



WILLIAMSBURG SPORTS AND ENTERTAINMENT COMPLEX

Submitted by: MEB
January 10th, 2022
Unsolicited Conceptual PPEA Proposal

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1/10/2022

Andrew Trivette
City Manager – City of Williamsburg
Member of the Historic Triangle Recreational Authority
401 Lafayette Street
Williamsburg, VA 23185

Re: Unsolicited PPEA Proposal for the Williamsburg Sports & Entertainment Complex

Historic Triangle Recreational Authority Members,

Our behalf of our team, we would like to provide the following PPEA proposal that provides a basic overview of our team's vision for a sports and entertainment complex in the Williamsburg Region, with the center piece of development being an indoor sports and events center . The package has been developed from months of meetings, design coordination, team collaboration, research and direction from experienced consultants. We are excited about the opportunity to showcase our ideas, goals and vision, because we are confident our team provides a turn key solution to the Historic Triangle Recreational Authority's (the Authority) needs and desires. The complex will be a generational tourism complex that will significantly increase visitors to the region and provide invaluable quality of life improvements for local residents for decades to come.

Our proposal includes the development, research, financing, design, construction, operation and maintenance of a state-of-the-art indoor sports and events center and other exciting projects located at the Colonial Williamsburg Visitors Center property. We have assembled a uniquely unparalleled team that will provide the Authority and region a best-in-class facility to improve quality of life for citizens, boost tourism, and drive economic impact. The venue will host:

- Weekly programming
- Local use leagues, memberships and activities
- Youth travel sports
- Championship events
- Special events – expos, conventions, conferences

Richard (Rick) E. Hibbett, Jr.
Business Development Manager
O: 757-487-5858 C: 757-650-0032
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Attachments:
Financial Statement

Members of the project team have been strategically selected to ensure that all areas of research, design, construction, operation and maintenance are performed by accomplished individuals with the relevant experience and know to deliver a landmark indoor sports and events center.

The Development will accomplish the following goals for the Authority:

- Improve quality of life for City and County residents
- Provide a safe, fun and first-class venue for residents to play, train and exercise
- Catalyst for Sports and Events Tourism
- Allow regional sports/events families to attend events close to home and not travel
- Drive economic impact by creating new jobs and drawing new visitors
- Support the local business industry and community
- Spur ancillary development that supports existing business
- Increase tourism to local attractions like Colonial Williamsburg, Jamestown Settlement, Yorktown, Busch Gardens, etc.

We greatly appreciate the opportunity to propose on this project and look forward partnering with the Authority to develop the complex. Our team stands ready to collaborate and partner with the major stakeholders by completing "The Process" to find the right solution for the Authority.



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CONFIDENTIAL/PROPRIETARY INFORMATION

The sections indicated below are Proprietary/Confidential and are exempt from public disclosure. Protection of these materials is necessary because they relate to:

- (i) trade secrets of the private entity;
- (ii) financial information of the private entity, including balance sheets and financial statements, that are not generally available to the public through regulatory disclosure or otherwise; or
- (iii) other information submitted by the private entity, where, if such information was made public prior to the execution of an Interim Agreement or a Comprehensive Agreement, the financial interest or bargaining position of the County or private entity would be adversely affected.

The MEB Design-Build Team invokes this exception in accordance with Va. Code - 2.2-3705.6(11)(b).

Section/Title	Page Number(s)	Reasons for Withholding from Disclosure
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EXECUTIVE SUMMARY

INTRODUCTION

The Greater Williamsburg Region is uniquely positioned to develop a sports and entertainment complex that would provide a significant quality of life improvement for its citizens and be the “first to market” in the nation for a state-of-art tourism venue. The Williamsburg Sports and Entertainment Complex has the potential to be a first-class complex and a best-in-class travel sports/events destination center. The citizens of the region would have access to a complex that would provide an array of community-based uses as a priority with the advantage of utilizing the facility for tourism when not being used for local-based programming. **This development would be the next in line of several successful tourism ventures including Colonial Williamsburg and Busch Gardens/Water Country, that will secure the regions economic vitality for the next 50 years!**

The development of a versatile, multi-purpose complex, that compliments the Class A facilities that already exist in the region, would transform the Williamsburg Region into a national leader in sports tourism, generating substantial economic impact by providing millions in tax revenues, increased overnight visitors and hotel room nights, create new business for existing establishments, and provide opportunity for new development. Sports and entertainment centers are unique and complex projects, that require selecting the right **PARTNERS** to provide the **PROCESS (RESEARCH, DESIGN, BUILD, OPERATE and MAINTAIN) TO FIND THE RIGHT SOLUTION** for a complex that if developed correctly, will be a major success for decades to come.

The following summary details our review of key considerations impacting overall project success, including: the process, Greater Williamsburg benefits, key facility components, growing travel sports industry, the importance of selecting the right operator and location, and the benefits of our team composition.

MAJOR HIGHLIGHTS

- Local design/build team with successful completion of similar facilities
- Proven sports and entertainment operation and promotion team members
- Clear understanding of sports and entertainment tourism
- Market and feasibility study capabilities to analyze project decisions
- Local project management team members who are a part of the community
- Full-service capabilities: design, construction, operations, promotion, etc.

THE PROCESS

We have assembled a team of industry leaders who are EXPERTS in their fields for developing sports and events centers. Our group understands that these facilities require following THE PROCESS to achieve their goals and develop a facility that meets the needs and desires of our clients, while most importantly, meeting the demands of the region and market. Our process includes:

Development – Our group provides a variety of services that assist clients in taking an idea to a reality, providing the tools, consulting and partnerships to develop best-in-class venues.

Research – Our team will continue to provide in-depth, full-serve market and feasibility studies for all aspects of the project, that include extensive analytical research to determine the right facility for our clients.

Design – Our group includes design partners that specialize in sports and events centers, who understand the key design components and programming that are based on the research provided by our studies and the needs of our clients.

Building – Our construction partners provide design-build and construction management services that put the builder, designer, and consultants on the same team from the “idea” phase, ensuring that the venue is designed and built in the most efficient manner possible, both from a constructability and economic standpoint.

Marketing/Sales - Our team can provide venue marketing and sales services to assist the Authority in booking the venues, attending conferences, and helping establish the complex as a national leader. The team would be focused on marketing the complex without having conflicting facilities, providing the Authority a partner that will work for the success of Williamsburg!

Operation –Our partnership includes national leaders in the operations of indoor/outdoor sports and entertainment venues, who provide complete operation services, consulting and pre-opening services, and long-term partnerships.

Maintenance – Our operators provide full-service maintenance and building operation services, with experience maintaining some of the largest facilities in the nation.

PROCESS CASE STUDY









In 2016, the City of Virginia Beach contracted with Victus Advisors to complete a feasibility study for an indoor sports center, which provided the City with a detailed analysis, based on critical criteria, that allowed them to develop a realistic vision for their facility and market. In early 2017, our team began meeting with city officials to provide information on our vision and ideas based upon in-house research, independent studies, experience and the Victus study. In July of 2017, Virginia Beach solicited for PPEAs with a project scope and requirements developed from the Victus study, City needs and desires, and collaboration with our team. After two submissions and interviews, our team was selected to design and build the Virginia Beach Sports Center (VBSC). **The project was completed two months ahead of schedule and on-budget.** Our partners played pivotal roles in developing a facility that will be a landmark venue in the sports facility world. The VBSC is a perfect model of the process for building sports and events center facilities by research, designing and building a venue that is based on real study findings, and operating the facility for sports tourism and a citizens’ community wellness center.



GREATER WILLIAMSBURG BENEFITS

Sports and entertainment centers have the potential to bring a wide-range of far-reaching benefits for the region. These venues, when developed correctly, will positively impact all members of the community including: community citizens/groups, businesses, and government organizations. In fact, these facilities have a proven track record of providing benefits to surrounding communities, opening opportunities for collaboration! We look at how these projects can bring holistic benefits, not just a select group, which is why we stress the importance of THE PROCESS and allowing our team to develop the right solution for the Greater Williamsburg Region.

These benefits include but are not limited to:

-  COMMUNITY HEALTH AND WELLNESS
-  RECREATIONAL AND LEAGUE PLAY OPPORTUNITIES
-  SHARED-USE RESOURCES
-  SPORTS TOURISM
-  DECREASED TRAVEL FOR YOUTH TRAVEL SPORTS FAMILIES
-  TAX REVENUE
-  JOB CREATION
-  SUSTAINABLE INDUSTRIES THAT WILL BENEFIT THE WILLIAMSBURG REGION FOR YEARS TO COME

EXECUTIVE SUMMARY

THE PROJECT

Our highly qualified project team is pleased to propose a strategic partnership to develop, research, design, build, operate and maintain a highly versatile, multi-purpose, sports and entertainment complex in Williamsburg that will become a vibrant entertainment complex and a destination for travel sports and events. This facility will provide a safe, clean and fun environment for ALL Williamsburg citizens to play, exercise and improve their quality of life, while hosting hundreds of events, attracting hundreds of thousands of athletes, coaches, spectators, and building users.

Our proposal provides design for a best-in-class venues. The spaces would be utilized for a wide array of functions including:

- Youth/Adult Basketball and Volleyball
- Wrestling
- Gymnastics
- Cheer and Dance
- Martial Arts
- Fencing
- Futsal, Small Sided and Boarded Soccer
- Ping Pong
- High School Sports
- Pickleball
- Badminton
- Camps, Clinics, Showcase Events
- Convention & Convocation Events
- Graduations
- Entertainment
- Festivals
- William and Mary Programing
- Concerts & Musical Performances

The development will include amenities such as concessions and dining areas, team rooms, multi-purpose spaces, lobby space, administration offices, retractable seating, referee rooms, viewing areas, center court/stage, medical/training space, and much more. The proposed ancillary development will provide the complex with a host of events and activities that will support the indoor sports center and create self-sustained events that will increase opportunities for local use, while driving economic impact. Design and Construction is estimated to take 24 months after the necessary agreements and permits are in place.

Aligning with the Authority's goals, the Complex will:

- Provide Class-A space for community based indoor sports such as basketball & volleyball
- Provide citizens of all ages to engage in health and wellness activities
- Reduce CIP fund requirements for needed indoor recreational facilities
- Provide the Region a space for convocation events such as graduations
- Attract tournaments and events that will generate significant economic impacts
- Greatly enhance the Region's established sports tourism market
- Establish year-round tourism to increase hotel occupancy and business
- Space for expos, conferences and conventions
- Provide residents first-class entertainment amenities
- Job creation – short-term and long-term

QUALITY OF LIFE IMPROVEMENT / COMMUNITY WELLNESS

The Authority has a unique opportunity to develop a facility that meets the growing demands for its citizens and the Parks and Recreation Department. Health and wellness are a vital part of a successful community, by providing quality of life enhancements and creating healthier communities that put less strain on local resources. Promoting wellness habits by providing facilities where residents can participate in health building activities, will build stronger, healthier and happier communities. The right sports and events center will generate endless opportunities for seniors, adults, and youth to participate in sports leagues, fitness / training programs, wellness classes, and more.

Providing our community with first-class entertainment venues will enhance the lives of our residents and visitors. Our proposed development will increase the offerings to regional residents that will make the Williamsburg area an even better place to work, live, and play. Williamsburg and its surrounding areas is a wonderful place to call home and with the addition of the proposed amenities, our community will further establish itself as one of the best regions in the nation.

The proposed development will have the unique benefit of having three municipalities work together to achieve great advancements for their citizens, while significantly reducing future capital improvement funds needed to keep up with future quality of life improvements for residents. This development will save the City and Counties millions of dollars by combining resources and partnering with the private sector to create a one-of-a-kind complex.

SPORTS TOURISM / ECONOMIC IMPACT

The RIGHT venue will be programmed in such a way that it will have the ability to attract sports tourism events during the times it is not being used by the community members. A typical "field-house" or local-programming facility cannot be used for sports tourism, but a center that is designed correctly, can be a hybrid center that can cater to both local and out-of-town activities. Sports tourism is a \$20 billion a year industry that is growing by 20 percent annually. Youth travel sports have become extremely popular over the last 15 years, with parents spending tens of thousands of dollars annually on their children's participation. These sports include basketball, volleyball, soccer, baseball, cheer and dance, wrestling, gymnastics, fencing, and more. Municipalities across the nation are racing to take advantage of this growing opportunity and the economic impact associated with it.

Our research and expertise with similar venues has shown that Greater Williamsburg Region is a prime location for a multi-purpose indoor center; further, its residents, and businesses would benefit greatly from developing the right venue. The Williamsburg area lacks the appropriate venue to host large travel sport events, and the Region can be first to market and alter plans for future development. The Region has the existing hospitality market, tourist attractions, and entertainment that will provide the necessary infrastructure for this venue to be successful.

Families like to take "tounacations" now, where they can attend travel sports events at or near established destination locations like Williamsburg, VA. This allows families to combine travel sports and vacations, creating an experience and atmosphere that brings events back year after year. In addition, a facility in Williamsburg will be a major benefit to the thousands of residents that currently spend thousands of dollars and hours traveling to other locations. These families could attend events in their home area, greatly reducing the need to travel.

As an experienced and local team, we know the value of the Greater Williamsburg Region – our team has the right partners, the right proposed facility, with the right consultants that will drive tourism and establish Williamsburg as a leader in the sports travel industry.

KEY POINTS



EXECUTIVE SUMMARY

THE RIGHT OPERATIONS MODEL

Selecting the right operations model is one of the most important decision the Authority will make, providing the right solution to ensure the complex's success. Our team includes operations and maintenance partners that are national leaders in their industries, with all the expertise, knowledge and understanding of managing sports and entertainment centers, to provide several operation models.

Our operating partners have decades of experience operating comparable venues. These facilities partner with local municipalities, community groups, 3rd party leagues/promoters and create in-house programming to ensure long-term success. It is vital to have operators that understand their respective markets and have the connections in the industries to develop full event calendars and maximize opportunities to generate revenue streams. **Creating a hybrid model complex that caters to local and travel events, requires experience managing both, making our operations team the right partner to assist the Authority with operating a venue that provides community and tourism opportunities.** They have a proven record of working with local stakeholder groups to develop and manage community-based programming as well as, create grass-roots activities. The success of sports and entertainment venues hinges on the ability of operators to market, attract, and manage a facility that maintains full event calendars and establishes long lasting relationships with the key players in the tourism world.

THE LOCATION

Site selection is a key to providing the best opportunity for success of the Williamsburg Sports and Entertainment Complex. Our factors for determining the right site include a variety of factors that are established by leaders in the sports and events venue consulting industry. Those factors include:

- Proximity to hospitality and dining options
- Proximity to existing development for entertainment and shopping
- Proximity to interstate and highways
- Ample space for parking and adequate traffic flows

PROJECT TEAM

Success in this endeavor requires the selection of an experienced team, who is deeply familiar with the The Greater Williamsburg Region area and its culture. Our team includes firms that have had long and successful relationships in the Region. The Williamsburg Sports and Entertainment Complex will be developed by a partnership of accomplished professionals and firms with the precise combination of expertise needed to deliver a best-in-class facility that meets the goals and objectives of the Region.

The team has a history of delivering large, complex projects on-time and within budget both in Virginia and nationally, and the members have a documented history of successful collaboration on major sports-related projects.

Construction, a local Virginia construction firm with offices in Chesapeake and Rockville that has served the Mid-Atlantic region for nearly than 40 years and has a reputation for completing design-build projects, on-time, on-budget, and meeting the expectations of their clients.

Operations and Complex Promotion, sports facility and entertainment management firms that have decades of experience developing, operating, and promoting indoor/outdoor sports and events venues, that host local, regional, and national events.

Sports Management, a Virginia firm that specializes in sports management, including operations, event coordination, performance training, consulting, etc.

Design, local A/E firms that provide complete architectural and engineering services with extensive experience with sports and events facilities, including projects in the Williamsburg Area and the Design-Build of several similar venues.

Civil Design, a local engineering firm that provides civil engineering, planning, surveying, economic and land development, etc., who has a long-standing relationship with the City and has been serving the area for over 30 years.

Sports/Events Venue Consultant, a market-demand and consulting firm that provide a wide-range of services related to the research and viability of sports, events and entertainment development projects, providing objective and analytical studies that are customized and detailed to ensure project success.



1. Qualifications & Experience



TAB 1. QUALIFICATIONS AND EXPERIENCE

a. Structure and Management Approach

Identify the legal structure of the firm or consortium of firms making the proposal. Identify the organizational structure for the project, the management approach and how each partner and major subcontractor in the structure fits into the overall team.

DEVELOPMENT, DESIGN & CONSTRUCTION MANAGEMENT TEAM AND APPROACH

The development, research, design, construction, and operations of the project will be led by MEB as the master developer, creating a single point of contact for the Authority. MEB will contract with our proposed design partners including Clark Nexsen, Guernsey Tingle, and Timmons Group as the design team. The design team will provide programming and architectural, structural, MEP, fire protection, civil engineering, land development, and other site related services. As proposed, MEB will oversee all aspects of development through various phases by working with our preferred partners for private funded components and competitively bidding all publicly funded components. MEB has partnered with Henderson, Inc., a proven Williamsburg construction firm to support the team throughout the development process. Our team consists of proven and local team members who are committed to developing a one-of-a-kind project that will bring new improvements to our communities' way of life, by providing new living, working, and playing opportunities. The proposed development will create hundreds of new jobs, provide opportunities for new businesses, increase revenue for existing businesses, establish a new reason to visit the Williamsburg Region, and rejuvenate the love for our historical treasures. ***Our team is committed to partnering with the region leadership to make this project successful because we live, work, and play here.***

PARTNERS

MEB will provide qualified management staff to oversee development, design, construction, promotions, and operations including executive program management, project managers, quality control, field superintendent, and safety personnel. MEB is an incorporated entity in the Commonwealth of Virginia since 1982. As one of the top construction firms the Mid-Atlantic, MEB has completed several similar and related projects. MEB has a current Virginia contractor's license, in good standing with the DPOR. MEB is a SWaM-certified firm in the Commonwealth of Virginia.

Clark Nexsen will serve as the lead designer, providing architectural and engineering services. They have worked together with the design team to program the sports center and the ancillary development, and will utilize their expertise to provide a design that compliments the visions of the Williamsburg Sports and Entertainment Complex. They have an unparalleled understanding of the Southeastern Virginia area with a local office and

significant experience in sports and events center design, including the Virginia Beach Convention Center and Sports Center. Clark Nexsen is licensed in the Commonwealth of Virginia for architecture and engineering (civil, mechanical, electrical, plumbing, fire protection, structural) and is in good standing with DPOR.

Guernsey Tingle will provide architectural services for several components of the project, including the exterior design of the indoor sports and events center. With nearly 40 years of experience serving clients in the Williamsburg area, they bring an unparalleled understanding of the history and future of Williamsburg design and development. Guernsey Tingle is a licensed architectural firm in the Commonwealth of Virginia and is in good standing with DPOR.

Timmons Group will provide all civil engineering services, collaborating with Clark Nexsen and Guernsey Tingle, of whom they have a long-standing relationship with and have collaborated on dozens of projects. With over 70 years of experience, they are the go-to firm for civil engineering, bringing a wealth of experience that will prove critical in site layout and master planning. Timmons is licensed in the Commonwealth of Virginia for engineering and is in good standing with DPOR.

Henderson, Inc. will partner with MEB to provide civil and construction services on various aspects of the development. Henderson has been a go-to construction firm in the Williamsburg region since 1957. They bring a wealth of local knowledge/understanding and exceptional construction professionals that will provide our team a valued partner in accomplishing the goals and objectives of the project. Henderson is Class A Contractor in the Commonwealth of Virginia for engineering and is in good standing with DPOR.

Victus Advisors will provide our team with research and data to ensure we are developing the right project for the Williamsburg Region based on established criteria and analytics. They have completed studies across the country for similar facilities and will provide a vital role in designing a venue that will be a landmark in the Region for years to come, while making certain the facility has the best opportunity of succeeding. They will work with our other partners to provide services for venue marketing, sales, promotion, and operations.

IMGoing will serve as the operator and promotor of the outdoor and indoor music venues. They are a full-service entertainment company that provides first-class live experiences through production, booking and marketing services.

Operations - Our team can provide full-service capabilities to provide an array of operations and management services.

We are prepared to offer services for all major components of the project.



MANAGEMENT APPROACH

MEB approaches all of our projects with a “partnered-team” approach and it would be our desire to implement that strategy on this project. In our experience, partnering is a way to build a Collaborative Project-Focused Team from multiple stakeholders with shared project interests and goals. A successful partnering arrangement would promote an organized process by which issues would be resolved as a team to achieve the overall project’s success.

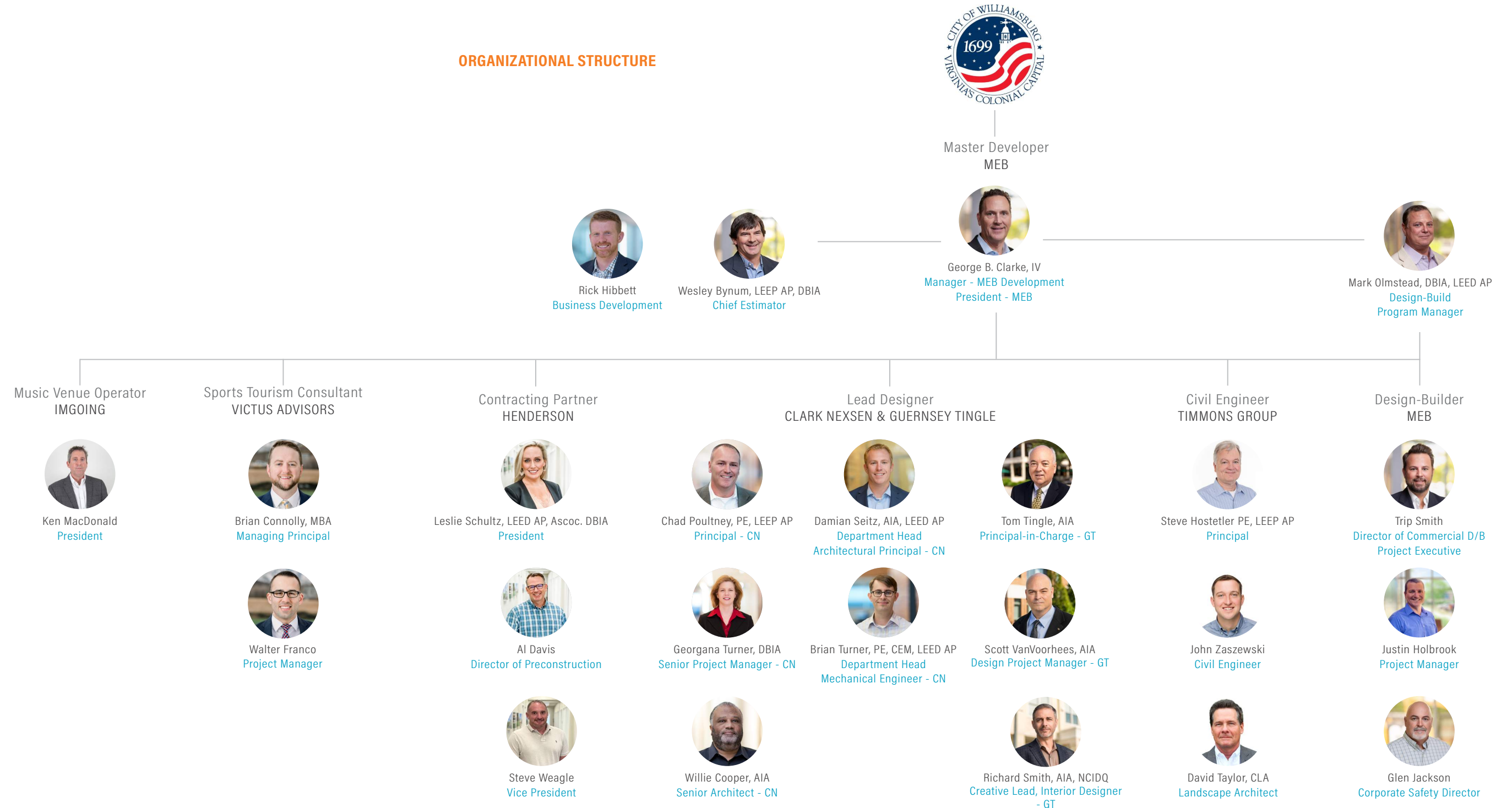
It should be noted that promoting a “partnered-team” approach to the construction effort is not a waiver of a party’s contractual rights and responsibilities. It should rather be a mechanism used to recognize and respect those rights and responsibilities and promote a willingness to work together to help all stakeholders achieve them.

Delivering a timely, zero-accident, quality project that is within budget requires a dedicated project team. The MEB Design-Build Team has, presently on staff, all members of the project team required to complete this project. These individuals are experienced construction and engineering professionals, dedicated to the concept of partnering. Partnering is a tool that, when properly applied, can create a successful stake-holder group. Furthermore, it helps everyone realize and understand that we are dependent upon one another for our mutual success.

Several benefits of effective partnering include:

- Removal of the organizational impediments to open communication and promote active listening
- Understand, appreciate and respect the goals and objectives of each team member
- Work to deliver solutions and resolve issues that are classified as “fair and reasonable” by all parties
- Deliver safe, first-class quality construction and eliminate rework by insuring all parties clearly understand the project requirements and the expectations of all team members
- Develop ways to expedite the review and approval of critical project items (ex. long lead time materials and equipment, RFI’s, etc.)
- Resolve any project roadblocks before they impact progress with an eye to maintaining or accelerating the CPM schedule
- Empower team members to solve problems at the lowest possible organizational level
- Celebrate the successes along the way and keep the partnering spirit alive throughout the construction process

ORGANIZATIONAL STRUCTURE



DESIGN / BUILD TEAM HIGHLIGHTS

VIRGINIA BEACH SPORTS CENTER

DECADES OF ALTERNATIVE DELIVERY / INTEGRATED TEAM DELIVERY EXPERIENCE - INCLUDING WORKING TOGETHER

LEAD DESIGN / BUILD FIRMS ARE LOCATED IN THE HAMPTON ROADS VIRGINIA AREA :

MEB – 4016 Holland Blvd, Chesapeake, VA
 Henderson - 5806 Mooretown Rd., Williamsburg, VA
 Clark Nexsen – 4525 Main St., 1400, Virginia Beach, VA
 Guersney Tingle - 4350 New Town Ave., 101, Williamsburg, VA
 Timmons – 11832 Rock Landing Dr., 306, Newport News, VA

MEB / CN DESIGNED AND BUILT THE VBSC

TOTAL DESIGN/BUILD TEAM SPORTS AND EVENTS CENTER EXPERIENCE IN TOTAL PROJECT COSTS OVER \$1,000,000,000

SPORTS AND ENTERTAINMENT OPERATIONS AND CONSULTING PARTNERS FOR FULL-SERVICE APPROACH

LOCAL PROJECT MANAGEMENT TEAM THAT RESIDES IN THE WILLIAMSBURG AREA

PPEA EXPERIENCE - SIGNIFICANT EXPERIENCE ON PPEA PROJECTS INCLUDING WORKING TOGETHER AS TEAMS



“It’s one of the fastest projects I’ve ever been on (Virginia Beach Sports Center).”

RON WILLIAMS, Deputy City Manager, VB

“MEB has successfully led the construction team, providing the manpower and supervision needed to ensure that work progressed as planned. When necessary, they found solutions to overcome unforeseen field issues and they consistently monitored and controlled the quality of work to meet both construction standards and our expectations.”

BRUCE THOMPSON, CEO, Gold Key

“I’ve worked with a lot of civil engineers across the country and Timmons Group is by far one of the best firms I’ve worked with...Your team’s expertise, experience and professionalism, from site selection/analysis and project design through environmental permitting were critical to the success of our project!”

BRIAN MCGEE, Group Director of Real Estate, ALDI



MEB/CLARK NEXSEN EXPERIENCE:

- + Virginia Beach Sports Center – Design/Build PPEA - \$68.8M
- + Smithfield Kinston Plant Expansion – Design/Build - \$40M
- + Smithfield North Consolidation – Design/Build - \$8.5M
- + Ocean Beach Club II – Design/Assist - \$26M
- + Hanson Pipe Chesapeake Facility – Design/Build - \$16.5M
- + Hanson Block Ashland Facility – Design/Build - \$17.5M
- + NIT North Gate Expansion – Design/Build - \$4.5M
- + MEB Headquarters Design/Build - \$4M
- + Old Dominion Crew Facility – CMAR - \$3M
- + Beachwoods Resort – Design/Assist - \$13M

TOTAL PROJECT COSTS - \$201,800,000 (Completed and Current)

MEB/TIMMONS EXPERIENCE:

- + Southampton County WWTP PPEA D/B - \$27.4M
- + Southampton Commerce and Logistics Forcemain - \$5M
- + James River Water Plant PPEA - \$13.7M
- + James River Water Authority PPEA - \$2.8M
- + Bottoms Bridge Wastewater Pump Station - \$4.4M
- + Popular Springs Wastewater Pump Station - \$2.8M

TOTAL PROJECT COSTS - \$56,100,000 (Completed and Current)

CN/TIMMONS EXPERIENCE:

- + Virginia State University Quad I Dormitory - \$23.2M
- + Virginia State University Gateway II Dormitory - \$31M
- + Virginia State University Quad II Dormitory - \$22.4M
- + Virginia State University Multipurpose Center - \$53.7M
- + John Tyler Community College Academic Building - \$22.4M
- + John Tyler Community College Parking Deck - \$5.6M
- + CMS Selwyn Elementary Renovation - \$2.6M
- + Comprehensive Campus Master Plan - \$200K
- + VCU Grace and Broad Street - \$33.2M
- + WSSU - \$15M

TOTAL PROJECT COSTS - \$209,300,000 (Completed and Current)

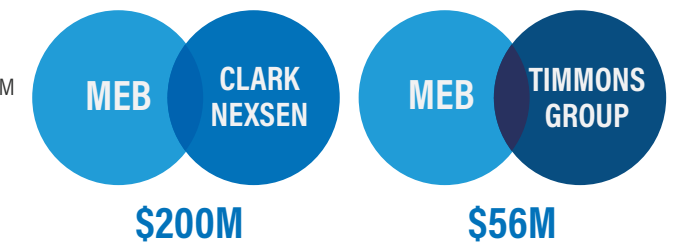
HENDERSON/GT EXPERIENCE:

- + Worked together for over 40 years
- + Over 125 projects
- + Completed dozens of design-build projects
- + Significant experience with Williamsburg, JCC, and York
- + Unparalleled experience with Colonial Williamsburg

CN/GT EXPERIENCE:

- + Worked together on several projects
- + Partnered on two projects for William and Mary

COMBINED DESIGN/BUILD EXPERIENCE



SPORTS-RELATED FACILITIES



300+ PROJECTS
\$1 BILLION IN TOTAL PROJECT COSTS



b. Experience

Describe the experience of the firm or consortium of firms making the proposal and the key principals involved in the proposed project including experience with projects of comparable size and complexity. Describe the length of time in business, business experience, public sector experience and other engagements of the firm or consortium of firms. Include the identity of any firms that will provide design, construction and completion guarantees and warranties, and a description of such guarantees and warranties.

DESIGN-BUILDER EXPERIENCE

At MEB, we provide unsurpassed value to our clients as we deliver projects that improve the environment and the communities around us. We create success through enduring, impactful relationships built on transparency, integrity, and an unwavering commitment to quality.

The Williamsburg Sports and Entertainment Complex development team led by MEB, is comprised of regional and national leaders in their respective industries. Each partner has a history of completing projects on-time and on-budget, providing high-quality services and successful track record of current pursuits. We have built our team with experts in each field including; research, development, design, construction, operation and maintenance. Our combination of local knowledge and national connections provides the team with an unmatched ability to provide the Authority and their partners with a development that ranks among the nation's best and boost the Region's ability to increase quality of life for residents and establish the Williamsburg as a leader in Sports and Events Tourism.

GUARANTEES & WARRANTIES

MEB and our designers will provide all standard construction/design warranties and guarantees.



Serving the Mid-Atlantic region for over 39 years, MEB is a full-service construction firm with offices in the Greater Richmond area and Hampton Roads. Completing over \$200M in annual revenue, the team boasts over 200 employees with project managers, estimators, superintendents, preconstruction managers, quality control and safety managers, project engineers, foremen, carpenters, and concrete utility crews. MEB provides full design-build, construction management, and general contracting services.

Our diverse portfolio includes manufacturing/industrial, corporate/government, hospitality/sports/entertainment, water/wastewater, environmental/resiliency, and fueling systems/storage projects. Our rich history with design-build projects has provided a deep understanding of pre-construction services and the importance of working in partnership to ensure the highest quality product.

MEB is a SWaM contractor and Certified Small Business in the Commonwealth of Virginia (#808758). We take great pride in partnering with SWaM and MBE business partners to develop successful projects.



50+ Projects
\$400M



4 Projects
\$130M



MARK OLMSTEAD, DBIA, LEED AP
Design-Build Program Manager

Mark is a graduate of Virginia Tech and began working at MEB in 1982 as a quality control representative on contracts for the Navy and Corps of Engineers. He served as a project manager and became a Vice President for MEB in 1994. His current duties include the oversight of project managers, estimating, scheduling, and strategic planning. Mark has completed over 50 projects with MEB and has extensive experience in municipal, commercial, industrial, specialty construction and design-build projects. **Mark led the design-build team for the Virginia Beach Sports Center.** He has an in-depth understanding of what it takes to complete successful design-build projects and has a track record of completing projects on-time and on-budget. Mark specializes in solving complex challenges and assisting clients in finding solutions.

List of Relevant Projects:

- Virginia Beach Sports Center \$68M
- Ocean Beach Club Phase III \$33.5M
- Trail of the Tiger Asia Exhibit, Va Zoo \$15.2M
- Ocean Beach Club Phase II \$26M
- Midtown Community Rec & Indoor Sports Center \$6M
- Virginia Beach Correctional Facility \$43M

MEB, DEVELOPER & DESIGN-BUILDER



RICK HIBBETT, JR, ASSOC. DBIA
Development Manager

After receiving his BS in Construction Management and minor in Business Administration from East Carolina University, Rick worked for a Virginia Beach construction firm for a year and a half before joining MEB in 2012. Rick's focus is working with clients to help define appropriate solutions to address their needs and the complexities of their projects. He keenly understands that strong relationships and carefully selected teams must be built long before groundbreaking. His experience in collaborative delivery methods like Design-Assist and Design-Build allow him to uncover efficiencies and assure project certainty. **Rick was instrumental in the development of the Virginia Beach Sports Center and has quickly become a leader in the sports and events center industry.** He will play a key role in the development, design, and construction of the Williamsburg Sports and Entertainment Complex and will ensure the project meets the goals and expectations.

Rick resides with his family in the Stonehouse community and loves calling Williamsburg home!

List of Relevant Projects:

- Virginia Beach Sports Center \$68M
- UT Athletic Research & Performance Center \$80M
- Anaheim Athletic Indoor & Outdoor Complex \$150M



TRIP SMITH, DBIA
Director of Commercial Design-Build

Trip Smith holds a Bachelor of Science in Civil Engineering from Virginia Polytechnic Institute and State University. In his more than 11 years with the MEB, Trip has been responsible for the day-to-day construction operations of a variety of local projects valued in excess of \$200M. Trip is a Designated Design-Build Professional and serves on the board of Directors for the Associated General Contractors of Virginia (AGC VA). He also served as President of the Tidewater District of AGC VA. Prior to joining MEB, Trip managed construction on numerous large-scale athletic facility projects for Turner Construction in New York City. With over 25 years of experience and his involvement as **Project Manager for the Virginia Beach Sports Center**, Trip brings a wealth of knowledge to the City of Williamsburg.

List of Relevant Projects:

- Virginia Beach Sports Center \$68M
- UT Athletic Research & Performance Center \$80M
- Anaheim Athletic Indoor & Outdoor Complex \$150M
- Ocean Beach Club II Design-Assist \$26M
- Ocean Beach Club III Design-Assist \$33.5M
- Bellevue Hospital Modernization \$145M
- Fordham University and Residence Hall \$35M
- Chrysler East Building \$55M
- US Tennis Association, Phase I and II \$127M
- Keyspan Minor League Baseball Park \$55M



JUSTIN HOLBROOK, DBIA
Project Manager

Justin Holbrook is a graduate of Brigham Young University-Idaho's Construction Management program. He was born and raised in Williamsburg, and has spent most of his professional career working in the Greater Williamsburg Region. His experience has included significant architectural construction, including large projects for Turner Construction in Dallas, Texas. Justin understands the Williamsburg construction market, and has relationships with the key subcontractors, suppliers, and local authorities. He is a leader, who has proven his ability to satisfy his clients by exceeding their expectations. Justin will oversee all MEB Construction scopes of work and coordinate with the overall project development team to ensure success.

Justin and his family reside in the City of Williamsburg and spend their time working, living, and playing in our great community.

List of Relevant Projects:

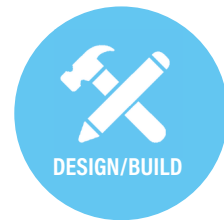
- Design-Build Gov. Warehouse 1
- Design-Build Gov. Warehouse 2 (New) <\$1M
- Hampton Goodwill Renovation \$1.4M
- Aldi Grocery - Holland Rd (New) \$2.6M
- CNU Retail Building (New) \$1.7M
- Newmarket Retail Shell (New) \$1.4M
- Great Wolf Lodge Column Replacement \$4M
- American Legion - Gloucester - Site Dev. \$1.3M
- Gov Building (New) \$4.5M
- Chanco On The James - Camp Dining & Chapel \$2.8M
- Gov. Building (Addition) \$2.8M
- Timberneck State Park (New) \$7.5M



Clark Nexsen is a fully integrated architecture and engineering firm with nearly 400 employees, 10 offices, a global reputation for excellence, and clients large and small, in markets ranging from infrastructure to K-12. Since its founding, the firm has emphasized measured growth and financial stability, strategically moving into new markets and locations to create a company that clients can rely on today and in the future.

They believe partnership — with clients, colleagues, and communities — is fundamental to the effective pursuit of transformative design. Their transdisciplinary team of planners, architects, engineers, and interior designers partners with clients to shape ideas that transform our world.

Clark Nexsen served as the A/E of Record on the Virginia Beach Sports Center.



100+ Projects
\$1.9B



7 Projects
\$560M



CHAD POULTNEY, PE, LEED AP
Principal

With 22 years of experience in the management of large, complicated projects, Chad is skilled at coordinating the efforts of various disciplines, while clearing the path for the contractor to effectively deliver the end product. He engages the community by presenting at public hearings, architectural review boards and jurisdictional approval hearings for a broad range of projects throughout the country. Through successfully navigating an array of complicated projects, Chad has developed a skill for listening to the client's needs, coupling that with the concerns of the public, and tactfully negotiating the terms and execution of projects that serve both. As Principal, Chad will represent the interests of the City to the firm. He will actively monitor all project activities to ensure quality, specifically the progress towards achieving project goals. **Chad served as Principal on the Virginia Beach Sports Center.**

List of Relevant Projects:

- Virginia Beach Sports Center
- Ferguson Headquarters 2
- Tech Center at Oyster Point
- Brooks Crossing

CLARK NEXSEN, DESIGNER



GEORGANA TURNER, PMP, DBIA
Senior Project Manager

Georgana possesses 36 years of professional experience. As Project Manager, she has worked with various building types including university, municipal and commercial facilities. She is experienced in managing large scale new construction and renovation projects and is accomplished in several different delivery methods including fast-track projects utilizing Construction Manger at Risk, Design-Build and standard Bid-Build delivery methods. She has worked closely with Facilities Management staff to ensure that their needs and design standards are met with respect to building systems selections and design and coordination with the existing infrastructure. As the Project Manager and primary point of contact, Georgana will assure that the design process is interactive and brings together the design team of architects, engineers, project stakeholders and the client's staff and users of the facility. **Georgana served as Project Manager on the Virginia Beach Sports Center.**

List of Relevant Projects:

- Virginia Beach Sports Center
- VSU Multipurpose Center
- Ferguson Headquarters 2
- Tech Center at Oyster Point



DAMIAN SIETZ, AIA
Department Head - Architecture

Damian Seitz is the architectural department head of Clark Nexsen's Virginia Beach office and has more than a decade of experience bringing innovative solutions to clients. His thoughtful approach to both design and management have made him a strong mentor and positive contributor to the firm's culture. Over the course of his career, he has contributed to projects in the commercial, federal, and healthcare markets, bringing energy and enthusiasm to all aspects of his work. Damian is very active in the design community, recently serving as the president of AIA Hampton Roads and as a board member for AIA Virginia. He was honored by the American Institute of Architects Hampton Roads Chapter with the Young Architect Award in 2016. Additionally, he has advocated for other young architects and their professional development serving on the steering committee for the Emerging Leaders in Architecture academy and helped facilitate the discussions of trends in architecture with his role as AIAHR Lunchtime Learning Series Coordinator. Locally, Damian serves on the Virginia Beach Historical Review Board helping shape and protect the city's cultural and historical districts.

List of Relevant Projects:

- Virginia Beach Sports Center
- Ocean Beach Club Phase II
- ODU Foreman Field Expansion
- Downtown Norfolk Arena, Site Analysis



WILLIE COOPER, AIA
Senior Architect

With 33 years of experience as an award winning architect, Willie has experience in managing complicated projects for corporate, government, academic, and entertainment sectors. His diverse experience centers on developing rich environments that positively impact their surrounding communities and encompasses office building design ranging from spec offices to high profile headquarters facilities. Willie has a strong working relationship with the area's premiere office building contractors, earning a reputation as a team player focused on meeting client's goals for budget, schedule, and a quality product. As Senior Architect, responsible for quality, Willie will leverage his experience to offer insight and perspective to the team during project design and detailing. Willie's diverse experience in commercial buildings will support the rest of the project team with continuous peer reviews and consultation that is indicative to our collaborative design culture and quality management plan at Clark Nexsen. Willie's drive and passion is to provide a building that is custom fit to its users and designed and crafted with the precision they expect. **Willie has designed several indoor sports centers.**

List of Relevant Projects:

- Virginia Beach Sports Center
- 4525 Main Street
- Operation Smile World Headquarters



Based in Eastern Virginia with an architectural, planning, and interior design staff of 27, GuernseyTingle is small enough to provide personal attention yet large enough to respond quickly and thoroughly. We create in a studio atmosphere to design unique facilities with architectural character that responds to the context of the particular project.

GuernseyTingle works with a variety of building types, focusing on recreation and entertainment facilities, planning, parks and recreation projects, custom residential, dining, and institutional facilities. The firm's numerous awards and publications in regional and national periodicals reflect positively on its design abilities. However, the focus of the practice is problem-solving, providing creative solutions for our client's needs.

Our projects are located throughout the Mid-Atlantic region, with most of our work within 90 minutes of Williamsburg. Current clients include the City of Williamsburg, James City County, SeaWorld Entertainment, Busch Gardens Williamsburg, Water Country USA Williamsburg, City of Hampton, United States Army Corps of Engineers, the City of Newport News, Chesterfield County, and the City of Petersburg.

GUERNSEYTINGLE, DESIGNER



THOMAS G. TINGLE, AIA
Principal in Charge

Mr. Tingle's forty-one years of experience have included responsibility for virtually all phases of architectural projects, from feasibility analysis and programming to specification writing and construction administration. He has worked directly with the City of Williamsburg on numerous projects, including the Quarterpath Recreation Center, Williamsburg Municipal Building, Williamsburg Transportation Center, and the Williamsburg Fire Station. Mr. Tingle will use this vast experience to build a collaborative working environment with the City, project stakeholders, and our team for this exciting opportunity. **Throughout his tenure as a prominent Williamsburg business owner, Tom has made it his mission to serve and give back to our community. This is evident by his years of commitment to the Greater Williamsburg Partnership, James City County Economic Development Authority, the YMCA of the Virginia Peninsula, and numerous other local civic and civil associations.**

List of Relevant Projects:

- Hampton Aquaplex, Hampton, VA, \$30M
- Quarterpath Rec Center Exp., Williamsburg, VA, \$5M
- FS #1 / EOC Replacement, Williamsburg, VA, \$13M
- Heritage Shores Golf Clubhouse, Fitness & Aquatics Center, Bridgeville, DE, \$9M
- Williamsburg Municipal Building Expansion, Williamsburg, VA, \$6M
- Busch Gardens WMBG InvadR Attraction, VA, \$10M
- SeaWorld San Antonio TX Stingray Attraction, TX, \$12M
- Northern Neck YMCA Expansion & Monroe Family Aquatics Center, Kilmarnock, VA, \$5M



SCOTT VANVOORHEES, AIA
Design Project Manager

Mr. VanVoorhees has a strong background in recreation, commercial and industrial design. Over the past twenty-nine years, his experience has ranged from construction site management to project manager and designer for various clients such as the Hampton Aquaplex, YMCA of the Virginia Peninsula, Bluegreen Resorts, College of William & Mary, Westgate Resorts, US Army Corps of Engineers, Norfolk District, James City County, and the City of Virginia Beach. **Mr. VanVoorhees has a passion for family recreation projects and has served the community by working with James City County Parks & Recreation Advisory Board as a member and past Chairman.**

List of Relevant Projects:

- Hampton Aquaplex, Hampton, VA, \$30M
- Northern Neck YMCA Expansion & Monroe Family Aquatics Center, Kilmarnock, VA, \$5M
- Westgate Resort, Williamsburg, VA, \$8M
- Rappahannock Westminster Canterbury Wellness Center, Irvington, VA, \$4.5M
- Bluegreen Patrick Henry Resort and Natatorium, Williamsburg, VA, \$10M
- Virginia Peninsula Boys & Girls Club, York River Academy, Yorktown, VA, \$2.5M
- Great Wolf Lodge Conference Center, York County, VA, \$3M



RICHARD SMITH, AIA, NCIDQ
Creative Lead, Interior Designer

Mr. Smith is responsible for Guernsey Tingle's creative design group and focuses on themed entertainment, recreational, leisure, and hospitality. For the past twenty-nine years, he's worked as both an architect and interior designer and focuses on responding to his client's needs while creating pleasing spaces that exceed expectations. Over the years, he has themed countless projects ranging from small kiosks in entertainment venues to an entire Caribbean island.

His notable local themed entertainment projects include Busch Gardens Marco Polo's Marketplace, Busch Gardens InvadR Roller Coaster, Busch Gardens Battle for Eire VR Attraction, and the Water Country USA Amphitheater.

List of Relevant Projects:

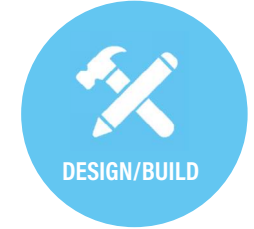
- Hampton Aquaplex, Hampton, VA, \$30M
- Busch Gardens Williamsburg InvadR Attraction, James City County, VA, \$10M
- SeaWorld San Antonio Texas Stingray Attraction, San Antonio, TX, \$12M
- Kingsmill Spa and Sports Club Renovations, James City County, VA, \$2.3M
- Rappahannock Westminster Canterbury Wellness Center, Irvington, VA, \$4.5M
- Williamsburg Municipal Building Expansion, Williamsburg, VA, \$6M
- RF Wilkinson YMCA Renovations, York County, VA, \$2M



Timmons Group is a multi-disciplined engineering and technology firm recognized for over twenty years as one of Engineering News Record's (ENR) Top 500 Design Firms in the country. They provide civil engineering, environmental, geotechnical, GIS/geospatial technology, landscape architecture and surveying services to a diverse client base. Founded in 1953, this well-established firm leads the industry with an unwavering commitment to forward thinking, innovative design and complete solutions that help clients be successful.

At Timmons Group, environmental stewardship is more than a trend; it is a philosophy that begins at home with their corporate culture and is exemplified in expert application of sustainable design principles. An active member of the US Green Building Council since 2000, Timmons Group's Leadership in Energy and Environmental Design (LEED) Accredited Professionals have been involved with numerous certified and registered projects, including the first LEED Gold certified elementary school and the first LEED certified Federal Prison.

Timmons Group's mission is "to achieve unparalleled understanding of clients, their businesses and their visions resulting in unrivaled customer service and shared success." Their market-focused organization is structured to help fulfill that mission. It allows the firm to provide clients with more than just the best engineering and professional services available, but specialized market sector expertise that enables the firm to be trusted advisors and valuable consultants from the conception of a project through its completion.



125+ Projects
\$5.1B



12 Projects
\$300M

TIMMONS, CIVIL ENGINEER



STEVE HOSTETLER, PE
Principal

Steve brings over three decades of civil engineering experience to your project. His duties include project management and coordination from inception of a preliminary plan to certification of construction completion. Steve's responsibilities relate to all phases of project development, including initial layouts, grading plans, road design, sanitary sewers, water distribution systems, fire protection, stormwater management, storm sewer systems, water quality and feasibility studies.

- List of Relevant Projects:
- VSU Multipurpose Building, Chesterfield County, VA
 - Rockingham Park at the Crossroads, Rockingham County, VA, Initial Phase
 - VCU Basketball Practice Facility, Richmond, VA
 - Warhill High School, James City County, VA (Design-Build PPEA)
 - Warhill Tract Infrastructure, James City County, VA (Design-Build PPEA)



JOHN ZASZEWSKI, PE
Civil Engineer

John has experience in all aspects of site planning which includes: site layout, grading and drainage, roadway profiling, water distribution, sanitary sewer design, pump station design, civil construction document permitting, soil erosion control, stormwater modeling, and cut and fill calculations. John is also experienced in the arena of land planning, ranging from involvement in rezonings to conditional use permits for both residential and commercial projects. Currently, John is the Group Leader for our Hampton Roads office and is directly responsible for contract writing, subconsultant coordination, including environmental and geotechnical engineering services, in-house survey coordination, project execution of civil design teams, project billing and personnel management.

- List of Relevant Projects:
- Warrior Ice Center Masterplanning - Warrior for Life Fund, Virginia Beach, VA
 - Colonial Williamsburg Site Evaluations, Colonial Williamsburg Foundation, Williamsburg, VA
 - Spotswood Development Study-Colonial Williamsburg Foundation, Williamsburg, VA
 - Spotswood Residential Development-Frye Development, Williamsburg, VA
 - Aura at Quarterpath - Bonaventure, Williamsburg, VA
 - Stonehouse Masterplanned Community, James City County, VA



DAVID TAYLOR, CLA
Landscape Architect

David Taylor brings over 36 years of expertise in land planning, urban design and landscape architecture. David brings to the firm a full complement of skills addressing the built environment's planning and design, and has performed a variety of master planning services for residential, mixed-use, commercial, active adult, and government/ institutional sites. Before joining Timmons Group, David was the Senior Planner for a regional engineering firm where he worked on numerous projects for public and private clients. He is a licensed Landscape Architect in Virginia, and is a member of Urban Land Institute (ULI). He received his Bachelor's degree from Virginia Polytechnic Institute and State University.

- List of Relevant Projects:
- Virginia Beach Arena PPEA, Virginia Beach, VA
 - Warrior Ice Center Master Planning- Warrior for Life Fund, Virginia Beach, VA
 - Colonial Williamsburg Site Evaluations, Colonial Williamsburg Foundation, Williamsburg, VA
 - Spotswood Development Study, Colonial Williamsburg Foundation, Williamsburg, VA
 - Spotswood Residential Development, Williamsburg, VA
 - Quarterpath Residential Studies, Williamsburg, VA



Founded in 1957, Henderson, Inc. is a Williamsburg, Virginia based, Class A bonded contractor with over six decades of general contracting and construction experience in the Hampton Roads area and the Mid-Atlantic Region. Henderson specializes in new construction, renovations, additions, and site development projects – including commercial, hospitality, industrial, retail, recreational, manufacturing, religious, financial, education, entertainment, historical, medical and mixed-use. Our experience includes projects for public, private, and government sector clients. We approach every project with a commitment to our core values of integrity, quality, relationships and safety.



LESLIE SHULTZ, LEED AP, ASSOC DBIA
President

Leslie has decades of experience in the construction industry beginning with her three year tenure at a general contractor based out of Northern Virginia. In 2004, Leslie returned home to Williamsburg becoming the third generation of her family business, which was founded in 1957. Throughout her career, Leslie has held a variety of positions leading up to her current role as President for Henderson, Inc. As President, Leslie is responsible for the overall leadership of the firm including the development and implementation of strategies that ensure their clients the best, value-based service. Leslie's duties include overseeing and guiding the estimating and preconstruction department through design coordination, contract negotiations, accounting, and business development.

List of Relevant Projects:

- Busch Gardens Pantheon-Williamsburg, VA
- Woodhaven Expansion at Williamsburg Landing
- Williamsburg Landing Renovations, Williamsburg, VA
- High Street Apartments, Williamsburg, VA
- St. Bede Catholic Church Administration and Classroom Addition, Williamsburg, VA
- HRSD Water Quality Control Building

HENDERSON, CONTRACTOR TEAMING PARTNER



BRIAN SHULTZ, LEED AP, ASSOC DBIA
Director of Operations

As Director of Building Operations Brian oversees the daily activities of our building construction, our Special Projects, our Project Managers and our Field Superintendents. He has successfully overseen high-profile projects, both public and private with multi-phasing, LEED certification, demanding schedules, and large subcontractor bases. After graduating college and joining our company he has worked his way through multiple levels of the construction process and leadership. Starting in the labor force gave him the foundation to successfully manage our teams with the knowledge of what works to ensure project success.

List of Relevant Projects:

- The Pavilion at Williamsburg Place, Williamsburg, VA
- Williamsburg Landing Renovations, Williamsburg, VA
- The Williamsburg Resort Bldg. 600, Williamsburg, VA
- High Street Apartments, Williamsburg, VA
- Busch Gardens Pantheon - Williamsburg, VA
- LifeSpire – The Culpeper, Culpeper, VA
- LifeSpire – The Chesapeake, Newport News, VA
- Woodhaven Expansion at Williamsburg Landing



AL DAVIS
Director of Preconstruction & Development

Mr. Davis has worked within our estimating department for over two decades. During those years he has amassed a significant amount of knowledge in helping to develop successful projects. He started his construction career in the field as a laborer. This opportunity allowed him the ability to gain firsthand knowledge of construction practices and how they are realistically dealt with on the project site. Since becoming an estimator he has helped many project teams through their preconstruction phases with value engineering, alternative solutions, developer costs, and overall project costs. As Director of Preconstruction and Development he is responsible for the overall development of our preconstruction projects and leads a team of highly qualified Preconstruction Managers. He also plays an integral role in our business development and the management of our future work that supports the overall vision of our company.

List of Relevant Projects:

- Williamsburg Landing Renovations, Williamsburg, VA
- Old Point National Bank Headquarters, Hampton, VA
- Busch Gardens Pantheon-Williamsburg, VA
- Memory Care and Woodhaven Expansion at Williamsburg Landing
- HRSD Water Quality Control Building
- New Kent Fire Station #5, New Kent, VA



STEVE WEAGLE
Vice President

Steve has been in the construction industry for over two decades and has experienced multiple types of projects. His earlier years were with companies such as Branscome Incorporated and the Virginia Department of Transportation where he served in engineering and leadership roles. As part of our leadership team Steve helps lead the overall management and vision of Henderson, Inc. He supports the coordination and supervision of both our civil preconstruction department and our current projects. He oversees the scheduling, cost control, quality control and field supervision. He also plays a pivotal part of contract negotiations.

List of Relevant Projects:

- Arbordale
- Busch Gardens Pantheon - Williamsburg, VA
- Midtown Row Site Development
- New Town Williamsburg, James City County, VA
- Woodhaven Expansion at Williamsburg Landing
- Williamsburg Landing Renovations, Williamsburg, VA
- High Street Apartments, Williamsburg, VA
- HRSD Water Quality Control Building



Victus Advisors is an independently-owned and operated consulting firm headquartered in Park City, Utah. Victus was founded in 2012 by experienced sports and recreation industry consultants to serve as an objective research, analysis, and strategic planning resource to municipalities, counties, tourism promotion agencies, sports commissions, universities, and private developers nationwide. Over the past six-and-a-half years, we have rapidly grown into the respected national leader in providing objective research and trustworthy, data-driven recommendations for sports tourism facility development.

Within the past six years alone, Victus Advisors has completed relevant market, financial, and economic studies for the following types of venues:

- Youth/Amateur Sports Facilities (both Indoor & Outdoor)
- Arenas & Events Centers
- Stadiums & Ballparks
- University Sports Facilities
- Concert & Performing Arts Venues
- Other Tourism & Hospitality Venues/Attractions

Victus Advisors also specializes in venue marketing and sales. Their services include working with clients to promote, market, book, and operate indoor sports venues. These services include partners that can provide clients a strong foundation and ensure success before the venue even opens.

VICTUS ADVISORS, FEASIBILITY & MARKETING CONSULTANT



BRIAN CONNOLLY, MBA
Managing Principal

Brian founded Victus Advisors in 2012 and leads client relationship management and project planning for the firm. Brian has 16 years of experience providing market research, financial/economic analysis, and strategic planning services to a wide variety of venues, events, franchises, athletic departments, municipal governments, and tourism promotion agencies. Brian earned his B.A. in Economics from the University of Pennsylvania and an M.B.A. with a specialization in Sports Business from the W.P. Carey School of Business at Arizona State University. Brian lives in the mountain resort town of Park City, Utah, with his wife and three daughters, where they enjoy skiing in the winter and mountain biking in the summer.



WALTER FRANCO
Project Manager

Walter specializes in market research, strategic analysis, and other planning and operational consulting services on behalf of our clients. Walter is bi-lingual, and his professional experience includes projects with English-speaking groups such as MLS, Soccer United Marketing, Real Salt Lake, and University of Utah Athletics, as well as Spanish-language projects for Mexican professional soccer clubs such as Liga MX's Club Tijuana Xoloitzcuintles de Caliente and Toluca F.C. and the city of Rosarito, Mexico. Prior to joining Victus Advisors, Walter worked in corporate development for the ECHL Utah Grizzlies and the Maverick Center, a 10,000-seat hockey arena located in the suburbs of Salt Lake City. He also provided consulting services to international soccer clubs, including assisting with U.S. licensing deals and brokering friendlies in the U.S. with Major League Soccer (MLS) opponents. He is a native of San Diego, California, and currently lives in Sandy, Utah, with his wife and three daughters.



IMGOING

IMGoing Events is Virginia's premiere, live event producer. Since 2005, IMGoing Events has operated the 6,500 capacity Atlantic Union Bank Pavilion in Portsmouth, VA and since 2009 has directed the City of Virginia Beach's Beach Events resort management program. Additionally, IMGoing Events has promoted a host of concerts and festivals at venues across Virginia and throughout the United States.

With expertise in event booking, production, marketing, front-of-house management, ticket sales, patron and artist hospitality, and finance, IMGoing Events' team of accomplished, live-entertainment professionals has the experience to execute top-quality, turn-key events of any size.

IMGoing Events is led by acclaimed entertainment veteran Ken MacDonald. With over 30 years of experience, MacDonald is well regarded as an expert in amphitheater management, festival production, and event promotion. MacDonald began his career managing the 2,460 capacity Boathouse in Norfolk, VA and has managed the Virginia Beach Amphitheater in Virginia Beach, VA and the Richmond amphitheater in Richmond, VA.

As an expert in amphitheater development, MacDonald was part of the design review committee for the Jiffy Lube Live Amphitheater in Bristow, Virginia and led the design and construction project on what is now the Ting Pavilion on the Downtown Mall in Charlottesville, VA. MacDonald is currently involved in three additional amphitheater design and construction projects in the U.S.

MacDonald's major festival experience began with Bonnaroo Music Festival in 2003. In 2010, he played a pivotal role in creating and producing the Dave Matthews Band's inaugural festivals in Atlantic City, Chicago, and New York (Randall's Island & Governor's Island). Additionally, MacDonald has been involved in producing a number of festivals throughout North America including:

- Railbird in Lexington, KY
- HiJinx in Philadelphia, PA
- Bonnaroo Music and Arts Festival in Manchester, TN
- Pilgrimage Music Festival in Franklin, TN
- Other festivals in Louisville, Birmingham, Houston, Dover, Phoenix, and Denver

In 2005, IMGoing was awarded the venue operations contract for the Atlantic Union Bank Pavilion in Portsmouth, VA. IMGoing is responsible for all aspects of booking and management for the municipally-owned venue. Highlights from IMGoing Events' Tenue at the Atlantic Union Bank Pavilion include:

21 Pilots	Crosby, Stills, & Nash	Mumford & Sons
Bryan Adams	Earth, Wind & Fire	Willie Nelson
Trace Adkins	Buddy Guy	Tom Petty
Alabama	Lauryn Hill	Phish
Avett Brothers	Bruce Hornsby	Bonnie Raitt
Erykah Badu	Billy Idol	Lionel Richie
Anita Baker	Janet Jackson	Rebelution
Dierks Bently	Etta James	Jill Scott
Blackberry Smoke	Hall & Oats	Travis Scott
James Brown	Huey Lewis and the News	Soul Asylum
Zac Brown Band	Lumineers	Chris Stapleton
Celtic Women	Jason Mraz	Rod Wave
Chicago		Widespread Panic
Harry Connick Jr.		ZZ Top

IMGOING, MUSIC VENUE OPERATOR & PROMOTOR

In addition to bringing first-class performers, Atlantic Union Bank Pavilion has played host to various community events in the area including:

- Portsmouth High School graduations
- National Guard Squadron 183rd Cavalry deployment and return ceremonies
- 250th Anniversary celebration for the Norfolk Naval Shipyard
- Food and Beverage Events
- Movies in May, a free outdoor family movie series at the Atlantic Union Bank Pavilion

Beach Events is the entertainment program presented by the City of Virginia Beach and features concerts, festivals, and family activities held at the oceanfront resort area. With a wide variety of events, the Beach Events program is designed to entice visitors to the Virginia Beach oceanfront.

A mainstay of the Beach Events program is the Oceanfront Concert Series. This series features an eclectic mix of mostly free performances. Highlights of series have included national touring artists such as Chase Beckham, Blue Oyster Cult, Cracker, Pablo Cruise, Bret Dennen, Nico Moon, North Mississippi All-Stars, Soul Asylum, and Matt Stell as well as weekend festivals including the American Music Festival, Beach Music Weekend, Chalk the Walk, FunkFest, Labor Day Weekend, Mid-Atlantic Kite Festival, Monsters on the Beach monster truck competition, Totally Tribute Festival, Virginia Beach Stars and Stripes Celebration, and more.

In addition to the Oceanfront Concert Series, IMGoing Events directs the Live! On Atlantic Series. Beginning in May, through Labor Day Weekend, the wildly-popular Live! On

Atlantic program presents a variety of performances on the sidewalks of Atlantic Avenue including magicians, jugglers, musicians, costumed characters, and more.

Beyond the Atlantic Union Bank Pavilion and the Beach Events program, IMGoing Events has a successful track record in promoting high-quality events including:

- A concert for Virginia Tech featuring Dave Matthews Band, John Mayer, Phil Vasser, and Nas. The event welcomed students back to campus following the tragedy that happened at the school in April of 2007. The event was the first concert to happen in the school's 65,000 seat football stadium.
- A three-day reunion concert for the band Phish at the Hampton Coliseum in Hampton Virginia.
- Cox Charities fundraising concert with Jason Mraz.
- Basslights, a co-headline event for EDM artists Petty Lights and Bassnectar at Hampton Coliseum in Hampton, VA.
- Bass Center X and XI, a sold-out, multi-day EDM festival featuring Bassnectar.
- Navy Seal Foundation fundraising event featuring Brothers Osborne. IMGoing acted the primary consultant on the event which raised over \$300,000 for the foundation.
- Space Camp, a sold-out, multi-day EDM festival featuring GRiZ at Hampton Coliseum

Strong leadership and fiscal prudence have been hallmarks of IMGoing Events' success. While many succumbed to the hardships faced by the COVID-19 pandemic, IMGoing's financial stewardship has allowed the company to grow year-over-year and weather the storm.



KEN MACDONALD
Managing Principal

As a longtime member of the event production community, Ken has had the opportunity to promote over 1,500 live events including concerts by Dave Matthews Band, PHISH, Chris Stapleton, Twenty One Pilots, Jimmy Buffet and many more in venues ranging from nightclubs to stadiums. His career has been built on learning all facets of this industry and using this knowledge to continue to innovate, problem-solve, and be of service to artists, staffs and guests.



BOBBY MELATTI
VP Of Business Development

Bobby has been involved in the entertainment industry in Virginia since 1978 when he began his career as a part-time production manager for Cellar Door Concerts, a Washington, DC-based company. Over the course of the next three decades, he produced events from nightclub acts to the Rolling Stones. He toured with Van Halen, David Lee Roth, and Guns and Roses. He has produced events in colleges, stadiums, fields and, of course, on the beach in Virginia Beach.

VIRGINIA BEACH SPORTS CENTER VIRGINIA BEACH, VA

The Virginia Beach Sports Center is one of the nation's premier indoor sports venues. The development process started when the City contracted with Victus Advisors to complete a comprehensive feasibility study that analyzed the viability of a large indoor sports center. The study provided clear direction on site selection, building scope and operating methods, indicating a significant need and demand for an indoor sports center. Victus provided a separate study for an indoor track at the request of the CVB.

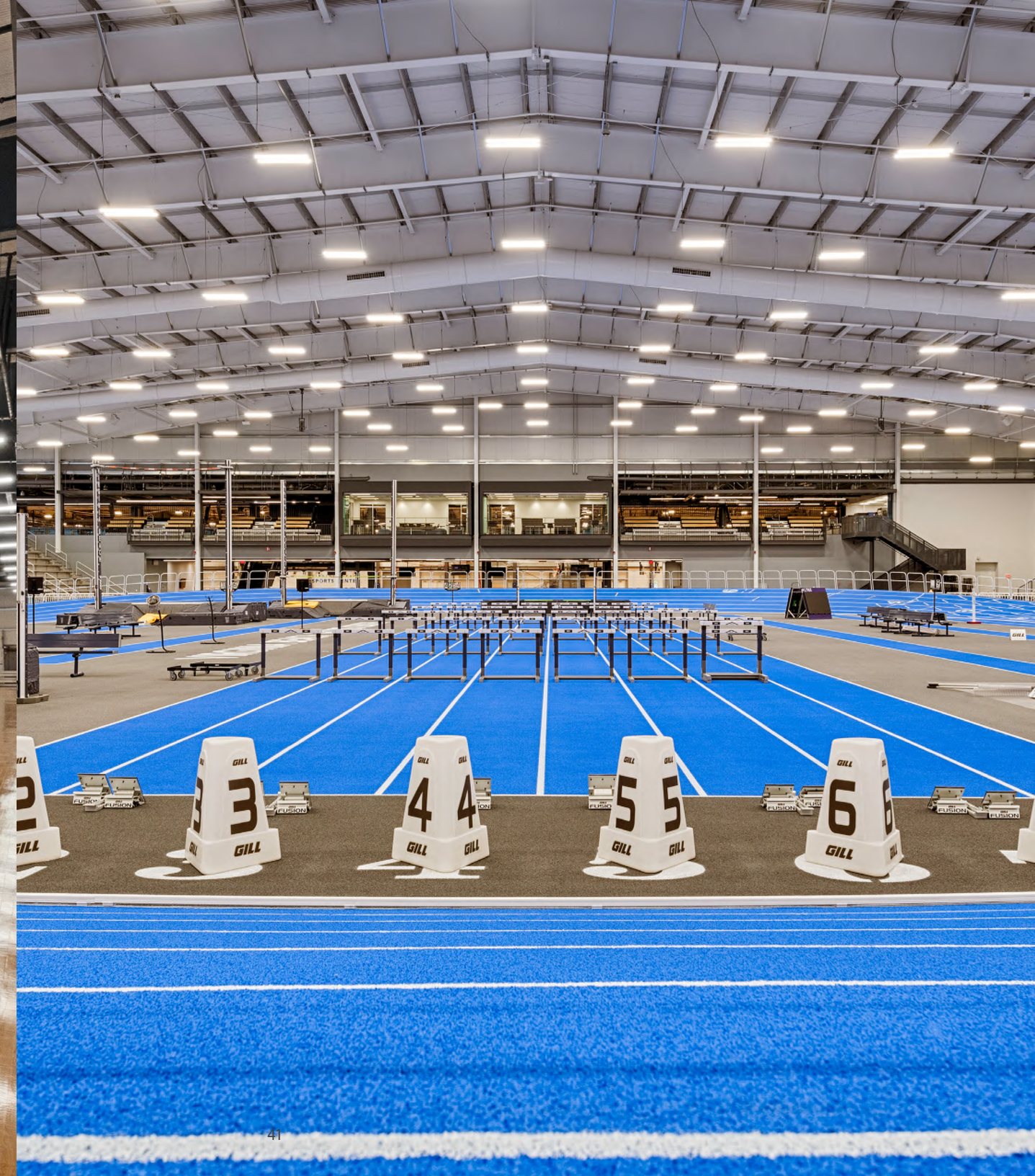
In 2016, our team began discussions with City officials about the vision for an indoor, multi-use sports and events venue in Hampton Roads. Our team had completed an independent feasibility study that concluded a strong demand for additional indoor athletic space and we determined that Virginia Beach presented the best opportunity for success. We provided conceptual floor plans, site layouts, cost estimating and out-of-the-box options that would create a state-of-the-art facility.

The City released an RFP for PPEAs, recognizing the benefits of a process that would allow the selection committee to make a best value decision, shorten development duration, and partner with a team that would assist them in finding the right solution for Virginia Beach. In January 2018, our team was selected to collaborate with the City to develop this one-of-kind sports and events venue.

The VBSC is a 285,000 SF facility with 12 basketball courts and a 200-meter indoor, hydraulically banked track. The venue has 195,000 SF of clear span, programmable space that provides the Convention and Visitors Bureau 100% flexibility with event types.

- 12 basketball courts convertible to 24 volleyball courts & 9 field hockey fields
- 200-meter indoor, hydraulically banked track for additional program space
- Full-service kitchen with serving capabilities
- Two levels for dining/café seating
- 5 large multi-purpose rooms
- Large storage spaces
- Two administrative office areas
- Ticket box
- Team Entrance
- Referee changing rooms
- First-aid/medical room
- Lobby/reception area with vendor space
- Permanent seating for 5,000 in track area
- Permanent and portable seating for 2,500 in court area
- Viewing mezzanine area
- Skybox and hospitality room
- 1200 parking spaces







THE MULTIPURPOSE CENTER AT VSU PETERSBURG, VA

Virginia State University, with its proud and storied history, has realized a dream 20 years in the making with the completion of their new, \$84-million Multipurpose Center. This facility changes the campus landscape and delivers economic and cultural promise to the village of Ettrick, the greater community of Petersburg, and the state of Virginia. As the largest capital project ever awarded to an HBCU, the Multipurpose Center presents significant academic, athletic, cultural, and entertainment opportunities to the University and its surrounding communities. A product of the deeply collaborative partnership among the school, the community, and the project team, the facility is described as "transformative to the University community" by Jane Harris, AVP of Facilities and Capital Outlay at VSU. The venue has a seating capacity of 5,100 to 6,100, making it ideally suited for athletic events, concerts, high school graduations, and other cultural events.

Home to the VSU basketball and volleyball teams, the Multipurpose Center is a physical manifestation of Trojan pride and serves as a catalyst for the revitalization of Ettrick to become a distinguished college town. As the largest arena in the area, it is intended to be a destination for public shows, meetings and events, concerts, and other cultural entertainment. Conveniently located, the Multipurpose Center is a short walk from the main campus and is also positioned for community access.

The exterior design of the facility blends the traditional aesthetic of the campus with modern elements of metal and glass, while the interior layout showcases a panoramic view of the campus from the main monumental stairway. Supporting University sustainability initiatives, the Multipurpose Center has earned LEED Silver accreditation. In addition to the horseshoe-style arena and the open-bowl design, the facility includes classrooms and offices, a fitness and wellness center, spectator suites, conference spaces, and a full-service kitchen able to accommodate 900 people.



FESTIVAL PARK PERFORMANCE PAVILION FAYETTEVILLE, NC

In spite of limited performance venues, the performing arts are alive in Fayetteville, North Carolina. A Performing Arts Master Plan and Needs Assessment, completed in 2003, indicated substantial demand for an outdoor, multi-use performance space. The Performance Pavilion provides such a venue. Additionally, it serves as a major architectural element in the overall plan of Festival Park. The site of the park is near downtown, on land owned by the City of Fayetteville.

The site of the park is near downtown, on land owned by the City of Fayetteville. The site is a decontaminated brown field used in the 1930's by a coal de-gasification operation. Clean-up was completed in 2003. The USO, an institution in any military town, was also previously located on the site.

In addition to the impact of building on a decontaminated site, other physical features influenced the design. The triangular site is bounded by a major thoroughfare, an active rail line and a two-lane city street. The site contains numerous specimen cypress trees and is bisected by a creek that is subject to flooding. The 6,000 SF pavilion, designed in collaboration with SFL+A, consists of a covered, elevated stage and back of house functions such as dressing rooms, a staging area, and electrical, mechanical, and sound equipment rooms. It is intended that, on a daily basis, the pavilion will appear more like a folly than an empty stage. To this end, the back of house functions slide to one side allowing an open view through to the backdrop of existing trees. The combination of the wooden scrim wall extending stage left and the planter and row of trees extending stage right stretches the presence of the pavilion across the end of the site.



ABBOTS CREEK COMMUNITY & INDOOR SPORTS CENTER RALEIGH, NC

To serve a rapidly growing area of the city, the Raleigh Parks and Recreation department partnered with the team to design the new, health-focused Abbotts Creek Community Center. The healthy living themed facility houses a high bay gymnasium space with supporting classrooms, fitness spaces, and staff space. Complimentary outdoor athletic and fitness spaces are also included.

The bow-trussed gym supports full-size basketball and volleyball courts, and also offers cross-courts for basketball. Support spaces consist of a multi-purpose room, associated kitchen, storage, office, and classroom to serve tracked-out students who are enrolled in year-round programs in nearby Wake County schools. A studio and fitness center, as well as spaces for staff offices and a lobby, round out the main program elements. The facility also includes shower and locker facilities, and is LEED Silver certified. The construction of the building is a structural steel frame with envelope construction consisting of a ground-face CMU veneer and metal panels. The upper level of the

gymnasium has insulated fiberglass sandwich panels with a clear insulated vision glass system. The lobby contains curtain wall construction with perforated metal screening. The building orientation maximizes daylighting on the northern and southern façades.

The site is a joint-use site in conjunction with Wake County Public Schools and Wake County Parks. It is located on the former borrow site for the now decommissioned Wake County landfill, and is part of a larger Wake County park that is master planned for the area. Construction of two multi-purpose fields are included with the community center in Phase One of the project. Future phases include construction of an additional multi-purpose field, baseball and softball fields, and a skate park.



WATAUGA COUNTY COMMUNITY RECREATION CENTER BOONE, NC

Clark Nexsen teamed with Watauga County Commissioners and staff on planning and design services for their new recreation center. We worked together to program a 100,000 sf Center to include aquatic spaces with a 6-lane competition pool and a leisure pool. The community recreation center is to include 4 full size gyms, a multipurpose studio, an events classroom, a fitness center, weight and exercise rooms, 2 birthday party rooms, and an elevated jogging track. County Parks and Recreation offices would also be located in the facility. Planned park amenities include connecting to the town of Boone greenway with continuous jogging/walking trails. Clark Nexsen architects have also provided planning services to Watauga County to assist the county in site selection for the recreation center.



BERNETT & BLANCHE MITCHUM BASKETBALL PERFORMANCE CENTER NORFOLK, VA

Old Dominion University is committed to providing state-of-the-art facilities for student athletes that support dual goals for academic and athletic success. Part of the long-term campus master plan, the new Basketball Performance Center, informally known as “the Mitch,” reflects this shared focus and prepares both the men’s and women’s Division 1 NCAA basketball programs for a bright future.

Located on a small site next to the Ted Constant Convocation Center, the desired programming called for the design team to re-imagine how these spaces could work together, ultimately delivering a remarkably comprehensive facility despite the tiny footprint. The Mitch features a dedicated strength and conditioning room, sports medicine suite with hydrotherapy pools, hydration room, film room, players’ suites, office space, a main court with three cross courts, and a shooting court.

The facility’s exterior aligns with its surrounding context, with materiality reflective of the Ted, while the Monarch Way façade is reminiscent of the mixed-use storefronts of University Village. The use of glazing supports goals for transparency on the interior of the facility, bringing natural light into the corridor and office suites. On the interior, the coaches’ offices provide direct visual connection to the practice court, promoting a collaborative environment between coaching staff and student athletes. The players’ suites offer both traditional locker room amenities as well as lounge space where players can bond over gaming consoles or focus on academics.

The Basketball Performance Center advances ODU toward its goals to attract, retain, and support the highest level of academic and athletic talent. The team partnered on the building design, sharing a vision for an environment of transparency and collaboration.

L.R. HILL SPORTS COMPLEX NORFOLK, VA

The LR Hill Sports Complex at Old Dominion University is committed to the sports performance development of ODU’s Conference USA and other affiliated conference athletic programs. Every aspect of the facility focuses on the development of the players on the field and in the classroom. The recent expansion, adding a state-of-the-art weight room and training space, supports this mission and also serves the ODU Athletic Department.

The 17,000 square foot expansion to the existing facility expands programming and features unique functions – a new sports performance training center and a spa-like football coaches’ lounge. The new football coaches’ lounge offers the additional room needed for the growing staff; modern, spa-like showering facilities; and increased lounge spaces. This move also creates the space needed for a phase two project to provide more student athlete lockers for the expanding football program. The building’s

new sports performance training center is a major highlight, complete with a weight room, cardio area, sprinting mezzanine, nutrition center, and more.

The state-of-the-art expansion adds a sports performance center that distinguishes ODU’s facilities from other conference competitors. This space supports the recruitment of talented athletes and coaches, as they see the vast possibilities for growth. The facility design also reflects ODU’s commitment to sustainability in the region, having achieved LEED Silver rating on the existing facility. The expansion is designed to achieve a LEED Silver rating as well. The additional athletic and academic space will enable our growing number of student athletes to set and reach higher goals than ever before, supporting their success both here at Old Dominion and wherever their lives take them after college.



VIRGINIA BEACH CONVENTION CENTER VIRGINIA BEACH, VA

When the city's existing meeting pavilion became too small and outdated to meet guest needs, the City of Virginia Beach partnered with the design team to design a new convention center. The resulting facility stands as a signature symbol for the city and provides three times as much space as the former pavilion, increasing potential city revenue. Due to both striking visual appeal and efficient function, the Virginia Beach Convention Center has earned multiple design awards, including the 2008 American Public Works Association National Public Works Project of the Year.

Building on our long standing relationship with Virginia Beach, Clark Nexsen's engineers collaborated closely with both SOM and PHA Lighting to deliver a well-coordinated solution. Leveraging the transparency of the building skin, the team created a dynamic, color-changing LED lighting scheme that is integrated with the architecture to create an inspirational and iconic space – both by day and night. Our electrical engineering team integrated these compelling design elements with the lighting controls, emergency lighting, and electrical power systems to ensure safe and efficient function.

Our multi-discipline engineering teams were instrumental in providing solutions throughout the facility and site. Our civil design team improved pedestrian safety with specialized crosswalks at signalized intersections and supported indoor-outdoor connectivity by weaving interior nautical themes into exterior design. Our mechanical and electrical teams focused on efficiency, controls, and standby power as they designed a 2,800 ton central chilled water plant to serve the center and an electrical system that supports more than 2.5 million watts dedicated to floor boxes, providing flexibility for various conventions.

This multi-use facility hosts dozens of sporting events annually. These events include wrestling, basketball, cheer and dance, gymnastics, fencing and more. The Convention Center hosts tens of thousands of athletes, spectators and coaches every year.



SOUTH BUILDING ENHANCEMENTS AND VET CENTER VIRGINIA BEACH, VA UNDER CONSTRUCTION

The project includes construction of a new Vet Center and enhancements to the existing South Building. The Vet Center will treat and quarantine animals and will also have a dedicated area for Vet Center Exhibits. The South Building renovation includes a more welcoming entrance, electrical/HVAC/plumbing improvements, cafe, gift store, exhibits, and exhibit play areas. Site improvements include an outdoor park with extensive exhibits, an outdoor theater, and new landscaping.



MIDTOWN COMMUNITY & INDOOR SPORTS FACILITY NEWPORT NEWS, VA

The Midtown Community and Indoor Sports Facility is a multi-sport and event venue in Newport News, VA. The facility has three (3) full size basketball courts, three (3) full size tennis courts, three (3) volleyball courts and a 50M Olympic size, aquatic center. The 80,000 SF center's amenities include; multipurpose rooms, open air pavilion, administrative offices, computer learning center and a café/restaurant with full food service capabilities. The aquatic center incorporates a 14' deep diving well with a 3 meter and (2) 1-meter diving boards, a moveable bulkhead for sectioning a variety of activities, a retractable roof for natural lighting and ventilation, and seating for 500.

The tournament quality indoor sports center, houses a full length, wood floor basketball court and volleyball court, scoreboards, encircled by a walking track as well as a performance stage and seating for 200. The 14,000 SF open air pavilion includes (2) full size basketball courts, convertible into two volleyball courts. Ranging in capacity from 30 – 80 seats, the (8) flexible use multi-purpose rooms are equipped with (2) demonstration kitchens, mirrored dance rooms, (2) mini stages, and instructional computer labs. The center hosts basketball and volleyball tournaments, local and regional swim meets, special events, including the National Senior Games and the Special Olympics.



OSMS ATHLETICS COMPLEX CHESAPEAKE, VA

This 245,000 SF state-of-the-art educational institution included an expansive and high-quality athletics complex. The competition level amenities included a full-size gymnasium with multiple basketball and volleyball courts, outdoor football and soccer stadium, softball field, baseball field, tennis courts, practice fields, locker rooms, concessions, gathering space, ticket box offices, scoreboards, sports training room, team rooms, and bleacher seating. The football stadium included a regulation 400-meter track with shot put and long jump field events. The venue has designated spaces for officials/referees. The clear span hardcourt space is utilized for an array of events including; basketball, volleyball, cheer and dance, wrestling, indoor soccer, and special events. The facility included classrooms, labs, multipurpose areas, a professional full-service kitchen and cafeteria, and outdoor recreational areas.

The new facility was constructed adjacent to the existing middle school that remained operational and required extensive scheduling and coordination to ensure limited interruptions to daily school activities. MEB generated a project specific safety plan to create a safe and healthy site for the jobsite visitors as well as the faculty, staff and students of Oscar Smith Middle School. MEB is proficient in completing projects with limited site logistics and near surrounding facilities.



FOREMAN FIELD EXPANSION & RENOVATION NORFOLK, VA

To accommodate their new Division NCAA football team, Old Dominion University partnered with the design team to design upgrades to the existing Foreman Field Stadium, including expanding seating, adding a new game day building to anchor the complex, and enhancing parking and access with a new parking garage.

Today, the upgraded stadium seats approximately 20,000 spectators, houses a visitors' locker room beneath the north end zone stands, and features a new scoreboard and sound system. The four-story game day building anchors the complex, encompassing more than 46,000 square feet and providing space for luxury suites and areas to host high school recruits. To help meet state water quality requirements, a drainage system was included beneath the new playing field, which is an AstroTurf GameDay Grass 3D field.

Clark Nexsen's civil engineers provided site layout, grading, storm and sanitary sewer design, stormwater management design, water distribution system design, and specifications. Each structure in the project is supported by precast concrete driven piles, with the 727-space contiguous parking garage constructed with prestressed, precast concrete. The new game day building is constructed with reinforced, cast-in-place concrete, and most levels are open-bay to minimize visual obstructions. Arched construction is featured on the perimeter to complement the existing Foreman Field structure.

EMBREY MILL INDOOR RECREATION CENTER STAFFORD COUNTY, VA

The community within Stafford County required the addition of an indoor recreation center to serve the active needs of an expanding community. Timmons Group provided the full site design and landscape architecture for this center. This 76,000-square-foot indoor facility includes three pools, one of which is a 50-meter, deep-water pool that is designed to attract regional swimming competitions. Other amenities include a pool designed for family activities, a therapy pool, exercise rooms, locker rooms, and aerobic and weight features. An environmentally conscious design is required to maximize the usable space within the site while preserving the surrounding wetland and forest ecotypes. Timmons Group also provided the design for an attached restroom and concession facility with access from the outdoor recreation fields.

This indoor recreation center is part of a larger vision of a 50 acre recreation site. The center will be an extension of The Park at Embrey Mill. Timmons Group's Landscape Architects developed a master plan that artfully connects the state of the art aquatic facility with The Park at Embrey Mill that includes thirteen sports fields, and parking facilities while maintaining a focus on pedestrian safety. Implementation of low impact grading strategies and the use of native plant materials aids in the integration of the site with the surrounding landscape. Timmons Group established an inviting complex with character and function by balancing the local jurisdictional requirements, short term construction hurdles, and long term maintenance demands.



VCU BASKETBALL DEVELOPMENT CENTER RICHMOND, VA

The 60,000 square foot, state of the art facility is the new home for both the men's and women's programs at VCU. The building includes practice courts for both teams, as well as locker rooms, a viewing deck, player's lounges, laundry and equipment room, video suite, and a sports medicine center that includes a hydrotherapy room. The facility is pursuing LEED Gold Certification. As part of the LEED effort, a highly efficient drip irrigation system utilizing a cistern which captures roof water was installed. The system was designed to provide water throughout the driest months without requiring a potable water backup.

The basketball facility provides the VCU basketball team with a cutting edge facility in which to practice, train and study. The building is sited on a parcel of land that previously contained two former manufacturing facilities, which were removed with the project. The facility provides new streetscaping, which includes street trees, pedestrian lighting and sidewalks, making the block more inviting and safer. Additionally, new pedestrian lighting was installed on the north side of the Siegel center. An urban bio-retention facility was installed at the corner of Norton and Marshall Streets, further enhancing the site, and providing an urban habitat for wildlife.



RICHMOND VOLLEYBALL CLUB CHESTERFIELD COUNTY, VA

With Richmond Volleyball Club growing to over 3,500 members, this new 50,000 squarefoot facility will better suit all of their needs. Located in the Stonebridge development near Midlothian Turnpike and Chippenham Parkway, the facility includes eight volleyball courts, and a mezzanine viewing area. Chesterfield's Parks and Recreation department is using 5,000 square feet of the space for its Stonebridge Recreation Center, which will host fitness classes and events for Chesterfield's senior population.

Timmons Group provided full civil engineering site design services, geotechnical, surveying, and landscape architecture services for this facility. Site plan coordination (preparation, design, submittal and approval) was completed through Chesterfield County's Fast Track process.



R.F. WILKINSON FAMILY YMCA WILLIAMSBURG, VA

The R.F. Wilkinson Family YMCA was built in 2006 and services the City of Williamsburg, York County and James City County. Henderson provided construction management services during the preconstruction process for this repeat client.

The 44,000 SF facility is of block and brick construction and it includes education and training rooms, a 6-lane pool and a 2-lane family warm pool with slide, a wellness center, a gymnasium, a group exercise studio, a community room with a kitchen, child watch rooms and 5 locker rooms.

Henderson performed all site development and utilities on the project. The 5 acre site included approximately 6,000 cubic yards of cut for fill, 6,000 SF of brick pavers, 9,000 square yards of asphalt paving, plus water line, sanitary and storm sewers.



ODU WOMEN'S CREW FACILITY NORFOLK, VA

MEB was the Construction Manager for Old Dominion University's Women's Crew Facility, constructed on the grounds of Lakewood Park in Norfolk, VA. This 2-story, 10,000 SF facility consisted of a pre-engineered metal building with locker rooms and boat storage on the first floor, and administrative offices and storage space on the second floor. Close coordination was required between MEB, ODU, and the

City of Norfolk to allow for continuous operation of Lakewood Park while demolition and construction activities took place. The scope of work included the demolition, relocation, and construction of park amenities and picnic shelters. The project was completed on-time and on-budget.



SPORTS TOURISM MARKET ANALYSIS & INDOOR SPORTS CENTER FEASIBILITY STUDY VIRGINIA BEACH, VA

In 2016-17, Victus Advisors provided the Virginia Beach CVB's sports marketing unit with analysis of the City's sports venues and sports marketing opportunities, including indoor court sports (basketball, volleyball, etc.), outdoor field sports (baseball, softball, soccer, etc.), and other participatory sporting events such as track/field, aquatics, etc.

Initially, we assessed both the local sports community and regional/national sports tourism markets to identify opportunities and strategies for increasing Virginia Beach's market potential for youth/amateur sports. Ultimately, we recommended sports facility upgrades, a new indoor sports center, public-private partnerships, sports facility operations models, sports tourism organizational structure, and sports tourism marketing/branding strategies.

Based on the market feasibility results, we subsequently developed a financial feasibility analysis and visitor economic impact projections (including hotel nights) for an indoor sports center, conducted additional market analysis related to the potential inclusion of a hydraulic indoor track, and assisted the City with evaluating private operator proposals for the facility. The Virginia Beach indoor sports center is now planned to be a 285,000 SF facility with a total construction cost in excess of \$65 million, and it is expected to open in the fall of 2020.



MARKET & FINANCIAL FEASIBILITY STUDY FOR AN ATHLETIC PERFORMANCE & RESEARCH CENTER KNOXVILLE, TN

Victus Advisors recently provided University of Tennessee with a market/financial feasibility study and site analysis/concepts for a proposed youth sports complex and sports research/performance facility at the University of Tennessee Center for Athletic Field Safety.

Our study included demographic and socioeconomic analysis, market demand analysis, comparable facility benchmarking, building program recommendations, operating estimates and financial projections, funding options analysis, economic impact estimates, site analysis, and preliminary concept designs.

The facility is envisioned (as shown in the concepts below) to be a functioning indoor/outdoor amateur sports complex, located on University property and operated by an experienced 3rd-party sports facility manager, and it will also serve as a "living lab" for university researchers to analyze field safety, bio-mechanics, athlete performance, etc.



P3 INDOOR SPORTS EVENTS CENTER - MARKET DEMAND STUDY & LOCATION ANALYSIS CELEBRATION POINTE, GAINESVILLE, FL

2018 – Victus was engaged by Alachua County, Florida (county seat: Gainesville), to prepare a market demand analysis and site options analysis for a new indoor sports events center. The results of the study envisioned that the sports events center will seat at least 3,000 spectators and be a multi-purpose, flexible, and functional space that will accommodate not just sports tourism events, but also graduations, trade shows, and expos.

2019 - Victus was engaged again by the County to analyze financial and economic factors, and to help establish a public-private partnership between the County and Celebration Pointe, a private mixed-use development that we identified as the preferred location for the long-term success of a new sports center. Victus

met with the developer to begin establishing ownership, governance, and operational parameters for the sports venue, and then Victus developed independent recommendations and estimates for facility management options, annual usage projections, facility operating pro forma, and sports tourism impacts (direct spending, total output, jobs, wages, hotel nights, and tax revenues).

2021 – In July 2021, the Alachua County Commission voted unanimously in favor of the construction of a new sports complex in Celebration Pointe, expected to open in January 2023.



INDOOR SPORTS CENTER MARKET STUDY & SPORTS TOURISM CONSULTING CITY OF WILLIAMSBURG, VA

Victus Advisors was engaged by City of Williamsburg (population: 14,954) as a sports tourism consultant, with key tasks including an update of an existing sports complex market study for a potential new indoor sports center, as well as other sports tourism recommendations, plans, and collaboration. The City of Williamsburg has been part of many years of effort and consideration regarding a regional sports facility, and in the latest step the City has awarded funds and identified a site for construction of such a facility.

In March 2021, Victus presented numerous deliverables: Updated Sports Facility Market Study, Sports Tourism Facility Recommendations, Regional Programming Plan Review, and Sports Tourism Marketing Recommendations.



UNION BANK & TRUST PAVILION PORTSMOUTH, VA

The venue produces and presents a broad spectrum of concerts and events connects audiences to the inspirational power of music and helps new generations of listeners discover the wonder of music and live performance. The venue invites audiences and artists to celebrate the joy of live music, the power of community, and the magic of the Pavilion.

The covered outdoor Pavilion is located on the banks of the Elizabeth River in downtown Portsmouth, Virginia and provides one of the best live entertainment experiences in the Hampton Roads area. It has a capacity of 6,500 people and is located directly across the Elizabeth River from downtown Norfolk.



BEACH EVENTS VIRGINIA BEACH, VA

Beach Events is the entertainment program presented by the City of Virginia Beach and features concerts, festivals, and family activities held at the oceanfront resort area. With a wide variety of events, the Beach Events program is designed to entice visitors to the Virginia Beach oceanfront.

A mainstay of the Beach Events program is the Oceanfront Concert Series. This series features an eclectic mix of mostly free performances. Highlights of series have included national touring artists such as Chase Beckham, Blue Oyster Cult, Cracker, Pablo Cruise, Bret Dennen, Nico Moon, North Mississippi All-Stars, Soul Asylum, and Matt Stell as well as weekend festivals including the American Music

Festival, Beach Music Weekend, Chalk the Walk, FunkFest, Labor Day Weekend, Mid-Atlantic Kite Festival, Monsters on the Beach monster truck competition, Totally Tribute Festival, Virginia Beach Stars and Stripes Celebration, and more.

In addition to the Oceanfront Concert Series, IMGoing Events directs the Live! On Atlantic Series. Beginning in May, through Labor Day Weekend, the wildly-popular Live! On Atlantic program presents a variety of performances on the sidewalks of Atlantic Avenue including magicians, jugglers, musicians, costumed characters, and more.



OCEAN BEACH CLUB RESORT & HOTEL PHASE II VIRGINIA BEACH, VA

Ocean Beach Club Phase II is a twenty story 127,396 SF reinforced concrete structure on concrete piles with a standing seam roof. This oceanfront high rise is enclosed in a glass curtainwall system and comprised of one, two and three bedroom apartments, as well as, luxury duplex penthouse suites. Also included are indoor & outdoor pools, game room, and an expansion of the existing Tortugas restaurant.



OCEANAIRE RESORT & HOTEL VIRGINIA BEACH, VA

Ocean Beach Club Phase 3 is a 191,000 SF, 18 story high-rise lodging facility at the ocean front in Virginia Beach. Construction includes cast in place concrete structure supported by concrete piles, exterior EFIS and glass, first floor lobby, lounge and pool and second floor conference area. The 3rd-15th floors are timeshare units and the 16th-18th floors are penthouse timeshare units.



BEACHWOODS RESORT & HOTEL KITTY HAWK, NC

Complete renovation of a Four Season Resort in the Outer Banks, NC. This project includes the renovation of the clubhouse, welcome center, fitness center, entertainment complex and aquatic center totaling over 40,000 SF. The interior pool was completely re-done, including new waterpark features. New exterior improvements included; a new outdoor pool complex, clubhouse lake area and parks. The project renovated 124 timeshare units including; drywall, ceiling, fixtures, flooring, mechanical/electrical and finishes.



FIRST FREEDOM CENTER HOTELS AND MONUMENT RICHMOND, VA

The First Freedom Center's mission is to advance the fundamental human rights of freedom of religion and freedom of conscience. Situated in downtown Richmond's historic Shockoe Slip, the First Freedom Center utilizes shared space with two hotels, showcasing a 7,000 square foot courtyard created by the U-shaped building. Timmons Group's landscape architects collaborated with PFVS Architects to create a pocket plaza which invites the public to the grand front steps of the hotel and Freedom Center while still maintaining private and flexible space for hotel visitors within the gated courtyard.

Elaborate brick edging, granite stairs, and ornamental iron fencing reinforce the historic context in the courtyard. The plaza displays vibrant native plants with foliage, scents and textures that appeal to the senses. Seat walls with raised planters, tables, chairs, and potted plants reflect the space's flexibility. All elements of the landscape design work in concert with the architecture to create a palette for the courtyard that reflects the historic character of Richmond's Shockoe Slip.



MILLER AND RHOADS CONVERSION RICHMOND, VA

Timmons Group worked in conjunction with ECI Development Services, LLC to provide civil engineering consulting for the conversion of the Miller & Rhoads Department Store into a Hilton Garden Inn Hotel. This adaptive reuse project reuses this historic department store, located at Fifth and East Broad Streets, into a mixed-use development that now includes a 240-room hotel, ground floor retail space and 110 condominium units. The design team for this project included engineers, architects, planners and landscape architects from Timmons Group, Commonwealth Architects and Historic Renovation, Inc.

Miller & Rhoads started as a dry goods store in 1885 and by 1924, occupied the block bounded by Fifth, East Broad, Sixth and Grace Streets. The department store had been vacant since its closure in 1990. This redevelopment project now provides a top-tier hotel that supports Historic Downtown Richmond's popularity as a tourist and convention destination. The condominiums also help meet demand for housing in this area of the City. The Miller & Rhoads conversion is one of many recent redevelopment projects in Downtown Richmond. Other projects on Broad Street include the Richmond City Center, the Greater Richmond Convention Center expansion, a new Federal Courts building and the Virginia Performing Arts Center.



QUIRK HOTEL CHARLOTTESVILLE VA

Timmons Group prepared civil design documents for the Quirk Hotel, located on West Main Street in Charlottesville, VA. The project included the incorporation of two historic buildings into the overall concept and layout. The hotel features 80 rooms, along with a restaurant and whiskey club. Additionally, a gallery, featuring rotating artists, will be a primary feature for guests to enjoy.

Timmons Group coordinated with the architect and landscape architect on key elements of the site, including a dining terrace and porch that is being added to one of the existing buildings. The pedestrian connectivity between West Main Street and Commerce Street was also critical to the overall design, based on the site constraints and overall project needs. Timmons Group was responsible for taking the project through the permitting process, including layout, grading, erosion and sediment control, and stormwater design.



PATRICK HENRY SQUARE
WILLIAMSBURG, VA

Situated close to historic Williamsburg, Patrick Henry square boasts studio one, two, and three bedroom accommodations and suites with full kitchens and living and dining areas. One of the new buildings was three stories with 24 units and the other had 15 units. Construction was slab on grade, wood framing, masonry, wood siding, stucco with flat room system.



GRIFFIN ARMS
WILLIAMSBURG, VA

The Griffin Arms Apartments project is located in downtown Williamsburg. The project fulfilled a goal of accomplishing the start of revitalization for the Prince George Street area. The goal was to look as though it had been standing there for years and would continue to be there for years to come. Henderson, Inc provided preconstruction services for this legacy building as well as site work and general contracting services. The 12,000 SF building houses eight apartments and 4,000 SF of retail space below. Each apartment includes three furnished private bedrooms/baths, kitchen and furnished living room with amenities such as granite countertops, all appliances, and flat-screen TV.



WEST BROAD VILLAGE HENRICO COUNTY, VA

Design of a mixed-use development situated on 115 acres in the Short Pump area of Henrico County, Virginia. Professional services for the project include engineering support for the zoning process and the civil engineering design of the site construction documents for the overall 115 acres. The project scope for the zoning includes supporting the client during the rezoning of the property to the Urban Mixed Use District, evaluating the public facilities to serve the development, analyzing the existing water and sanitary sewer utilities to serve the project and evaluating the stormwater management strategies. The project scope for developing the site construction

documents includes the design of the site layout, grading, drainage, stormwater management facilities for water quality and water quantity, sanitary sewer, domestic and fire protection water systems and erosion and sediment control. Timmons Group provided civil site design, utility design, road design, master utility planning, water modeling, grading and erosion control plans, meetings with City for plan development, due diligence, civil engineering for streetscape design, including sidewalks, crosswalks, lighting and irrigation.



ROCKETS LANDING RICHMOND, VA

Rockets Landing is located approximately one mile down river from the heart of the City of Richmond and in one of the City's oldest and most significant districts. It is a 45-acre, mixed-use urban redevelopment capturing numerous amenities into a single destination. The community incorporates various uses including residential, offices, hotel, restaurants, retail, marina and a park area along the river. The 1.5 mile stretch along the river incorporates part of the Virginia Capital Trail, which serves as a pedestrian and bike access from Williamsburg into the City to meet the Canal Walk. Although the riverfront location is a prime area for a redevelopment of this nature, the existing conditions created many challenges such as hazardous containment, several existing structures, food plain and river bank development,

existing traffic infrastructure and steep slopes. Another challenge is that the site overlaps the City of Richmond and Henrico County.

Timmons Group is working closely with the City of Richmond and Henrico County to develop a seamless transition between the areas above ground (streetscape), as well as below ground (stormwater and utility). The Boathouse at Rockett's Landing won the Best Retail and Restaurant Project at the Greater Richmond Association of Commercial Real Estate's (GRACRE) 2010 Real Estate Stars Awards Gala. The property was a former power plant once used to charge City street cars.



MEMBERS TRUST MIXED-USE DEVELOPMENT VIRGINIA BEACH, VA

MEB General Contractors constructed a Mixed Use Retail Center located at 4388 Holland Road in Virginia Beach, VA on a 2.1 acre wooded site. The 20,000 SF steel structure was constructed with masonry and aluminum with a glass facade and houses a diverse group of tenants. The anchor tenant in the building is Members Trust Credit Union and their space includes administrative office space, a lobby, and a bank with a drive thru. Other tenants include a restaurant, an optometrist, a dentist, and general business offices.



MIDTOWN SHOPPING CENTER NORFOLK, VA

This project consisted of a façade renovation of a historic shopping center located in the business district of Wards Corner in Norfolk, VA. This Enterprise Zone project included the demolition of the existing façade, a complete facade renovation, new aluminum storefronts and windows, new awnings and a new EIFS exterior veneer. The 188,00 SF shopping center is tightly situated on 5 acres with limited parking and access. MEB developed a traffic and safety plan to limit the staging of materials and provide the greatest access to tenants and patrons. MEB coordinated closely with the existing tenants to eliminate disruption to their business and ensured safety for their employees and patrons.



MARKETPLACE AT TECH CENTER NEWPORT NEWS, VA

Tech Center is a 100-acre mixed-use and research & development campus at the corner of Oyster Point Road and Jefferson Avenue in Newport News, adjacent to the Thomas Jefferson National Accelerator Facility (Jefferson Labs). The mixed-use development includes approximately 300,000 s.f. of retail, 150,000 s.f. of commercial office, up to 300 multi-family residential units, a fitness center and up to 600,000 s.f. of research space. Based on the internationally-acclaimed Virginia Tech Corporate Research Center in Blacksburg, the goal of the project is to enhance the economy of Newport News by developing a major center of entrepreneurship and employment where high-tech workers want to live, work and play.

Timmons Group has provided site/civil engineering and transportation planning services for the development of this project as well as surveying, environmental services, stormwater management plans, landscape design, roadway and traffic signal improvements, utility engineering, and the preparation of construction documents..



LYNNHAVEN STRIP CENTER VIRGINIA, VA

MEB completed a renovation and site improvements project for a Virginia Beach developer in the Lynnhaven area. This project included interior and exterior demolition, the renovation of the entire exterior facade. Tenants included Hobby Lobby, Walmart and One-Life Fitness. The project also included site improvements

such as new parking lot, resurfacing, underground utilities, site electrical and new parking lot islands. The adaptive reuse of an aging retail center has brought new development opportunities to the surrounding area and created significant economic impact and jobs.



WILLIAMSBURG MUNICIPAL BUILDING WILLIAMSBURG, VA

This project included a 16,800 square foot addition to the existing 22,800 square foot municipal building and the subsequent renovation of the existing building. The project was accomplished in phases that included the expansion of the existing parking lot, the construction of the new addition, and then the renovation of the existing building, one floor at a time. GuernseyTingle worked with the City to ensure all offices remained functioning within the facility throughout construction and fully operational.

The client desired to set an example for the community and demonstrate leadership in sustainable design with the new facility. Some of the sustainable design features include optimal energy performance of building systems, such as a geothermal HVAC system, daylighting and lighting control systems, and a 40% water use reduction through the use of high-efficiency fixtures. The project achieved LEED Silver certification.



WILLIAMSBURG TRANSPORTATION CENTER WILLIAMSBURG, VIRGINIA

GuernseyTingle and their project team produced a feasibility study for the City of Williamsburg and assisted them in obtaining grants to purchase and renovate the historic 1935 city train station. After securing funding, the project team developed documents for the building's renovation for use as a multi-modal transportation

facility. This 4,540 SF facility, located in the heart of the City, provides greatly enhanced facilities and services to the traveling public while respecting the historic fabric of the original 1935 colonial revival structure, which was significant for hosting numbers of visiting dignitaries.



WILLIAMSBURG MIDTOWN MASTER PLAN WILLIAMSBURG, VA

GuernseyTingle worked with the WPL team commissioned by Williamsburg Economic Development to re-envision Midtown as an urban community center while taking cues from past City projects and local context. WPL and GuernseyTingle paid great attention to tourism, hotels, student life, and flex and open space within the Midtown area, with ideas ranging from an entertainment venue-based concept to a traditional city grid. Concept plans included various solutions for long-term growth and community connectivity. Various ideas were incorporated into the plans and included signature

hotels, student housing, flex entertainment venues, traffic circles, roundabouts, a maker's village, and an art gateway park. With open space and trails, each plan uniquely stitched the local Arts District to existing cultural amenities on site and to a primary trail system connecting to the College of William & Mary. Economic Development used the plans and design parameters to develop relationships leading to the future development of the Midtown area.



QUARTERPATH RECREATION CENTER EXPANSION WILLIAMSBURG, VIRGINIA

Following a 1999 feasibility study, focusing on expanding the recreation center to allow for new programs and the growth of existing programs, GuernseyTingle worked with the City of Williamsburg and the Department of Recreation and Parks to renovate and design an addition to the existing building. The new addition wraps around the original gymnasium, creating a focal point at the new entrance providing visual control of the building's entry point through the reception area. The new atrium space defines a clear path of circulation in the facility and allows for

a better flow between the exercise, dance, and program spaces. The addition of a glass wall gives a better visual connection to basketball/volleyball courts, allowing for a secondary observation area for patrons. The renovations provided efficiency by adding dual-use spaces and reusing the original bathhouse structure for pool and adjacent ball field storage. The renovated and expanded 35,000 SF recreation center was constructed over a 12-month period, while the facility remained open and utilized by both staff and the public.



MONTICELLO AVENUE IMPROVEMENTS PPTA WILLIAMSBURG, VA

This project involves the improvement of Monticello Avenue from Treyburn Drive to Richmond Road and Richmond Road from Monticello Avenue to the Food Lion entrance in the City of Williamsburg. Multiple improvements are being done, all of which shall serve to complement the future Midtown Shopping Center development that will be located in the existing Williamsburg Shopping Center property.

Monticello Avenue right-of-way was widened by approximately 31' (existing right-of-way approximately 51' wide, proposed right-of-way approximately 82' wide), with a larger degree of widening being experienced on the Midtown side of the existing alignment. The extents of the proposed road widening will be from the southwestern property corner of the Midtown Shopping Center to the Monticello Avenue intersection with Richmond Road.

Additionally, two intersections will be signalized. The Monticello Avenue – Richmond Road intersection is currently signalized and will remain so, but will require signalization modifications due to additional turn lanes being added. There currently exists a signalized intersection that will be relocated and become a new intersection between the Midtown Shopping Center's College Row and Monticello Avenue, and this intersection will require signalization based on a Traffic Impact Analysis performed for the City by Kimley-Horn.

CHRISTIANA CAMPBELL'S TAVERN COLONIAL WILLIAMSBURG, VIRGINIA

Henderson performed all Construction Management services on the renovation and renewal of Christiana Campbell's Tavern, a two-story 3,434 SF wood frame tavern built in 1771 located on South Waller Street in Colonial Williamsburg.

Work included abatement of asbestos and lead paint in accordance with specifications; demolition, removal and disposal of existing mechanical and electrical equipment from each building including walls, ceilings and finishes as specified and required; installation of new mechanical, electrical, and fire protection systems in the buildings including cutting, patching, finishes and minor related architectural work as specified and required; new gas fired boilers, air handling units, ductwork to the Kitchen, new make-up unit to support new kitchen hoods, emergency generator, domestic hot water generator, new bar/service pantry

areas, new chillers, refurbish freight elevator, insulation and refurbish dumbwaiter. Site work included installation of new utilities and landscaping and painting the exterior of the Tavern.

Subcontractors used on this project included Abatement Tech., Lucas Painting, Virginia Sprinkler, Warwick Plumbing and Heating, Arc Electric, and Food Service Outfitters.

The project incorporated a fast-track design and construction, which included three months for design and six months for construction of the most involved phase. Design and construction were carried out to allow for periods of occupancy and in-service to occur between phases.



MARKET SQUARE TAVERN AND KITCHEN COLONIAL WILLIAMSBURG, VA

Henderson performed all General Contracting services on this full exterior and interior renovation and renewal of the historic Market Square Tavern and Kitchen in Colonial Williamsburg, Virginia. Market Square Tavern was first built in 1767 and was home to Thomas Jefferson during his law studies with George Wythe. Services included lead and asbestos abatement, insulation installment to increase energy efficiency, renovation of all electric and mechanical systems including demolition and replacement, life

safety systems installation including fire suppression systems, relocation of some utilities, restroom demolition and renovations, refurbished existing floors, and lighting and plumbing upgrades. Exterior finishes included structural repairs, restoration of windows, and roof shingle replacement. Work also included masonry repair (re-pointing) and lining of chimneys and fireplaces.



FAT CANARY / CHEESE SHOP RENOVATION COLONIAL WILLIAMSBURG, VA

The Fat Canary / Cheese Shop Renovation was a historic project in the heart of Colonial Williamsburg. In total, it was a 9,000 square foot renovation, which included the Cheese Shop, it's Wine Cellar and the Fat Canary Restaurant. The restaurant boasts a full commercial kitchen and had to tie back into existing mechanical, plumbing and electrical systems. A new ventilation system was installed and entire building was brought up to code.



BERRET'S TAPHOUSE GRILLE COLONIAL WILLIAMSBURG, VIRGINIA

Henderson, Inc. renovated an existing kitchen and outdoor dining facility, totaling 2,000 square feet at Berret's Taphouse Grill. The dining facility included high-end, weather-resistant finishes and furniture. The kitchen included a complete mechanical, electrical, ventilation and moisture control systems renovation which all tied into the existing restaurant systems.



WILLIAMSBURG FIRE STATION PPEA WILLIAMSBURG, VIRGINIA

GuernseyTingle is the design lead for the PPEA contract for the new 32,000 SF Williamsburg Fire/EMS Station. This facility will combine the functions of the fire/EMS station, fire administration, and the emergency operations center for the City of Williamsburg. Our design team, with our Public Safety Consultant, Stewart Cooper Newell Architects, is working closely with the City, the Police Department, and Fire/EMS Department to develop a Public Safety Needs Assessments addressing site options, budgets, and project sequencing.

During design development and into construction documents, special attention is being paid to the schedule and sequencing of demolition of the existing station to allow for the temporary relocation of Fire and EMS Services during the construction of the new building on the current site to maintain critical operations throughout. The new Fire Station will provide facilities that reflect the Department's high performance, capture Williamsburg's unique character, and contribute to the citizens' safety for decades to come.



PPEA FOR SITE IMPROVEMENTS AND INFRASTRUCTURE FOR WARHILL TRACT
JAMES CITY COUNTY, VIRGINIA

Pursuant to the requirements of Virginia's Public Private Education Facilities and Infrastructure Act (PPEA), James City County solicited proposals for a public-private partnership for the design, permitting, and construction of site improvements and off-site infrastructure at the Warhill Tract. This 588-acre site, located south of US Route 60 on Centerville Road, included the development of a proposed 1,450-student high school for Williamsburg-James City County Schools, a proposed 350,000 sf campus for Thomas Nelson Community College (TNCC) and shared access for a proposed 3,000-seat stadium at the adjacent Warhill Sports Complex.



c. Key Team Members

Provide resumes for the key individuals who will be involved in each phase of the project.

See Tab 1. Qualifications and Experience.

d. Contacts

Provide the names, addresses, telephone numbers and e-mail addresses of persons within the firm or consortium of firms who will be directly involved in the project or who may be contacted for further information.

To assure a consistent line of communication between the Williamsburg Sports and Entertainment Complex project team and the Authority, please direct all questions, comments, and requests to MEB Business Development Manager, Rick Hibbett.

Rick Hibbett
Business Development Manager
MEB
4016 Holland Blvd | Chesapeake, VA 23323
O: 757.487.5858 | M: 757.650.0032
rhibbett@meb.group

e. Financial Statement

Provide a current or most recently audited financial statement of the firm or firms and each partner with an equity interest of twenty percent (20%) or greater.

Please see Financial Statement in a separately sealed envelope, provided with the proposal package.

f. Officers and Directors

Identify the officers and directors of the firm or firms submitting the proposal.

George Clarke - President MEB
Mark Olmstead - Vice President MEB
Chad Poultney - Principal - Clark Nexsen
Thomas Tingle - President - Guernsey Tingle
Andrew Gould - Principal - Timmons Group
Leslie Schultz - President - Henderson, Inc.

g. Disqualified Individuals

Identify any persons known to the proposer who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the project pursuant to the Virginia State and Local Government Conflict of Interests Act, -2.2-3100 et seq. of the Code of Virginia.

Our team does not have any individuals who would be considered for disqualification due to conflicts of interest.



2. Project Characteristics

TAB 2. PROJECT CHARACTERISTICS

This section is proprietary/confidential and has been redacted from this copy.

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This section is proprietary/confidential and has been redacted from this copy.



TAB 2. PROJECT CHARACTERISTICS

a. Project Description

Provide a description of the project, including the conceptual design. Describe the proposed project in sufficient detail so that type and intent of the project, the location, and the communities that may be affected are clearly identified.

This section is proprietary/confidential and has been redacted from this copy.

TAB 2. PROJECT CHARACTERISTICS

b. Work Performed by the Authority

Identify and fully describe any work to be performed by the Authority.

This section is proprietary/confidential and has been redacted from this copy.



TAB 2. PROJECT CHARACTERISTICS

e. Positive Impacts

Identify the projected positive social, economic, archaeological, and environmental impacts of the project.

This section is proprietary/confidential and has been redacted from this copy.



TAB 2. PROJECT CHARACTERISTICS

f. Proposed Schedule

Identify the proposed schedule for the work on the project, including the estimated time for completion.

This section is proprietary/confidential and has been redacted from this copy.

g. Risk and Liability

Propose allocation of risk and liability for work completed beyond the agreement's completion date, and assurances for timely completion of the project.

This section is proprietary/confidential and has been redacted from this copy.

TAB 2. PROJECT CHARACTERISTICS

h. Assumptions Related to Ownership

Clearly state all assumptions related to ownership, legal liability, law enforcement, and operation of the project, and the existence of any restrictions of the City's use of the project.

This section is proprietary/confidential and has been redacted from this copy.

j. Design Standards

Describe any architectural, building, engineering, or other applicable standards that the proposed project will meet. Define applicable quality standards to be adhered to for achieving the desired project outcome(s).

This section is proprietary/confidential and has been redacted from this copy.

k. Assumptions

List any other assumptions relied on for the project to be successful.

This section is proprietary/confidential and has been redacted from this copy.

l. Contingencies

List any contingencies that must occur for the project to be successful.

This section is proprietary/confidential and has been redacted from this copy.

3. Project Financing



TAB 3. PROJECT FINANCING

a. Preliminary Estimate

Provide a preliminary estimate and estimating methodology of the cost of the work by phase, segment, or both, (e.g. design, construction, and operation).

This section is proprietary/confidential and has been redacted from this copy.



b. Development, Financing, and Operation

Submit a plan for the development, financing, and operation of the project showing the anticipated schedule on which funds will be required. Describe the anticipated costs of and proposed sources and uses of such funds, including any anticipated debt service costs. The operational plan should include appropriate staffing levels and associated costs. Include supporting due diligence studies, analyses, or reports.

This section is proprietary/confidential and has been redacted from this copy.

TAB 3. PROJECT FINANCING

c. Assumptions of Financial Elements

Include a list and discussion of assumptions underlying all major elements of the plan. Assumptions should include all significant fees associated with financing given the recommended financing approach including, but not limited to, underwriter's discount, placement agent, legal, rating agency, consultant, feasibility study, and other related fees. A complete discussion of interest rate assumptions should be included given current market conditions. Any ongoing operational fees should also be disclosed as well as any assumptions with regard to increases in such fees and any escalator provisions that will be required in the comprehensive agreement.

This section is proprietary/confidential and has been redacted from this copy.

d. Risk Factors

Identify the proposed risk factors and methods for dealing with these factors.

This section is proprietary/confidential and has been redacted from this copy.

e. Requested Local, State, or Federal Resources

Identify any local, state, or federal resources that the Proposer contemplates requesting for the project. Describe the total commitment, if any, expected from the governmental sources, including the City, and the timing of any anticipated commitment. Such disclosure should include any direct or indirect guarantees or pledges of the City's credit or revenue.

This section is proprietary/confidential and has been redacted from this copy.

f. Revenue Sources

Identify the amounts and the terms and conditions for any revenue sources, including, but not limited to financing for which the private entity has received a commitment; conditional or otherwise. Describe the nature and timing of each such commitment, both one-time and ongoing.

This section is proprietary/confidential and has been redacted from this copy.

g. Support from the City

Clearly describe the underlying support and commitment required from the City under the recommended plan of finance. Expectation with regard to the City providing its general obligation should be included. The underlying assumptions should address this need in detail.

This section is proprietary/confidential and has been redacted from this copy.

h. Disqualification

Identify any aspect of the project that could disqualify the project from obtaining tax-exempt financing.

This section is proprietary/confidential and has been redacted from this copy.

4. Project Benefit and Compatibility

TAB 4. PROJECT BENEFIT AND COMPATIBILITY

The proposed Williamsburg Sports and Entertainment Complex will be a widely successful development project for the Region, in terms of quality-of-life enhancements for the community and economic impact to local businesses driven by sports/events tourism and supported by local traffic. Sports and events tourism venues can be tremendously positive projects with significant benefits. However, as mentioned throughout our proposal, the key is making certain the project is developed the right way by partnering with industry experts who are committed to finding the right solution for each group.

Benefits and compatibility are unique to each project and must be treated as such. Our team's focus is and will be The Williamsburg Region. Our goal is to provide the citizens of the Region a best-in-class complex that improves community wellness and generates economic impact for years to come. We are confident that with our partnership, the Region can lay claim to the premier sports and entertainment complex in the Mid-Atlantic.

Models for these types of facilities vary; however, most focus their efforts towards out-of-town visitors and sports and events tourism. We see major flaws in creating a venue that is not usable by the public, especially when most of those projects are funded through general fund taxes. During our visits to several indoor sports facilities like Myrtle Beach Sports Center, Finley Center in Hoover Alabama, and Lakepoint Champions Center, we noticed one glaring issue; the facilities were practically empty during the week. Our team promotes facility usage that maximizes the schedule and opportunity for the community to take advantage of these wonderful venues. Residents of all ages can participate in this development that promotes healthy habits, teamwork, and embodies the spirit of the community. From nightly league play to daily fitness classes, to high school dances, to public forums, to tradeshow, the Williamsburg Sports and Entertainment Complex will be a community center like no other! The complex will provide a wide range of activities during the week and infrastructure to host large weekend events that draw in town and out-of-town visitors that will spend money at local establishments. This complex will also provide opportunities for support development through the years as the venue because more successful each year.

When researched, designed, and built correctly, combined with the right operations group, a development like the one our team is proposing could propel the Region to become a national leader in sports and event tourism! The complex would allow the Region to advertise Class-A spaces, 52 weekends a year to attract large events that draw thousands of out-of-town visitors. These visitors will stay in the Region's large selection of hotels, eat at the wide variety of restaurants and visit entertainment venues around the area. Sports and events Tourism is a major economic driver and would provide millions of dollars in both direct and indirect impacts, generate millions in tax revenue, and spur new business. The Region has the potential to build a truly one-of-a-kind facility that could set itself apart from its competitors and ultimately create opportunity for the Region and its people. Other entertainment development would provide opportunities would drive significant quality of life improvements for residents and economic impacts for the region.

Our team stands ready to help the Authority go through the process of selecting the right master plan and right venue. Our expertise, outside the box thinking, and integrated delivery team, will provide the Authority the best opportunity at succeeding, while doing so in a streamline fashion and allowing the Authority to reap the tremendous benefits of the venue sooner! Our team will save the Authority time and money by providing a team that has recent and relevant experience working together to design and develop a sports and entertainment complex.

Our team is prepared and excited to help the Authority bring this project to fruition and create a complex that will establish the Greater Williamsburg area as a leader in tourism and improve the lives of the residents in our great community.









a. Beneficiaries of the Project

Identify who will benefit from the project, how they will benefit, and how the project will benefit the City, as well as the overall community, region, or state.








When determining community benefits, our team breaks down each community group to garner a more accurate estimate on potential benefits. These groups include; citizens, businesses, government. Each group has separate and unique opportunities to utilize the facility and each has a different version of what the venue should include. We must consider short-term and long-term benefits and how they affect our entire community.

We anticipate the following benefits:

RESIDENTS

 New, first-class community center	 Wellness center that provides fitness and health improvement facilities	 Venue to host small, medium, and large public meetings	 Increases weekly recreational leagues and activities for adults and youth
 Home school activity center	 High School graduations, dances, and other special events	 Job creation	 Reduced travel and costs for sports families who can compete at a "home" facility

GOVERNMENT SECTOR

 First-class community facility for the benefit of county residents	 Increased Sports Tourism opportunities	 Increased tax revenues from out-of-town visitors	 Job creation and growth
 Reduced construction schedule time line by at least 12 months	 Cost savings through the PPEA process, increasing design and construction efficiencies	 Meals Tax	 Hotel Room Night Generation

BUSINESS COMMUNITY

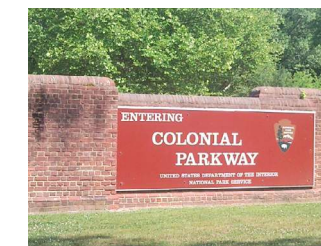
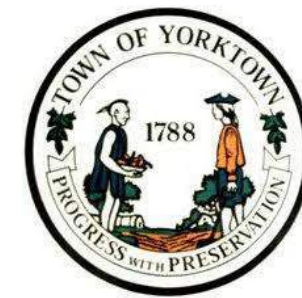
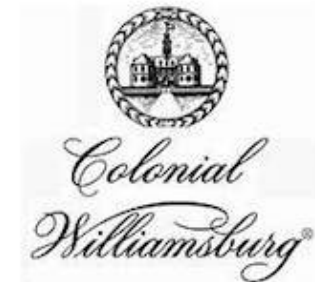
 Stimulation of County existing businesses through increased tourism and activity	 Increased hotel occupancies due to out-of-town visitors for large events	 Increased restaurant and retail spending	 Spur development of hotels, restaurants, retail centers, and entertainment venues	 Job creation - Construction, full-time, and part-time
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TAB 4. PROJECT BENEFIT AND COMPATIBILITY

LOCAL ATTRACTIONS

Travel sports events have become a regular event for many families. They spend significant time and money traveling across the country, going from tournament to tournament and meet to meet. This extensive amount of time has led families to combine their travel sports with vacations to save time and money. Event promoters are now hosting their events in locations that have ample attractions and entertainment options for parents, siblings and friends. Williamsburg's location and existing attractions make it a perfect location for hosting travel sports. From historical sites, to shopping and dining, the Region and its surrounding areas has something for everybody! Below we have provided a sample of those attractions.



TAB 4. PROJECT BENEFIT AND COMPATIBILITY

b. Public and Government Support

Identify any anticipated public support or opposition, as well as any anticipated government support or opposition, for the project.

Based on relevant project experience, our Development Team has found that opposition to youth/amateur sports centers tends to be minimal if the project is positioned correctly by the Client. Sports and events centers can be a win-win for the community, in that they not only provide local access during the week for practices and league play, but also provide economic development opportunities via weekend tournament/sports tourism activity. Furthermore, access to a sports tourism-caliber venue in the local market also means that local travel teams can stay at home more often for tournament play, thus saving time and money. When considering capital projects and economic development projects, the primary backlash we see tends to be related to perceived community needs on spending for roadways, infrastructure, public safety (police, fire), and education. If positioned correctly, an economic development project can be marketed to “grow the economic pie” in the local market, thus generating future incremental tax revenues that can provide more funds for safety, infrastructure, and education.

PUBLIC Support

The public would benefit greatly from the proposed Sports and Entertainment Complex. Citizens would have state-of-the-art facilities and the business community would have an economic catalyst that significantly increases business opportunities. Even though these benefits would be evident, our team understands that there will be support and opposition, especially when taxpayer funds are involved; however, we are experienced with these types of projects and can assist the Authority with public engagement. Our partners are prepared to assist with public workshops to inform the public, provide discussion/input opportunities, and promote the community benefits. We are confident that most citizens will support this project once provided the correct information and understand the wide array of benefits. The business community will widely support the development of this project because it adds to their opportunity to generate revenue, while not taking away potential business. These venues can be a 100% positive impact on local businesses!

Opposition

The main opposition will come because of taxpayer funds being used to development the project, which is typical of most public projects. However, when the message is clear that this facility is a community center and will generate tax revenue from out-of-town visitors, a large portion of opponents will see its tremendous value.

Another platform for opposition could include site selection. Supportive community group will want a facility like this one in their district; however, our team can provide the information to help the citizens understand the best solution for the Region as a whole. All residents will have access to the facility and its location will provide proximity for all districts. We acknowledge that we cannot win everyone over, but we are confident that our process will build majority support for the Sports and Entertainment Complex.

GOVERNMENT

By partnering with our team to find the right solution through the right process, Regional leaders can show its citizens that leadership is not taking this project lightly but is doing their due diligence to ensure that taxes are being used in a manner that will benefit the Region for years to come.

Support

Our plan will receive positive support from all organizations within the City including but not limited to:

- City leadership will be able to create truly unique project with far reaching positive impacts
- Parks and Recreations will have a first-class facility for community programming
- Regional tourism can further establish the area as a leader in Sports Tourism
- Local Public Schools can utilize the facility for a variety of events
-

Opposition

Opposition would be limited but just as with any project there will be concern and hesitation. We anticipate some opposition with the complex regarding the historical nature of Williamsburg. Some may resist the idea of a modern development near

Colonial Williamsburg. We understand this is a serious and important concern that needs to be addressed appropriately. However, we are confident our team has developed a concept that will work in synergy with Colonial Williamsburg (and surrounding historical attractions), while driving hundreds of thousands of visitors to its gateway every year. These visitors will be in our town for 2-4 days at a time and will be excited to participate in the unique historical activities that our region has to offer. This development will have significant positive impacts for our priceless historical landmarks and will cultivate new generations who fall in love with the history of our great nation. We are committed to helping those who are reluctant to change, see how the “right” kind of change will enhance and maintain our rich history.

c. Public Outreach

Explain the strategy and plans that will be carried out to involve and inform the general public, business community, and governmental agencies in areas affected by the project.

PUBLIC OUTREACH

Engagement for these projects is key to ensuring overall success. With several stakeholders, partners, public and private members, it is critical to develop a work plan that addresses community engagement. Our team understands the importance of involving the different stakeholders and how to address each group depending on their unique circumstances. We would develop a Community Workshop Committee (CWC), which would include members of the design-build team, operations group, and Regional representatives. The CWC would collaborate to develop a project specific plan which would include the following:

- Public Engagement Strategy
- Business Community Engagement Strategy
- Government Engagement Strategy
- Develop a Workshop Plan and Schedule
- Conduct Workshops and Public Forums
- Develop a Public Relations Strategy for Media Releases
- Create a project website to provide current updates

The committee would meet on a regular basis and would be formed as soon as the Authority has selected our team and would continue through the completion of the project. This process has proven to be successful and it provides direction and a unified approach to engaging the community. By providing regular updates and hosting forums to obtain valuable input, the project will increase the opportunity for success and strengthen support from the entire community.

We will actively engage in the community through service projects, community outreach programs, and giving back. MEB has a formal Community Outreach Program led by our Marketing Department and Anna McGrath (Community Outreach Coordinator). This team will work hard to develop relationships of trust with the community and establish the development team as a true partner who is invested to building the region.

Our team has begun to meet with key stake holders in the community to anticipate the needs and desires of the industry. Upon selection of our team, we will develop a schedule for the appropriate stakeholder workshops and meetings. We anticipate the following schedule:

INTERIM AGREEMENT

- Development and CWC team meet with Authority officials and stakeholders
- Conduct bi-weekly and weekly coordination meetings with Authority
 - ▶ Zoning, Plan Review, Traffic, Administration, Parks and Rec, etc.
 - ▶ These meetings will streamline the design and review process
- Development of preliminary plans, renderings and project visions
- If appropriate – our team would collaborate with the Authority to conduct informational sessions
- Collect feedback and comments from community
- Provide appropriate design deliverables, GMP, and schedule for review
- Comprehensive Agreement
- Advance the building design and site plans
- Continue bi-weekly and weekly collaboration workshops with Region officials
- Conduct community workshops highlighting the facility design
- Complete design and begin construction phase

TAB 4. PROJECT BENEFIT AND COMPATIBILITY

d. Community Benefits

Describe the anticipated significant benefits to the City, the community, region, or state, including anticipated benefits to the economic condition of the City and whether the project is critical to attracting or maintaining competitive industries and businesses to or in the City or the surrounding region.

COMMUNITY BENEFITS

As previously mentioned, we anticipate this development having generational impacts on the City, Colonial Williamsburg, James City County, York County, the residents and the business community. This project will anchor significant new development that will attract brand new visitors to our region and draw back visitors that haven't been to our area in years.

We anticipate the following benefits:

- New tourism through sports, events, and entertainment venues
- Ability to drive visitors to CW, Yorktown, and Jamestown
- Increased business for local attractions
- Increased business for restaurants, retail, and hotels
- Tax revenue generation for all three localities
- Improved quality of life for residents
- State-of-the-art training and practice venues for local athletes
- New activities for local use - entertainment, sports, hospitality, etc.

Our proposed development project will bring significant economic benefits to existing local businesses, by attracting new visitors with more modern tourism opportunities, while providing those visitors a chance to experience the history of our great region. Colonial Williamsburg will see a large increase in visitors and Merchant Square companies will see increases in revenue.

e. Project Compatibility with City Plans

Explain how the project is compatible with the local comprehensive plan, infrastructure development plans, the capital improvement plans, and capital budget or other government spending plan.

COMPATIBILITY WITH CITY PLANS

The Williamsburg Sports and Entertainment Complex is consistent with the goals and long-term plans of the comprehensive plan. This facility will increase opportunities for residents through quality of life activities, job creation, spur economic development, and increase notoriety. Our team has reviewed the Comprehensive Plan and has developed our conceptual design based upon the applicable environmental, land use, and facility standards ordinances.

The types of developments are unique projects because they require existing support infrastructure (hotels, restaurants, retail) to be successful. NGBs and ERHs prefer to host events at facilities that have existing accommodations. The Williamsburg region is a well-established tourist destination with significant existing support development that will help this development be successful from day one. This project will also provide several opportunities for ancillary development.

The proposed site is in an area with compatible future development plans and falls within the environmental and land use requirements. The venue fits within the existing development and infrastructure in the surrounding areas. The project does not require any traffic improvements to be successful; however, it is compatible with the City's transportation plans. We do anticipate working with the City of Williamsburg to design the complex in conjunction with the proposed improvements to Capital Landing Road and By-Pass Road.

This proposed project will provide facilities that have been identified as needs within the City of Williamsburg, James City County, and York County. The three localities are growing in population and development, requiring additional space needs for community recreation and entertainment venues to meet future demand. The development of these amenities would save the localities millions of dollars.

We understand that this project has some appropriated funds, but maybe need capital and we are prepared to discuss avenues to fund the project. Please see Tab 3 Financing and Operations for additional information.

f. SWaM Participation

Provided a statement setting forth participation efforts that are intended to be undertaken in connection with this project with regard with regard to the following types of businesses; (i) minority-owned businesses, (ii) women-owned businesses, (iii) small business..

SWAM PARTICIPATION

MEB and our partners are committed to working with the SWaM business community to provide opportunities to participate in this great project. We have a proven track record of exceeding our SWaM goals by relying on our large pool of qualified subcontractors and suppliers. On many of our projects we conduct SWaM workshops where host certified contractors and suppliers for project information sessions. These workshops provide an overview of the project and areas of opportunities, while allowing businesses to meet the project development team and provide qualifications on their respective companies. These meetings have proven to be very successful and has significantly increased our pool of SWaM contractors. We partner with our municipality partners to ensure we are reaching business community and providing every opportunity possible to all appropriate businesses. As a Virginia Certified SWaM contractor, MEB Construction takes pride in working with our business partners to ensure inclusion and diversity in our projects and we look forward to doing this again for the Williamsburg Sports and Entertainment Complex.



