



## DELAWARE STATE UNIVERSITY

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### OFFICE OF PLANNING & CONSTRUCTION

1200 N. DuPont Highway  
Dover, Delaware 19901-2277

## Addendum #2

Date: July 14, 2016

Project: Public-Private Partnership for Main Campus Real Estate Development

Contract: PC-16-021

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The work herein shall be considered part of the bid documents for the referenced project and carried out in accordance with the following supplemental instructions issued in accordance with the Contract Documents without change in Contract Sum or Contract Time. Acknowledge receipt of addendum on the bid form as indicated.

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### **Changes to RFI:**

1. Paragraph 3.0 – Project Site has been revised to include the following parcel for consideration in the proposal:

Parcel	Location
2-05-05700-01-0401-00001	Crawford Carroll Avenue

### **Supplemental Documentation:**

1. Pre-proposal meeting was held on July 7, 2016. The following documents have been provided for reference of all interested parties:
  - a. Pre-proposal Presentation
  - b. Pre-proposal Meeting Sign-in Log

### **Questions/Answers:**

1. **Question:** Is the University willing to meet privately with my firm prior to the RFI submission to discuss our team's approach?

**Answer:** Due to State of Delaware procurement guidelines, this type of meeting cannot take place as it could be a potential for undocumented project criteria and could pose a disadvantage to other interested parties. All questions should be submitted through [constructionbid@desu.edu](mailto:constructionbid@desu.edu), and responses will be documented in future addenda.

2. **Question:** With the University be providing the desired number of beds or approximate size of the desired residential building.

**Answer:** The P3 oversight committee will review this request and consider providing additional criteria for the submission.

**Attachments:**

1. Pre-proposal Meeting Presentation
2. Pre-proposal Meeting Sign-in Log

END



Request for Information  
P3 Model for Main Campus Real Estate Development  
Pre-proposal Meeting

Delaware State University

Project #PC-16-021



**EXPECT**  
**GREATNESS.**



# Agenda

Introduction of Key Stakeholders

Brief history of Delaware State University

Overview of Current Master Plan

Landscape of Existing Residence Halls

Campus Student Profile

RFI Purpose

RFI Details and Optional Considerations

RFI Submission Requirements

Review of RFI Timeline

Post Submission Process

Question / Answer Period



# Key Stakeholders

- Dr. Harry L. Williams, President (DSU)
- Dr. Teresa Hardee, COO (DSU)
- David Sheppard, General Counsel (DSU)
- J.D. Bartlett, Executive Director of Planning & Construction (DSU)
- Zafar Chaudry, Associate VP of Contract and Procurement Administration (DSU)
- Victor Santos, Legislative Liaison (DSU)
- Regulatory Agencies (City of Dover, DNREC, DelDOT, etc.)



# Historical Timeline of DSU

- 1891 - State College for Colored Students
- 1892 - Began Offering Bachelor's Degrees
- 1947 - Name changed to Delaware State College
- 1957 - University was fully accredited by Middle States
- 1993 - Name changed to Delaware State University
- 2010 - Dr. Harry L. Williams named the 10th president in the history of the University.
- 2016 - Completion of the Optical Science Center for Applied Research (OSCAR) Building, funded in part by the State of Delaware.

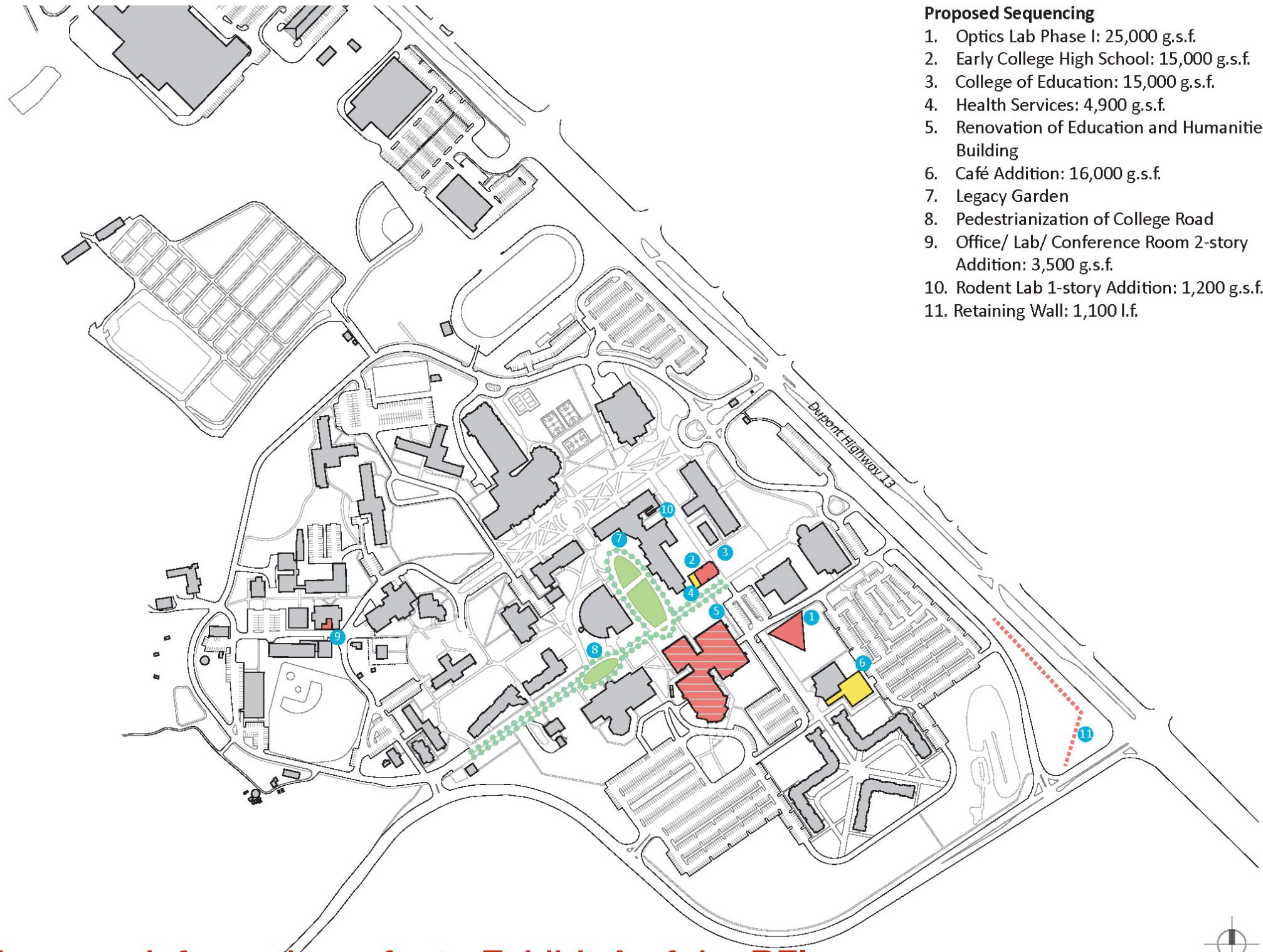


# Current Master Plan:

- ✦ **Finalized on March 2014.**
- ✦ **Stages of Implementation**
  - ✦ Emerging Urgencies (0-5 Year)
  - ✦ Mid-Term Plan (6-10 Year)
  - ✦ Long Term Plan



# Emerging Urgencies

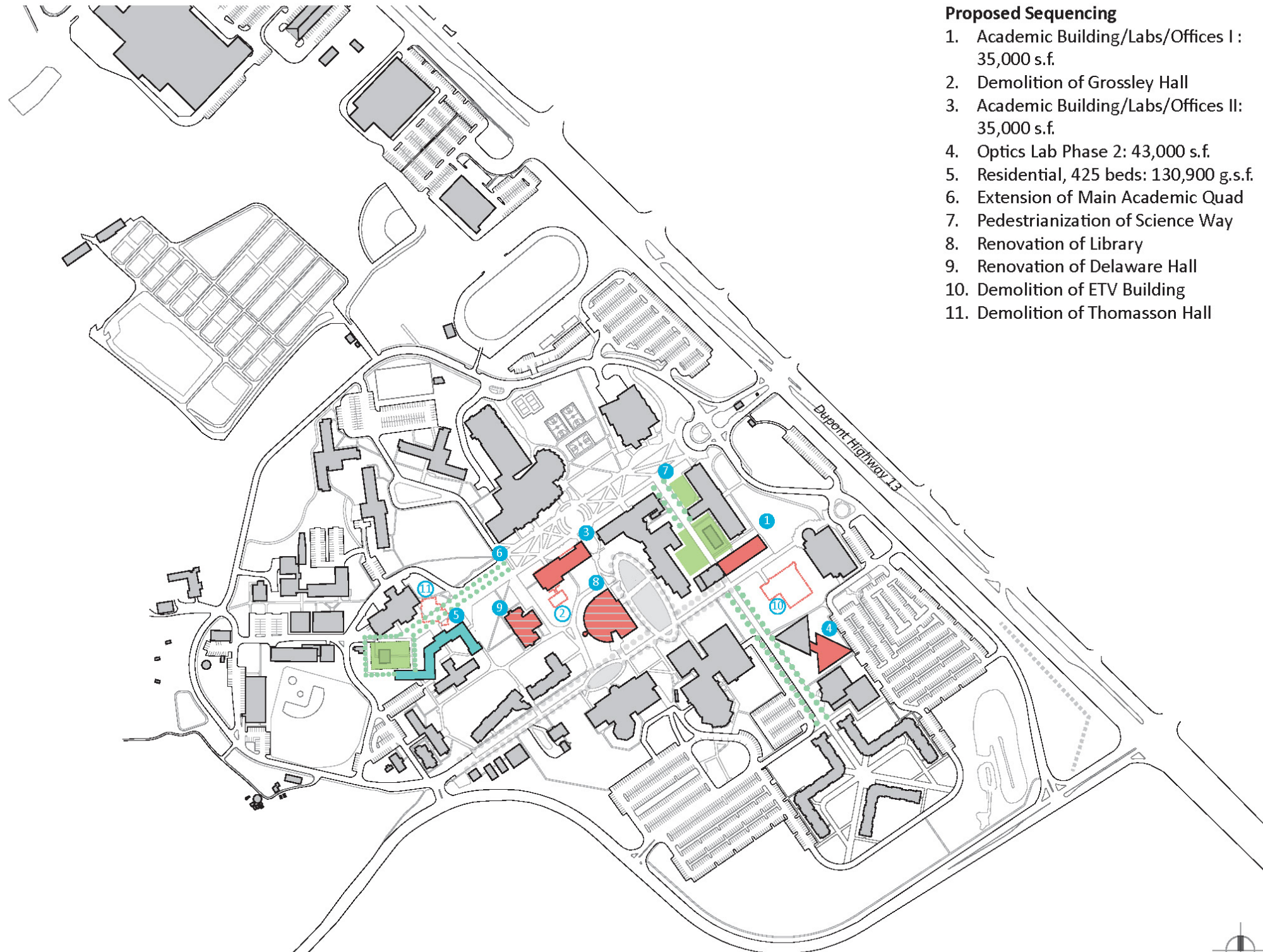


For more information refer to Exhibit A of the RFI.





# Mid-Term Plan



## Proposed Sequencing

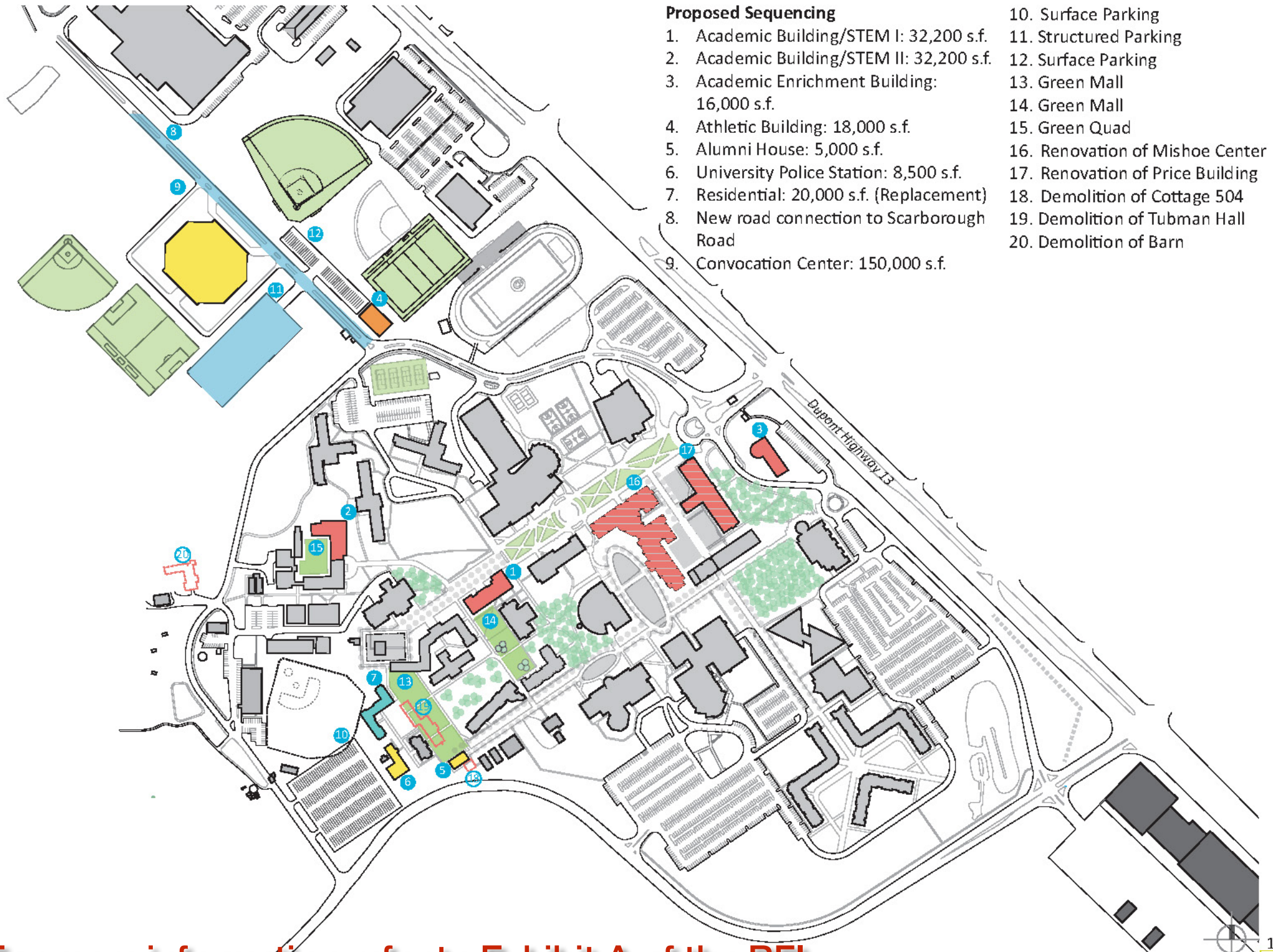
1. Academic Building/Labs/Offices I : 35,000 s.f.
2. Demolition of Grossley Hall
3. Academic Building/Labs/Offices II: 35,000 s.f.
4. Optics Lab Phase 2: 43,000 s.f.
5. Residential, 425 beds: 130,900 g.s.f.
6. Extension of Main Academic Quad
7. Pedestrianization of Science Way
8. Renovation of Library
9. Renovation of Delaware Hall
10. Demolition of ETV Building
11. Demolition of Thomasson Hall

For more information refer to Exhibit A of the RFI.





# Long Term Plan



For more information refer to Exhibit A of the RFI.



# Existing Residence Halls

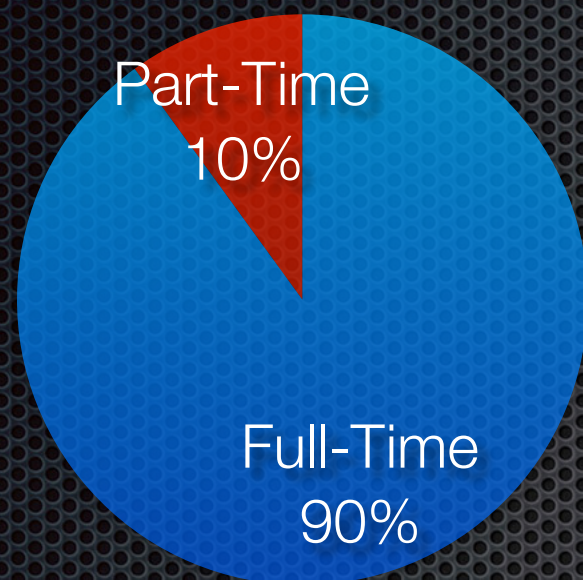
Facility	Constructed	Major Renovations	Qty. Beds	Deferred Maintenance
Tubman Hall	1952	N/A	108	\$5.7 million
Laws Hall	1962	N/A	111	\$5.6 million
Evers Hall	1968	N/A	243	\$12.6 million
Jenkins Hall	1970	N/A	245	\$11.6 million
Living & Learning Commons	1973	1992, 2001	265	Assessment in Progress
Wynder Tower	1985	N/A	86	\$1.2 million
Warren-Franklin Hall	1994	2016	135	\$11.5 million
University Village Complex	2003	N/A	628	\$12.9 million
University Courtyard Apartments	2000-2002	N/A	416	\$3.5 million



# Campus Student Profile

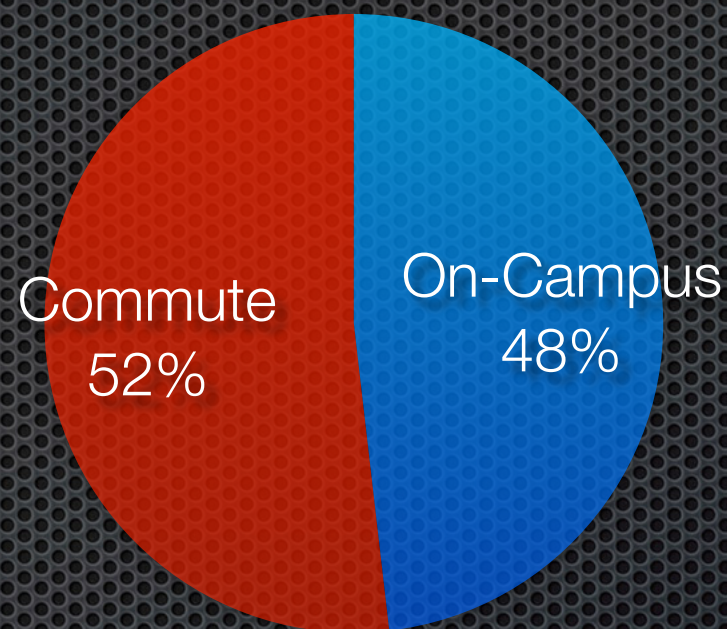
✦ Current Enrollment: 4,644

Full vs. Part-Time



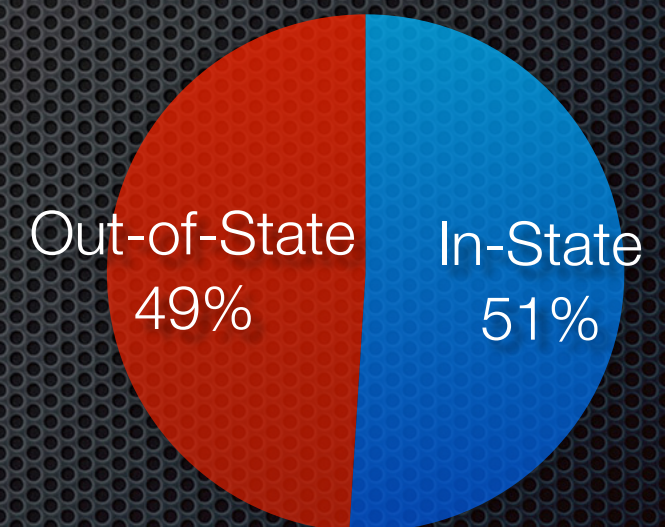
Full Time: 4,179  
Part-Time: 465

Live On vs. Off-Campus



On-Campus: 2,237  
Commute: 2,407

In vs. Out-of-State



Full Time: 2,368  
Part-Time: 2,276



# RFI Purpose

- ✦ Design-Build-Finance-Operate-Maintain-Transfer (DBFOMT) public private partnership (P3) model; under a potential long-term ground lease on University property.
- ✦ The purpose of this DBFOMT agreement would be to have the Developer provide a real estate development project, in an effort to address several current and emerging needs of the University in alignment with the current Campus Master Plan.



# RFI - Minimum Requirements

## ▪ **Purpose-built Residential Facility**

- First floor shall house an “Innovation Center”, including the following:
  - Innovation space to enable teaching on-site within space.
  - On-site “foodie” focused dining area with food court style food vendor spaces.
  - Possible retail designated areas for multiple retail vendors.
- Student residential units shall include a mixture of double bed units, and may include suites with common space within the suite to support student interaction. One floor shall be designated as mixed use for hospitality and shall consist of single bed units with private bathrooms. This floor shall be equipped with a prep. kitchen with multipurpose dining/ events space.



# RFI - Min. Requirements (cont.)

## ▪ **Purpose-built Residential Facility (continued)**

- Each floor shall include dedicated study space with private, semi-private, and collaborative study areas.
- Facility shall be design with an emphasis on living and learning model that supports student interaction.
- Floor configurations shall be designed to maximize bed count.
- Facility should be part of the main campus proper with direct vehicular and pedestrian accessibility to the campus.
- Designs shall incorporate accommodations for gender neutral bathroom accommodations with a number not to exceed the current requirements of the American Disabilities Act of 1990, including current revisions. The accessible and gender neutral accommodations may be one in the same for quantity calculation purposes.
- Accessible accommodations shall address all aspects of the American Disabilities Act of 1990, including requirements for service animals.
- If pedestrian access to any of the facility is proposed to cross a State of Delaware maintained roadway, above/below grade pedestrian crossing accommodations shall be implemented. At grade pedestrian crossings will not be deemed as an acceptable means for access.



# RFI - Optional Considerations

## ▪ **General Considerations**

- Existing facility demolition.
- Solutions for achieving Master plan identified development.
- Adjacent property acquisition
- Existing University property being relinquished to the Developer
- Incorporation of other facilities

## ▪ **Early College High School facility**

- Standalone facility (20,000 GSF), situated in an area on campus where parking is available for staff and students.

## ▪ **Convocation Center complex**

- HB450 Approved on 7/1/2016 acknowledged the need for the facility and further committed to supporting the development effort.

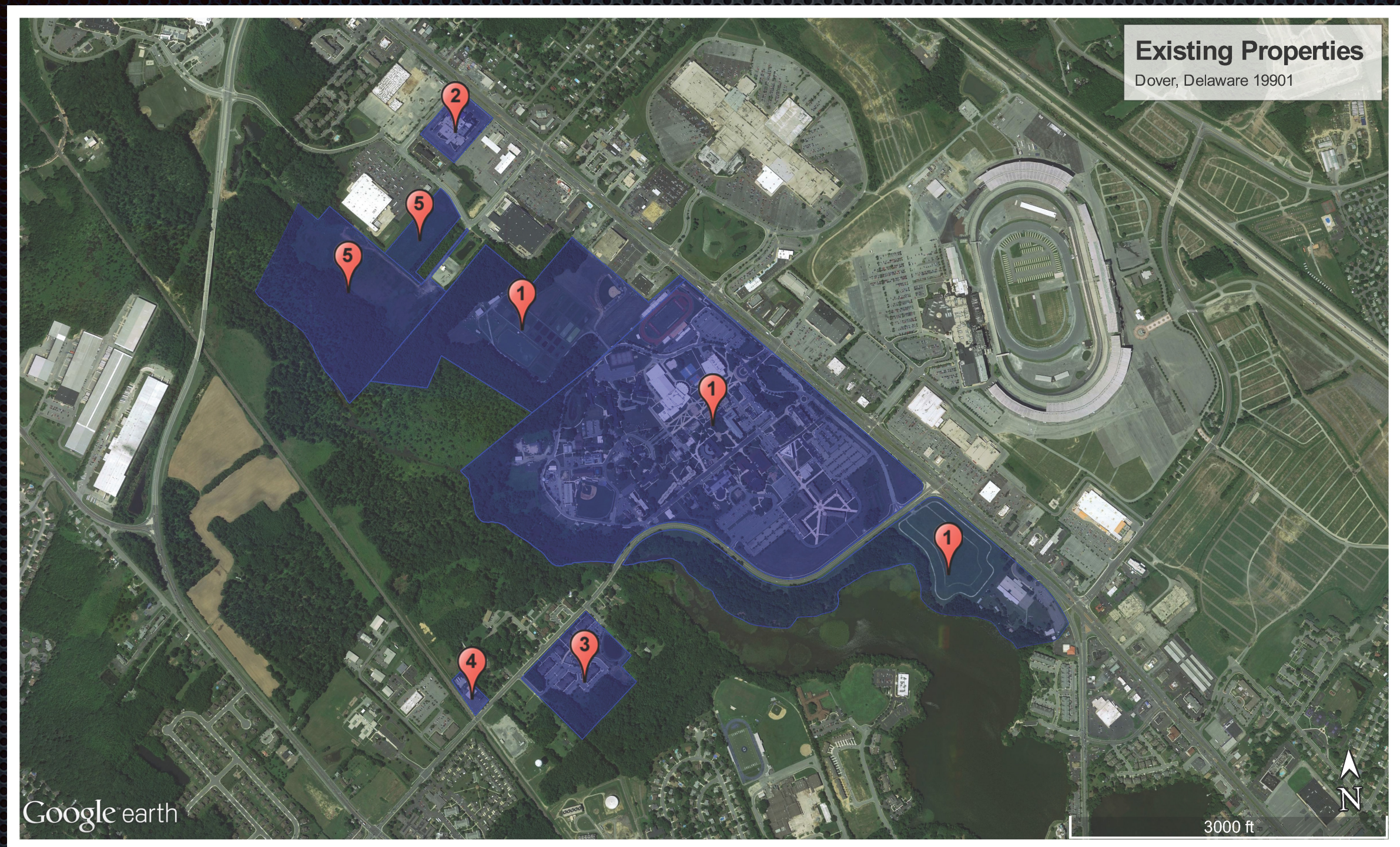


# RFI - Existing Properties

- (1) - 1200 N. DuPont Highway (Main Campus)
  - Parcel# 2-05-05700-01-2100-00001
- (2) - 1570 N. DuPont Highway (Living & Learning Commons)
  - Parcel# 2-05-05700-01-0500-00001
- (3) - 430 College Road (University Courtyard Apartments)
  - Parcel #2-05-06700-02-4000-00001
- (4) - 255 College Road (Sports Annex)
  - Parcel# 2-05-06700-02-4700-00001
- (5) - In May 2016, the Dover City Council voted to approve the transfer of property from the Delaware Civic Center Corporation to Delaware State University, located on Crawford Carroll Avenue, Dover, Delaware 19901



# RFI - Existing Properties





# Main Campus



1200 N. DuPont Highway  
Dover, Delaware 19901  
Parcel: 2-05-05700-01-2100-00001



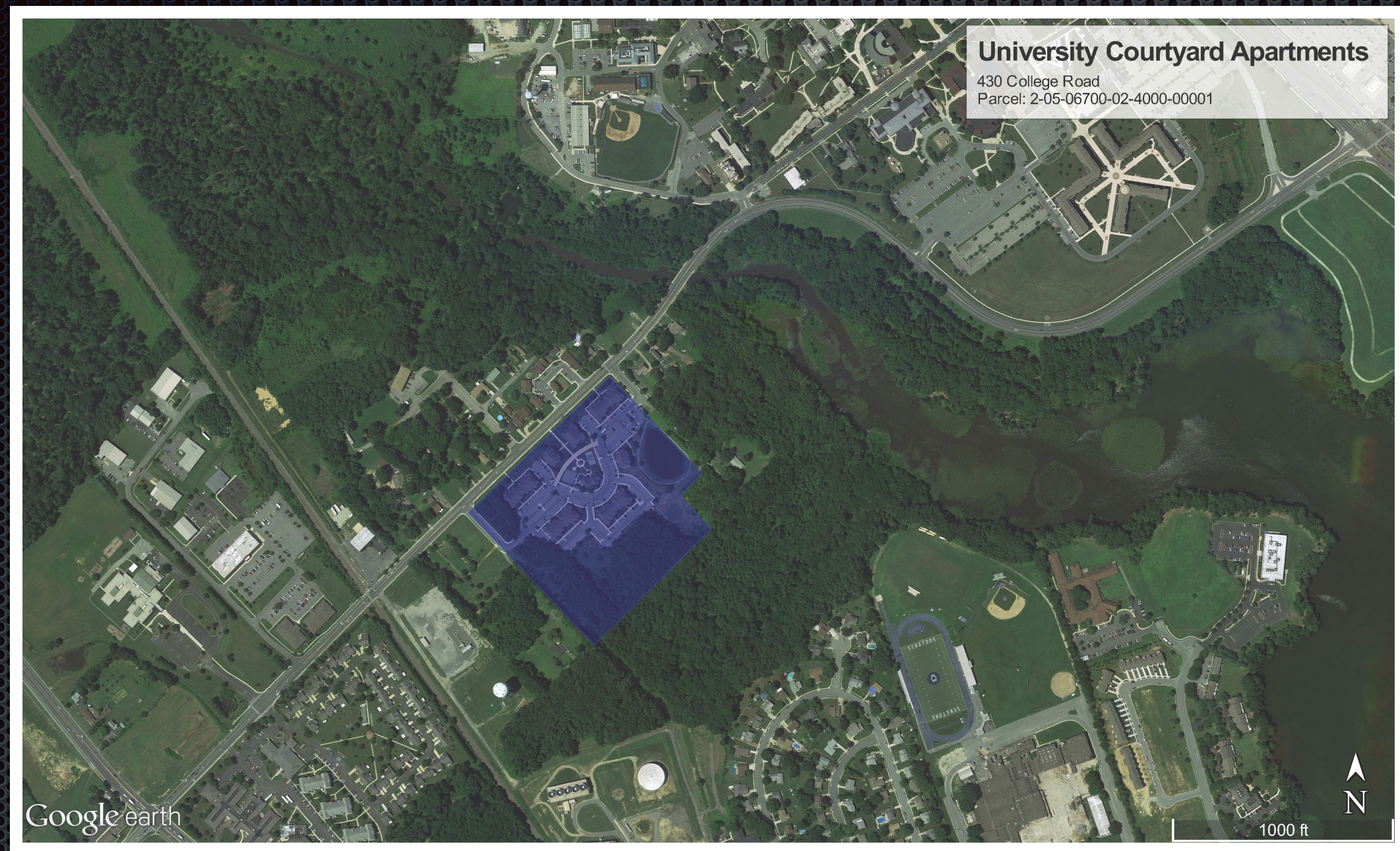
# Living & Learning Commons



1570 N. DuPont Highway  
Dover, Delaware 19901  
Parcel: 2-05-05700-01-0500-00001



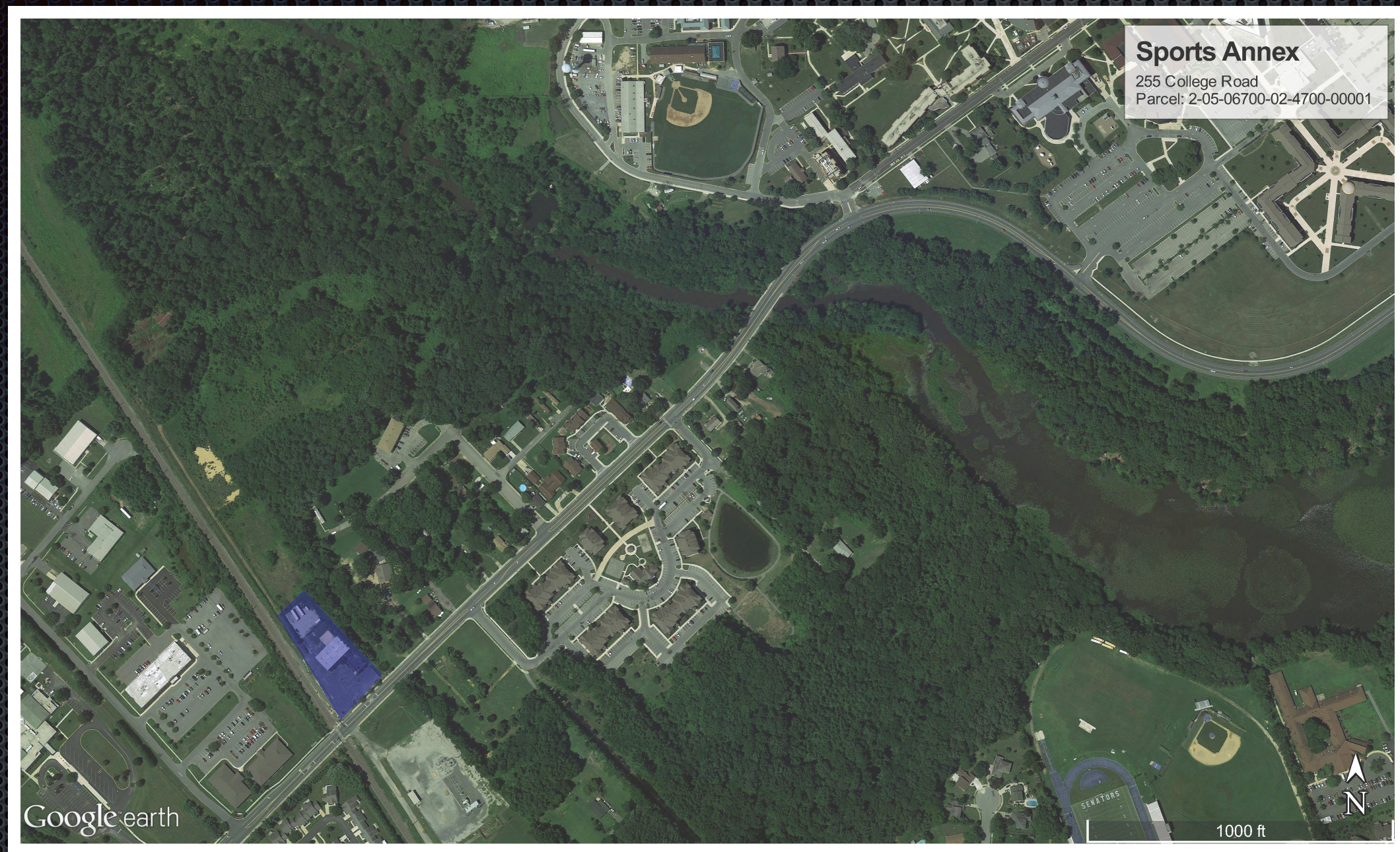
# University Courtyard Apartments



430 College Road  
Dover, Delaware 19901  
Parcel: 2-05-06700-02-4000-00001



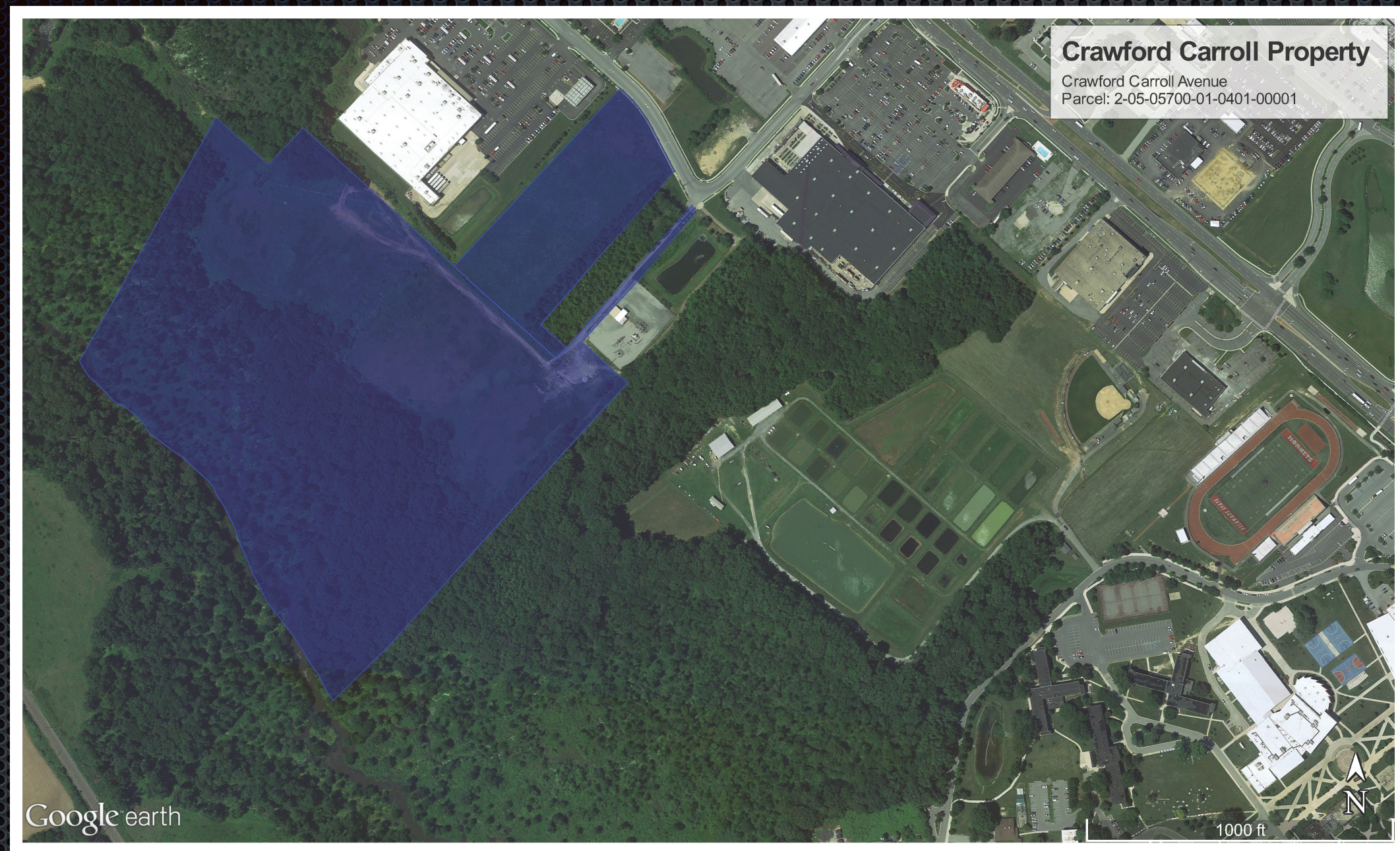
# Sports Annex



255 College Road  
Dover, Delaware 19901  
Parcel: 2-05-06700-02-4700-00001



# Crawford Carroll Avenue Property



Crawford Carroll Avenue  
Dover, Delaware 19901  
Parcel: 2-05-05700-01-0401-00001



# RFI Submission Requirements

- Developer Information
- Developer Team Summary
- Previous Development Experience
- Financial Capability Statement
- Planning Stage Program and Schedule
- (1) Unbound hard copy and (1) electronic copy must be submitted to the Purchasing Office (Administration Building, Room 321) by the date indicated in the RFI.



# Submission Requirements (cont.)

- Additional Requirements:

- Describe the company's past experience in designing projects targeted to meet the needs of students.
- Describe your experience in developing and constructing student housing. This experience should be specific to projects of similar size and complexity.
- Describe how you have handled projects that have involved (i) major on and off-site infrastructure; (ii) neighborhood/community relations; (iii) agency coordination, and (iv) sustainable design and implementation.
- Statement acknowledging agreement with Federal, State, and University regulations, laws, and policies related to compliance with nondiscrimination with regard to all aspects of this project.
- Include a statement acknowledging the Submission Requirements set forth in within the contents of this RFI and any addenda.



# Review of RFI Timeline

Thursday, July 7, 2016	Preproposal Meeting (1:30PM EST)
Sat, Aug 6, 16	Deadline for Questions (4:00PM EST)
Sat, Aug 20, 16	Posting of Answers to Questions
Friday, September 2, 2016	Final Date for Addendums
Friday, September 9, 2016	Proposal Submission Deadline (3:00 PM EST)
Monday, October 3, 2016	Tentative Date for Interviews

- Responses to Questions, Changes, and Clarifications will be posted on the State of Delaware bid site, [bids.delaware.gov](http://bids.delaware.gov) and will also be communicated to InfraAmericas and P3 Bulletin for general industry distribution.



# Post Submission Process

- University's review committee reviews each proposal
- Shortlist of developers will be generated and the developer will be asked to presentation to provide additional detailed information about their project team, initial design concept, and financing strategy.
- If the University determines that one or more of the presented models is conducive, the University may consider seeking authority from the DSU Board of Trustees to enter into negotiations on a ground lease/DBFOMT P3 agreement with one or more developer that will further describe the relationship between the Developer and DSU.
- This RFI will not result in a "contract award", as the purpose for this request is for informational purposes only.



# Question & Answer Period

**EXPECT  
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**Delaware State University**

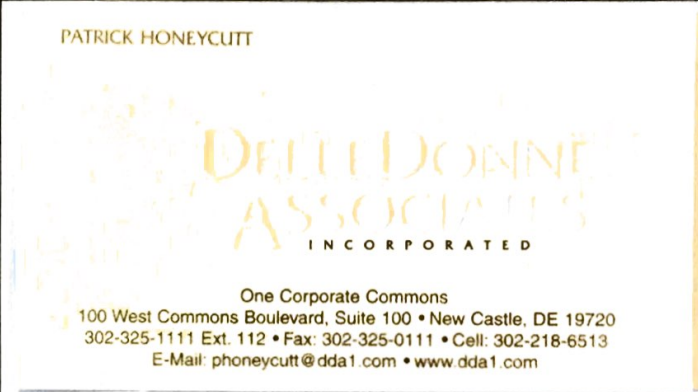
*Making our mark on the world*






Attendee	Company Information	Attach Business Card
Printed Name: <u>Keith Kooker</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Landmark Science + Engineering</u> Email: <u>KeithK@Landmark-se.com</u> Phone: <u>302-323-9377 ext. 116</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <input checked="" type="checkbox"/> A&E      Construction Mgmt      General Contracting Other _____ (please indicate)	
Printed Name: <u>Brian McGillin</u> Signature: <u>[Signature]</u> Primary Contact: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Primary Contact: <u>PDANTONIO@HRCG.com</u>	Company: <u>HUNTER ROBERTS Const. Group</u> Email: <u>BMcGilliv@HRCG.com</u> Phone: <u>215 832 4309</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E <input checked="" type="checkbox"/> Construction Mgmt      General Contracting Other _____ (please indicate)	
Printed Name: <u>Jim Rowe</u> Signature: <u>[Signature]</u> Primary Contact: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Primary Contact: <u>pdantonio@hrcg.com</u>	Company: <u>Studio Agoos Lovara</u> Email: <u>jrowe@agooslovora.com</u> Phone: <u>45-735-0100x120</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <input checked="" type="checkbox"/> A&E      Construction Mgmt      General Contracting Other _____ (please indicate)	


Attendee	Company Information	Attach Business Card
Printed Name: <u>Michael Berardi</u> Signature: <u></u> Primary Contact: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Primary Contact: _____	Company: <u>WOHLSEN CONSTRUCTION</u> Email: <u>MBERARDI@WOHLSEN.COM</u> Phone: <u>302-324-9900</u> Industry (circle all that apply): Finance/Investment _____ Legal _____ Planning _____ A&E _____ <u>Construction Mgmt</u> _____ General Contracting _____ Other _____ (please indicate)	
Printed Name: <u>Kerry Raccia</u> Signature: <u></u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>BANCHOFF CONSTRUCTION</u> Email: <u>KRACCIA@BANCHOFFUSA.COM</u> Phone: <u>302.530.2014</u> Industry (circle all that apply): Finance/Investment _____ Legal _____ Planning _____ A&E _____ <u>Construction Mgmt</u> _____ General Contracting _____ Other _____ (please indicate)	
Printed Name: <u>Rob Belfiore</u> Signature: <u></u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>EDIS COMPANY</u> Email: <u>RBELFIORE@EDISCOMPANY.COM</u> Phone: <u>302 421 5700</u> Industry (circle all that apply): Finance/Investment _____ Legal _____ Planning _____ A&E _____ <u>Construction Mgmt</u> _____ General Contracting _____ Other _____ (please indicate)	



Attendee	Company Information	Attach Business Card
Printed Name: <u>Patrick Honeycutt</u> Signature: <u>[Signature]</u> Primary Contact: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Primary Contact: <u>Gene Delle Donne</u>	Company: <u>Delle Donne &amp; Assoc.</u> Email: <u>PHoneycutt@dda1.com</u> Phone: <u>302-325-1111</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other <u>Developer</u> (please indicate)	
Printed Name: <u>KARLON SCHMIDT</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>PSRE</u> Email: <u>kschmidt@psre.com</u> Phone: _____ Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other <u>PROF MGMT</u> (please indicate)	
Printed Name: <u>Tim Gigliotti</u> Signature: <u>[Signature]</u> Primary Contact: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Primary Contact: <u>David Yeager</u>	Company: <u>Radnor Property Group</u> Email: <u>tgigliotti@radnorproperty.com</u> Phone: <u>610-644-3090</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other <u>Developer</u> (please indicate)	


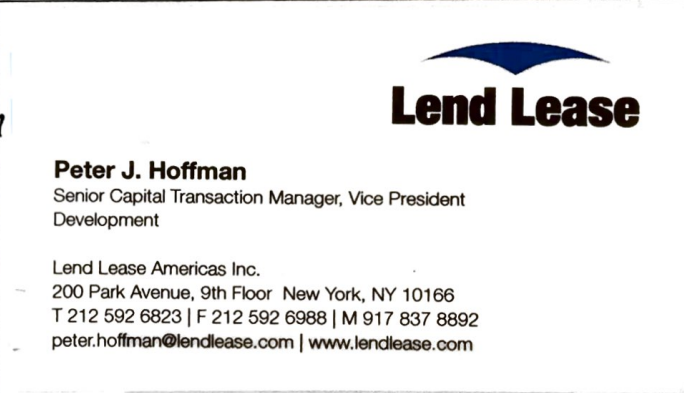
Attendee	Company Information	Attach Business Card
Printed Name: <u>GREG BLAIS</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: <u>GREG BLAIS</u>	Company: <u>RISE REAL ESTATE</u> Email: <u>gblais@risere.com</u> Phone: <u>229-219-8139</u> <u>229-563-5570 (mobile)</u> Industry (circle all that apply): <del>Finance/Investment</del> Legal      Planning A&E      Construction Mgmt      General Contracting Other <u>Developer</u> (please indicate)	
Printed Name: <u>MIKE SEXTON</u> Signature: <u>[Signature]</u> Primary Contact: <input type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: <u>MIKE SEXTON</u>	Company: <u>TNWARD COMPANY</u> Email: <u>m.sexton@tnward.com</u> Phone: <u>215-622-6175</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E <u>Construction Mgmt</u> General Contracting Other _____ (please indicate)	 <p>MICHAEL SEXTON                      DIRECTOR OF                      BUSINESS DEVELOPMENT</p> <p><b>TN WARD COMPANY</b>                      BUILDERS</p> <p>129 COULTER AVENUE                      ARDMORE, PA 19003                      815 ATLANTIC AVENUE, SUITE A                      ATLANTIC CITY, NJ 08401</p> <p>TEL (610) 649-0400                      FAX (610) 649-1790                      CELL (215) 622-6175                      msexton@tnward.com                      www.tnward.com</p>
Printed Name: <u>JOHN HENRY</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>CHARIOT COMPANIES</u> Email: <u>jhenry@chariotcompanies.com</u> Phone: <u>267-908-6152</u> Industry (circle all that apply): <u>Finance/Investment</u> Legal      Planning A&E      Construction Mgmt      General Contracting Other _____ (please indicate)	 <p> Chariot Companies</p> <p>One Liberty Place                      1650 Market Street, Suite 3600                      Philadelphia, PA 19103                      267.908.6152 (o)                      267.908.6153 (f)                      www.chariotcompanies.com</p>





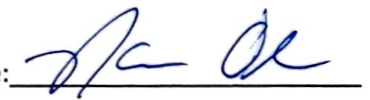

Attendee	Company Information	Attach Business Card
Printed Name: <u>GARY J HEINERICHS</u> Signature: <u><i>Gary J Heinerichs</i></u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: <u>GARY J HEINERICHS</u>	Company: <u>P.J. DICK INC</u> Email: <u>GARY.HEINERICHS@PJDICK.COM</u> Phone: <u>484.872.8636</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E <u>Construction Mgmt</u> <u>General Contracting</u> Other _____ (please indicate)	
Printed Name: _____ Signature: _____ Primary Contact: <input type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: _____ Email: _____ Phone: _____ Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other _____ (please indicate)	
Printed Name: _____ Signature: _____ Primary Contact: <input type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: _____ Email: _____ Phone: _____ Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other _____ (please indicate)	

Attendee	Company Information	Attach Business Card
Printed Name: <u>Desmond A. Baker</u> Signature:  Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: <u>Desmond A. Baker</u>	Company: <u>Desmond A. Baker &amp; Assoc</u> Email: <u>dabaker01@comcast.net</u> Phone: <u>302.658-1390</u> <u>www.dabakerllc.com</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <u>A&amp;E</u> Construction Mgmt      General Contracting Other _____ (please indicate)	 <b>Desmond A. Baker &amp; Associates, LLC</b> CONSULTANTS   ENGINEERS (MEP & FP)   PLANNERS <b>Desmond A. Baker, P.E., CEM, LEED AP, FACEC.</b> Principal 2102 Baynard Boulevard Wilmington, DE 19802 Tel: 302-584-1383 Office: 302-658-1390 Fax: 302-658-1392 E-MAIL: <u>dabaker01@comcast.net</u> P.O. Box 9543 Wilmington, DE 19809
Printed Name: <u>DONAHUE BAILEY</u> Signature:  Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: <u>DONAHUE BAILEY</u>	Company: <u>ATRIUM INT'L INC</u> Email: <u>DONAHUEBAILEY@MSN.COM</u> Phone: <u>610-637-8812</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <u>A&amp;E</u> <u>Construction Mgmt</u> General Contracting Other _____ (please indicate)	Donahue Bailey, AIA <b>ATRIUM INTERNATIONAL, INC.</b> Consulting <i>Project Managers / Engineers / Architects</i> P.O. Box 653      1701 Georges Lane Blue Bell, PA 19422      Philadelphia, PA 19131 Phone (610) 637-8812      Fax (610) 222-7662      Email: <u>donahuebailey@msn.com</u>
Printed Name: <u>Jonathan Savage</u> Signature:  Primary Contact: <input type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Pennoni</u> Email: <u>JSavage@pennoni.com</u> Phone: <u>215-222-3000</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <u>A&amp;E</u> Construction Mgmt      General Contracting Other _____ (please indicate)	 <b>Jonathan Savage</b> Vice President <u>jsavage@pennoni.com</u> Pennoni One Drexel Plaza 3001 Market Street Suite 200 Philadelphia, PA 19104 T: 215-254-7852 M: 609-273-2616 <u>www.pennoni.com</u>




Attendee	Company Information	Attach Business Card
Printed Name: <u>Starvel Williams</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: <u>832-684-6645</u>	Company: <u>Grand Campus Living</u> Email: <u>Starvel@grandcampus-usa.com</u> Phone: <u>832-684-6645</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E <u>Construction Mgmt</u> General Contracting Other _____ (please indicate)	 <p>Starvel M. Williams II, CCIM, CAPS        832.684.6645        STARVEL@GRANDCAMPUS-USA.COM        GRANDCAMPUS-USA.COM        6500 Greenville Ave Suite 307        Dallas, Texas 75206</p>
Printed Name: <u>Steve Park</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: <u>215-864-8533</u>	Company: <u>Ballard Spahr LLP</u> Email: <u>parks@ballardspahr.com</u> Phone: <u>215-864-8533</u> Industry (circle all that apply): Finance/Investment <u>Legal</u> Planning A&E      Construction Mgmt      General Contracting Other _____ (please indicate)	
Printed Name: <u>Peter Hoffman</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Lend Lease Americas</u> Email: <u>hoffmanpet@lendlease.com</u> Phone: <u>212-592-6823</u> Industry (circle all that apply): <u>Finance/Investment</u> Legal      Planning A&E <u>Construction Mgmt</u> <u>General Contracting</u> Other _____ (please indicate)	 <p><b>Lend Lease</b>  <b>Peter J. Hoffman</b>        Senior Capital Transaction Manager, Vice President        Development        Lend Lease Americas Inc.        200 Park Avenue, 9th Floor New York, NY 10166        T 212 592 6823   F 212 592 6988   M 917 837 8892        peter.hoffman@lendlease.com   www.lendlease.com</p>

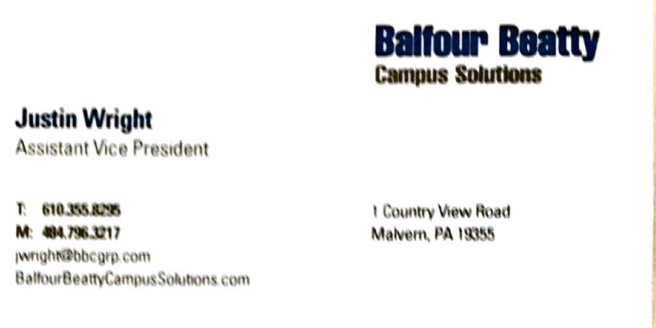



Attendee	Company Information	Attach Business Card
Printed Name: <u>HARRY THOMES</u> Signature:  Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Contract Environments, Inc</u> Email: <u>harry@contractenvironments.net</u> Phone: <u>307-658-0668 x307</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other <u>Real Estate</u> (please indicate)	
Printed Name: <u>NORMAN PHIVEN</u> Signature:  Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Rock Solid</u> Email: <u>Stokmuss@Rock.com</u> Phone: <u>302-655-8250</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other _____ (please indicate)	
Printed Name: <u>Charles Harris</u> Signature:  Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>American Campus Communities</u> Email: <u>charris@americancampus.com</u> Phone: <u>901-229-2604</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other <u>Development</u> (please indicate)	




Attendee	Company Information	Attach Business Card
Printed Name: <u>BRAD A. HASTINGS</u> Signature: <u>[Signature]</u> Primary Contact: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Primary Contact: _____	Company: <u>BECKER MORGAN GROUP, INC.</u> Email: <u>BHASTINGS@BECKERMORGAN.COM</u> Phone: <u>302.734.7950</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <u>A&amp;E</u> Construction Mgmt      General Contracting Other _____ (please indicate)	
Printed Name: <u>CHARLES GREENLAND, JR</u> Signature: <u>[Signature]</u> Primary Contact: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Primary Contact: _____	Company: <u>AYERS SAINT GROSS</u> Email: <u>cgreenland@assg-architects.com</u> Phone: <u>410 347 8500</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <u>A&amp;E</u> Construction Mgmt      General Contracting Other _____ (please indicate)	
Printed Name: <u>PAUL KRAUNELIS</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>HARKINS BUILDERS, INC</u> Email: <u>PKRAUNELIS@HARKINSBUILDERS.COM</u> Phone: <u>610-627-4945</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <u>A&amp;E</u> Construction Mgmt      General Contracting Other _____ (please indicate)	 <p><b>HARKINS BUILDERS</b>                      BALTIMORE / WASHINGTON / PHILADELPHIA</p> <p>Paul Kraunelis                      Regional Business Development Manager                      ESOP Employee Owner</p> <p>Mobile (484) 653-8060                      pkraunelis@harkinsbuilders.com</p> <p>(610) 627-4945                      Fax (610) 627-4947                      www.harkinsbuilders.com</p>




Attendee	Company Information	Attach Business Card
Printed Name: <u>Justin Wright</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Balfour Beatty Campus Solutions</u> Email: <u>jwright@bbcgrp.com</u> Phone: <u>610-355-8295</u> Industry (circle all that apply): Finance/Investment <input checked="" type="checkbox"/> Legal <input checked="" type="checkbox"/> Planning <input type="checkbox"/> A&E <input type="checkbox"/> Construction Mgmt <input type="checkbox"/> General Contracting <input type="checkbox"/> Other <u>Developer</u> (please indicate)	
Printed Name: <u>ISMAIL ABDUL-HAMID</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>KBK ENTERPRISES</u> Email: <u>I.ABDUL-HAMID@KBKENTERPRISES.NET</u> Phone: <u>267-770-3170</u> Industry (circle all that apply): Finance/Investment <input checked="" type="checkbox"/> Legal <input type="checkbox"/> Planning <input checked="" type="checkbox"/> A&E <input type="checkbox"/> Construction Mgmt <input type="checkbox"/> General Contracting <input type="checkbox"/> Other <u>Developer</u> (please indicate)	
Printed Name: <u>MUJAHID NYAHUMA</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>GLO-CHEM INTERNATIONAL</u> Email: <u>INFO@GLO-CHEM.COM</u> <u>MNYAHUMA@GLO-CHEM.COM</u> Phone: <u>215 521 1500 EXT 1</u> Industry (circle all that apply): Finance/Investment <input type="checkbox"/> Legal <input type="checkbox"/> Planning <input checked="" type="checkbox"/> A&E <input type="checkbox"/> Construction Mgmt <input type="checkbox"/> General Contracting <input type="checkbox"/> Other _____ (please indicate)	



Attendee	Company Information	Attach Business Card
Printed Name: <u>David R. Cole</u> Signature: <u>[Signature]</u> Primary Contact: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO Primary Contact: <u>Rhett Childs</u>	Company: <u>Maser Consulting</u> Email: <u>dcole@maserconsulting.com</u> Phone: <u>(732) 275-5143</u> Industry (circle all that apply): Finance/Investment      Legal <u>Planning</u> A&E <u>Construction Mgmt</u> General Contracting Other <u>Engineering</u> (please indicate)	 <b>David Cole</b> Business Development Associate  331 Newman Springs Rd, Ste 203 Red Bank, NJ 07701  T: 732.383.1950 C: 732.275.5143 F: 732.383.1984  dcole@maserconsulting.com www.maserconsulting.com
Printed Name: <u>Victoria Hudgins</u> Signature: <u>[Signature]</u> Primary Contact: <input type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Patterson Schwartz</u> Email: <u>vhudgins@psre.com</u> Phone: <u>302-359-2911</u> Industry (circle all that apply): Finance/ <u>Investment</u> Legal      Planning A&E <u>Construction Mgmt</u> General Contracting Other <u>Real Estate</u> (please indicate)	
Printed Name: <u>Rich Quinn</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>SPIEZZE ARCHITECTURAL GROUP</u> Email: <u>rquinn@spiezzle.com</u> Phone: <u>717-682-2298</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <u>A&amp;E</u> <u>Construction Mgmt</u> General Contracting Other _____ (please indicate)	



Attendee	Company Information	Attach Business Card
Printed Name: <u>Lynne Goldberg</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>CBG Building Company</u> Email: <u>Lynne.goldberg@cbgbc.com</u> Phone: <u>703 200 6778</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt <u>General Contracting</u> Other _____ (please indicate)	
Printed Name: <u>Josh GEORGE</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Whiting-Turner</u> Email: <u>joshua.george@whiting-turner.com</u> Phone: <u>302-292-0676</u> Industry (circle all that apply): Finance/Investment      Legal      Planning A&E <u>Construction Mgmt</u> <u>General Contracting</u> Other _____ (please indicate)	
Printed Name: <u>Bill Holloway</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>BERNARDON</u> Email: <u>holloway@bernardon.com</u> Phone: <u>302-622-9550</u> Industry (circle all that apply): Finance/Investment      Legal      Planning <u>A&amp;E</u> Construction Mgmt      General Contracting Other _____ (please indicate)	



Attendee	Company Information	Attach Business Card
Printed Name: <u>G. Stephen Williams</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: <u>(302) 650-2055</u>	Company: <u>Wells Fargo</u> Email: <u>g.stephen.williams@wellsfargo</u> Phone: <u>(302) 650-2055</u> Industry (circle all that apply): <input checked="" type="checkbox"/> Finance/Investment    Legal    Planning A&E    Construction Mgmt    General Contracting Other _____ (please indicate)	 <b>G. Stephen Williams</b> Vice President Business Development Officer  505 Carr Rd 3rd Floor Wilmington, DE 19809-2800 Tel: 302 650 2055 Fax: 302 765 5518  g.stephenwilliams@wellsfargo.com  <small>Wells Fargo Bank, N.A.</small>
Printed Name: <u>Kamil Seidl</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Star America</u> Email: <u>kseidl@starinfrapartners.com</u> Phone: <u>516 882 4097</u> Industry (circle all that apply): <input checked="" type="checkbox"/> Finance/Investment    Legal    Planning A&E    Construction Mgmt    General Contracting Other _____ (please indicate)	 <b>STAR AMERICA</b> Infrastructure Partners, LLC  <b>Kamil Seidl</b> <b>Vice President</b>  165 Roslyn Rd. Roslyn Heights, NY 11577 Direct 516-882-4097 Cell 516-512-1619 kseidl@starinfrapartners.com
Printed Name: <u>Melissa Wyatt</u> Signature: <u>[Signature]</u> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <u>Torcon, Inc.</u> Email: <u>mw Wyatt@torcon.com</u> Phone: <u>267-549-7525</u> Industry (circle all that apply): Finance/Investment    Legal    Planning A&E <input checked="" type="checkbox"/> Construction Mgmt    General Contracting Other _____ (please indicate)	 <b>TORCON</b> <b>TORCON, INC.</b> One Crescent Drive, Suite 302 Navy Yard Corporate Center Philadelphia, PA 19112 TEL 215-271-1449 CELL 267-549-7525 FAX 215-271-1106 E mw Wyatt@torcon.com www.torcon.com  <small>Melissa Wyatt            Business Development            Manager</small>



Attendee	Company Information	Attach Business Card
Printed Name: <b>DAVID MCHENRY</b> Signature: <b>[Signature]</b> Primary Contact: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: <b>EMM MCHENRY</b> Email: <b>D.MCHENRY@EM-ARC.COM</b> Phone: <b>215-925-7000</b> Industry (circle all that apply): Finance/Investment      Legal      Planning <b>A&amp;E</b> Construction Mgmt      General Contracting Other _____ (please indicate)	
Printed Name: _____ Signature: _____ Primary Contact: <input type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: _____ Email: _____ Phone: _____ Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other _____ (please indicate)	
Printed Name: _____ Signature: _____ Primary Contact: <input type="checkbox"/> YES <input type="checkbox"/> NO Primary Contact: _____	Company: _____ Email: _____ Phone: _____ Industry (circle all that apply): Finance/Investment      Legal      Planning A&E      Construction Mgmt      General Contracting Other _____ (please indicate)	