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2nd Quarter 2009—Volume 3, No. 2

At Culpeper County's second high school, Shockey helps create community spaces, elevate academics to new levels

Eastern View: a multi-use facility

For decades, Howard Shockey & Sons, Inc. has been setting itself apart as the Commonwealth's choice builder of educational facilities—and Eastern View High School in Culpeper County, VA is yet another testament to Howard Shockey's construction prowess.

A 2009 winner of VEFP Facility accolades, Eastern View High School has been widely praised for its flexible learning areas, technological tools, community spaces and sustainable design.

The two-story building utilizes EnergyStar™-compliant roofing, geothermal wells and lighting controls. Its design also features extensive daylighting, polished concrete floors and natural ventilation.

Mindful of the environment, the school was sited to protect and incorporate existing wetlands on the 67-acre property.

The lower level of the building houses the media center and spaces for the visual arts, as well as the dining area and kitchen. Administrative offices, guidance areas and space for the performing arts are housed on the upper level.

Each grade level has its own "house" surrounding a flexible resource space that uses a large skylight to bring natural light into interior areas. The areas can be used for small group exercises, large group activities or student collaboration. Here, students can complete projects, work in study groups, socialize or play music.

The LEED-certified building was designed with a significant career and technology component. Architect SHW Group collaborated with community partners during preparation of the school's specifications to ensure a match between program relevancy and appropriate facility design. [see 'Eastern View' on page 2]

✓ EASTERN VIEW HIGH SCHOOL CULPEPER COUNTY, VA

Howard Shockey began construction on Eastern View High School in March 2006 and finished in July 2008. The school received a 2009 VEFP Facility Award for serving the needs of students, staff and community while facilitating student achievement. [photo ©EricTaylorPhoto.com]



up close and personal:

Invitations

Representatives from Howard Shockey & Sons, Inc. will be attending upcoming conferences in Virginia this fall.

The Virginia Municipal League's annual conference is being hosted at the Hotel Roanoke. Please stop by Shockey's booth as part of the conference from October 18-20.

Committed to protecting state and local fiscal stability, the Virginia Association of Counties will be meeting at The Homestead in Hor Springs, VA on November 8 and 9. Shockey will be there as well. We'll be on the lookout for you—please look for us, too!

Representing the Commonwealth's 134 school boards, the Virginia School Boards Association will be convening at Williamsburg Lodge in Williamsburg, VA. Make sure to stop by and see Shockey during the conference, which will be held November 18-20.

We hope to see you there. ☀

Eastern View [continued from page 1]

As the second high school in Culpeper County, Eastern View High School had to at once unify a community while dividing student enrollment. With its classrooms full of technological tools, agile learning areas, auditorium, day lit teacher suite and media center, it fulfilled its owner's vision of a "school wrapped around a community center".

As a winner of a VEPF Award, Eastern View has been recognized as a structure which creates new civil space and elevates the overall academic rigor of the system. The success of Eastern View has led to a study of the existing high school to raise its standards to a new level.

The VEPF Facility Awards assess how well an educational facility supports the academic program of its school district. The Eastern View project received recognition because it emphasizes the connection between the planning process and the end result: a healthy, high-performing school.

Besides Howard Shockey & Sons, Inc., general contractor, team members for the project include architect SHW Group, LLP of Reston, VA, and Culpeper County Public Schools of Culpeper, VA, owner. ☀

Q. What's the difference between a **CM at Risk** and a **GMP General Contractor**?

A. Read this!

> **BANK OF CHARLES TOWN MAIN OFFICE**
CHARLES TOWN, WV

HSS served as GMP General Contractor for BCT's building—providing budgets, value-engineering, prequalification of subcontractors, scopes, prices and procurement of bids for all the subcontractors on the project. [photo ©EricTaylorPhoto.com]

So many initials, so little time: CM, GMP, PPEA...

What's in a name?

HSS is a design-builder, a construction manager, a public-private partner and a GMP contractor. What role should we play for you? No matter the title or the contract type, we're always a service provider. Under any of these approaches, Shockey helps you get the building you've dreamed of—on time and on budget. [See article on page 3 for detailed descriptions.]

Under the **Design/build** option, you provide concise ideas of your vision for the project—enough information to describe what you want, but not so much that you stifle our design team's creativity. Design/build is suited for the entire spectrum of construction projects, from the very simple to the truly complex.

When you select your contractor under the **Guaranteed Maximum Price (GMP) General Contractor** scenario, the contractor takes the risk for getting the project built on time and on budget. Always choose your contractor based upon its reputation and qualifications. (You'll choose Shockey, of course!)

What's the difference between a **CM at Risk** and a **GMP General Contractor**? Basically, you can think of the terms GMP GC and CM at Risk as one and the same. As your CM at Risk, we'll provide all of the same services that we would under a GMP contract. The difference is that we'll call ourselves a CM at Risk and we'll use a different contract form as our agreement.

| Activity | CM at Risk | GMP GC |
|---------------------------------------|------------|--------|
| Preconstruction budgeting | ✓ | ✓ |
| Value-engineering | ✓ | ✓ |
| Logistical analysis | ✓ | ✓ |
| Schedule development | ✓ | ✓ |
| Subcontractor prequalification | ✓ | ✓ |
| Subcontractor bidding | ✓ | ✓ |
| Collaborative subcontractor selection | ✓ | ✓ |
| Contingency fund development | ✓ | ✓ |
| Assumption of risk | ✓ | ✓ |

Of course, you should utilize the **CM—Agent** procurement approach only when you have a project that is either extraordinarily complex or when you simply cannot fairly define the variables and risks associated with your project.

Shockey also contracts a tremendous sum of work each year through the familiar procurement model known as competitive bidding, or **Design-Bid-Build**.



Procured under Virginia's PPEA statute, Howard Shockey & Sons, Inc. acted as the developer of the George Washington Auto Park in Winchester. The role included rigorous prequalification and post-bid interviewing.

HSS also served as the design-builder—providing both design and construction services for the project. As such, Shockey got the project drawn and built and handled all communication between itself and the designer—leaving the owner alone to take care of his other responsibilities. One less thing for him to think about!



Which approach do you prefer? Howard Shockey & Sons has been building for a long time—and is well-versed in all

Procurement methods in the 21st century

During Howard Shockey's 113 years as a builder, we've worked under a variety of agreements, ranging from handshakes (weren't **those** the good old days?) to rambling documents. The work we've completed under these agreements has been performed under a number of different names as well:

Design-build enables you to look to Shockey to provide both design services and construction services. Under design-build procurement, we don't handle design ourselves. As your design-builder, we assume responsibility for getting your project drawn and built by partnering with the most qualified design firms for your type of project. You provide concise ideas of your vision for the project. Once approved, these documents become the basis for the eventual construction of your building. Most importantly, you never mediate disputes between the contractor and the designer!

Utilizing Shockey as your **Guaranteed Maximum Price (GMP) General Contractor** affords you the opportunity to work with a trusted builder—utilizing negotiated preconstruction costs, general conditions and fees for the project that your architect will design—while still bidding 90 percent or so of your construction costs.

Once you've chosen Shockey as your GMP GC, we go to work—providing budgets, value-engineering the design (hand-in-hand with your architect), prequalifying subcontractors, developing logistical approaches, procuring bids for all subcontracts, comparing scopes and pricing received, and making recommendations as to which subcontractors should be hired and the amount of contingency funds. Once we've agreed upon the team and contingency, we take the risk for getting the project built on time and on budget. If it costs less than the GMP, we share the savings with you. Naturally, you get the larger share of the split. If it costs more, we take the pain. Nice, huh? Best of all, GMP contracting is appropriate for a project of any level of complexity.

In the **Construction Management—Agent** scenario, the risk is all yours. You hire the designer and the construction manager. We (the construction manager, or CM) provide guidance for the project, following the same basic flow as that noted in the previously-mentioned GMP section: budgets, value-engineering, logistics, bidding and recommending awards. The big difference is that, once we've agreed upon the member of the team, all of the contracts are written between you and the chosen team members.

We don't act as the contractor or builder; we simply manage onsite activities as a member of your team. If issues arise that result in cost overruns without scope increases, you pay the difference.

At Shockey, we don't mind risk. After all, you're hiring us because we're the ones who have been building for over a century! Utilize the CM—Agent approach only when you have a project that is either extraordinarily complex or when you simply cannot fairly define the variables and risks associated with your project. Complex, historic renovations are a perfect candidate for this method.

Some states allow for the procurement of public facilities through partnership with a private entity. Shockey has served as a **Public-Private Partner** 10 times in the Commonwealth of Virginia under its PPEA statute. As your partner, we deliver all the design-build services previously mentioned, but we also act as your developer—delivering finance and even site acquisition, if you so desire. You, as a public owner, get to choose your partner based upon more consideration than the low bid. We, the private entity, get to show you how just creative we can be.

So, what's best for your project? Call or e-mail us—we'll help you figure it out! ☀

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Been there, done that: When you've been doing business since 1896, you've seen and done it all—almost **2003 + 2009:** Safety milestones: 2,000,000 hours

Chances are, when walking around most construction job sites on any given day—even ones with well-trained and experienced work crews—one would be likely to see some type of unsafe setup or dangerous situation waiting for trouble. Serious injuries can certainly happen in the blink of an eye, but Howard Shockey's employees have developed "eyes for safety" on their job sites. Current employees recently became members of the *1,000,000 Hour Club*—having worked 1,000,000 employee hours without a lost-time injury.

"For more than three years, each employee has come to work each day and gone home safely at night," said The Shockey Companies' Environmental, Health & Safety Director Chas Capitano.

According to information from the Bureau of Labor Statistics and The National Safety Council, the average lost workday injury costs nearly \$28,000.

A 100-employee firm can expect about two lost-time injuries per year. With nearly twice that number of employees, Howard Shockey's record is rare.



Howard Shockey & Sons, Inc.'s employees celebrated 1,000,000 hours without a lost-time injury—for the second time in the company's history. Attention to safety details has always been of paramount importance at Shockey.

Shockey's exemplary performance is a direct result of employee pride and attention to safety.

This is the second time that Howard Shockey & Sons has reached the 1,000,000 hour milestone. It was previously accomplished from 2002-2003.

Safety is not just a corporate goal; it is a requirement. It means, to The Shockey Companies, that safety must be considered when planning any job and before performing any task.

"We're extremely proud of our past and current accomplishments in safety. Our employees have shown that they really take safety issues seriously," said Capitano.

Chairman Don Shockey had this to say about Shockey's safety milestone: "Many clubs will let you pay an entry fee and become a member, but not the *1,000,000 Hour Club*. You **earn** the right to be in this club by working carefully and by watching out for your fellow workers." 🌟