

[langdevelopmentgroup.com](http://langdevelopmentgroup.com)

# LANG DEVELOPMENT GROUP

City of Newark RFP No. 16-03

Public-Private Partnership



100 Dean Drive  
Newark, Delaware  
19711



## Introduction

Lang Development Group is excited to propose a public private partnership for a mixed use building and downtown parking garage. Upon review of our proposal we hope you will concur that our proposal is a well designed, uniquely qualified project to contribute to our community and enhance the vibrant environment of Downtown Newark.

Lang Development Group (LDG) is a full-service, real estate acquisition, development, and property management company located in Newark, Delaware. LDG offers residential apartment communities as well as commercial and retail space for lease. Our office is located at 100 Dean Drive, Newark, Delaware in an old renovated stable barn built in the 1880's.

Jeff Lang founded the firm in late 2002 after a very successful career as President of the Commonwealth Group. Within two short years, Lang Development Group had constructed two mixed use projects, Pomeroy Station and Madeline Crossing and had enhanced its portfolio by acquiring other mixed use projects such as Main Street Plaza, Center Square and Main Street Courtyard.

Today, Lang Development's portfolio includes 25 various properties, comprising over 500,000 square feet of commercial space and over 300 residential units. We continue to focus on projects in the local Newark area and foresee growing our portfolio within the next 5 years. We have a number of long time employees within the organization that create a great deal of depth to the company and we pride ourselves on having a commitment to our community. Jeff Lang, President and Chris Locke, General Counsel/Senior Vice President have been residents of the City of Newark for over 40 years. They have been active in many community-based groups and have volunteered countless hours for the betterment of the City. Both have been named Businessperson of the year by the Downtown Newark Partnership, Jeff Lang in 1997 and Chris Locke in 2001.

The company is involved in many local activities supporting the local Newark area and is affiliated with the University of Delaware, the Downtown Newark Partnership, the Delaware Restaurant Association, the New Castle County Chamber and the New Castle County board of realtors. LDG also supports many of the local youth programs and schools by donating time and funding for various activities.



## Company Bios

**Jeff Lang**, President: Jeff oversees all aspects of project financing, constructing, leasing and operations of the portfolio. Prior to establishing LDG, Jeff served for 10 years in a similar capacity for the Commonwealth Group, a Wilmington, De based full service real estate company. Commonwealth's portfolio included office, retail, and multi-family projects located in Delaware. During his tenure with the firm, Jeff was responsible for the development of 12 projects comprising over 150 multi-family units and over 1 million square feet of commercial/retail space.

Jeff received his Bachelor's of Science degree in Finance from Virginia Tech in 1982 and his Master's degree in Business Administration from the University of Delaware in 1984. Jeff is a Licensed Real Estate Broker in the State of Delaware. His family of five children live in the Newark area and he is very focused on giving back to the community through involvement in youth programs, assistance to local schools and health institutions, and counseling students at the high school and college levels. Jeff is a founding member of the Newark Charter School and also was one of the first Board of Director's of the Downtown Newark Partnership. He currently is now a Board of Director at the University of Delaware Entrepreneurship Program.

**Chris Locke**, General Counsel/Sr.VP: Chris has been with Lang Development Group since 2005 and oversees the operations of the residential portfolio, legal matters, and government relations. He is a 1984 graduate of the University of Delaware with a Bachelor of Science degree in Business Administration. He also received a law degree from Catholic University of America, Columbus School of Law in 1987. He is a licensed attorney in the State of Maryland and the Commonwealth of Pennsylvania with almost 30 years of experience.

Chris started his career as a legal intern for the Honorable Senator Robert Dole (R-Kan) and served as General Counsel to Sunvest Realty specializing in Far East relations and real estate acquisitions. Prior to joining Lang Development Group, he became Managing Director of the law firm formerly known as Healy and Locke, a mid-size firm specializing in corporate law, litigation and real estate law.

His family of seven children have been raised and live in Newark. Chris has been active in the Downtown Partnership, Newark Housing Authority, and numerous youth programs and various civic projects around the City of Newark.



## Company Bios

**Jurgita Herrera**, Director of Leasing: Jurgita is responsible for all residential leasing for the company. She also handles the residential property management for all of the residential units. She manages apartment turnovers and the maintenance staff. She is a licensed Real Estate Agent in the state of Delaware. She has been with Lang Development Group for 12 years.

**Adrienne Casale**, Special Project Director: Adrienne assists with the development and financing of all LDG mixed use projects. Prior to her work at LDG, Adrienne worked for 9 years at Wilmington Trust/ M&T Bank, most recently as a Relationship Manager in their Delaware Commercial Real Estate group. Adrienne has her Bachelor's Degree in the dual majors of Sociology and Criminal Justice from the University of Delaware and her MBA from Wilmington University.

**Alex Francescone**, Director of Finance: Alex is responsible for all accounting functions at Lang Development Group. He graduated from University of Delaware with double degrees in Finance and Accounting.

**Lindsay Hale**, Property Manager: Lindsay assists with the residential leasing responsibilities and communicates with residents and the maintenance staff. Lindsay is a University of Delaware Graduate and has been with LDG since 2013.

**LeAnne Noval**, Property Manager: LeAnne assists with the residential leasing responsibilities, communicates with residents and maintenance staff, and helps with everyday office needs. She graduated from University of Delaware in 2014 and has been with LDG since 2013.

**Mary Kate Williams**, Commercial Relation Manager: Mary Kate joined LDG in 2015 after graduating from the University of Delaware. She is responsible for managing the relationship of LDG commercial tenants. Prior to working with LDG, Mary Kate spent 3 years with Barclays Bank Delaware within the Human Resources department.

**Madeline Lang**, Marketing Manager: Maddy is a recent 2016 graduate from the University of Delaware. Maddy is responsible for the marketing and social media efforts of LDG. She also assists in the management of commercial tenants.



## Project Team

**LANG DEVELOPMENT GROUP (LDG):** LDG will be the Managing team member of the project. LDG will directly communicate with all City departments and State agencies such as the Department of Transportation, Department of Natural Resources and other pertinent state officials. LDG will also manage the design phase with Bernardon addressing the needs of the City, community and the project team.

Upon completion of the project, LDG will manage the mixed-use building in all aspects of property management. LDG, of course, will continue to be the point of contact for the City throughout the construction of the project as well as during the City's management and operation of the parking facility. The primary individuals of the organization responsible for this project will be Jeff Lang and Chris Locke. Bios are located in the introduction. Relevant experience of recent projects are attached.

**GGA CONSTRUCTION (GGA):** GGA will be the construction manager of the project. Their responsibilities will include all aspects of construction for the mixed-use building located on Delaware Avenue and the parking garage as well. They will be responsible for cost management, site preparation, selection of sub contractors and day-to-day construction management. The primary individual responsible for this project on behalf of GGA will be Dave Grayson. His resume and relevant experience of projects are attached.

**BERNARDON:** Bernardon will be responsible for all design aspects of the mixed use building and the parking garage. They will assure the design is compliance with all City requirements for this specific project as well as to assure the design meets all Federal, State and local building code requirements. They will also be responsible for all LEED Certification. The primary individuals responsible for this project on behalf of Bernardon will be Neil Liebman and Michael McCloskey. Their resumes and relevant experience of projects are attached.

The individuals responsible for this project have a combined 140 years of experience in real estate development, architecture, urban planning, real estate law, construction management and property management.

There will be no outside consultants involved in this project.



## Related Experience



### Mixed Use

North College Crossing

Chapel House

The Lofts at the Mill

132 E. Delaware

Pomeroy Station

The Mill at White Clay Creek

Abby Court

108 East Main Street

Christopher Court

Mia Galleria

Center Square

Madeline Crossing

Main Street Courtyard

Main Street Plaza

Millyard

Newark Bank Building

One South Main

### Commercial Space

100 Creekview Road

300 Creekview Road

500 Creekview Road

700 Creekview Road

2710 Centerville Road

Becks Woods Plaza

318 South College Ave

## 132 East Delaware



Location: 132 East Delaware Avenue, Newark, DE 19711

Total Square Feet: 25,000

Mixed Use: First floor Horn Program in Entrepreneurship for the University of Delaware, Second and third floors 12 residential units

Year of Construction: 2013



## One South Main



Location: One South Main Street, Newark DE  
19711

Total Square Feet: 26,200

Mixed Use: First and second floors  
Graduate and MBA Programs at the  
University of Delaware, Third and fourth  
floors 12 residential units

Year of Construction: 2014



## Christopher Court



Location: 129 East Main Street, Newark, DE 19711

Total Square Feet: 15,000

Mixed Use: First floor commercial tenants Roots Natural Kitchen and Delaware Running Company, Second and third floor 6 residential units

Year of Construction: 2010



## North College Crossing



Location: 60 North College Avenue, Newark, DE  
19711

Total Square Feet: 60,000

Mixed Use: Del Sol Restaurant and Endless  
Summer commercial tenants first floor, second and  
third floor 33 residential units

Year of Construction: 2016



## Chapel House



Location: 52 North Chapel Street, Newark, Delaware 19711

Total Square Feet: 25,000

Mixed Use: First floor commercial tenant Cardio Kinetics, Second and Third floor 12 residential units

Year of Construction: 2016

# CITY OF NEWARK

Date: August 9, 2016

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more mixed-use experience  
than any other firm in  
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# 1 executive summary



**The Right Team. The Right Ideas.**

**The Right Time.**

Success for the City of Newark project is about collaborating with the right construction manager. It's about selecting a local team with the experience and expertise you need. It's about leveraging our team's best practices on current similar projects. It's about seeing all your stated goals not just met, but exceeded—100% support of the project vision, a zero-harm approach to safety, a project delivered on time and within budget, and proactive rather than reactive execution.

The keys to effectively managing a mixed-use project are: 1) Understanding how different structural systems impact cost/ratings; 2) Adjusting to changing needs of tenants regarding mechanical and electrical systems; 3) Continually emphasizing safety; 4) Handling varying turnover dates while controlling the project schedule and its rippling effect on the budget and project quality.

**Our integrated team provides all of the above.**

## **Leadership, Day One to Day Done**

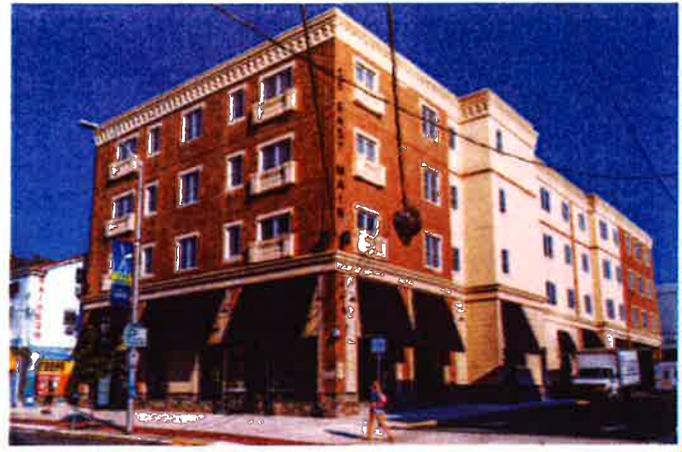
At the core of our integrated team is collaborative and productive leadership spanning design and construction. Our Principal-in-Charge, Dave Grayson, provides leadership and continuity for the team and is directly responsible to the City of Newark for the successful completion of this project.

## **Shared Vision and Goals**

Our goal is to act as a building partner— one you can trust to always look out for your best interests. A firm that:

- Does what they say
- Solves problems, rather than creating them
- Understands the value of collaboration
- Takes a leadership position
- Believes in continuous improvement
- Seeks a long-term, mutually beneficial relationship
- Believes in transparency
- Raises the bar
- Shares information generously
- Is brave enough to challenge and ask questions
- Is easy to work with

Today's Owners expect their projects to be done on-time and on-budget. We also believe they are looking for more... a trusted partner that adds value throughout the process as well. This is what can be expected as a result of doing business with GG+A.



### Transparency

Our philosophy is to conduct the project on an open book basis. All costs are fully disclosed to the team. Our open book policy includes active involvement by the City of Newark in the Detailed Evaluation of trade contractor bids. We are confident that our approach adds value, enhances the experience the team will have and ensures the project meets the expectations of the project's stake holders.

### Cost Control

What sets GG+A apart from our competition is that we understand the unique elements of mixed-use projects. Cost control measures are conducted continuously throughout construction with ongoing reviews to challenge the master budget ensuring it is current and accurate. Our goal is to control costs, helping you understand the impact potential decisions will have on not only the budget and schedule of the ongoing project, but also on the future and maintenance of the facility.

### A Collaborative and Engaged Team

The GG+A team is flexible and ready to work together with the City of Newark, continuing to refine the design to deliver the best building solutions possible. We understand that this proposal is only the first step in what we expect to be an engaging and positive relationship with all stakeholders.

From this proposal, you can evaluate our team's intentions and knowledge in our respective industries, but perhaps not the emotional energy and collaboration that we have enjoyed crafting this response. We are very interested in helping City of Newark complete their building and look forward to presenting our solutions in an active dialogue.

**Mixed-Use EXPERIENCE**

- 20 projects in the last six years!
- 4 projects currently under construction
- 3 projects in Preconstruction

- LL/Tenant Work Letters
- Medical/Retail/Office Fitouts
- CMAR/GMP Delivery
- Steel/Wood/CFMF Systems
- Various MEP Systems

# 2exp



Barclays Bank Building  
Wilmington, Delaware



The Kutz Home Expansion  
Wilmington, Delaware



AAA Mid-Atlantic  
Wilmington, Delaware



College Park Medical Arts Pavilion  
Georgetown, Delaware

*"Excellence is not a singular act, but a habit."*

# erience

at a glance



MOT Charter High School  
Middletown, Delaware



Cadia Nursing & Rehabilitation  
Wilmington, Delaware



Mercedes Benz of West Chester  
West Chester, Pennsylvania

*You are what you repeatedly do."*

-Aristotle

## 2010 Pennsylvania Avenue

NEW MIXED USE PROJECT

### LOCATION / CONTACT

2010 Pennsylvania Avenue

Wilmington, DE

**ANGELA TSIONAS-MATULAS**

TSIONAS MANAGEMENT GROUP

**BERNARDON**

KERRY HABER, AIA

Scheduled to break ground the beginning of 2017, this new six story mixed use project will be located at the Stuart Kingston site in Wilmington, Delaware.

Details include first floor retail and two levels of structured parking. Luxury apartments with upscale penthouse units complete the upper floors. A rooftop deck and interior courtyard are a few of the amenities of this building.

Exterior finishes are modern and sleek and include exterior balconies for the apartment units.



## 201 DELAWARE AVENUE

NEW MIXED USE PROJECT

### LOCATION / CONTACT

201 East Delaware Avenue

Newark, DE

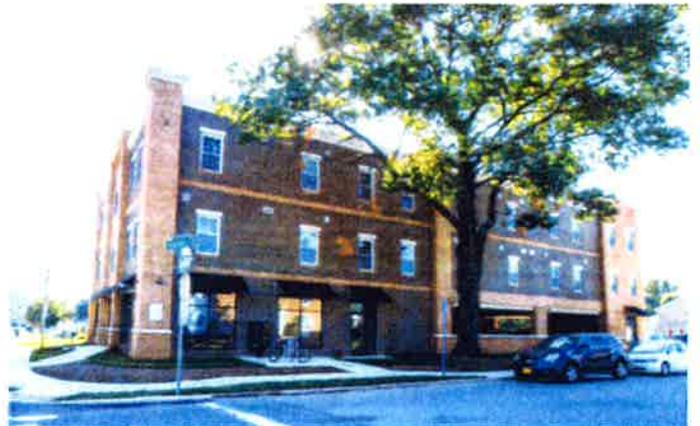
**ANGELA TSIONAS-MATULAS**

TSIONAS MANAGEMENT GROUP

**JOHN H. WINKLER, AIA**

Located on Delaware Avenue in Newark, DE, this new 3-story mixed use project consists of first floor office space and covered parking. Twelve student apartments occupy the second and third floors.

The first floor office space is home to the building's owner and developer. It has luxury finishes throughout including custom cabinetry with granite counter tops in the conference room and break room. Wall coverings and vinyl wood plank add to the upscale corporate office space finishes that are reflective of the owner's attention to detail.



## 136 SOUTH MAIN STREET

NEW MIXED USE PROJECT

### LOCATION / CONTACT

136 SOUTH MAIN STREET

NEWARK, DE

**ANGELA TSIONAS-MATULAS**

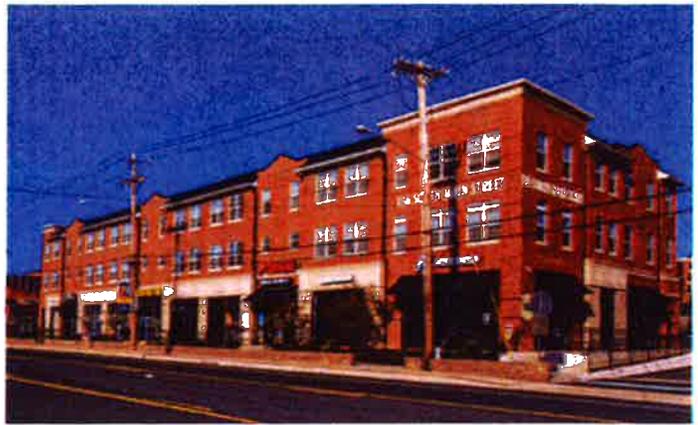
TSIONAS MANAGEMENT GROUP

**BERNARDON**

KERRY HABER, AIA

This ground-up fast track Design Build/GMP project was completed in only 6 months. Located within walking distance of the college campus and Main Street in Newark, Delaware, this new 3-story mixed use building consists of first floor retail space, and two stories of student apartments.

Brick and cast stone exterior details are in keeping with the vision of the City of Newark



## 58 EAST MAIN STREET

NEW MIXED USE PROJECT

### LOCATION / CONTACT

58 EAST MAIN STREET

NEWARK, DE

**ANGELA TSIONAS MATTULA**

TSIONAS MANAGEMENT

**JOHN H. WINKLER, AIA**

Located in the heart of downtown Newark, DE, this new 4-story mixed use project consists of first floor retail and covered parking and three stories of student apartments. Brick and cast stone exteriors are reflective of the City of Newark's architectural vision and commitment.

In order to open before the school year, a design build delivery system for the Mechanical, Electrical and Plumbing was used to accelerate the construction schedule.

Student apartments have granite counter tops, luxury wood vinyl plank and ceramic tile showers and baths.



# 1 SOUTH MAIN STREET

NEW MIXED USE PROJECT

## LOCATION / CONTACT

1 SOUTH MAIN STREET  
NEWARK, DE

### JEFFREY LANG

LANG DEVELOPMENT GROUP

### CLARK DESIGN GROUP

MCLARK@CDGARCHITECTURE.COM

410-398-8866

Located on the edge of campus, this five-story mixed-use project has a brick and cast stone exterior.

The first and second floors serve as classroom space for the University of Delaware Alfred E. Lerner College of Business. The educational space consists of state of the art computer technology and modern furnishings. A monumental staircase provides a focal architectural feature.

The upper floors consist of student apartments with granite countertops, ceramic tile baths and showers, and luxury vinyl wood plank throughout.



# NORTH COLLEGE CROSSING

NEW MIXED USE PROJECT

## LOCATION / CONTACT

60 NORTH COLLEGE AVENUE  
NEWARK, DE

### JEFFREY LANG

LANG DEVELOPMENT GROUP

### BRECKSTONE GROUP

Currently under construction, this new mixed use project consists of first floor retail space and three stories of student apartments above.

Demolition of the original Down Under building allowed for a basement to be provided to house all mechanical and electrical systems.

Student apartments have granite countertops, ceramic baths and showers and luxury vinyl plank throughout.



## 108 EAST MAIN STREET

NEW MIXED USE PROJECT

### LOCATION / CONTACT

108 EAST MAIN STREET

NEWARK, DE

**JEFFREY LANG**

LANG DEVELOPMENT GROUP

**DESIGN COLLABORATIVE INC**

Located in the heart of Newark on Main Street, this three-story mixed-use project has a brick and cast stone exterior.

The first floor has retail space with second and third floor student apartments. The upper floors consist of student apartments with granite countertops, ceramic tile baths and showers, and luxury vinyl wood plank throughout.

University of Delaware has tenant space for the English Learning Institute located in the back of the building on the ground floor.



## NEWARK BANK BUILDING

NEW MIXED USE PROJECT

### LOCATION / CONTACT

102 EAST MAIN STREET

NEWARK, DE

**JEFFREY LANG**

LANG DEVELOPMENT GROUP

**DESIGN COLLABORATIVE INC**

Located in the heart of Main Street in Newark, Delaware, this project included major renovation and restoration of the existing three story building that was home to the original Newark Bank.

A new 3-story addition consists of first floor office and retail and two stories of student apartments.

The historic bank building is now home to Catherine Rooney's Irish pub and restaurant.

The U of D's English Learning Institute is located on the ground floor of the new addition.



City of Newark

# 3 project approach

# lead·er

\ˈlē-dər-, -ship\  
noun

noun

# -ship

definition:

the power or ability to lead other people

example:

we lead the entire team with the sole focus of meeting your budget, schedule, scope, and quality requirements.

*Companies that treat each other as parties to their success achieve transformational results because the organizations are working together to achieve a shared purpose or vision for the future.*

#### **A NEW Paradigm in Project Delivery...**

Current perceptions in today's marketplace commonly view the process of design and construction in the narrowest possible terms— adversarial, sequential, and woefully inefficient. The traditional process is difficult, often painful, and sometimes widely unpredictable. Projects designed and built with adversarial teams are rarely successful.

Far more value is created by collaboration. GG+A will set the tone in creating a culture of transparency from day one. A culture that builds trust and encourages candid contributions, where honesty is valued and information-sharing honored.

#### **Creating the Best Project Team**

Choosing a great team is impossible in a traditional environment and difficult in a best value situation. Owners tend to focus on firms rather than individual team members. A confident Owner focused on integration, collaboration, and innovation will select project team members first based on their ideals, values, chemistry



#### **Understanding of Services**

As Construction Manager, GG+A will identify, mitigate and manage risk. We will provide estimating, value management, scheduling, bidding and supervision of all construction activities. We are providing a complete project management plan that responds to the unique requirements associated with your project. To maximize the benefits of a proven team approach, GG+A will implement a seamless process that completely integrates design and construction at every phase of the project.

The key attributes of our project approach are to provide:

- An attitude and approach that embraces the project's objectives as our own
- Seasoned leadership that clearly defines responsibilities, expectations, and accountability
- Comprehensive value management that realizes cost savings throughout the project
- Experienced supervisory construction team members that broaden the perspective of constructability issues during design
- Flexible project control systems that force cost and schedule issues into visibility before they become problems
- Systematic quality control methods
- A "Zero-Accident" safety culture
- A transparent approach to planning and executing the project
- Start-to-finish team continuity

## CM Participation in the Design Process

One of the benefits of the CM process is that the designers have the advantage of direct input from the CM starting from the initial conceptual stages through the completion of the construction documents. This input is critical on constructability and cost issues. The major benefits include:

- Providing constructability analysis with a focus on trade and material selections
- Identifying critical path elements and long-lead items
- Influencing the design so the project can be built safely
- Monitoring and tracking of the design to ensure scheduled design submissions are met
- Trending of project costs continually, so that design decisions can be made
- Participating in design quality control reviews

## RFIs and Lines of Communication

Our philosophy with regards to Requests for Information (RFIs) is to create a collaborative work environment and communication process that substantially reduces traditional RFIs. We talk and collaborate actively with the design team, and offer ideas and solutions to issues whenever possible. We confirm those questions or RFIs—along with agreed upon solutions. Our goal is to not inundate them with traditional RFIs. Additionally, we will involve subcontractor input as early as possible to address constructability and bidability issues prior to the competitive bid period, further reducing RFIs.

At the outset of the project, GG+A will work with the City of Newark and the design team to establish lines of communication and protocols for questions, RFIs and changes.

## Safety Efforts

GG+A understands that the most important issue during construction is the safety of the members and everyone in and around the construction site. In our experience, planning is the key to a successful construction program in an occupied facility. The planning process is structured to respond to the user's needs first by considering access and egress of the existing building, maintenance of all emergency exits, and the schedule for ongoing activities.

During the early design phase of the project, GG+A will take a number of steps to separate construction activities from operations, such as site separations relating to traffic, parking and deliveries of construction materials. GG+A will develop site-specific safety, logistics and phasing plans to ensure that all foreseen challenges are identified and appropriate solutions are implemented. These plans will be continuously updated and reviewed with the City of Newark and local authorities.

During the construction phase, weekly project and safety meetings will be held at the project site, in which GG+A will review ongoing activities and give a look-ahead schedule to all trade contractors. GG+A will keep all project stake holders constantly updated on the daily activities, bringing full awareness to the end users.



## Purchasing / Subcontractor Management

Subcontractor pricing typically comprises 90 percent of any construction project. The ability to attract optimum numbers of qualified subcontractors is of utmost importance to achieve competitive pricing.

Our Team will be involved early on to begin the buy out of the project. In the local marketplace, subcontractors enjoy working with GG+A because we have developed a reputation for paying on time, providing a safe work environment, delivering what we promise and better defining contract requirements. As a result, we obtain competitive and accurate prices.

## Bid Packages

GG+A's bid package strategy involves maximizing purchasing power with separation of work activities by trade/schedule and market expertise. GG+A will develop a bid packaging plan for review that ensures this balance and provides for a minimum of three viable bids for each package.

## Scopes of Work

Another crucial step in GG+A's purchasing process is the development of detailed scopes of work, a written description of the work to be bid that includes:

- Drawings and specifications that show and describe the work to be performed
- Schedule milestone dates
- Specific tasks for which the contractor will be responsible
- Pricing information

All bid packages are guided by a detailed scope of work specific to each package, structured to ensure that trades are bidding only the work that is consistent with their specific function and tailored exclusively for the City of Newark project. Each scope includes flow-down provisions of the general conditions, schedule requirements, and any authorized bid alternatives.

## Bid Recommendation

GG+A performs a thorough and comprehensive analysis of each bid received for completion of scope, gaps between bidders, and any clarifications or new information to ensure a comprehensive scope of work that is purchased at the appropriate price. The results of bid reviews and the list of recommended firms to interview will be submitted to the City of Newark for review and approval. GG+A's evaluation will consider all factors, which could affect cost, schedule, and quality of subcontractor performance.

## Subcontractor Outreach

Attracting quality trade contractors and subcontractors to the project is of critical importance to both the competitive outcome of the project as well as its overall success. GG+A's reputation among subcontractors is "tough but fair", benefiting our clients with good competitive coverage by a cadre of qualified contractors. We are:

- Actively committed to the Delaware market
- Aware of workload projections for most subcontractors in the local marketplace
- Continuously developing relationships with local vendors
- Daily negotiating material delivery contracts



## Self Performed Work

GG+A does not typically self-perform any trade work, allowing for the competitive bidding of all construction trade work. We believe that only a non self-performing construction manager can truly act on the Owner's behalf, looking out for the Owner's best interest and not their own. An owner who hires a self performing construction manager risks:

- Not receiving the best competitive bidding
- Paying too much for change orders
- Not seeing all the costs open-book
- Losing the benefit of the construction manager's independent oversight of quality, safety and schedule

A professional construction management approach allows for competitive bidding of all construction trade work. If the competitive bidding marketplace knows that the construction manager will be allowed to self-perform, then many of the best and most competitive trade contractors may choose not to participate in the bidding process, feeling that they will not receive a fair chance. Alternatively, they may bid but not spend the time in order to prove their best and lowest price knowing that the construction manager will get a "second look". The best way to ensure the lowest costs is by competitively bidding all construction trade work. In today's business climate, the Owner has to be sure the entire procurement process can stand up to scrutiny. As such, it is imperative the process be above questioning and all work be done open-book. This can only happen with complete bidding of all portions of the work.

We truly believe that it is in the Owner's best interest to hire a non self-performing construction manager, one who will be acting as your advocate and on your behalf at all times with an open-book process throughout the entire project. This is our business and this is the way GG+A manages all of our projects.

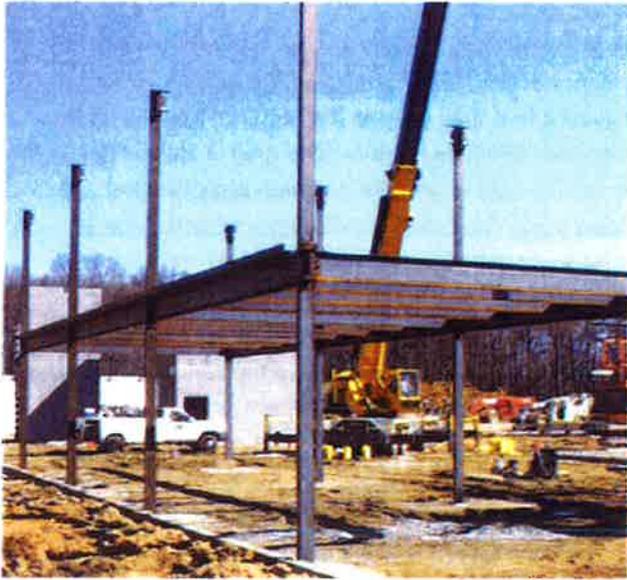
## Value Engineering

Value Engineering (VE) is not cost cutting but rather a systematic process of analyzing the project components to assure that they provide the required function in the most cost effective manner. Our goal is always to provide the best quality project for the least possible cost. We review the project elements taking a broader look at options which include life cycle analysis, general maintainability and durability, and costs. GG+A's approach of finding the right solution, coupled with our experience will provide the City of Newark with the best possible building solutions.

Our general approach to value engineering includes:

- Understanding the goals and intent of the project from the City of Newark and the design team's perspective
- Coupling constructability reviews with value engineering
- Identifying where the bulk of the money is being spent to make the biggest impact
- Simplifying repetitive elements where possible
- Using BIM to help visualize and coordinate details to simplify the installations
- Utilizing an envelope consultant to review the exterior details as part of cost effective design
- Reviewing the cost and schedule implications of specified tolerances in every section with the design team
- Understanding the "systems" and looking at them as a whole, not just at the elements of the work





### Cost Control During Design and Construction

It is during the earliest stages of design that the project team has the greatest opportunity to mitigate risk and reduce overall cost.

We begin managing costs during preconstruction by providing accurate market pricing as the design develops. An initial project cost model (PCM) for the entire project scope based upon the project program and funding potential will be developed at the conceptual stage. The PCM will be broken down by each key element of the program, with itemized details capturing all required scope and associated costs based on current, historical, and projected timing of the work. It is critical that the PCM accounts for all project costs, known and unknown, in order to avoid "scope creep" as the design progresses.

As the design team issues the schematic and design development packages for review and comment, GG+A will update the PCM.

### Project Controls

Once we move into construction, costs are managed by the project team with oversight from our estimating and accounting staff. We use PROLOG, a web based project controls tool, to enhance communication between team members. PROLOG allows us to track documents, costs, RFIs changes, and to organize and manage the paperwork on the project.

### Change Management / Contingency Process

Through a partnering approach with the City of Newark, trade contractors, and our field personnel will maintain tight project controls over changes and define the impact that such changes will have on the overall project objectives. It is GG+A's assertion that while change orders may be faced during construction, it is our ultimate responsibility to act as the client's advocate in eliminating unnecessary requests from subcontractors and minimizing the cost of those that may occur during the normal course of construction. GG+A internally audits the change control process to ensure that a complete audit trail of the project can be used to reconstruct all issues, decisions and responsibilities.

GG+A's field staff, under the direction of Dave Grayson, Principal in Charge, and with input from our team, will evaluate and document the basis of the change for approval by confirming the changes:

#### Validity

- The change has technical merit and will benefit the City of Newark

#### Cost

- The change is cost effective
- The price is accurate and has been verified by GG+A
- Cost includes any schedule recovery

#### Schedule

- Delay mitigation and recovery is planned based on GG+A's time impact analysis

### GMP Development

Preparation of a GMP is an interactive, open-book process and will be established at the appropriate point in document development. When the expectations of the Owner and design team are reflected in the documents and the design intent is clearly understood, the GMP can begin to be developed. When possible we incorporate subcontractor bids and budgets into the GMP to provide additional accuracy of the estimate. The completed GMP document includes not only the final cost estimate but also assumptions and clarifications, construction schedule, staff plan, summary of allowances and alternates, contingencies, and document list.

## Quality Assurance / Quality Control

Our Quality Assurance / Quality Control (QA/QC) process begins in preconstruction. During preconstruction, we will implement QA/QC specific procedures to identify and address quality and constructability issues, review shop drawings, and set expectations for the team. As construction commences, GG+A will implement a field specific program to monitor the quality and installation of the work. Elements of our plan include:

- Job Planning / Site Logistics
- Coordination Review Meetings
- Pre-Installation Meetings
- Regular Inspections
- Independent Testing
- Systems Check Inspections
- Punchlist Procedures

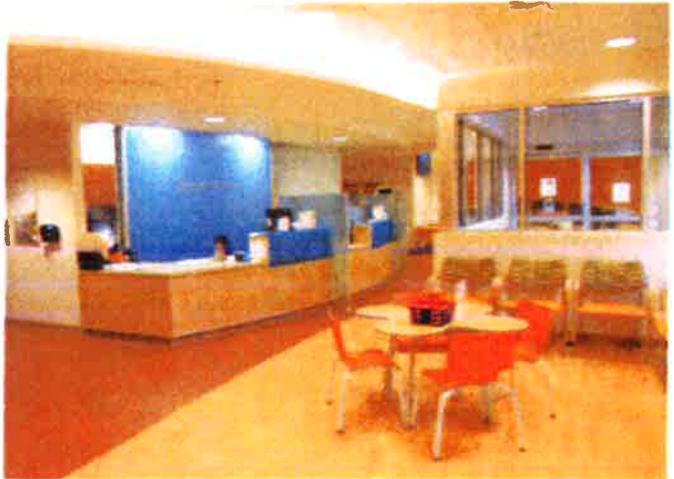
## Project Close-Out

The project close-out phase is a very important and challenging time in the development of a project. This is when GG+A's construction knowledge and experience is transferred over to the Owner. It is also a time when lingering issues and unfinished items must be finalized so that a fully functional and operational building can be used by the Owner.

One of our goals for quality assurance is to have a zero-punchlist. As work is installed, we create a rolling punchlist and correct these items as we go. This benefits all members of the team by allowing the Owner to occupy a finished building, creating less work for the Architect and eliminating the need to have contractors back to the project to correct their work.



Brew HaHa! Trolley Square Fitout



Nemours Pediatric Fitout Beck's Woods, Newark



Wood framing progress at North College Crossing, Newark

# 4 compensation

## **CONSTRUCTION**

<b>Preconstruction Fee (Fixed)</b>	<b>\$25,000</b>
<b>Construction Fee</b>	<b>3% of the Cost of the Work</b>

### **Savings**

- All savings will be returned 100% to City of Newark.

### **General Conditions**

- GG+A does not include items in the General Conditions which generate profit for our company. Our fee and reimbursable staff include all profit and overhead for this project.
- We also avoid placing General Conditions items in the subcontractor trade packages, as this subjects those items to higher fees and markups, and does not serve the best interest of the client.
- Once the Schedule is finalized, we can provide a detailed staffing and General Conditions Estimate.

**General Liability Insurance**                      **\$8.00 per thousand**

### **Contingency**

- As the design progresses, the percentage of our Contingency is reduced. At the Schematic Design Phase, it will be 5%. GG+A will carry a 3% Construction Contingency at the time a GMP is submitted.

### **Changes**

- Every project has changes. We do not mark up changes as long as they do not impact the overall schedule of the project.



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PH 302.376.6122 | FAX 302.376.5055

[DGRAYSON@GGABUILDS.COM](mailto:DGRAYSON@GGABUILDS.COM)

# OUR COMMITMENT TO CITY OF NEWARK

Keep the project on budget and  
schedule

---

Provide innovative and beneficial  
procurement strategies

---

Ensure safety and security of visitors  
and workers

---

Collaborate—Truly Collaborate

---

Make the build process a positive  
experience

---

## David Grayson, CEO



### 30 Years Experience

B.S., Construction Engineering  
Spring Garden College  
Construction Owners Association of America  
Construction Management Association of America

### Experience

- CMAR/GMP Delivery
- W/ Team Members
- New Construction
- Retail & Hospitality
- Corporate Offices
- Educational
- Student Housing
- Green Roofs
- Healthcare & Nursing
- W/ NCCCO
- Owner's Representative

### Role/Responsibility

As CEO of GGA, David commits the company in supplying resources and expertise to meet all the needs of the pre-construction activities. He brings a unique combination of leadership, cost and technical competence to ensure an effective, well-run construction project. Dave cultivates strong relationships with all team members, always looking to drive value into the process

David also provides owner representation services to end users and owners throughout the Mid-Atlantic region.

### Highlighted Projects

- **MOT Charter School**  
*New 105,000 sq. ft. school with major focus on the arts and sciences, currently in preconstruction. Project is centered around the 21st century approach to education.*
- **Barclays Bank Corporate Offices**  
*A new 260,000 sq. ft. LEED certified corporate office facility located down in the City of Wilmington's riverfront area.*
- **Computer Science Corporation**  
*Conversion of a 150 year old stone and brick factory building along White Clay Creek into corporate offices.*
- **Comfort Inn Rehoboth**  
*Project consisted of envelope removal and reinstallation while fully of occupied with guests. Mid-construction, the owners changed the design, adding an additional 20 ft to the building along with additional design aspects.*
- **Kentmere Skilled Nursing Facility—63,200 sq. ft.**
- **DuPont Chestnut Run Office—100,000 sq. ft.**
- **Westown Movies—49,300 sq. ft.**
- **AAA Mid-Atlantic Headquarters—157,000 sq. ft.**
- **The Kutz Home—44,000 sq. ft. addition**
- **Mercedes Benz of West Chester—116,000 sq. ft.**



Response to Request for Proposals:

**Lang Development Group**  
**City of Newark RFP No. 16-03**  
**Public-Private Partnership**

*August 9, 2016*

DREAM.  
DESIGN.  
SUCCEED.



## Firm Profile

### Vision Statement

**DREAM. DESIGN. SUCCEED.**

The people of **Bernardon** are your greatest asset. Our people have a passion for delivering successful design and construction services that is evident in our responsiveness to our clients and in the quality of our design process and solutions. We work in partnership with clients, consultants, and construction professionals throughout the design process, believing that collaboration creates the best design solution. The long lasting relationships we create are a testament to our process that entails our ability to listen and collaborate [**DREAM**]; to create [**DESIGN**]; and to foster a collaborative environment to meet your goals [**SUCCEED**]

### Mission Statement

We will provide client-focused, high quality, and fiscally responsible architecture, interior design, landscape architecture, planning, and program management services in an environmentally sustainable manner.

We will set the benchmarks of excellence in our marketplace for those services by recruiting, training, retaining, and leading passionate professionals who are socially and ethically responsible.

We will strive for relationships among colleagues, clients, consultants, construction professionals, and the public that are imaginative, innovative, enjoyable, and professionally satisfying.

### Background and History

Established in 1973, **Bernardon** is a regional architecture, interior design, and landscape architecture firm registered to practice in Delaware, Maryland, New Jersey, Pennsylvania, Virginia, and Washington, DC. The firm has offices in Wilmington, Delaware, and Kennett Square and Philadelphia, Pennsylvania.

The firm's extensive experience includes providing services in the City of Newark, Delaware. This experience includes:

- 136 South Main Street,
- Campus Edge ,
- Fit-Outs at Delaware Technology Park,
- Newark Natural Food Co-Op ,
- Fit-Outs at STAR Campus,
- Traders Alley, and
- More than 20 projects on the campus of the University of Delaware.





The people of **Bernardon** are impassioned listeners, lifelong innovators, and imaginative design leaders. We continue to provide informed design solutions that respond to our clients' design goals, and we elevate the lives, productivity, and comfort of the users of those design solutions through a process of listening, understanding, researching, synthesizing, and implementing.

Our people and our process are responsible for delivering over 43 years of thoughtful designs for the markets we serve. Our experience, combined with our creative and imaginative process, will assist you in achieving your unique expression of function, aesthetics, and financial success.

We currently employ 52 professionals.

Registered Architect	17
Interior Designer	6
Landscape Architect	2
Civil Engineer	1
Designers/CAD Technicians	19
Administrative Personnel	6
IT Professional	1

**Bernardon** is dedicated to educating our clients in design and construction practices that significantly reduce or offset the negative impact of buildings on the environment and its occupants. This dedication is reflected in the fact that six (6) of the firm's principals are Leadership in Energy and Environmental Design (LEED) Accredited Professionals (AP), supported by an additional eight (8) LEED AP on staff.



**Bernardon's** architecture, interior design, and landscape architecture expertise provides the foundation of the array of complementary design services we provide that include urban design, master planning, renovation/repositioning, historic preservation, and sustainable design. We begin our relationship with you by listening to your specific needs, and we develop a customized professional services plan for you that will foster a collaborative and innovative response from our unique team of practice-area experts. Because we build collaborative, lasting relationships, we continue to expand the integration of services to reflect the growing needs of our clients and industry partners.

### **Sustainability Reflects Responsibility!**

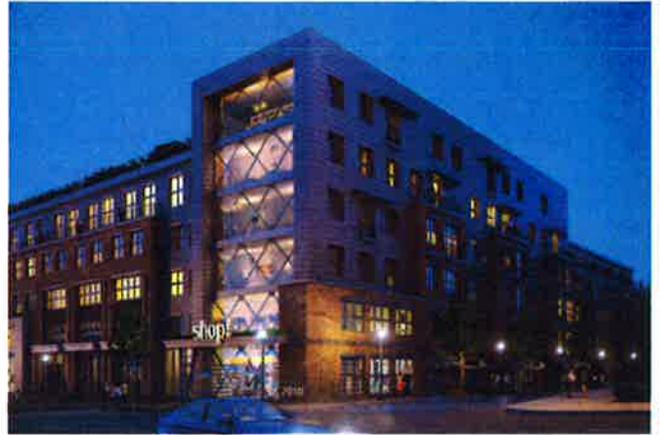
We believe that architecture should inspire environmental stewardship. Buildings that respond to the environment and that use materials and resources that are responsible and sustainable promote healthy environments for living.



The design philosophy at **Bernardon** focuses on satisfying each project's unique goals regarding functionality and aesthetics while meeting the financial and environmental goals of our clients. We strive to incorporate sustainable or "green" thinking and systems in all of our designs.

We will partner with Lang Development Group and the City of Newark in being good stewards of the environment and suggesting sustainable design concepts where appropriate. We strive to incorporate the following "Low Hanging Fruit - Great Practices" into our design process and into the product that results from our intellectual design, regardless of whether Leadership in Energy and Environmental Design (LEED) certification is the goal.

- Orient the building to minimize heat gain and to maximize daylighting options.
- Reduce site impact by becoming aware of and being guided by the natural characteristics of the site.
- Reduce heat-island effect by providing efficient site layouts that reduce paving, provide shade for paved services, and by considering the use of low-albedo roof materials.
- Consider limiting or eliminating the need for the use of potable water for landscape irrigation.
- Encourage the use of high efficiency plumbing fixtures and dry fixtures such as composting toilets and waterless urinals in order to reduce the generation of wastewater and potable water demand.
- Encourage the use of interior vegetation to promote healthy indoor environmental quality.
- Maximize direct line of sight to vision glazing for building occupants in regularly occupied spaces.
- Include recycling stations that will be convenient to use.
- Incorporate adequate ventilation in workrooms and copy rooms.
- Consider high efficiency light fixtures that include daylight and/or occupancy sensors in order to control light output depending on available natural daylight.
- Specify materials with low VOC (volatile organic compound) content.
- Recommend the use of rapidly renewable resources.
- Endeavor to specify materials that incorporate recycled content.



Whether pursuing LEED certification or not, sustainability, good design and cost-effective practices will always be considered and reviewed so that the best and most economical solutions are achieved.

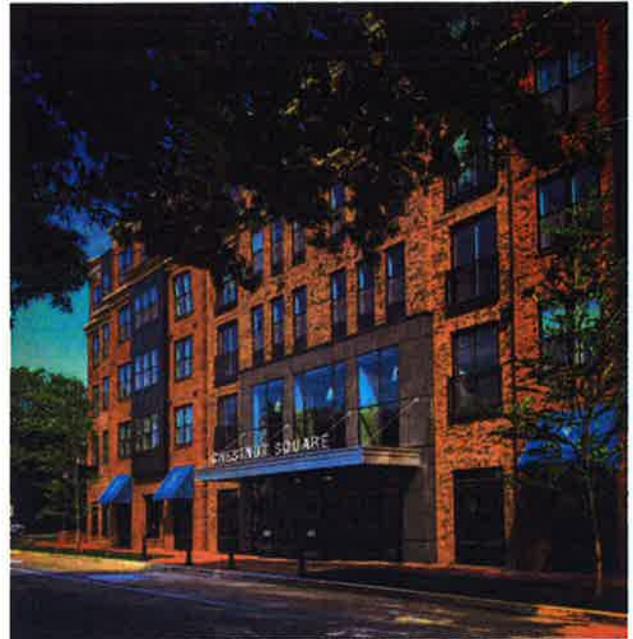


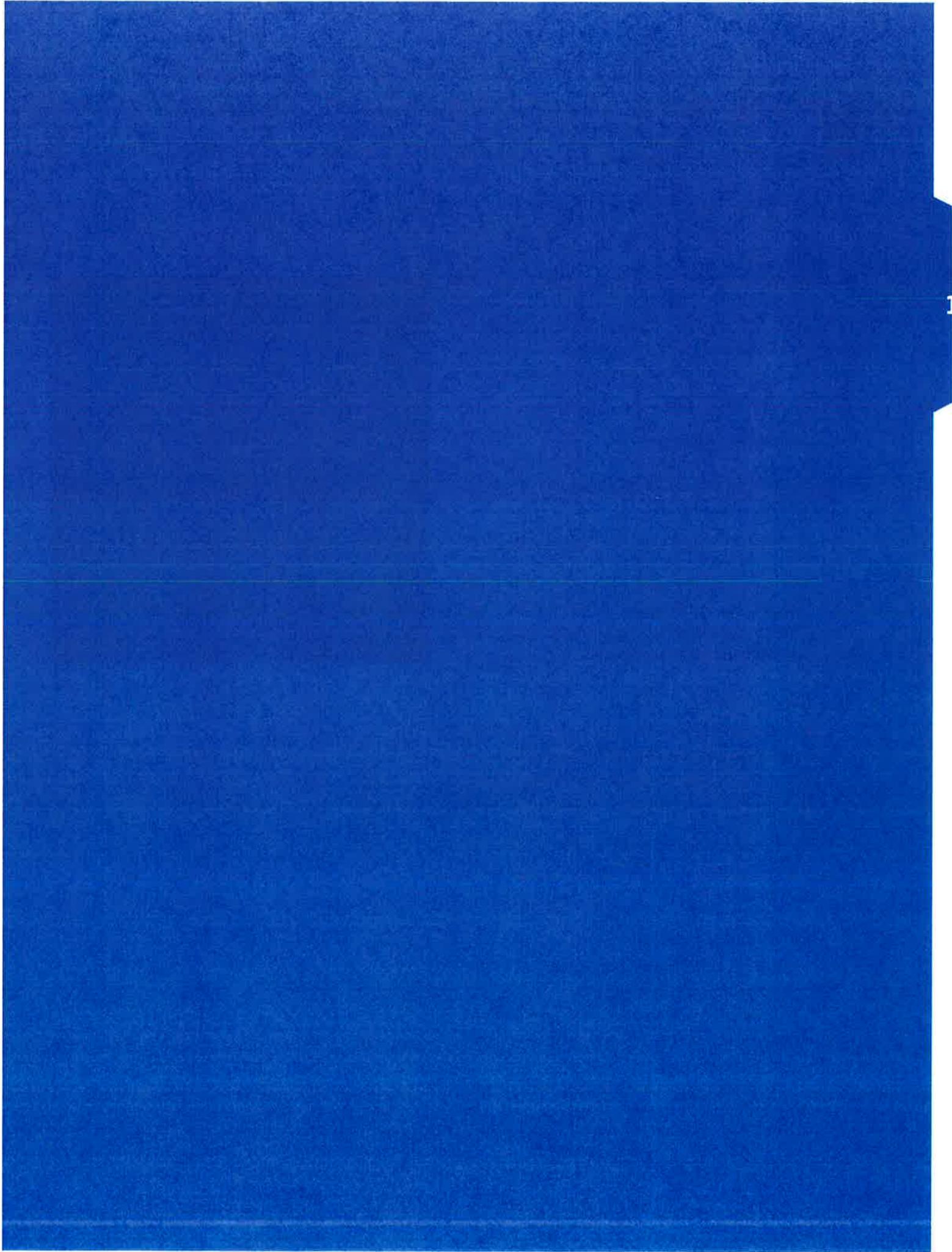
## Quality Assurance

**Bernardon** has a formal Quality Assurance Program designed to build high quality into the design and construction document process and lessen the reliance on last-minute error detection.

The program has several parts:

1. "Fresh eyes" project review by senior staff at project milestones for all projects:
  - Schematic Design Phase: for code compliance.
  - Design Development Phase: for constructability.
  - Construction Documents Phase: for interdisciplinary coordination.
  - Construction Contract Administration Phase: for substitution request evaluation.
2. Continuing Education:
  - In-house training sessions using in-house resources for all staff on a monthly basis covering issues of procedure, building technology and building codes.
  - Monthly seminars using outside resources for selected staff on special topics.
  - Selected off-site training and seminars.
  - Tuition support to staff for approved continuing professional education.
3. Construction Cost Estimation:
  - Initial Budgeting using published unit-cost guides, as well as our own experience.
  - Mid-Design Cost Estimation using published cost guides and consultation with contractors and manufacturers.
  - When appropriate, will engage contractors or cost consultants for a fee.







## Project Team

**Bernardon** is committed to providing strong leadership through each phase of the design and construction process. We understand our responsibility on this assignment, and we are dedicating a Team that will concentrate its efforts on meeting the expectations of Lang Development Group and the City of Newark and completing the project in a timely manner.

A Principal of the firm manages each project from start to finish, ensuring continuity of effort and provides for ownership-level leadership to enhance the “hands-on” project design and management services which have come to define our firm’s 43-year rise to prominence in the surrounding architecture and design community. For this project, **Neil B. Liebman, AIA, LEED AP**, will serve as Principal-in-Charge and will be responsible for assuring the quality delivery of our services..

**Michael S. McCloskey, AIA, LEED AP BD+C**, an Associate Principal of Bernardon, will join the project team as Design Principal working jointly with Neil relative to the internal task of organizing, executing, and coordinating project assignments as well as preparing the design and construction documents. Michael will be responsible for the day-to-day management of the project to meet the overall objectives and design goals. He will also act as the communication liaison throughout the project, not only for communication with Lang Development Group, but with all members of our in-house design team.

**Michael Welz, CSI, CDT**, will bring Bernardon’s “fresh eyes review” quality assurance program and his 20+ years of experience to bear on behalf of Lang Development Group. Our Quality Assurance Program is designed to build high quality into the design and construction document process and lessen the reliance on last-minute error detection.

In addition to architecture, Bernardon can provide Interior Design and Landscape Architecture services. If requested to provide such services, **Derek A. Perini, IIDA**, would lead the team providing interior design services including selection of all interior materials selections including walls, ceilings, finishes, etc. **Timothy J. Cassidy, PhD, RLA, AICP**, a Principal of **Bernardon**, would provide design expertise for landscape architecture. As an architectural and urban designer, landscape architect, and certified planner, Dr. Cassidy’s body of professional knowledge spans the full breadth of the built and natural environment. He continues to expand the firm’s engagement with projects which have an urban, community, or neighborhood context where people have the opportunity to live, shop, work and play.

Additionally, other members of our 52-person staff will join our team offering additional talent in architectural, interior design, and landscape architectural design. Resumes for key members of the **Bernardon** team are included in the pages that follow.





## Neil B. Liebman, AIA, LEED AP | Principal

As Managing Principal at **Bernardon**, Neil is responsible for overseeing many of the day-to-day aspects of the firm, including business growth, client satisfaction, and the design process. He has an area of expertise in the design of mixed used, multifamily, retail, and hospitality projects. Prior to his association with **Bernardon** in 2003, Neil was principal of NBL Associates, P.C. Architects and was Director of Design/Project Architect for seven years for a prominent developer in Chester County specializing in design/build projects. This experience gives him an insight in the construction process that produces cost-effective design solutions for our clients.

### Relevant Projects:

100 St. Georges, Ardmore, PA  
121 North Walnut Street Parking Garage, West Chester, PA  
2000 Pennsylvania Avenue, Wilmington, DE  
Allentown Waterfront Building 630 Mixed Use, Allentown, PA  
AVE King of Prussia, King of Prussia, PA  
AVE Plymouth Meeting, Plymouth Meeting, PA  
Baederwood Mixed Use Redevelopment, Jenkintown, PA  
Chestnut Square, West Chester, PA  
Darlington Commons Mixed-Use Building, West Chester, PA  
Delaware County Community College, Exton, PA  
Dreshertown Mixed Use Redevelopment, Dresher, PA  
Fairfield Inn & Suites at The Pines, Kennett Square, PA  
Hampton Inn Neptune/Wall, Neptune, NJ  
Lime Spring Farm Mixed-Use Development, Lancaster, PA  
Marriott Courtyard West Chester Hotel, West Chester, PA  
Mosteller Mixed-Use, West Chester, PA  
Narberth Multifamily, Narberth, PA  
The Plaza Grande, Cherry Hill, NJ  
Residences at Baederwood, Abington Township, PA  
Sheraton Hotel at Valley Forge, Valley Forge, PA  
Station Square Apartments, Tredyffrin Township, PA  
West End Flats, Media, PA  
Vandenberg Multifamily, Upper Merion Township, PA  
Village at Fort Washington, Fort Washington, PA

*“The opportunity to offer families and businesses the chance to live, work, and play in a beautiful and convenient location provides the inspiration and job satisfaction for me to do what I do.”*



### Education

Bachelor of Architecture,  
New York Institute of Technology

### Registrations & Certifications

American Institute of Architects  
(AIA), Member

Registered Architect: Delaware,  
Maryland, New Jersey,  
Pennsylvania

Certified, National Council  
of Architectural Registration  
Board (NCARB)

Green Building Certification  
Institute, Leadership in Energy and  
Environmental Design Accredited  
Professional (LEED® AP)



## Michael S. McCloskey, AIA, LEED AP BD+C | Associate Principal

Mike began his association with **Bernardon** in February 2007 and became a Shareholder an Associate Principal in 2015. His responsibilities include assisting with the firm's development goals and leading the in-house intern development program. He also helps to reinforce the firm's presence in several key market sectors including multifamily, retail, and civic and cultural design. Mike has special areas of expertise in redevelopment, urban design, and site planning with a particular interest in smart urban growth and sustainability. He also serves as an Adjunct Professor at Drexel University and is a member of the South Jersey Urbanists.

### Relevant Projects:

136 South Main Street, Newark, DE  
Campus Edge, Newark, DE  
Trader's Alley, Newark, DE  
2000 Pennsylvania Avenue, Wilmington, DE  
Allentown Waterfront Building 630 Mixed-Use, Allentown, PA  
AVE Blue Bell, Blue Bell, PA  
AVE King of Prussia, King of Prussia, PA  
AVE Plymouth Meeting, Plymouth Meeting, PA  
Baederwood Mixed-Use Redevelopment, Jenkintown, PA  
Chestnut Square, West Chester, PA  
Dreshertown Mixed Use Redevelopment, Dresher, PA  
Drexel University Graduate Housing, Philadelphia, PA  
Florida Hospital Mixed Use Workforce Housing, Orlando, FL  
Lea Boulevard, Wilmington, DE  
Lime Spring Farm Mixed-Use Development, Lancaster, PA  
Mosteller Mixed Use, West Chester, PA  
Paoli Apartments, Paoli, PA  
The Plaza Grande, Cherry Hill, NJ  
Promenade at Upper Dublin, Dresher, PA  
Vandenberg Multifamily, Upper Merion Township, PA  
Village at Fort Washington, Fort Washington, PA  
West End Flats, Media, PA  
Wilbur Mansion Apartments, Bethlehem, PA



### Education

Bachelor of Architecture,  
Drexel University

### Registrations & Certifications

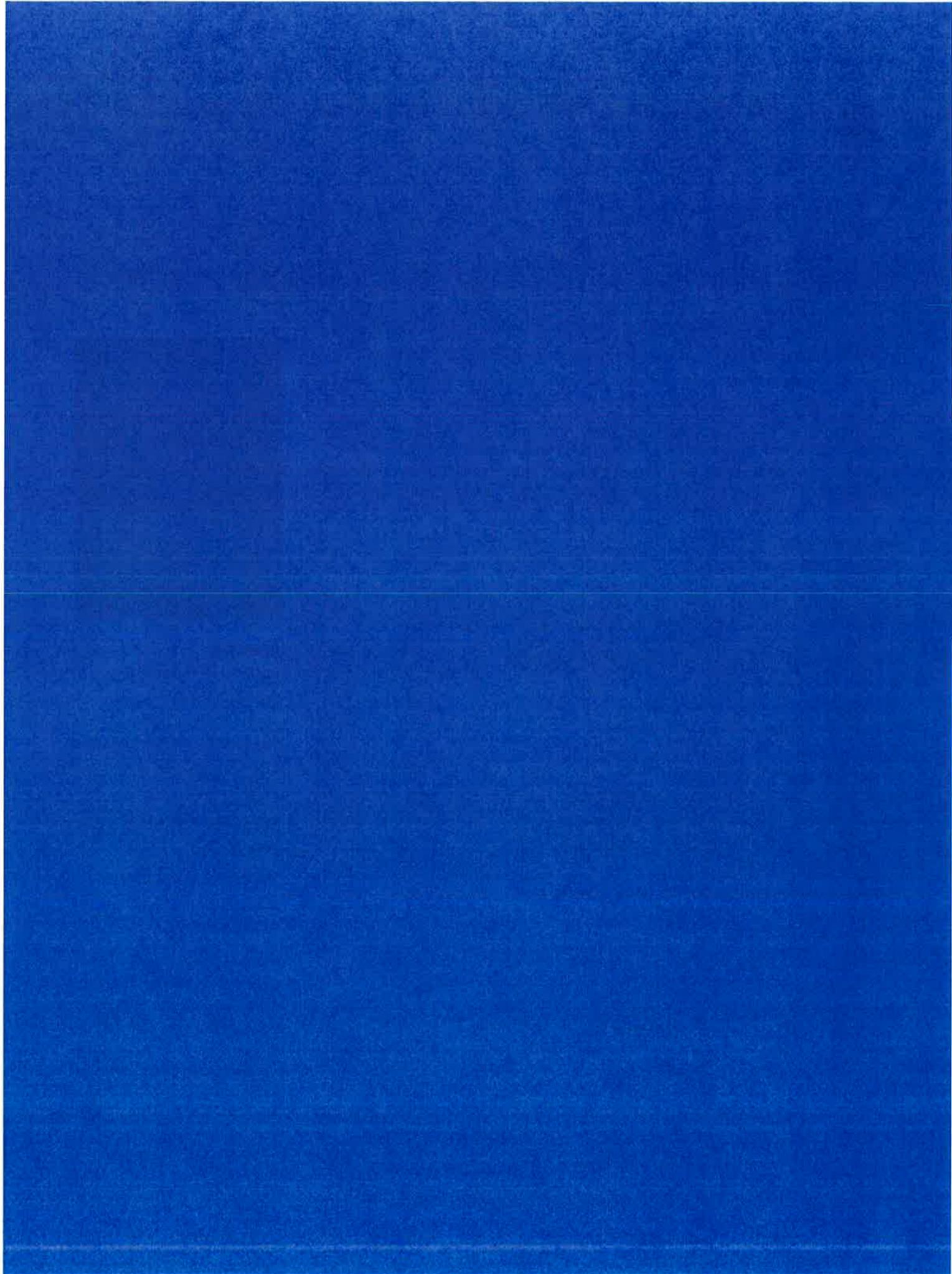
American Institute of Architects  
(AIA), Member

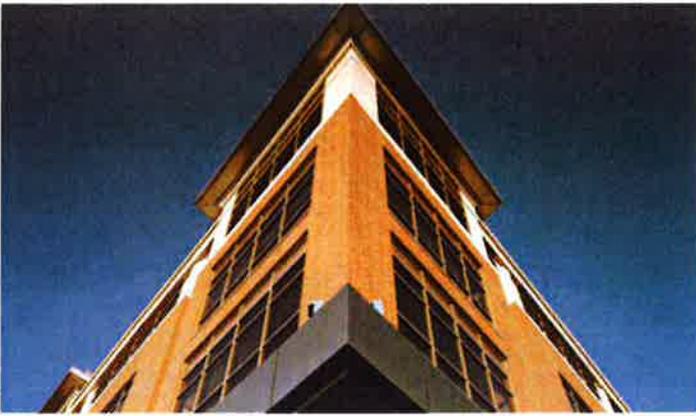
Registered Architect: New Jersey,  
Pennsylvania

Certified, National Council  
of Architectural Registration  
Board (NCARB)

Green Building Certification  
Institute, Leadership in Energy and  
Environmental Design Accredited  
Professional with specialty in  
Building Design + Construction  
(LEED® AP BD+C)

*"I strive to create sensual architecture that sensitively integrates the experiences of approach, enclosure and relationship in sustainable urban growth patterns."*





## Relevant Project Experience

### Housing/Multifamily Residential

100 St. Georges Condominiums  
AVE King of Prussia  
AVE Plymouth Meeting  
Chestnut Square Apartments  
Christiana Meadows Apartments  
Devon Yard  
Kent Crossings Apartments  
Kirkwood Manor  
Mayer Apartments  
Paoli Apartments  
Promenade at Upper Dublin  
The Plaza Grande  
Station Square  
Trader's Alley  
Vandenberg Multifamily  
Village at Fort Washington  
West End Flats  
Wilbur Mansion Apartments  
Yardley Crossing  
Washington College Student Housing  
Drexel University Graduate Housing (conceptual design)  
Shenandoah University Graduate Housing  
(conceptual design)  
Westtown School Faculty Housing

### Mixed-Use

136 East Main Street  
2000 Pennsylvania Avenue  
Allentown Waterfront Building 630  
Baederwood Mixed-Use Redevelopment  
Campus Edge  
Coatesville Mixed-Use Development  
Darlington Commons  
Dreshertown Mixed-Use Redevelopment  
Fort Washington Mixed-Use  
The Franklin Center  
Lime Spring Farms  
Sadsbury Commons  
Second and State Street

### Parking Structures

121 North Walnut Street Parking Garage  
Chester County Parking Garage and Transit Center  
Christiana Care Parking Garage #2  
Corporate Plaza Garage Expansion  
Kennett Square Parking Garage  
MBNA Parking Garage  
Riddle Village Parking Garage  
Salem Parking Garage



## Campus Edge

**Owner/User:** Campus Edge, LLC

**Location:** Newark, Delaware

**Design Statement:** Bernardon provided architectural design services for two, three-story apartment buildings comprised of a total of 22 units. The West Building is comprised of approximately 8,000 SF per floor, while the East Building totals approximately 12,000 SF per floor. The ground level includes parking under both buildings with 4,800 SF of retail space at the East Building.





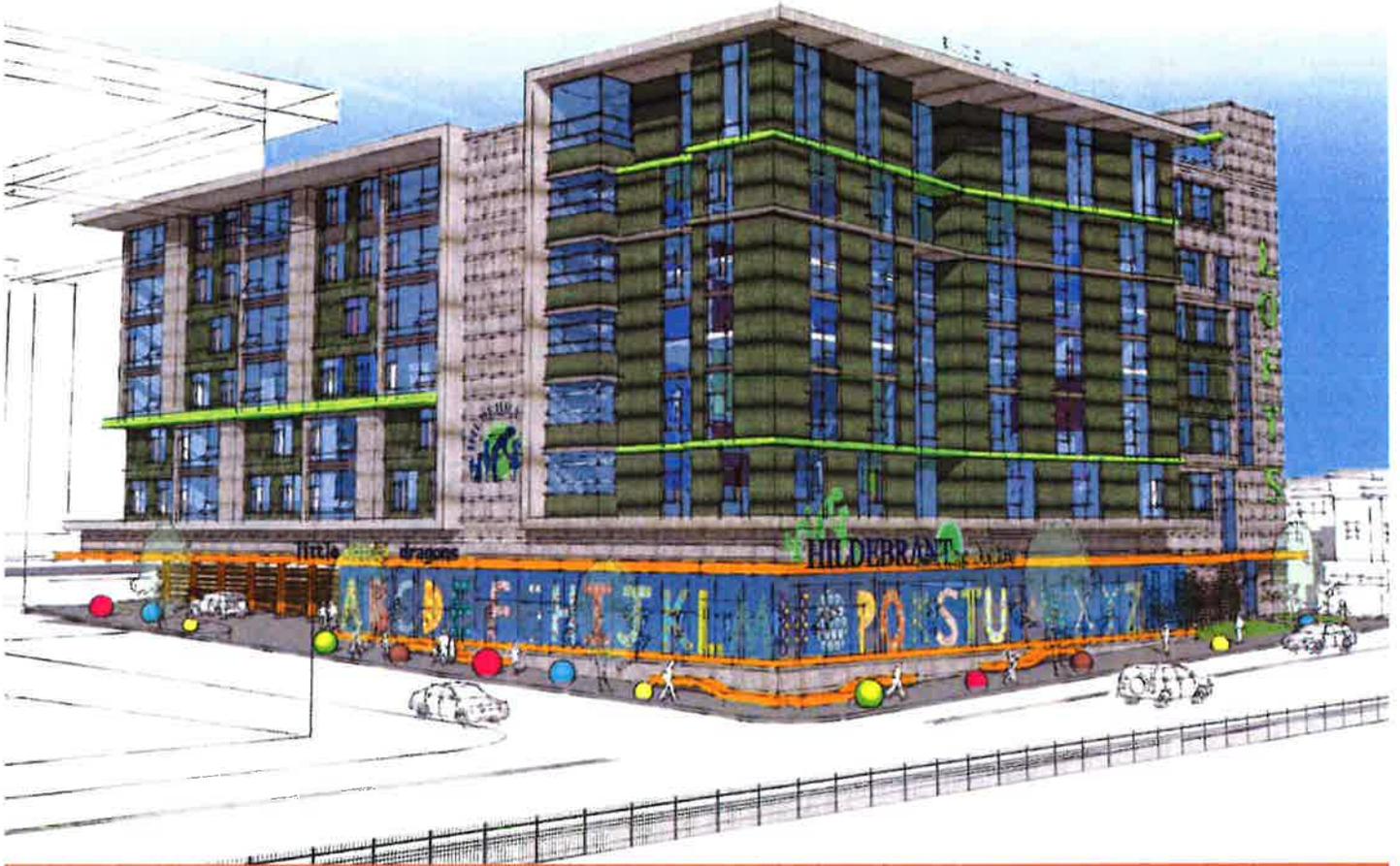
## 136 South Main Street

**Owner/User:** Elkton Plaza Associates LLC

**Location:** Newark, Delaware

**Design Statement:** **Bernardon** provided architectural design services and coordination of engineering disciplines for this two-phase mixed-use project. Phase I included 14, two-story apartments above 10,600 SF of retail space and was completed in 2012. Phase II was comprised of 10 additional apartments and was completed in 2013.





## Drexel University Graduate Housing

**Owner/User:** College Town Communities

**Location:** Philadelphia, Pennsylvania

**Design Statement:** Bernardon provided conceptual architectural design services for a seven-story, 145,000 SF graduate student housing project on the Drexel University campus. The design includes over 200 beds in a mix of one- and two-bedroom units.

These services were completed for College Town Communities for their submission to Drexel University as part of the developer/operator selection process.





## 2000 Pennsylvania Avenue

**Owner/User:** Tsionas Management, Inc.

**Location:** Wilmington, Delaware

**Design Statement:** Bernardon is providing architecture, interior design, and landscape architecture services for this high-profile mixed-use project which includes 170 residential units, multi-level parking for approximately 330 vehicles, and 20,000 SF of multi-tenant office and/or retail space. This project will act as the catalyst to begin the redevelopment of this neighborhood helping to reinforce smart urban growth and reinforce pedestrian connections.

The structure will be a transitional gateway into the city's urban core, anchored by its signature corner tower element. This iconic form is wrapped in dark panels with its exposed end facing the street, which includes a vast amount of glazing and exposed structural framing. A complementary element is introduced low on the opposite side to balance the structure and create an entry portal for the residences above.



The apartments will have the latest in resident services such as a state-of-the-art fitness center, yoga studio, and a cyber café. Outdoor spaces are abundant including an interior courtyard complete with amenities such as a pool, sun deck, outdoor kitchens, and living spaces. Most of the residential units will have direct balcony access from their units, while the top floor will include a penthouse level complete with select rooftop access.

This project is currently in design.



## Second and State

**Owner/User:** WCI Partners, LP

**Location:** Harrisburg, Pennsylvania

**Design Statement:** **Bernardon** provided design services for this new five-story, 52,000 SF mixed use building located one block from the Capitol building. Developed by WCI Partners, LP, it was built primarily to accommodate major tenant, Buchanan Ingersoll & Rooney PC, who occupies floors three through five. The first floor contains a lobby, restaurant, and commercial retail and tenant spaces. **Bernardon** also provided tenant fit-out services for tenants Buchanan Ingersoll & Rooney PC and First National Bank.

The project has received Silver certification under the U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED) program. It was also awarded Special Recognition for LEED Project of the Year by the USGBC Central Pennsylvania Chapter.



*“From the beginning, Bernardon successfully met all of our programmatic needs and aesthetic direction. They were able to seamlessly blend the space requirements of our anchor tenant with the demands of a tight urban site and historic district regulations. We are extremely pleased.”*

—David Butcher, President and Partner, WCI Partners

**BERNARDON**

[www.bernardon.com](http://www.bernardon.com)



## The Franklin Center

**Owner/User:** Key Real Estate, LLC

**Location:** Kennett Square, Pennsylvania

**Design Statement:** Bernardon provided land planning, architectural and interior design services, and coordination of engineering disciplines for the design of a five-story, 75,000 SF office building with retail space on the first floor. Working closely with municipal officials, community groups, and the Borough's historic commission, the team designed the Franklin Center to harmoniously blend with the fabric and architecture of the surrounding neighborhood of downtown Kennett Square.

Services also included the interior fit-out of four floors for Genesis HealthCare, the main tenant for the building.





## Darlington Commons

**Owner/User:** McFadden Group, LLC

**Location:** West Chester, Pennsylvania

**Design Statement:** **Bernardon** provided architectural design services and coordination of engineering disciplines for Darlington Commons, a four-story, 48,000 SF mixed use office and retail building.

Located adjacent to an existing historic structure in the Borough of West Chester, the architectural design complements the history of the surrounding area. Due to its location within the Borough's historic district, approval was required by the Historic Architectural Review Board (HARB).

An efficient floor plate and common areas were designed to minimize common areas while maximizing net useable floor area. This allowed the Owner to achieve higher rental rates in the Borough, the County seat of Chester County.

Adjacent to the Chester County Justice Center, also designed by **Bernardon**, the Owner proudly boasts that Darlington Commons is the "Most Sought After Address in the Borough."



## 121 North Walnut Street

**Owner/User:** E. Kahn Development Corporation

**Location:** West Chester, Pennsylvania

**Design Statement:** Bernardon provided architectural design services, as well as coordination of engineering disciplines, for a five-story, 60,000 SF office building with on-site parking adjacent to a parking garage located in the heart of West Chester.





## THE PROPOSED PROJECT AND TECHNICAL INFORMATION

### DESIGN:

The project we are proposing is very dynamic and unique. The site of the project is located in the most coveted part of Downtown Newark. The project site is adjacent to the historic dormitories of the University of Delaware and the beautiful open space commonly referred to by UD students and now officially referred to by the University of Delaware as "The Green". This is the center of all UD social life, whether it is welcoming freshman students for the first time in late August, graduating seniors during convocation ceremony in late May, or returning Alumni in early June, this is the heart and soul of what makes the University of Delaware such a desirable place of higher learning. Likewise, the site is just as significant to the commercial redevelopment of the City. In 1995, this was the site that Jeff Lang, then with Commonwealth Development, which began the renaissance of transforming Downtown Newark from vacant storefronts and limited shopping and restaurants experiences, to the vibrant downtown we know today. Such a significant site demands an innovative approach towards design and functionality. The project must reflect the historical nature of the University and the City, yet embrace the future growth of both.

Our team member and architect, Bernardon has masterfully designed both the mixed use building and parking garage to reflect the past, present and future of our community. By strategically using an array of materials to pay homage to the historical brick structures on the University campus, to the black stone prevalent at the old Curtis Paper Mill, to the gleaming glass found in architecturally modern designed buildings.

The parking facility is designed to assure a balance between its functionality and a creative approach of using nature to literally bring the structure to life. Acknowledging the significance of "The Green" not only in the life of the University of Delaware but also the City, the parking facility becomes green itself. The entire structure is surrounded by a living wall of English Ivy, a vine that remains green all year round. The vine would be supported on an architectural mesh so as to not damage the structure itself. The mesh system allows for easy maintenance of the plantings and assures its life.



The commercial structure fronting on Delaware Avenue shielding the parking garage is a five story building with a lower level designed to be occupied by commercial uses on the lower two levels and either commercial or residential on the remaining levels. The use of these additional levels will be determined based on market conditions at the time. The building will also have a partial green roof on the fifth floor to allow for effective stormwater management of the building as well as an aesthetic quality for the occupants. In addition, the fire lane would be covered with a permeable surface for additional stormwater management benefits. Finally, a portion of the top level of the building could allow for the installation of Solar Panels to underscore the environmental sustainability of the project.

Likewise, the parking facility, could allow for the installation of solar panel on the top level of the structure. The installation of these panels should greatly reduce the overall energy costs of the project. The parking facility will have a total of 480 parking spaces. The developer will retain exclusive use of the first floor level of 66 parking spaces. This will allow the City the benefit of 414 spaces for the community either on a monthly or daily basis or combination thereof, which is more than double the present parking spaces currently being offered.

In addition to the innovative design of the mixed use building and parking structure, our team has created an open green space area which will transform the entire site to an oasis in the middle of town. By creating an environmentally green parking structure and adding the green exterior area on the rear of the mixed use building, citizens and visitors of the City will be able to relax in an open space with the sound of a waterfall cascading to an open pool of water. Outdoor amenities in the space will allow users to meet and socialize in an area not found anywhere else in the City.



## PROJECT SCHEDULE AND SCOPE OF SERVICES

The members of the team all have vast experience in developing, designing and constructing in the City of Newark. Each team member understands the sensitivity of timing the construction of a project based on the seasonal life of the City and The University of Delaware. The project needs to address the vast amount of activities that take place at the end of May and early June at the University of Delaware and the City itself. Therefore, we would propose the commencement of the project on the Monday after the University of Delaware Alumni weekend has concluded. We anticipate that date to be approximately June 10th of any given year. This would allow us to perform the majority of site work and the delivery of equipment required to do the work during a time that would minimize the impact on traffic and quality of life to citizens and students of the University of Delaware. We also recognize the need to significantly reduce the impact on quality of life issues upon the arrival of students occupying the dormitories adjoining this property in late August. Team members will schedule construction of both structures to assure minimal impact on residents of the dormitories. Scheduling of construction activity with noise impact will be completed in such a manner during normal working hours and avoiding early morning or late afternoon.

This entire project shall take approximately 15 to 18 months to complete.

Simultaneously, the mixed-use building and parking structure will commence with the construction of the parking structure having priority so as to minimize the lost of the parking spaces to the City. The parking facility would be targeted for completion by no later than the end of the following summer, and the construction of the commercial building would be at a stage to not interfere with the City and community's use of the parking facility.

The Scope of services of each project team member has been addressed in the Project team section.



## CHALLENGES AND SOLUTIONS

The greatest challenge facing this project is the lost of City revenue and use of the parking spaces while the new parking facility is being constructed. Approximately 191 spaces will be removed from the inventory of City parking spaces during the construction phase. LDG is uniquely qualified to address this challenge. LDG will pledge to work with the adjacent property owners to construct a second parking garage in Lot 3 prior to the construction of a parking garage in Lot 1, if the City so deems it appropriate to do so. LDG owns and or manages 102 East Main Street, 108 East Main Street and has under contract to purchase 96 East Main Street currently occupied by Main Street Dentistry formerly known as Cox Dentistry. Another opportunity is for LDG to work directly with the City to construct a garage at Lot 5 as LDG controls the parcel directly adjacent to Lot 5 and would design a garage to be constructed across both parcels. The use of these properties could afford the City and LDG a unique and practical way to create additional parking spaces for the City at Lot 3 and/or Lot 5 without an economic impact to parking revenue or use of current parking inventory. LDG is willing to explore this solution at the request of the City.

The next challenge to the City is the cost of construction for the parking facility on Lot 1. We expect the cost of the parking facility to exceed ten million dollars. We appreciate the fiscal impact such a project would have on the City budget. Therefore, we are proposing to completely construct the parking facility at no construction costs to the City. In exchange for the parking facility, the City would pay LDG 20% of the gross revenue of the parking structure and the City would also transfer to LDG the property fronting on Delaware Avenue where the commercial building will be built. As stated previously, LDG would have exclusive free use of the first floor level of 66 parking spaces for the benefit of the users of the commercial building. If additional parking is required for the commercial building, the City and LDG would enter into an agreement for LDG to pay market rate to the City for any additional spaces, however this requirement would not exceed a maximum of 50 additional parking spaces at any time. This would ensure the City a constant stream of revenue with a minimal impact on the overall increase of parking space inventory.

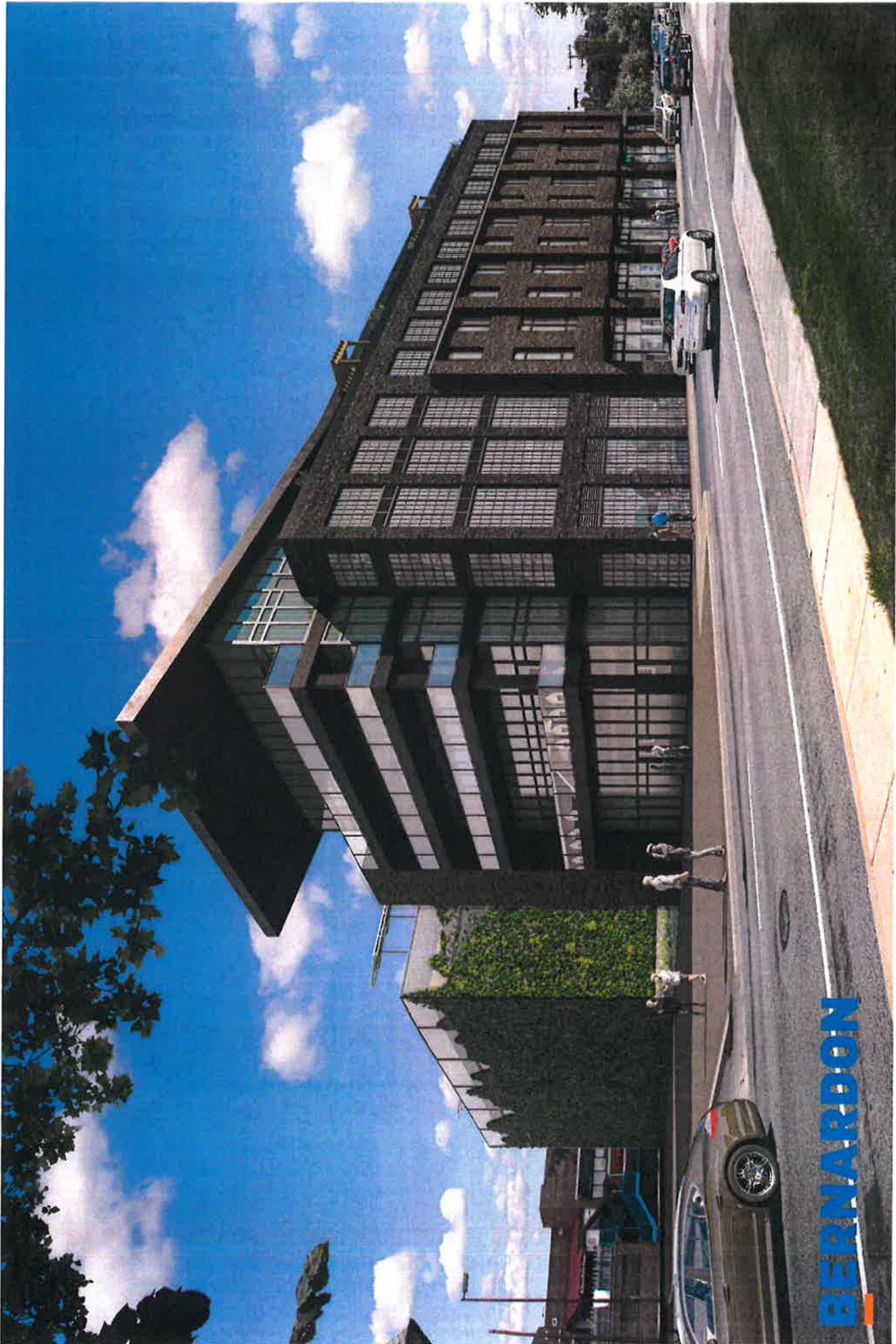


## SUMMARY

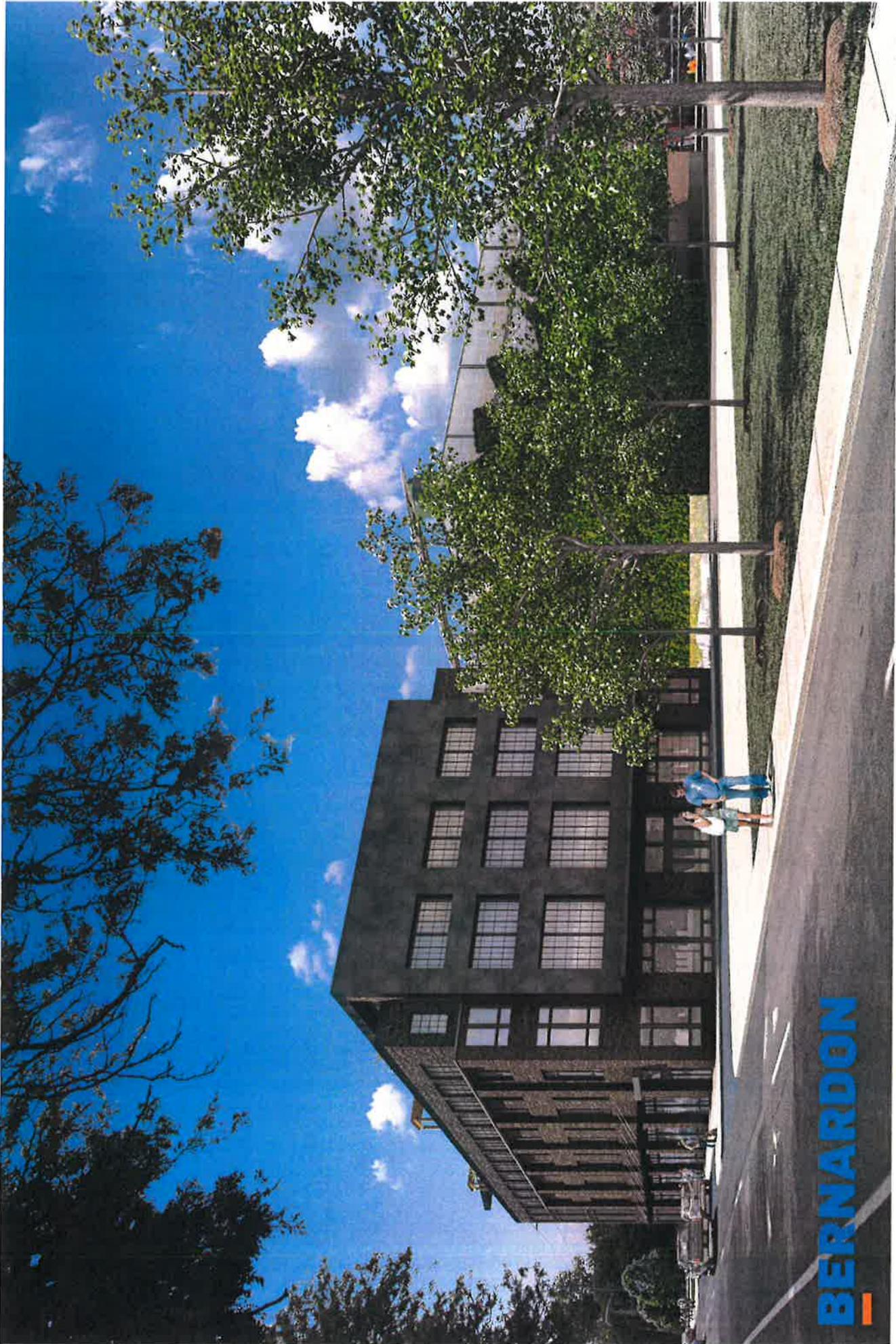
We are very pleased and excited to have the opportunity to participate in the City of Newark's "Public-Private Partnership, Mixed-Use Downtown Parking Garage" RFP process. We believe our RFP response, if accepted by the City, will give LDG and its team members the opportunity to make a lasting and important contribution to our community's businesses who today enjoy the vibrant environment we call Downtown Newark.

As Newarkers for over 40 years, we also believe that a well designed and environmentally friendly parking facility located downtown will make it possible for the City to begin to plan for the possible reduction of on street parking on Main Street. These reductions would thereby enable Newark to add new and enhanced pedestrian amenities as well as safe bicycle access in the downtown area.

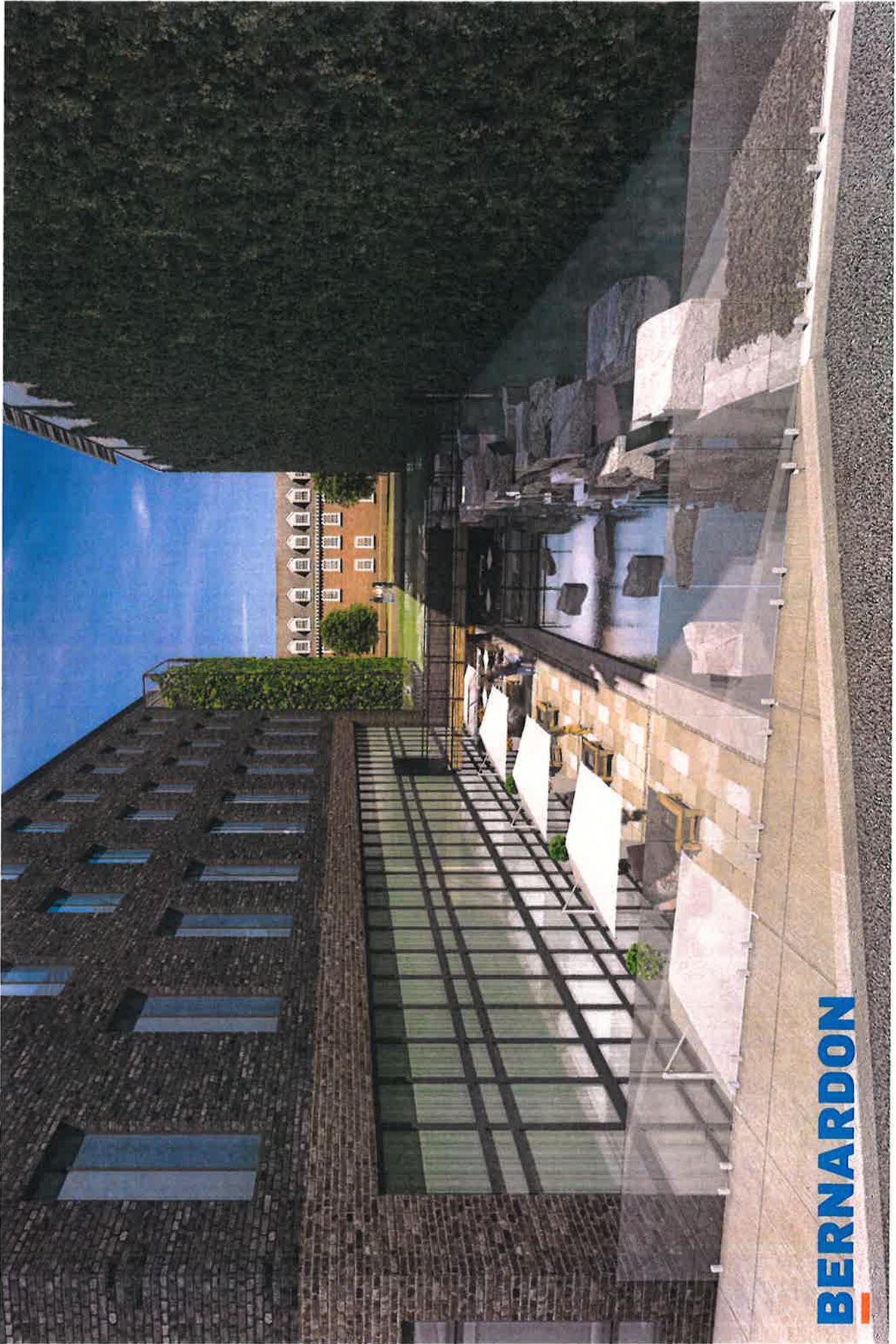
LDG looks forward with great anticipation to have an opportunity to review our proposal in further detail with the City Departments, City Council, and the community as a whole.



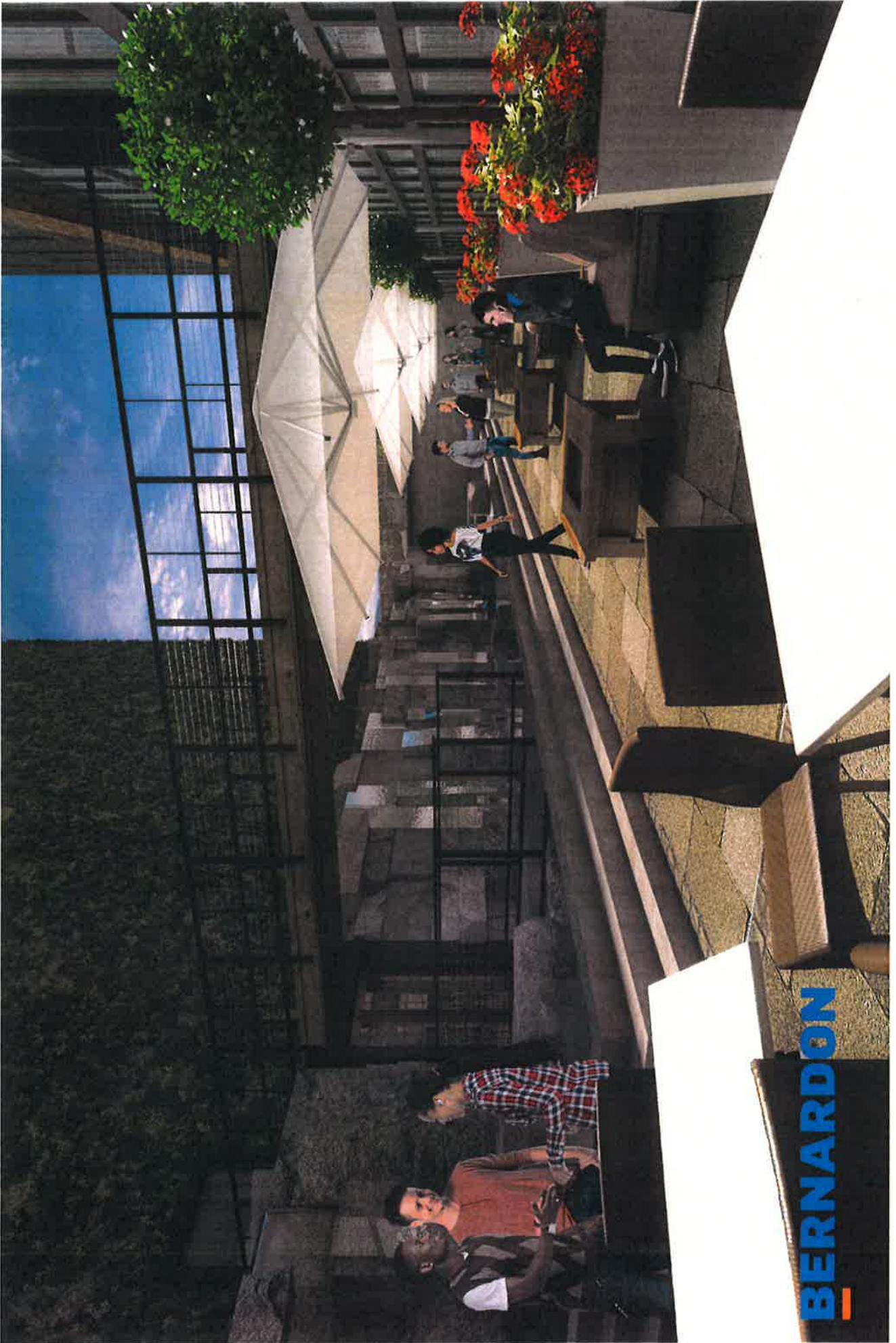
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**2 FIRST FLOOR PLAN**

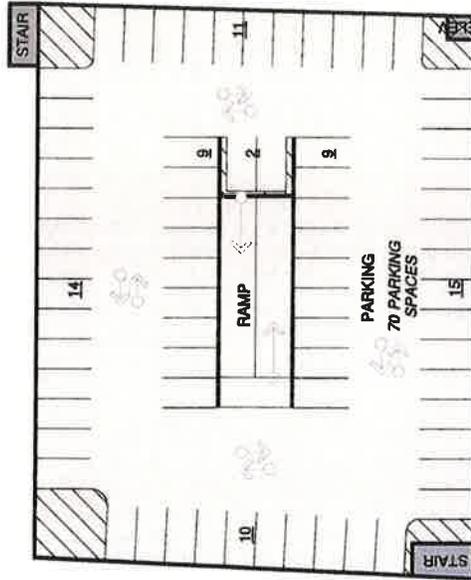
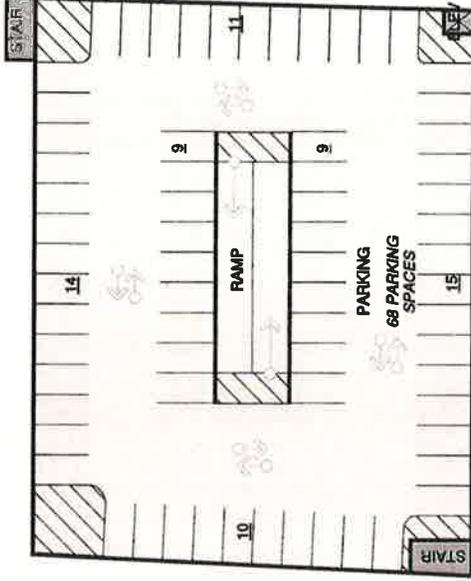
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2

**1 COURTYARD LEVEL**

SCALE: 1" = 40'-0"

1



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 Ref/Sheet: 1" = 40'-0"  
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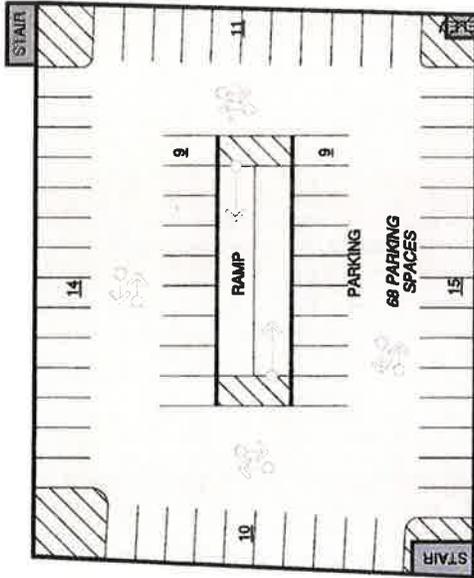
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 Project: **NEWARK PPP - LANG DEVELOPMENT**  
 Project Address:

**THIRD FLOOR PLAN**

**2** SCALE: 1" = 40'-0"

**SECOND FLOOR PLAN**

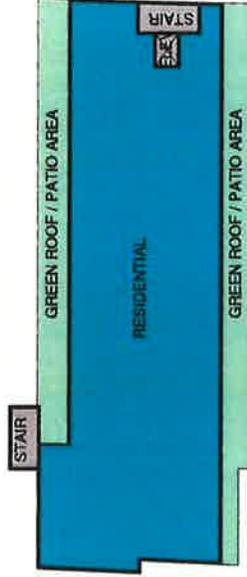
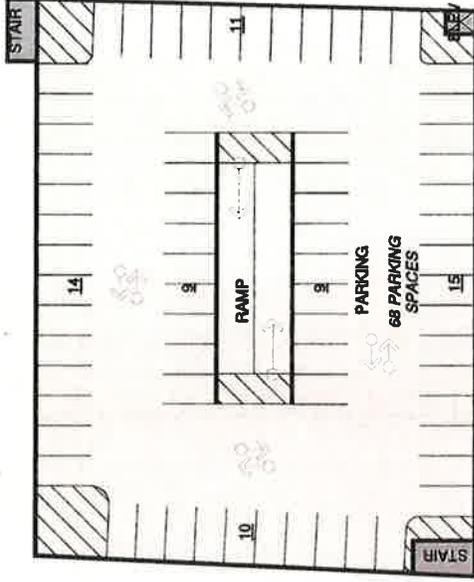
**1** SCALE: 1" = 40'-0"



**FOURTH FLOOR PLAN**

SCALE: 1" = 40'-0"

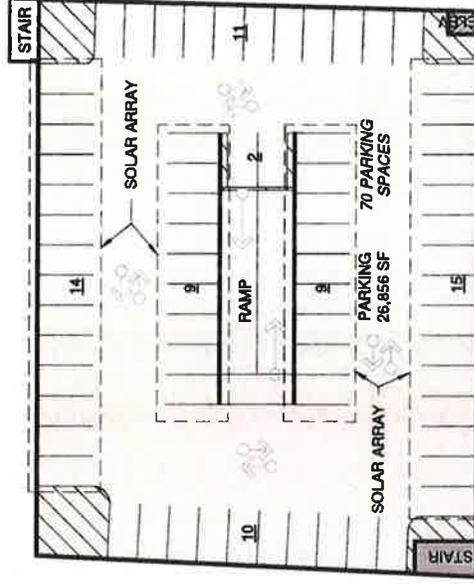
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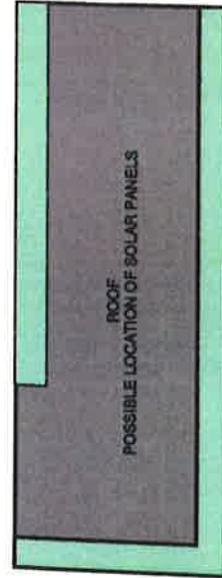
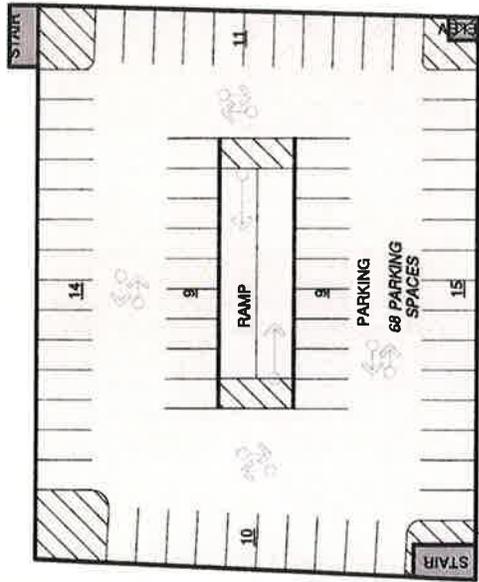
**FIFTH FLOOR PLAN**

SCALE: 1" = 40'-0"

2



GREY WATER IRRIGATION  
COLLECTION FOR GREEN WALL



**1 SIXTH FLOOR PARKING**

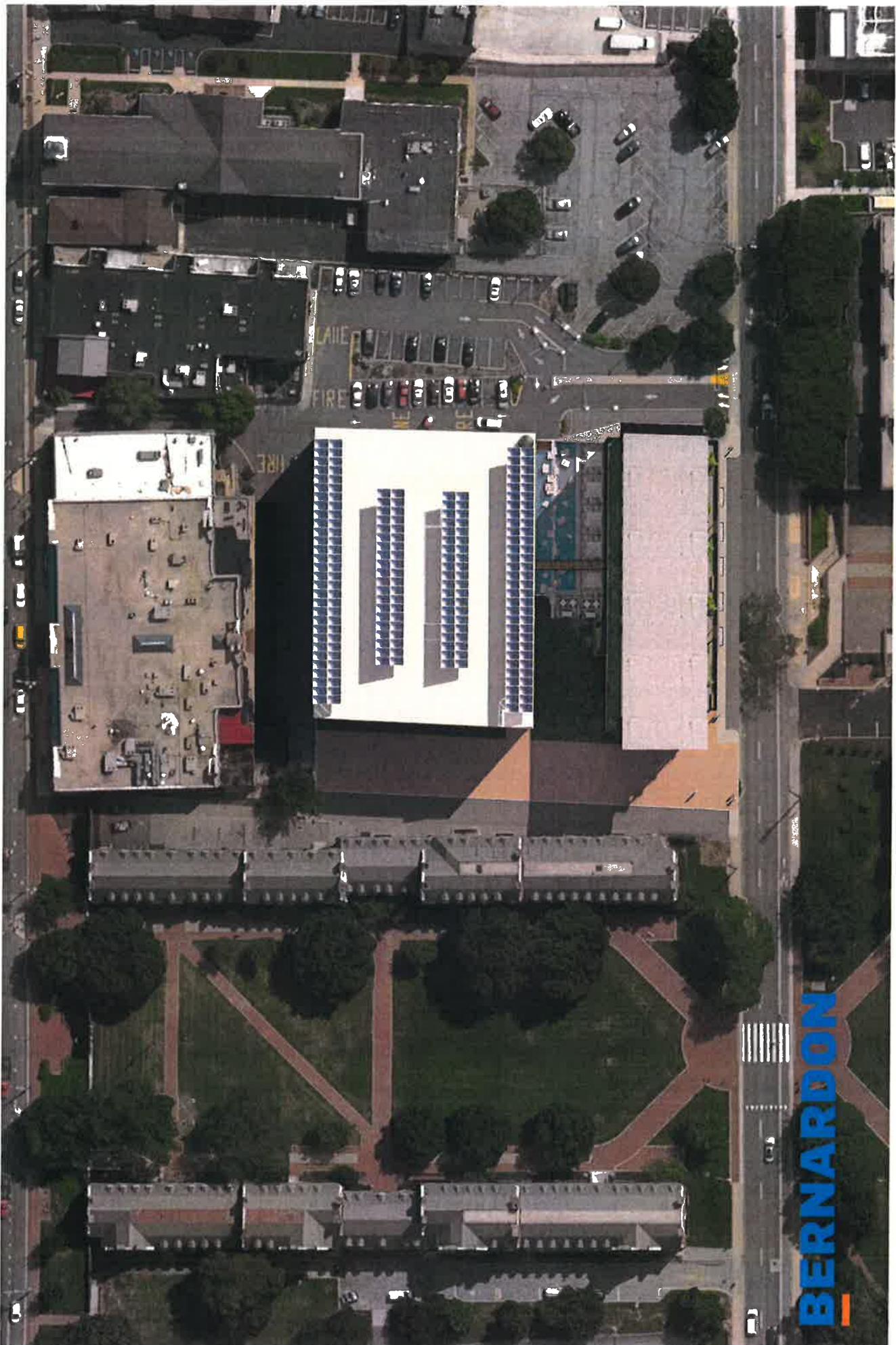
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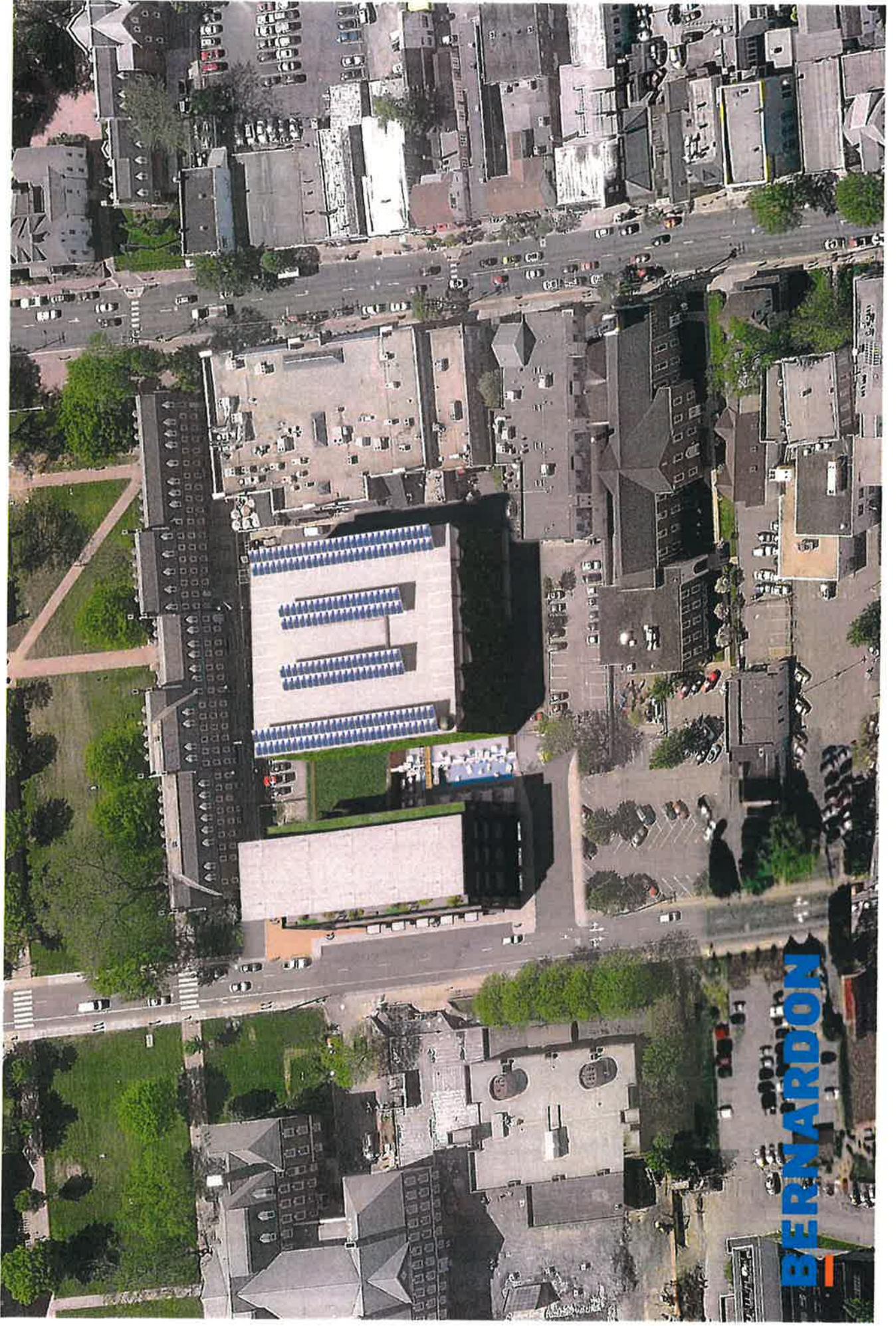
**2 ROOF PLAN**

SCALE: 1" = 40'-0"

2



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