



CONSIGLI

Est. 1905

January 6, 2014

Mr. Neil Davis
Town of Winchester
c/o Skanska USA Building
253 Summer Street
Boston, MA 02210

RE: Construction Management at Risk Services for Winchester High School

Dear Mr. Davis:

Consigli Construction Co., Inc. (Consigli) is pleased to present the enclosed Qualifications for Construction Management at Risk Services ("CM at Risk") in response to the Town of Winchester's High School Project. We're excited about this opportunity to continue our relationship with Skanska USA Building (Skanska) and Symmes Maini & McKee Associates (SMMA), as well as establish a partnership with the Town of Winchester.

As your Project Executive, I have managed dozens of 149A academic projects and similar phased additions and renovations in occupied public schools, which included a three-year, 18-phase project at Ashburnham Westminster Regional High School. We have assembled a team of the strongest possible academic construction professionals to work on your project. Our proposed team includes Project Manager John LaMarre, Superintendent Steve Miers and Assistant Project Manager Pannha Chung. Our team's most relevant and recent experience includes Methuen High School, a phased \$75 million project, as well as other significant academic projects.

In addition, we would like to highlight the following key differentiators that make us ideally suited for this project:

- **An established relationship with Skanska.** Consigli has a long-standing relationship with Skanska as Owner's Project Manager. We have worked together at the Belmonte School in Saugus, The Cambridge School of Weston, KIPP Academy in Lynn, Brimmer and May School, Williams College, along with projects for the Massachusetts Port Authority and the Worcester Regional Transit Authority. We understand their culture, people and standards, and anticipate a smooth transition into pre-construction, allowing us to add value earlier in the process.
- **A history of successful collaboration with SMMA.** Consigli's relationship with SMMA includes projects such as Town of Douglas Schools, Ayer Shirley Middle/High School renovation, Providence College Fitness Center and several pre-construction studies for MIT. These joint experiences give us the ability to become quickly immersed into the established design team, which means more accurate pricing.
- **Vast experience with the Chapter 149A CM at Risk process.** With over 60 completed or in-progress 149A projects, our team has an unparalleled knowledge of the procedures necessary to maximize the benefit this delivery method can provide to the Town of Winchester. With Consigli, there is no risk. We know what's required to develop a GMP with bids from trade and non-trade contractors. We can issue early bid packages and pre-qualify competent teams of subcontractors to ensure you receive the highest quality trade responses at the best price.
- **Self-performance advantages.** Consigli is the largest self-performing construction manager in New England, with more than 300 carpenters, laborers, and masons on staff. The Town of Winchester will benefit with our extra measure of control over cost, schedule, and quality. In situations such as this, where we will be working within an active high school campus, the presence of multiple Consigli professionals monitoring your safety and

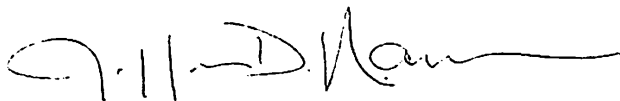
operations is critical. This added control will benefit your students, faculty and staff on a daily basis by minimizing disruptions.

- **A proven track record of K-12 construction in Massachusetts.** Consigli has worked on more than fifty K-12 new construction and addition/renovation projects since 2000. Our established market presence and relationships with the MSBA, state and local building officials, subcontractors, and suppliers, will ensure that all project milestones are met.
- **Phased construction experience.** We have a proven track record with phased, occupied school renovation projects. Our team brings direct experience with managing construction projects in and around occupied school buildings and within active campus environments. Our team understands the heightened sense of urgency of operational environments, especially working with students in a high school. Our construction approach will demonstrate the highest level of respect for the students, staff, parents and visitors at all times with careful sequencing of work and continuous communication of upcoming construction activities.
- **Corporate commitment to advancing diversity in our communities.** Consigli is committed to meeting or exceeding the MBE/WBE participation goals for this project. Consigli's Diversity/Community Outreach Manager, David Cullinane, will lead and monitor this initiative, helping to maximize opportunities for local and minority subcontractors, vendors, and consultants. We have developed an online subcontractor tracking software for more efficient tracking of this information and easier reporting of minority and local workforce goals and progress.
- **Leadership in sustainability.** Sustainability is a driving force in Consigli's culture – in service to our clients, on every jobsite, and in our daily company operations. We are a leader in sustainable design and construction in New England, with more than 75 LEED Accredited Professionals on staff and over 60 LEED or sustainable projects in our portfolio. In addition, we are on the forefront of sustainable site practices with a corporate-wide job site recycling rate of more than 90%. We can help you integrate eco-friendly initiatives and achieve all sustainability goals for this project.
- **Supporting municipal approvals.** Consigli has proven experience being an active and supportive partner during the municipal approval process. We've done this on several projects – most recently for the Ayer/Shirley Regional School District. Our team members attended town meetings to present budget, schedule, and phasing plans and were able to answer questions for constituents. We have supported our clients in other ways as well, by utilizing social media and building information modeling (BIM) to present virtual mock-ups of the completed school as well as progress reports. We are accustomed to supporting these endeavors, and offer you a trustworthy and active voice for the Town of Winchester.

Thank you for your consideration of Consigli as a potential Construction Manager for the Winchester High School project. We are confident that our experience and team will ensure optimal planning and a successful project for all involved. We look forward to the next steps in your proposal process. If you have any questions regarding our qualifications package, please contact me directly at 508-458-0329 or via email at jnavin@consigli.com.

Best Regards,

Consigli Construction Co., Inc.



Jeff Navin, LEED AP
Project Executive