

Section 1: Executive Summary

1.1: Overview

This proposal represents the teaming of two engineering consultants who have combined assets to form a single entity whose desirable mix of unique resources will serve as both an authority and leader on A/E projects for Lockheed Martin. This assertion is founded on the core components of our team:

1. Two veteran technical and management experts whose deep experience in civil engineering and defense would be difficult to duplicate.
2. Award-winning LEED® experience from a 2008 Top 100 Green Design firm.

Based on the potential volume and scope of Lockheed Martin projects assigned under this contract, we recognized that even specialized experience may be insufficient to realize your full objectives. The BANC3/Buchart Horn Team provides a conclusively singular option through key professionals who have far-reaching experience—respectively, 31 and 43 years—in military operations and defense projects, project management, construction management, and civil engineering. Therefore, we are not in unfamiliar territory, and require no “learning curve” for working with a defense contractor on demanding projects of any nature or urgency. These senior engineers have not simply managed defense projects as part of their overall experience; they trained, worked and developed as managers from their careers on military installations.

They are the force behind our actions, enabling us to anticipate, plan and direct the details of each project; overcome obstacles; and deliver the best solutions that meet your exacting standards regarding quality and progress. The solid paths of our senior engineers in similar environments

has prepared us, as a Team, to be the leader you need and your consultant of choice.

In addition, our Team provides accredited professionals to guide all LEED®-related projects. Their work has supported the “green” design and construction of private and public buildings, including facilities for use by the Pennsylvania Army National Guard and the Pennsylvania Air National Guard. To develop the right project that meets both the client’s needs and cost, they will determine building methods and their impact on project budgets and long-term operational cost savings potential. Such efforts were recognized by The Engineers’ Society of Western Pennsylvania through the first National Phoenix Award.

1.2: A Singular Team Foundation

BANC3’s **Jim Ott, PE**, is a 30-year veteran of civil projects on US military bases across three states, and served as Director of the Directorate of Public Works (DPW) at Fort Monmouth, NJ for 15 years. Under Mr. Ott’s direction, the DPW developed into a major regional service provider to federal and defense installations: Over 75 regional customers were supported, including McGuire AFB, Lakehurst NAES, Fort Dix, Dover AFB, and Picatinny Arsenal. As the extent of his knowledge and management ability have been demonstrated on numerous projects, he received the *2006 Secretary of the Army Distinguished Service Award* in recognition of his visionary leadership, innovation, mission support, and customer service.

With over 40 years experience in construction and engineering, **Terry Matthews** has managed a comprehensive series of civil engineering projects that includes the construction and repair of buildings, roads, railroads, bridges, dams, and pipelines. At Fort Monmouth, he managed the construction management and contract administration office for 24 years. In that role, Mr. Matthews designed and managed diverse projects ranging from designs and specifications to construction inspection, on to the complex construction of clean rooms, radiation test facilities and anechoic chambers.

Resumes for both Mr. Ott and Mr. Matthews, detailing their significant project experience, are located in Appendix A.

1.3: Award-Winning LEED Experience

Buchart Horn maintains a staff of LEED® Accredited Professionals who are well versed in the evaluation of sustainable “green” design building methods and their impact on both project budgets and long-term operational cost savings potential. As such, the firm has the expertise necessary to acquire LEED® certification—including Gold and Silver—for their clients, and has done so on several projects. For federal

Project	LEED Certification	Project Type	Industry
Mission Support Training Facility Design USPFO PA/Ft. Indiantown Gap Annville, Pennsylvania	Gold	New Construction	Defense
Benefits	Innovative structural design concepts were employed to maximize open bay space and minimize construction costs. The building incorporates LEED designs by leveraging an Energy Star compliant standing seam metal roof system, sandwich construction pre-cast wall panels, Kalwall ambient lighting systems in the endwalls, low maintenance aluminum window and door frames and vestibules, innovative site design, and high energy efficiency and Johnson controls for its HVAC systems. A SPiRiT spreadsheet model was developed in-house to allow the client to iteratively select SPiRiT-related features based on tradeoff analyses, including cost and energy efficiencies.		
Unmanned Aerial Vehicle Runway and Maintenance Training Facility Design USPFO PA/Ft. Indiantown Gap Annville, Pennsylvania	Gold	New Construction	Defense
Benefits	This building incorporated LEED design features through an Energy Star compliant standing seam metal roof system, block cavity wall construction, low maintenance aluminum window and door frames, innovative site design, and high efficiency/DDC-controlled HVAC systems. A SPiRiT spreadsheet model was developed in-house to allow the client to iteratively select SPiRiT-related features based on trade-off analyses including cost and energy efficiencies. The building also incorporated locally produced materials and emphasized reuse and recycled material use throughout the facility and on site.		
Stryker Battalion Training Complex Conceptual Design USPFO PA/Ft. Indiantown Gap Annville, Pennsylvania	Silver	Facility Design	Defense
Benefits	Innovative structural design concepts were utilized to maximize open bay space and minimize construction costs. Design features for LEED certification included an Energy Star compliant standing seam metal roof system, sandwich construction pre-cast concrete wall panels, innovative site design, and high energy efficiency using Johnson DDC controls for its HVAC systems. In addition, mechanical plant comparisons and energy analyses were conducted to allow the client to select the best alternatives for heating and cooling and increase the sustainable design elements of the project.		
PA Army National Guard Combined Readiness Center Waynesburg, Pennsylvania	Sustainable Design	Facility Design	Defense
Benefits	The Readiness Center was designed in accordance with current Army National Guard design standards (Design Guide 415 series). The building consists of a simple split faced block cavity wall system, low maintenance aluminum window and door frames, innovative site design and high efficiency/DDC-controlled HVAC systems. A green roof was developed to include as an alternate bid item. The building also incorporates locally produced materials and emphasizes reused and recycled material throughout the facility. All required physical security measures and all anti-terrorism/force protection measures are included. Sustainable principles were integrated into the design, development, and construction of the project in accordance with Executive Order 13123 and other applicable laws and Executive Orders.		

Buchart Horn's knowledge of sustainable design enabled these military facilities to comply with physical hardening and operations requirements while incorporating “green” elements such as reused/recycled materials; locally produced materials; heating/cooling alternatives; and open space.

projects, the firm has designed numerous facilities which acquired “SPiRiT” (Sustainable Project Rating Tool) Certification—the U.S. Army Corps of Engineers equivalent to LEED®. In addition, Buchart Horn has integrated LEED® features into various facility designs where clients elected not to pursue certification.

As a LEED® specialist, Buchart Horn does not withdraw from a challenge. One challenge the firm confronted was the adaptive reuse of a former inner city manufacturing complex that had lain dormant for 35 years. Through our innovative methods, we successfully renovated the site, now known as the York County Industrial Plaza. The facility was transformed into a vibrant light-industrial and office complex and created 500 new jobs.

Buchart Horn’s success on the project earned the firm the First National Phoenix Award bestowed by The Engineers’ Society of Western Pennsylvania. This national brownfield award—the first of its kind—was created to recognize successful pioneering brownfield redevelopment efforts.

The industry publication *Engineering News-Record* ranks Buchart Horn as a Top 100 Green Design Firm for 2008.

The table on the preceding page summarizes Buchart Horn’s recent endeavors on LEED® projects for military facilities. Further information on the firm’s LEED experience may be found in Section 4.3 and in Appendix B.

1.4: Full Service A/E Support

To support all projects that develop from this contract, the BANC3/Buchart Horn Team is equipped to provide to Lockheed Martin comprehensive services in architecture, civil engineering, environmental engineering, and land surveying. We can supply these services

because we set the cornerstone of our business in a trained, knowledgeable professional staff tempered by demanding real-world experience. Through their technical excellence we create project solutions. Without the backing of such rich and seasoned expertise, any services we could offer would lack substance and authority.

For your review, resumes of select senior engineers and architects appear in Appendix A, and complete descriptions of key projects may be found in Appendix B.

Our range of services include:

Architectural

- Design
- Building evaluation
- restoration
- Landscape architecture
- LEED® design and certification support

Engineering

- Planning and site development
- Structural
- Mechanical/Electrical/Plumbing
- Infrastructure services for facilities and utilities
- Roadway evaluation and design
- Construction management

Environmental

- Environmental Site Assessments
- Environmental Impact Statements and Assessments
- Storage tank removals and installations
- Permitting
- Soil and groundwater contamination investigations
- Remedial system design and environmental remediation
- Stormwater management

Occupational Health and Safety

- Industrial hygiene

Land Surveying

- Global Positioning Systems
- Geographic Information Systems
- Topographic surveys
- Cadastral surveys
- Right-of-Way plans
- Construction layout

Please see Sections 2.2–2.5 for complete details on these services.

1.5: Expanded Support

To support your objectives during the lifecycle of this contract, the BANC3/Buchart Horn Team will provide comprehensive architectural, engineering and administrative services to Lockheed Martin. These services shall include:

- ***An area headquarters to provide Team management with fast, direct access to Lockheed Martin facilities.*** Our Team headquarters is located in Cranbury, NJ (approximately 44 miles from the Lockheed Martin Cherry Hill offices).
- ***Multiple regional offices to provide comprehensive local A/E staffing for all projects.*** Regional offices include two locations in New Jersey, and eight in Pennsylvania.
- ***Abundant staffing in the required A/E services.*** Our team can draw upon more than 230 professional and technical personnel from regional offices, including project managers, licensed architects, civil engineers, and CAD operators. Additional staff from other area offices can be utilized, as needed, to support project demands.
- ***Experience managing diverse project responsibilities under Indefinite Delivery/Indefinite Quantity (IDIQ) contracts.*** The components of our team have each provided management and professional services—on separate or concurrent projects—to clients through significant IDIQ contracts. These include support for the United States Postal Service, the US Army Corps of Engineers,

and the Defense Distribution Depot in Susquehanna and New Cumberland, PA.

1.6: Summary of Pricing

Approximately 75% of the BANC3 Team's project work focuses on the New Jersey and the New York metropolitan area—including regional military installations—giving us demonstrated insight into local market conditions as they apply to labor, materials, and costs. Critical factors include:

- The health of local construction climate (Costs increase when more work is readily available).
- Local construction methods (especially in key disciplines of architecture, structural, geotechnical, and civil).
- Local economy.

We consider these factors to develop accurate cost estimates, and therefore our rate structure is highly competitive in the northeast region. Using this methodology, we have been successful in winning contracts in both competitive and fixed-price environments.