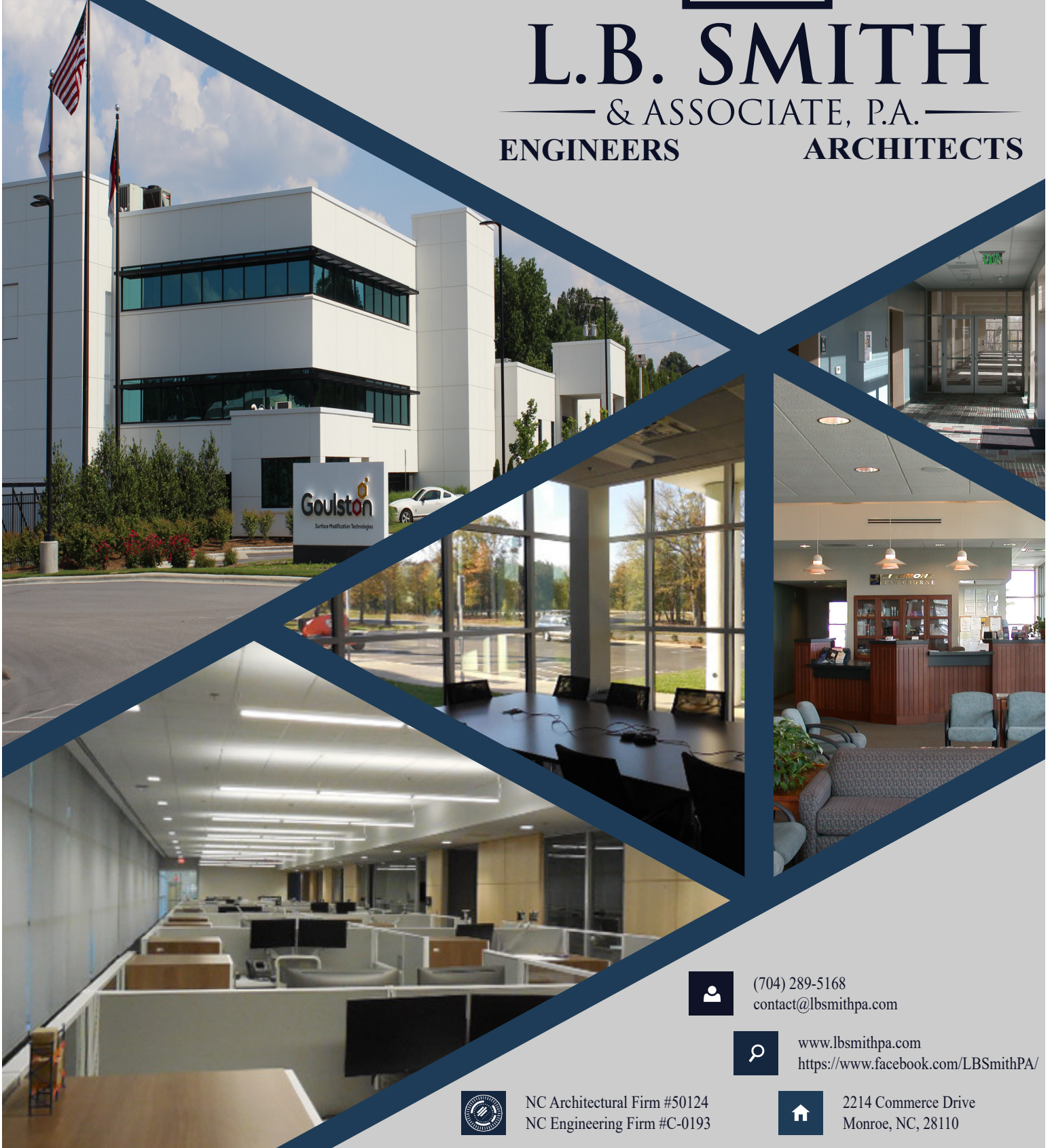




# L.B. SMITH

— & ASSOCIATE, P.A. —

ENGINEERS ARCHITECTS



(704) 289-5168  
[contact@lbsmithpa.com](mailto:contact@lbsmithpa.com)



[www.lbsmithpa.com](http://www.lbsmithpa.com)  
<https://www.facebook.com/LBSmithPA/>



NC Architectural Firm #50124  
NC Engineering Firm #C-0193



2214 Commerce Drive  
Monroe, NC, 28110



**L.B. SMITH**  
— & ASSOCIATE, P.A. —

## LETTER OF INTEREST

Thursday, November 05, 2020

South Piedmont Community College  
680 Hwy. 74W  
Polkton, NC 28135

Attn: Thomas Suggs  
Executive Director of Facilities

Re: Request for Qualifications  
Architectural and Engineering Design Services  
Western Union County Center for Entrepreneurship

Dear Mr. Suggs,

In accordance with the RFQ for the referenced project, L.B. Smith & Associate, P.A. is pleased to offer the attached qualifications submittal for your review. L.B. Smith & Associate is a well-established Union County firm (our only office location) and is highly interested in working on projects with South Piedmont Community College. L.B. Smith & Associate has designed commercial facilities for almost 45 years and we have a long history of experience and success with the design and construction of similar projects. L.B. Smith and Associate is a duly licensed Architectural (50124) and Engineering (C-0193) firm in the State of North Carolina.

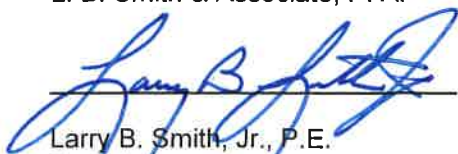
We fully encourage all potential clients to understand that not all professional design instruments of service are provided in the same fashion and level of detail, nor do they all offer the same capability to result in high quality, competitive construction. We feel that we produce some of the most thorough, comprehensive, and detailed construction documents that are currently available in the market. We believe that our record of over 85% repeat business stands as a testimony to the value of services we provide and the manner in which we serve our clients. On most projects that were competitively bid based upon our completed contract documents, the range of bids received was usually well less than 10%, and often less than 5%. This tight range of bids is demonstrative of our attention to detail in preparing our documents to clearly indicate and specify the work to be performed and to help minimize questions, change orders, and unnecessary delays.

John Dickerson will serve as the Program Manager for this project. As our lead architect and a principle in our firm, John has many years of experience with a wide variety of projects. We simply design buildings to meet our clients aspirations. We do not have a fixed style. The design can be, either traditional, transitional or modern, whatever meets your needs.

Thank you for your time in consideration of this submittal. We wish to do all we can to position ourselves to perform the work on this project with SPCC. As the president and majority owner of the firm, I am the individual with contract signature authority and I am also the person to contact if you have any questions or require any further information or explanation.

Sincerely,

L. B. Smith & Associate, P. A.



Larry B. Smith, Jr., P.E.  
President



**L.B. SMITH**  
— & ASSOCIATE, P.A. —

## EXPERIENCE

L. B. Smith & Associate has an outstanding track record for finishing projects within their anticipated budgets and timeframes (and as adjusted for the final scope of work determined by the client). Examples of such projects are as follows:

### **City of Monroe Shell Building IV, Monroe, NC**

Budget Amount: \$ 4,750,000.00±  
Contract Amount: \$ 4,775,000.00±  
Size: 110,000 SF  
Time Schedule: 8 months  
Actual Time: 8 months

### **Greiner Bio-One, Monroe, NC**

Budget Amount: \$ 9,400,000.00±  
Contract Amount: \$ 9,000,000.00±  
Size: 98,500 SF  
Time Schedule: 8 months  
Actual Time: 8 months

### **Conbraco Industries, Inc. Foundry & Machining Facility, Pageland, SC**

Budget Amount: \$ 10,000,000.00±  
Contract Amount: \$ 10,000,000.00±  
Size: 185,000 SF  
Time Schedule: 12 months  
Actual Time: 10 months

### **Schaefer Systems International Manufacturing & Office Addition 1, Charlotte, NC**

Budget Amount: \$ 14,500,000.00±  
Contract Amount: \$ 16,500,000.00±  
Size: 120,000 SF  
Time Schedule: 12 months  
Actual Time: 24 months



## Examples of Completed Similar Projects:

The following projects were selected because of one or more of the following relevancies: office areas and technical complexity:

<u>PROJECT</u>	<u>OWNER / AGENCY</u>	<u>DATE</u>	<u>COST</u>
Office Renovations 24,000 SF Monroe, NC	Goulston Technologies	2014-2015	\$2,100,000
Office and Manufacturing Addition 120,000 SF Charlotte, NC	Schaefer Systems International	2015-2018	\$16,500,000



## PROJECT TEAM

### A) Team Firms

Lead A/E Firm	L.B. Smith & Associate, P.A. 2214 Commerce Drive Monroe, North Carolina
HVAC / Mechanical	CMTA, Inc. 8801 J M Keynes Drive, Suite 240 Charlotte, North Carolina
Electrical	CMTA, Inc. 8801 J M Keynes Drive, Suite 240 Charlotte, North Carolina

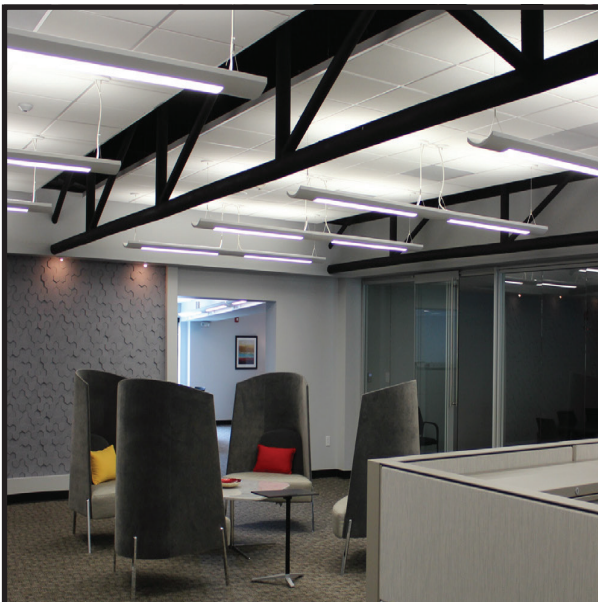
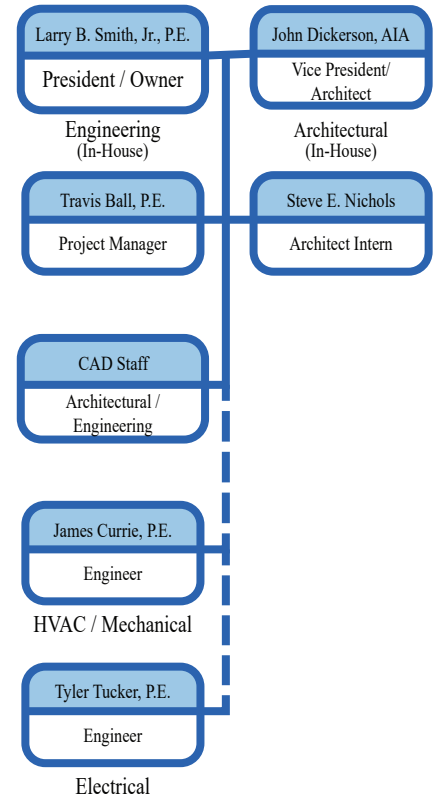
### B) Team Members (Years with Firm)

Lead Program Manager:	John H. Dickerson, AIA (10 + Years)
Engineering Principle	Larry B. Smith, Jr., P.E. (29 + Years)
Architectural:	Steve E. Nichols (10 + Years)
Engineering:	Travis S. Ball, PE (7 + Years)
CAD / Support Staff:	(4) In-House (Varies)

### C) Key Team Project Performance

#### John Dickerson, AIA

John joined L.B. Smith and Associate as the architectural partner and Vice-President over 10 years ago, after the passing of Marshall Caudle. However, previous to this L.B. Smith and Associate & Dickerson Architecture worked on many projects together. John leads the architectural design aspect of all projects and has worked on many local public projects.







## PROJECT TEAM

### **Larry B. Smith, Jr. P.E.**

Second generation Owner and President of L.B. Smith and Associate, Larry Smith, Jr. joined his father's firm in 1990. After assisting the lead project engineer for 5 years, Larry became a lead project engineer himself responsible for all aspects of the engineering design for a wide variety of projects.

### **Travis S. Ball, P.E.**

Starting as a college intern in 2012 Travis has continually progressed in his work talents and skills. Graduating from UNCC in 2014 and then into full employment with L.B. Smith and Associate, Travis is a P.E. in the state of North Carolina. Travis serves as a design engineer and a daily project manager.

### **Steve E. Nichols**

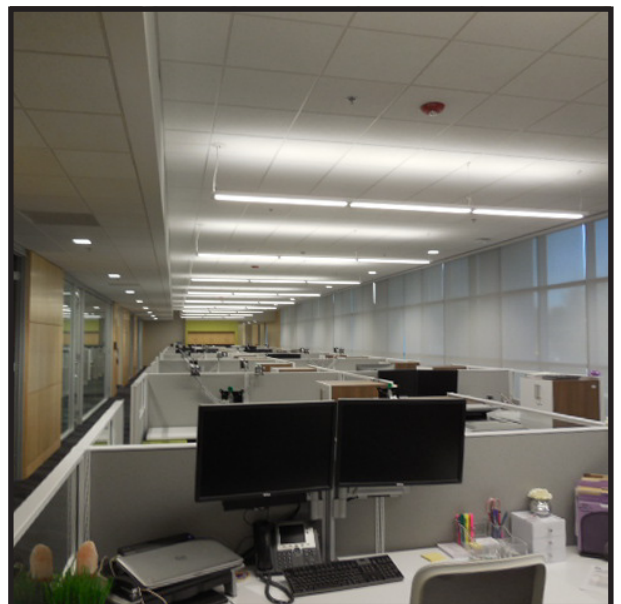
An architectural graduate of the University of Virginia (bachelors) and Rice University (masters), Steve has worked with John Dickerson since 1990 (also beginning as a college intern). Steve's primary responsibilities are transitioning schematic architectural designs into detailed working drawings.

## **D) Availability**

L.B. Smith and Associate and its team members are confident in their abilities and availability to perform the required work within any reasonable timeline requested by SPCC. As a local firm (Monroe office only) with local ties and consultants, we have a vested interest in seeing that this project is well staffed and served, and SPCC can be assured that it will receive a top priority by all team members.

## **E) Current Workload**

As with most any architectural and engineering firms, our workload / backlog can vary due to a wide variety of factors and circumstances depending on the needs and schedules of our clients. We generally operate with about a 1 to 2 month backlog of design work (excluding contract administration for work on-going in the field) but that can change rather quickly.





# PROJECT MANAGEMENT AND QUALITY CONTROL

## **Managing Client Expectations**

We believe the key to aligning client and project expectations is to get them clearly defined and documented early in the project to help manage (or hopefully prevent) any mis-conceptions. Whether its scope of work / project deliverables / budget / cost, or schedule related, we believe that no one likes surprises. If for some reason a client expectation is perceived as not being met, immediate steps are taken to address it.

## **Communications**

Clear, direct and timely communication between the client, L.B. Smith and Associate, and the subsequently selected contractor are vital to the success of any project. We strive to document all meetings and discussions / directives and present them for review or comment to the stakeholders to ensure there are no mis-understandings. L.B. Smith and Associate relies heavily on the effective use of electronic communications (email, PDF distribution, submittal and RFI management, etc.) for mutual efficiency of the project.

## **Construction Administration**

L.B. Smith and Associate commonly provides full construction contract administration services (bidding activities, permitting activities, RFI's, submittal and shop drawing review, on-site project meetings during construction with field observation reports), and final punchlist / project closeout.

## **Quality Control**

We provide cost control by verifying cost estimates with the program and budget at the beginning of the project and by monitoring the scope and estimate throughout the design process. We provide designs and material selections (with client approval) that are straight-forward and economical to build. We strive very hard to get the most value and quality for the best market price. This includes value for both building performance and aesthetics. Quality control is further assured through continuous review and coordination of services both in-house and with sub-consultants. Shop drawings and submittal data are thoroughly checked in order to verify compliance with the contract documents and to resolve coordination issues prior to installation / construction. A complete and well-coordinated set of drawings and specifications is one of the best ways to assure the quality of the completed building.



# PROJECT APPROACH AND METHODOLOGY

L.B. Smith and Associate is committed to designing commercial projects for durability under intended service, flexibility of spaces, ease of maintenance and long-term building economy.

We recognize and understand various commercial office environments, processes and functions and design to meet these challenges. Furthermore, by incorporating vision into office planning; building expansions or changes of function can be accommodated in the future with minimal effort and cost. Our wide range of commercial office experience and our service to repeat clients is testimony to our attention to specific client needs and coordination of detailed design.

We believe that the most effective method to obtain quality in the constructed project is through the preparation of comprehensive and detailed construction documents. Each project construction document issued by our firm is edited and customized for use with respect to specific project conditions. Throughout the construction process, we give strict attention to these well-defined project requirements and ensure that our clients are receiving the quality materials and workmanship that were contracted. This level of quality control is attained by the use of a rigorous shop drawing and submittal review process as well as through the use of periodic on-site construction observation with detailed written reports.







**L.B. SMITH**  
— & ASSOCIATE, P.A. —

## HISTORY OF SIMILAR PROJECTS



### **SSI Schaefer Systems International, Inc.**

Morris Marlow  
VP of Manufacturing Technology  
10124 Westlake Drive, Charlotte, NC 28273  
Phone: 704-994-4555  
E-mail: Morris.Marlow@ssi-schaefer.com

Manufacturing / Office Addition 120,000 SF  
Full A/E design, Construction Admin

### **Goulston Technologies, Inc.**

Dale Stoller  
Treasurer & Director of Operations  
700 North Johnson Street, Monroe, NC 28110  
Phone: 704-289-6464  
E-mail: dstoller@goulston.com

Interior & Exterior Office Renovations 24,500 SF  
Full A/E design, Construction Admin

### **Greiner Bio-One North America, Inc.**

David Astalos  
Facilities Engineer  
4238 Capital Drive #7681, Monroe, NC 28110  
Phone: 704-261-7800  
E-mail: david.astalos@gbo.com

Manufacturing / Warehouse Addition 96,000 SF  
Full A/E design, Construction Admin

### **Monroe - UC Economic Development**

Chris Platé  
Executive Director of Economic Development  
3509 Old Charlotte Highway, Monroe, NC 28110  
Phone: 704-283-5780  
E-mail: cplate@monroenc.org

Industrial Shell Building 110,000 SF  
Full A/E design, Construction Admin

### **Conbraco Industries, Inc.**

Pat Orman  
Director of Operations  
1418 S Pearl Street, Pageland, SC 29728  
Phone: 843-672-6161  
E-mail: pat.orman@conbraco.com

Office Renovations 29,000 SF  
Full A/E design, Construction Admin

### **Aviagen North America**

Mark Roberts  
Director of Hatcheries  
920 Explorer Boulevard NW, Huntsville, AL 35805  
Phone: 256-217-2182  
E-mail: mroberts@aviagen.com

Broiler Breeder Hatchery 78,000 SF  
Full A/E design, Construction Admin

Full A/E design = civil, architectural, structural, plumbing, mechanical and electrical

2214 COMMERCE DRIVE • PO BOX 784 • MONROE, NC 28111-0784 • (704) 289-5168 • WWW.LBSMITHPA.COM



**L.B. SMITH**  
— & ASSOCIATE, P.A. —

## REPUTATION OF FIRM

No projects listed in this Request for Qualifications (and actually no project in the history of our company) have ever resulted in a law suit or claim being filed against us in any form or fashion. While we are thankful to be able to make this statement after almost 45 years in business, we also like to think it is most likely contributed to the consistent and professional manner in which we have approached and have conducted our business during our history.







L.B. SMITH  
& ASSOCIATE, P.A.

# HIGHLIGHTED PROJECTS



2003 - Union County Ag. Center

Form 254 Code: I/E 029 / 035 / 043 / 055 / 072 / 080 / 101



2005 - Goulston Office Renovation

Form 254 Code: I/E 052 / 071



2018 - SSI Building One

Form 254 Code: I/E 023 / 036 / 052 / 072 / 101 / 113



2019 - Select Genetics

Form 254 Code: I/E 072 / 080 / 101