a shock-absorbing stage and seating for 300 as well as back of house dressing rooms and toilets for the performers. SKA provided engineering design and construction administration services for structural and MEPFP systems.
Continuing a long-standing client relationship dating back to 1957, SKA served as the prime designer, contract administrator, and special inspector for the two-phase Upper Concourse Expansion and Arena Enhancement project. The scope included replacement of all of the arena seats, improving site lines, and expansion of the upper concourse by 15 feet around the entire arena. In addition, the project added approximately 100 bathroom fixtures to the upper concourse and expanded the concession areas, making the upper concourse an inviting and exciting destination within the complex. The Upper Concourse toilets were expanded and ADA accessibility was improved. The expansion and renovation project, like all projects at the Coliseum, took place while the venue remained in operation. Scheduling, phasing, and coordination between all parties was critical to maintaining operation and accommodation of the variety of different performances scheduled during the construction. The work was completed in 8 months for each phase, and required multiple shifts to accommodate the event schedule and tight construction duration.

| F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM’S QUALIFICATIONS FOR THIS CONTRACT | 20. EXAMPLE PROJECT KEY NUMBER |
| (Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.) | 03 |

21. TITLE AND LOCATION (City and State) | 22. YEAR COMPLETED |
Greensboro Coliseum Concourse Expansion (Greensboro, NC) | 2012 PROFESSIONAL SERVICES |
| | 2013 CONSTRUCTION (if applicable) |

23. PROJECT OWNER’S INFORMATION |
| a. PROJECT OWNER | b. POINT OF CONTACT NAME | c. POINT OF CONTACT TELEPHONE NUMBER |
Greensboro Coliseum Complex | Michael Perdue | 336-373-2192 |

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and cost) 

25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT |
| (1) FIRM NAME | (2) FIRM LOCATION (City and State) | (3) ROLE |
| a. | Greensboro, NC | MEP Engineering Structural Engineering Project Management |
| b. | | |
| c. | | |
| d. | | |
| e. | | |
| f. | | |
SKA provided electrical, mechanical, and structural design on the new 118,000 sf, four story building. The new building includes courtrooms, judicial offices, holding cells, and administrative support areas. SKA provided the design on the complex fire alarm system which included a fire command center and secure areas.
First Presbyterian Church is one of the oldest congregations in Greensboro. The church selected SKA to design repairs for the 84-year-old facilities. The overarching goals for the design were to modernize the facilities, make the church more efficient, reduce future operating costs, and restore the historic character of the structures. SKA’s scope of work included all disciplines across the firm (structural, MEP/FP, and building envelope). Faced with unique challenges, as one would expect in a historic structure, such as: limited space, access, boiler room, and historic materials, careful attention to detail was required in both the design and construction to bring the vision to life. SKA analyzed extensive problems including deteriorated mortar joints in cast stone, sealant failures where copper flashing meets stone turrets, cracking within cast stone components, degradation of cementitious paste on cast stone components, deteriorating crockets, cracked coping stones, cracked scuppers, and cracked and deteriorating balustrades. SKA provided condition assessment, master planning, predesign, schematic design, design development and construction documents for structural, mechanical, electrical, plumbing, fire protection and building façade systems. SKA provided construction administration services for structural, mechanical, electrical, plumbing, fire protection and building façade systems including attendance of OAC meetings, regular site visits and inspections.

### 25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT

<table>
<thead>
<tr>
<th>Firm Name</th>
<th>Location</th>
<th>Role</th>
</tr>
</thead>
<tbody>
<tr>
<td>SKA</td>
<td>Greensboro, NC</td>
<td>MEP Engineering, Structural Engineering, Building Envelope Consulting</td>
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</table>
This project completed installation of a 55 bell carillon in conjunction with the repair, restoration and preservation of NC States iconic Memorial Belltower. Improvements addressed tower accessibility and use restrictions to permit installation of the clavier in the tower and occupancy of the clockworks level to accommodate playing the carillon on site. SKA design services included new mechanical and electrical systems which provided for conditioned space, lighting, new clock motor and controls.
Evansdale Crossing
West Virginia University
Morgantown, West Virginia

Campus Master Plan inspires a mixed-use “connector” building

Strada’s master plan for West Virginia University’s Evansdale Campus identified the need for a new programmatic element at the center of the campus—a “connector” building. This new building, Evansdale Crossing, sits at the critical intersection of various campus quadrants as well as the main PRT station, and was designed as both a vertical and horizontal connection across the hilly campus. This P3 project was realized through a partnership between WVU and Fresh Hospitality, combining academic classrooms and student services as well as dining options and social spaces, and it quickly became the most popular destination on campus. Along with a new building, Strada also designed the interiors for Evansdale Crossing, including a series of highly-anticipated restaurants and specialized workspaces for the Reed College of Media.

"Evansdale represents what is new and progressive about our institution." - Gordon Gee, President of WVU

<table>
<thead>
<tr>
<th>FIRM NAME</th>
<th>FIRM LOCATION</th>
<th>ROLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strada Architecture PLLC</td>
<td>Pittsburgh, PA</td>
<td>Architecture, Interior Design, Landscape Architecture</td>
</tr>
</tbody>
</table>
**Global Hub**  
*University of Pittsburgh*

*Pittsburgh, Pennsylvania*

**Offering new ways of exploring and connecting with the world.**

The University of Pittsburgh sought an inviting space that would celebrate international cultures and spark interest in connection and exploration. The underutilized location was on the first floor of Wesley W. Posvar Hall, a 1970's brutalist building on campus.

The existing space posed a circulation challenge, as it was a major through-way used to reach elevators, two department entrances, and an emergency stair. Analysis revealed the circulation paths, sightlines, and occupiable remainder. To fully incorporate the existing five-story light-well, an internal stair was added—which forged a welcome connection to the second-floor study lounge and broke the vast volume of the light-well to bring first floor spaces to a human scale. Thoughtful placement of screens and fixed furniture, alongside deliberate lighting and floor treatments shaped intimate spaces without obscuring sightlines or circulation.

Privacy needs were met through the addition of three enclosed nooks. The colors, textures, and patterns of the Global Hub are a delicate blend of international influences, giving a sense of many cultures without directly connecting to any one in particular. The interactive media wall invites users to learn more about programs that match their interests, while the two-story experience wall features abstract time displays and shows videos and information about various locations around the world. The Global Hub is a reminder of Pitt’s ever-growing international connection and an invitation to join them in their exploration.

"The Global Hub reflects the University’s innovative commitment to meeting students where they are and offering them new ways of connecting with the world.”  
- Belkys Torres, Executive Director of Global Engagement  
- University Center for International Studies (UCIS)
F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM’S QUALIFICATIONS FOR THIS CONTRACT
(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

<table>
<thead>
<tr>
<th>20. EXAMPLE PROJECT KEY #</th>
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<table>
<thead>
<tr>
<th>21. TITLE AND LOCATION (City and State)</th>
<th>22. YEAR COMPLETED</th>
</tr>
</thead>
<tbody>
<tr>
<td>LIBERTY BELL EXHIBITS</td>
<td>2003</td>
</tr>
<tr>
<td>INDEPENDENCE NATIONAL HISTORIC PARK</td>
<td>2003</td>
</tr>
<tr>
<td>Philadelphia, Pennsylvania</td>
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</table>

<table>
<thead>
<tr>
<th>23. PROJECT OWNER’S INFORMATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. PROJECT OWNER</td>
</tr>
<tr>
<td>b. POINT OF CONTACT NAME</td>
</tr>
<tr>
<td>c. POINT OF CONTACT TELEPHONE NUMBER</td>
</tr>
</tbody>
</table>

Liberty Bell Exhibits

*Independence National Historical Park*

*Philadelphia, Pennsylvania*

A place that allows the story of the Bell to unfold as the visitor moves through the gallery to reach the viewing chamber.

Each year, over a million people visit the Liberty Bell, which has evolved from a utilitarian object into a national icon and more recently, into an international symbol of freedom. The National Park Service retained the services of Strada/UJMN to design the exhibits for the new Liberty Bell Center. The exhibits offer the visitor expanded interpretation that addresses three major themes: Pennsylvania’s State House Bell, America’s Liberty Bell, and the World’s Symbol of Freedom. Befitting of the national treasure, the exhibits incorporate glass, stone, stainless steel, and porcelain enamel that reflect a sense of permanence, durability, and quality while seamlessly integrating the exhibits with the building architecture. Content is layered to accommodate a quick or extended visit, young and old, and those with special needs.

<table>
<thead>
<tr>
<th>25. FIRMS FROM SECTION C INVOLVED WITH THIS PROJECT</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. (1) FIRM NAME</td>
</tr>
<tr>
<td>(2) FIRM LOCATION (City and State)</td>
</tr>
<tr>
<td>(3) ROLE</td>
</tr>
</tbody>
</table>

STANDARD FORM 330 (REV. 8/2016)
20. EXAMPLE PROJECT KEY #

21. TITLE AND LOCATION (City and State)

2009-2014

22. YEAR COMPLETED

22009-2014

23. PROJECT OWNER’S INFORMATION

a. PROJECT OWNER
Google

b. POINT OF CONTACT NAME
Mike McManus, Project Manager

c. POINT OF CONTACT TELEPHONE NUMBER
412.394.9853

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (Include scope, size, and cost)

Google
Pittsburgh Office
Pittsburgh, Pennsylvania

An activity-based workplace design shaped by user engagement.

The design of Google’s workplace in Pittsburgh’s Bakery Square resulted from an early focus on understanding the unique culture and needs of the local Googlers (employees). Placing the users and their culture at the forefront of the process allowed the team to create a highly tailored work environment that speaks to the unique culture of this company. With a third phase completed in 2014, Strada has now designed more than 100,000 sq. ft. of office space for Google, including multiple casual venues for employees and their guests.

"Pittsburgh’s most incredible workspace? No doubt about it." - Sean Collier, Pittsburgh Magazine
### G. KEY PERSONNEL PARTICIPATION IN EXAMPLE PROJECTS

<table>
<thead>
<tr>
<th>26. NAMES OF KEY PERSONNEL (From Section E, Block 12)</th>
<th>27. ROLE IN THIS CONTRACT (From Section E, Block 13)</th>
<th>28. EXAMPLE PROJECTS LISTED IN SECTION F (Fill in &quot;Example Projects Key&quot; section below before completing table. Place 'X' under project key number for participation in same or similar role.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ron Lawrence, PE</td>
<td>Project Manager / Electrical Engineer</td>
<td>1 2 3 4 5 6 7 8 9 10</td>
</tr>
<tr>
<td>Andy Flynt, EI</td>
<td>Electrical Designer</td>
<td></td>
</tr>
<tr>
<td>Kenzie Oakes, EI</td>
<td>Electrical Designer</td>
<td></td>
</tr>
<tr>
<td>Aaron Bopp, PE, LEED AP BD+C</td>
<td>Structural Engineer</td>
<td></td>
</tr>
<tr>
<td>Melissa Wolter, AIA</td>
<td>Architect</td>
<td></td>
</tr>
<tr>
<td>Tony Murphy</td>
<td>Cost Estimator</td>
<td></td>
</tr>
</tbody>
</table>

### 29. EXAMPLE PROJECTS KEY

<table>
<thead>
<tr>
<th>NUMBER</th>
<th>TITLE OF EXAMPLE PROJECT (From Section F)</th>
<th>NUMBER</th>
<th>TITLE OF EXAMPLE PROJECT (From Section F)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Hotel Roanoke Renovation</td>
<td>6</td>
<td>NC State University Memorial Belltower Renovation</td>
</tr>
<tr>
<td>2</td>
<td>Greensboro Van Dyke Performing Arts Studio</td>
<td>7</td>
<td>West Virginia University Evansdale Crossing</td>
</tr>
<tr>
<td>3</td>
<td>Greensboro Coliseum Renovation</td>
<td>8</td>
<td>University of Pittsburgh Global Hub</td>
</tr>
<tr>
<td>4</td>
<td>Buncombe County New Courts</td>
<td>9</td>
<td>Independence National Historic Park Liberty Bell Exhibits</td>
</tr>
<tr>
<td>5</td>
<td>First Presbyterian Greensboro</td>
<td>10</td>
<td>Google Pittsburgh Office</td>
</tr>
</tbody>
</table>
About SKA Consulting Engineers, Inc.
SKA is a national, award-winning, multidisciplinary engineering firm established in 1957 and headquartered in Greensboro, North Carolina. SKA provides MEP and structural engineering services, as well as comprehensive building solutions, for clients across the United States and abroad. SKA’s discerning clients select SKA for its reputation and commitment to quality, integrity, and innovation. With six additional branch offices strategically located across the southeast, including Asheville, Charlotte, Raleigh-Durham, Wilmington, Charleston and Charlottesville. SKA successfully serves clients across a broad range of market sectors, including: education, sports and recreation, commercial, healthcare, industrial, structured parking, and places of worship.

Select Design Awards

Honors and Awards – Firm Specific
2017 Best Places to Work
2017 Fast 50 Company
Atlanta Urban Design Award (Southern Education Foundation)
2007-2018 No. 1 on Top Engineering Firms List (Triad Business Journal)
2011 Piedmont Business Ethics Award Finalist (The Society of Financial Service Professionals, Greensboro)

Honors and Awards – Project Specific
2021 Engineering News-Record Award of Merit
North Carolina State University Memorial Belltower Restoration

2019 “Excellence in Longevity of Repairs” Merit Award (ICRI)
Sound of the Sea II Concrete Repairs

2017 “Excellence in Concrete” Award (ACI Carolinas)
Mitchell Water Treatment Plant Structural Repairs & HVAC Improvement Project

2017 Project of the Year Award (ICRI – Carolinas)
Nissan Stadium Upper Deck – Concourse Waterproofing & Concrete Repairs

2017 Star Award (CPN)
PTIA Terminal Ceiling and Office Renovation Project
Union Square Campus
UNC Greensboro Leonard J. Kaplan Center for Wellness

2016 Star Award (CPN)
UNC Charlotte Holshouser Residence Hall Renovation
H. ADDITIONAL INFORMATION

30. PROVIDE ANY ADDITIONAL INFORMATION REQUESTED BY THE AGENCY. ATTACH ADDITIONAL SHEETS AS NEEDED.

2015 Project of the Year Award (International Concrete Repair Institute - Carolinas)
Dockside Condominiums Balcony and Garage Concrete Repair and Cathodic Protection

2013 Star Award (Construction Professionals Network)
UNC Greensboro “Quad”

2013 Award of Merit (International Concrete Repair Institute)
Shipyard Village Condominiums Structural and Façade Repairs

2013 Citation Award (AIA North Carolina)
Haw River State Park, ADA Improvements to Youth Conference Building and Administration Building

2012 Star Award (The Construction Professionals Network of North Carolina)
Joint School of Nanoscience and Nanoengineering, Greensboro, North Carolina

2011 Project of the Year Award (International Concrete Repair Institute – Carolinas)
Wake Forest University Baptist Medical Center Helical Ramp Repairs

2004 ICRI Honor Award for Structural and Coating Renovation
Davie Street Parking Deck, Greensboro, NC

I. AUTHORIZED REPRESENTATIVE
The foregoing is a statement of facts.

31. SIGNATURE
Ronald S. Lawrence

32. DATE
4/28/2022

33. NAME AND TITLE
Ron Lawrence, PE, Project Manager / Electrical Engineer
2a. FIRM (OR BRANCH OFFICE) NAME  
SKA Consulting Engineers, Inc.

3. YEAR ESTABLISHED  
1957

DUNS NUMBER  
067439547

2b. STREET  
7900 Triad Center Drive, Suite 200

5. OWNERSHIP  
a. TYPE  
Corporation

2c. CITY  
Greensboro

b. SMALL BUSINESS STATUS  
Yes

2d. STATE  
NC

7. NAME OF FIRM  
(If block 2a is a branch office)
Sutton-Kennerly & Associates, Inc.
John V. Sutton Consulting Engineers

2e. ZIP CODE  
27409

8a. FORMER FIRM NAME(S)  
(If any)

8b. YR. ESTABLISHED  
1967

8c. DUNS NUMBER  
067439547

6a. POINT OF CONTACT NAME AND TITLE  
Ron Lawrence, PE Project Manager

6b. TELEPHONE NUMBER  
336.855.0993

6c. E-MAIL ADDRESS  
rglawrence@skaeng.com

9. EMPLOYEES BY DISCIPLINE

<table>
<thead>
<tr>
<th>a. Function Code</th>
<th>b. Discipline</th>
<th>c. No. of Employees (1) FIRM</th>
<th>c. No. of Employees (2) BRANCH</th>
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<th>b. Experience</th>
<th>c. Revenue Index Number (see below)</th>
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<tr>
<td>02</td>
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<td>4</td>
<td>9</td>
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<td>Airports; Terminals; &amp; Hangers; Freight</td>
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<td>08</td>
<td>CADD Technician</td>
<td>12</td>
<td>5</td>
<td>A11</td>
<td>Auditoriums &amp; Theatres</td>
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<td>14</td>
<td>Computer Programmer</td>
<td>3</td>
<td>3</td>
<td>B01</td>
<td>Barracks; Dormitories</td>
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<tr>
<td>21</td>
<td>Electrical Engineers</td>
<td>2</td>
<td>2</td>
<td>B02</td>
<td>Bridges</td>
<td>1</td>
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<tr>
<td>25</td>
<td>Fire Protection Engineer</td>
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<td>2</td>
<td>C06</td>
<td>Churches; Chapels</td>
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<tr>
<td>42</td>
<td>Mechanical Engineers</td>
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<td>1</td>
<td>C10</td>
<td>Commercial Building; (low rise); Shopping</td>
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<tr>
<td>57</td>
<td>Structural Engineers</td>
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<td>10</td>
<td>E02</td>
<td>Educational Facilities; Classrooms</td>
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<tr>
<td>58</td>
<td>Technician/Analyst</td>
<td>16</td>
<td>14</td>
<td>F02</td>
<td>Field Houses; Gymnasiums; Stadiums</td>
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<td></td>
<td>Building Envelope Engineers (Str)</td>
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<td>G01</td>
<td>Garages; Vehicle Maintenance Facilities;</td>
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<td></td>
<td></td>
<td>21</td>
<td>6</td>
<td>H07</td>
<td>Highways; Streets; Airfield Paving; Parking</td>
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<td></td>
<td></td>
<td>19</td>
<td>5</td>
<td>H09</td>
<td>Hospitals &amp; Medical Facilities</td>
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<td></td>
<td></td>
<td>19</td>
<td>5</td>
<td>H10</td>
<td>Hotels; Motels</td>
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<tr>
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<td></td>
<td>19</td>
<td>5</td>
<td>H11</td>
<td>Housing (Residential, Multifamily)</td>
<td>5</td>
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<tr>
<td></td>
<td></td>
<td>19</td>
<td>5</td>
<td>I01</td>
<td>Industrial Buildings; Manufacturing Plants</td>
<td>5</td>
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<tr>
<td></td>
<td></td>
<td>19</td>
<td>5</td>
<td>J01</td>
<td>Judicial and Courtroom Facilities</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>19</td>
<td>5</td>
<td>L04</td>
<td>Libraries; Museums; Galleries</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>19</td>
<td>5</td>
<td>O01</td>
<td>Office Building; Industrial Parks</td>
<td>3</td>
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<tr>
<td></td>
<td></td>
<td>19</td>
<td>5</td>
<td>P13</td>
<td>Public Safety Facilities</td>
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<td></td>
<td>19</td>
<td>5</td>
<td>R04</td>
<td>Recreational Facilities (Parks; Marinas; etc.)</td>
<td>4</td>
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<td></td>
<td></td>
<td>19</td>
<td>5</td>
<td>U03</td>
<td>Utilities (Gas and Steam)</td>
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<td></td>
<td>19</td>
<td>5</td>
<td>W01</td>
<td>Warehouses &amp; Depots</td>
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<td></td>
<td>19</td>
<td>5</td>
<td>W03</td>
<td>Water Supply; Treatment and Distribution</td>
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<td>Total</td>
<td>91</td>
<td>55</td>
<td>Total</td>
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</table>

11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>8</td>
<td>8</td>
</tr>
</tbody>
</table>

12. AUTHORIZED REPRESENTATIVE
a. SIGNATURE  
Ron Lawrence, PE Project Manager | Electrical Engineer

b. DATE  
4/28/2022

c. NAME AND TITLE

Ron Lawrence, PE Project Manager | Electrical Engineer

STANDARD FORM 330 (6/2004) PAGE 6
# ARCHITECT - ENGINEER QUALIFICATIONS

## PART II - GENERAL QUALIFICATIONS

**2a. FIRM (or Branch Office) NAME**
- Strada Architecture PLLC

**3. YEAR ESTABLISHED**
- 2000

**4. UNIQUE ENTITY IDENTIFIER**
- 00-981-8167

**2b. STREET**
- 1011 S Hamilton Road, Suite 201

**5. OWNERSHIP**
- PLLC

**2c. CITY**
- Chapel Hill

**6a. POINT OF CONTACT NAME AND TITLE**
- Melissa Wolter, AIA, LEED AP BD+C, CDT, Senior Associate

**2d. STATE**
- NC

**6b. TELEPHONE NUMBER**
- 919.521.8465

**2e. ZIP CODE**
- 27517

**6c. E-MAIL ADDRESS**
- mwolter@stradallc.com

**8a. FORMER FIRM NAME(S) (if any)**
- N/A

**10. PROFILE OF FIRM’S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST 5 YEARS**

<table>
<thead>
<tr>
<th>a. Function Code</th>
<th>b. Discipline</th>
<th>c. Number of Employees</th>
<th>a. Profile Code</th>
<th>b. Experience</th>
<th>c. Revenue Index Number (see below)</th>
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<tbody>
<tr>
<td>06</td>
<td>Architect</td>
<td>28</td>
<td>C10</td>
<td>Commercial Buildings (low rise); Shopping Centers</td>
<td>4</td>
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<tr>
<td>15</td>
<td>Construction Inspector</td>
<td>1</td>
<td>C11</td>
<td>Community Facilities</td>
<td>2</td>
</tr>
<tr>
<td>37</td>
<td>Interior Designer</td>
<td>7</td>
<td>D07</td>
<td>Dining Halls, Clubs, Restaurants</td>
<td>4</td>
</tr>
<tr>
<td>39</td>
<td>Landscape Architect</td>
<td>2</td>
<td>E02</td>
<td>Educational Facilities; Classrooms</td>
<td>6</td>
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<tr>
<td>47</td>
<td>Planner: Urban/Regional</td>
<td>2</td>
<td>F02</td>
<td>Field Houses; Gyms; Stadiums</td>
<td>1</td>
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<tr>
<td>56</td>
<td>Specifications Writer</td>
<td>1</td>
<td>G01</td>
<td>Garages; Vehicle Maintenance Facilities; Parking Decks</td>
<td>1</td>
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<tr>
<td>02</td>
<td>Administrative</td>
<td>6</td>
<td>G06</td>
<td>Graphic Design</td>
<td>1</td>
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<td>06</td>
<td>Graphic Designer</td>
<td>2</td>
<td>H06</td>
<td>Highrise; Air-Rights-Type Buildings</td>
<td>6</td>
</tr>
<tr>
<td>02</td>
<td>Housing (Residential, Multi-Family; Apartments; Condos)</td>
<td>4</td>
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<tr>
<td>05</td>
<td>Interior Design, Space Planning</td>
<td>5</td>
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<td>01</td>
<td>Laboratories; Medical Research Facilities</td>
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<td>03</td>
<td>Landscape Architecture</td>
<td>3</td>
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<td>04</td>
<td>Libraries; Museums; Galleries</td>
<td>2</td>
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<td>01</td>
<td>Office Buildings; Industrial Parks</td>
<td>6</td>
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<td>05</td>
<td>Planning (Community, Regional, Areawide &amp; State)</td>
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<tr>
<td>08</td>
<td>Research Facilities</td>
<td>4</td>
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<tr>
<td>08</td>
<td>Special Environments; Clean Rooms, Etc.</td>
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<td>11</td>
<td>Sustainable Design</td>
<td>3</td>
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<tr>
<td>02</td>
<td>Urban Renewal, Community Development</td>
<td>4</td>
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<td><strong>Total</strong></td>
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<td><strong>49</strong></td>
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</table>

**11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS**

| a. Federal Work | 3 |
| b. Non-Federal Work | 8 |
| **c. Total Work** | **8** |

**PROFESSIONAL SERVICES REVENUE INDEX NUMBER**

| 1. Less than $100,000 | 6. $2 million to less than $5 million |
| 2. $100,000 to less than $250,000 | 7. $5 million to less than $10 million |
| 3. $250,000 to less than $500,000 | 8. $10 million to less than $25 million |
| 4. $500,000 to less than $1 million | 9. $25 million to less than $50 million |
| 5. $1 million to less than $2 million | 10. $50 million or greater |

**12. AUTHORIZED REPRESENTATIVE**

The foregoing is a statement of facts.

**a. SIGNATURE**

[Signature]

**b. DATE**

April 28, 2022

**c. NAME AND TITLE**

Abby Mountain, AIA, LEED AP, AICP, Principal

---

STANDARD FORM 330 (REV. 8/2016)
### ARCHITECT - ENGINEER QUALIFICATIONS

#### PART II - GENERAL QUALIFICATIONS

<table>
<thead>
<tr>
<th>1. SOLICITATION NUMBER (if any)</th>
<th>3. YEAR ESTABLISHED</th>
<th>4. DUNS NUMBER</th>
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<tbody>
<tr>
<td></td>
<td>2006</td>
<td>790798081</td>
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<table>
<thead>
<tr>
<th>2a. FIRM (or branch office) NAME</th>
<th>2b. STREET</th>
<th>2c. CITY</th>
<th>2d. STATE</th>
<th>2e. ZIP</th>
<th>5. OWNERSHIP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Palacio Collaborative – Durham Office</td>
<td>4819 Emperor Blvd, Suite 400</td>
<td>Durham</td>
<td>NC</td>
<td>27703</td>
<td>S-Corporation</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>6a. POINT OF CONTACT NAME AND TITLE</th>
<th>6b. TELEPHONE NUMBER</th>
<th>6c. E-MAIL ADDRESS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tony Murphy, NC Business Director and Senior Cost Manager</td>
<td>919.605.8952</td>
<td><a href="mailto:tmurphy@palaciocollaborative.com">tmurphy@palaciocollaborative.com</a></td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>8a. FORMER FIRM NAME(s) (if any)</th>
<th>8b. YR. ESTABLISHED</th>
<th>8c. DUNS NUMBER</th>
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<tbody>
<tr>
<td>N/A</td>
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#### 9. EMPLOYEES BY DISCIPLINE

<table>
<thead>
<tr>
<th>a. Function Code</th>
<th>b. Discipline</th>
<th>c. No of Employees (1)</th>
<th>(2)</th>
<th>a. Profile Code</th>
<th>b. Experience</th>
<th>c. Revenue Index Number (see below)</th>
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<tbody>
<tr>
<td>02</td>
<td>Administrative/Operations</td>
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<td>C18</td>
<td>Cost Management/Estimating</td>
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<td>Cost Managers/Estimating</td>
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**Total**: 15

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<thead>
<tr>
<th>10. PROFILE OF FIRM’S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR THE LAST FIVE YEARS</th>
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<tr>
<td>(1) FIRM (2) BRANCH</td>
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#### 11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS (insert revenue index number shown at right)

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<thead>
<tr>
<th>12. AUTHORIZED REPRESENTATIVE (the foregoing is a statement of facts)</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. SIGNATURE</td>
</tr>
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