



# **Statement of Qualifications**

Halifax County Industrial Building Project  
Halifax County, North Carolina

Presented:

March 4, 2020





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## Section 1: Design-Builder Experience and Qualifications

### **1.1 - Cover Letter**

Thank you for taking the time to review the Qualification Statement of Heaton Construction Inc. We appreciate your open consideration of our firm to partner with you for your upcoming Halifax County Industrial Building Project. Our expansive building experience enables Heaton Construction Inc. to offer services for Design/Build, Construction Management at Risk, Conventional and Negotiated construction contracts.

As a multi-state Unlimited, Unclassified Licensed Contractor, Heaton has experienced continued commercial market growth over the past twenty years. We have an impeccable record of performing our building contracts without a material discrepancy in performance, quality, safety, budgetary limits, timely completion, and customer satisfaction.

Hundreds of public and private projects have been completed since our inception, with revenue's exceeding well over one hundred million dollars. We strive to keep a steady inventory of work, to maintain our annual revenue goals. We have participated in numerous and varied public projects including the NC Community College System, Public School Renovation and New Construction, Industrial Facilities, Town Municipal Facilities, Renovation of Public Historic Properties, County Government Facilities as well as Multi-Purpose, Athletic, Aquatic and Entertainment Facilities. Heaton Construction has also become a leader in Green Building Construction with several LEED certified building projects in our portfolio.

This excellent record has been achieved with continuous company growth in the areas of financial capability, key personnel capabilities, job size and complexity, subcontractor selection, management and overall construction design and technical capability.

The growth and success of our company is also based on our goal of achieving sufficient returns for our work, while still being competitive in public project environment. We have been able to achieve this by consistently completing our projects on or below budget. This allows us to build a solid financial basis for bonding, insurance, cash-flow, credit, and project retainage. Our solid financial capabilities are confirmed by the excellent bonding, credit and banking relationships that we have developed.





## Section 1: Design-Builder Experience and Qualifications

### **1.2 - Company Profile**

As a successor firm to our Halifax County NC family business organized in 1983, Heaton Construction Inc. is a three-generation family business with more than 30 years of continuous design and construction experience, including over 25 years as a North Carolina Licensed General Contractor. Heaton Construction Inc. was organized in the year 2000 as a privately-owned North Carolina corporation. Please visit our website at [www.heatonconstruction.com](http://www.heatonconstruction.com).

Our resume includes projects located over the entire state of North Carolina as well as Virginia and South Carolina. We have many great working relationships with subcontractors, large and small, who perform jobs throughout the region.

Our corporate headquarters in Roanoke Rapids, NC is a strategic location for North Carolina, Virginia and South Carolina projects. We make it a practice to employ site superintendents who reside in close proximity to our projects, therefore assuring you timely responses to any situation that may arise on site.

Heaton Construction Inc. is an SBA Certified Small Business HUB Zone Firm, Certification #23181. Our SBA ID# is PO770934. Our corporate location in Halifax County, Roanoke Rapids, NC serves the Eastern North Carolina HUB Zone.

Our North Carolina General Contractor's license number is 47626, our limitation is "Unlimited" and our classification is "Unclassified". This highest-level license qualifies Heaton Construction Inc. for all types of construction including high rise buildings, utilities, infrastructure and heavy highway projects with no size or scope limitation. We also hold a General Contractor's license for Virginia, license number 2705 114845A and South Carolina license number G114972.





## Section 1: Design-Builder Experience and Qualifications

### **1.3 - Construction Approach**

We would like to assure you that we possess the required skills and experience, along with a fresh and innovative attitude for a successful construction relationship process. We also pledge that will deliver a full-service product that will meet or exceed all your quality, budget, schedule and owner satisfaction criteria. Heaton Construction Inc. pursues all projects as an equal Partner/ Team Member. We are a company committed to a team approach in both working within our organization and with owners and architects. Our project delivery team includes all resources and personnel we have up to and including the ownerships personal involvement.

By utilizing the team approach, we believe our level of commitment and attention will far exceed what you may receive from another contractor. We have at our disposal trusted experts from many areas of the construction industry that can be utilized in our team approach when needed. The Project Manager and Site Superintendent have the support and resources of everyone in our organization. Our Project Team will insure satisfactory and predictable job performance and completion of all work elements during pre-construction, construction and post construction phases.

Another key to our design and construction excellence is the impressive staff of Senior Management, Administrative and Supervisory personnel in our organization. Combined, our professional staff has over 325 years of related design and contracting experience.

Our capabilities for construction design are based on previous Design/Build Projects, Value Engineering cost reduction efforts, and engineered changes which occur throughout the various projects. Our Project Managers consistently use, and are highly proficient with, our in-house Auto Cad programs and several interactive vendor computer design programs. We also consistently collaborate with local Professional Engineers and Architects to prepare sealed civil, structural, mechanical, electrical, architectural drawings and specs for testing, shop drawings, resolution of design discrepancies, code compliance, and other similar tasks during contract performance. We have used these methods on many varied project scopes that were completed ahead of schedule even though some critical time constraints, changes, obstacles and challenges existed.





## Section 1: Design-Builder Experience and Qualifications

### **1.4 - Recent and Related Projects**

#### **ACP Regional Office**

New ground up construction project in Northampton County. Full site and building package on an undeveloped lot for a modern high-tech LEED certified 8000 sqft office complex. Total construction cost \$4,000,000

#### **Cummins AC Demo Project**

Selective demolition project in a fully operational industrial facility. Removal of old fan and duct systems throughout the entire facility. This was a multi-phase yearlong project that had to be completed with no interruption to the daily operations of the facility. Total construction cost \$1,000,000

#### **Roanoke Valley Chamber Visitors Center**

New ground up construction project in Halifax County. Full site and building package for a 4,000 sqft visitors center. Project was originally designed by an architect and put out to bid. The resulting prices were more than double the allocated budget. We were the low bidder on the project, so we entered into contract with the owner to complete the project using the design /build method and were able to bring the project back into budget and complete the project. Total construction cost \$600,000

#### **Harnett Central High School Addition**

Large classroom addition to a fully operational high school building in Harnett County. Full site and building package for 58,000 sqft two story addition to existing classroom building. Work had to be completed without interfering with daily school operations. Total cost for construction \$7,400,000

#### **Leroy Martin Middle School Addition**

Large gym and classroom addition to a fully operational middle school building in Wake County. Full site and building package for 38,000 sqft addition to existing classroom building. Work had to be completed without interfering with daily school operations. Total cost for construction \$7,400,000





## Section 1: Design-Builder Experience and Qualifications

### **1.5 - Professional Recommendations**

Please review the following excerpts obtained from Owners, Architects and Community Leaders' reference letters for several recent projects. These quotes attest to our team approach methods ensuring satisfactory performance and complete customer satisfaction.

#### **Wayne Jenkins, Northampton County Manager Northampton Cultural and Wellness Center Project**

"The project was completed in early 2008, three months ahead of schedule. The project was over budget as bid, and Heaton Construction participated with the Owner and Architect to reprogram the project within budget. ....with reworking the entire project, from budget to design, the resulting efforts produced a very functional facility, with high owner satisfaction, and positive community comments. Heaton Construction worked in a cooperative and professional spirit and manner to incorporate several owner suggestions, with minimal disruption or cost increases.....I believe Heaton Construction has demonstrated the management and technical ability and capacity to perform similar, or greater projects, in full compliance with the specifications and drawings, and to produce a quality product on time and within budget."

#### **Allen W. Purser, President/CEO Roanoke Valley Chamber of Commerce**

"We were given the opportunity to work directly with the contractor 3 years ago when Heaton aggressively won the bid to build our new Chamber of Commerce and Visitor's Center building in Roanoke Rapids. Their commitment and dedication was tested early when the cost of the project exceeded our budget by almost double and we were forced not only to heavily reduce the cost of construction, but do so after parting ways with the architect of record. Heaton eagerly took on the challenge to design/build a structure that will maintain the aesthetic features and functionality that made the building attractive while reducing costs - and they succeeded. The next challenge came when we were able to begin construction as we were held to a target date to vacate our current premises and occupy our new space. The schedule was originally rather aggressive, but after we lost valuable time in the redesign process, it seemed unreachable. Once construction began, Heaton spared no resources to insure the deadline was met. The expert staff they offered this project, and from what I understand all projects, proved to be the catalyst in making this a success for all involved. Two years later, we are still enjoying the quality product they delivered."

#### **Phil Hux, President of Halifax Horizons Halifax Horizons is a Non-Profit for Economic Development Incentive Purposes**

"...having previously owned and operated a local General Contracting business, I have a unique understanding and appreciation for the overall business management of Heaton Construction. I am confident that Heaton Construction has the financial, architectural, engineering, qualitative, and general construction requirements for your project."





## Section 1: Design-Builder Experience and Qualifications

### 1.5.2 - Professional Recommendations

**Doug Miller, Director of Maintenance & Transportation**

**Roanoke Rapids Graded School District**

**Heaton Construction performed four major renovation projects for RRGSD**

“These projects were performed concurrent with normal school operations and Heaton Construction participated with the Teaching Staff, Owner Representative, and Architect to minimize disruption. The resulting efforts produced completed projects which met the design, quality and performance standards, on-time completion, and full Owner satisfaction. Heaton Construction always demonstrated excellent cooperation, innovation, professionalism, and a team approach to resolving many issues associated with these projects. They have a solid management and technical abilities, high ethical standards, and a commitment to customer satisfaction.”

**Frank V. Avent, III, Chairman**

**Halifax County Economic Development Commission**

“Heaton Construction Company has been involved in the construction of a number of important commercial and industrial projects in the Halifax County Area - the Littleton Industrial Building in Littleton, NC; new hangar facilities at the Halifax-Northampton Regional Airport in Halifax, NC; corporate buildings at the North Carolina Center for Automotive Research near Garysburg, NC, and many more. They are a very well-respected construction firm that keeps abreast of new construction methods and trends that bring significant expertise and value to their clients...We are confident the Heaton Construction company can meet and exceed all of your needs as you build...”

**Robert Stevenson, AIA**

**Davis Kane Architects, P.A.**

**Leroy Martin Middle School Project**

“The project is a single prime project approximately seven million dollars in cost and the client is Wake County Public Schools....The site is a very constrained site with ongoing school operations. Another construction project with a different general contractor has been underway directly adjacent to this project adding to the complexity of your project. To date, I have found Heaton’s performance to be more than satisfactory. The management of the subcontractors, the progression of the work and the workmanship are above average. Many issues with subcontractors have been resolved by Heaton before being brought to my attention...Heaton’s cooperative spirit, lack of contentiousness, and general attitude have made his construction process smooth and relatively free of significant challenges. Heaton has also shown a great willingness to help solve issues that were not created by them.





## Section 2: Design-Engineer Experience and Qualifications

### 2.1 - Design Team

#### **Architect**

Surapon Sujjavanich, Architects, PA.

104 Beechtree Court, Suite B

APEX, NC 27523

#### **Civil Engineer**

Nicholas Rightmyer, PE

P.O. Box 1448

Roanoke Rapids, NC 27870

#### **Structural Engineer**

James Hasty, PE

1015 Roanoke Ave

Roanoke Rapids, NC 27870

#### **MEP Engineer**

James Miller and Associates, PE

404 Becker Drive

Roanoke Rapids, NC 27870





## Section 2: Design-Engineer Experience and Qualifications

### 2.2 - Architect

#### **About – Surapon Sujjavanich, Architects, PA**

Surapon Sujjavanich, Architects, PA, a professional association established in 1985, is a full service architectural and engineering firm. We offer a comprehensive range of professional planning & design services including green design: active & passive solar energy conservation applications, architectural, engineering, landscape architecture, interior design, multimedia & graphic design. We have chosen to organize as a small firm so that Surapon Sujjavanich, Project Architect, can be actively involved in all phases of the project, from the first day of work through completion of the project. Our professional staff, teamed with our professional consultants, are dedicated to bringing every project to an on-time and within budget conclusion. Client satisfaction is our primary goal. Over 90 percent of our business comes from repeat clients and their referrals which indicates that we have successfully achieved this goal. We have successfully planned and designed a broad range of projects including green design, justice, law enforcement & detention, public safety, government, recreational, institutional, religious, industrial, commercial, residential, educational, restaurants & fine dining.

#### **Why - Surapon Sujjavanich, PA**

In choosing an architect for this project we selected Surapon Sujjavanich. we gave strong consideration to his open-minded approach to the design build delivery method and his track record of working with us on value engineering. Surapon has worked closely with us on several design build projects over the last 20 years and has done several project redesigns successfully matching the project design to the existing budget. Another strong consideration is his record of producing fast track drawings for us and helping with the permitting process . Surapon will be invaluable when it comes to getting the project rolling as the architectural drawings are early requirements to begin planning scheduling and construction. He will also be responsive to supplying speedy architectural services for potential changes requested by PCB as the project moves forward. We know Surapon to be fair in his pricing of architectural services and not someone that would take advantage of changes or additional work requests. Surapon will understand that this project being an extension of a previously designed structure has no need for extensive or elaborate architectural input and price his services accordingly.

For these reasons and others Surapon is the best choice for us and for the county on this project.





## Section 2: Design-Engineer Experience and Qualifications

### 2.3 - Civil Engineer

#### **About – Nicholas Rightmyer, PE**

Nicholas Rightmyer, PE offers expertise in the areas of water distribution, wastewater collection, stormwater management, erosion control, commercial/retail site development, residential development, roadway design, and solid waste design. He has been providing engineering services in North Carolina for over 25 years and has specialized in providing services to the private sector as well as both County and Local Municipalities.

#### **Why- Nicholas Rightmyer, PE**

As a lifelong resident of Halifax County, I have seen the area develop and grow into what it is today; and during my career, I have had the opportunity to serve many different roles in several of Halifax County's development projects. While working with Rightmyer Machine Rentals, I was involved with the initial site construction of the Halifax County Industrial Building (PCB). While with ms consultants, I prepared the site design (construction drawings), acquired permits, and provided construction administration services for the first proposed site development (building pad & parking) at Halifax Corporate Park. I have also in some form or another been involved in a majority of the private sector site development projects in Roanoke Rapids and the surrounding areas over the last 25 years.

I am currently the Engineering Division Manager at Joyner Keeny, where I am responsible for overseeing the design, permitting, and construction administration of all civil projects. I also serve as an engineering consultant to the City of Roanoke Rapids, and am a member of their Development Review Committee.

I have partnered with Heaton Construction on previous design-build projects. One example is the Old North Utility Services facility in Fort Bragg. We have also worked together on several other (not Design-Build) projects in Roanoke Rapids and surrounding areas.

My career has exposed me to many different aspects of site construction, which has given me the ability to manage projects from the initial planning phase through construction completion. My early "hands on" construction experience in the field has proven to be a valuable benefit while preparing site civil design, as it has provided me with a good understanding of how the many decisions made during design impact the construction process. This knowledge helps me to minimize construction costs and reduce the number of "field changes" during the construction phase. The site civil requirements for the proposed Halifax County Industrial Building expansion are very similar to many of my previous projects, and I am certain that my experience and knowledge of the local construction design and permitting processes will allow me to provide cost effective and timely civil services for the proposed development.





## Section 2: Design-Engineer Experience and Qualifications

### **2.4 - Structural Engineer**

#### **About – James Hasty, PE**

James Hasty, PE performs structural design, documentation and specifications and investigations for new and existing buildings. The structural systems for these buildings utilize reinforced, prestressed and precast concrete, structural steel with bar joist or composite steel construction, pre-engineered metal buildings, masonry, wood framing, earth retaining structures and all types of foundations. He has extensive experience with commercial buildings and industrial buildings.

#### **Why- James Hasty, PE**

In choosing a structural engineer for this project we selected James Hasty. we gave strong consideration to his familiarity with the existing building and his experience working with Weldon Steel our local structural steel supplier. James is a Halifax county resident and his office is in Roanoke Rapids. He performed engineering work on the original building when it was built and has worked closely with us on countless design build projects over the last 20 years. Another strong consideration is his record of producing fast track drawings for us and helping with the permitting process in Halifax county. James will be invaluable when it comes to getting the project rolling as foundation design and structural steel design are early requirements to begin planning scheduling and construction. His close proximity to the project will also speed up the structural inspection process and help if any on-site consultation is required. He will also be responsive to supplying speedy engineering services for potential changes requested by PCB as the project moves forward. We know James to be fair in his pricing of engineering services and not someone that would take advantage of changes or additional work requests.

For these reasons and others James is the best choice for us and for the county on this project.





## Section 2: Design-Engineer Experience and Qualifications

### **2.5 - MEP Engineer**

#### **About – James Miller and Associates, PE**

James Miller and Associates is a Roanoke Rapids-based MEP engineering firm that was started in 1999. They provide a unique suite of engineering services that take client projects from concept through completion. Their services include building MEP system design, energy audits, energy modeling and commissioning. Their approach is to serve as a partner in project completion through fast response and a comprehensive, detailed approach.

#### **Why- James Miller, PE**

In choosing a MEP engineer for this project we selected James Miller. We gave strong consideration to his long career of performing engineering services on similar industrial projects and his ability to analyze existing systems and solve existing problems within the building. James is a Halifax county resident and his office is in Roanoke Rapids just around the corner from our offices. He has worked closely with us on countless design build projects over the last 20 years. Another strong consideration is his record of producing fast track drawings for us and helping with the permitting process in Halifax county. James will be invaluable when it comes to coordination between the other design professionals and he has a broad knowledge of the overall project design and the relevant regulations and codes. He has over the years produced complete construction drawings that satisfied all the requirements of the county and state for permitting and compliance. His close proximity to the project will also speed up the mechanical inspection process and help if any on-site consultation is required. He has worked closely with architects to facilitate inspections and onsite representation. He will also be responsive to supplying speedy engineering services for potential changes requested by PCB as the project moves forward. We know James to be fair in his pricing of engineering services and not someone that would take advantage of changes or additional work requests.

For these reasons and others James is the best choice for us and for the county on this project.





## Section 3: Project Understanding and Approach

### 3.1 - Goals and Objectives

#### Goals

- Provide 25,000 square feet of additional manufacturing space to PCB Piezotronics that incorporates the basic elements required for the company to operate and maintain a high-quality workforce at this location;
- Complete the project in a timely fashion without undue delays and within the County's funding resources available for the project;
- Utilize existing electrical, mechanical, and plumbing infrastructure currently in place to maximize its use in the construction of the additional square footage;
- Design and construct the expansion that will minimize maintenance, operating, and energy costs.

Heaton Construction intends to utilize best commercial practices to accomplish the goals of this project and will proactively address risks and challenges in the process and participate in improvement activities to achieve project success. We will devise and implement appropriate processes for this project that will maximize efficiency, overall quality, and cost savings and efficiencies.

#### Objectives

Construct new 25,000 sqft addition to existing 50,000 sqft building owned by Halifax county and leased by PCB Piezotronics. Building sits on a 17.54-acre site located at the Halifax Industrial Center on NC Highway 903, Halifax, NC. (10869 NC Highway 903, Halifax, NC) Halifax County is adding on to this building to support the future growth of PCB Piezotronics. The 25,000 sqft expansion will be located at the rear of the existing facility as presented by the Exhibit I site plan and facility photos. The expansion will be constructed using the same building construction methods utilized in the original building (precast prestressed concrete wall panels, steel frame structure, comparable roofing system, and overall ceiling height). There will be two 8'x 10' insulated overhead doors and one 12' x 14' motor operated door with safety photocells and standard button control stations.

We also understand that throughout this process there will be extra elements that the end user PCB will require that may be outside the scope of this project. We already have a strong working relationship with PCB and welcome any additional scope of work that they may require. We will coordinate this extra work with the schedule of this project to insure the best outcome for all parties.





## Section 3: Project Understanding and Approach

### **3.2.1 - Project Narrative**

#### **Site Inventory & Evaluation**

1. Site investigations, utility investigations, geotechnical investigations, environmental engineering to verify existing conditions
2. Preliminary written evaluation of proposed building, material selection, building systems and equipment and provide recommendations on constructability, time, labor and scheduling factors related to the project cost.
3. Prepare site, architectural, structural, mechanical, plumbing and electrical schematic design plans for County staff review and consideration.

#### **Design Development**

1. Based on the approved preliminary plans, satisfactorily resolve all review comments further refine the design to include the following revised and additional information:
  - a. Site Design: Clearing, grading and drainage plans, sedimentation and erosion control plans, layout and staking plans, elevations and sections, construction details, lighting and signage, planting plans and details.
  - b. Building Design: review and confirm building plan configuration and elevation elements including exterior building skin materials and colors, foundation, roof and structural systems, building fenestration and openings, overall dimensions, materials testing requirements, review MEP design including systems, equipment and calculations, review and coordinate systems integration to include all utilities and controls.
2. Documents produced in digital format: AutoCAD or Building Information Modeling (BIM) software.
3. Conduct regular biweekly design meetings.
4. Review and confirm total original budget from Schematic Design phase review. Review any proposed V-E items, final strategy and reconcile variances.
5. Review, update and confirm project schedule.
6. Attend owner meetings to coordinate and resolve value engineering, constructability, construction phasing and scheduling issues in the preliminary design.





## Section 3: Project Understanding and Approach

### **3.2.2 - Project Narrative**

#### **Permitting, Reviews and Approvals**

1. Review and / or present design concepts to the Halifax County Planning Department and any other regulatory agencies whose approval is necessary for project construction.
2. Submit plans and applications to regulatory
3. Secure approvals from all other local and state agencies as required for the site development, if any.
4. Attend meetings as necessary for all approvals. Provide responses and modifications to regulatory comments, if any.

#### **Construction Documents**

1. Based on the approved design plans, satisfactorily resolve all review comments from prior design phases and prepare and finalize all construction drawings and specifications to include building systems, site utilities and components that will form the basis for the project's Construction Documents sufficiently complete to support the prepared budget, obtain necessary permits and construct the project.
2. Documents produced in digital format: AutoCAD or Building Information Modeling (BIM) software.
3. Prepare a construction documents level cost estimate and updated project schedule; reconcile cost estimate with construction estimate.
4. Incorporate bid alternates as necessitated by the project budget.
5. Conduct regular, monthly, design meetings.
6. Provide construction administration and observation associated with the site improvements including a preconstruction conference, weekly site observation and meetings for processing pay requests.
7. Provide interpretations of prepared drawings and specifications, shop drawing review and approval as well as preparation of change orders and construction change directives.





## Section 3: Project Understanding and Approach

### **3.2.3 - Project Narrative**

#### **Construction Activities**

1. Prepare Site
2. Install Underground MEP
3. Install Building Foundation
4. Install Steel Structure
5. Install Wall Panels
6. Install Roofing System
7. Install MEP Systems
8. Install Finishes
9. Complete Construction

#### **Post Construction Deliverables**

1. Prepare as built documents in AutoCAD or BIM format.
2. Assist in project closeout, establishment of warranties and guarantees.





## Section 3: Project Understanding and Approach

### **3.3 - Project Team**

Having the correct project team in place is paramount to the success of any project. Our project management team has established professional relationships with an extensive network of design professionals and qualified subcontractors in the local area. We will use these relationships to ensure that we have the best possible team put together for your project.

Our design team has been carefully selected to bring you the highest quality product while maintaining a budget that is within the project guidelines.

Once the final project documents are approved, we will send them out to our network of qualified subcontractors. We will receive their proposals and evaluate them for several criteria. The top few are listed below:

1. Experience and Qualifications
2. Project Understanding and Scope
3. Project Timeline
4. Minority Participation
5. Location
6. Price

After our evaluation we will select the best candidate for each scope of work and enter into a fixed price contract with them to complete the project. Finally, with our carefully selected team in place we will begin construction and deliver you the quality project we have promised.

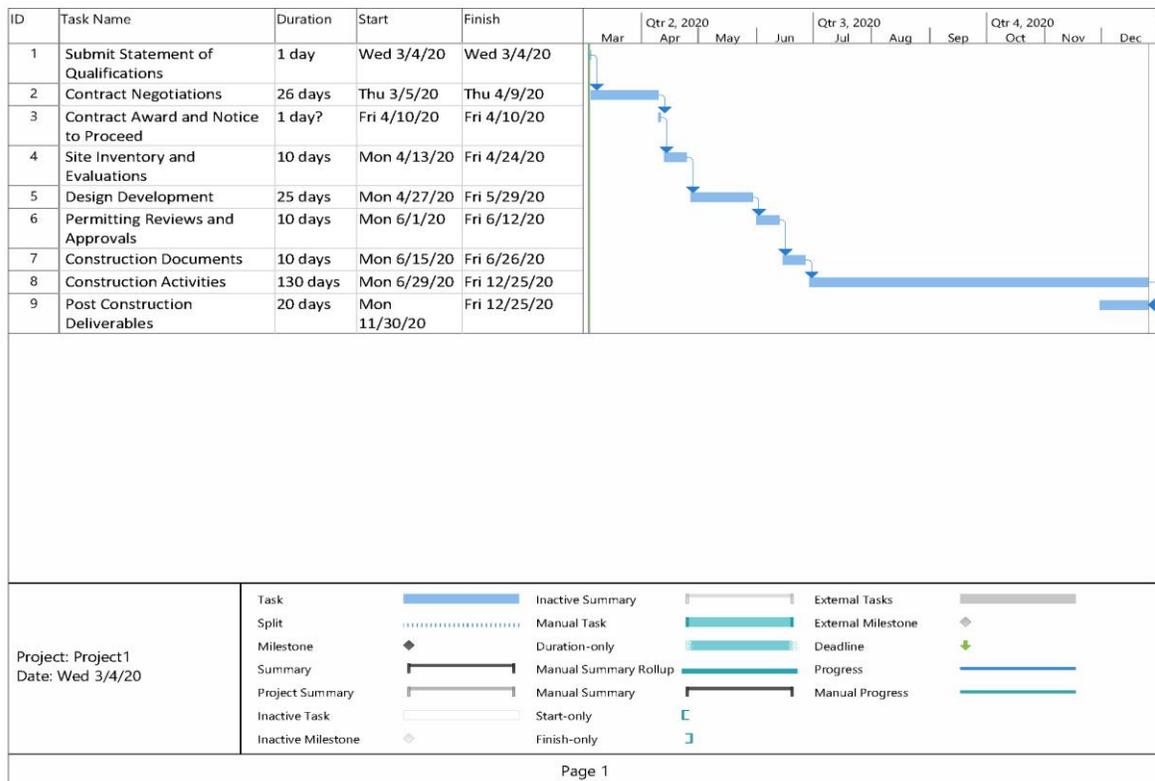




## Section 3: Project Understanding and Approach

### 3.4 - Preliminary Schedule

Task Name	Duration	Start	Finish
Submit Statement of Qualifications	1 day	Wed 3/4/20	Wed 3/4/20
Contract Negotiations	26 days	Thu 3/5/20	Thu 4/9/20
Contract Award and Notice to Proceed	1 day	Fri 4/10/20	Fri 4/10/20
Site Inventory and Evaluations	10 days	Mon 4/13/20	Fri 4/24/20
Design Development	25 days	Mon 4/27/20	Fri 5/29/20
Permitting Reviews and Approvals	10 days	Mon 6/1/20	Fri 6/12/20
Construction Documents	10 days	Mon 6/15/20	Fri 6/26/20
Construction Activities	130 days	Mon 6/29/20	Fri 12/25/20
Post Construction Deliverables	20 days	Mon 11/30/20	Fri 12/25/20





## Section 4: Why Heaton Construction

### 4.1 - Letter from Paul Heaton Jr

Dear members of the evaluation team for Halifax County,

My name is Paul W Heaton Jr I am the CEO of Heaton Construction Inc located in Roanoke Rapids North Carolina. At this point in your evaluation process you will most likely determined that all proposers are qualified to perform these services for the county. The question now becomes why choose one over the others? The best answer is the reason Halifax County is spending these resources in the first place and that answer is "LOCAL": local industrial development, local jobs and employment, and local tax base and investment. By spending this \$2 million the county will net \$2 million in local benefit but by spending these dollars through Heaton Construction the county will double the local effect of this benefit and effectively create the impact of a \$4 million local investment. Heaton Construction's long-term commitment to using local subcontractors will again multiply the effective benefit of these dollars of investment Within the county. We are local, our design team is as local as possible and our subcontractor and supplier network will maximize local involvement.

An added benefit to our long-term local history is my experience working with the county in the areas of permitting code compliance and inspections as well as understanding our economic development activities. Our knowledge of local resources and even our ongoing relationship working for PCB in this facility give us added insight to produce a successful outcome. We will have a unique ability to help negotiate the up-fit requirements of PCB into an existing design build contract with the county. If chosen to perform this project we will be in a position to help structure the needs of the county and PCB into a streamlined cost-effective outcome that meets the requirements of both parties and is completed in the shortest possible timeline.

Heaton Construction has performed successful design build outcomes for our clients for over 20 years right here in Halifax County. Our design build projects consistently produce on time and on budget results and we are very adept at achieving value engineering and fast track requirements when needed as with this project.





## Section 4: Why Heaton Construction

### 4.2 - Letter from Paul Heaton Jr - Continued

As a career long 35-year resident and taxpayer of the county I take a personal interest in the success of this project and the continued growth of PCB as one of our local industries. If Heaton Construction is chosen, I will dedicate my personal best efforts to work with the county and PCB to accomplish this overall goal.

Sincerely,

Paul W Heaton Jr. CEO  
Heaton Construction Inc.

#### **Legal Disclaimer:**

**The proposal you are viewing was printed on paper and with Ink purchased locally in Halifax County. The computer equipment used to produce this proposal was purchased and is maintained in Halifax County. The entire team of people that prepared this proposal work in Halifax County. The building that the team was in when they prepared this proposal is in Halifax County. The vehicle used to deliver the proposal was purchased and is registered in Halifax County. The fuel in that vehicle was purchased in Halifax County.**





## Section 5: Minority Business Participation

### **5.1 Minority Participation**

#### **Historically Underutilized Business (HUB) Representation in Proposed Team Structure**

Heaton Construction Inc. is an SBA Certified Small Business HUB Zone Firm, Certification #23181. Our SBA ID # is P0770934. Our corporate location in Halifax County, Roanoke Rapids, NC serves the Eastern North Carolina HUB Zone.

#### **HUB Participation**

Minority and Disadvantaged Business Utilization is an inherent and constant part of all Heaton Construction projects. We consistently score high on the weighted criteria for assisting and employing these firms. We have 100% success in meeting established participation goals. We are confident that there are enough qualified minority and local businesses in the region to achieve maximum participation in the project. At the onset of the pre-construction period, we will identify potential local MBE Subs, in conjunction with the Architect, and issue bid requests consistent with similar state and federal procurement requirements. Our good faith efforts include all aspects of the standard minority guidelines including making plans and specs available, using State source lists to solicit minority businesses, breaking down elements of work to facilitate minority participation, attending pre-bid meetings, providing assistance in obtaining bonding and/or insurance, and providing quick pay agreements.

The activities below were implemented with the projects listed regarding all our minority participation efforts. We average 10% more than 10% on our projects that require minority participation reporting.

#### **Minority Outreach Activities Regularly Practiced**

- Make construction plans and specs available for review on our website and in our offices for prospective minority businesses.
- Implement various minority e-mail lists, phone, and fax lists to solicit bids.
- Break down or combine scopes of work into feasible units if needed to facilitate minority participation.
- Provide assistance in getting bonding or insurance or provided acceptable alternatives for subcontractors.
- Provide joint pay agreements for minority subcontractors to meet the requests of their suppliers.
- Provide quick pay agreements and policies to help minority contractors and suppliers to meet cash-flow demands.

