

# Ajax



## CAPITAL RENEWAL RENOVATIONS & MODIFICATIONS

PRE-CONSTRUCTION & CONSTRUCTION PHASE

(CM AT-RISK) SERVICES  
SOLICITATION # 20-016

INNOVATIVE  
**CONSTRUCTION**  
SERVICES  
SINCE 1958

**ORIGINAL**





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Lexington Office  
108 Jamestowne Court, Suite F  
Lexington, SC 29072  
803.626.1650  
[www.ajaxbuilding.com](http://www.ajaxbuilding.com)

January 10, 2020

SC - G122422  
FL - CGC#042112  
GA - GCCO 006464  
GA - GCCQA 006462  
TN - 74075  
AL - 54552  
NC - 71290

Beaufort County School District  
Procurement Office  
2900 Mink Point Blvd  
Beaufort, SC 29902

RE: Pre-Construction / Construction Phase (CM at-Risk) Services for  
Capital Renewal Renovations and Modifications Projects



Members of the Selection Committee:

Ajax is pleased to present our qualifications and proposal for the Pre-Construction / Construction Phase (CM at-Risk) Services for Capital Renewal Renovations and Modifications Projects. We look forward to sharing the experience we have gained **working with 24 School Districts** on more than **200 K-12 projects** totaling nearly **\$1.5 billion**. We believe our project team, **expertise in K-12 construction**, and public sector CM at-Risk experience makes Ajax an ideal partner for this project.

As an **employee owned, third generation family operated company**, Ajax has grown to become one of the Southeast's premier CM at-Risk contractors. With **11 offices** and **200+ employees, including offices in Greenville and Lexington**, Ajax's focus of providing CM at-Risk services to public entities has us consistently ranked as a **top Education Contractor and Construction Manager by ENR Southeast (U.S.) Magazine**. As a result, the District can expect to receive **true "open book" CM at-Risk services**, from an expert in the public K-12 sector.

Ajax's resume of 200+ K-12 projects includes **new and replacement schools and as many school renovations, expansions and additions**. As a result, Ajax and our teams understand **efficient design and construction concepts and methods**, ensuring each of your objectives are met. Our teams utilize technology such as **Building Information Modeling (BIM)**, MC2 and Procore to help owners maintain costs, manage project schedules and control quality. Ajax's five relevant projects, plus all of our projects for the past three years demonstrate our experience which extends to all elements of the proposed projects. Our team will be responsible for establishing project objectives, procedures, and performance standards to meet or exceed your project goals and expectations.

In closing, I believe that the strength of the Ajax team and our K-12 school CM at-Risk expertise makes Ajax an ideal firm to serve as the construction partner for your Capital Renewal Renovations and Modifications Projects. Should you have any questions, please contact me at 850-251-0837 or [jay@ajaxbuilding.com](mailto:jay@ajaxbuilding.com).

Sincerely,  
**Ajax Building Company, LLC**

J.B. Smith II  
Vice President

# 4.0.1.1 COVER PAGE & PAGE TWO



## Beaufort County School District

Solicitation Number: 20-016  
Date Printed: December 11, 2019  
Date Issued: December 12, 2019  
Procurement Officer: Kaylee Yinger  
Phone: 843-322-2349  
Email: [Kaylee.Yinger@beaufort.k12.sc.us](mailto:Kaylee.Yinger@beaufort.k12.sc.us)

## Request for Proposals

DESCRIPTION: **Pre-Construction / Construction Phase (CM at-Risk) Services for Capital Renewal Renovations and Modifications Projects**

SUBMIT OFFER BY (Opening Date & Time): **January 10, 2020; 2:00 PM EST**

QUESTIONS MUST BE RECEIVED BY: January 3, 2020

NUMBER OF COPIES TO BE SUBMITTED: **Six (6) Original Signed Copies and One CD (all documents as a single PDF file)**

**Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior.**

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

### MAILING ADDRESS:

Beaufort County School District  
Procurement Office  
P.O. Drawer 309  
Beaufort, SC 29901-0309

### PHYSICAL ADDRESS:

Beaufort County School District  
Procurement Office  
2900 Mink Point Blvd  
Beaufort, SC 29902

CONFERENCE TYPE:

LOCATION:

DATE & TIME:

### AWARDS & AMENDMENTS:

Award will be posted at the Physical Address stated above on or after **January 10, 2020**. The award, this solicitation, and any amendments will be posted at the following web address: <http://beaufortschools.net>. You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, you agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

NAME OF OFFEROR: (Full legal name of business submitting the offer)

ENTITY TYPE:

Ajax Building Company, LLC

LLC

AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above)

John B. Smith, II

Vice President

PRINTED NAME

TITLE

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. An offer may be submitted by only one legal entity. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.



**PAGE TWO**  
**(Return Page Two with Your Offer)**

<b>HOME OFFICE ADDRESS</b> (Address for Offeror's home office/ Principal place of business):  Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343	<b>NOTICE ADDRESS</b> (Address to which all procurement and contract related notices should be sent):  Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343
<b>PHONE NUMBER:</b> (850) 224-9571	
<b>EMAIL ADDRESS:</b> jay@ajaxbuilding.com	

<b>PAYMENT ADDRESS</b> (Address to which payments will be sent):  Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343  <input checked="" type="checkbox"/> Payment Address Same as Home Office Address <input type="checkbox"/> Payment Address Same as Home Notice Address (check one only)	<b>ORDER ADDRESS</b> (Address to which all purchase orders will be sent):  Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343  <input checked="" type="checkbox"/> Payment Address Same as Home Office Address <input type="checkbox"/> Payment Address Same as Notice Address (check one only)
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<b>ACKNOWLEDGEMENT OF AMENDMENTS:</b>	<u>Amendment Number</u>  1	<u>Amendment Issue Date</u>  12/17/19
Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.		

<b>MINORITY PARTICIPATION-</b> Are you a Minority Business Enterprise: Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> If yes, please include a copy of your certification.
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RFP #20-016  
Pre-Construction / Construction Phase (CM at-Risk) Services for  
Capital Renewal Renovations and Modifications Projects

2

# 4.0.1.2 FIRM INFORMATION

FIRM NAME:	Ajax Building Company, LLC
FIRM ADDRESS:	108 Jamestowne Court, Suite F Lexington, SC 29072
PRIMARY CONTACT:	Derek Gamble, Vice President of Operations
TELEPHONE NUMBER:	803.626.1650
FAX NUMBER:	770.952.7459
E-MAIL ADDRESS:	derek.gamble@ajaxbuilding.com
COMPANY WEBSITE:	www.ajaxbuilding.com
ANTICIPATED COMPANY CHANGES:	None
OWNERSHIP:	LLC



## HISTORY OF COMPANY

Ajax was born in 1958 on a simple handshake when the late J.B. "Block" Smith agreed to construct a small building for his friend in South Tallahassee. Today, the third generation and namesake of Block, Jay Smith, leads Ajax with the same core values he learned from his grandfather.

While Ajax has grown over the years, the integrity of that first handshake from Block resonates in each of Ajax's projects. Whether it is a new building or renovations, our owners can expect the same unwavering commitment to ensure their goals are met with an honest and open book approach.

Ninety-five percent of Ajax's experience is providing construction management at risk services to public sector clients. As a result, we understand the need to stay in budget and complete projects on time.

Our job is to work hand-in-hand with our owners to understand their goals and objectives, then to develop a plan, work as a team and deliver each one.

## LOCATION OF OFFICES

Ajax brings 62 years of construction management at risk, design/build, and general contracting expertise to each of our projects. Our Headquarters is located in Midway, (Tallahassee) Florida, with additional offices throughout Florida in Tampa, Jacksonville, Gainesville, Sarasota, Lake Mary, and DeFuniak Springs, as well as offices in Atlanta, and Augusta, Georgia; Lexington and Greenville, South Carolina.

## LOCATION OF OFFICE(S) INVOLVED

108 Jamestowne Court, Suite F  
Lexington, SC 29072



## KEY MANAGEMENT



**WILLIAM P. BYRNE**  
president

Bill oversees the business operations for Ajax and also serves as Project Executive for many of our projects.

He has been with the Company for the past 26 years and has more than 31 years of experience in the construction management at risk, design/build and general contracting fields. His project portfolio exceeds \$1 billion.

A graduate of the University of Florida's Rinker School of Building Construction, Bill holds a General Contractors License in Florida, Georgia, South Carolina and North Carolina. He has served as President of the North Florida Association of Builders and Contractors.



**JAY B. SMITH**  
vice president

Jay is responsible for the overall management, safety and leadership of the Ajax team consisting of more than 200 men and women. He also serves as the project executive on many projects and leads the team on business development throughout the Southeast.

As the grandson of Ajax founder "Block" Smith, Jay literally grew up in the business. He started as a laborer working in the field then interned while earning his Bachelors degree in Business Administration from the University of Florida. Upon graduation, he served as project engineer, then Director of Business Development before being named Vice President.

While he has been involved with more than 200 construction projects, Jay is most proud that the Ajax team has maintained a unique family-like atmosphere.



**BRIAN DESOTELL**  
chief financial officer

Brian Desotell has over 20 years of professional experience, including 15 years of management experience in operations and finance. In 2016, Brian joined the business as Ajax's Chief Financial Officer. His responsibilities include planning, supervising, and monitoring the entire Ajax fiscal operation. Brian is a graduate of Florida State University with a Master's in Business Administration, and also holds a Certified Public Accountant license in Florida.

Brian directs business plans, budgeting, policymaking, revenue generation, and personnel policies. He establishes, reviews and updates all internal accounting procedures, advises the Board of Directors on corporate growth and investment portfolio, monitors and plans for all bonding limits and activities, establishes accounting procedures for each jobsite, and reviews and disseminates new accounting pronouncements and ensures communication with clients and staff. Brian also manages all corporate administrative functions, including systems analysis and purchases, budget analysis for various departments, and equipment purchases.



## **DEREK GAMBLE**

vice president of operations

Derek has established himself as a leader and sees his strengths in design review, estimating, value engineering, cost analysis, schedule maintenance, quality control, negotiation, submittals, pay requests and change orders.

He oversees for all project operation and activities, including estimating and project management. Derek also is responsible complete project management from pre-bid through punch-list completion.

Derek is a graduate of Auburn University with a degree in Building Construction Technology and has been with Ajax since 1994.



## **JOE TUCKER**

director of field operations

Joe Tucker began his career in construction during junior high school assisting his father, a general contractor. Upon completion of high school, he worked as a journeyman carpenter and has since accumulated over 51 years of construction experience including over 34 years with Ajax. Joe's experience ranges from renovations to new construction of facilities for various state, county and private organizations.

As the Director of Field Operations, Joe is responsible for continued supervision of the project, including schedule, subcontractor supervision, procurement activities, quality, and safety. He oversees the Project Superintendent and ensures that the project schedule and quality objectives are being maintained.



## **MARC REEVES**

director of risk management

As Director of Risk Management, for the past 14 years, for Ajax Building Corporation Marc Reeves is responsible for ensuring a safe and healthy work environment for more than 170 full time employees throughout the southeast.

Marc works with project teams prior to mobilization to identify possible jobsite hazards and eliminate and/or reduce exposure to those hazards. He conducts frequent jobsite safety inspections to ensure compliance with OSHA standards and Ajax safety policies. He is responsible for writing, updating and implementing safety policies and procedures to ensure compliance with all state and federal regulations.

Marc also develops, conducts, and tracks safety training classes for all employees, which includes but is not limited to, Scaffolding, Fall Protection, Trenching, Electrical, New Employee Orientation, and OSHA standards. He has attended courses at the OSHA Training Institute and is an authorized OSHA Construction Outreach Trainer.





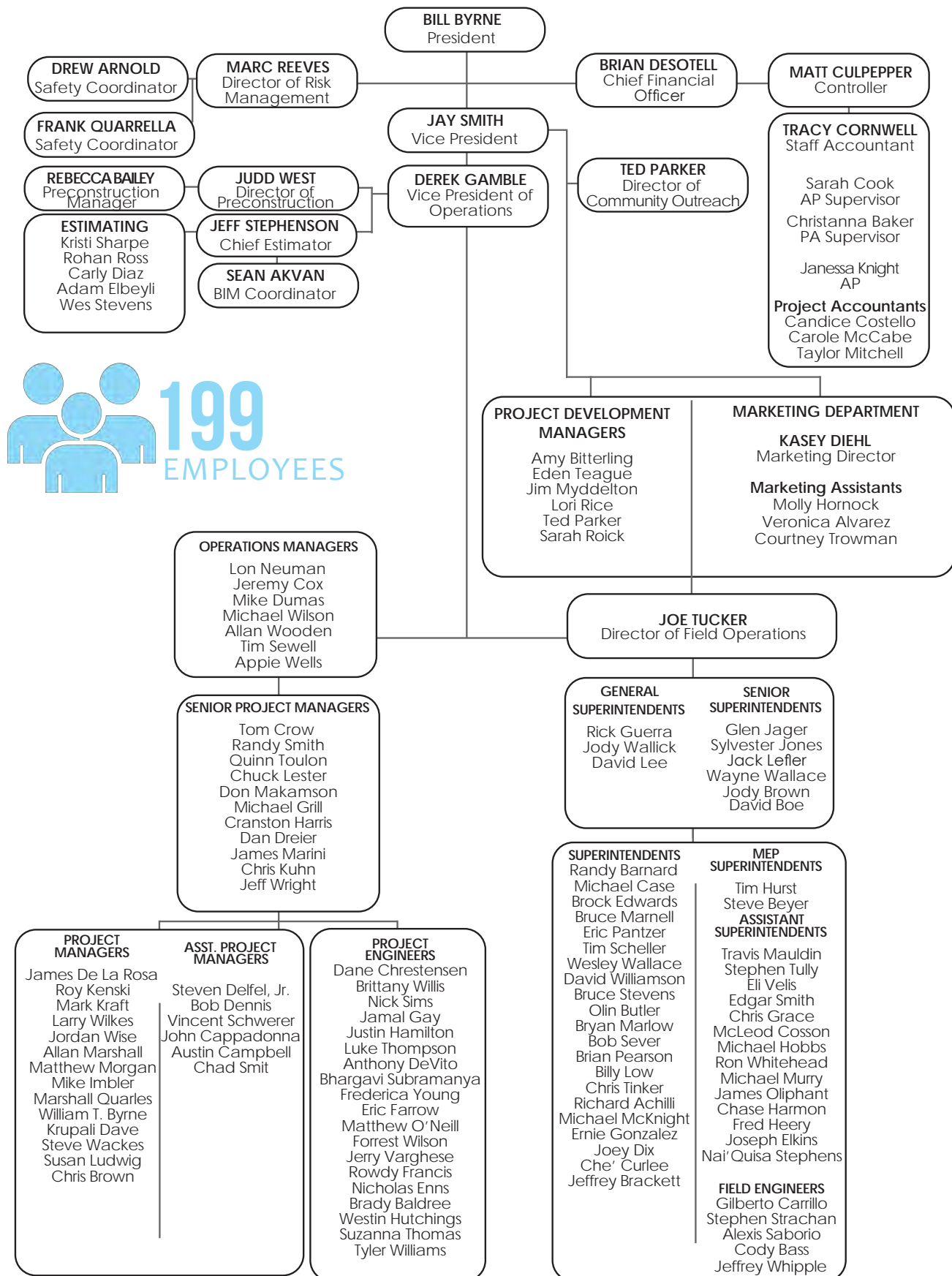
**JEFF STEPHENSON**  
chief estimator

As the Chief Estimator, Jeff supervises 5 other estimators within the estimating department and he will be responsible for all estimates throughout the project, including the schematic, design development, and working drawing estimates. In addition, Jeff will play a key role for the project, by providing estimates on systems and materials options, so informed budgetary decisions can be made quickly regarding which alternative is best for the project. Jeff will also be responsible for developing the Guaranteed Maximum Price (GMP).

Jeff has over 37 years experience and has been with Ajax since 2006.



## COMPANY ORGANIZATIONAL CHART







## VENDOR REFERENCES

Below are subcontractors Ajax has recently worked with on public sector projects in Charleston, as well as Savannah and Augusta. While our goal will be to maximize local subcontractor participation for your project, our experience and relationships with subcontractors near Beaufort, will help ensure the school has a qualified pool of competitive bidders.

### **DECO, LLC**

1069 Lincoln Avenue  
North Charleston, SC 29405  
Justin Sams, PM  
Jsams@deco.us.com  
843.554.8408  
Demolition

### **Beech Contractors, LLC**

826 Symmes Drive  
Charleston, SC 29407  
Josh Beech, President  
Joshuabeech@hotmail.com  
843.520.6881  
Concrete

### **SteelFab, Inc of SC**

5955 Core Ave, Suite 500-A  
North Charleston, SC 29406  
Brett Sheets, PM  
Bsheets@steelfab-inc.com  
843.207.2128  
Structural & Misc. Steel

### **Precision Walls, Inc**

7317 Peppermill Parkway  
North Charleston, SC 29418  
Ryan Shields, PM  
Rshields@precisionwalls.com  
843.793.6020  
Drywall & ACT

### **VSC Fire & Security, Inc.**

7271-A Investment Drive  
North Charleston, SC 29418  
Eddie Carter, PM  
Etcarter@vscfire.com  
843.416.1300  
Fire Protection

### **Jennings-Dill**

33 Grand Ave  
Greenville, SC 29607  
Phillip Dobbins, PM  
Pdobbins@jennings-dill.com  
864.444.8005  
HVAC & Plumbing

### **CarolinaPower, Inc**

125 Merovan Dr, Suite 4  
North Augusta, SC 29860  
Chris Moore, VP  
Chris.moore@metropower.com  
864.901.5111  
Electrical

### **Tindall Corporation**

2273 Hayne St  
Spartanburg, SC 29301  
Rob Smith, VP  
Robsmith@tindallcorp.com  
864.384.0617  
Precast Concrete



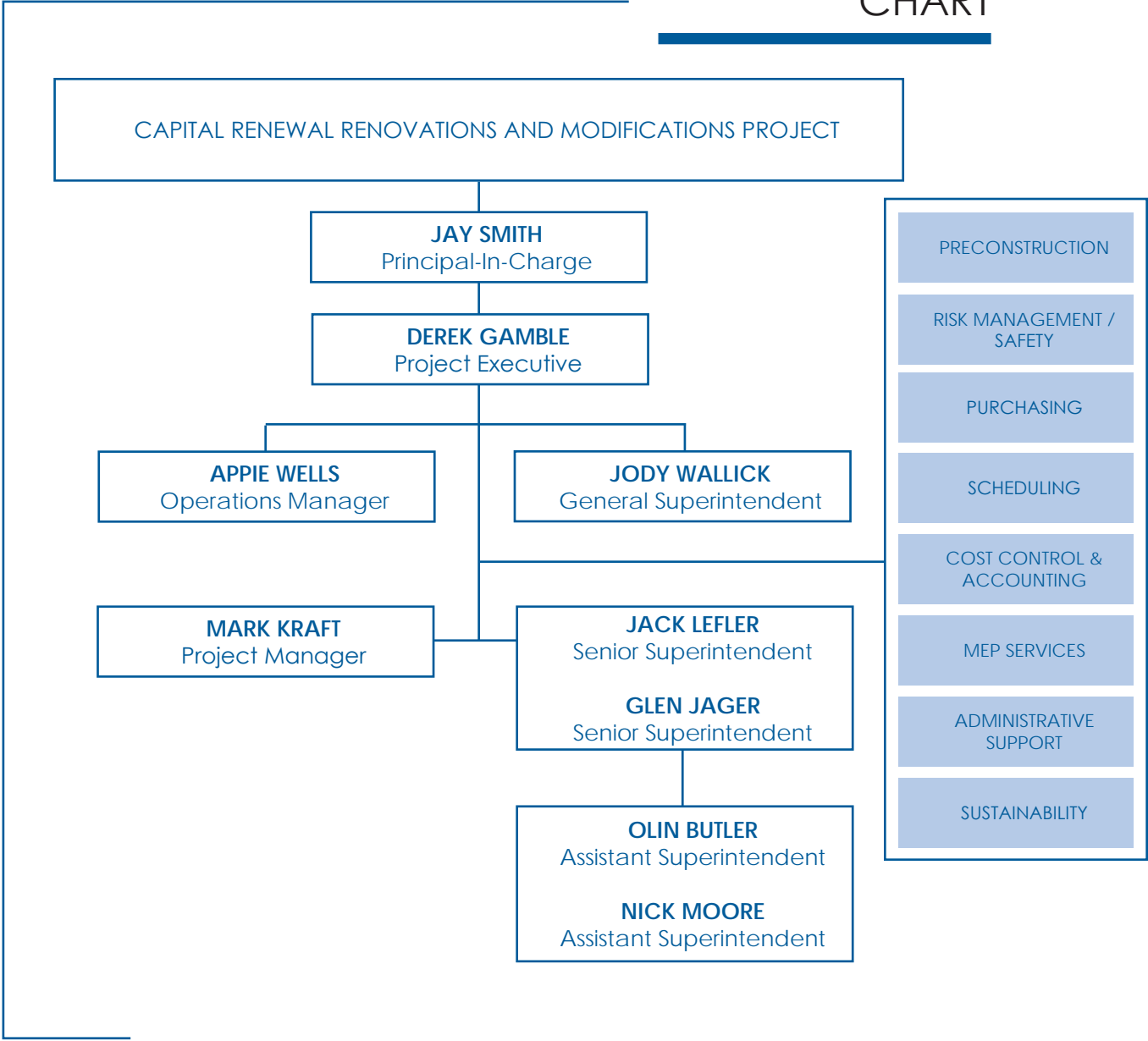
# 4.0.1.3 PROJECT TEAM

Ajax brings 62 years of construction management at risk, design/build, and general contracting expertise to each of our projects.

Ajax hires experienced, talented individuals because we realize that employees make a firm, not vice-versa. Once a part of the Ajax team, we actively seek input and ideas from each member of our staff. This approach provides an open line of communication while building the solid employee base needed to deliver one successful project after another. *The end result: Ajax exceeds the needs of the Owner!*



## PROJECT TEAM ORGANIZATIONAL CHART



## DESCRIBE HOW THE CONSTRUCTION TEAM WOULD BE ORGANIZED THROUGHOUT THE LIFE OF THE PROJECT.

Derek Gamble and each proposed team member will be involved with the pre-construction phase, as well as be a part of the construction team for this project. However, Judd West will lead the pre-construction efforts of our team utilizing the expertise of each team member when needed. While our Chief Estimator will provide cost information and verify budgets, our Project Manager and Senior Superintendent will provide constructability reviews and develop a schedule to ensure the project is completed on time and in your budget. Our Director of Risk Management will develop a safety plan that will provide a safe environment for the students, faculty, visitors and construction crews. Jay Smith will ensure that all of Ajax's resources are being utilized to keep the moving forward with efficiency, as well as be available during any public meetings if needed.

## IDENTIFY CURRENT TEAM MEMBER OBLIGATIONS, PROJECT ASSIGNMENTS, AND THE APPROXIMATE PERCENTAGE OF TIME EACH TEAM MEMBER WILL SPEND ON THIS PROJECT DURING THE DIFFERENT STAGES OF THE PROJECT

PROPOSED KEY PERSONNEL	% TIME DEVOTED	
	PRECONSTRUCTION	CONSTRUCTION
JAY SMITH, <i>Principal-in-Charge</i>	2%	2%
DEREK GAMBLE, <i>Project Executive</i>	5%	5%
APPIE WELLS, <i>Operations Manager</i>	10%	10%
TED PARKER, <i>Dir. of Comm. Outreach &amp; Vendor Diversity</i>	5%	5%
MARK KRAFT, <i>Project Manager</i>	10%	100%
ALLAN MARSHALL, <i>Assistant Project Manager</i>	5%	100%
JODY WALLICK, <i>General Superintendent</i>	5%	10%
JACK LEFLER, <i>Senior Superintendent</i>	5%	100%
GLEN JAGER, <i>Senior Superintendent *</i>	0%	100%
NICK MOORE, <i>Assistant Superintendent *</i>	0%	100%
OLIN BUTLER, <i>Assistant Superintendent</i>	5%	100%
JUDD WEST, <i>BIM Manager</i>	10%	0%
JEFF STEPHENSON, <i>Chief Estimator</i>	20%	0%
MARC REEVES, <i>Director of Risk Management</i>	10%	10%

\* If awarded will require multiple superintendents

## SINGLE POINT OF CONTACT



**APPIE WELLS** | Operations Manager



As the Operations Manager, Appie will be the primary liaison for the Capital Renewal Renovations and Modifications Projects in Beaufort County. Appie will be very involved from the pre-construction phase, through construction and occupancy. Appie's ability to delegate responsibility to his project team provide clear policies and procedures, develop clear lines of communication, and Grow Subcontractor and Vendor relationships within the Region, will ensure the highest quality of construction is achieved while maximizing the dollars available for the project.

### PROJECT TEAM CURRENT WORKLOAD

Our proposed Capital Renewal Renovations and Modifications Projects project team will be available to start the project when currently projected.

### TEAM'S EXPERIENCE AS PART OF A SIMILAR PROJECT TEAM

Ninety-Five percent of Ajax's projects are providing construction management at risk services to public entities. In addition, a majority of those projects are in the education sector. As a result, our entire company of 171 employees in 11 offices throughout 3 states, are working everyday on projects just like the Capital Renewal Renovations and Modifications projects. From this expertise and focus, we are continually developing ways to provide the best construction management at risk services to our clients.

The team proposed for the Capital Renewal Renovations and Modifications projects brings vast experience in renovation projects, particularly working on occupied campuses. They understand, first and foremost, that the safety of the students, staff and visitors is their number one priority when working in an occupied and operational school by separating all construction activities from the students' activities. Communicating with the school on a daily basis will ensure construction activities do not interfere with their class work.

Communication is the key to any successful project and starts with the entire project team (Owner, Architect, Contractor) defining the project goals before the design even begins. By establishing these goals together, we will develop a plan to achieve those. Regular and open communication will ensure budget, schedule, quality and safety are being achieved. Our team's experience working together will be a great benefit to the District.

*"It is my pleasure to recommend Ajax for any school construction endeavor. They are dedicated to service and to their profession, getting the construction job, no matter how big or small, finished, with as little disruption to the faculty, staff and students as is possible."*

*Jaime L. Dusinberre  
Assistant Principal  
Lee High School, Duval County Public Schools*







# JAY SMITH

PRINCIPAL-IN-CHARGE

**EDUCATION**  
B.S. BUSINESS ADMINISTRATION  
UNIVERSITY OF FLORIDA

**YEARS OF EXPERIENCE**  
30 YEARS

As the Vice President of Ajax, Jay serves as the Principal-in-charge for many of our projects. He is also the namesake of his grandfather and Ajax's founder, "Block" Smith. Jay grew up in the construction industry and has worked with Ajax his entire career. Jay will be an active participant throughout the entire process and will be particularly active during the preconstruction phase. Jay will also be available for Owner meetings and can be reached 24 hours a day.



## RELATED PROJECT EXPERIENCE

## COST

## SIZE

Duval County Public Schools Continuing Contracts	<\$2,000,000	Various SF
Pasco County Public Schools Continuing Contracts	<\$2,000,000	Various SF
Augusta University Task Order	<\$2,500,000	Various SF
College of Charleston Rutledge Rivers Dormitory Renovations	\$9,442,021	28,000 SF
Charlotte County Public Schools Continuing Contracts	<\$2,000,000	Various SF
Savannah-Chatham County Schools May Howard Elementary	\$22,244,229	106,000 SF
College of Charleston Sottile Theatre Stage Renovation	\$3,891,968	6,100 SF
Duval Schools Anderson School of Arts Bldg Addition	\$13,500,000	50,000 SF
Duval County Lee High School	 \$29,500,000	145,000 SF
Pinellas County Schools Largo High School Replacement	\$55,800,853	257,715 SF
School of Arts and Sciences New Classroom Building	\$2,838,580	12,000 SF
Pinellas County Boca Ciega High School	 \$66,819,573	366,365 SF
Charlotte County Punta Gorda Middle School	 \$34,000,000	172,000 SF



# DEREK GAMBLE

## VICE PRESIDENT OF OPERATIONS







**EDUCATION**  
B.S. BUILDING CONSTRUCTION  
AUBURN UNIVERSITY

**YEARS OF EXPERIENCE**  
30 YEARS

**CERTIFICATIONS**  
CERTIFIED GENERAL CONTRACTOR  
OSHA CERTIFIED  
CPR & FIRST AID TRAINED  
LEED ACCREDITED PROFESSIONAL BD+C

As Vice President of Operations, Derek oversees all of Ajax's construction projects. He is responsible for ensuring all of Ajax's resources are available to assist each of our project teams across the southeast. By continually monitoring construction activities throughout the state, Derek's insight of labor and material trends will help the team properly manage the subcontractor and procurement processes. In addition to Derek's managerial role, he is directly involved with each project from the pre-construction phase through closeout.



RELATED PROJECT EXPERIENCE		COST	SIZE
Duval County Public Schools Continuing Contracts		<\$2,000,000	Various SF
Pasco County Public Schools Continuing Contracts		<\$2,000,000	Various SF
Augusta University Task Order		<\$2,500,000	Various SF
College of Charleston Rutledge Rivers Dormitory Renovations		\$9,459,888	28,000 SF
Savannah-Chatham County Schools May Howard Elementary		\$22,244,229	106,000 SF
College of Charleston Sottile Theatre Stage Renovation		\$3,891,968	6,100 SF
Duval Schools Anderson School of Arts Bldg Addition		\$13,500,000	50,000 SF
Duval County Lee High School		\$29,500,000	145,000 SF
Pinellas County Schools Largo High School Replacement		\$55,800,853	257,715 SF
School of Arts and Sciences New Classroom Building		\$2,838,580	12,000 SF
Pinellas County Boca Ciega High School		\$66,819,573	366,365 SF
Charlotte County Punta Gorda Middle School		\$34,000,000	172,000 SF
Charlotte County High School		\$79,129,979	380,000 SF



# JUDD WEST

## DIRECTOR OF PRECONSTRUCTION



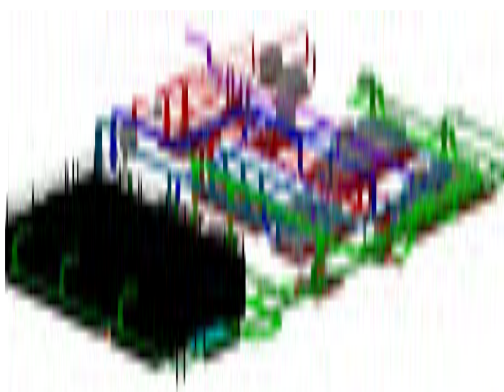
**EDUCATION**  
B.S. CONSTRUCTION ENGINEERING TECH  
FLORIDA A&M UNIVERSITY





TRANE AIR CONDITIONING CLINIC

**YEARS OF EXPERIENCE**  
32 YEARS

**CERTIFICATIONS:**  
LEED AP BD+C  
CERTIFIED GENERAL CONTRACTOR

Judd plays a key role in support of the Operations Manager for the preconstruction phase efforts of Ajax. Judd provides management and assistance to the Project Team related to all preconstruction phase activities from project conception through contract negotiations, including the preparation of project schedules, estimates and deliverable reports, and the execution of the bidding phase for the project. He also attends preconstruction phase meetings and interfaces with the Owner, Architect, Engineers, User Groups and other team members as necessary for the coordination of activities and presentation of information.



RELATED PROJECT EXPERIENCE		COST	SIZE
Duval County Public Schools Continuing Contracts		<\$2,000,000	Various SF
Pasco County Public Schools Continuing Contracts		<\$2,000,000	Various SF
Augusta University Task Order		<\$2,500,000	Various SF
College of Charleston Rutledge Rivers Dormitory Renovations		\$9,459,888	28,000 SF
Savannah-Chatham County Schools May Howard Elementary		\$22,244,229	106,000 SF
Duval Schools Anderson School of Arts Bldg Addition		\$13,500,000	50,000 SF
Duval County Lee High School		\$29,500,000	145,000 SF
Pinellas County Schools Largo High School Replacement		\$55,800,853	257,715 SF
School of Arts and Sciences New Classroom Building		\$2,838,580	12,000 SF
Pinellas County Boca Ciega High School		\$66,819,573	366,365 SF
Charlotte County Punta Gorda Middle School		\$34,000,000	172,000 SF
Charlotte County High School		\$79,129,979	380,000 SF
Charlotte High School Athletic Complex		\$6,917,873	22,000 SF





# APPIE WELLS

## OPERATIONS MANAGER

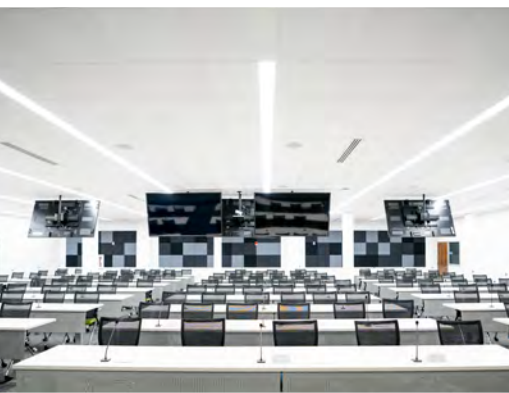


**EDUCATION**  
B.S. CONSTRUCTION SCIENCE & MANAGEMENT  
CLEMSON UNIVERSITY

**YEARS OF EXPERIENCE**  
13 YEARS

**CERTIFICATIONS:**  
CERTIFIED GENERAL CONTRACTOR FL  
OSHA 30 HR, CPR CERTIFIED  
LEED AP BD+C  
AHA CERTIFIED HEALTHCARE CONSTRUCTOR

As the Operations Manager, Appie will be responsible for complete project management from pre-bid through punch-list completion. He will develop cost and scheduling initiatives and monitor the success of those initiatives as well as daily monitoring of the project. Appie is also responsible for all on-site activities, including: cost control analysis, scheduling, materials procurement, subcontractor pre-qualification and management, local participation programs, structure analysis and quality assurance.



RELATED PROJECT EXPERIENCE	COST	SIZE
College of Charleston Sottile Theatre Stage Renovation	\$3,891,968	6,100 SF
Augusta University Reese Library Renovations	\$3,546,794	79,337 SF
Augusta University Greenblatt Library	\$3,400,000	70,000 SF
Cherokee County Adult Detention Center Expansion	\$38,187,000	110,915 SF
City of Fort Walton Beach Field Office Complex	\$10,401,126	49,818 SF
Hazelton Federal Corrections Institute	\$100,000,000	100 acre 16 bldgs.
Augusta University Task Orders-2016	\$2,448,947	N/A
Augusta University Task Orders-2017	\$1,989,818	N/A
Hazelton Federal Corrections Institute	\$100,000,000	16 Buildings
Florida Hospital for Women(Phases 1&2)	\$175,000,000	425,000 SF



# MARK KRAFT

## PROJECT MANAGER





**EDUCATION**  
B.S. BUILDING CONSTRUCTION  
UNIVERSITY OF FLORIDA

**YEARS OF EXPERIENCE**  
25 YEARS

**CERTIFICATIONS**  
LEED AP  
MEMBER, ASSOCIATED BUILDERS AND CONTRACTORS

During the pre-construction phase Mark will assist the team by soliciting subcontractor to bid the project and following through with them to ensure participation. He will verify pre-qualification criteria to ensure bidders pursuing the project have the resources required to be successful. He will also work with the Design Team to develop suitable Value Engineering items for consideration and approval. These efforts will culminate in the production of the Guaranteed Maximum Price proposal. Thereafter he will assist the team in the procurement effort of the initial subcontracts required to commence construction.



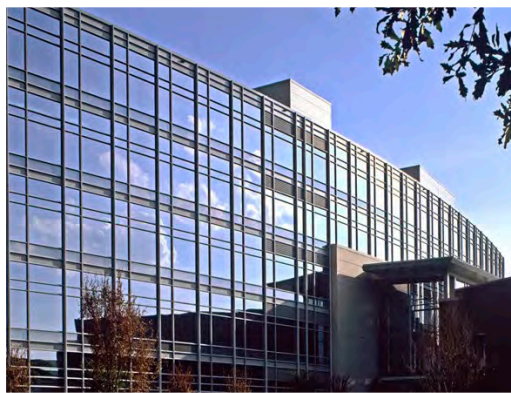
RELATED PROJECT EXPERIENCE		COST	SIZE
Duval County Public Schools Continuing Contracts		<\$2,000,000	Various SF
Savannah-Chatham County May Howard Elementary		\$22,244,229	106,000 SF
Duval Schools Anderson School of Arts Bldg Addition		\$13,500,000	50,000 SF
Duval County Lee High School		\$29,500,000	145,000 SF
Duval County Public Schools Ed White High School Classroom Additions		\$3,596,000	21,440 SF
Duval County Westview K-8 School		\$34,600,000	170,000 SF
Pinellas County Meadowlawn Middle School		\$18,477,000	173,000 SF
Pinellas County Schools Bussing Transportation Centers		\$8,520,301	25,000 SF
Georgia Southern University Shooting Sports Education Center		\$5,360,913	31,650 SF
Orange County Sadler Elementary School Additions and Renovations		\$14,300,000	41,000 SF Add. 49,000 Reno.
Volusia County Jail Addition & Renovations Booking & Receiving		\$4,685,121	20,370 SF
Lockhart Middle School Comprehensive Needs		\$19,400,000	N/A



# JACK LEFLER

## SENIOR SUPERINTENDENT

As the Sr. Superintendent, Jack will plan and schedule jobsite activities on a daily basis. In conjunction with the Project Manager, he will be responsible for construction techniques and methods, materials, equipment, subcontractors, and all labor including crew size deployment. He will also be responsible for jobsite safety, including clean-up and implementation and enforcement of all safety programs. Jack has 36 years experience in the construction industry. He is known for his ability to coordinate multiple subcontractors on a site to work together to complete his projects on time. With a dozen education projects on his resume, Jack understands that completing a school late is not an option.



RELATED PROJECT EXPERIENCE	COST	SIZE
Augusta University Task Order	<\$2,500,000	Various SF
College of Charleston Sottile Theatre Stage Renovation	\$3,891,968	6,100 SF
Lexington & Richland Counties Leaphart Elementary School	\$7,000,000	30,000 SF
Augusta University Reese Library Renovations	\$3,546,794	79,337 SF
Augusta Cancer Research Lab	\$2,900,000	10,000 SF
Richmond Palmetto Children's Hospital	\$30,000,000	100,000 SF
Medical College of Georgia Health and Science Building	\$37,000,000	110,000 SF
Deerfield Retirement Home (Skilled Nursing)	\$15,000,000	35,000 SF
Palmetto Richland Parkridge Hospital	\$70,000,000	200,000 SF
Self-Regional Hospital Addition	\$38,000,000	85,000 SF
Lexington Medical Center	\$110,000,000	300,000 SF
University Hospital Women's Center	\$34,000,000	100,000 SF
University Hospital ICU and CCU	\$9,000,000	40,000 SF





# GLEN JAGER

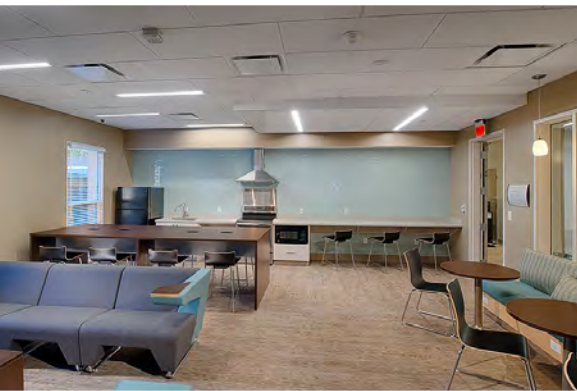
## SENIOR SUPERINTENDENT

EDUCATION  
UNIVERSITY OF SOUTH DAKOTA

YEARS OF EXPERIENCE  
47 YEARS

CERTIFICATIONS  
OSHA AND CPR CERTIFIED  
QUALITY MANAGEMENT CONTRACTORS TRAINING

As the Sr. Superintendent, Glen will plan and schedule jobsite activities on a daily basis. In conjunction with the Project Manager, he will be responsible for construction techniques and methods, materials, equipment, subcontractors, and all labor including crew size deployment. He will also be responsible for jobsite safety, including clean-up and implementation and enforcement of all safety programs. Glen Jager has 47 years experience in the construction industry. He is known for his ability to coordinate multiple subcontractors on a site to work together to complete his projects on time. With a dozen education projects on his resume, Glen understands that completing a school late is not an option.



### RELATED PROJECT EXPERIENCE

### COST

### SIZE

College of Charleston Rutledge Rivers Dormitory Renovations	\$9,459,888	28,000 SF
The Commons at Holy Comforter Episcopal School	\$6,500,000	21,400 SF
West Gadsden High School	\$19,499,950	200,000 SF
Leon County Woodville Elementary Addition	\$1,000,000	6,000 SF
Leon County Riley Elementary School Renovations	\$6,152,423	30,500 SF
Holy Comforter Students & Sports Complex	\$3,000,000	18,000 SF
Holy Comforter Episcopal School STEM Classroom #9 Addition	\$2,500,000	12,835 SF
Wakulla County Riversprings Middle School	\$8,070,000	100,000 SF
Leon County Brevard Elementary School	\$2,200,000	N/A
Leon County Ft. Braden Elementary School	\$4,002,288	30,500 SF
John Paul II Catholic High School	\$4,440,324	46,000 SF
Florida Department of Management Services Continuing Contract Work Carlton & Holland Steam	\$1,100,000	1,000 SF



## OLIN S. BUTLER

### AREA SUPERINTENDENT

On site 100% of the time, Olin's primary function will be to coordinate and supervise all onsite subcontractor activities. However, he will also be involved in key elements of the preconstruction process to assist with the development of the detailed project schedule, scope clarifications for the bid packages, and the constructability reviews for each phase of design. During construction, he will oversee the total construction effort to ensure that the project is constructed in accordance with programmed design, budget and schedule, while reviewing the construction plan and schedule daily to coordinate the subsequent jobsite activities.



RELATED PROJECT EXPERIENCE	COST	SIZE
Augusta University Reese Library Renovation	\$3,546,794	79,337 SF
Augusta University Greenblatt Library Renovation	\$3,219,881	90,000 SF
Augusta University Reese Library - Additional Upgrades	\$718,046	75,000 SF
Augusta University Steam System Upgrades 3	\$896,900	N/A
Augusta University Task-CHW, Boiler	\$383,000.00	N/A

EDUCATION  
CARPENTERS APPRENTICESHIP PROGRAM  
THROUGH LOCAL UNION 627

YEARS OF EXPERIENCE  
39 YEARS

CERTIFICATIONS:  
CERTIFIED GENERAL CONTRACTOR

# JEFF STEPHENSON

CHIEF ESTIMATOR

As the Chief Estimator, Jeff will be responsible for all estimates throughout the project, including the schematic, design development, and working drawing estimates. In addition, Jeff will play a key role for the project, by providing estimates on systems and materials options, so informed budgetary decisions can be made quickly regarding which alternative is best for the project. Jeff will also be responsible for developing the Guaranteed Maximum Price (GMP).



## RELATED PROJECT EXPERIENCE

## COST

## SIZE

Duval County Public Schools Continuing Contracts	<\$2,000,000	Various SF
Pasco County Public Schools Continuing Contracts	<\$2,000,000	Various SF
Augusta University Task Order	<\$2,500,000	Various SF
College of Charleston Rutledge Rivers Dormitory Renovations	\$9,442,021	28,000 SF
College of Charleston Sottile Theatre Stage Renovation	\$3,891,968	6,100 SF
Charlotte County Public Schools Continuing Contracts	<\$2,000,000	Various SF
Savannah-Chatham County Schools May Howard Elementary	\$22,244,229	106,000 SF
Duval Schools Anderson School of Arts Bldg Addition	\$13,500,000	50,000 SF
Duval County Lee High School	\$29,500,000	145,000 SF
Pinellas County Schools Largo High School Replacement	\$55,800,853	257,715 SF
School of Arts and Sciences New Classroom Building	\$2,838,580	12,000 SF
Pinellas County Boca Ciega High School	\$66,819,573	366,365 SF
Charlotte County Punta Gorda Middle School	\$34,000,000	172,000 SF





## MARC REEVES

DIRECTOR OF RISK  
MANAGEMENT

YEARS OF EXPERIENCE  
32 Years

CERTIFICATIONS:  
OSHA CERTIFIED OUTREACH INSTRUCTOR  
AMERICAN RED CROSS CERTIFIED FIRST  
AID | CPR | AED INSTRUCTOR

As Director of Risk Management, Marc is responsible for ensuring environmental compliance with federal, state, and local regulations and for providing a safe and healthy work environment on each of our job sites. Marc works with project teams prior to mobilization to identify possible jobsite hazards and to eliminate and/or reduce exposure to those hazards. He conducts frequent jobsite safety and environmental inspections to ensure compliance with EPA and OSHA standards as well as Ajax safety / environmental policies. He is responsible for writing, updating and implementing safety and environmental policies and procedures to ensure compliance with all state and federal regulations.



## AJAX SAFETY PROGRAM

At Ajax we are committed to providing the **safest possible worksite for our employees, employees of subcontractors, owners and the general public**. Our goal is to send every employee home healthy everyday. To achieve this goal we have developed a safety program that we believe leads the industry. Below are some of the main points of our program:

### PROJECT HAZARD ANALYSIS

Prior to work beginning the safety director reviews the contract documents with the project team to identify potentially hazardous task, conditions, materials, or special training required to perform the task.

### PRE-TASK PLANNING

This is a specific task analysis by the superintendent and foreman. They discuss, with the crew, the hazards anticipated with the task, equipment needed to perform their job safely, and personal protective equipment to be worn.

### SAFETY ORIENTATION AND TRAINING

All new employees are required to go through our safety orientation program prior to starting work and all employees are given more specific training for complex or technical jobs.

### DRUG AND ALCOHOL ABUSE PROGRAM

Our drug and alcohol abuse program includes pre-employment screening, random testing, and post accident testing. We also give extra consideration to subcontractors who have a similar policy in effect.

### REGIONAL SAFETY COMMITTEES

We have safety committees in each region of Ajax that work to improve local workplace safety programs. They also work together to implement improvements to our company wide safety policies.

## 4.0.1.4 PREVIOUS EXPERIENCE



During the course of our 62 year history, Ajax has established itself as a leading provider of cost effective Construction Management at Risk Services and is consistently rated among the best by Southeast (U.S.) Construction Magazine. Clients have long recognized this and returned to us time and time again for various projects.

Ajax has completed more than 200 K-12 projects for 24 School Districts.



### REFERENCES

College of Charleston  
Matt Schram  
133 Calhoun Street  
843.953.2062  
schramwm@cofc.edu

Duval County School Board  
Tony Gimenez  
1701 Prudential Drive, 5th Floor  
Jacksonville, FL 32207  
904.858.1511  
gimenezt@duvalschools.org

Augusta University  
Daryl Bullock  
1120 15th Street HP 1001  
Augusta, GA 30912  
706.721.3289  
dabullock@augusta.edu

Pinellas County Schools  
Rick Bevilacqua  
11111 South Belcher Road  
Largo, FL 33773  
727.547.7133  
bevilacquar@pcsb.org

Holy Comforter Episcopal K-8 School  
Peter Klekamp  
3100 Fleishmann Road  
Tallahassee, FL 32308  
850.383.1007  
pklekamp@hces.org

Parsons Project Management Team  
SCCPSS ESPLOST II Program  
Bill Huttinga  
208 Bull Street, Room 316  
Savannah, GA 31401  
912.395.1391  
bill.huttinga@parsons.com



## FOR THE PAST THREE YEARS, PROVIDE THE FOLLOWING INFORMATION:

### A. IDENTIFY ALL PROJECTS (NAME, LOCATION, COMPLETION DATE AND CONTRACT AMOUNT).

see next page.

### B. IDENTIFY ALL RENOVATION PROJECTS WITH SIMILAR SCOPE. ADDITIONALLY:

I. INDICATE ANY SUCH PROJECT WHERE LIQUIDATED DAMAGES WERE ASSESSED AGAINST YOUR FIRM FOR FAILURE TO ACHIEVE SUBSTANTIAL COMPLETION WITHIN THE CONTRACT TIME, AND DESCRIBE THE CIRCUMSTANCES OF THE SAME.

None

II. IDENTIFY ANY SUCH PROJECT IN WHICH YOUR FIRM MADE A CLAIM OR CHANGE ORDER REQUEST FOR ACCELERATION DAMAGES, AND DESCRIBE THE CIRCUMSTANCES OF THE SAME.

None

III. IDENTIFY ANY SUCH PROJECT IN WHICH YOUR FIRM WAS TERMINATED (WHETHER FOR CAUSE OR FOR CONVENIENCE) BY THE OWNER PRIOR TO SUBSTANTIAL COMPLETION, AND DESCRIBE THE CIRCUMSTANCES OF THE SAME.

None

IV. IDENTIFY ALL PROJECTS WHICH HAD A NEGOTIATED FEE OR GUARANTEED MAXIMUM PRICE.

95%

V. IDENTIFY ALL PROJECTS (DESCRIPTION AND COST) WHICH HAD A GUARANTEED MAXIMUM PRICE PRIOR TO COMPLETION OF THE DOCUMENTS.

Our goal is to achieve a Guaranteed Maximum Price (GMP) while incorporating 100% of your goals and objectives. We accomplish this by developing an initial estimate, providing value engineering analysis where needed, and by working continuously with the design team to ensure that the project stays within budget. When the documents are complete, we will competitively bid the project to prequalified sub-contractors and vendors to ensure competition and ensure the lowest possible price. We will open and review the bids in the presence of the Owner and make recommendations of awards after thoroughly scoping and reviewing each package.

Ajax can submit a Guaranteed Maximum Price at any phase of the design documents. Ajax's GMP will include all costs associated with:

- » Design coordination
- » Permitting
- » Testing
- » Project Management
- » Sitework
- » General conditions (including overhead and profit)
- » General requirements
- » Subcontractor costs
- » Equipment, labor and materials
- » Construction
- » Bonds & Insurance
- » Post-construction work



Owner	Project Name	Project City	Project S	Date Compl	Final Cost
Volusia County	Volusia County Sheriffs Evidence Facility	Daytona Beach	FL	2019	\$12,065,005.00
Florida Department of Management Services	DMS CCW Carlton & Holland - Steam Generation Replacement	Tallahassee	FL	2019	\$1,691,092.92
School Board of Monroe County	Gerald Adams Elementary School	Key West	FL	2019	\$36,504,436.00
Florida Department of Management Services	DMS CCW J Substation Replacement	Tallahassee	FL	2019	\$1,266,594.22
Pinellas County School Board	Pinellas County Schools Pinellas Technical College	Clearwater	FL	2019	\$17,292,924.00
Eastern Florida State College	EFSC Student Union - Melbourne Campus	Melbourne	FL	2019	\$17,160,000.00
Duval County Public Schools	DCPS CCW - Wolfson HS Courtyard	Jacksonville	FL	2019	\$636,937.00
Duval County Public Schools	DCPS CCW- Mandarin MS Serving Line Remodel	Jacksonville	FL	2019	\$792,588.18
Northwest Florida State College Board of Trustees	NWFSC Renovations Building 310 & 400	Niceville	FL	2019	\$8,365,510.00
Augusta University	AU - GC Building Ventilation	Augusta	GA	2019	\$55,699.00
Duval County Public Schools	DCPS CCW - Mayport MS Kitchen/Serving Line	Atlantic Beach	FL	2019	\$1,159,424.00
Duval County Public Schools	DCPS-CCW Remodeling of Locker Rooms at DASOTA	Jacksonville	FL	2019	\$612,468.00
Duval County Public Schools	DCPS CCW - Johnson MS Kitchen	Jacksonville	FL	2019	\$546,618.00
Charlotte County Public Schools	CCPS-CCW Security Upgrades - Group 3	Port Charlotte	FL	2019	\$1,403,608.57
School Board of Monroe County	Monroe County Marathon High School Athletic Complex	Marathon	FL	2019	\$12,262,423.81
University of West Georgia Foundation, Inc.	UWG Greek Village Plumbing Insulation & University Suites Porch Renovations	Carrollton	GA	2019	\$224,147.00
Pasco County Schools	DSBPC CCW - Mary Giella ES Roadwork	Spring Hill	FL	2019	\$296,749.00
City of Palm Coast, Florida	Palm Coast Community Center	Palm Coast	FL	2018	\$7,407,921.00
Savannah-Chatham County Public Schools	May Howard Elementary School	Savannah	GA	2018	\$22,244,229.00
Heritage Investment Group of Gainesville,	Trimark Properties Ingenuity Office Building	Gainesville	FL	2018	\$8,609,462.00
University of North Florida Board of Trustees	Repurposing Skinner-Jones Hall	Jacksonville	FL	2018	\$24,012,019.02
Georgia State Financing & Investment Commission	Atlanta Metropolitan State College Student Success & Services Center	Atlanta	GA	2018	\$6,399,795.52
GEMA	GEMA/HS Expansion & Renovation	Atlanta	GA	2018	\$9,835,082.00
Georgia State Financing & Investment Commission	Department of Public Safety Service Building & Headquarters Upgrades	Atlanta	GA	2018	\$8,026,055.00
Florida Department of Management Services	DMS CCW Boiler Upgrades Knott Building	Tallahassee	FL	2018	\$611,769.08
Sarasota County Board of County Comissioners	Sarasota County Venice Library	Sarasota	FL	2018	\$9,337,812.00
Augusta University	AU-CN MRI Build Out	Augusta	GA	2018	\$243,094.00
Augusta University	AU-CFH 198 Kinesiology Lab	Augusta	GA	2018	\$89,838.00
Duval County Public Schools	DCPS CCW - Fletcher High School Kitchen Remodel	Jacksonville	FL	2018	\$19,844,884.31
Pinellas County School Board	Pinellas County Schools Bardmoor Elementary School Renovations	Largo	FL	2018	\$6,921,000.00
Augusta University	AU-Reese Library-Additional Upgrades	Augusta	GA	2018	\$718,046.00
City of St. Petersburg	St. Petersburg Police Training Facility	St. Petersburg	FL	2018	\$5,404,978.00
Augusta University	AU-CM (SEP) Steam System upgrades Phase 3	Goss Lane	GA	2018	\$896,900.00
Duval County Public Schools	DCPS CCW- James Weldon Johnson MS Kitchen & Courtyard	Jacksonville	FL	2018	\$109,525.00
University of North Florida	UNF Softball Press Box	Jacksonville	FL	2018	\$360,890.00
Hillsborough County Public Schools	SDHC CCW- East Bay HS addition phase 2 New Entry	Gibsonton	FL	2018	\$626,447.00
The District Board of Trustees of Florida Keys Community Coll	FKCC CCW- Guardhouse and Entrance Improvements	Key West	FL	2018	\$632,450.00
Augusta University	AU Reese Library JSAC Emergency Power	Augusta	GA	2018	\$75,794.00
Duval County Public Schools	DCPS CCW - Fletcher HS Restroom Remodel	Neptune Beach	FL	2018	\$494,140.00
Charlotte County Public Schools	CCPS CCW - Deep Creek ES Telephone System Replacement	Port Charlotte	FL	2018	\$90,149.70
Pinellas County School Board	Largo High School	Largo	FL	2017	\$55,800,853.00
Florida Department of Management Services	DMS Florida Supreme Court	Tallahassee	FL	2017	\$4,004,076.83
School of Arts and Sciences	School of Arts and Sciences	Tallahassee	FL	2017	\$2,838,580.00
Board of Regents of the University System of Georgia	GCSU Renovation of Mayfair & McIntosh	Milledgeville	GA	2017	\$3,099,038.00
Eastern Florida State College	Eastern Florida State College Health Sciences	Melbourne	FL	2017	\$16,400,000.00
Shands Teaching Hospitals & Clinics, Inc.	UF Health Core Lab Renovation	Gainesville	FL	2017	\$2,284,469.29
University of South Florida	USF Health Student Center MDA Bldg Renovations	Tampa	FL	2017	\$7,079,717.00
University of Florida	UF Newell Hall Learning Commons	Gainesville	FL	2017	\$15,186,661.84
Sumter County	Sumter Public Safety Buildings	The Villages & Bus	FL	2017	\$29,739,515.97
Florida Department of Transportation	FDOT Brevard Operations Center	Cocoa	FL	2017	\$14,875,792.00
Eastern Florida State College	EFSC Multiple Projects	Melbourne	FL	2017	\$3,751,000.00
Board of Regents of the University System of Georgia	UGA DEP-2 Chiller Addition	Athens	GA	2017	\$4,862,589.86
Shands Teaching Hospitals & Clinics, Inc	UF Shands NICU 3-2 Renovations	Gainesville	FL	2017	\$8,030,139.58
Pinellas County School Board	Pinellas County Schools New Central Energy Plant	Largo	FL	2017	\$3,923,673.00
Hillsborough County Public Schools	Hillsborough Schools East Bay Classroom Addition	Gibsonton	FL	2017	\$5,714,722.00
TAG Real Estate Holdings, LLC	The Advocacy Group at Cardenas Office Building Renovation	Tallahassee	FL	2017	\$549,013.25
Augusta University	Augusta University Task Order - EH&S Bio Building	Augusta	GA	2017	\$82,738.00
Augusta University	Augusta University Task Order - CFH Boiler Replacement	Augusta	GA	2017	\$319,643.00
Augusta University	AU - Steam System Upgrades Phase 1	Augusta	GA	2017	\$795,000.00
Duval County Public Schools	DCPS CCW - Nutrition Service Center Wireless Overlay	Jacksonville	FL	2017	\$1,045,764.00
Florida Department of Management Services	DMS CCW ADA Parking Lot #4	Tallahassee	FL	2017	\$211,536.00
Duval County Public Schools	DCPS CCW - NSC - Equipment Lines	Jacksonville	FL	2017	\$1,744,211.23
Duval County Public Schools	DCPS CCW - NSC - Frank Peterson Kitchen and Serving Line	Jacksonville	FL	2017	\$1,000,000.00
Duval County Public Schools	DCPS CCW - NSC - Gregory Drive	Jacksonville	FL	2017	\$638,439.14
Florida Keys Community College	FKCC CCW - Tennessee Williams Theater Lobby Expansion & Improvements	Key West	FL	2017	\$900,000.00
Augusta University	AU-CM-Steam System Ugrades Phase 2	Augusta	GA	2017	\$868,873.00
Florida Keys Community College	FKCC CCW - Culinary Lab	Key West	FL	2017	\$559,402.00
Augusta University	Augusta University Task Order - CM to CL Chilled Water Piping	Augusta	GA	2017	\$792,983.00
Doug Smith	Doug Smith Equipment and Deliveries	Tallahassee	FL	2017	\$1,179.83
IL Partnership, LLC	West Jefferson Street Demo	Tallahassee	FL	2017	\$3,400,000.00
Pinellas County School Board	Pinellas County Schools Madeira Beach Middle Fundamental School	Madeira Beach	FL	2017	\$1,373,325.00



## DUVAL COUNTY PUBLIC SCHOOLS CONTINUING CONTRACTS JACKSONVILLE, FL

### SERVICES PROVIDED:

Construction Manager at Risk

### COST:

<\$2,000,000

### SIZE:

Various SF

### SCHEDULE:

2010-2017

### CLIENT:

Duval County Public Schools

### REFERENCE INFORMATION:

Tony Gimenez | Director of Consolidated Services  
904.858.1511 | gimenezt@duvalschools.org

### PRINCIPAL-IN-CHARGE:

Jay Smith

### PROJECT EXECUTIVE:

Derek Gamble

### PRECONSTRUCTION:

Judd West

### PROJECT MANAGER:

Randy Smith

### ASSISTANT PROJECT MANAGER:

Mark Kraft

### GENERAL SUPERINTENDENT:

Jody Wallick

### SUPERINTENDENT:

Steve Beyer

### CHIEF ESTIMATOR:

Jeff Stephenson

Ajax is currently under a continuing annual services contract with Duval County Public Schools to provide Construction Manager at Risk services. This contract provides for preconstruction and construction phase services for projects under \$1,000,000.

- » Chimney Lakes Elementary Hurricane Window Protection
- » Crystal Springs Elementary Hurricane Window Protection
- » Mandarin Middle School Hurricane Window Protection
- » LaVilla School for the Arts Hurricane Window Protection
- » Twin Lakes Academy Emergency Power Initiative
- » Oceanway Middle School Emergency Power Initiative
- » First Coast High School Fire Alarm System Upgrades
- » Mandarin Senior High School Fire Alarm System Upgrades
- » Ed White HS Track Drainage
- » Robert E Lee HS Locker Room Addition
- » Remove/Relocate DCPS Portables at Bartram
- » Remove/Relocate DCPS Portables at San Pable
- » Sade Tillis
- » AJHS Egress
- » Jefferson Davis Middle School Serving Line & Kitchen Remodel
- » Andrew Jackson Egress-FS
- » Nutrition Service Center Cook/Chill Room Reno
- » Freezer/Cooler Replacements
- » Nutrition Service Center
- » Nutrition Service Center Wireless Overlay
- » Nutrition Service Center Storage Center
- » Nutrition Service Center Safety Railings & Fencing
- » Nutrition Service Center Equipment Lines
- » Nutrition Service Center Gregory Drive
- » Nutrition Service Center Frank Peterson Kitchen and Serving Line
- » Smith MS Fire Sprinkler
- » Fletcher HS Kitchen Remodel
- » Mayport MS Kitchen & Serving Line
- » Remodeling of Locker Rooms at DASOTA
- » Remodel of Johnson MS Kitchen & Serving Line
- » Englewood Elementary School - Hood Replacement
- » Northwestern Middle School - Serving Lines
- » Englewood High School - Serving Line Remodel

*Team members shown in blue are proposed on the project.*





## PASCO COUNTY PUBLIC SCHOOLS

# CONTINUING CONTRACTS

PASCO COUNTY, FL

### SERVICES PROVIDED:

Construction Manager at Risk

### COST:

<\$2,000,000

### SIZE:

Various SF

### SCHEDULE:

Various

### CLIENT:

School Board of Pasco County

### REFERENCE INFORMATION:

Mike Gude

727.774.7950 | [mgude@pasco.k12.fl.us](mailto:mgude@pasco.k12.fl.us)

### PRINCIPAL-IN-CHARGE:

[Jay Smith](#)

### PROJECT EXECUTIVE:

[Derek Gamble](#)

### PRECONSTRUCTION:

[Judd West](#)

### PROJECT MANAGER:

Jeff Wright

### GENERAL SUPERINTENDENT:

[Jody Wallick](#)

### SUPERINTENDENT:

Rick Guerra

### CHIEF ESTIMATOR:

[Jeff Stephenson](#)

Ajax is currently under a continuing annual services contract with Pasco County Public Schools to provide Construction Manager at Risk services. This contract provides for preconstruction and construction phase services for projects under \$2,000,000 and at this time we have multiple projects on going under this contract.

- » Gulf High School Replacement of 250 Ton Chiller
- » Gulf High School New Fire Protection System
- » Mitchell High School Track Resurfacing
- » Ridgewood High School Cafeteria Renovation
- » Hudson High School Gym Floor Replacement
- » Hudson High School Air Handling Unit (AHU) Replacement
- » Hudson High School Fume Hood Replacement
- » Hudson High School Kitchen Floor Replacement
- » Marchman Technical Education Center Chiller Integration / Replacement
- » Cotee River Elementary School Building 1 & 2 Floor Repair
- » Land O'Lakes High School Fume Hood Replacement
- » Seven Springs Middle School Kitchen Renovation
- » Seven Springs Middle School Hydronic Piping
- » Longleaf Elementary School Kitchen Floor Resurfacing
- » Sunray Elementary School Kitchen Floor Resurfacing
- » Trinity Elementary School Cooler/Freezer Replacement
- » Schrader Elementary School Fire Hydrant
- » Trinity Oaks Dehumidification
- » NW Bus Garage Pond Modifications
- » Gulf Trace Elementary Site Improvements
- » Moon Lake Fire/Water Main
- » Dr. Mary Giella Site Improvements
- » Mittye P Locke Elementary Kitchen Renovations
- » Lacoochee ES Kitchen Renovation
- » River Ridge High School Restrooms
- » Wendell Krinn Technical High School Robotics Lab
- » Achieve Center of Pasco, Lift Station
- » May Giella ES Roadwork

*Team members shown in blue are proposed on the project.*





## District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

[www.pasco.k12.fl.us](http://www.pasco.k12.fl.us)

November 2, 2011

Re: Ajax Building Corporation  
Letter of Recommendation

This is to commend the work Ajax Building Corporation performed for us during my time as the Project Coordinator. As the Construction Manager for continuing contracts work at the schools in our West Work Group, Ajax has successfully completed eight (8) projects for us in the past year including:

Gulf High School Chiller Replacement  
Gulf High School Stage Fire Protection  
Hudson High School Gymnasium Floor Replacement  
Hudson High School AHU Refurbishments  
Cottee River Elementary Structural and Floor Repairs  
Ridgewood High School Cafeteria Renovation  
Marchman Technical Education Center Chiller Replacement

I highly recommend Ajax Building Corporation. I know them to be extremely competent, sensitive to our needs and dedicated to ensuring that each project was done on time and to the highest standards of quality. In addition, the project team exhibited a flexible, "can-do" attitude and immediately responded to rapidly changing conditions while maintaining the project schedule. I have complete confidence in their ability to manage our work and have never doubted their commitment to doing the right thing for the School District.

Of particular note has been the commitment of the Project Team to these projects. Rick Guerra, Steve Murch, Jeff Wright, Jhon Rincon, Pete Vastyan and Mike Dumas worked well together and with District employees and contract representatives to ensure our satisfaction with each step of the Construction process. In my mind, their dedication and commitment to client satisfaction is more than just a corporate philosophy. This commitment is a lifestyle that can only come from the highest levels at Ajax.

Sincerely

Bill Hemphill, Project Coordinator  
Construction Services and Code Compliance  
District School Board of Pasco County



## AUGUSTA UNIVERSITY TASK ORDER PROJECTS

AUGUSTA, GA

### SERVICES PROVIDED:

Construction Manager at Risk

### COST:

<\$2,500,000

### SIZE:

Various SF

### SCHEDULE:

February 2016 - 2017

### CLIENT:

Augusta University

### REFERENCE INFORMATION:

Daryl Bullock  
706.721.3289 | [dabullock@augusta.edu](mailto:dabullock@augusta.edu)

### PRINCIPAL-IN-CHARGE:

[Jay Smith](#)

### PROJECT EXECUTIVE:

[Derek Gamble](#)

### PRECONSTRUCTION:

[Judd West](#)

### PROJECT MANAGER:

Robert Crawford

### SUPERINTENDENT:

[Jack Lefler](#)

### CHIEF ESTIMATOR:

[Jeff Stephenson](#)

Ajax is currently under a continuing annual services contract with Augusta University to provide Construction Manager at Risk services. This contract provides for preconstruction and construction phase services for projects under \$2,500,000 and at this time we have multiple projects on-going under this contract.

- » AU Reese Library - Additional Upgrades
- » AU Reese Library - Floor & Paint 104 & 107
- » AU Reese Library - IT Renovations/Adds/Modifications
- » AU Reese Library - 3rd Floor Carpet - IT Renovations
- » AU Reese Library - QEP
- » AU Reese Library - HVAC Life Safety Upgrade
- » AU Reese Library - Chilled Water Valve Installation
- » AU Fire Alarm Upgrades Phase 3
- » AU Allgood Hall Conference Room Upgrades
- » AU CB Lab Renovation 2613 & 2614
- » AU Elec & HVAC Upgrades to HS Freezers
- » Augusta University Task - CM to CL Chilled Water Piping
- » Augusta University Task Order Steam System Upgrades Phase 2
- » Augusta University Task-Natatorium/Pool Demo
- » Augusta University Task-CHW, Boiler
- » Augusta University Task - CFH Boiler Replacement
- » Augusta University Task - EH&S Bio Building
- » Augusta University Task- Fire Alarm Upgrades Phase 4
- » Augusta University Task - Reese JSAC Emergency Power
- » Augusta University Task - GC Building Ventilation
- » Augusta University Task - Fire Alarm Upgrades Phase 5

*Team members shown in blue are proposed on the project.*





October 27, 2016

Mr. Appie Wells  
Project Manager  
Ajax Building Corporation  
5950 Shiloh Road East, Suite 5  
Alpharetta, GA 30005

Dear Mr. Wells:

Now that the HVAC renovation project has been completed for Augusta University's Reese Library, I want to take this opportunity to commend Ajax Building Corporation for all that you did to make this project successful. I am speaking solely as the person who worked closely with Ajax Building Corporation on a day-to-day basis in my role as Head Librarian of Reese Library. I am not representing Augusta University in any official capacity through this letter.

I was impressed with Ajax's emphasis on high quality work, customer satisfaction, and safety, which were consistently demonstrated. Renovation areas were left cleaner than they were found upon work completion and any problems encountered were rectified cheerfully, efficiently, and effectively. If an unexpected problem or question arose, Jack Lefler, project superintendent, responded to my calls and made sure that I had a good understanding. The change to the building temperature and air quality are markedly improved and it has made a big difference.

Mr. Lefler kept me well informed throughout the project. When I made him aware of potential problems such as student exam times and the need for quiet, he consistently worked with me to ensure that student needs were met. When it became apparent that the work was ahead of schedule, Mr. Lefler made sure that there was minimal disruption to students by revising his work plan and completing the work on the first floor public areas over the summer at night when the library was closed. When it became necessary to bring in a crane to move equipment onto the roof of the building, Mr. Lefler arranged this based on the scheduling needs of the library and attached student center.

When additional funding became available to provide renovations to Reese Library's space in the form of lighting, carpeting, and painting, Ajax worked with me to again ensure minimal disruption to library users and staff. The subcontractors hired were well supervised and their work was also consistently of the highest quality.

Ajax also ensured comfort of the staff and safety of the staff working in the library. During the fourteen days required to turn off the air conditioning to cut over to the new handler, the weather turned hotter

UNIVERSITY LIBRARIES  
REESE LIBRARY

Mailing Address:  
1120 15th Street, LIBR  
Augusta, Georgia 30912

Office Location:  
2500 Walton Way  
Augusta, Georgia 30904

T (706) 737-1745  
F (706) 667-4415

[augusta.edu](http://augusta.edu)





## COLLEGE OF CHARLESTON RUTLEDGE RIVERS DORMITORY RENOVATIONS

CHARLESTON, SC

### SERVICES PROVIDED:

Construction Manager at Risk

### COST:

\$9,442,021

### SIZE:

28,000 SF

### SCHEDULE:

September 2015 - August 2016

### CLIENT:

College of Charleston

### REFERENCE INFORMATION:

Matt Schram

843.953.2062 | [schramwm@cofc.edu](mailto:schramwm@cofc.edu)

### PRINCIPAL-IN-CHARGE:

[Jay Smith](#)

### PROJECT EXECUTIVE:

[Derek Gamble](#)

### PRECONSTRUCTION:

[Judd West](#)

### PROJECT MANAGER:

Rebecca Bailey

### GENERAL SUPERINTENDENT:

[Jody Wallick](#)

### SUPERINTENDENT:

[Glen Jager](#)

### CHIEF ESTIMATOR:

[Jeff Stephenson](#)

The Rutledge Rivers Residence Hall Renovation at the College of Charleston consisted of renovating an existing four story 1970's dormitory building. The new dormitory sleeps approximately 110 students, with custom wood sleeping pods including integral desks and shelving. Each suite contains a kitchenette and living area with luxury finishes throughout. There was a complete interior and exterior demolition back to the main structure while retaining the existing steel frame, block walls, roof, and floor slabs. The exterior brick was removed, windows replaced, and a new stucco system was installed to coordinate with adjacent buildings while the complete interior renovation was completed.

The project was completed in the heart of Charleston's Historic District and adjacent to another occupied dormitory and the College's Infirmary. The dormitory was completed in time for move-in of the 2016 fall semester.

*Team members shown in blue are proposed on the project.*





Attn: Derek Gamble  
Vice President of Operations  
Ajax Building Corporation

RE: Rutledge Rivers Residence Hall Renovations  
Subject: Letter of Recommendation

Dear Derek:

I'd like to express my gratitude to you and your team for the work Ajax is doing on the College of Charleston's Rutledge Rivers Residence Hall renovation project. I have been impressed with your team's responsiveness and team attitude through the Preconstruction and Construction Services phases to date. As the Project Executive, you've demonstrated the high level of commitment to making certain all project issues are addressed and resolved as we've expected. Your leadership through these phases has been instrumental in maintaining the momentum and progress of the project. Ajax's Project Manager, Rebecca Bailey, has communicated professionally and timely on all relevant project information and has demonstrated her ability to solve difficulties and problems as they arise. Also, Ajax's Project Superintendent, Glen Jager, has shown his ability to accommodate our difficult and often challenging local site conditions, has always been personable and has shown a positive and proactive attitude. He's done an admirable job in maintaining the quality, safety, and schedule on the project. Rebecca and Glen have integrated well with our project team and have been a pleasure to work with.

This renovation project, the Rutledge Rivers Residence Hall is approximately \$9,000,000 construction cost, essentially demolishes and reconstructs all portions of the building except for the core structure, has not been without its challenges. Your firm smoothly helped us thru those difficulties and we expect to complete on schedule and within budget. This is the first project the College of Charleston has executed through the Construction Management at Risk (CMR) delivery method. The timeframe allowed for construction is extremely tight. Your team has successfully helped us to maintain our overall project budget, while meeting the aggressive time constraints on the project. You have done this at a time when the subcontract market in Charleston has been challenging because of the volume of work ongoing in the city. Furthermore, your team has overcome numerous unforeseen conditions, including substantial amounts of concealed asbestos, while still keeping the project on track.

In summary, I would highly recommend Ajax Building Corporation to any entity seeking Construction Management services. I look forward to the successful completion of the Rutledge Rivers project, and future projects with Ajax on the College of Charleston's campus. Please do not hesitate to utilize me as a reference on other projects you may be pursuing as well. I can be reached on my office phone at (843) 953-1982 or via mobile phone at (843) 224-3225 or via email at [MieheB@cofc.edu](mailto:MieheB@cofc.edu).

Sincerely,

Ben Miehe, RA, LEED AP





# CHARLOTTE COUNTY PUBLIC SCHOOLS CONTINUING CONTRACTS

Port Charlotte, FL

## SERVICES PROVIDED:

Construction Manager at Risk

## COST:

<\$2,000,000

## SIZE:

Various SF

## SCHEDULE:

June 2018 - December 2020

## CLIENT:

School Board of Charlotte County

## REFERENCE INFORMATION:

Billy Williams

941.575.5400 | [billy.williams@yourcharlotteschools.net](mailto:billy.williams@yourcharlotteschools.net)

## PRINCIPAL-IN-CHARGE:

[Jay Smith](#)

## OPERATIONS MANAGER:

Tim Sewell

## PROJECT MANAGER:

Dan Dreier

## CHIEF ESTIMATOR:

[Jeff Stephenson](#)

The Charlotte County Schools project included security upgrades to all 23 District Campuses. Scope included upgrades to the data system, security system, fencing & gates, entrance hardware at all of the District Campuses. As every campus is different in terms of logistics, existing conditions and overall requirements, Ajax implemented a pre-bid site review of each campus prior to subcontractor bidding. This took multiple days to review each campus, but assisted greatly at ensuring the pricing received was accurate, complete and competitive. Additionally, for elements that could not be fully defined at time of GMP preparation, Ajax worked with the Owner to identify reasonable allowances for potential unforeseen items. To date, we are running approximate 20% under our stated GMP's for these projects and currently implement other desired security measures with the savings that the Owner is now wanting.

- » Port Charlotte High School Renovations: \$2,000,000
- » Deep Creek ES Telephone System Replacement: \$90,149,70
- » Lemon Bay High School Renovations: \$2,000,000
- » Security Upgrades Group 1: \$2,000,000 | Completion: Jan 2019
- » Security Upgrades Group 2: \$1,587,528
- » Security Upgrades Group 3: \$1,485,432
- » Security Fence Upgrades at Charlotte HS \$1,300,000
- » Security Upgrades Group 4: \$1,957,191
- » Security Upgrades Group 5: \$1,218,004
- » Security Upgrades Group 6: \$1,849,201
- » Security Upgrades Group 7: \$1,037,512



# ADDITIONAL EXPERIENCE



Pasco County Schools  
Sanders Memorial Elementary School



Pinellas County Schools  
Boca Ciega High School



Savannah-Chatham County  
May Howard Elementary School



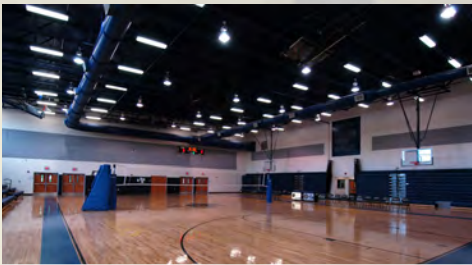
Monroe County Schools  
Marathon High School Athletic Complex



Pasco County Schools  
Sanders Memorial Elementary School



Pinellas County Schools  
Largo High School



Lake County Schools  
Eustis High School



Monroe County Schools  
Gerald Adams Elementary School



Pinellas County Schools  
Largo High School



Holy Comforter Episcopal School  
Student Center



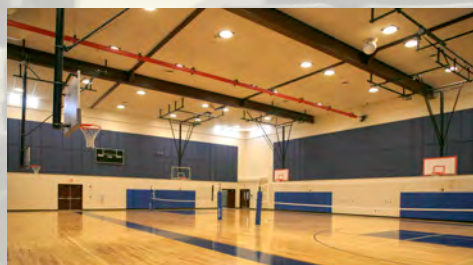
Pinellas County Schools  
Largo High School



Monroe County Schools  
Gerald Adams Elementary School



Pinellas County School  
Bardmoor Elementary School



Charlotte County Schools  
Punta Gorda Middle School



Lake County School  
Mount Dora High School





Florida A & M University  
Tucker Hall Renovation



Monroe County Schools  
Gerald Adams Elementary School



Monroe County Schools  
Gerald Adams Elementary School



Lake County Schools  
Eustis High School



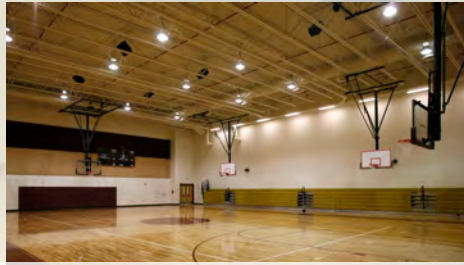
Leon County Schools  
School of Arts and Sciences



Pinellas County Schools  
Gibbs High School



Savannah-Chatham County Schools  
May Howard Elementary



Hernando County Schools  
Explorer Elementary School



Pinellas County Schools  
Lynch Elementary School



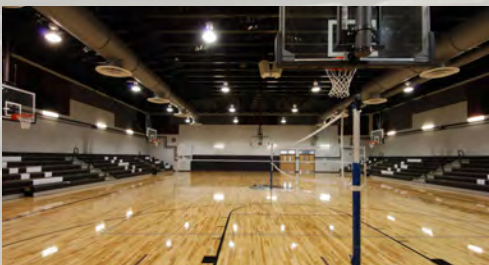
Pinellas County School  
Bardmoor Elementary School



Holy Comforter Episcopal School  
Student Center



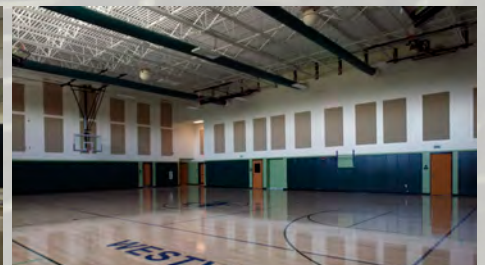
Duval County Schools  
Lee High School



Gadsen County School  
West Gadsen High School



Duval County Schools  
Lee High School



Duval County Schools  
Westview K-8

# 4.0.1.5 WORKLOAD

IDENTIFY YOUR ANNUAL VOLUME OF CONSTRUCTION CONTRACTS FOR THE LAST FIVE YEARS. WHERE A LOCAL OFFICE IS INVOLVED, PLEASE PROVIDE SIMILAR INFORMATION FOR THE LOCAL OFFICE.

2019	\$294,108,132
2018	\$261,018,546
2017	\$186,486,734
2016	\$152,182,150
2015	\$130,897,481

WHAT IS THE CURRENT DOLLAR VALUE OF WORK UNDER CONTRACT?

\$526,182,743

WHAT IS THE TYPICAL DOLLAR RANGE OF PROJECTS UNDER CONTRACT WITH YOUR FIRM?

\$2,000,000 - \$25,000,000

IDENTIFY WHAT PERCENTAGE OF YOUR WORK IS HARD BID AND WHAT PERCENTAGE IS BASED ON A CM/GC AT RISK OR SIMILAR APPROACH?

Hard Bid - 0%  
CM/GC at Risk - 100%

IDENTIFY WHAT PERCENTAGE OF YOUR WORK IS RENOVATION VERSUS NEW CONSTRUCTION.

New Construction - 75%  
Renovation - 25%

*"The job was not only completed on time and within budget under your supervision, but you also did a fantastic job of completing the project with the constraints of working in an already operating research environment. There was no interruption with the operation of the Cancer Center investigators and you did an exceptional job of communicating all aspects of the project to me and my team."*

Chris Middleton, MBA  
Augusta University



# 4.0.1.6 FINANCIAL STABILITY

**SUBMIT YOUR MOST RECENT FINANCIAL STATEMENTS (AT A MINIMUM, BALANCE SHEETS AND INCOME STATEMENTS FOR 2017 AND 2018) AND VERIFICATION OF CURRENT BONDING CAPACITY.**

## FINANCIAL STATEMENT

Please see separate envelope labeled "Confidential".

## BONDING CAPACITY

\$500 Million Single Project / \$1.5 Billion Aggregate

## 2. PROVIDE TWO BANK REFERENCES.

Capital City Bank  
Bill Brimacombe  
304 E. Tennessee Street  
Tallahassee, FL 32301  
850.402.7724  
Fax: 850.402.7729  
Brimacombe.bill@ccbg.com

Willis Towers Watson  
Steve Foster  
15305 N Dallas Parkway, Suite 1100  
Addison TX 75001  
972.715.6245  
steve.foster@willistowerswatson.com

**DESCRIBE ALL INSTANCES OF PROJECT DISPUTES, WHICH, IN THE LAST FIVE YEARS, REACHED THE LEVEL OF:**

1. FORMAL MEDIATION, ARBITRATION, OR LITIGATION;
2. SIGNIFICANT SETTLEMENTS WITH CLIENTS, CONTRACTORS, OR SUB-CONTRACTORS; OR
3. CURRENT SIGNIFICANT PENDING CLAIMS OR SUITS.

**FOR EACH DISPUTE, DESCRIBE THE PARTIES INVOLVED, THE NATURE OF THE DISPUTE, AND THE AMOUNT OF THE DISPUTE. PLEASE PROVIDE THIS INFORMATION FOR ALL SUCH DISPUTES ARISING OUT OF THE FIRM'S PROJECTS, REGARDLESS OF WHETHER THE FIRM WAS A PARTY OR WITNESS IN THE DISPUTE.**

In the last five years, Ajax has not been involved in any construction related litigation cases.

Because of our team approach to project construction and our proactive dispute resolution procedures, we have been able to greatly minimize the number of legal issues on our projects. Ajax has completed over 750 Construction Management at Risk projects for more than 120 public entity clients and is very proactive in preventing litigation opportunities on our projects.

**IDENTIFY ANY OCCASION IN THE PAST FIVE (5) YEARS WHERE ANY SURETY WAS REQUIRED TO PAY ANY CLAIM AGAINST ANY PAYMENT BOND FURNISHED BY THE PROPOSER FOR ANY PROJECT.**

None

**5. IDENTIFY ANY OCCASION IN THE PAST FIVE (5) YEARS WHERE ANY SURETY WAS REQUIRED TO RENDER OR SECURE PERFORMANCE DUE TO ANY OWNER UNDER ANY PERFORMANCE BOND FURNISHED BY THE PROPOSER FOR ANY PROJECT.**

None

**6. IDENTIFY ANY OCCASION IN THE PAST FIVE (5) YEARS WHERE ANY SURETY REQUESTED ANY OWNER OF A PROJECT IN WHICH THE PROPOSER HAD FURNISHED PERFORMANCE AND/OR PAYMENT BONDS TO MAKE ANY PAYMENT(S) BY JOINT CHECK TO THE PROPOSER AND SURETY.**

None



**7. PROVIDE A CERTIFICATE SHOWING YOUR CURRENT COMMERCIAL GENERAL LIABILITY (CGL) INSURANCE POLICY AND ANY OTHER INSURANCE POLICIES (SUCH AS PROFESSIONAL LIABILITY) THAT WOULD BE APPLICABLE TO THE PROJECT.**

<b>CERTIFICATE OF LIABILITY INSURANCE</b>		DATE (MM/DD/YYYY) 12/27/2018																																																																																																																																																																	
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.																																																																																																																																																																			
<b>IMPORTANT:</b> If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).																																																																																																																																																																			
<b>PRODUCER</b> Marsh USA, Inc. 1166 Avenue of the Americas New York, NY 10036  CN101636071-AJAX-GAWU-19-20	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="2"><b>CONTACT NAME:</b></td> </tr> <tr> <td><b>PHONE (A/C, No, Ext):</b></td> <td><b>FAX (A/C, No):</b></td> </tr> <tr> <td colspan="2"><b>E-MAIL ADDRESS:</b></td> </tr> <tr> <td colspan="2" style="text-align: center;"><b>INSURER(S) AFFORDING COVERAGE</b></td> </tr> <tr> <td><b>INSURER A:</b> Arch Insurance Company</td> <td style="text-align: right;">NAIC # 11150</td> </tr> <tr> <td><b>INSURER B:</b> XL Specialty Insurance Company</td> <td style="text-align: right;">37885</td> </tr> <tr> <td><b>INSURER C:</b> ACE Property and Casualty Insurance Company</td> <td style="text-align: right;">20699</td> </tr> <tr> <td><b>INSURER D:</b> Indian Harbor Insurance Co.</td> <td style="text-align: right;">36940</td> </tr> <tr> <td><b>INSURER E:</b></td> <td></td> </tr> <tr> <td><b>INSURER F:</b></td> <td></td> </tr> </table>		<b>CONTACT NAME:</b>		<b>PHONE (A/C, No, Ext):</b>	<b>FAX (A/C, No):</b>	<b>E-MAIL ADDRESS:</b>		<b>INSURER(S) AFFORDING COVERAGE</b>		<b>INSURER A:</b> Arch Insurance Company	NAIC # 11150	<b>INSURER B:</b> XL Specialty Insurance Company	37885	<b>INSURER C:</b> ACE Property and Casualty Insurance Company	20699	<b>INSURER D:</b> Indian Harbor Insurance Co.	36940	<b>INSURER E:</b>		<b>INSURER F:</b>																																																																																																																																														
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THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.																																																																																																																																																																			
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ACORD 25 (2016/03)

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**8. PROVIDE YOUR CURRENT BONDING RATE SCHEDULE.**

LAYER (000s)	PROJECTS < \$100 MILLION
\$0-\$100	7.60
\$100-\$500	7.60
\$500-\$2,500	7.60
\$2,500-\$5,000	6.60
\$5,000-\$7,500	6.00
\$7,500-\$20,000	5.85
>\$20,000	5.55

## 4.0.1.7 FEES & COSTS

SEE BUSINESS PROPOSAL UNDER SEPARATE COVER.





## 4.0.1.8 MISCELLANEOUS

### THE SELECTED CONTRACTOR SHALL BE REQUIRED TO HOLD A PUBLICALLY ADVERTISED PRE-BID MEETING, COVERING ALL PROJECTS, PRIOR TO ACCEPTING BIDS TO BE USED IN PREPARATION OF THE GMP.

Ajax will hold a publically advertised pre-bid meeting, covering all projects, prior to accepting bids to be used in preparation of the GMP.

### THE SELECTED CONTRACTOR SHALL BE REQUIRED TO OBTAIN A MINIMUM OF 3 QUALIFIED, COMPETITIVE BIDS FOR ALL WORK IN EXCESS OF \$100,000.00.. ADEQUATE PRICE COMPETITION MUST EXIST FOR ALL COMPONENTS OF THE CONSTRUCTION WORK AWARDED BY A CONSTRUCTION MANAGER AT-RISK ON THE BASIS OF COMPETITIVE BIDS. THE OWNER WILL REQUIRE THAT ALL BIDS BE COMPILED AND PRESENTED PRIOR TO OR AT THE ESTABLISHMENT OF THE GMP. THE OWNER SHALL BE PRESENT WHEN ALL BIDS ARE OPENED FOR REVIEW.

During the Pre-Bid Phase Prequalification packets are sent to subcontractors. We pre-qualify a minimum of three subcontractors for each trade. After pre-qualifying subcontractors and generating interest in the project, we assemble detailed bid documents. Subcontractors must know exactly what is expected of them in order to produce high quality work. Once our subcontractors are prequalified, we prequalify our subcontractors based on the following criteria:

- » Financial Security
- » Current Workload
- » Prior Experience with Similar Projects
- » Safety Record
- » References



Once our subcontractors are prequalified, we hold a pre-bid conference for each trade. At this meeting, the following information is distributed to each subcontractor:

- » Detailed Scope
- » Site Utilization Plan
- » Construction Schedule
- » 100% Plans & Specifications
- » Quality Control Program
- » Safety Control Program
- » Contract Documents

Once sealed bids are received, Ajax will open bids in the presence of your facilities staff. After bids are evaluated, we will call the apparent low bidder in for a pre-award meeting. The purpose of this meeting is to ensure that the low bidder's proposals are accurate and that no scope was omitted and to confirm that all information previously distributed at the Pre-Bid Meeting is understood prior to going to contract.

### THE OWNER RESERVES THE RIGHT TO PRE-QUALIFY AND/OR APPROVE SUBCONTRACTORS.

### DESCRIBE YOUR INFORMATION MANAGEMENT SYSTEMS AND OWNER REPORTING SYSTEMS. EXPLAIN HOW THESE SYSTEMS TIE TO THE INITIAL COST PROJECTIONS AND FINAL ESTIMATE.

#### PROJECT REPORTING SOFTWARE

To ensure effective open book communication throughout the entire project, Ajax uses various forms of contract control software. Our systems:

- » Organize all project information in a database for easy retrieval and analysis.
- » Track every transmittal, submittal, and proposed change.
- » Document agreements made at meetings and through telephone conversations.
- » Show Owners exactly how projects are bid, bought, and paid for.
- » Track approved and pending changes to contracts and purchase orders.

Our cost worksheet can be used to analyze the costs involved in transactions, as well as used to determine final costs utilizing the latest estimates for future expense. This is superior to conventional spreadsheets because it identifies the source of each cost.

Our easy-to-review information management system includes:

- » Meeting Minute Documentation
- » Scope & Budget Data Tracking
- » Value Engineering Documentation
- » Cost Reporting
- » Bonding & Insurance Status
- » Contract Status Information
- » Subcontractor Qualification
- » Shop Drawing & Submittal Logs
- » Change Order Request Logs
- » Field Documentation
- » Safety Issues
- » Request for Information (RFI)
- » Comprehensive Financial Reports
- » Material Delivery

All documents are then compiled into a monthly report and provided to the Owner. This report gives a full and complete status of all aspects of the project.

## GENERAL INFORMATION WEBSITE

Ajax maintains a corporate website so anyone with internet access can obtain information regarding the services we offer, our firm's history, as well as information pertaining to our prior success.

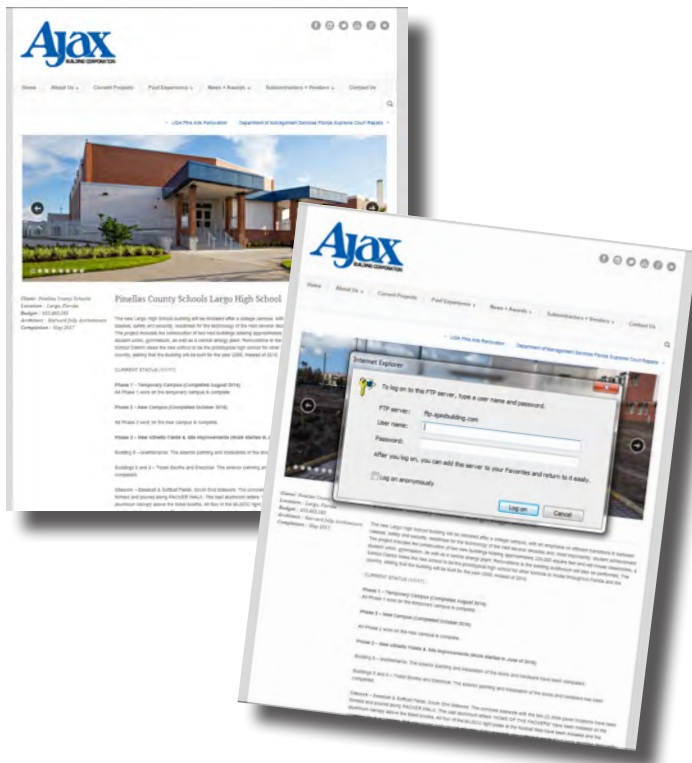
Within Ajax's corporate site, there will be a webpage specifically for your project, which will contain data and details about your project. It will contain photographs of your project that will be updated once a month, as well as the current construction status, which will be updated every month.

We believe you will find our webpage one of the best in the construction industry and encourage you to "walk our site" at [www.ajaxbuilding.com](http://www.ajaxbuilding.com).

## PROJECT SPECIFIC WEBSITE

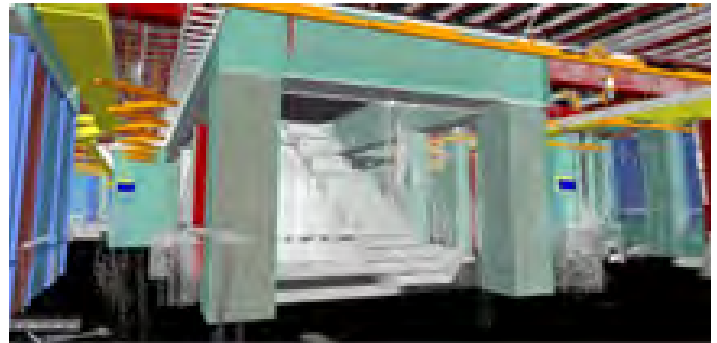
Depending on an Owner needs, Ajax can create a Project Specific Website (PSWS) that will dramatically enhance the exchange of information among the project participants. This system is provided at no extra cost to the Owner and is managed in-house by Ajax. A secure, password protected PSWS will be created that will provide the following benefits to the project:

- » Improvement in RFI Cycle Times
- » Expedited Project Closeout Times
- » Search and Retrieve Archived Information
- » View Ongoing Digital Project Photos
- » Post Critical Project Announcements
- » Send and Receive Messages Securely
- » Store Important Project Files
- » Decreased Travel Expenses
- » Reduced Mail Expenditures
- » Lowered Insurance Premiums
- » Retrieve Participant Information



## LASER SCANNING

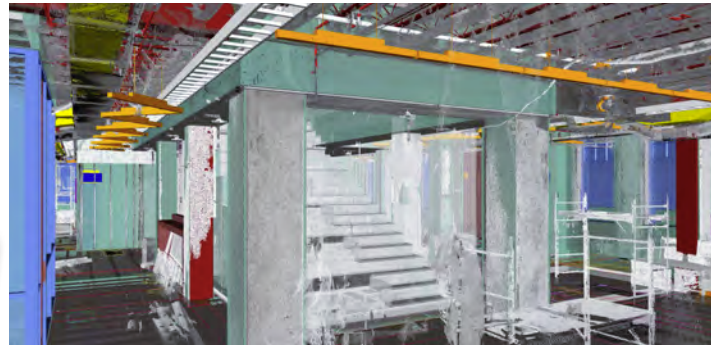
Laser Scanning is the latest generation of document review and coordination. This is performed by using periodic laser scanning in the field to locate installed elements in the field, then comparing them back to the BIM model. This allows field supervisors to ensure that installed work is located in accordance with the coordinated BIM model and avoid potential conflicts with following work of other trades. This early detection/validation process helps promoted faster construction by avoiding complicated rework after other trades work is installed. Below is an image of a Laser Scan from an Ajax project at the University of Florida.



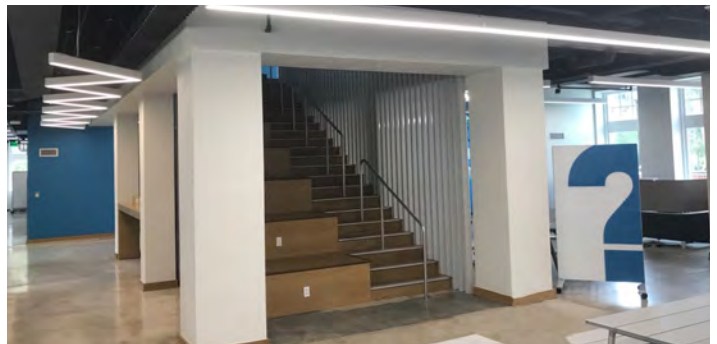
BIM MODEL



LASER SCAN



OVERLAY OF BIM & LASER



JOBSITE PHOTO



**DESCRIBE THE PROCESS YOU WOULD UTILIZE TO QUALIFY AND BID SUBCONTRACTORS AND VENDORS FOR THE PROJECT.**

Proactive community outreach is at the forefront of this ongoing exercise. Our subcontractor/vendor database is managed by Judd West, BIM Manager. He is constantly updating our database and removing the firms that have not exhibited financial stability and reliable services, and adding firms that have proven track records to be effective partners in the construction process.

Ajax is constantly identifying new sub trades to add to our network of trade contractors, Small Business Enterprises (SBE's), and "Local" firms to bid our projects. Pertinent information related to each subcontractor such as trade specialty, contact information, past performance, minority/small business status, etc. is kept utilizing a company-wide Subcontractor List. This, along with our staff's ongoing relationships with local subcontractors and extensive open solicitations for qualification statements, allow Ajax to guarantee that solicitation of bids will be distributed to a wide array of quality trade subcontractors.

All records for the period 01/01/2018 to 31/03/2018													Total			
Year	Month	Day	Time	Location	Activity	Duration	Frequency	Priority	Status	Comments	Notes	Attachments	Created By	Created Date	Updated By	Updated Date
2018	Jan	01	08:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-01	John Doe	2018-01-01
2018	Jan	02	09:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-02	John Doe	2018-01-02
2018	Jan	03	10:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-03	John Doe	2018-01-03
2018	Jan	04	11:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-04	John Doe	2018-01-04
2018	Jan	05	12:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-05	John Doe	2018-01-05
2018	Jan	06	13:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-06	John Doe	2018-01-06
2018	Jan	07	14:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-07	John Doe	2018-01-07
2018	Jan	08	15:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-08	John Doe	2018-01-08
2018	Jan	09	16:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-09	John Doe	2018-01-09
2018	Jan	10	17:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-10	John Doe	2018-01-10
2018	Jan	11	18:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-11	John Doe	2018-01-11
2018	Jan	12	19:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-12	John Doe	2018-01-12
2018	Jan	13	20:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-13	John Doe	2018-01-13
2018	Jan	14	21:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-14	John Doe	2018-01-14
2018	Jan	15	22:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-15	John Doe	2018-01-15
2018	Jan	16	23:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-16	John Doe	2018-01-16
2018	Jan	17	00:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-17	John Doe	2018-01-17
2018	Jan	18	01:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-18	John Doe	2018-01-18
2018	Jan	19	02:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-19	John Doe	2018-01-19
2018	Jan	20	03:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-20	John Doe	2018-01-20
2018	Jan	21	04:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-21	John Doe	2018-01-21
2018	Jan	22	05:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-22	John Doe	2018-01-22
2018	Jan	23	06:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-23	John Doe	2018-01-23
2018	Jan	24	07:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-24	John Doe	2018-01-24
2018	Jan	25	08:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-25	John Doe	2018-01-25
2018	Jan	26	09:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-26	John Doe	2018-01-26
2018	Jan	27	10:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-27	John Doe	2018-01-27
2018	Jan	28	11:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-28	John Doe	2018-01-28
2018	Jan	29	12:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-29	John Doe	2018-01-29
2018	Jan	30	13:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-30	John Doe	2018-01-30
2018	Jan	31	14:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-01-31	John Doe	2018-01-31
2018	Feb	01	08:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-01	John Doe	2018-02-01
2018	Feb	02	09:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-02	John Doe	2018-02-02
2018	Feb	03	10:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-03	John Doe	2018-02-03
2018	Feb	04	11:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-04	John Doe	2018-02-04
2018	Feb	05	12:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-05	John Doe	2018-02-05
2018	Feb	06	13:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-06	John Doe	2018-02-06
2018	Feb	07	14:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-07	John Doe	2018-02-07
2018	Feb	08	15:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-08	John Doe	2018-02-08
2018	Feb	09	16:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-09	John Doe	2018-02-09
2018	Feb	10	17:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-10	John Doe	2018-02-10
2018	Feb	11	18:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-11	John Doe	2018-02-11
2018	Feb	12	19:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-12	John Doe	2018-02-12
2018	Feb	13	20:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-13	John Doe	2018-02-13
2018	Feb	14	21:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-14	John Doe	2018-02-14
2018	Feb	15	22:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-15	John Doe	2018-02-15
2018	Feb	16	23:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-16	John Doe	2018-02-16
2018	Feb	17	00:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-17	John Doe	2018-02-17
2018	Feb	18	01:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-18	John Doe	2018-02-18
2018	Feb	19	02:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-19	John Doe	2018-02-19
2018	Feb	20	03:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-20	John Doe	2018-02-20
2018	Feb	21	04:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-21	John Doe	2018-02-21
2018	Feb	22	05:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-22	John Doe	2018-02-22
2018	Feb	23	06:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-23	John Doe	2018-02-23
2018	Feb	24	07:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-24	John Doe	2018-02-24
2018	Feb	25	08:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-25	John Doe	2018-02-25
2018	Feb	26	09:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-26	John Doe	2018-02-26
2018	Feb	27	10:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-27	John Doe	2018-02-27
2018	Feb	28	11:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-02-28	John Doe	2018-02-28
2018	Mar	01	08:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-01	John Doe	2018-03-01
2018	Mar	02	09:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-02	John Doe	2018-03-02
2018	Mar	03	10:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-03	John Doe	2018-03-03
2018	Mar	04	11:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-04	John Doe	2018-03-04
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2018	Mar	06	13:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-06	John Doe	2018-03-06
2018	Mar	07	14:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-07	John Doe	2018-03-07
2018	Mar	08	15:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-08	John Doe	2018-03-08
2018	Mar	09	16:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-09	John Doe	2018-03-09
2018	Mar	10	17:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-10	John Doe	2018-03-10
2018	Mar	11	18:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-11	John Doe	2018-03-11
2018	Mar	12	19:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-12	John Doe	2018-03-12
2018	Mar	13	20:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-13	John Doe	2018-03-13
2018	Mar	14	21:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-14	John Doe	2018-03-14
2018	Mar	15	22:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-15	John Doe	2018-03-15
2018	Mar	16	23:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-16	John Doe	2018-03-16
2018	Mar	17	00:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-17	John Doe	2018-03-17
2018	Mar	18	01:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-18	John Doe	2018-03-18
2018	Mar	19	02:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-19	John Doe	2018-03-19
2018	Mar	20	03:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-20	John Doe	2018-03-20
2018	Mar	21	04:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-21	John Doe	2018-03-21
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2018	Mar	23	06:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-23	John Doe	2018-03-23
2018	Mar	24	07:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-24	John Doe	2018-03-24
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2018	Mar	26	09:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-26	John Doe	2018-03-26
2018	Mar	27	10:00	London	Meeting with the team	1h	1	High	Completed	Meeting with the team to discuss the project progress.			John Doe	2018-03-27	John Doe	2018-03-27
2018																

Throughout this process, the bidder list will be shared with Beaufort County School District Procurement office to apprise the Staff of the latest participation of local and MWSBE subtrades and our overall "Good Faith Effort" in the process. In addition to the information gathered throughout this process, the Ajax team will be in constant communication with potential bidders in order to maintain bidder interest and to ensure they have a complete understanding of the project. This also affords us the ability to seek feedback from industry professionals on building material availability, schedule input and cost control measures.

Managed on board, subcontractors are managed on a daily basis for schedule adherence and quality control. We walk the job daily to monitor schedule compliance and update the schedule on a weekly basis to ensure the project stays on track. If a subcontractor slips on schedule, we develop a recovery schedule or supplement resources to regain any lost time. We conduct pre-installation conferences with all subcontractors before they start work to ensure they understand the requirements for quality work. Work in place is continually monitored for compliance to the quality control plan and contract documents. If non-conforming work is observed, it is remedied immediately or we perform the re-work on their behalf. We also require all sub-trades to utilize Procore. This is a specialized construction document platform for keeping all subs up to date with the latest contract documents and any clarifications that have been issued to these record documents along the way. This proactively ensures the latest set of docs are in the subs' hands at all times.



# **AJAX IS CONSTANTLY IDENTIFYING NEW SUB TRADES TO ADD TO OUR NETWORK OF TRADE CONTRACTORS**



**INCLUDE ONE SAMPLE OF THE FOLLOWING ITEMS WITH YOUR RESPONSE TO THE REQUEST FOR PROPOSAL (IF THESE HAVE BEEN DONE PREVIOUSLY WITH PROJECT MANAGEMENT SOFTWARE AS MENTIONED IN ITEM 8 ABOVE, PLEASE SUBMIT PRINTED EXAMPLES IN THAT FORMAT):**

- A. PROJECT COST ESTIMATE (SIMILAR FORMAT TO THE ONE PROPOSED FOR THIS PROJECT)**
- B. DAILY AND MONTHLY PROJECT REPORT TO THE OWNER**
- C. LOG(S) FOR TRACKING WORK PROGRESS**
- D. OTHER TRACKING ITEMS YOU FEEL WOULD BE HELPFUL IN SHOWING HOW YOU WOULD ASSURE THE PROJECT IS DELIVERED ON TIME AND ON BUDGET.**

Please see separate envelope labeled "Confidential - Sample Report."

**DESCRIBE HOW YOU WILL ADDRESS AND PROMOTE THE OWNER'S M/WBE POLICY IN THE CONSTRUCTION PHASE. ALL SELECTED CONTRACTORS WILL BE EXPECTED TO PARTICIPATE IN DISTRICT SPONSORED MEETINGS PROMOTING MINORITY/LOCAL SUB-CONTRACTOR PARTICIPATION.**

*Ajax is extremely proud of our proactive M/WBE programs. During the past twenty (20) years, we have awarded in excess of \$500 million in Disadvantage business WMBE contracts.*

## **HIGHLIGHTS FROM OUR PROVEN PROGRAM:**

- » A proven plan
- » An existing pre-qualified M/WBE vendor & contractor list
- » Our goal is 100% M/WBE success on every project undertaken
- » Familiar with the state construction policies and requirements

Our innovative philosophy and M/WBE action plan has enabled Ajax to maximize both M/WBE and local participation on each of our construction projects. Ajax has also instituted and staffed a M/WBE development task force designed to encourage and promote minority, women, disabled and disadvantaged employment and advancement both within Ajax and on each of our projects.

## **OUR M/WBE ACTION PROGRAM INCLUDE:**

- » Identify qualified M/WBE vendors and contractors
- » Soliciting M/WBE contractors through area newspapers, letters of interest, and direct phone contact
- » Evaluating the scope of work for every project compared to the capabilities of local firms and tailor the bid packaging to maximize M/WBE participation
- » Providing pre-bid workshops to clarify any questions M/WBE vendors and contractors may have concerning the project
- » Offering creative support for financing, security, estimating, purchasing and management issues

Ajax will work diligently with each of our M/WBE subcontractors to expose and educate their employees to our construction methodologies, systems, policies and procedures. In addition to our efforts to maximize M/WBE participation through subcontracting, we also support and promote HUB contractors with partnering and mentoring relationships.

Ajax also realizes the importance of involving local subcontractors and suppliers on each of our projects. Community involvement is key to all parties involved, and Ajax takes extra measures to ensure that portions of all work on our projects are distributed to the local community.





# M/WBE PARTICIPATION *Results*

PROJECT	GOAL	FINAL
SCCPSS May Howard Elementary School	20%	30%
Pinellas County Lynch Replacement Elementary School	0%	15%
Pinellas County Boca Ciega High School	0%	6%
NWFSC Student Services Center	0%	28%
New College of Florida Academic & Admin Building	0%	10%
Duval County Westview K-8 School	20%	30%
Duval County Stanton College Preparatory School	20%	27%
Duval County Arlington Middle School	20%	26%
Duval County Northshore K-8 School	20%	23%
Duval County Ed White High School Classroom Addition	20%	20%
Duval County Robert E Lee High School	20%	28%
Orange County Liberty Middle School	23%	26%
UF Weil Hall	20%	22%
East Gadsden High School	10%	22%
Horizon Academy at Marion Oaks 4-8 School	0%	20%
Pinellas County Gibbs High School	0%	17%
FAMU Recreation Center	0%	11%
St. Pete/Clearwater Airport Renovations Ph I	7%	10%
Daytona Beach Police Department	0%	10%
Charlotte Punta Gorda Middle School	0%	8%
West Gadsden High School	0%	8%
FGCU Whitaker Building for Science, Math & Technology	30%	30%
UF Center for Movement Disorders & Neurorestoration	0%	23%

*“I was immediately impressed with how Ajax operated. Their team of engineers and superintendents had the ability to inspire rather than deride. They had the effective ability to pull rather than push. The leadership abilities of the staff were apparent as the project progressed. I quickly realized that no matter what complications or difficulties encountered on the project, Ajax always had the best interest of the owner and the interest of all parties involved including sub-contractors.”*

*Paul Clarke  
Clarke Brothers Limited, LLC*

**ANY OTHER INFORMATION THAT YOU BELIEVE MAY ASSIST THE OWNER IN DECIDING THAT YOUR FIRM IS BEST QUALIFIED FOR THE PROJECT.**

Ajax has worked with several entities on continuing contracts. Specifically, six school districts throughout Florida. Below is a list of entities who have contracted with Ajax for their continuing contracts.

- » Pasco County Public Schools
- » Duval County Public Schools
- » Charlotte County Public Schools
- » Leon County Schools
- » Osceola County School District
- » Walton County School District
- » Augusta University
- » City of Ormond Beach
- » Florida A&M University
- » Florida Department of Corrections
- » Florida Department of Environmental Protection
- » Florida Department of Management Services
- » Florida Department of Military Affairs
- » Florida State University
- » Lee County Board of County Commissioners
- » New College of Florida
- » St. Petersburg College
- » University of Florida
- » University of Florida Health
- » University of North Florida
- » University of South Florida



## 4.0.1.9 CRIMINAL BACKGROUND CHECKS

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All Ajax employees, as well as all sub contracted trades and vendors who will be on the project site will be required to adhere to the School District criminal background check requirements and policy. This is standard operating procedure for Ajax. With 95% of our projects being for public entities, background checks are a typical procedure for our projects. We always require background checks on active K-12 campuses or projects that may have children in the vicinity.

## 4.0.1.10 OBJECTIONS, EXCEPTIONS & OBSERVATIONS

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Ajax does not object, take exception to, or have any observations with regards to any specified services and requirements as mentioned in RFP No. 20-016



# 4.0.1.11 OTHER INFORMATION & DOCUMENTS

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*Offeror should submit all other information and documents requested in this part and in parts:*

## **2.1.1 GOOD FAITH BOND OR LETTER OF CREDIT**

See Page 55

## **5.0 QUALIFICATIONS**

See Page 58

## **8.0 BIDDING SCHEDULE/ PRICE PROPOSAL**

See Business Proposal Under Separate Cover

## **AND ANY APPROPRIATE ATTACHMENTS ADDRESSED IN SECTION 9.0 - ATTACHMENTS TO SOLICITATIONS.**

See Page 59

## 2.1.1 GOOD FAITH BOND OR LETTER OF CREDIT

### BONDING LETTER

Willis Towers Watson 

August 15, 2019

Ajax Building Company, LLC  
109 Commerce Blvd.  
Oldsmar, FL 34677

**Re: BONDING CAPACITY REFERENCE LETTER**

To Whom It May Concern,

Ajax Building Company, LLC is a highly regarded and valued client of Travelers Casualty and Surety Company of America (A.M. Best Financial Strength Rating of A++ (XV)), as Surety, and has the pleasure of extending surety credit to Ajax Building Company, LLC. The Surety is licensed and authorized to transact business in all 50 States. During Ajax Building Company, LLC's history, the company has developed a strong and successful track record of completing projects on time, without claims and within the available budget

We have determined that Ajax Building Company, LLC is capable of obtaining a performance bond and a payment bond for the Project, and the Surety for, Ajax Building Company, LLC is prepared to provide a performance and payment bond for the Project in the form and amount required by the Agreement. The Surety has, in the past, considered and provided bonding for individual projects in excess of \$500,000,000 and provided surety support for uncompleted work programs in excess of \$1,500,000,000.

Our consideration and issuance of bonds is a matter solely between the Ajax Building Company, LLC and ourselves, and we assume no liability to third parties or to you by the issuance of this letter. The Surety reserves their right to review for any adverse changes to the contract terms and conditions, bond forms, appropriate contract funding and any other underwriting considerations at the time of the request.

We trust this information meets your satisfaction. If there are further questions, please feel free to contact me.

Sincerely,



Steven R. Foster  
Attorney-in-Fact for  
Travelers Casualty and Surety Company of America

Willis of Texas, Inc.  
15305 North Dallas Parkway  
Suite 1100  
Addison, Texas 75001  
972 715 6245  
steve.foster@willistowerswatson.com



**Document A310™ – 2010**

Conforms with The American Institute of Architects AIA Document 310

**Bid Bond****CONTRACTOR:***(Name, legal status and address)*

Ajax Building Company, LLC  
1080 Commerce Blvd  
Midway, FL 32343

**OWNER:***(Name, legal status and address)*

Beaufort County School District  
2900 Mink Point Blvd  
Beaufort, SC 29902

**SURETY:***(Name, legal status and principal place of business)*

Travelers Casualty and Surety Company of America

One Tower Square  
Hartford, CT 06183

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

**BOND AMOUNT:** \$ 5% of Bid

Five Percent of Amount Bid

**PROJECT:***(Name, location or address, and Project number, if any)*

Solicitation Number: 20-016, Capital Renewal Renovations and Modifications Projects

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.


When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 10th day of January, 2020

  
\_\_\_\_\_  
(Witness)

Ajax Building Company, LLC

*(Principal)*

By:   
\_\_\_\_\_  
(Title) Vice President

  
\_\_\_\_\_  
(Witness)

Travelers Casualty and Surety Company of America

*(Surety)**(Seal)*

By:   
\_\_\_\_\_  
(Title) Laurie Pflug Attorney-in-Fact

S-0054/AS 8/10



**Travelers Casualty and Surety Company of America  
Travelers Casualty and Surety Company  
St. Paul Fire and Marine Insurance Company**

**POWER OF ATTORNEY**

**KNOW ALL MEN BY THESE PRESENTS:** That Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company are corporations duly organized under the laws of the State of Connecticut (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint **Laurie Pflug** of **DALLAS, Texas**, their true and lawful Attorney-in-Fact to sign, execute, seal and acknowledge any and all bonds, recognizances, conditional undertakings and other writings obligatory in the nature thereof on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

**IN WITNESS WHEREOF**, the Companies have caused this instrument to be signed, and their corporate seals to be hereto affixed, this **17th** day of **January**, **2019**.



State of Connecticut

City of Hartford ss.

By: \_\_\_\_\_

Robert L. Raney, Senior Vice President

On this the **17th** day of **January**, **2019**, before me personally appeared **Robert L. Raney**, who acknowledged himself to be the Senior Vice President of Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company, and that he, as such, being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing on behalf of said Companies by himself as a duly authorized officer.

**IN WITNESS WHEREOF**, I hereunto set my hand and official seal.

My Commission expires the **30th** day of **June**, **2021**



Anna P. Nowik, Notary Public

This Power of Attorney is granted under and by the authority of the following resolutions adopted by the Boards of Directors of Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company, which resolutions are now in full force and effect, reading as follows:

**RESOLVED**, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President, any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary may appoint Attorneys-in-Fact and Agents to act for and on behalf of the Company and may give such appointee such authority as his or her certificate of authority may prescribe to sign with the Company's name and seal with the Company's seal bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking, and any of said officers or the Board of Directors at any time may remove any such appointee and revoke the power given him or her; and it is

**FURTHER RESOLVED**, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President may delegate all or any part of the foregoing authority to one or more officers or employees of this Company, provided that each such delegation is in writing and a copy thereof is filed in the office of the Secretary; and it is

**FURTHER RESOLVED**, that any bond, recognizance, contract of indemnity, or writing obligatory in the nature of a bond, recognizance, or conditional undertaking shall be valid and binding upon the Company when (a) signed by the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary and duly attested and sealed with the Company's seal by a Secretary or Assistant Secretary; or (b) duly executed (under seal, if required) by one or more Attorneys-in-Fact and Agents pursuant to the power prescribed in his or her certificate or their certificates of authority or by one or more Company officers pursuant to a written delegation of authority; and it is

**FURTHER RESOLVED**, that the signature of each of the following officers: President, any Executive Vice President, any Senior Vice President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary, and the seal of the Company may be affixed by facsimile to any Power of Attorney or to any certificate relating thereto appointing Resident Vice Presidents, Resident Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such Power of Attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding on the Company in the future with respect to any bond or understanding to which it is attached.

I, **Kevin E. Hughes**, the undersigned, Assistant Secretary of Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company, do hereby certify that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which remains in full force and effect.

Dated this **10th** day of **January**, **2020**



Kevin E. Hughes, Assistant Secretary

**To verify the authenticity of this Power of Attorney, please call us at 1-800-421-3880.  
Please refer to the above-named Attorney-in-Fact and the details of the bond to which this Power of Attorney is attached.**

# 5.0 QUALIFICATIONS

## 5.0.3 LICENSES



## State of Florida Department of State

I certify from the records of this office that AJAX BUILDING COMPANY, LLC is a limited liability company organized under the laws of the State of Florida, filed on June 27, 2019, effective May 7, 1962.

The document number of this limited liability company is L19000160919.

I further certify that said limited liability company has paid all fees due this office through December 31, 1962 and that its status is active.

Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Fifth day of December, 2019



*Randy R. Prew*  
Secretary of State

Tracking Number: 1683323245CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>



# 9.0 ATTACHMENTS

## STATEMENT OF SOLICITATIONS

District's goal to ensure equal opportunities in the proposed work to be undertaken in performance of this project. Specifically, the BCSD seeks to encourage and promote on an inclusionary basis contracting opportunities without regard to the race, gender, national origin or ethnicity of the ownership or management of any business and that it is an equal opportunity employer and contracting entity. We certify that the representations contained in the Minority/Woman Business Enterprise (M/WBE) Utilization Report, which we have submitted with this solicitation, are true and correct as of this date. We commit to undertake this contract with the Minority/Woman Business utilization Report we have submitted, and to comply with all non-discrimination provisions of the Minority/Woman Business Enterprise Program in the performance of this contract.



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Signature

January 10, 2020

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Date

Name: John B. Smith, II

Title: Vice President

Project: Capital Renewal Renovations and Modifications Projects 20-016



# Ajax

[www.ajaxbuilding.com](http://www.ajaxbuilding.com)