



**Finance and Administration Committee
September 9, 2025**

Action Item

FAC – 1 Moore Building Renovation Project – Approval of CMR Selection

Background Information

The Moore Building has not seen significant renovation since its construction in 1969. Spanning 23,502 assignable square feet (41,631 GSF), the building has served as a hub for academic activity, previously housing the Nursing program alongside general-purpose classrooms. The project aims to transform the Moore Building into a state-of-the-art facility that supports interdisciplinary collaboration, program growth, and academic excellence.

This project is a comprehensive, transformational renovation, including new plumbing, mechanical, electrical, sprinkler and fire alarm systems; roof and window replacement; and accessibility and site improvements to enhance the building's use and future sustainability. Interior demolition and abatement will occur as necessary to ensure the Moore Building functions as a 'new' facility while maximizing space for academic and institutional purposes. During the project's development, LEED certification will be evaluated and considered.

The renovation will be planned to house Health and Human Services (HHS) programs, including Advising and a dedicated space for a proposed Doctor of Occupational Therapy program with instructional lab, offices, and flexible support spaces. Existing classroom spaces will be retained and modernized where feasible, including a ground-level 160-person auditorium and two second-floor classrooms with fixed seating. The remaining assignable square feet will be evaluated during Programming for alteration and renovation to determine possible change-in-use and future flexibility to align with evolving program needs.

The selected construction manager at risk (CMR) firm will work closely with architects and engineers to provide a construction perspective and expertise in the design process. The CMR will provide constructability reviews, market-based cost estimates, and realistic schedule development. At the appropriate point in the design process, the CMR will provide a guaranteed maximum price (GMP) for the project, ensuring the work can be accomplished within the budget. The selected CMR firm will be retained for pre-construction services and, at the discretion of UNC Greensboro, be contracted through construction.

The University of North Carolina System website advertised the request for qualifications and proposal for construction manager at risk services for this project. Thirteen (13) firms submitted letters of interest. There were four (4) from Guilford County.

The Construction Manager at Risk Selection Committee reviewed the Request for Proposals and invited three (3) firms to an interview on August 25th and 26th, 2025, to present their qualifications and recommend the following in ranking order.

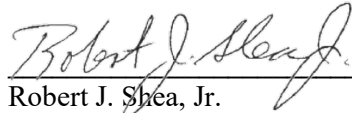
1. Blum Construction, Greensboro, NC
2. Samet Corporation, Greensboro, NC
3. Balfour Beatty Construction, LLC, Raleigh, NC

The firm, **Blum Construction**, is a General Construction firm and is recommended as the Construction Manager at Risk for the following reasons:

1. Blum Construction demonstrated the most in-depth approach to the Preconstruction process on complex higher education projects with NC State Construction Office oversight.
2. The team provided specific examples of successful renovation project execution that most closely align with the scope and complexities of the Moore Building Renovation project.
3. Blum Construction presented the most proactive and detailed approach to risk management and stakeholder engagement from project start through construction completion and closeout.

Requested Action

Based on the above information, the Board of Trustees of the University of North Carolina at Greensboro approves the firm of **Blum Construction**. If agreeable terms cannot be met with the recommended firm, the Board authorizes the administration to negotiate terms with the other firms in ranking order.


Robert J. Shea, Jr.
Vice Chancellor for Finance *and*
Administration

Attachments:

- Blum Construction Proposal

BLUM CONSTRUCTION



PROPOSAL FOR CONSTRUCTION MANAGER AT RISK AND PROVIDING
GUARANTEED MAXIMUM PRICE FOR CONSTRUCTION OF

Moore Building Renovation

UNC GREENSBORO

AUGUST 1, 2025





THE UNIVERSITY of NORTH CAROLINA
GREENSBORO

Information Sheet

Firm Name

HUB Certified If HUB, Specify Type Female American Indian Hispanic Socially & Economically Disadvantaged
 Disabled Asian-American Black

Point of Contact E-mail Address

Street Address

City State Zip Code County

Phone # Fax #

Consulting Firms

Other (specify type):	<input type="text" value="N/A"/>	<input type="checkbox"/> Check If HUB
Other (specify type):	<input type="text" value="N/A"/>	<input type="checkbox"/> Check If HUB
Other (specify type):	<input type="text" value="N/A"/>	<input type="checkbox"/> Check If HUB

August 1, 2025

UNC Greensboro Facilities Design & Construction
Attn: Wendi Stogner, Project Manager
Gray Home Management House
105 Gray Drive
Greensboro, NC 27412
fdc@uncg.edu // wcstogner@uncg.edu

RE: Proposal For Construction Manager at Risk and Guaranteed Maximum Price For Construction of Moore Building Renovation

Dear Ms. Stogner,

Thank you for the opportunity to submit our proposal for the renovation of the Moore Building at UNC Greensboro. The Blum team is deeply committed to being trusted builders who consistently deliver exceptional experiences. With more than 102 years of successfully delivering construction projects, including projects with similar scope and complexity, we bring valuable perspectives rooted in real-world lessons learned. This allows us to approach each project with thoughtfulness and precision, ensuring a customized plan that not only meets, but exceeds, UNC Greensboro's expectations. Below, we highlight a few key differentiators of the Blum Team:

EXPERIENCE: Our extensive experience delivering higher education renovation projects, paired with a long history of providing Construction Management at Risk services for the State Construction Office, uniquely positions the Blum team for success at UNC Greensboro. The lessons learned and insights gained from similar projects on active, occupied campuses enable us to bring meaningful value to this effort. With a proven track record of completing higher education projects on time and within budget, we offer a solid foundation to help ensure the successful renovation of the Moore Building.

INCLUSION: We are deeply committed to fostering a diverse, inclusive, and equitable workforce. Our proven track record reflects a sustained effort to promote representation and opportunity across all our projects. With deep roots in Guilford County and the Triad region, we are passionate about making a positive impact on the communities where we live and build. This commitment ensures that diversity and inclusion remain central to every project we undertake.

PEOPLE: The success of any project depends on the expertise, dedication, and alignment of its team. Our team is composed of highly experienced professionals with a proven track record of delivering renovation projects of similar size, scope, and complexity, particularly on occupied campuses with challenging site logistics. You will not find a team more committed or harder working than ours when it comes to ensuring the success of your project.

PASSION: For many years, we have pursued the opportunity to partner with UNC Greensboro. Our team is deeply committed to becoming a trusted presence on campus, and once there, remaining the University's preferred builder. No one will work harder or care more about the success of this project than the Blum team.

We appreciate your consideration and are dedicated to collaborating with you to achieve an exceptional outcome on this project. Please contact me if you need any additional information or have questions. We look forward to the opportunity to partner with UNC Greensboro.

Sincerely,



Brad Wall

Brad Wall
Project Executive
(336) 721-5677
brad.wall@flblum.com



TABLE OF CONTENTS

SECTION 1

Copy of Advertisement

SECTION 2

RFP Data Sheet

SECTION 3

CMR Qualifications Questionnaire

3.1 Profile of Proposer

3.2 Project Experience

3.3 Key Personnel

3.4 Project Planning

3.5 Verification Forms

SECTION 4

RFP Affidavit



UNC Greensboro Moore Building Renovation

Due Date

August 1, 2025

Submitted To:

UNC Greensboro Facilities Design & Construction

Attn: Wendi Stogner, Project Manager

fdc@uncg.edu // wcstogner@uncg.edu

Submitted By:

Gina Willis

Project Development Manager

Blum Construction

(743) 255-7996

gina.willis@flblum.com

Moore Building Renovation

Request for Proposal

UNC Greensboro is seeking proposals from qualified Construction Manager at Risk firms for the project entitled, Moore Building Renovation.

The Moore Building has not seen a significant renovation since it was constructed in 1969. Spanning 23,502 assignable square feet (41,631 GSF), the building has served as a hub for academic activity, previously housing the Nursing program alongside general-purpose classrooms. The purpose of this project is to transform the Moore Building into a state-of-the-art facility that supports interdisciplinary collaboration, program growth, and academic excellence.

This project is a comprehensive, transformational renovation, including new plumbing, mechanical, electrical, sprinkler and fire alarm systems; roof and window replacement; and accessibility and site improvements to enhance the building's use and future sustainability. Interior demolition and abatement will occur as necessary to ensure the Moore Building functions as a 'new' facility while maximizing space for academic and institutional purposes. During the project's development, LEED certification will be evaluated and considered.

The renovation will plan to house Health and Human Services (HHS) programs, including Advising and dedicated space for a proposed Doctor of Occupational Therapy program with instructional lab, offices, and flexible support spaces. Existing classroom spaces will be retained and modernized where feasible, including a ground-level 160-person auditorium and two second-floor classrooms with fixed seating. Remaining ASF will be evaluated during Programming for alteration and renovation for possible change-in-use and future flexibility to align with evolving program needs.

**Notes:* The selected Construction Manager at Risk (CMR) firm will closely work with the Architects and Engineers to provide a construction perspective and expertise to the design process. The CMR will be responsible for providing constructability reviews, market-based cost estimates, and realistic schedule development. At the appropriate point in the design process, the CMR will provide a guaranteed maximum price (GMP) for the project, ensuring the work can be accomplished with the budget.

The selected CMR firm will be retained for pre-construction services and, at the discretion of UNC Greensboro, be contracted through construction.

A Pre-Submittal Meeting will be held virtually to provide expanded project information and to answer limited questions. A recording of the meeting will be posted afterward; located with the solicitation on the FDC website.

Pre-Submittal Meeting:

A Pre-submittal Meeting will be held virtually on **July 2, 2025 at 11:00 am** via Microsoft Teams:

https://teams.microsoft.com/l/meetupjoin/19%3ameeting_MzRIYzMxNzAtZjYwYi00OTMxLTgxMjQtNzRIMzQ3ZGYyZGZj%40thread.v2/0?context=%7b%22id%22%3a%2273e15cf5-5dbb-46af-a862-753916269d73%22%2c%22Oid%22%3a%2244debce5-be03-4384-b2d9-cf849dbbe385%22%7d

Meeting ID: 273 365 529 465 6

Passcode: Vy326WR3

Dial in by phone: 336-790-7381

Phone Conference ID: 714 496 628#

** Failure to follow the directions or contacting anyone other than the listed contact may result in submission being classified as non-responsive.*

Intended Schedule:

June 23, 2025 – Advertisement Posting

July 2, 2025 – Pre-Submittal Meeting

August 1, 2025 – Proposals Due

August 8, 2025 – Notify Shortlist Selections for Interview

Week of August 25, 2025 – Shortlist Interviews

Please go to the following website <https://fac.uncg.edu/fm/facilities-planning/project-solicitations/> for further information regarding submission requirements.

To view a map of the UNC Greensboro campus and locate the structures included in this project, visit <http://www.uncg.edu/online-map/>.

Submit one (1) electronic (PDF) copy of the response in the following format:

- 1) Completed [Information Sheet](#)*
(https://fac.uncg.edu/wp-content/uploads/E-CMR_Information-Sheet.pdf)
- 2) Cover Letter
- 3) Table of Contents
- 4) Copy of Advertisement
- 5) RFP Datasheet –
[D - CMR RFP Data Sheet_Moore Renovation CMAR](#)
- 6) CMR Qualifications Questionnaire –
[F - CMR Qualifications Questionnaire_Moore Renovation CMAR](#)
- 7) Completed RFP Affidavit –
[G - CMR RFP Affidavit_Moore Renovation CMAR](#)

* On your completed Information Sheet, please include the **primary contact person's name and email address** which will be used by the University for all future communications.

Please go to the North Carolina State Construction Office website:

<https://ncadmin.nc.gov/businesses/construction/forms-documents#construction-manager-at-risk--cmr--forms> and reference the following documents for further information regarding submission requirements, General Provisions, and the General Conditions of the CMR Contract:

Section I – Proposals, Evaluation, Selection and Award

Section II – General Provisions (Proposal shall include all services detailed here)

Section III – The General Conditions of the Contract, Form OC-15/CM

Proposals due by 12:00pm on August 1, 2025

It is the submitted firm's responsibility to ensure the materials are received by the due date and time. The University does not take responsibility for incomplete or late submissions.

Submit Proposals by above deadline to: fdc@uncg.edu

Please copy on the email submission and address the cover letter to the Project Manager below:

Wendi Stogner, wcstogner@uncg.edu
UNC Greensboro Facilities Design & Construction
Gray Home Management House
105 Gray Drive
Greensboro, NC 27412

For driving directions to Gray Home Management House and parking information, visit [Spartan Directions](#).
(https://fac.uncg.edu/wp-content/uploads/GrayHome_McIverDeck_Directions.pdf)

UNC System Office Advertisement:

\$24,200,000 Total Project Cost

\$17,000,000 Estimated Available for Construction (GMP)

<https://www.northcarolina.edu/apps/finance/vendors/opportunities.htm>

<https://fac.uncg.edu/fm/facilities-planning/project-solicitations/>

RFP DATA SHEET	
Item	Datum
Short Description of Project	This project aims to modernize the Moore Building into a collaborative academic hub with new spaces for Health and Human Sciences and reimagined general-purpose classrooms.
Issuing Office	UNC Greensboro Facilities Design and Construction
Department, Agency/Institution, Location where the Project will be constructed	UNC Greensboro Main Campus
Project Overview	<ul style="list-style-type: none"> • Replacement of all major building systems (plumbing, mechanical, electrical, fire alarm, and sprinkler) • Roof and window replacement • Accessibility and site improvements • Interior demolition and abatement • Modernization and potential reconfiguration of existing general-purpose classrooms, including a 160-person auditorium and two fixed-seating classrooms • New spaces for Health and Human Sciences (HHS) programs, including Advising and a proposed Doctor of Occupational Therapy program • Evaluation of LEED certification
Website address (URL) for posting of notices regarding this project	https://fac.uncg.edu/fm/facilities-planning/project-solicitations/
Expected Date of Completion of Design	TBD
Project Designer & Consultants	Designer Contract Pending
Construction Manager at Risk Selection Schedule	June 23, 2025 – Advertisement Posting July 2, 2025 – Pre-Submittal Meeting August 1, 2025 – Proposals Due August 8, 2025 – Notify Shortlist Selections for Interview Week of August 25, 2025 – Shortlist Interviews Selection – September, 2025
Construction Management Fee (Section II Paragraph E.2)	The Construction Management Fee will be a fixed number based on a percentage of the Cost of Work. For this project, the fee will be reasonably negotiated in concurrence with the Owner and the State Construction Office.
Project Construction Cost	Total Project Budget: \$24,200,000 Estimated Available for Construction (GMP): \$17,000,000

3.1 Profile of Proposer



Established in 1923, Blum Construction has been a trusted building partner to owners in North Carolina and Virginia for 102 years. With the lowest actively-used general contractor license number in the state of North Carolina - License #18 - the firm has a solid reputation for weathering the most challenging economies, partnering with the most exacting owners, and excelling at the most complex projects. Many iconic and beloved buildings bear the Blum Construction imprint of fine craftsmanship on the original structure or its subsequent renovation or restoration.

Organizational Structure: Corporation

Years in Business: 102

Service Office:
203 S Church St.
Greensboro, NC 27401

Key Executive Contact:
Brad Wall
Project Executive
(336) 721-5677
brad.wall@flblum.com

Social Media:



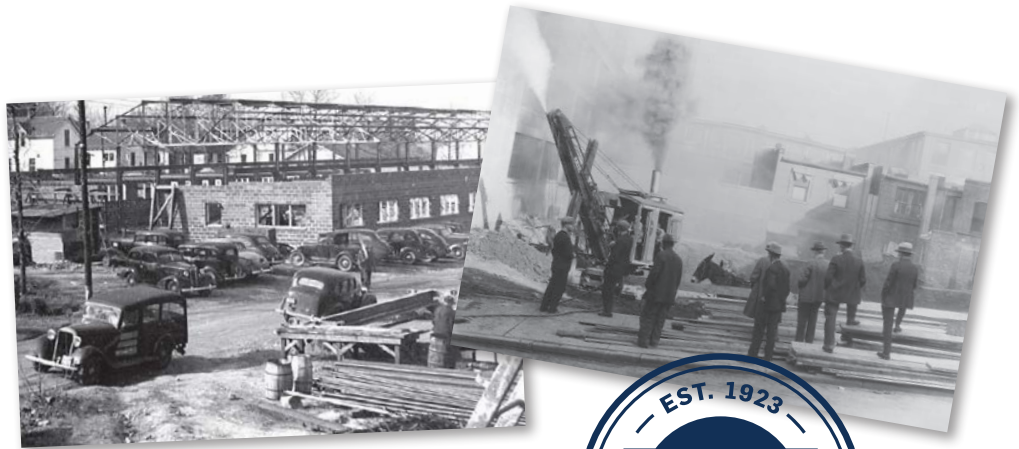
Scan the QR code to view updates and connect with us!



Financials

A copy of Blum Construction's most recent audited financial statements are included as a part of this submission in a separate attachment marked "Confidential".

IMPORTANT NOTICE: Our audited financial statements contain confidential information. Any unauthorized disclosure, duplication, or use - in whole or in part - of such confidential information for any purpose is strictly prohibited.



**A LEGACY OF STRENGTH
BUILT FOR THE NEXT CENTURY.**





\$1.3B

**HIGHER EDUCATION
PROJECTS**



70+

PUBLIC PROJECTS

Completed in the
Last 10 Years



30+

**FAST-TRACKED
RENOVATIONS**

Completed in the
Last 5 Years



\$1B+

CMAR PROJECTS

PROXIMITY & FAMILIARITY

100+ Projects
Completed or In-Progress in
Guilford County
Totaling **\$500M+**

700+
Trade Partner Connections
in Guilford County



High Point University, Congdon School of Health Sciences



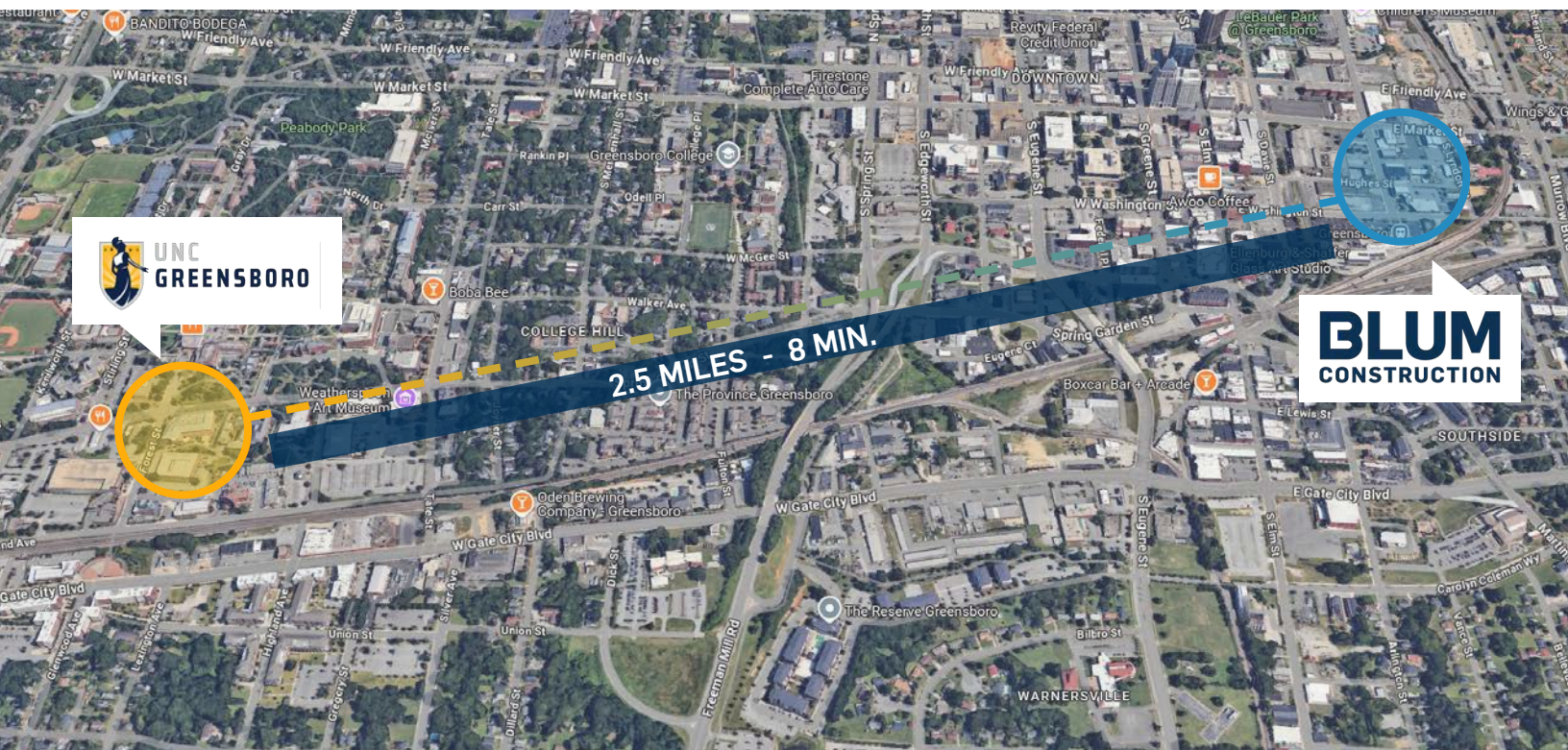
Guilford County, Law Enforcement Building (In-Construction)



Guilford College, Binford Hall Renovations



Truist, Truist Leadership Institute North Building



A COMMITMENT TO THE WORKFORCE

At Blum Construction, we believe that building strong communities starts with investing in people. Our commitment to workforce development is reflected in a multifaceted approach designed to cultivate talent, foster collaboration, and inspire the next generation of construction professionals. Together, these initiatives reflect our deep-rooted belief in developing a skilled, diverse, and future-ready workforce.

Trade Partner Council

The Trade Partner Council is a group of business leaders in the industry that meet regularly to connect and discuss partnership opportunities. The aim is to build strong relationships amongst trade partners and facilitate collaboration and business growth for minority-owned businesses.

High Performing Teams

The High Performing Teams (HPT) program is an internal team development initiative launched in 2017 that focuses on building engagement drivers within our teams. It is a framework that can elevate a team's performance and ensure everyone on the project is focused on a great experience for all that are involved.

Internship Program

Each summer, Blum hires a select group of interns to shadow leaders within the company out in the field and in an office setting. This year we have our largest group of interns at a total of 23. All are stationed throughout the Western, Central, and Eastern regions of NC gaining hands-on experience in the construction industry.

World of Work

World of Work is a two-day career exploration experience hosted by Forsyth Works and Guilford Works that welcomes over 5,000 8th and 10th grade students to engage with local industries and educational institutions. At these events, Blum brings real technologies and equipment that the students can try out with the guidance of a professional.

Career Fairs

Throughout the year, Blum attends career fairs at all school levels; grade school to college. By attending elementary school and high school career fairs, Blum is introducing students to the construction industry and different types of career paths, while attending college career fairs helps us find the best talent to add to our team.



Brooke Thomas, Director of Diversity

Brooke is a leading factor in diversity and workforce development at Blum Construction. In her role she has been able to connect *hundreds* of trade partners to jobs within their own businesses and with Blum projects.

RECENT HUB ACHIEVEMENTS

Project	Goal %	Actual %
Guilford County Law Enforcement Building	18%	36%
Wake Forest University Winston Hall Renovations	10%	64%
UNC-School of the Arts Stevens Center Renovations Phase 1	25%	33%



Workload & Current Projects

Blum Construction Workload - Last Five (5) Years					
	2024	2023	2022	2021	2020
Total Number of Projects	104	87	109	88	52
Revenue	\$349,237,000	\$351,360,000	\$405,000,000	\$262,200,000	\$154,997,000

Blum Construction Current Projects (as of 5-31-2025)				
PROJECT NAME	OWNER	LOCATION	CONTRACT AMOUNT	SCHEDULED COMPLETION DATE
Gymnastics Renovation	Salem Gymnastics	Winston-Salem, NC	3,287,000	Jun-25
Covenant Village Dining Renovations	Covenant Village	Gastonia, NC	2,988,000	Jun-25
Cape Fear Audi Renovation	Clos Properties	Wilmington, NC	1,503,000	Jun-25
Guest Rooms Renovations	The Inn on Biltmore Estate	Asheville, NC	13,024,000	Jun-25
Capital Mazda and Lincoln	Capital Automotive Group	Cary, NC	11,951,000	Jul-25
Branded Residences and Roadway	Primland Resorts	Meadows of Dan, VA	10,124,000	Jul-25
Polo Hall Renovations	Wake Forest University	Winston-Salem, NC	7,425,000	Aug-25
University Towers Renovations	NC State University	Raleigh, NC	31,654,000	Aug-25
Erwin Middle School	Buncombe County Schools	Asheville, NC	3,029,000	Aug-25
Joiner Hall Renovations	North Carolina School of Science and Math	Morganton, NC	9,711,000	Sep-25
Amos Cottage - Melrose	Atrium Health Wake Forest Baptist	Winston-Salem, NC	1,772,000	Sep-25
Amos Cottage - Cloverdale	Atrium Health Wake Forest Baptist	Winston-Salem, NC	5,193,000	Sep-25
Campus Renovations	First Presbyterian Church	Winston-Salem, NC	2,170,000	Sep-25
Lees Chapel Treatment Center	Guilford County	Greensboro, NC	5,009,000	Sep-25
Pavilion	Covenant Village	Gastonia, NC	1,214,000	Sep-25
Eli Lilly Parking Lot	Wood Group	Durham, NC	5,633,000	Oct-25
Oak Row Rehabilitation	Davidson College	Davidson, NC	1,214,000	Oct-25
Vista Ridge South Apartment Building	Givens Highland Farms	Black Mountain, NC	19,301,000	Nov-25
Skilled Nursing Renovation	Brooks-Howell Home	Asheville, NC	1,687,000	Nov-25
BSL-3 Lab Conversion	Atrium Health Wake Forest Baptist	Winston-Salem, NC	3,678,000	Dec-25
Martin Hall Renovations	Wake Forest University	Winston-Salem, NC	9,679,000	Dec-25
Liberty Street Renovations	MUSE Winston-Salem	Winston-Salem, NC	1,658,000	Dec-25
Wayside Clinic and Wellness	Givens Highland Farms	Black Mountain, NC	3,185,000	Jan-26
Killian Building Renovations	Western Carolina University	Cullowee, NC	2,681,000	Jan-26
Phoenix Academy Civil Work	National Heritage Academy	High Point, NC	3,440,000	Feb-26
Stevens Center Renovation Phase 1	UNC School of the Arts	Winston-Salem, NC	23,020,000	Mar-26
Campus Expansion	Cypress Glen Retirement Community	Greenville, NC	68,566,000	Mar-26
Law Enforcement Administration Building	Guilford County	Greensboro, NC	26,764,000	Apr-26
McCormick Field Improvements	City of Asheville	Asheville, NC	31,366,000	Apr-26
Stonecrest Villa Apartments	Covenant Village	Gastonia, NC	21,570,000	Apr-26
Dining Renovation	Croasdaile Village	Durham, NC	3,579,000	May-26
Skilled Nursing Facility	Carolina Meadows	Chapel Hill, NC	58,840,000	Jun-26
Reynolda House HVAC Replacement	Wake Forest University	Winston-Salem, NC	6,795,000	Jul-26
Summit School HVAC Replacement	Summit School	Winston-Salem, NC	2,213,000	Jul-26
Campus Expansion + Repositioning	Penick Village	Southern Pines, NC	50,423,000	Aug-26
SEED Center	Summit School	Winston-Salem, NC	7,539,000	Aug-26
Care Tower	Atrium Health Wake Forest Baptist	Winston-Salem, NC	138,330,000	Sep-26
Central Generator Plant Phase 2	UNC Hospitals	Chapel Hill, NC	15,930,000	Dec-26
Polk Hall Renovations	NC State University	Raleigh, NC	10,505,000	Feb-27
Eagles Landing Park and Rec Center	City of Holly Springs	Holly Springs, NC	19,994,000	Sep-27
Lenovo Center Enhancements Phase 1	The Centennial Authority	Raleigh, NC	23,299,000	Dec-27

Bonding Letter



Marsh McLennan Agency
5500 Cherokee Avenue, Suite 300
Alexandria, VA 22312
T +1 703 354 1616 | F +1 703 354 2731

August 1, 2025

Re: Frank L. Blum Construction Company
UNC Greensboro Moore Building Renovation

To Whom It May Concern:

It is the privilege of our firm to provide surety bonds for Frank L. Blum Construction Company. Based on their excellent financial strength and track record of profitability, they qualify for single job bonding in excess of \$400,000,000 with an aggregate program of \$800,000,000 with Travelers Casualty and Surety Company of America.


Travelers Casualty and Surety Company of America is rated "A+" (Superior) with a financial size category of XV (\$2 Billion or greater) by AM Best and is listed on the US Treasury Department's Listing of Approved Sureties (Department Circular 570).

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

We recommend this contractor highly and trust that this information meets with your satisfaction. If there are further questions, please feel free to contact me.

Sincerely,

TRAVELERS CASUALTY AND SURETY COMPANY OF AMERICA

BY: 
Clinton J. Dires, Attorney-In-Fact



Construction Projects Performed for North Carolina Agencies/Institutions (Last 10 Years)

Alamance Burlington School System, South Mebane Elementary

Asheville Buncombe Technical Community College

- Advanced Manufacturing Renovations
- Door Access Control Upgrades

Aspire

- King Building Renovations
- Winston-Salem Choice Neighborhood Initiative | CMAR

Buncombe County Schools, Erwin Middle School | CMAR

Catawba County, Sheriff's Office and Justice Center

Chatham County, Parkers Ridge Park | CMAR

City of Asheville, McCormick Field | CMAR

City of Greensboro, Davie Street Streetscape

City of Holly Springs, Eagles Landing Park and Rec Center | CMAR

City of Winston-Salem

- Improvements to Bowman Gray Stadium | CMAR
- Merschel Park
- Truist Stadium Renovations | CMAR
- WSDOT Office Upfit

East Carolina University

- Community Service Learning Center #5
- Dowdy-Ficklen Stadium Southside Renovation | CMAR
- Greene Hall Renovations | CMAR
- Howell Hall | CMAR

ECU Health, Children's Behavioral Health | CMAR

Fayetteville State University, Chick/Rosenthal Renovations | CMAR

Forsyth County

- Central Library | CMAR
- Highland Avenue Park
- Kaleideum Children's Museum and Science Center | CMAR
- Paddison Memorial Library
- Parking Deck Repairs

Guilford County

- Health Department Renovations
- High Point Courthouse and Langford Building
- Law Enforcement Admin Building | CMAR
- Lees Chapel Treatment Center

Guilford County Schools, Swann Performing Arts School | CMAR

Henderson County, Veterans Services Center | CMAR

Iredell County, Courthouse Exterior Wall Restoration

North Carolina A&T University, Price Hall Annex Demolition

North Carolina Center for Advancement of Teaching, Cullowhee Expansion | CMAR

North Carolina State University

- Carmichael Gymnasium Renovation | CMAR
- Greek Village Phase 4 | CMAR
- Polk Hall Renovations | CMAR
- Sigma Kappa Sorority House | CMAR
- University Towers Renovations | CMAR
- Zeta Tau Alpha Sorority House | CMAR

North Carolina Museum of Art, Visitor Center

North Carolina School of Science and Mathematics, Joiner Hall Renovations

Rowan-Cabarrus Community College, Renovations

UNC Asheville, The Woods Apartments | CMAR

UNC Chapel Hill

- Chewing Tennis Center | CMAR
- Curtis Media Center
- Eddie Smith Field House
- Field Hockey Training Facility and Stadium
- Media and Communications Center
- S-1 Parking Lot | CMAR
- Women's Basketball Woollen Practice Court | CMAR
- Women's Basketball Museum Renovation

UNC Health

- Blue Ridge Morganton Interventional Radiology Reno
- Blue Ridge Morganton Phase 1
- Blue Ridge MRI Reno
- Central Generator Plant Phase 1 | CMAR
- Central Generator Plant Phase 2 | CMAR
- Chiller Plant | CMAR
- Hillsborough MRI Upfit
- Interventional Radiology
- NIR 6
- Pardee CT Equipment Replacement & Renovation
- Pardee Executive Administration Renovation
- VIR 8 Imaging
- VIR CT

University of North Carolina School of the Arts

- Gray Building Renovations
- Stevens Center Renovations Phase 1 & 2 | CMAR

Western Carolina University, Killian Building Renovations

Winston-Salem/Forsyth County Schools

- Easton Elementary School Renovations and Expansion | CMAR
- Gibson Elementary Pavilion

Winston-Salem State University, Physical Therapy Lab at Intergenerational Center



Claude Sales (left) and Kyle Grogan (right) on-site at the Guilford County Law Enforcement Building Project

Litigation/Claims:

1. Has your company ever failed to complete work awarded to it?
NO
2. Has your company ever failed to substantially complete a project in a timely manner (i.e. more than 20% beyond the original contracted, scheduled completion date)?
NO
3. Has your company filed any claims with the North Carolina State Construction Office within the last five years?
NO
4. Has your company been involved in any suits or arbitration within the last five years?
NO
5. Are there currently any judgments, claims, arbitration proceedings or suits pending or outstanding against your company, its officers, owners, or agents?
NO
6. Has your present company, its officers, owners, or agents ever been convicted of charges relating to conflicts of interest, bribery, or bid-rigging?
NO
7. Has your present company, its officers, owners, or agents ever been barred from bidding public work in North Carolina?
NO

3.2 Project Experience



PROJECT RELEVANCIES

- Auditorium
- Classrooms
- Collaboration Spaces
- Healthcare-centered Environment
- Lab Spaces
- MEP, Sprinkler, Fire Alarm Systems
- Occupied Campus
- Offices

Congdon School of Health Sciences

High Point University | High Point, NC

The Congdon School of Health Sciences is a transformative project featuring state-of-the-art facilities. The construction encompassed classrooms, lecture halls, study spaces, an auditorium, computer lounge, offices, and a grand lobby with dining space. The school now boasts cutting-edge laboratories dedicated to biomechanics, neurology, musculoskeletal studies, gross anatomy, exercise physiology, and simulation. Blum's commitment to excellence is evident in the seamless integration of modern learning environments, providing students and faculty with an innovative space to advance health sciences education and research.



Project Reference:
 Barry Kitley
 Senior VP for University Operations
 (336) 841-9393
 bkitley@highpoint.edu

Size:
 224,000 SF

Original GMP / Final Cost:
 \$65,175,000 / \$65,263,000
 Increase due to owner-initiated scope changes.

Construction Schedule:
 April 2015 - June 2017
 + small renovations completed in 2019

Days in Original / Actual Schedule:
 776 days / 787 days

Preconstruction Services:
 "Precon Recon", design reviews, constructability and durability analyses, life cycle cost analysis, cost modeling and estimating, collaborative scheduling, site logistics mapping, value analysis, virtual design and collaboration, trade partner prequalification, bid package development, competitive bid solicitation, procurement

Construction Services:
 Cost control, trade partner coordination, safety management, virtual design and collaboration, clash resolution, shop drawing and submittal management, change management, quality control, schedule management, commissioning, contract administration



PROJECT RELEVANCIES

- Accessibility Upgrades
- Collaboration Spaces
- Demo & Abatement
- Major Renovation
- MEP, Sprinkler, Fire Alarm Systems
- Tight Site & Occupied Campus
- Roof Replacement
- Window Replacement

Bostwick & Johnson Residence Halls Renovations

Wake Forest University | Winston-Salem, NC

Bostwick and Johnson Residence Halls are integral to Wake Forest University's South Campus Residences. Approximately 45,000 SF each, with four occupied levels and brick and concrete block construction, both residence halls house student rooms, staff apartments and offices, laundry rooms, lounges, and kitchens. At the time of renovations, both halls had seen limited updates since 1953, the year they were constructed, making enhancements to structural integrity, interior conditions, accessibility, and interior finishes critical.

To extend the life of the buildings and improve student and staff experience, exteriors to Bostwick and Johnson Halls were repaired and sealed to prevent moisture infiltration and MEP systems were replaced. In addition, all interior finishes were upgraded.



Project Reference:
Frank Shelton
Director of Housing & Operations
(336) 755-6453
sheltogf@wfu.edu

Size:
87,000 SF

Original GMP / Final Cost:
\$36,200,000 / \$36,200,000

Construction Schedule:
November 2021 - August 2022

Days in Original / Actual Schedule:
349 days / 349 days

Preconstruction Services:
"Precon Recon", design reviews, constructability and durability analyses, life cycle cost analysis, cost modeling and estimating, collaborative scheduling, site logistics mapping, value analysis, virtual design and collaboration, trade partner prequalification, bid package development, competitive bid solicitation, procurement

Construction Services:
Cost control, trade partner coordination, safety management, virtual design and collaboration, clash resolution, shop drawing and submittal management, change management, quality control, schedule management, commissioning, contract administration



PROJECT RELEVANCIES

- Accessibility Upgrades
- Classrooms
- Collaboration Spaces
- Demo & Abatement
- LEED Certified
- Major Renovation
- MEP, Sprinkler, Fire Alarm Systems
- State Construction
- Tight Site & Occupied Campus
- Offices

Carmichael Gymnasium Renovation & Addition

NC State University | Raleigh, NC

The project required the demolition of the 47,000 SF east wing and replacing it with an addition of approximately 82,800 SF. The improvements included recreation, fitness, and specialized activity spaces; classroom and multipurpose spaces; offices; and a functional training area. The project created one controlled access point for the complex, made the second floor of the existing gymnasium building accessible, included installation of a sprinkler system, and updated the alarm systems throughout the entire complex.

Major elements of the renovation portion of this project included the construction of a new subgrade steam tunnel, hazardous material abatement, foundation improvements, constructing a new entrance, asphalt and brick repairs, sitework, and integrating MEP systems and utilities from the existing structure to the addition.



Project Reference:

Bob Cwikla
Project Manager
(919) 515-6836
rncwikla@ncsu.edu

Size:
83,000 SF

Original GMP / Final Cost:
\$37,738,000 / \$37,738,000

Construction Schedule:
May 2018 - August 2020

Days in Original / Actual Schedule:
833 days / 833 days

Preconstruction Services:

"Precon Recon", design reviews, constructability and durability analyses, life cycle cost analysis, cost modeling and estimating, collaborative scheduling, site logistics mapping, value analysis, virtual design and collaboration, trade partner prequalification, bid package development, competitive bid solicitation, procurement

Construction Services:

Cost control, trade partner coordination, safety management, virtual design and collaboration, clash resolution, shop drawing and submittal management, change management, quality control, schedule management, commissioning, contract administration

TIGHT & OCCUPIED SITES

Tight site logistics, limited space, public interface, security coordination, fast-tracked, phased work



The team that delivered the Guilford County Law Enforcement Building project will be the same team assigned to UNC Greensboro's Moore Building Renovation.

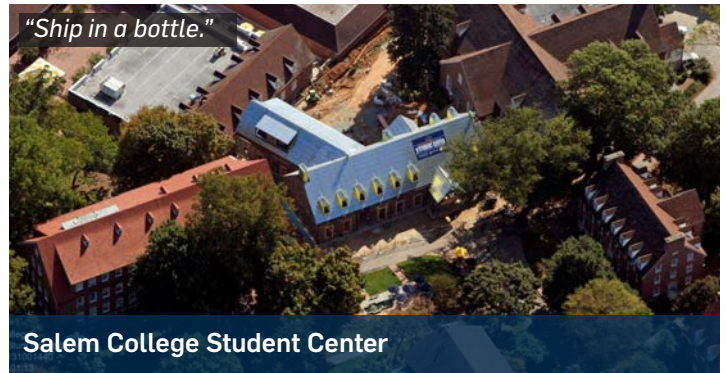
Guilford County Law Enforcement Building

Highly visible site at the center of daily campus activities



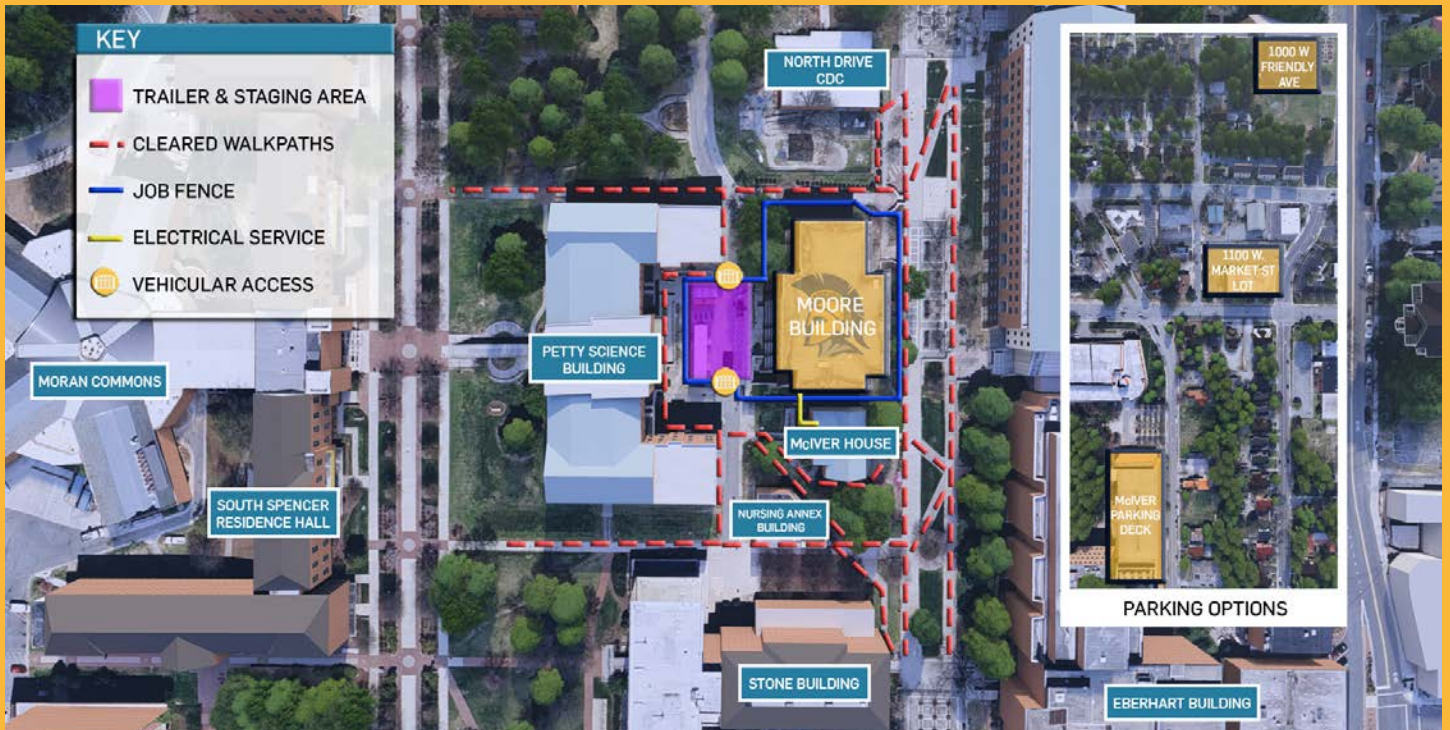
UNC Chapel Hill Curtis Media Center

"Ship in a bottle."



Salem College Student Center

A SITE-SPECIFIC PLAN DESIGNED FOR UNCG



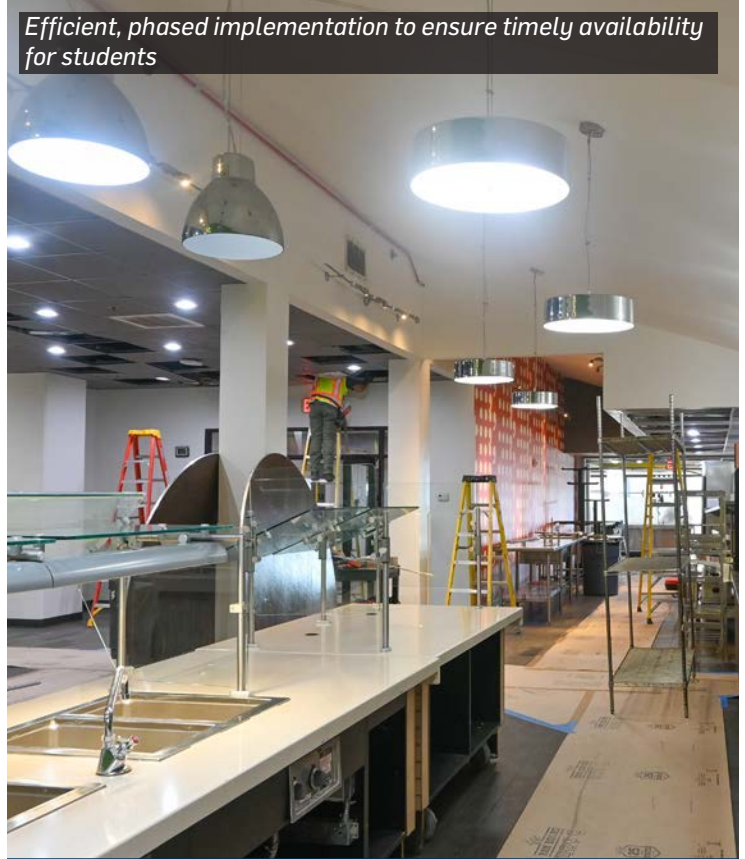
MAJOR RENOVATIONS WITH HEAVY COORDINATION

Separation of guests and renovation work



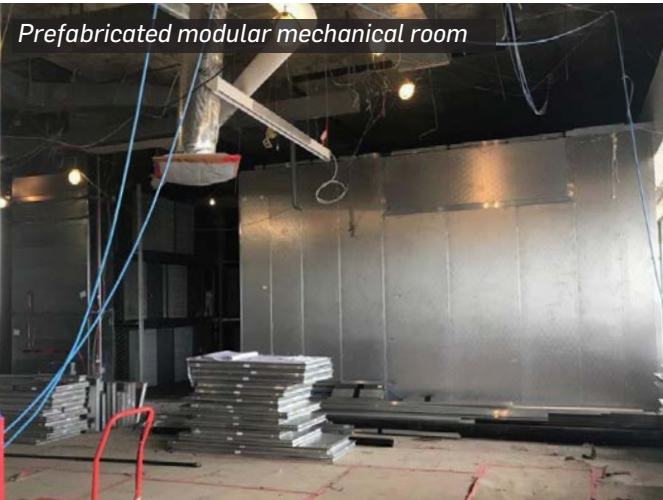
Biltmore Inn Renovations

Efficient, phased implementation to ensure timely availability for students



NC State University, University Towers Renovations

Prefabricated modular mechanical room



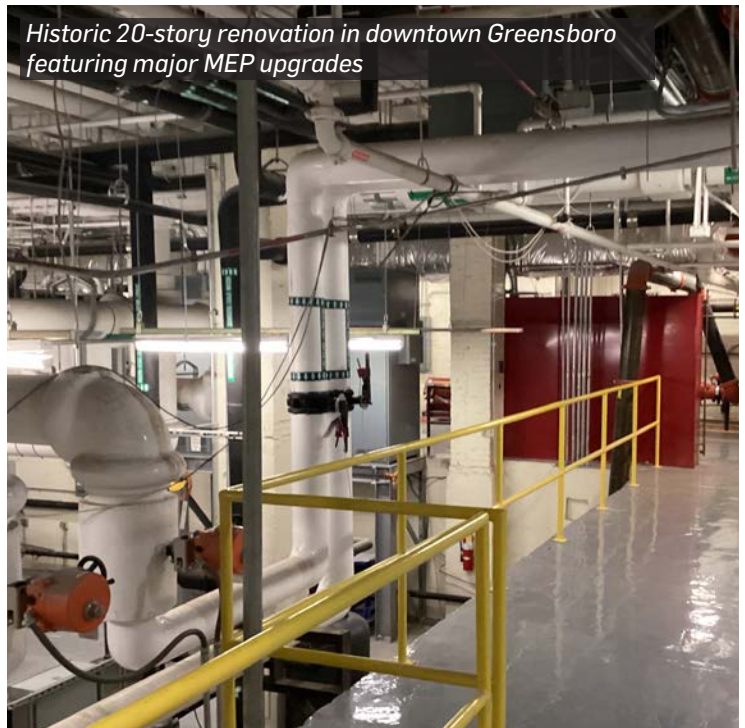
Atrium Health Wake Forest Baptist, Reynolds Tower

Full building renovation and MEP modernization on an active college campus



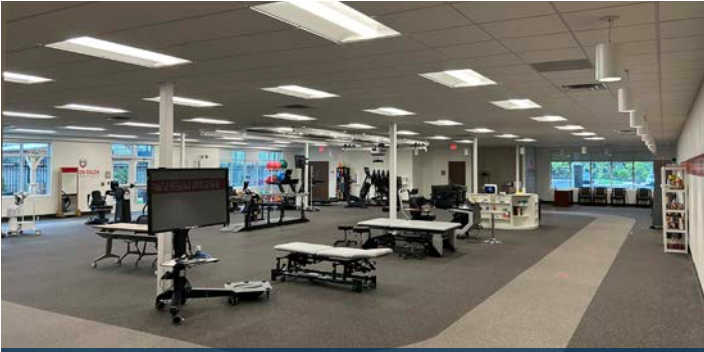
NC State University, Polk Hall Renovations

Historic 20-story renovation in downtown Greensboro featuring major MEP upgrades



Lincoln Financial Group, Jefferson Standard Building Renovation

HEALTHCARE & HUMAN SERVICES



Winston-Salem State University, Physical Therapy Lab



River Landing at Sandy Ridge, Memory Care Renovation



Atrium Health, Hanlon Lab

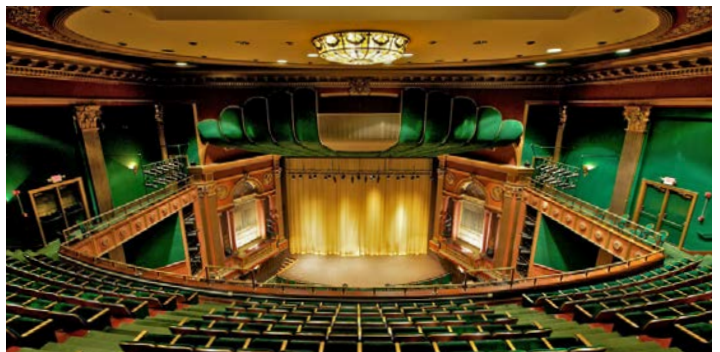


Forsyth County, Highland Avenue Center

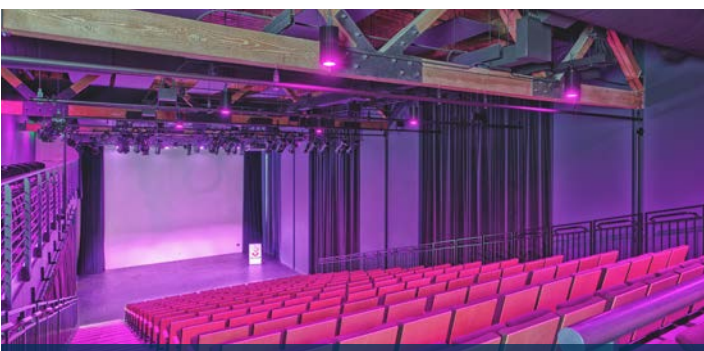
AUDITORIUMS



Kintura, Glenaire



UNC School of the Arts, Stevens Center Renovation



Arts Council of WS/Forsyth County,
Reynolds Place Black Box Theatre



Wake Forest University, Farrell Hall

3.3 Key Personnel



Ryan Morris
Principal-In-Charge

Brad Wall
Project Executive

PRECONSTRUCTION

Carl Lanier
Preconstruction Team Leader

Ricky Touchstone
Preconstruction Manager

PROJECT MANAGEMENT

Gary Hornsby
Project Manager

Catherine Brisson
Assistant Project Manager

FIELD SUPERVISION

Alex Irvin
General Superintendent

Claude Sales
Senior Superintendent

Kyle Grogan
Superintendent

SUPPORT SERVICES

Brooke Thomas
Diversity Assurance

UNCG ALUMNI
Morgan Perry
Risk Management

Christine Davis, LEED AP
Sustainability Assurance

Chad Reichert
Virtual Design & Construction

Jay Bennett
Safety Assurance



Ryan Morris Principal-In-Charge

Location:
Greensboro, NC

Tenure:
• 11 Years in Construction Industry
• 10 Years with Blum

Reference:
Frank Shelton
Director of Housing & Operations
Wake Forest University
(336) 755-6453
sheltogf@wfu.edu

Education/Certifications:
• BS, Civil Engineering, NC State University
• OSHA 10, Certified

Preconstruction: 15%
Construction: 15%

RELEVANT PROJECT EXPERIENCE



Bostwick & Johnson Residence Halls Renovations
Wake Forest University
Size: 87,000 SF // Cost: \$36,200,000



Carmichael Gymnasium Renovation & Addition
NC State University
Size: 87,000 SF // Cost: \$37,738,000



University Towers Renovations
NC State University
Size: 213,000 SF // Cost: \$14,700,000



Brad Wall Project Executive

Location:
Greensboro, NC

Tenure:
• 21 Years in Construction Industry
• 6 Years with Blum

Reference:
Barry Kitley
Chairman
Qubein Children's Museum
(336) 841-9363
bkitley@highpoint.edu

Education/Certifications:
• BS, Construction Engineering & Management, NC State University
• OSHA 10, Certified

Preconstruction: 35%
Construction: 35%

RELEVANT PROJECT EXPERIENCE



Law Enforcement Building (In-Construction)
Guilford County
Size: 57,000 SF // Cost: \$26,600,000



Dental Hub Phase 1
High Point University
Size: 5,000 SF // Cost: \$1,200,000



Truist Leadership Institute North Building
Truist
Size: 86,000 SF // Cost: \$59,900,000



Carl Lanier Preconstruction Team Leader

Location:
Richmond, VA

Tenure:
• 18 Years in Construction Industry
• 15 Years with Blum

Reference:
Sam Binkley
Senior Project Manager
Wake Forest University
(336) 758-4899
binklest@wfu.edu

Education/Certifications:
• MS, Civil Engineering, University of Virginia
• BS, Civil Engineering, Virginia Tech
• Engineer in Training (EIT), Certified

Preconstruction: 60%
Construction: 5%

RELEVANT PROJECT EXPERIENCE



Bostwick & Johnson Residence Halls Renovations
Wake Forest University
Size: 87,000 SF // Cost: \$36,200,000



Carmichael Gymnasium Renovation & Addition
NC State University
Size: 87,000 SF // Cost: \$37,738,000



University Towers Renovations
NC State University
Size: 213,000 SF // Cost: \$14,700,000



Ricky Touchstone Preconstruction Manager

Location:
Winston-Salem, NC

Tenure:
• 30 Years in Construction Industry
• 29 Years with Blum

Reference:
Steve Martin
Associate Vice Chancellor Facilities Management
UNC School of the Arts
(336) 770-3322
martinw@uncsa.edu

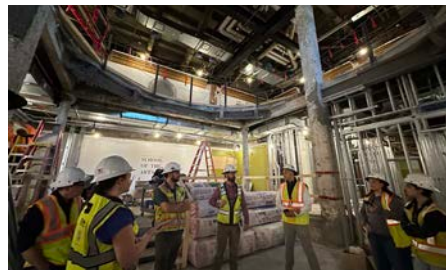
Education/Certifications:
• MS, Construction Science & Management, Clemson
• BS, Architectural Design, Clemson
• OSHA 10, Certified

Preconstruction: 100%

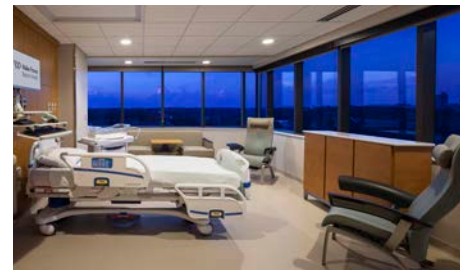
RELEVANT PROJECT EXPERIENCE



Congdon School of Health Sciences
High Point University
Size: 224,000 SF // Cost: \$64,263,000



Stevens Center Renovation & Addition (In-Construction)
UNC School of the Arts
Size: 64,600 SF // Cost: \$23,400,000



The Birth Center
Atrium Health Wake Forest Baptist
Size: 100,000 SF // Cost: \$42,800,000



Gary Hornsby Project Manager

Location:
Winston-Salem, NC

Reference:
Richard Angino
Developer/Owner
Third Wave Housing
(336) 499-1963

Tenure:

- 24 Years in Construction Industry
- 6 Years with Blum

Education/Certifications:

- BS, Sociology & Anthropology, Earlham College
- OSHA 30, Certified
- Construction Estimating Institute Certification

Preconstruction: 25%
Construction: 100%

RELEVANT PROJECT EXPERIENCE



SEED Center & HVAC Replacement
Summit School
Size: 12,600 SF // Cost: \$9,900,000



First Presbyterian Church Enhancements
First Presbyterian Church of Winston-Salem
Size: 5,000 SF // Cost: \$6,000,000



Brown School Lofts at Legacy Heights
McCormack Baron Salazar
Size: 92,000 SF // Cost: \$23,000,000



Alex Irvin General Superintendent

Location:
Greensboro, NC

Reference:
Elizabeth Dampier
CEO
Kaleideum Children's Museum
(336) 714-7103
edampier@kaleideum.org

Tenure:

- 18 Years in Construction Industry
- 12 Years with Blum

Education/Certifications:

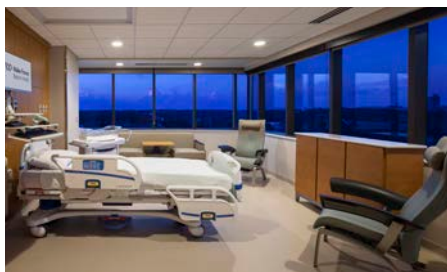
- BS, Construction Management, East Carolina University
- OSHA 30, Certified

Preconstruction: 35%
Construction: 35%

RELEVANT PROJECT EXPERIENCE



Highland Avenue Center
Forsyth County / Cardinal Innovations
Healthcare
Size: 44,000 SF // Cost: \$10,000,000



The Birth Center
Atrium Health Wake Forest Baptist
Size: 100,000 SF // Cost: \$42,800,000



Kaleideum Children's Museum & Science Center
Forsyth County
Size: 81,000 SF // Cost: \$28,500,000



Claude Sales Senior Superintendent

Location:
Greensboro, NC

Tenure:
• 13 Years in Construction Industry
• 11 Years with Blum

Reference:
Tom Smith
Executive Director
River Landing at Sandy Ridge
(336) 668-4900
tsmith@riverlandingsr.org

Education/Certifications:
• AS, Applied Science Construction Management, San Joaquin Private Junior College
• OSHA 10, Certified

Preconstruction: 20%
Construction: 100%

RELEVANT PROJECT EXPERIENCE



Law Enforcement Building (In-Construction)
Guilford County
Size: 57,000 SF // Cost: \$26,600,000



Healthcare Expansion & Renovation
River Landing at Sandy Ridge
Size: 23,000 SF // Cost: \$6,400,000



Campus Expansion
Ecolab
Size: 108,000 SF // Cost: \$21,900,000



Kyle Grogan Superintendent

Location:
Greensboro, NC

Tenure:
• 4 Years in Construction Industry
• 4 Years with Blum

Reference:
Eric Hilton
Facilities Project Manager
Guilford County
(336) 641-3762
ehilton@guilfordcountync.gov

Education/Certifications:
• BS, Construction Management, Appalachian State University
• OSHA 10, Certified

Preconstruction: 20%
Construction: 100%

RELEVANT PROJECT EXPERIENCE



Law Enforcement Building (In-Construction)
Guilford County
Size: 57,000 SF // Cost: \$26,600,000



Truist Leadership Institute North Building
Truist
Size: 86,000 SF // Cost: \$59,900,000



Nido & Mariana Qubein Children's Museum
Nido & Mariana Qubein
Size: 97,000 SF // Cost: \$16,600,000

Project Team Involvement

Project Team	Preconstruction													Construction												
	High Performing Teams Leadership	Design Review	Constructability Review	Cost Modeling / Estimating	Collaborative Scheduling	Site Logistics Mapping	Value Analysis	Inclusion/ Diversity Assurance	Trade Partner Prequalification	Competitive Bid Solicitation	Procurement	Sustainability Assurance	High Performing Teams Leadership	Client Communications	Trade Partner Coordination	Safety	Quality Control / Inspections	Shop Drawing Review	Change Management	Claims Resolution	Schedule Control	Commissioning	Payment Approval	Sustainability Assurance		
Principal-In-Charge	✓												✓	✓												
Project Executive	✓	✓				✓							✓	✓						✓						
Preconstruction Team Leader	✓	✓	✓			✓	✓	✓																		
Preconstruction Manager		✓	✓	✓		✓		✓	✓	✓																
Project Manager		✓	✓							✓	✓			✓			✓	✓			✓	✓	✓	✓	✓	
Assistant Project Manager		✓	✓							✓	✓			✓			✓	✓			✓	✓	✓	✓	✓	
General Superintendent	✓	✓	✓		✓	✓	✓						✓		✓		✓				✓					
Senior Superintendent	✓	✓	✓		✓	✓				✓	✓		✓	✓	✓	✓	✓				✓				✓	
Superintendent		✓	✓		✓	✓				✓	✓			✓	✓	✓	✓				✓	✓			✓	
Diversity Director							✓	✓																		
Virtual Design & Construction		✓	✓			✓								✓		✓	✓									
Safety Management						✓									✓											
Sustainable Construction		✓				✓				✓	✓					✓									✓	
Director of Risk & Compliance								✓		✓									✓							

As requested in the RFQ, we have provided resumes for our key personnel who will be assigned to the UNC Greensboro Moore Building Renovation project. Also as requested, we have included an organizational chart identifying our proposed staffing along with their responsibilities for the project. We hereby provide this sworn statement that this project is staffed adequately to successfully start and complete the project, and persons stated on the previous pages will be exclusively assigned to this project for its duration.

Michael E. Lancaster

Mike Lancaster
 President & CEO
 Blum Construction

3.4 Project Planning



Blum understands the importance of the successful delivery of the Moore Building Renovation project and its impact to UNC Greensboro. As your construction manager, Blum will work closely with UNC Greensboro, and the other consultants as an integral part of the total project team to deliver the best long-term value for the organization. Construction projects run more smoothly when the major participants are involved from the beginning of the preconstruction phase through turnover of the final product to the owner. To achieve this continuity on this project, the project managers and superintendents will be heavily involved in both the preconstruction and construction phases of the project. They will be assisted in both phases of the project by a team of highly-capable personnel that bring experience and expertise to the project in each of their respective roles. Our goal is to integrate the Blum leadership with UNC Greensboro's project team, the design team, and other stakeholders, to develop a collaborative approach based on UNC Greensboro's objectives.

Preconstruction represents the most crucial time to establish the foundation for a successful project. Investing the time to create a strong team results in every possible benefit – from expedited decision-making to reduction of change requests. The Blum team will work from the start to cultivate a close working relationship with UNC Greensboro and the design team through their day-to-day interaction. Upon receiving our Notice to Proceed, our preconstruction team members supported by our project managers and superintendents, will mobilize immediately to meet with UNC Greensboro, the design team, and the user groups to develop a comprehensive 90-day plan. All of our team members are easily accessible to UNC Greensboro.

We recognize that much has been accomplished to date by UNC Greensboro and their consultants. It is not our intent to reinvent the fine work that has already been established and implemented. Instead, we would propose a few key activities to integrate quickly, develop an understanding of the existing team

dynamics, and build on the success stories to date. The result of these early conversations will largely drive the activities we might recommend to UNC Greensboro. Some of those first steps within the 90-day plan may include:

90-DAY PLAN FIRST STEPS INCLUDE:

- ✓ Partnering session with key stake holders
- ✓ Quality control / quality assurance
- ✓ Identify project priorities
- ✓ Develop design standards
- ✓ Review budgets
- ✓ Utilize Cost Advisor®
- ✓ High performance building energy model
- ✓ Develop master schedule
- ✓ Establish project control system
- ✓ Project-specific CM implementation
- ✓ Understand communication protocols
- ✓ Understand UNCG's reporting requirements
- ✓ Develop deliverables schedule
- ✓ Progress reports



Throughout preconstruction, our team will work closely to provide all preconstruction phase services. These activities will be further supported by our in-house preconstruction team. The roles and responsibilities of each of the key personnel are further defined within Section 3.3, Key Personnel. Each of our team members plays a critical role in preconstruction, whether it is value analysis, constructability review, or scope preparation. They will all stay engaged through closeout.

As our team transitions into the construction phase, we will work closely with our on-site team to lead the performance

and management of all Blum deliverables, from the beginning to the end of this project, focusing on cost management, project reporting, quality control, and communications. We will also work closely with the superintendent and engineers on site logistics, constructability, schedule performance, and subcontractor performance. This team will manage daily activities to ensure expectations, contract requirements, and the site logistics requirements are met to keep the impact on the school to a minimum.

THE RIGHT TEAM TO SAVE TIME AND MONEY



Brad Wall



Carl Lanier



Ricky Touchstone



Gary Hornsby



Alex Irvin

Brad Wall (Project Executive), Carl Lanier (Precon Team Leader), Ricky Touchstone (Preconstruction Manager), Gary Hornsby (Project Manager), and Alex Irvin (General Superintendent) will work together to lead the Value Engineering effort, gaining input from UNC Greensboro facilities department, the design team, and the project team. Blum's cost modeling approach includes the ability to estimate all trades, but also realizes the importance of input from specialty subcontractors, specifically structural systems, plumbing, mechanical, and electrical in the preconstruction process early and often.

Value Engineering

The Value Engineering effort by the Blum team will open clear lines of communication among all project team members from the start of the Moore Building Renovation project. This will provide dynamic discussions about the latest technologies, materials, and implementation standards to enhance the project, while sticking to the budget. Our team will immediately begin to support the design team and UNC Greensboro with suggestions to minimize constructability impacts to cost and schedule and offer value engineering options for consideration.

UNC Greensboro's decision to involve a construction manager early in the design phase of the project will allow Blum to analyze major systems and make recommendations which have the greatest potential for savings, with the least impact to design and construction schedules, all the while taking life-cycle cost analysis into consideration.

Our goal is to work with UNC Greensboro and the design team to renovate a building that meets 100% of your program needs, while keeping within the constraints of the project budget. The following is an overview of the Value Engineering process our team will employ on this project:

VALUE ENGINEERING TIMELINE

	Schematic Design	Design Development	Construction Documents	Construction
Brainstorming Session	■			
Concepts Development	■			
Cost Studies & Evaluation		■		
Presentation of Recommendations			■	
Implementation			■	■

Brainstorming Session. In a charette-style meeting with the project team, the Blum team will identify and select feasible ideas warranting further development into specific Value Engineering recommendations.

Concepts Development. Based on review of the design documents and program, the Blum team will employ a creative, judgement-free effort to develop alternative ideas for the elements of the construction.

Cost Studies and Evaluation. The Blum team will deliver to the project team cost studies for specific Value Engineering recommendations, including evaluations of the impacts of first cost decisions on life cycle costs and operational issues related to each recommendation. This is a critical step for UNC Greensboro, and one that we feel we bring expertise to our team of specialists in school buildings.

Formal Presentation of Recommendations.

The Blum team, in concert with the design team, will present our recommendations to UNC Greensboro. The presentation will include items considered, potential savings, those recommendations approved by UNC Greensboro, and the corresponding savings reflected in the project budget.

Implementation. The formal presentation of recommendations will likely serve as the beginning of an implementation process, as well as the end of the Value Engineering process. Approved recommendations will be tracked in progress meetings until each item is fully implemented, and UNC Greensboro has been assured that they will receive the product they have approved.

Constructability Issues

The Blum team will implement a deliberate, methodical process of examining the Moore Building Renovation project documentation from a builder's perspective in order to identify potential issues prior to construction. Our goal is to minimize document related conflicts which can result in delays, needless escalation of costs, and conflicts between owners, designers, and builders. The Blum team adds tremendous value to the project by adding a layer of document review during the design phase.

Constructability reviews are conducted by Blum estimators, project managers, and field managers as a system of "checks and balances," intended to increase the quality of the documents and reduce field changes and potentially expensive delays. These reviews start with our preconstruction team of experienced estimators. As these estimators price each component itemized in our estimate, their experience assists them in identifying those items that are unusually expensive. It is not uncommon for them to identify less expensive alternatives that maintain a similar



Collaboration & Reviews

level of quality without detracting from the aesthetic. Additional reviews are simultaneously performed by the experienced Blum project and field management staff to assess the constructability of the preferred design. Design details that are perceived as difficult or infeasible to construct will be noted, and alternatives developed. All alternatives will be delivered to UNC Greensboro and the design team for consideration. A typical constructability review would:

- Assess the ease or difficulty in constructing the proposed design and make recommendations for practical changes
- Review drawings and specifications for inconsistencies, errors, or omissions
- Recommend architecturally sensitive material alternatives for design details when the proposed design is perceived as a high cost option
- Suggest specification changes when proposed specifications are likely to limit competition or cause excessive delays in delivery

Cost Model / Estimates

Accurate and transparent estimating will be critical to the ability of the Moore Building Renovation project team to successfully achieve the greatest program the budget will allow. Estimating will be provided by our team of skilled estimators with specific experience in these types of projects. The Blum team's core preconstruction team represents more than 60 years of combined construction estimating experience. This experience has allowed our team to develop detailed cost records for all elements of work.

The estimating team will reach out to the local trade partner community to support our internal estimating resources and current cost data. For unique building elements or proprietary systems, we will seek the input of trade contractors early in the design process to confirm cost and solicit value analysis and constructability guidance.

As schematic design documents are developed, on-screen graphical quantity takeoff software is used, along with market unit pricing from our in-house estimating staff and references from trade contractors currently in the marketplace, to produce a detailed cost model. Building system elements are used to validate the model. The cost model is then kept as a benchmark as the design documents develop and cost estimates become increasingly more detailed. Each iteration of the estimate, including the final GMP, will be compared to the model, and any variances will be explored and explained before moving to the next iteration. Our experience with our cost model process has found this method to be extremely accurate, yielding schematic level estimates within an average of 2% of final construction costs.

State-of-the-Art Tools

Blum utilizes Destini Estimating as our primary estimating software. We also use Plan Swift as a tool for capturing quantities from documents. Plan Swift not only speeds up the estimating process but can also clearly illustrate to the project team the assumptions we have made regarding materials. Our initial DD estimate will be developed in a format that allows detailed tracking and comparison to our CD estimates generated subsequently. All cost information will be provided in a clear and concise presentation. Our team can structure the cost information to address program elements, program spaces, disciplines by CSI coding and trade packaging - all tied together to allow comparison and efficient decision-making by UNC Greensboro. Blum software and processes allow us to provide estimate updates and reports in short time frames with appropriate levels of detail, as required to make decisions and keep the design process moving.

Project Tracking / Reporting

The Blum on-site project team will administer the project controls. They are skilled at managing design and construction phase control services using Building Connected, Viewpoint Team, Microsoft Project, and other Microsoft Office applications. These controls typically include cost, schedule, change orders, cash flow, shop drawings, quality control, and requisitions. Our team will also provide a monthly progress report representative of our work product during both the preconstruction and construction phases, specifically addressing schedule, cost control, and project issues.

We recommend the use of Viewpoint Team, a comprehensive construction management solution in a single web-based application that will allow UNC Greensboro, the design team, and tradesmen to work from the same source of information. This project control solution will allow the entire project team to collaborate scheduling, accounting/change management, RFIs, submittals, etc., in a single system. To streamline the document transmission process, the sharing of information is electronic; ultimately reducing paper waste.



Viewpoint Team

The project managers will be responsible for maintaining the majority of the information documented and tracked within Viewpoint Team. Additionally, project team members can input information such as safety and quality, RFIs and change requests, punch lists, and drawing markups through portable tablet PCs in the field. This information will be used to generate weekly and monthly reports as required for project meetings and by UNC Greensboro. All users of the system can view activity reports, action items, issues, dates, and pertinent job information on any computer, any time.

Requests for Information (RFI) and Shop Drawings

Blum recommends the following approaches to RFIs and shop drawings:

Requests for Information

- Implement Blum standard PRFI and RFI tracking forms for use on the project
- Raise issues that need clarification in a timely manner as to not impact the project schedule
- Provide recommended alternatives and solutions to issues requiring clarification
- Track all RFIs through the construction phase until the appropriate party responds, and then record the response
- Include open RFIs as an agenda item at all progress meetings, advising the project team on the status of the RFI process, and take steps to mitigate any potential delays caused by the process

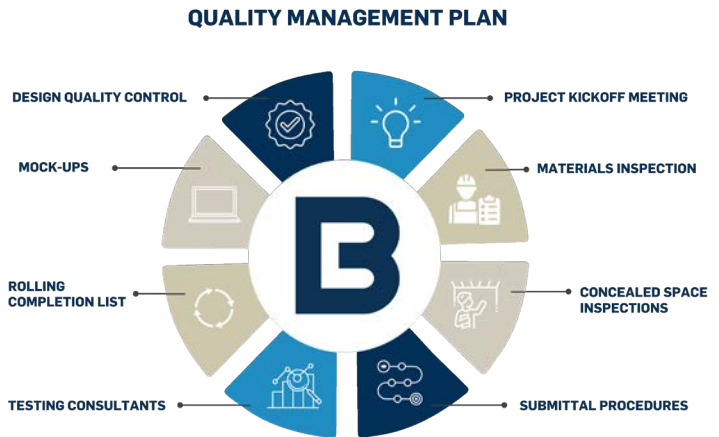
Shop Drawing Review

- Include shop drawing review, coordination of all field conditions, mock-up reviews, and lead times on the project CPM schedule
- Establish a complete listing and schedule of required submittals with parties involved at the start of the construction phase to allow planning by UNC Greensboro and the design team to accommodate review requests when they occur
- Log and monitor all shop drawings/submittals throughout the construction phase, ensuring that all shop drawing packages are submitted in an acceptable manner. Insufficient or incomplete submissions will be returned to the trade contractor for correction prior to being forwarded to UNC Greensboro or the design team
- Submit a shop drawing aging report to the project team at each weekly progress meeting

Quality Control

Blum quality control program strives to ensure that all work is done right, completely, and free of defects the first time. The program will put a specific process in place for the Moore Building Renovation project that will prevent mistakes by inspecting the work at the earliest possible opportunities throughout the building process. Blum employs a variety of proactive inspection techniques that are the heart of the quality control process. A site-specific quality control plan will be developed to address pre-installation meetings, first delivery inspections, first equipment-in-place testing, mock-up inspections, closure inspections, and pre-punch list requirements. This approach is valuable to UNC Greensboro as it ensures the delivery of the building as intended. It is similarly valuable to the trade contractors because they know

exactly what your team is expecting at the end of the project, and it allows them to strive diligently toward that end.



Commissioning and Start-up Plan

The commissioning process involves a variety of activities that ultimately start from the very beginning of the project, and progress in a sequential order until the end of the project. Commissioning is not a single event, but a continuing commitment to making sure the project ends with a successful occupancy phase. The plan will include all start-up, testing, and occupancy requirements for all systems, equipment, and components in the project to the level agreed upon with UNC Greensboro and the design team (Levels 1-5). The plan will be completed and approved by UNC Greensboro prior to bidding the work to assure that all commissioning requirements can be included in the trade contractors' scopes of work at the best initial value/first cost. Most importantly, the result of our approach is that the building and its systems will be tested and commissioned prior to substantial completion.

Schedule & Staffing Plan

Blum will use the Critical Path Method (CPM) scheduling technique to record and streamline the project path forward. The CPM represents the overall project strategy, objectives, and activities set to a time scale. It is the framework from which all subsequent project time-control information is developed. It also serves as the baseline against which project progress is measured. We view the CPM schedule as a management tool, not an end product. The on-site management team is trained and readily able to adjust and improve the project schedule in real time, on the project site. Although it represents the overall plan for the project, the detailed schedule will remain flexible to accommodate change when necessary.

During the preconstruction phase, our team will manage charette-style scheduling sessions. The charettes are a communication tool that helps to identify key dates and activities and allows buy-in by all team members. This information is used to develop our final work plan and project schedule. The

first charette will occur immediately following the awarding of our contract to schedule all preconstruction activities. This ensures that all parties will agree on the dates for their individual responsibilities and commitments and assures that the preconstruction process will remain on schedule. A separate charette will occur after the acceptance of the GMP and will include trade contractors. From this charette, the master construction schedule will be developed.

To view our staffing plan, begin at Section 3.3 of this document.

Track Record of Minority Participation

Our goal is not simply to include minority and HUB firms, but to help establish, preserve, and strengthen these firms so that they can be significant value-added providers in the contracting community. We do this by offering meaningful assistance to the minority-owned firms in terms of breaking down bid packages to maximize participation, assisting in the preparation of bids, and assisting in the accounting functions required to successfully complete the project once it has been awarded. This model

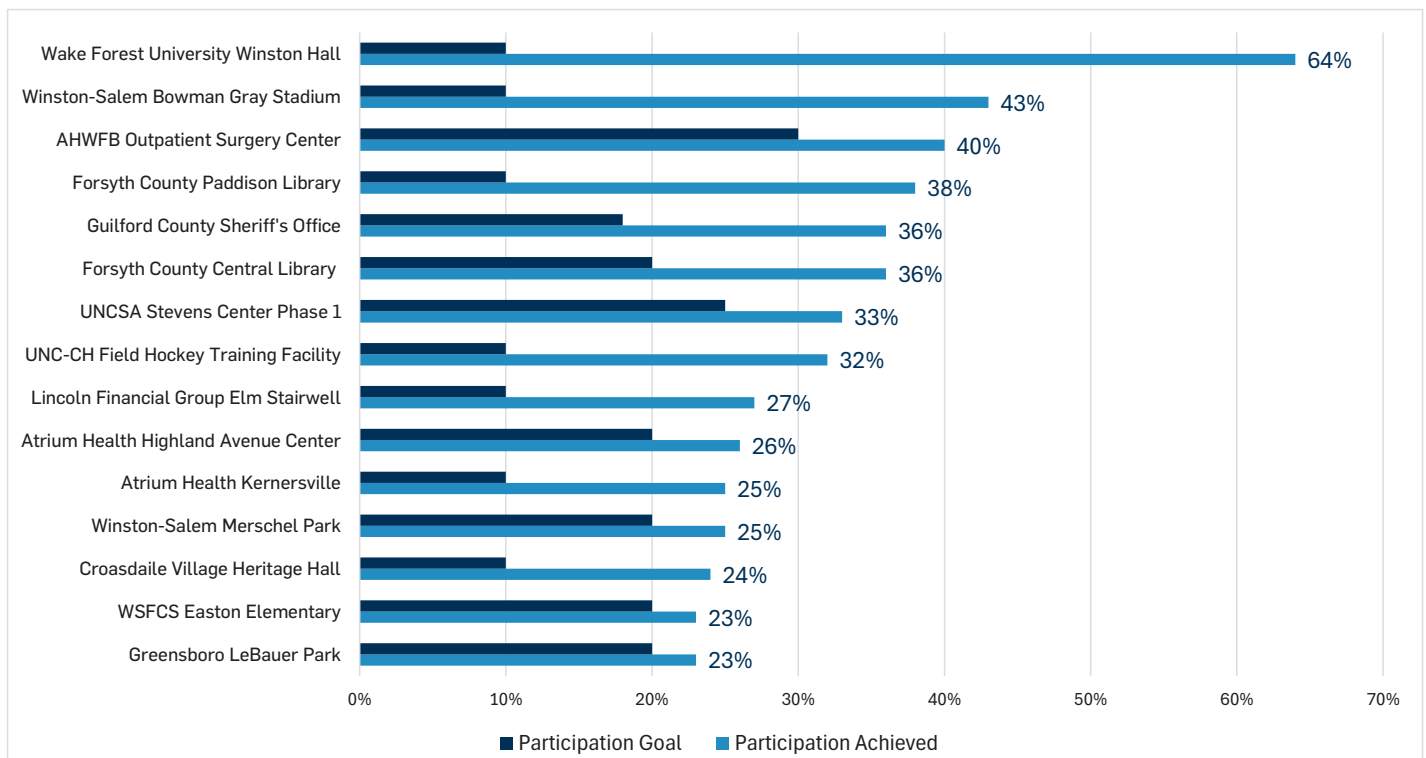
has been successfully executed by Blum on projects across North Carolina.

The ultimate goal in the Blum framework is to maximize HUB participation and to grow our entire subcontracting community. This benefits the minority-owned firms, and ultimately the project owner and Blum by creating stable and trusted partners for future projects. We will succeed in maximizing HUB participation by working with various resources such as those listed below:

- NC Department of Administration HUB Office
- State-wide Uniform Certification (SWUC)
- NC Institute of Minority Economic Development
- National Association of Minority Contractors
- United Minority Contractors of NC
- NC Minority Supplier Development Council
- Blum Email Marketing
- Blum Social Media

Blum is committed to strengthening, expanding, and promoting diverse partnerships. Placing a focus on procuring Minority and Women Business Enterprise (MWBE) / HUB firms, while increasing diverse participation, allows Blum to elevate industry standards of diversity and inclusion.

Recent Record of HUB Participation



Blum will work diligently to meet or exceed this goal as we gain a better understanding of the scope and phasing of this project.

15%

**Blum's HUB Goal for the
UNC Greensboro Moore
Building Renovation**

Commitment to Local Workforce Development



Forging Lasting Partnerships: The Trade Partner Council Initiative

With the support of the Guilford County MWBE Office, Blum created the Trade Partner Council, an initiative to better engage and support Black-owned businesses. Blum believes that diversity is an ethical imperative - a catalyst for innovation, creativity, and long-term community success. By enhancing opportunities for greater diverse representation, we can foster an environment for underrepresented businesses to thrive. Our hope for the Trade Partner Council is for business owners to gain the insight and connections needed to see real progress in our local construction industry. Blum invited seven Black-owned trade partners to participate in the council and we laid out three key goals for our Trade Partner Council conversations.

- 1 Gather **INSIGHT** about the processes our trade partners engage in to bid on a project, the obstacles they face, and the successes they have experienced.
- 2 Foster opportunities for our trade partners to build **CONNECTIONS** between their leaders and the Blum team.
- 3 Discuss the business goals of our trade partners and identify action items to **PROGRESS** their growth in the construction community.

These conversations will generate important developments in our efforts to be an advocate for diversity and will help ensure our portfolio of trade partners well represents the communities in which we live, serve, and build.

Blum Internship Program

Blum hires 15-25 interns each summer to join our project teams and gain valuable, real-world, experience on and off-site.



Group of 2025 interns on top of the Stevens Center in Winston-Salem

World of Work

Blum is the lead sponsor of World of Work, a multi-day, hands-on event that showcases construction careers and economic mobility to public-school students. We are always looking for more ways to contribute and serve in this capacity elsewhere in North Carolina.



Chad Reichert, Blum's Virtual Design & Construction Specialist, teaching middle school students about Trimble Connect, an augmented reality software

Blum team member demonstrating masonry machinery to high school students.



HUB Plan

Proactive Strategy for Maximizing HUB Participation

Maximizing HUB participation will be an integral part of our overall procurement plan on this project. This will consist of seven key elements:

- Research and update our Diversity Resource Listing for HUB firms
- Subcontractor/Vendor outreach - formal and informal
- Subcontractor/Vendor evaluation/prequalification and HUB certification
- HUB Procurement Forecast
- Bid Packaging Strategy to expand opportunities for HUB participation
- HUB Procurement Reporting
- Long-term joint Business Development activities with HUB firms

HUB Procurement Forecast

History has taught us that by careful research and evaluation of HUB firms during the preconstruction process, we can accurately forecast potential HUB procurement based on the capacity in specific trade packages. A matrix can be developed from this research to project probable outcomes of HUB participation. Once the bid package estimate is finalized for the project, Blum will establish a target percentage of HUB participation in each bid package. We will then measure our progress against these targets for the project.

Bid Packaging Strategy to Expand Opportunities for HUB Participation

Blum will develop a detailed Procurement Plan defining our subcontracting and bid packaging plan that considers design documentation, purchasing time frames, approval and delivery requirements, and construction durations. The plan will outline the trade contractor requirements specific to the project. We will then divide and structure multiple trade packages in order to maximize participation among local and regional HUB trade partners and vendors. These packages would be tailored to satisfy the expressed interests and financial capabilities of the HUB trade partners by utilizing:

- “Right-Sizing” the size, scope, and terms of certain bid packages (where practical), to expand the opportunities for HUB trade partners and vendors; Ensure bond requirements fit the level of subcontractor risk;
- Incorporate HUB trade partners into our Subcontractor Default Insurance program (SDI); and
- Ensure insurance requirements fit the level of trade partner risk.

Outreach / Good Faith Effort

Blum will utilize a variety of advertising methods to reach HUB trade partners and vendors to make them aware of our project. In addition to direct communication with firms in our database, these advertising locations include, but are not limited to:

- Local Newspaper
- Greater Diversity News
- Que Pasa Mi Gente
- State of North Carolina HUB Office
- Blum Public Plan Room



Trade Partner Council Meeting Discussion

Financial Assistance

Blum has the ability to offer the following non-conventional payment methods to HUB firms when needed:

- Negotiate quick pay arrangements with HUB trade partners when possible
- Work with HUB vendors to ensure prompt payments using joint check agreements
- Encourage prime contractors to extend these programs to their HUB trade partners and vendors

Post Bid

Blum will analyze the HUB participation of each apparent low bidder. If it is determined that participation can be increased, Blum will assist the prime contractor with identifying additional HUB resources that could be utilized to increase participation.

HUB Participation Tracking

Blum will provide the owner with a detailed listing of HUB participation commitments prior to the start of construction.

- Prime contractors will be required to submit Appendix E – MBE Documentation for Contract Payments, with each application for payment.
- Blum will provide detailed documentation of HUB Participation progress monthly throughout the project.

3.5 Verification Forms



This the 1st day of August, 2025

BLUM CONSTRUCTION **COMPANY NAME**

By: Mike Lancaster

Title: President & CEO

Attest:
Mark Dunnagan, Secretary

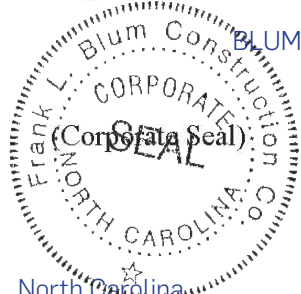
Michael E. Lancaster
(Corporate Seal)



VERIFICATION

I HEREBY CERTIFY THAT THE RESPONSES OF BLUM CONSTRUCTION ARE CORRECT AND TRUTHFUL TO THE BEST OF MY KNOWLEDGE AND FOR THOSE RESPONSES GIVEN WHICH ARE BASED ON INFORMATION AND BELIEF, THOSE RESPONSES ARE TRUE AND CORRECT BASED ON MY PRESENT BELIEF AND INFORMATION.

This the 1st day of August, 20 25



BLUM CONSTRUCTION **COMPANY NAME**

By: Mike Lancaster
President

Attested: Mark Dunnagan
Secretary

STATE OF North Carolina

COUNTY OF Guilford

I, Heather Randolph, a Notary Public in and for the County and State aforesaid, hereby certify that Mark Dunnagan personally came before me this day and acknowledged that he/she is secretary of Blum Construction and that by authority duly given and as the act of the corporation, the foregoing instrument was signed in its name by its president, sealed with its corporate seal, and attested by him/herself as is secretary.

Witness my hand and official seal, this the 1st day of August, 20 25.

Official Signature of Notary

Heather Randolph, Notary Public
Notary's Printed or Typed Name

02/28/2027

My Commission Expires:

HEATHER RANDOLPH
NOTARY PUBLIC
Forsyth County
North Carolina
My Commission Expires 02/28/2027

APPENDIX G

Non-Collusion and Non-Suspension Statement

The undersigned certifies that (Blum Construction (203 S Church St., Greensboro, NC 27401), North Carolina General Contractor License Number #18), has not in connection with this proposal or in any instance engaged in any conspiracy, combination, or any other act in restraint of trade or commerce declared to be unlawful by the provisions of N.C.G.S. 75-1 and 75-2 where the combination, conspiracy or other unlawful act in restraint of trade involves a contract for construction, renovation or repair, let or to be let by a governmental agency or a subcontract for construction renovation or repair with a prime contractor or proposed prime contractor for a governmental agency. N.C.G.S. 133-24.

Furthermore, the undersigned certifies that it is familiar with the response to the RFP for UNC Greensboro Moore Building Renovation and that said response, is fair and proper and is not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the undersigned or any of its agents, representatives, owners, employees or parties in interest. N.C.G.S. 133-30.

Finally, the undersigned certifies that it has not been suspended from bidding by the North Carolina State Building Commission or any other State building authority and that it is not an affiliate or subsidiary of any company suspended by the North Carolina State Building Commission or any other State building authority.

By Mike Lancaster
Title President & CEO
Date August 1, 2025

IN WITNESS WHEREOF, I have hereunto set my hand and Notarial Seal this the 1st day of August, 2025.

Heather Randolph
Official Signature of Notary

Heather Randolph, Notary Public
Notary's Printed or Typed Name

02/28/2027
My Commission Expires:

HEATHER RANDOLPH
NOTARY PUBLIC
Forsyth County
North Carolina
My Commission Expires 02/28/2027



BLUM CONSTRUCTION



PROPOSAL FOR CONSTRUCTION MANAGER AT RISK AND PROVIDING
GUARANTEED MAXIMUM PRICE FOR CONSTRUCTION OF

Moore Building Renovation

Submitted to:

UNC Greensboro Facilities Design
& Construction
Attn: Wendi Stogner, Project Manager
fdc@uncg.org // wcstogner@uncg.org

Submitted by:

Gina Willis
Project Development Manager
Blum Construction
(743) 255-7996
gina.willis@flblum.com

UNC GREENSBORO

AUGUST 1, 2025

