

Public-Private Transportation Act  
Detailed Proposal

# ROUTE 28 PHASE III

Linton Hall Road to Pennsylvania Avenue  
Prince William County, Virginia

SUBMITTED TO:  
PRINCE WILLIAM COUNTY, VA



SUBMITTED BY:



IN ASSOCIATION WITH:





September 7, 2017

Mr. Adam Manne  
Purchasing Manager  
Purchasing Division  
1 County Complex Court, Suite 205  
Woodbridge, Virginia 22192

**RE: PPTA-Route 28 Phase III  
Detailed Proposal**

Dear Mr. Manne:

As requested in your August 9, 2017 letter, we are providing a Detailed Proposal for the Route 28 Phase III project. In accordance with the Purchasing Regulations, we have followed the requirements for the "Format for Submissions at the Detailed Stage" and have included the requested information under 11 tabs in our response. In addition, the additional information requested in your August 9, 2017 letter can be found behind Tab 11 which per the Purchasing Regulations, is for "Additional materials and information as the County may in its sole discretions request".

We trust we have addressed all the required items and look forward to your review of our Detailed Proposal. Should you have any questions regarding the information provided, or need additional information, please contact me at your convenience.

Thank you.

A handwritten signature in dark ink, appearing to read "G. Palleschi", is written over a circular stamp or watermark. The signature is fluid and cursive.

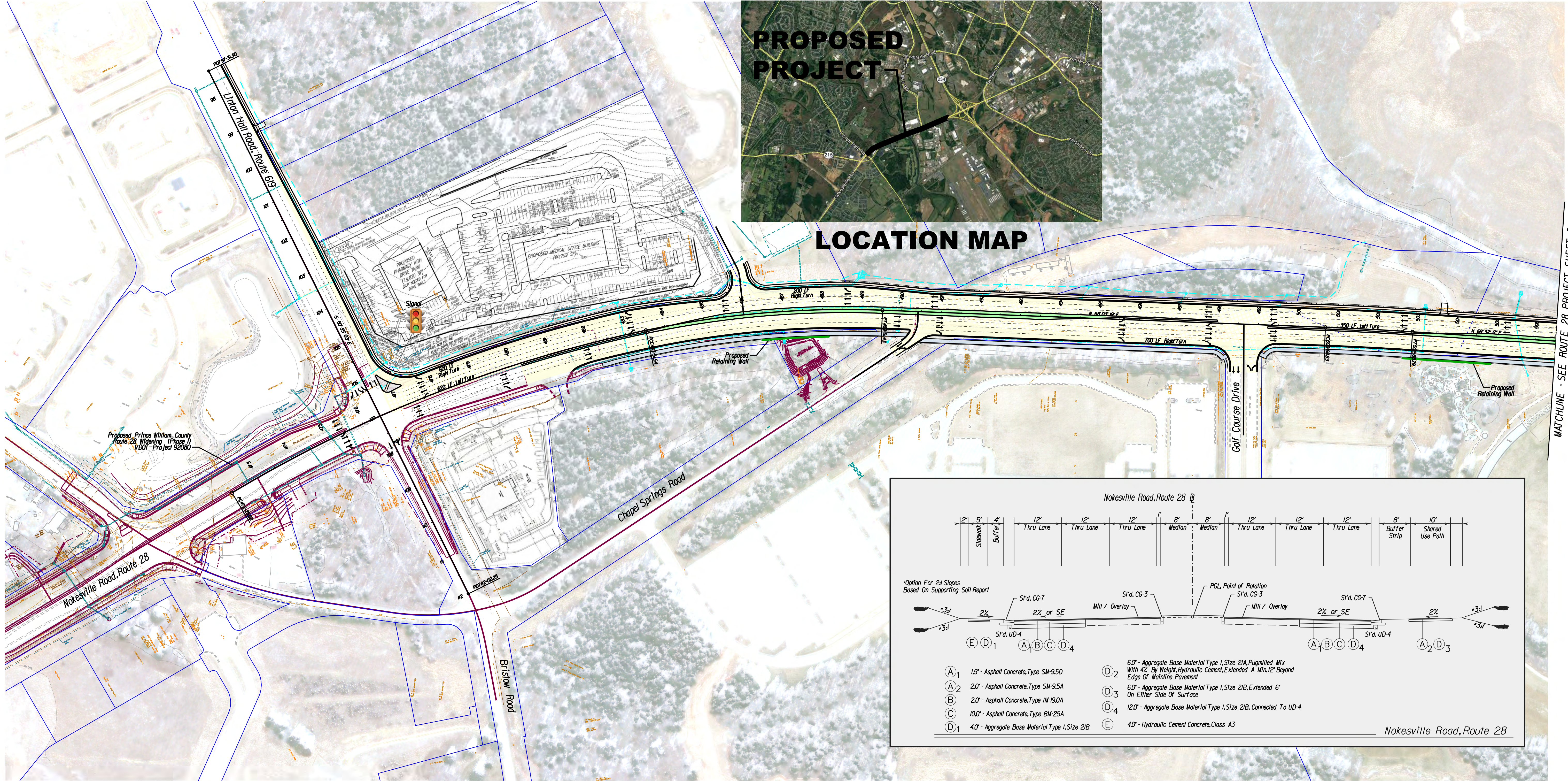
Garry A. Palleschi  
Vice President



**Tab 1**

***1. A topographical map (1:2,000 or other appropriate scale) depicting the location of the proposed project.***

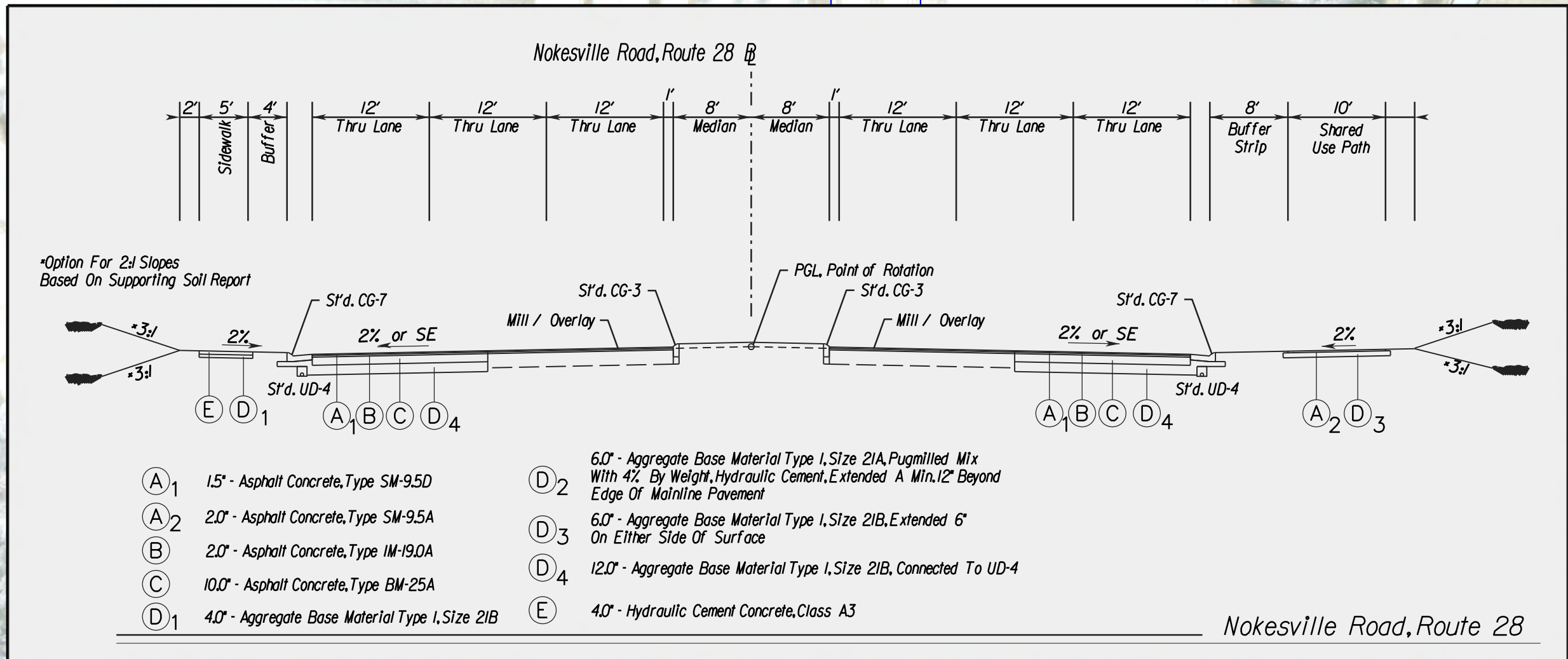
Maps depicting the location and configuration of the proposed project are provided with this tab as Sheets 1 and 2.



**PROPOSED PROJECT**

**LOCATION MAP**

MATCHLINE - SEE ROUTE 28 PROJECT SHEET 2

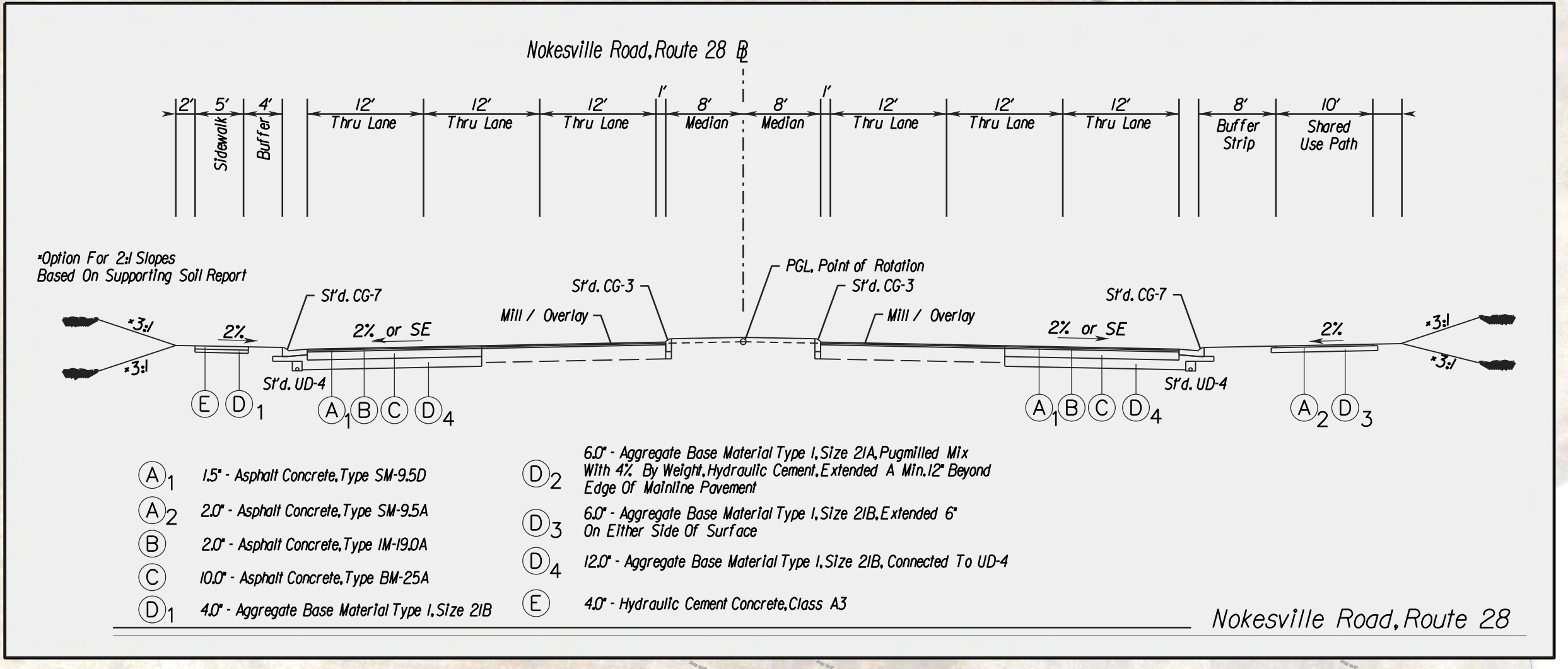
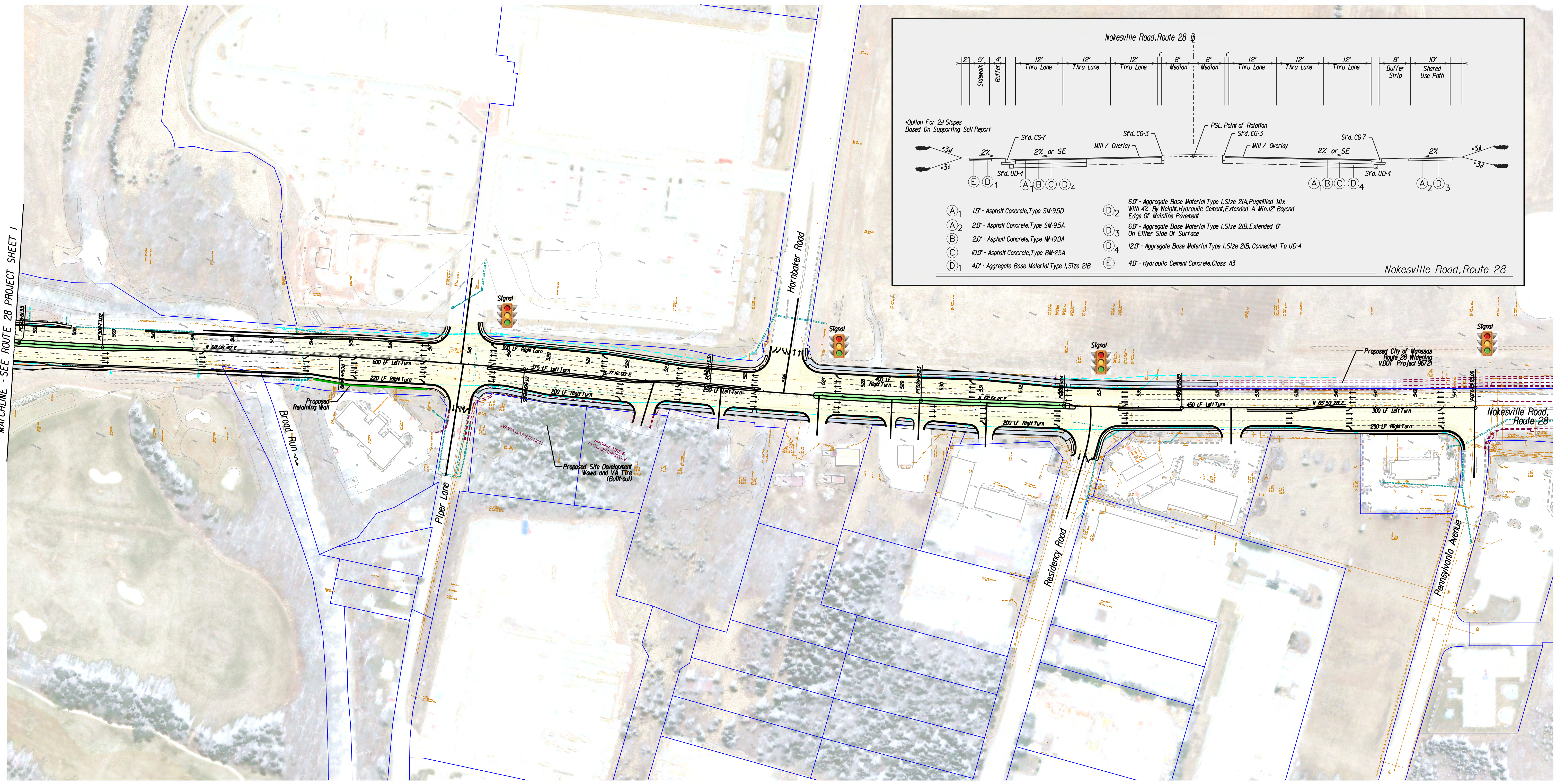


| LEGEND   |  |                                       |
|--|--|---------------------------------------|
| Proposed Roadway Design                            | Proposed Retaining Wall                          | Proposed Full Depth Pavement Widening |
| Existing Planimetrics                              | Existing Right of Way, Easements, Property Lines | Proposed Mill / Overlay               |
| Existing Approved Projects or Recently Constructed | Existing Utilities                               | Proposed Sidewalk                     |
|  |  | Proposed Shared Use Path              |

# ROUTE 28 PROJECT SHEET 1

| ROUTE 28 WIDENING PHASE III |   |                    |
|-----------------------------|---|--------------------|
|                             | <b>PRINCE WILLIAM COUNTY DEPARTMENT OF TRANSPORTATION</b> |                    |
|                             | <b>SCALE</b><br>  | <b>AUGUST 2017</b> |
|                             |   |                    |

MATCHLINE - SEE ROUTE 28 PROJECT SHEET 1



| LEGEND |  |  |
|--------|--|--|
|        | Proposed Roadway Design                            |  |
|        | Existing Planimetrics                              |  |
|        | Existing Approved Projects or Recently Constructed |  |
|        | Proposed Retaining Wall                            |  |
|        | Existing Right of Way, Easements, Property Lines   |  |
|        | Existing Utilities                                 |  |
|        | Proposed Full Depth Pavement Widening              |  |
|        | Proposed Mill / Overlay                            |  |
|        | Proposed Sidewalk                                  |  |
|        | Proposed Shared Use Path                           |  |

# ROUTE 28 PROJECT SHEET 2

|                                    |   |  |
|------------------------------------|---|--|
| <b>ROUTE 28 WIDENING PHASE III</b> |   |  |
|                                    | <b>PRINCE WILLIAM COUNTY<br/>DEPARTMENT OF<br/>TRANSPORTATION</b> |  |
|                                    | <b>SCALE</b><br>  |  |

**Tab 2**

**Tab 2**

***2. A list of public utility facilities, if any, that will be crossed by the qualifying project and a statement of the plans of the proposer to accommodate such crossings.***

Exhibit 3-2 Utility Relocation Summary, included in this tab, provides a complete listing of all utilities in conflict with the proposed project based on our preliminary design. The summary identifies the specific utility, the location of the conflict, notes identifying the type of conflict, the approximate quantity, units, and the estimated prorated percentage.

Our Conceptual Proposal for the Route 28 Phase III Project identified Keith Gardner as the proposed Utility Manager. Keith brings many years of experience in utility relocations on design-build and VDOT projects, and as a “Key Person” on the project, is committed to successfully managing the utility relocation process.

Our process for utility relocations begins with early identification of existing utilities. One of the first steps our team will take is to delineate all of the existing utilities within the limits of the project. We will then coordinate our design with this information to determine when test pitting is required. During this process, our Utility Manager will closely coordinate with each utility owner to verify their facilities.

As potential conflicts with the design are identified, the Team will focus on design and construction solutions that avoid, or if not possible, minimize the needed relocations. The Utility Manager will work closely with utility owners to develop a plan for the relocation, agree on the cost responsibility and a schedule to accomplish the relocation.

Following discussions with utility owners, our Team will determine which utility relocations can occur earlier in the process, which will allow construction to be phased within the project footprint.

Our utility team led by Keith, has significant experience in working with each of the utility companies who will be impacted by the project. Our past experience with these companies, and the trust they have in our Team’s work, will allow us to assist them with their relocations and to assure that their relocations are completed in a timely manner with no disruptions in service.



**Exhibit 3-2 Utility Relocation Summary**

| Item Description               | Station |        |        | Notes   | Approx Quantity | Unit | Estimated Prorate (%) |
|--------------------------------|---------|--------|--------|---|-----------------|------|-----------------------|
|                                | BL      | From   | To     |   |                 |      |                       |
| <b>Electric:</b>               |         |        |        |   |                 |      |                       |
| DVP Single Phase Terminal Pole | Rt. 28  | 487+00 |        | Conflict with proposed trail                                  | 1               | ea   | 100%                  |
| DVP Single Phase OH            | Rt. 28  | 489+00 |        | Conflict with proposed trail                                  | 1               | ea   | 100%                  |
| DVP Double Phase OH            | Rt. 28  | 509+00 | 516+00 | Relocate double circuit poles at the creek                    | 7               | ea   | 100%                  |
| DVP Double Phase OH            | Rt. 28  | 518+00 |        | Relocate double circuit - double buck pole                    | 2               | ea   | 100%                  |
| DVP Single Phase Terminal Pole | Rt. 28  | 516+00 |        | Adjust terminal pole  | 1               | ea   | 100%                  |
| DVP Double Phase OH            | Rt. 28  | 520+00 | 522+00 | Adjust double circuit pole                                    | 2               | ea   | 100%                  |
| Lighting Service               | Rt. 28  | 518+00 |        | Service for power   | 5               | ea   | 100%                  |
| <b>Communication:</b>          |         |        |        |   |                 |      |                       |
| OH Verizon Fiber               | Rt. 28  | 487+00 | 489+00 | Attached to DVP Poles   | 2               | ea   | 100%                  |
| OH Verizon Fiber               | Rt. 28  | 509+00 | 522+00 | Attached to DVP Poles   | 12              | ea   | 100%                  |
| UG Verizon Fiber and Copper    | Rt. 28  | 522+00 | 543+00 | Potential conflict with Storm                                 | 2,100           | lf   | 100%                  |
| OH Comcast                     | Rt. 28  | 487+00 | 489+00 | Attached to DVP Poles   | 2               | ea   | 0%                    |
| OH Comcast                     | Rt. 28  | 509+00 | 522+00 | Attached to DVP Poles   | 12              | ea   | 0%                    |
| Level III                      | Rt. 28  | 478+00 | 537+00 | Potential conflict with Storm - Existing facilities in RW     | 5,900           | lf   | 0%                    |
| Fiberlight-Zayo                | Rt. 28  | 478+00 | 537+00 | Potential conflict with Storm - Existing facilities in RW     | 5,900           | lf   | 0%                    |
| <b>Gas:</b>                    |         |        |        |   |                 |      |                       |
| 2" Plastic Gas                 | Rt. 28  | 541+00 |        | Conflict with proposed storm                                  | 150             | lf   | 100%                  |
| 4" Plastic Gas                 | Rt. 28  | 533+00 |        | Conflict with crossing  | 150             | lf   | 100%                  |
| <b>Water:</b>                  |         |        |        |   |                 |      |                       |
| 12" PWCSA Water                | Rt. 28  | 516+00 | 518+00 | Potential conflict with proposed storm                        | 200             | lf   | 100%                  |
| 12" PWCSA Water                | Rt. 28  | 487+50 |        | Crossing two storm runs                                       | 165             | lf   | 100%                  |
| 12" PWCSA Water                | Rt. 28  | 534+00 | 535+00 | Potential conflict with proposed storm                        | 215             | lf   | 100%                  |
| 16" PWCSA Water                | Rt. 28  | 535+00 |        | Crossing Route 28   | 115             | lf   | 100%                  |
| PWCSA Hydrant                  | Rt. 28  | 538+00 |        | Potential conflict with proposed storm                        | 1               | ea   | 100%                  |
| 12" PWCSA Water                | Rt. 28  | 487+50 |        | Crossing Route 28   | 170             | lf   | 100%                  |
| <b>Sanitary:</b>               |         |        |        |   |                 |      |                       |
| 4" PWCSA SFM                   | Rt. 28  | 487+50 | 509+50 | Relocate MH out of proposed side walk and conflict with storm | 1,250           | lf   | 100%                  |
| 4" PWCSA SFM                   | Rt. 28  | 492+00 |        | Relocate MH out of proposed side walk                         | 25              | lf   | 100%                  |
| SFM MH                         | Rt. 28  | 492+00 |        | Relocate MH out of proposed side walk                         | 1               | ea   | 100%                  |
| 2" SFM                         | Rt. 28  | 487+50 |        | Crossing Route 28   | 170             | lf   | 100%                  |

**Tab 3**

**3. A statement and strategy setting out the plans for securing all necessary property and/or easements. The statement must include the names and addresses, if known, of the current owners of the subject property as well as a list of any property the proposer intends to request the County of affected jurisdiction to condemn.**

Exhibit 3-1 Right-of-Way Acquisition Estimate included with this tab, identifies each property that we believe will be impacted by the project. We have identified each parcel number, GPIN number, the landowners name, the property address, parcel size and the estimated square feet area of right-of-way and easements required for the project, and our estimate of the cost to acquire the needed right-of-way and easements.

The right-of-way acquisition process for the project will be led by Ryan Marrah of Shirley Contracting Company, LLC, who has extensive experience acquiring right-of-way and easements for projects in Virginia. Ryan will be assisted by Diversified Property Services, a Virginia Department of Transportation approved right-of-way acquisition firm, also with extensive experience in Virginia. In addition, Key Title, Inc. will assist Ryan with property settlement services. All right-of-way acquisition will follow applicable rules and regulations in accordance with current Commonwealth of Virginia law.

Per our preliminary design, we do not anticipate Prince William County (the “County”) will need to condemn any property for the project. In the unlikely event our right-of-way team is not able to acquire a needed parcel for the project and we have exhausted all reasonable means of acquiring the property, we would ask that the County consider utilizing its power of eminent domain to acquire the needed property for the project.

We are proposing that the acquisition costs for the project be the responsibility of the County on an allowance basis. Only the actual costs to acquire the property will be the responsibility of the County. The Shirley Team will be responsible for all of the administrative costs to acquire the needed property, including:

|                  |                        |
|------------------|------------------------|
| Title Reports    | Relocations Assistance |
| Appraisals       | Settlement             |
| Appraisal Review | Title Insurance        |
| Negotiation      |                        |

Based on our Team’s experience acquiring property in Virginia and specifically in Prince William County, we believe we have a reasonable estimate included for the costs to acquire the required right-of-way. Our cost estimate as shown in Exhibit 3-1 includes the following:

1. For each parcel needed, we utilized the 2017 Prince William County Assessed value as the base value.
2. We increased this amount by 40% to reflect what we believe is the actual current market value of each property.
3. For the resulting amount in item #2 above, we included an additional 20% of this amount for potential property damages such as:

Landscaping  
Fencing

Lighting  
Irrigation Systems

Signage

4. To the resulting amount from item #3 above, we included an additional 30% for settlement after certificate filing. This amount is used for potential costs after filing of certificate for settlement amount above appraisals and can also be considered as contingency.

5. In determining the drainage and construction easements, we utilized 40% of the 2017 assessed property value for the easement costs.

6. We assumed that any property owned by PWC would not be a cost to the project.

We are confident our estimate for acquiring the necessary right-of-way for the project is fair and reasonable and is based on our experience performing right-of-way acquisition work on similar projects in Virginia.

**EXHIBIT 3-1  
ROUTE 28 PHASE III  
RIGHT-OF-WAY ACQUISITION ESTIMATE**

| Parcel No. | GPIN No.     | Landowner Name                         | Address                     | Parcel Size (SF) | Assessed Value (\$/sf) | Fee Take    |           |            | DRAINAGE/CONSTRUCTION EASMENT |             |            |
|------------|--------------|--|-----------------------------|------------------|------------------------|-------------|-----------|------------|-------------------------------|-------------|------------|
|            |              |  |                             |                  |                        | Area (sqft) | Cost/sqft | Total      | Cost/sqft                     | Area (sqft) | Total      |
| 001        | 7695-13-0785 | McDonalds Corporation                  | 9900 Pennsylvania Avenue    | 54,598           | \$ 477,800             | 6,820       | \$ 8.75   | \$ 59,675  | \$ 8.75                       | 5,430       | \$ 47,513  |
| 002        | 7695-04-6974 | PWC Board of Supervisors               | 9349 Hornbaker Road         | 5,331,918        | \$ 12,744,600          | 25,785      | \$ -      | \$ -       | \$ -                          | 18,850      | \$ -       |
| 003        | 7695-03-9957 | Pine Tree Land Enterprises LLC         | 10000 Pennsylvania Avenue   | 278,043          | \$ 1,346,000           | 1,910       | \$ 4.84   | \$ 9,244   | \$ 4.84                       | 2,000       | \$ 9,680   |
| 004        | 7695-03-5461 | MTH Store #29104 Inc.                  | 11007 Nokesville Road       | 88,492           | \$ 744,700             | 6,870       | \$ 8.42   | \$ 57,845  | \$ 8.42                       | 9,470       | \$ 79,737  |
| 005        | 7595-93-6922 | Chevy Chase Bank c/o Ryan Prop. Tax    | 11017 Nokesville Road       | 62,726           | \$ 499,000             | 2,760       | \$ 7.96   | \$ 21,970  | \$ 7.96                       | 5,550       | \$ 44,178  |
| 006        | 7595-93-8828 | Chevy Chase Bank                       | 11013 Nokesville Road       | 62,766           | \$ 489,600             | 3,200       | \$ 7.80   | \$ 24,960  | \$ 7.80                       | 3,890       | \$ 30,342  |
| 007        | 7595-93-4700 | Hish Family Realty Limited Partnership | 11101 Nokesville Road       | 151,850          | \$ 774,400             | 400         | \$ 5.10   | \$ 2,040   | \$ 5.10                       | 3,770       | \$ 19,227  |
| 008        | 7595-83-9674 | Target Corporation                     | 10041 Sowder Village Square | 684,341          | \$ 6,684,800           | 900         | \$ 9.77   | \$ 8,793   | \$ 9.77                       | 9,700       | \$ 94,769  |
| 009        | 7595-83-2458 | Innovation LLC                         | 10040 Sodwer Village Square | 607,327          | \$ 4,155,700           | 640         | \$ 6.84   | \$ 4,378   | \$ 6.84                       | 10,720      | \$ 73,325  |
| 010        | 7595-93-1904 | Jensen Place LLC                       | 11109 Nokesville Road       | 46,640           | \$ 277,000             | -           | \$ 5.94   | \$ -       | \$ 5.94                       | 800         | \$ 4,752   |
| 011        | 7595-82-9897 | Fontier Manassas LLC                   | 11111 Nokesville Road       | 68,341           | \$ 538,300             | 700         | \$ 7.88   | \$ 5,516   | \$ 7.88                       | -           | \$ -       |
| 012        | 7595-82-5777 | Choice Books of Norther Virginia       | 10100 Piper Lane            | 125,244          | \$ 526,000             | 1,470       | \$ 4.20   | \$ 6,174   | \$ 4.20                       | 1,880       | \$ 7,896   |
| 013        | 7595-81-3341 | Golf Academy at Broad Run              | 10201 Golf Academy Drive    | 4,265,238        | \$ 966,100             | 22,900      | \$ 0.23   | \$ 5,267   | \$ 0.23                       | 25,100      | \$ 5,773   |
| 014        | 7595-73-4226 | PWC Board of Supervisors               | 10100 Hornbaker Road        | 1,170,679        | \$ 234,100             | -           | \$ 0.20   | \$ -       | \$ 0.20                       | -           | \$ -       |
| 015        | 7595-63-4137 | GBG Land LLC                           | 11480 Nokesville Road       | 1,737,260        | \$ 1,143,100           | -           | \$ 0.66   | \$ -       | \$ 0.66                       | 360         | \$ 238     |
| 016        | 7595-62-8447 | Carr Land LLC                          | 11479 Nokesville Road       | 55,539           | \$ 5,600               | 5,870       | \$ 0.10   | \$ 587     | \$ 0.10                       | 10,310      | \$ 1,031   |
| 017        | 7595-51-7158 | Bristow Self Storage                   | 11607 Nokesville Road       | 168,359          | \$ 1,010,200           | -           | \$ 6.00   | \$ -       | \$ 6.00                       | 11,950      | \$ 71,700  |
| 018        | 7595-70-1240 | Chapel Springs Assembly of God         | 10500 New Life Way          | 4,366,093        | \$ 3,080,700           | 15,500      | \$ 0.71   | \$ 11,005  | \$ 0.71                       | 8,260       | \$ 5,865   |
| 019        | 7595-52-7246 | MU-DEL Properties, LLC                 | 11540 Nokesville Road       | 250,435          | \$ 503,200             | 2,340       | \$ 2.01   | \$ 4,703   | \$ 2.01                       | 10,490      | \$ 21,085  |
| 020        | 7595-62-1251 | Route 28 Bristow, LLC                  | 11530 Nokesville Road       | 152,460          | \$ 269,900             | -           | \$ 1.77   | \$ -       | \$ 1.77                       | 1,120       | \$ 1,982   |
| 021        | 7595-52-5731 | David Stadler LLC                      | 10200 Stadler Place         | 224,173          | \$ 625,600             | 5,160       | \$ 2.79   | \$ 14,396  | \$ 2.79                       | 6,630       | \$ 18,498  |
| 022        | 7595-61-0392 | PWC Board of Supervisors               | 11559 Nokesville Road       | 21,371           | \$ 59,900              | 6,430       | \$ -      | \$ -       | \$ -                          | 7,470       | \$ -       |
| 023        | 7595-51-2285 | Potomac Hospital Corporation           | 11608 Nokesville Raod       | 423,334          | \$ 2,424,800           | 22,732      | \$ 5.73   | \$ 130,254 | \$ 5.73                       | 24,520      | \$ 140,500 |
| 024        | 7595-52-0102 | David Stadler LLC                      | 10223 Linton Hall Road      | 96,494           | \$ 324,200             | 1,360       | \$ 3.36   | \$ 4,570   | \$ 3.36                       | 3,110       | \$ 10,450  |
| 025        | 7595-42-9309 | David Stadler LLC                      | 10221 Linton Hall Road      | 96,337           | \$ 323,700             | 2,220       | \$ 3.36   | \$ 7,459   | \$ 3.36                       | 2,650       | \$ 8,904   |
| 026        | 7595-42-8516 | Stadler Holdings LLC                   | 10217 Linton Hall Road      | 96,159           | \$ 323,100             | 2,270       | \$ 3.36   | \$ 7,627   | \$ 3.36                       | 3,080       | \$ 10,349  |
| 027        | 7595-42-9223 | Stadler Holdings LLC                   | 10173 Linton Hall Road      | 25,361           | \$ 142,000             | 400         | \$ 5.60   | \$ 2,240   | \$ 5.60                       | 750         | \$ 4,200   |
| 028        | 7595-42-7663 | Youth for Tomorrow                     | 11891 Hazel Circle Drive    | 1,387,125        | \$ 6,609,000           | 3,100       | \$ 4.76   | \$ 14,756  | \$ 4.76                       | 5,300       | \$ 25,228  |

SUBTOTALS:

|                |            |                |            |
|----------------|------------|----------------|------------|
| Fee Take Value | \$ 403,459 | Easement Value | \$ 737,224 |
| Note 2-40%     | \$ 161,307 | Note 5-40%     | \$ 294,889 |
| Note 3-20%     | \$ 112,953 |                |            |
| Note 4-30%     | \$ 203,315 |                |            |

Notes:

1. Assessed values based on Prince William County 2017 Assessments
2. Fee Take Market Adjustment = Tax Assessment +40%
3. Damages at 20% of Fee Take and Market Adjustment Subtotal
4. Settlement after Certificate @ 30% Subtotal
5. Draniange & Construction Value = 40% of Total Easement Value
6. Assumes PWC BOS property at no cost to the project

**Total Fee Take \$ 881,034      Total Easements \$ 294,889**

**Project Total \$ 1,175,923**

**Tab 4**

***4. A detailed listing of all firms, along with their relevant experience and abilities, that will provide specific design, construction, and completion guarantees and warranties, and a brief, thorough description of such guarantees and warranties along with a record of any prior defaults for performance.***

Shirley Contracting Company, LLC will provide the necessary guarantees of performance on the project. Our intent is to provide payment and performance bonds as part of the contract process for 100% of the construction value of the contract. All workmanship shall be warranted for 1 year after the date of final acceptance of the project by Prince William County.

Shirley Contracting Company, LLC has never defaulted on the performance of a contract in the company's history.

**Tab 5**

**Tab 5**



***5. A total life-cycle cost, including maintenance, specifying methodology, and assumptions of the project or projects including major building systems (e.g. electrical, mechanical, etc.) and the proposed project start date. The life-cycle cost includes the anticipated commitment of all parties, equity, debt, and other financing mechanisms; and a schedule of project revenues and costs. The life-cycle cost analysis should include, but not be limited to, a detailed analysis of the projected return, rate of return, or both, expected useful life of facility and estimated annual operating expenses using County adopted service levels and standards.***

Our experience with life-cycle cost analysis has been specifically related to toll roads and facilities with user fees and are typically not applicable for a road improvement project like the Route 28 Phase III Project as proposed.

We assume that Prince William County has the funds for the project based on receipt of a NVT Grant and no other funds are required. As part of the contractual process, we will provide Prince William County with a schedule of values or other breakdown of costs that will allow for a determination of when funds for the project will be needed.

Once construction of the project is completed, we intend to work with Prince William County and the Virginia Department of Transportation to ensure acceptance into the VDOT system so that future project maintenance will be the responsibility of VDOT.

**Tab 6**

***6. A detailed discussion of assumptions about user fees or rates, lease payments, and other service payments, and the methodology and circumstances for changes, and usage of the projects over the useful life of the projects.***

There are no user fees associated with the Route 28 Phase III Project. Also, there are no lease payments or service payments being proposed. The project scope and price is offered on a lump sum basis. If Prince William County elects to add scope outside of what is being proposed, a change order for that scope would be negotiated.

**Tab 7**

***7. Identification of any known federal, state, or local government support or opposition, or general public support or opposition for the project. Government or public support should be demonstrated through resolution of official bodies, minutes of meetings, letters, or other official communications.***

Our Team believes that residents, businesses and commuters who will use the improvements associated with the Route 28 Phase III Project, will support the proposed Project. The two most important aspects of this Project are increased capacity and pedestrian accessibility. The local communities will directly benefit from the construction of the sidewalks and shared use paths, giving them safe access to business and activity centers within the corridor.

With any roadway improvement project, there will always be opposition, however we anticipate minimal opposition to the Project, as the benefits to providing this improvement far outweighs the potential impacts. We anticipate that local residents and commuters will support the Project as it will shorten commute times and enhance mobility in the area. We also anticipate that owners of existing and future developments will fully support the roadway improvements because they will directly benefit from the construction of these infrastructure improvements, including the future development at Innovation Park.

Our Team has found that an effective communication plan, one where the County and our Team work together to communicate with the public at large, will keep the community informed about the project. As part of our project involvement effort, we will prepare for and attend a Public Hearing, providing a forum for questions and concerns and which will ultimately develop support for the Project. Our efforts will begin at the start of the Project and will continue until the improvements are completed and the improvements are available for public use.

Government support includes Prince William County's:

- Quarterly Transportation Report (June 20, 2017) update which indicated the project will utilize the unsolicited design-build process and that Qualifications Advertisement was issued on May 19, 2017;
- August 3, 2016 Board of County Supervisors Motion to authorize execution of a Project Administration Agreement for state administration of a locally funded project between Prince William County and the Virginia Department of Transportation for the Route 28 Corridor Projects;
- Notice of Receipt of Unsolicited Proposal (Route 28 Phase III) – acceptance for public notice and conceptual phase consideration.

**Tab 8**

**Tab 8**

**8. Demonstration of consistency with appropriate County and/or affected jurisdiction comprehensive plans (including applicable environmental, land use and facility standards ordinances), infrastructure development plans, transportation plans, the capital improvement plan, the capital budget, or indication of the steps required for acceptance into such plans.**

Consistency with Prince William County's Comprehensive Plan include:

- Transportation:
  - Principal Arterial PA-9 Nokesville Road/Route 28 (Vint Hill Road to City of Manassas) – this section of roadway provides a connection between Fauquier County and areas within and adjacent to the City of Manassas including Innovation, the Manassas Regional Airport, and many of the surrounding industrial areas in the center of the County;
- Nokesville Sector Plan:
  - Action Strategy FR-1 – support transportation plans such as the upgrade of Route 28 and the improvements to the Kettle Run Bridge which will ultimately ease the transportation of fire and rescue equipment in emergency situations;
  - Action Strategy TR-2 – encourage the upgrade of Route 28. Encourage standards that contribute to the aesthetic values set forth in other sections of this plan (...) for the Nokesville gateway;

Consistency with Prince William County's Capital Improvement Plans Include:

- Fiscal Year 2017-2022 Capital Improvement Program, Transportation, Route 28 (234 Bypass to Linton Hall Road) identifies funding (FY2017 - \$8.5 Million, FY2018 - \$6.0 Million);
- Fiscal Year 2018 Transportation (Capital Improvement Program), Route 28 Phase 3 (Pennsylvania Ave to Linton Hall) indicates the project will relieve congestion, improve safety, and enhance connectivity. Furthermore identifies \$26.7 Million in NVTA (70%) funding;

**Tab 9**



***9. Explanation of how the proposed project would impact the County's or affected jurisdiction's development plans.***

The project will enhance Prince William County's on-going development along the Route 28 corridor between Linton Hall Road and City of Manassas as well as at Innovation (including CPA2017-00005) by expanding roadway capacity, increasing safety, and providing a multi-modal network (Shared Use Path). The improvement will help to integrate transportation improvements with land use development by facilitating enhanced traffic operations as well as concentrating jobs and infrastructure within vibrant, walkable centers of commerce. Demand for intra- and inter-county trips will also be addressed while minimizing conflicts with environmental and cultural resources and maximizing cost effectiveness.

Specific development within the project area that would benefit from enhanced transportation facilities along Route 28 include:

- SUP2017-0001 – Pavilion Capital – Taco Bell: request for a restaurant with drive-through facilities located on GPIN 7595-93-6922, immediately south of the intersection of Hornbaker Road and Nokesville Road;
- SUP2017-0012 – Pavilion Capital – Autobell: request for a carwash facility located on GPIN 7595-93-8828 (part), 0.6 miles west of the intersection of Residency Road and Nokesville Road;
- SUP2017-00013 – Pavilion Capital – Firestone: request for a motor vehicle facility located on GPINs 7595-93-6922 and 7595-93-8828, 0.6 miles west of the intersection of Residency Road and Nokesville Road.

**Tab 10**

***10. Identification of any known conflicts of interest or other factors that may impact the County's consideration of the proposal, including identification of 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, 2.2-211 et seq. of the Code of Virginia.***

The Shirley Team does not have any conflicts of interest nor are there other factors that would impact Prince William County's review and approval of a contract for the proposed project.

**Tab 11**

**Tab 11**

***11. Additional material and information as the County may in its sole discretion request.***

The following additional information relates to information requested in the August 9, 2017 letter from Prince William County requesting submission of a Detailed Proposal:

***A. Qualifications and Experience***

***(a) The following items were missing from this section and shall be included in the detailed proposal phase:***

***a. List of major subcontractors.***

As shown in our Organizational Chart, the Shirley Team currently includes Dewberry as our Lead Designer, Diversified Property Services as our Right-of-Way Acquisition firm, and Key Title who will provide title reports and settlement services.

We typically do not solicit other subcontractors at this stage of a design-build project as the information available is too preliminary for most subcontracting firms to be comfortable providing firm prices. As the project design develops, we do plan to solicit subcontractors for the following trades:

- Clearing & Grubbing
- Erosion and Sediment Control
- Concrete Flatwork
- Reinforcing Steel Installation
- Lighting & Signalization
- Asphalt Paving

The trades listed above are a partial list and once the design is advanced and the entire project scope is determined, we will expand our effort to include additional subcontracting trades.

***b. Guarantees and warranties.***

Shirley Contracting Company, LLC will provide payment and performance bonds for the full construction value of the contract we enter into with Prince William County. In addition, all workmanship will be warranted for one full year from the date of final acceptance by the County.

***c. A plan for obtaining a sufficient number of qualified workers.***

Our plan for staffing the project and ensuring a sufficient number of qualified workers starts with utilizing personnel of Shirley Contracting Company, LLC. With over 600 employees, we believe we have the necessary workforce to self-perform a significant portion of the project. Additionally, we are currently working on the Minnieville Road project for Prince William County which is

scheduled for completion by October 2018. Our plan will be to utilize the workforce assigned to Minnieville Road project on the Route 28 Phase III project as the completion of Minnieville Road will take place prior to the start of the Route 28 Phase III work. We also plan to subcontract portions of the work as identified in (a) above and we are confident that our dedicated subcontractors will also be in position to supply adequate qualified workers to ensure the project is completed on schedule.

***d. Sworn certification attesting that the firms are not currently debarred or suspended.***

We have included sworn Certification Regarding Debarment forms from current team members including Shirley Contracting Company, LLC, Dewberry Consultants LLC, Diversified Property services, Inc. and Key Title, Inc. As other firms are added to the team, we will provide sworn Certification Regarding Debarment forms to the County for each firm working on the project. Debarment forms are included with this tab.

***(b). Several of the key personnel are also key personnel on the Minnieville Road project. Please describe in the detailed phase how these team members will divide their time.***

Currently, the only Shirley employee who is shown to be working on or proposed to work on the Route 28 Phase III project is Mike Trabucco. Mike is currently the Construction Manager on the Minnieville Road project. As stated previously, the Minnieville Road project will be completed by October 2018 which is prior to the start of construction for the Route 28 Phase III. We are not aware of any other personnel assigned to both projects.

***B. Project Characteristics***

***(a) Please correct the actual project length to 6,800 LF from 9,000 LF as noted on page 14 and revise cost estimates accordingly.***

The lineal footage of the project was incorrectly stated on page 14 of our Conceptual Proposal. The project limits were correctly shown in Figure 2 on page 14 which showed a 6,800 LF (1.3 miles) project length. Therefore, because our previous efforts were based on the limits as described above (6,800 LF), there are no revisions to our cost estimates. Our maps provided with Tab #1 also confirm the project length of 6,800 L.F.

***(b) The following items were missing from the Project Characteristics Section and shall be described in the detailed proposal phase:***

***a. Speed Study***

A Speed Study Report will be completed for Route 28 within the project limits.

***b. Traffic Warrant Study at the intersection of Route 28 and Golf Academy Drive***

A Traffic Warrant Study will be completed at the intersection of Route 28 and Golf Academy Drive.

***c. Stamped median***

Stamped, colored, concrete median (Modified MS-1/1A) will be provided within the project limits in lieu of standard MS-1/1A.

***d. Assumptions for project success***

One of the critical success factors for the project will be an agreement with Prince William County to work in partnership with our team during the right-of-way acquisition process to acquire property including the ability of the County to use condemnation if required.

Another critical factor for project success will be the timely completion of the NEPA re-evaluation currently being completed by the Virginia Department of Transportation. Timely completion of this work is critical to the project schedule.

Timely design reviews and approvals by the County are another important success factor. We will rely on the County and VDOT to provide timely approvals as necessary in order for the project schedule to be maintained.

***e. List of contingencies***

We are not proposing any contingent items of work for this project.

***f. Side road improvements necessary to connect existing side roads and entrances to Route 28 in accordance with VDOT standards.***

Improvements necessary to connect existing side roads and entrances in accordance with VDOT requirements will be provided within the project limits.

***(c) It is unclear if the cost of the Right-of-Way, utilities relocations and wetland credits are part of Shirley's bid amount or not. Please address this in the detailed proposal phase.***

With respect to the right-of-way acquisition, we have included the administrative costs of acquiring (25) parcels as shown on our Exhibit 3-1. We would ask that Prince William County pay the actual acquisition costs for property and easements as shown in Exhibit 3-1.

For utility relocations, we have identified the necessary relocations on Exhibit 3-2. Our proposal includes these costs. Should the project require additional relocations, or increases in the relocations shown on Exhibit 3-2, we would ask Prince William County be responsible for these additional costs.

Regarding wetland credits, our proposal includes ten (10) pounds of Nutrient Credits, 0.2 acres of Wetlands Credits, and 100 Stream Credits as required by our preliminary design for the project. We would ask that Prince William County be responsible for any costs above what we have identified for wetland credits.

*(d) The schedule provided was too general. Please provide this information in the detailed proposal phase.*

We have included a Proposal Schedule with this tab. The schedule provides information including the NEPA re-evaluation currently being performed by the Virginia Department of Transportation along with details on design, permitting, right-of-way, utility relocations, and construction activities.

### **C. Project Financing**

*(a) Preliminary estimate was a lump sum and lacked details. Please provide a detailed cost estimate that breaks out the cost of project management, design, construction, QA/QC, Right-of-Way and utility relocation in the detailed phase as well as responsibilities.*

The following is a breakout of the requested costs on a lump sum basis:

|                                   |                         |
|-----------------------------------|-------------------------|
| Project Management                | \$ 3,257,175.00         |
| Design                            | \$ 2,343,300.00         |
| Construction Services             | \$ 14,262,280.00        |
| Quality Assurance/Quality Control | \$ 1,336,455.00         |
| Right-of-Way Administration       | \$ 475,000.00           |
| Utility Relocation                | \$ 1,475,790.00         |
| City of Manassas Waterline        | \$ 1,774,600.00         |
| <b>Total</b>                      | <b>\$ 24,924,600.00</b> |

The Shirley Team is responsible for the amounts of each item as they are broken out above.

*(b) The right-of-way acquisition estimates may be low since they were based on PWC 2017 assessments. According to the DOT right-of-way staff. Negotiated settlements with landowners can be 2 to 3 times the assessed amount. Please reexamine this in the detailed proposal phase.*



Per item #3 of this Detailed Proposal, we have identified how we developed the estimated costs for acquiring right-of-way and easements for the project. We are comfortable that our estimate is reasonable with sufficient contingency to cover the costs of acquiring the necessary property for the project. Please see item # 3 for a complete description of how we developed the right-of-way acquisition costs.

***(c) Risks identified were too general.***

Included in our Conceptual Proposal in “Section 3 Project Financing” were 4 items which we believe are the most significant risks to completing the project on-time and on-budget. These risks included:

Permitting and Environmental Risk  
Right-of-Way and Utility Relocations  
Hazardous Material  
Unsuitable soils

An additional item not addressed, relates to methods and remedies associated with any financial default. With any construction project, the parties to the contract bear the risk of a financial default. As the Design-Build Contractor, Shirley will provide the County with a payment and performance bond to cover the cost of constructing the project. In the unlikely event of a contractor default, the County has the payment and performance bond to fall back on to ensure completion of construction. With respect to the County potentially defaulting on its financial obligations, we believe there is little to no possibility of default. The funding for the project comes from a Northern Virginia Transportation Authority Grant, and the County has a long history of soliciting and completing complex road and bridge projects as evidenced by the success of the County’s Road Bond Transportation program.

***D. Project Benefit and Compatibility***

***(a) Benefits discussed are not project specific***

One of the specific benefits the project will offer is expedited delivery. Utilizing the design-build approach for design and construction of the project will ensure the improvements are delivered faster than traditional delivery methods. This means the traveling public will utilize the improvements sooner which is a significant benefit.

Reducing the County’s risk is another significant project benefit. Utilizing the design-build approach shifts cost risk from the County to the design-builder. Quantity overruns and costs associated with design issues are now the responsibility of the design-builder and not the County.

Minimizing County resources is also a project benefit. County resources required for the project are reduced as the design-builder is providing quality assurance and quality control services, reducing County staffing needed for delivering the project. In terms of the upfront effort, the County does not need to engage a design firm to complete a portion of the design in order to solicit a design-build firm for the work. As little to no upfront work has been completed on the Phase III project, the County will realize a savings as the design-builder is including all design activities in the scope of work. The County will still maintain oversight of project activities, but their overall role and costs will be reduced.

***(b) Need to confirm the project is in conformance with PWC's Comprehensive Plan***

As stated in item #8 of this Detailed Proposal, Consistency with Prince William County's Comprehensive Plan is demonstrated by:

- Transportation:
  - Principal Arterial PA-9 Nokesville Road/Route 28 (Vint Hill Road to City of Manassas) – this section of roadway provides a connection between Fauquier County and areas within and adjacent to the City of Manassas including Innovation, the Manassas Regional Airport, and many of the surrounding industrial areas in the center of the County;
- Nokesville Sector Plan:
  - Action Strategy FR-1 – support transportation plans such as the upgrade of Route 28 and the improvements to the Kettle Run Bridge which will ultimately ease the transportation of fire and rescue equipment in emergency situations;
  - Action Strategy TR-2 – encourage the upgrade of Route 28. Encourage standards that contribute to the aesthetic values set forth in other sections of this plan (...) for the Nokesville gateway;

**CERTIFICATION REGARDING DEBARMENT**  
**PRIMARY COVERED TRANSACTIONS**

ROUTE 28 PHASE III

1) The prospective primary participant certifies to the best of its knowledge and belief, that it and its principals:

a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency.

b) Have not within a three-year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) transaction or contract under a public transaction; and have not been convicted of any violations of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification, or destruction of records, making false statements, or receiving stolen property;

c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in paragraph 1) b) of this certification; and

d) Have not within a three-year period preceding this application/proposal had one or more public transactions (Federal, State or local) terminated for cause or default.

2) Where the prospective primary participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

The undersigned makes the foregoing statements to be filed with the proposal submitted on behalf of the Offeror for contracts to be let by the Commonwealth Transportation Board.



Signature

9/5/17

Date

VICE PRESIDENT

Title

Shirley Contracting Company, LLC

Name of Firm

**CERTIFICATION REGARDING DEBARMENT**  
**LOWER TIER COVERED TRANSACTIONS**

Route 28 Phase III

1) The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

2) Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

The undersigned makes the foregoing statements to be filed with the proposal submitted on behalf of the Offeror for contracts to be let by the Commonwealth Transportation Board.

*Dave Mahoney*    *8/29/17*    *Executive Vice President*  
Signature                      Date                      Title

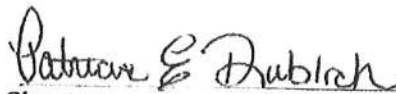
*Dewberry Consultants LLC*  
Name of Firm

**CERTIFICATION REGARDING DEBARMENT**  
**LOWER TIER COVERED TRANSACTIONS**

Route 28 Phase III

- 1) The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
- 2) Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

The undersigned makes the foregoing statements to be filed with the proposal submitted on behalf of the Offeror for contracts to be let by the Commonwealth Transportation Board.

|   |         |           |
|---|---------|-----------|
|  | 8/29/17 | President |
| Signature   | Date    | Title     |

Diversified Property Services, Inc.  
Name of Firm

**CERTIFICATION REGARDING DEBARMENT**  
**LOWER TIER COVERED TRANSACTIONS**

Route 28 Phase III

- 1) The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
- 2) Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

The undersigned makes the foregoing statements to be filed with the proposal submitted on behalf of the Offeror for contracts to be let by the Commonwealth Transportation Board.

  
Signature

Date

8-29-17

Title

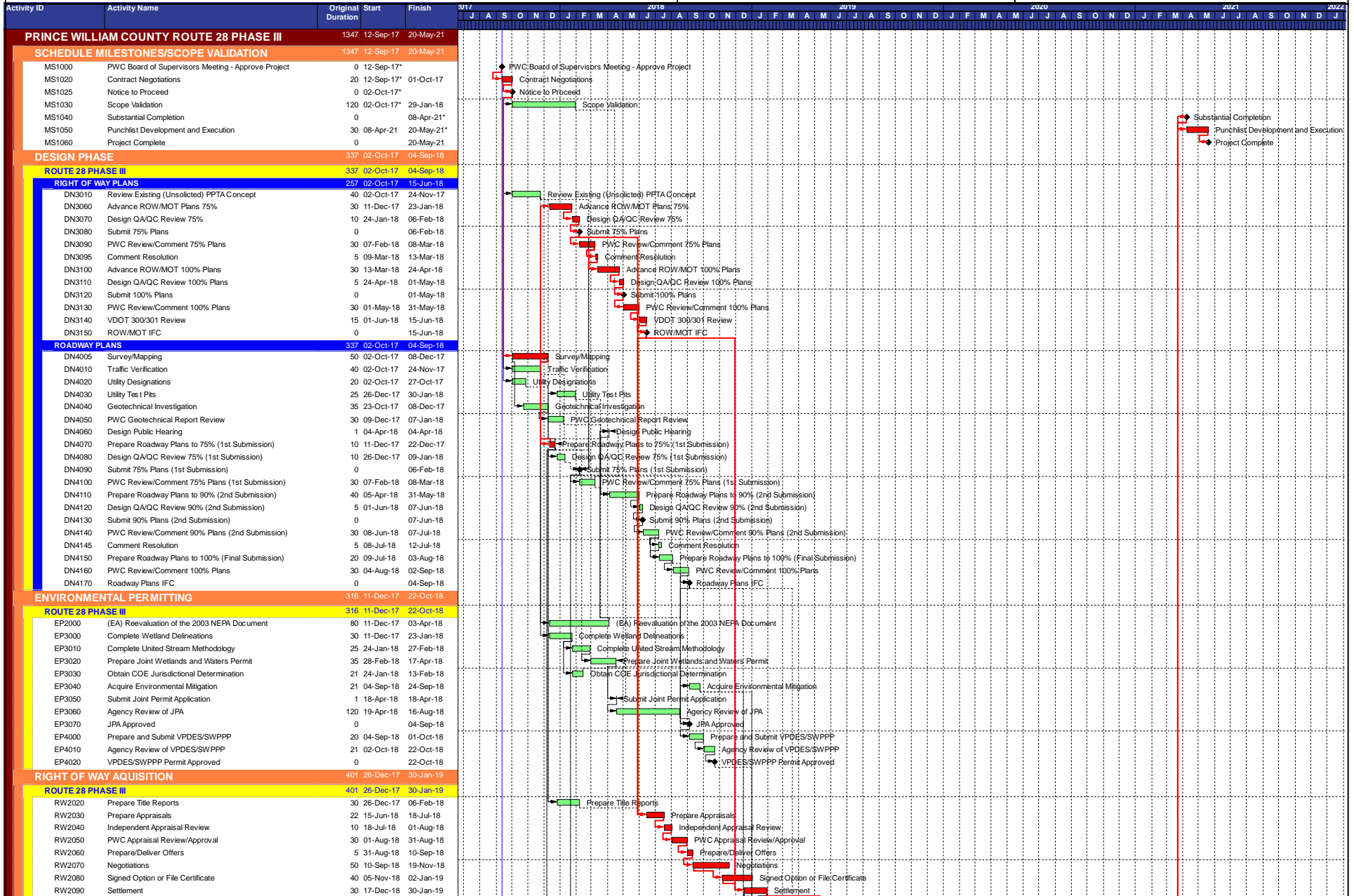
Vice President

Old Dominion Settlements, Inc., T/A Key Title  
Name of Firm

PRINCE WILLIAM COUNTY ROUTE 28 PHASE III

PROPOSAL SCHEDULE

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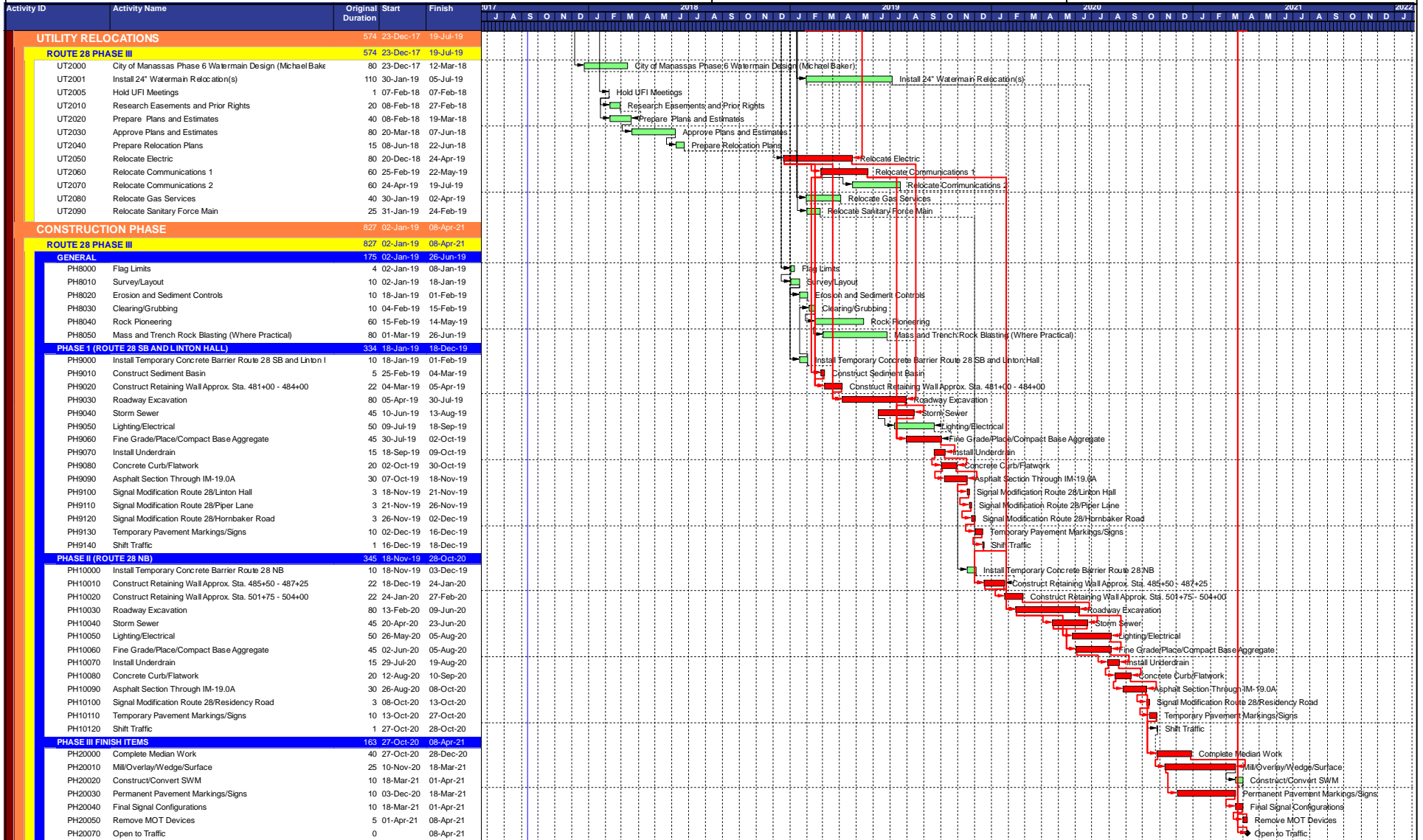
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PRINCE WILLIAM COUNTY ROUTE 28 PHASE III

PROPOSAL SCHEDULE

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