

WHITCHER BUILDERS

"Building New England's Future..."

Qualifications For:

Barrington Town Offices



Whitcher Builders, Inc.

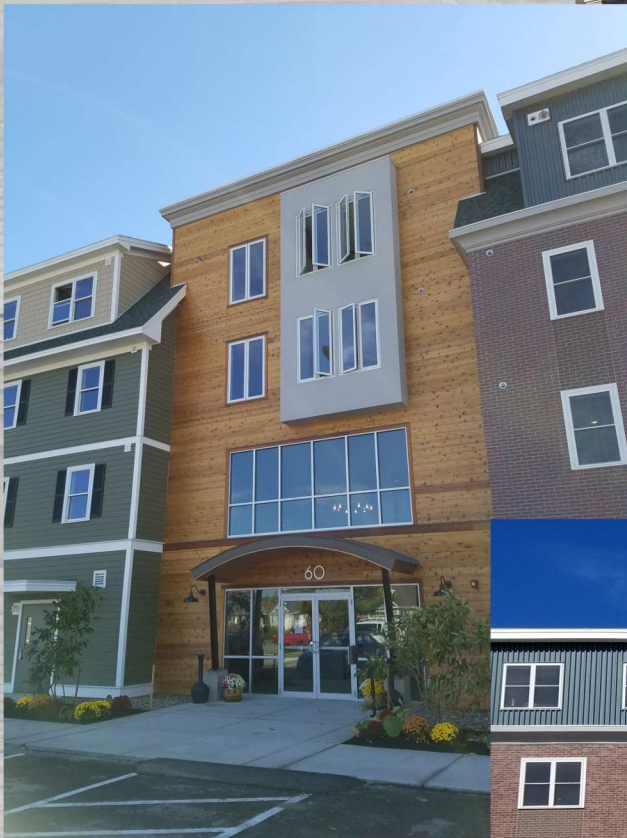
254 Drake Hill Rd.
Strafford, NH 03884

Phone: 603-664-5577
Fax: 603-664-9508
E-Mail: whitcher@whitcher.com
Web: www.whitcher.com



T|W Designs, LLC
254 Drake Hill Rd.
Strafford, NH 03884
603-664-2181

BUSINESS INFORMATION



Whitcher Builders, Inc.
254 Drake Hill Rd.
Strafford, NH 03884

Phone: 603-664-5577
Fax: 603-664-9508
E-Mail: whitcher@whitcher.com
Web: www.whitcher.com

RELEVANT EXPERIENCE



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Web: www.whitcher.com

RESPONDENT'S TEAM



Whitcher Builders, Inc.
254 Drake Hill Rd.
Strafford, NH 03884

Phone: 603-664-5577
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WORKS IN PROGRESS



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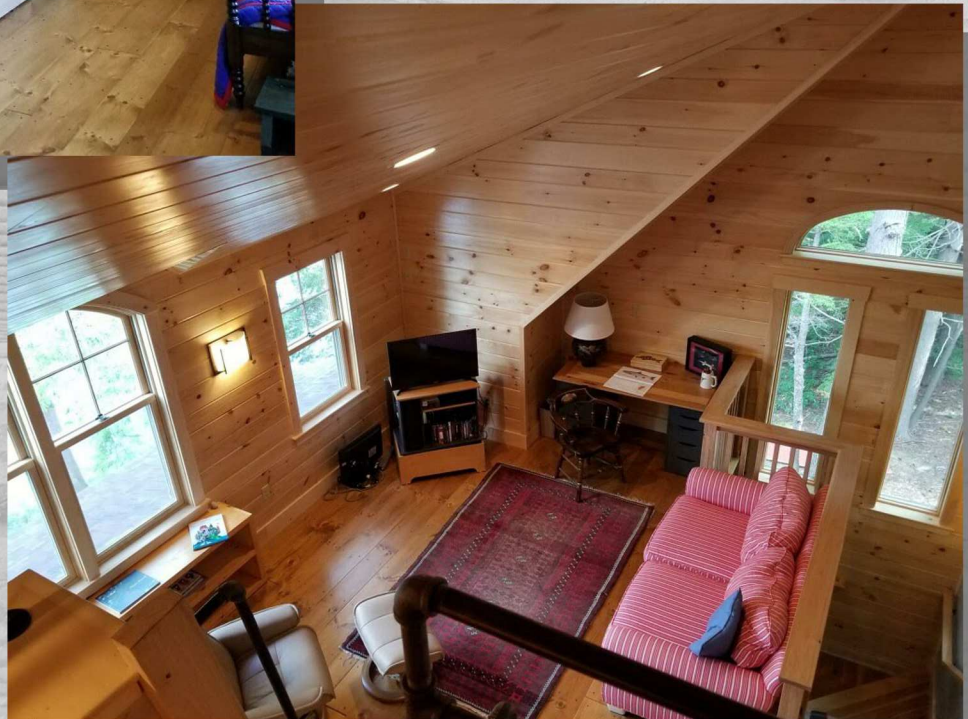
INSURANCE



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SCHEDULE



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Project Qualifications

For

Town of Barrington Qualifications for Town Offices

333 Calef Highway PO box 660 Barrington NH 03825

Whitcher Builders and TW Design

Whitcher is happy to provide its qualifications to provide Design Build Services.

Community Focused Since 1967

David R. Whitcher Builders, Inc was founded on the belief that New England community members, schools, municipalities, and developers deserved a trusted partner within the construction industry. As one of the region's most reputable construction and development businesses, we strive to provide a superior customer experience through exceptional design, quality craftsmanship and reliable management.

Our focus on customer satisfaction led to more significant projects, such as our first major residential development project, Whig Hill Estates. This project brought to light our thoughtful residential design and intelligent management of complex projects.

Growth Through An Unwavering Commitment

We grew quickly from our humble beginnings, but never lost sight of the reputable service that had earned us notoriety throughout New England. From local police stations, town halls, and facilities at the University of New Hampshire, our work was found throughout the communities we served.

As we began to undertake large-scale commercial projects with major developers, our equipment, staff, and capabilities continued to grow. In 2001 Whitcher partnered with [T|W Designs, LLC](#) to create an integrated Design / Build service. This unique in-house approach sets us apart from most. With this partnership all architectural design and construction documentation is prepared in-house, making this a single source seamless project delivery.

Your Trusted Partner For Any Project

It's been almost 50 years since we were founded, and our values have helped us become one of the region's most respected builders. From residential and commercial developments to architecture and design services, we're committed to serving your needs regardless of project size.

Whether it's someone's dream home or a major commercial development, we provide the same exceptional design, build and service. We will continue to work tirelessly to build New England's future and set the standard for integrity and workmanship.

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Tab 2 Business Information

Whitcher Builders

254 Drake Hill rd
Strafford NH 03884

Phone 603 664 5577

Email MDW@whitcher.com

Incorporated 1970

Yearly volume 30,000,000

Insurance (attached)

Bonded By EMC

TW Design LLC

254 drake hill rd
Strafford NH 03884

Phone 603 664 2181

Email John@TW-designs.com

Founded 2013

Insurance (attached)

RELEVANT EXPERIENCE



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Availability / Relative Experience

Whitcher and TW Design are both available to dedicate time to this project.

See capacity bellow and WIP

Simulated project schedule (attached)

With our integrated Design / Build delivery, our team has been working hand in hand for over 18 years.

Together we have constructed hundreds of successful projecting using this approach.

Listed below are some of our most recent projects. (Recent list dating back to 2017)

- Pointe Place Commercial and Apartment
Dover NH Contract value \$ 20,000,000 DB-CM
Owner Summit Land Development
- Formax Office Warehouse
Dover NH Contract value \$ 3,000,000 DB-GC
Owner Timothy Lindsay
- Bad Lab Beer Brewery Restaurant
Somersworth NH contract Value \$ 1,000,000 DB-CM
Owner BLBC
- Planet fitness HQ Office
Hampton NH Contract Value \$ 4,000,000 DB-CM
Owner PF Corp
- Salem Ford
Salem NH Contract value \$ 4,200,000 DB-CM
Owner Key Auto Group
- WRJ Chevy
White River VT value \$ 4,500,000 DB-CM
Owner Key Auto Group
- The Roost Restaurant
Dover NH value \$ 750,000 DB – CM
Owner Jeff Roemer
- HRCU Bank Branch
Dover NH value \$ 425,000 BD-CM
Holy Rosary Credit Union
- Kia Hampton

Hampton NH value 1,000,000 DB- CM
Owner Dan Obrien

- Residential Homes Various locations (approximately 10 per year)

Under construction (All DB – CM Contracts)

- Salem Hyundai Salem NH Contract value \$ 4,000,000
- VA medical center Somersworth Contract value \$ 2,000,000
- Rochester GMC Pending start date August
- Acura Pending start date August
- 100 Tri city rd Pending start date July
- Index Packaging Pending Spring 2020

Town Facilities

- Carroll Safety and Carroll own Hall (TW only)
- Strafford Fire Addition (Current)
- Strafford Town Hall
- Madbury Town Hall Safety complex
- Atkinson town Hall and safety Complex
- Hampton Police Dept.
- North Hampton Safety
- Candia Court
- Rochester Court

The combine effort of a cohesive design and construction team has given us the ability to deliver seamless projects from concept to completion in a cost effective timely manner. The years of joint effort allow us to resolve conflict that can be found in the typical relationships encountered in the construction industry. This makes us a sole source responsibility for all aspects of the project.

RESPONDENT'S TEAM



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Team / approach / Value engineering / Safety / Resolution / Bonding / Litigation / Capacity

Personnel Key and Qualifications

- **Attached**

- **Whitcher Builders Team organizational chart**
 - **Owner President** - Michael Whitcher
Michael has owned and operated Whitcher Builders for over 20 years overseeing day to day operations.

 - **TW-Design** - Whitcher Builders is partnered with TW Design a fully licensed Architect utilizing Revit and Auto Cad. Information can be processed in any of the above formats. We are capable of producing our own print copies and maintaining Drop box platform for integrated plan sets.
 - **Principal** - John M Tuttle | AIA
 - John graduated in 1996 from the University of New Hampshire's Thompson School of Applied Science with a degree in Architectural Technologies. John's experience began immediately after college as an entry level drafter for one of New Hampshire's largest design / build architectural firms in the greater Manchester area. In 2001 John started a successful integrated design department for Whitcher Builders. It has been this constant connection to construction that has helped set John apart from most other architects.
 - USGBC LEED AP certification in July of 2009
 - Licensed New Hampshire Architect 2012
 - Licensed Maine Architect 2015
 - Licensed Vermont Architect 2016
 - State Building Code Review Board, (2003-2009) (Vice Chair - 2015-on going)

 - **Job Captain** – Matthew Nihan
 - Matthew graduated from Wentworth Institute of Technology in 2009 with a Master's of Architecture. Matthew started his career at a very well recognized architecture firm in New Hampshire's capital region. Matthew began at TW Designs in July 2013, and has brought to the table a creative and eclectic design sense, an aptitude for the latest graphic design tools, and a strong professional bearing.

 - **Consulting design professionals**
 - Structural - JSN Engineering
 - Mechanical - Sea coast Engineers
 - Electrical - Sea Coast Engineering

 - **PM Project Manager-** (in office) we currently have 4 PMs in our office depending on the actual start date one will be assigned to this project.

Currently it would be Mathew Enman or Rob Scenario. Mathew has been with Whitcher Builders for over 15 years and Rob has been with us for 3 years both have work with John and his team many projects.

- Each PM is responsible for 2-3 projects depending on their size and complexity

The project will be assigned to one of our home office Project Managers. The Project Manager will be responsible for the initial estimate based on the information we receive from the Architect. Depending on the level of detail provided the PM will provide a detailed estimate that will be accurate within 5-10% of actual cost. Any clarifications that are not clear enough in the pre-design will be discussed and agreed to be appropriate.

- **Estimating** – Each PM is responsible for estimating individual project details. We do have internal support staff that assist PMs when needed in sourcing material “purchaser”
- **Accounting** – Whitcher Builders completes all accounting in house. Subcontract and material payments are made and accounted for using Construction accounting real time software by Sage System.
- **Scheduling**- Critical path mile stone schedules are completed using Microsoft Project and Primavera systems.
- **Site Supervisor**- Whitcher Builders currently employs approximately 7 site supervisors. Depending on the actual start date one of these would be assigned to this project.
 - Each Site super is assigned one project and they are on site every day responsible for the execution of the contract scope and subcontractor’s performance and quality.
- **Carpenters and laborers**- Whitcher Builders employs a full range of carpenters and laborers for project support. (approximately 35)
 - Our own forces are available when appropriate or to help augment other subcontractors who are not performing as well as anticipated. (Whitcher Builders is one of the only CMs still employing on payroll over 35 craftsmen)
- **Cost management, Schedule, QC and Safety**
 - **Project costing**- Whitcher Builders uses an extensive network of pricing tools at its disposal including historical data, current price data, and a large array of suppliers and subcontractors.

- Projects begin with sq.ft. pricing models with typical types of construction. They then move to material take offs, and subcontractor qualified bids for described scopes. This data is entered and tracked in Excel supported "project estimate" sheets continually building the detail of the project.

Each level of pricing is more accurate than the previous. This process follows the Architectural progress on the construction documents. The first stages can be expected to be within 10%, moving through the process the number becomes a final GMP.

- **Value engineering-**

- Value engineering begins at the sq.ft. pricing stage and continues based on the budget and the owner's direction or need to reduce the budget. Our experience is that there are always items that are available to discuss. The question will typically come down to aesthetics of a certain product or performance. Both can be measured in cost vs benefit to allow an informed decision to be made.

- **Project performance-** In the event of a project that has quality or performance issues Whitcher Builders policy is to make executive immediate changes from PM, Supervisor, suppliers or subcontractors. Our intent is to complete and satisfy the client through all adversities. Immediate actions are taken to rectify on site errors when identified.

- **Safety-** Whitcher Builders has a fully OSHA approved safety plan supported by a safety committee. On site we incorporate "Tool Box Talks" a Weekly periodical that is reviewed and acknowledged on site. Currently our workers comp safety record is at a modification rate of .76 (anything below 1.00 is considered excellent!)

	EMR	
○	2018	0.76
○	2017	0.78
○	2016	0.79

Conflict Resolution

- Pre-construction Issues (materials conflicts in scope or design) will be vetted during the pricing typically between the Owner, PM and the Architect. Construction issues will be identified in the sub contract weekly briefing held on site by the PM, supervisor and the various trades. Further addressed in the construction team weekly or bi weekly site

construction meetings. These are typically attended by the PM, Supervisor, Architect, and Owners (rep). Typically resolves are completed with SKs or written direction distributed via email and on site iPad. Subs are given information through a dedicated drop box so all information is current and available. These steps are important to maintain a critical path schedule with a weekly "look ahead" to avoid construction road blocks.

Bonding

- Whitcher is fully bondable and has never had a claim on it policy

Litigation

- We Have no outstanding litigation

Capacity

Whitcher has included our current WIP work in progress (attached)

This project would be appropriate in size and scope for our services. In general it would make a nice addition to our WIP. We require a certain amount of volume to allow us to operate in a capacity that we feel comfortable and this project is well within the comfort load we will be building.

Being that T|W Designs is our integrated in-house Architectural firm, our project schedule and capacities will run hand in hand, and will be managed from our corporate location in Strafford, NH.

Thank you for the opportunity to submit our qualifications for your project.

Sincerely,

Michael Whitcher

Michael Whitcher
President – Whitcher Builders

John M Tuttle

John M Tuttle | AIA
Principal – T|W Designs Ilc

WORKS IN PROGRESS



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Whitcher Builder WHIP schedule

Sep-19

Project	Contract	percent completed	Completed	Cost to complete
Kane fit up	\$ 850,000.00	1%	\$ 8,500.00	\$ 841,500.00
Salem Hundia	\$ 4,009,000.00	85%	\$ 3,407,650.00	\$ 601,350.00
VA medical	\$ 2,000,000.00	99%	\$ 1,980,000.00	\$ 20,000.00
100 tri city	\$ 3,300,000.00	0%	\$ -	\$ 3,300,000.00
GMC rochester	\$ 7,500,000.00	0%	\$ -	\$ 7,500,000.00
Accura port	\$ 3,150,000.00	5%	\$ 157,500.00	\$ 2,992,500.00
sport and spine	\$ 250,000.00	75%	\$ 187,500.00	\$ 62,500.00
Nissan Somersworth	\$ 150,000.00	5%	\$ 7,500.00	\$ 142,500.00
Residential			\$ -	\$ -
lot -31	\$ 350,000.00	70%	\$ 245,000.00	\$ 105,000.00
dupe	\$ 750,000.00	30%	\$ 225,000.00	\$ 525,000.00
linda	\$ 425,000.00	55%	\$ 233,750.00	\$ 191,250.00
ryan	\$ 125,000.00	95%	\$ 118,750.00	\$ 6,250.00
hebert	\$ 450,000.00	10%	\$ 45,000.00	\$ 405,000.00
Micl	\$ 200,000.00	50%	\$ 100,000.00	\$ 100,000.00
Total	\$ 23,509,000.00		\$ 6,716,150.00	\$ 16,792,850.00

INSURANCE



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Umbrella

Insurance Company: Patriot Insurance Company
Policy Term: 4/18/2019 to 4/18/2020
Coverage: Provides additional liability limits that are in excess of the limits provided on specified underlying liability policies.

Coverage Description	Limit
Limit Per Occurrence	\$3,000,000
General Aggregate	\$3,000,000
Self-Insured Retention	\$10,000

Your coverage follows the policies listed below unless otherwise noted

General Liability

Policy Number: TBD ; **Insurance Carrier:** Patriot Insurance Company
Policy Term: 4/18/2019-4/18/2020

Coverage Description	Limit
Each Occurrence	\$1,000,000
General Aggregate	\$2,000,000
Products-Completed Operations Aggregate	\$2,000,000

Auto Liability

Policy Number: TBD ; **Insurance Carrier:** Patriot Insurance Company
Policy Term: 4/18/2019 – 4/18/2020

Coverage Description	Limit
Combined Single Limit	\$1,000,000

Employers Liability

Policy Number: ECC60040009892019 ; **Insurance Carrier:** AIM Mutual
Policy Term: 1/1/2019 – 1/1/2020

Coverage Description	Limit
Bodily Injury by Disease – Each Employee	\$1,000,000
Bodily Injury by Disease – Policy Aggregate	\$1,000,000
Bodily Injury Each Accident	\$1,000,000

Key Endorsements, Limitations, Warranties and Exclusions include, but are not limited to, the following:

Coverage Description	Limit	Ded
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Blanket WOS and PNC

Excluded coverage or other coverages sought may be available: please discuss with USI
 Other exclusions and policy limitations may apply. Please refer to the actual policies for specific terms, conditions, limitations, exclusions and sublimits that will govern in the event of a loss.



Whitcher Builder WHIP schedule

Sep-19

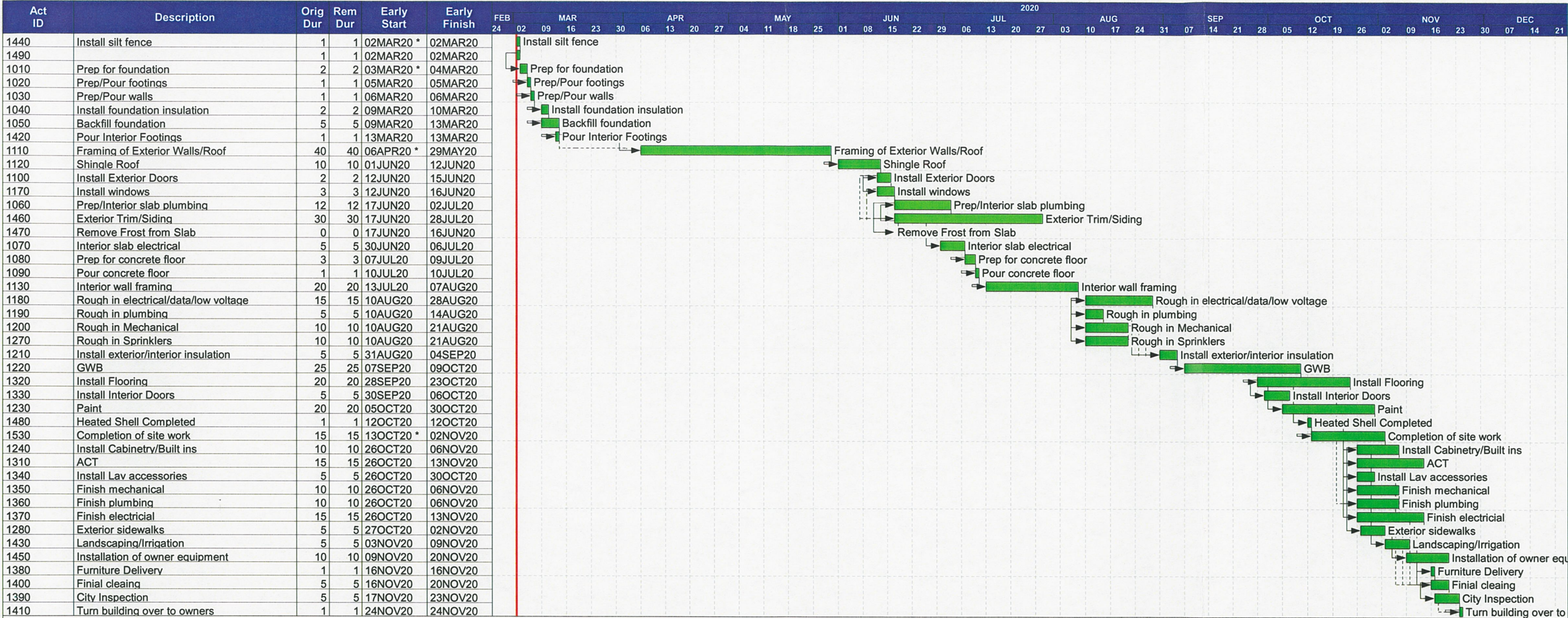
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100 tri city	\$ 3,300,000.00	0%	-	\$ 3,300,000.00 Pending start date nov
GMC rochester	\$ 7,500,000.00	0%	-	\$ 7,500,000.00 pending start date 202
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SCHEDULE



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Start date	02MAR20
Finish date	24NOV20
Data date	02MAR20
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Page number	1A
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David R. Whitcher Builders

Holy Rosary Credit Union
Barrington NH Branch

- Early bar
- Progress bar
- Critical bar
- Summary bar
- Start milestone point
- Finish milestone point

REFERENCES



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Active references

Contact information

- Peter Vose VA Medical center \$ 2,500,000
Phone number
- Brian Hughes Holy Rosary Credit Union \$450,000
Phone Number 332-6840
- Lynn Sweet Stafford Selectma Town Hall / Fire dept.
Cell 765-5325
- Chad Kageleiry Summit Land Development \$20,000,000 Apartment Complex
Phone Number 749-2800
- Anthony Dilorenzo Key Auto Group Various projects \$30,000,000 over the past 5 years
Email Anthony Dilorenzo adilorenzo@keyauto.com
- Tim Lindsay Formax \$2,200,000
Phone Number 749-5807

Peter C. Vose, CHFM | U.S. Department of Veterans Affairs
Engineering Manager/Construction | VA Medical Center - Manchester
718 Smyth Road | Manchester, NH 03104
Phone 603.624.4366 ext. 6926 | Email peter.vose@va.gov



To Who it may concern,

I was asked to write a letter or recommendation for Whitcher Builders for a recently completed Medical Clinic to support our Veterans in the Somersworth area. This project was executed as a design/build project in which Whitcher partnered with TW Designs.

The design of this project was started in November 2018 and the building was turned over to us September 9th, 2019. Whitcher Builders ability to turn the project over in 10 months from the start of conceptual design to final punch list was a major feat. During this 10 month duration there were several major changes to the project design due to Clinical requirements constantly changing. These changes did not effect the design submission dates or the construction schedule. This project was also being built during the dead of Winter in which the weather had minimal impact on the construction schedule.

Whitcher furnished us a construction schedule in November 2018 showing a proposed completion of early September 2019 in which the schedule was 100% accurate. In my 22 years of Engineering/Project Management I have never seen a project schedule with such as accuracy as the one generated for the Somersworth Medical Clinic project.

I would highly recommend having Whitcher for a General Contractor for any type of project, especially as a design/build project! The collaboration between Whitcher and TW Design is one of the reasons why this project was such a huge success. When you have a General Contractor and A/E firm on the same side as the customer, outstanding results are the outcome!

Please feel free to call or email if you would like to speak in person.



133 Brock Street
PO Box 2078
Rochester, NH 03866-2078
Tel: (603) 332-6840

September 12, 2019

To Whom It May Concern

RE: Letter of Recommendation for John Tuttle and TW Designs, LLC

Dear Sir or Madam,

Holy Rosary Credit Union (HRCU) hired TW Design as the architectural firm for our Pointe Place project in Dover, New Hampshire. John and his team worked closely with us throughout the design process and demonstrated extreme professionalism and responsiveness throughout this project. Their knowledge of building codes, familiarity of city processes, and team efforts working with our contractor, Whitcher Builders, allowed us to obtain our construction permits and complete our project on time.

HRCU will be considering architectural firms for our Barrington project that is anticipated to start in some time in 2020. I would welcome the opportunity to work with John and his team again, and I have no hesitation in recommending his firm for your project.

If you need further information, please call me at 332-6840.

Sincerely,

Brian F. Hughes
President & CEO



ESI Additional coverage up to \$250,000 provided by Express Share Insurance Corporation, a licensed insurance company.