



**The Site Management Group, Inc.**



- ❖ **Construction Managers**
- ❖ **General Contractors**
- ❖ **Consultants**
- ❖ **Value Engineering**

## **“REAL VALUES FOR OUR CLIENTS”**

The Site Management Group's main focus is to offer owner representative services for commercial and institutional construction projects. The commitment to our clients is evident in our goal to increase the profitability of a project without sacrificing design integrity or visual appeal, with special emphasis on value engineering and completing projects on schedule. In addition to our professional qualifications, we bring an exceptional level of commitment and passion to all of our projects and a proven successful record in delivering projects to clients on time and at or below budget. SMG has provided owner representation for construction projects throughout New England for the past sixteen years ranging in value from \$500,000.00 to \$20,000,000.00.

### **OBJECTIVES**

Our objective is to support our clients through the most difficult site and building projects. Our team is composed of an experienced compliment of Construction Managers, Civil Engineers, Landscape Architects, and Geotechnical Specialists, with practical field experience in heavy site construction, earthmoving, deep earth densification, retaining wall systems, infrastructure, rock removals, wetlands mitigation and finish paving. In addition to site work, our team has many years of Residential and Commercial Building experience.

SMG's services are valuable to Site Developers, Civil Engineers, Educators, Medical Groups and Commercial Lenders associated with large or small Residential Developments, Retail, and Commercial Projects, Educational Institutions and Medical Facilities throughout the Northeast. We have developed associations with various Construction and Engineering Consultants as may be required from time to time depending on the varied complexity of a particular project, thus, offering as much or as little service as our clients may require.

The *value* comes from

- Experience
- Reliability
- Quality of work

The *goal* is to provide

- Cost Savings
- Value Engineering
- Dependability
- Job Quality
- Adherence to time schedule
- Client Satisfaction

The *services* we offer

- Owner Representation
- Site Feasibility
- Budgetary Cost Estimates
- Value Engineering
- Permit Processing
- Contract Review and Negotiations
- Project Buyout
- Construction Management and Supervision



# OUTLINE OF SERVICES

## *Site Feasibility & Value Engineering*

- Develop preliminary Site Cost Budgets based on Schematic Plans and General Specifications.
- Preliminary design review of Utilities, Grading, Geotechnical Conditions, and associated Construction Costs.
- Interim plan and specification review as Design Engineers finalize working drawings with input for Value Engineering recommendations.
- Explore potential cost savings by introducing alternative Construction Methods, Materials, and Sequencing.
- Point out any discrepancies found that require attention to avoid Extras in a future construction contract.
- Recommendations for any additional information, which should be incorporated into a Bid Package.
- Project design coordination, design review, and Budget Analysis.
- Building Construction preliminary Design and Budget Analysis.
- Review and coordinate a Federal EPA plan.
- Coordinate the design and installation of Underground Services with Utility Companies.

## *Project Buyout & Contract Negotiations*

- Develop a complete Bid Package for Site Work, Utilities & Site Improvements.
- Develop a complete Bid Package for General Building Construction.

- Formulate construction Sequences & Schedule to maximize Site & Building Construction.
- Solicit and Review Bids from Qualified Contractors.
- Prepare a detailed Scope of Work for each aspect of the Project to be incorporated into the Construction Contracts.
- Aid in negotiating Consulting Contracts; Geotechnical, Surveying, Materials testing, and Landscape Design.
- Assist in developing Schedule of Values with negotiated low bid subcontractors.

## *Construction Administration*

- Coordinate construction with all Local Agencies, City Inspectors, and Utility Companies.
- Supply full time On-site Coordination/Quality Control Supervisor, acting in behalf of the Owner, to insure proper compliance to plans, specifications, and schedule demands.
- Conduct weekly project schedule meetings.
- Coordination of Professional Consulting Services & Inspections
- Process monthly Applications for Payments.
- Presentation of Payment Applications to Bank Inspectors.
- Coordination material submittals between Subcontractors, Townships, and Consultants.





## PORTFOLIO

The SMG team brings a wide array of building experience. SMG has performed work on numerous Retail Shopping Centers, Educational and Medical Facilities, Highway Reconstruction Projects, Luxury Condominium and Garden Apartment Developments, and Residential Single Family Homes. Below we provide a sampling of some recent successful projects completed by SMG. Our recent project experience includes multiple design-build and AIA contracted projects throughout New England.

We welcome the opportunity for you to contact our clients, referenced below to inquire about our performance.

### NINE WEST PLAZA WESTBOROUGH, MA



SMG was employed by the property owner to

renovate the existing 20,000 sf plus shopping center to make additional space for several national tenants, including Sleepy's, Chipotle Grill, and FedEx Kinko's. The project consisted of reworking the existing plaza's front façade including a new EFIS skin and new store fronts for five retail spaces. Interior renovations included demising partitions, new act ceilings, and ADA lavatories. MEP improvements included reworking the building fire protection system, new HVAC systems, and new fire alarm systems for the entire property, along with the reworking of the electric service for each tenant space. All tenants were delivered their units on time and on budget.

### OCTOBER HILL COMMERCIAL CENTER HOLLISTON, MA



This client was looking to construct a 60,000 square foot commercial/industrial complex on an in-fill site. The site had a host of permitting challenges including septic requirements, wetlands, steep grades, and poor soil conditions. The team successfully worked through the permitting issues without construction delay. The complex is currently under construction and slated for completion in the fall of 2008.



**PEDIATRIC ASSOCIATES  
MEDICAL CENTER  
W. BRIDGEWATER, MA**



construction. SMG and its design team successfully resolved the technical issues, kept the medical office open throughout construction, and delivered the completed new office building on time and within budget.

**MAGIC GARDEN  
CHILDREN'S CENTER  
LINCOLN, MA**



SMG was selected to review the feasibility of constructing a new medical office complex at the location of the client's existing office. The site posed several issues including poor soils for the

The construction and logistics of the Magic Garden Children's Center posed many challenges. The proposed privately run preschool was to be constructed within a school complex owned and operated by the Town of Lincoln. All work needed to be designed and constructed during the 8-week school summer vacation. SMG collaborated effectively with School Department officials and the Preschool's Trustees to complete the work and allow the children to enjoy their new facility without any delays. The project involved converting five middle school classrooms into two preschool classrooms, bathrooms, and administrative offices, an outdoor play area and reconstruction of the existing parking areas.



installation of the septic system, wetlands, and a protected aquifer. In addition, the client wished to remain in operation at the site during most of the





## LOVELANE SPECIAL NEEDS RIDING PROGRAM FACILITY LINCOLN, MA



Lovelane Special Needs Riding Program offers a therapeutic riding program to special needs and severely handicapped children. SMG led the Design/Build effort for construction of a year-round riding facility. Working closely with the Client, the SMG team successfully managed the



municipal approval process and completed the project within the specified opening date. Through value engineering and conscientious construction management cost saving techniques, the school was also able to purchase many additional features and

upgrades to the program which were not included in the original control estimate. The facility is a project we are very proud of and know the children and families will enjoy for many years to come.

## THAYER ACADEMY ATHLETIC FIELDS BRAINTREE, MA



SMG collaborated with Tetra Tech on a Design/Build effort to develop a program to create three soccer fields and a combination football/softball field, including fencing system to establish safety from the adjacent Amtrak Train Tracks. The project offered two major challenges;







the removal of a large quantity of ledge adjacent to an existing water storage fire protection tank, and the existence of a high pressure gas main within the 14-acre field complex. The team looked at various options in an effort to achieve the most cost-effective design for the Academy. Solutions included designing of subsurface drainage systems and adjusting earthwork elevations. Planning future expansion of a field house and additional parking was also included in the project.

SMG was hired as the General Contractor to complete a major site improvements contract to a prior multi use site with extremely poor soil conditions. SMG collaborated on a design/build effort and hired a Geopier Drilling Subcontractor to reinforce the earth under the 4 proposed building pads so that conventional foundation systems could be constructed. The site infrastructure system was specially designed and installed with special precautions with regard to soil management and offsite disposal of unsuitable materials. The finished project will be a tremendous improvement to the area and an asset to the community.

## **LOWE'S W. BRIDGEWATER, MA**



## **CHELSEA COMMONS CHELSEA, MA**



SMG was involved at inception working with the client and civil engineers to design the project to minimize earthwork costs, and build the project while relocating overhead electric and telephone services underground to an existing cellular/emergency services tower. A road widening, and new signalization of the entrance intersection was also part of the offsite mitigation work under the direction of The Site Management Group



## GRANITE CROSSING QUINCY, MA



The project involved the evaluation of a 28 acre retired rock quarry for the development of a 240,000 sf major retail shopping center to include a Walmart and a Roche Bros. Supermarket. Significant rock cuts, deep densification of soils and earth management were the driving forces behind building orientation. SMG was retained to complete cost analysis and formulate value engineering recommendations, prepare bid packages, review bids and conduct buyout of the General Contractor. SMG was assigned the responsibility of Construction Management for the project representing the owner's interest.

## CVS VARIOUS LOCATIONS



SMG provided construction management for the developer of several new CVS stores in South Yarmouth, MA, Waltham, MA, Sharon, MA, Quincy, MA, Brockton, MA, Enfield, CT and Auburn, ME.

## TARGET TOPSHAM, ME



SMG was enlisted as the construction manager for a 204,000 sf. retail development located at Topsham Fair Mall Road which included Target as the major anchor with the balance of the center comprised of retail and restaurant tenants. The site had a factor of difficulty in that a large amount of materials had to be moved and part of the site was underlain with a blue clay layer which created a water and compaction problem. SMG worked closely with the design engineer to multigate this issue





## **PREVIOUS PROJECTS & CLIENT LIST**

For the projects referenced below, The Site Management Group has achieved its desired goal, to increase our client's profitability without sacrificing design integrity or visual appeal.

### **50,000 SF Retail Chain Store Site Manchester, CT**

Trammell Crow, Waltham, MA

Scope of Services: Trammell Crow requested that SMG complete a budgetary estimate, review designs, and develop alternatives to solve problems inherent to a fifty foot elevated rock site. Project conditions included severe slopes, rock removal, rock anchoring, and retaining wall construction. It was SMG's goal and successful outcome to substantially reduce these costs.

### **Wal-Mart Quincy, MA**

Vanasse Hangen Brustlin, Inc. Watertown, MA

Scope of Services: SMG was contracted to perform preliminary site cost analysis, review drawings and specifications prior to bidding, and generate value engineering recommendations which reduced the project cost by approximately \$1,000,000.00.

### **I-495 Highway Reconstruction Franklin, MA**

Lorusso Corporation, Belcher, MA

Scope of Services: SMG was requested to provide estimating services, sequencing and construction strategy required to evaluate costs for the total reconstruction of concrete roadways and off ramps on a 10-mile segment of I-495, a major Massachusetts Highway.

### **The Village Plaza Westborough, MA**

Carnell Realty Trust LLC

The work at the Village plaza consisted of converting one large retail tenant area into three separate units. The scope of the project consisted of closing and reworking demising partitions. The individual tenant improvements for the new spaces included new flooring, interior partitions, and the installation of ADA lavatories, act ceilings and updating the building units MEP systems.

### **Brookside Village Norton, MA**

Atlantic Development, Hingham, MA

Scope of Services: The project consisted of a 250,000 SF Retail Development with multiple pad sites. SMG was commissioned to perform a complete cost analysis and generate value-engineering recommendations for both the onsite construction and offsite traffic mitigation improvements. Through our recommendation on design modifications, a potential savings of \$700,000.00 could be realized on the site development portion of this project.

### **Wal-Mart North Attleboro, MA**

Sumner Schein Architects & Engineers

Scope of Services: SMG was contracted to complete a site cost analysis for a Wal-Mart Development, an extensive offsite highway reconstruction, and a sewer pump station / force main system. SMG performed a thorough review of the contract documents and generated Value Engineering recommendations, which could reduce the site development costs by \$600,000.00 to \$800,000.00.



**Wal-Mart**  
Westborough/Northborough, MA

Sumner Schein Architects and Engineers, Boston, MA

Scope of Services: SMG was commissioned to review erosion control measures, estimate earthwork quantities, and develop a phasing/earth removal program for the site which contained a large quantity of surplus silty glacial till.

**Woodsburgh Condominiums**  
Rockland, MA

Garo Development, Needham, MA

Scope of Services: **Site Preparation:** The Developer retained SMG to review preliminary designs, complete site construction estimates and value engineering, and cost saving changes for a 49-unit condominium development. The SMG scope commitment was extended to include development of bid scope, bidder review buyout and supervision of the site construction. **Building Construction:** SMG was responsible for Architectural Reviews, Subcontractor Buyouts, coordination of Municipal Inspections and controls, and Construction Management of 9 buildings, containing 49 units, from foundation construction through finish punch list and turnover to Realty Development Group.

**Wal-Mart**  
North Adams, MA

Sumner Schein Architects & Engineers, Boston, MA

Scope of Services: The project involved the construction of a new 75,000 sf Wal-Mart. SMG was commissioned to perform a complete site cost analysis and generate cost saving alternatives for a site with unusually unstable soils. Site development costs initially were set at \$1.5 million. Through one of SMG's earth management concepts, construction costs were reduced an estimated \$250,000.00.

**Woodview Apartments**  
Willistown, PA

Togar Property Company, Plymouth Meeting, PA

Scope of Services: SMG's work included comprehensive review of all Site Development issues including Engineered Site Plans, Budget Estimates, Value Engineering, Development of Bid Scope, and Negotiations with prospective contractors. The proposed 30-acre site consisting of natural 2:1 slopes was to be improved with 264 garden apartment units. During SMG's review, design changes were initiated which saved the Developer an estimated \$300,000.00. SMG maintained full time on site supervision to monitor Construction Progress, review Payment Applications, and aid in the coordination of Site Development Trades, Town Inspection, and Quality Control.





**Quincy Ave. Transportation Project**  
Quincy, MA  
Atlantic Development, Hingham, MA

**Granite Crossing**  
Assisted Living Facility Parcel "C"  
Quincy, MA  
Atlantic Development, Hingham, MA

**Turnberry Estates**  
125 Single Family Home Subdivisions  
Shrewsbury, MA  
Turnberry Limited Partnership

**In Shape Fitness Center**  
Branford, CT  
J.W. Katzen

**Cloverleaf Center Mall**  
Natick, MA  
Elson Cloverleaf/Forest Properties

**MacFarlane Farm, 40 Lot Subdivision Road**  
Construction  
Kingston, MA  
Kingston Lots Realty Trust

**Target – Site Preparation**  
Milford, MA  
Eastern Development

**Home Depot**  
Plymouth, MA  
Daylor Associates

**Marlborough Office Complex**  
Marlborough, MA  
Conroy Development

**Lincoln Park/Luxury Apartment Complex**  
Lawrence, MA  
Lincoln Property Co.

**The Lincoln at Braintree/Luxury Apartments**  
Braintree, MA  
Lincoln Property Co.

**Sewer Extension Project/Rte 104**  
Bridgewater, MA  
Claremont Companies

**Lincoln Shelton/Luxury Apartments**  
Shelton, CT  
Lincoln Property Company

**Liberty Farms/48 Lot Subdivision**  
Braintree, MA  
F.X. Messina Enterprises

**The Park at Weymouth/Luxury Condominiums**  
Weymouth, MA  
Garo-RB Weymouth LLC

**Liberty Ridge/16 Unit Condo Development**  
Braintree, MA  
F.X. Messina Enterprises

**Liberty Woods/26 Unit Condo Development**  
Braintree, MA  
F.X. Messina Enterprises

**Middletown Square Retail Development**  
Middletown, RI  
Eastern Development

**Horizon Commons/Retail Shopping Center**  
Rocky Hill, CT  
F.X. Messina Enterprises

**Gardner Bank/Retail Site**  
Bath, ME  
Eastern Development

**Target Site**  
Nashua, NH  
Eastern Development

**RK Town Center (Petco, Dollar Tree, 5000 SF  
Retail Building)**  
Hudson, MA  
RK Associates



## ***OUR FOUNDERS***

Our team has significant experience in the construction of facilities for institutional and commercial projects. A brief biography for each team member is provided.

### **PETER KOSKA, PRESIDENT PROJECT DIRECTOR**

- ◆ BS, Landscape Architecture & Environmental Design
- ◆ Licensed Builder with the City of Boston and the Commonwealth of Massachusetts
- ◆ Presidential Award Recipient for the construction of the Pavilion and Shipyard Park in the Charlestown Navy Yard

Peter has 30 years of experience in site development, ledge removal, pile foundations, concrete structures, road construction, estimating, and project management. His involvement with multi-million dollar site construction projects gives him the unique ability to analyze developments from both an engineer and contractor's point of view.

He has completed many major remodeling projects within the Boston area. He was in charge of construction of the main service building in the Chelsea Navy Yard Park and the completion of the Pavilion and Shipyard Park, in the Charlestown Navy Yard. He managed the renovation and new construction of numerous parks, baseball fields, tracks, and tennis and basketball courts all within the City of Boston for the Parks Department, Public Facilities Departments, and the Boston Redevelopment Authority.

Peter has served as Construction Manager of various commercial construction projects for clients such as CVS, Target, Lowes, Petco, various Shopping Center Developers, Residential Condominium and Luxury Apartment Developers throughout New England.

Mr. Koska has completed various renovation and new construction projects including Construction of a state of the art multi-use soccer-football-lacrosse softball field turf project for Thayer Academy, the Magic Garden Learning Center, Lincoln, MA, The Park Condos, Weymouth, MA, Pediatrics Medical Office Building, Brockton, MA, Men's Warehouse Addition to the Cloverleaf Mall, Natick, MA.







## RANDY BERN PROJECT DIRECTOR

- ◆ BS, Civil Engineering
- ◆ Licensed Construction Supervisor

Mr. Bern received his Bachelor of Science degree in Civil Engineering from the University of Vermont. He holds a Commonwealth of Massachusetts Construction Supervisors License and Drain Layers Licenses in many surrounding cities and towns.

Mr. Bern is Project Director for The Site Management Group with responsibilities including client development, estimating and bid proposals, contract negotiations, and construction management. With his many years of valuable construction experience, his expertise is in value engineering of heavy site development projects from bid evaluations to project closeout.

Previously, Mr. Bern has held positions including President and Chief Executive Officer of a commercial construction company specializing in heavy equipment earthwork, road development, concrete foundations, and utilities. In addition, he has managed all aspects of a precast company specializing in precast concrete products.

Through his more than 25 years of involvement in the construction industry and many years of field experience and estimating, Mr. Bern has developed a quick and precise ability to analyze the toughest site problems.

