







Construction Management At Risk Services for

BEAUFORT COUNTY SCHOOL DISTRICT
REBUILD OF HILTON HEAD ISLAND HIGH SCHOOL

Solicitation No. 23-012

Ajax

AJAX BUILDING COMPANY, LLC

Part of the STO Building Group Family of Companies



TABLE OF CONTENTS

4.0.1.1.	COVER PAGE	2
4.0.1.2.	COVER LETTER	4
4.0.1.3.	FIRM INFORMATION	5
4.0.1.4.	PRECONSTRUCTION & CONSTRUCTION PROJECT TEAM	11
4.0.1.5.	EXPERIENCE	30
4.0.1.6.	WORKLOAD	39
4.0.1.7.	FINANCIAL STABILITY	40
4.0.1.8.	FEES AND COSTS	43
4.0.1.9.	MISCELLANEOUS	44
4.0.1.10.	SECTION 9 - ATTACHMENTS	51

2.1.1 Good Faith Bond or Letter of Credit
5.0 Qualifications
8.0 Bidding Schedule/Price Proposal
9.0 Attachments

4.0.1.11.	OBJECTIONS	56
Appendix		57

4.0.1.1

COVER PAGE & PAGE TWO

COVER PAGE

Beaufort County School District

Solicitation Number:	23-012
Date Printed:	January 26, 2023
Date Issued:	TBD
Procurement Officer:	Kaylee Yinger, NIGP-CPP, CPPB
Phone:	843-322-2349
Email:	Kaylee.Yinger@beaufort.k12.sc.us

Request for Proposal (RFP)

DESCRIPTION: **Construction Management At-Risk Services – Rebuild of Hilton Head Island High School**

SUBMIT OFFER BY (Opening Date & Time): **February 23, 2023, at 4:00 PM EST**

QUESTIONS MUST BE RECEIVED BY: **February 16, 2023**

NUMBER OF COPIES TO BE SUBMITTED: **One (1) Original Signed; Six (6) Signed Copies and One (1) Redacted Version on USB**

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

AWARDS & AMENDMENTS:
Award will be posted at the Physical Address stated above on or after ***February 23, 2023.*** 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) Ajax Building Company, LLC

ENTITY TYPE: Limited Liability Company

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

John B. Smith, II
PRINTED NAME

President
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)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business):	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent):
Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343	Ajax Building Company, LLC 229 Huger Street, Suite 200 Charleston, SC 29403
PHONE NUMBER: (850) 224-9571	
EMAIL ADDRESS: jay.smith@ajaxbuilding.com	

PAYMENT ADDRESS (Address to which payments will be sent):	ORDER ADDRESS (Address to which all purchase orders will be sent):
Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343	Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343
☐ Payment Address Same as Home Office Address ☑ Payment Address Same as Home Notice Address (check one only)	☐ Payment Address Same as Home Office Address ☑ Payment Address Same as Notice Address (check one only)

ACKNOWLEDGEMENT OF AMENDMENTS:	Amendment Number	Amendment Issue Date
Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.	#1 #2	2/15/2023 2/21/2023

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes ☐ No ☑
If yes, please include a copy of your certification.

4.0.1.2

COVER LETTER

Charleston Office
229 Huger Street, Suite 200
Charleston, SC 29403
843.203.8924 Phone

www.ajaxbuilding.com

AL – 54552
FL - CGC#042112
GA - GCCO 007750
GA - GCCQA 007750
NC – 83194
SC – G122422
TN – 74075

USGBC MEMBER

February 23, 2023

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

RE: Construction Management At-Risk Services – Rebuild of Hilton Head Island High School

Members of the Selection Committee:

Ajax Building Company is pleased to present our qualifications to provide Construction Manager at-Risk services for the Rebuild of Hilton Head Island High School. We look forward to sharing the experience we have gained working with 31 School Districts on more than 270 K-12 projects totaling nearly $2.0 billion. We believe our recent success with Beaufort School District, expertise in K-12 construction, and 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 over 220 employees and 13 offices, including nearby Charleston, 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 over 270 K-12 projects include everything from new prototype schools to complete rebuild of High Schools on actives campuses. In fact, we completed a very similar project at Boca Ciega High School. That project included seven phases over a 4-year construction period. Ajax and our teams understand efficient design and construction concepts and methods, ensuring each of your objectives are met. A great example of this is the 21 projects we have worked on with the Beaufort County School District. Michael Wilson, Project Executive, Bryson Thomas, Project Manager, Leonard Ziegler, Superintendent, Greg Albano, Project Engineer, and Eduardo Rivera, Assistant Superintendent, are currently working with BCSD on the Capital Renewal Renovations & Modifications project. We also are currently working with your design team, Little Diversified. Ajax and Little successfully completed the College of Charleston Rutledge Rivers project and are in the design phase for a $70M+ project in Lancaster County. This combined experience will ensure we will be able to integrate into your team seamlessly and start providing value from Day one.

In closing, I believe that the strength of the Ajax team, our experience with BCSD, and our K-12 school CM at-Risk expertise makes Ajax an ideal firm to serve as the construction partner for the Rebuild of Hilton Head Island High School. We will provide the School District and the Community a quality product delivered on-time, in-budget, and with the highest level of customer service and care. As a Beaufort County property owner, you can count on my personal dedication to this project and to the community. Should you have any questions, please contact me at 803-626-1650 or jay.smith@ajaxbuilding.com.

Sincerely,
Ajax Building Company, LLC



President

4.0.1.3

FIRM INFORMATION

Firm Name, Firm Address, History of company, including ownership and key management, Contact information for the Officer of the Firm in charge of this Proposal. See Following Pages.

FIRM NAME, FIRM ADDRESS & MORE

FIRM NAME:	Ajax Building Company, LLC
FIRM ADDRESS:	29 Huger Street, Suite 200 Charleston, SC 29403
PRIMARY CONTACT:	Michael Wilson Regional Director
TELEPHONE NUMBER:	843.203.8924
FAX NUMBER:	850.224.2496
E-MAIL ADDRESS:	Michael.Wilson@ajaxbuilding.com
COMPANY WEBSITE:	www.ajaxbuilding.com
OWNERSHIP:	Limited Liability Company
MANAGING OFFICE:	29 Huger Street, Suite 200 Charleston, SC 29403



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 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 $120,000,000 new building or a $75,000 renovation, 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.

AJAX STAFF	EMPLOYEES
Accounting	7
Estimators	8
Management/ Administration	48
Project Engineers	12
Project Managers	52
Sales/Marketing	9
Superintendents	60
Various	27
TOTAL	**223**
LEED Accredited Professionals	25

KEY MANAGEMENT



WILLIAM P. BYRNE
Chief Executive Officer



JAY SMITH
President



BRIAN DESOTELL
Chief Financial Officer



APPIE WELLS
Vice President of Operations



RICK GUERRA
Director of Field Operations



JUDD WEST
Director of Preconstruction Services



MARC REEVES
Director of Risk Management

"The organization, exceptional performance and leadership shown from Ajax were one of the reasons that this project was very successful. The leadership shown throughout the entire project was commendable. Schedules were maintained and all phases of this project were completed on time and under budget."

Eugene Spurr
Dir. of Maintenance & Operations
Charlotte County Public Schools
Charlotte County High School

COMPANY CHANGES

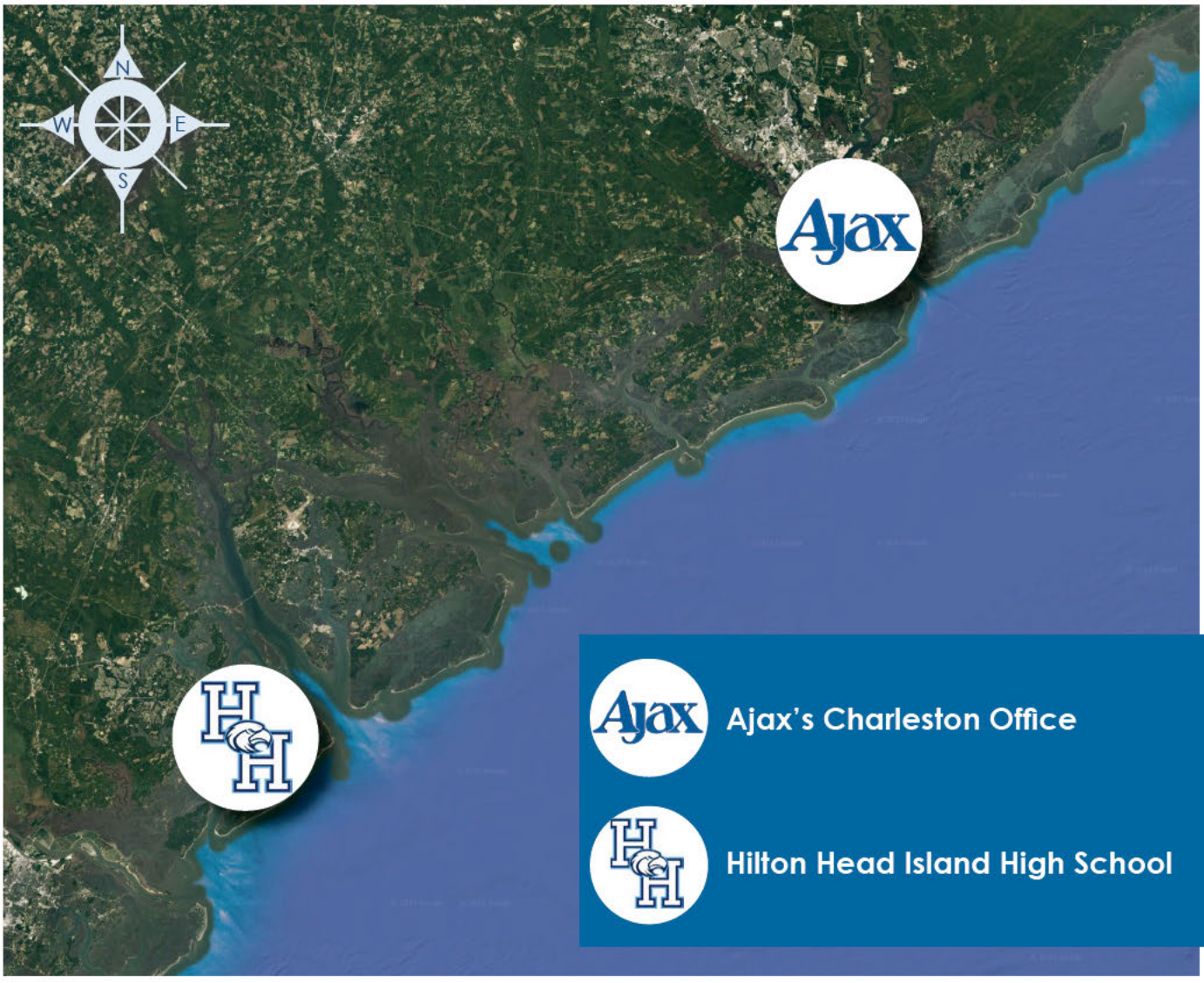
Describe any company changes that are anticipated to occur during the life of the Project.
Not applicable.

CORPORATE HEADQUARTERS & OTHER OFFICES

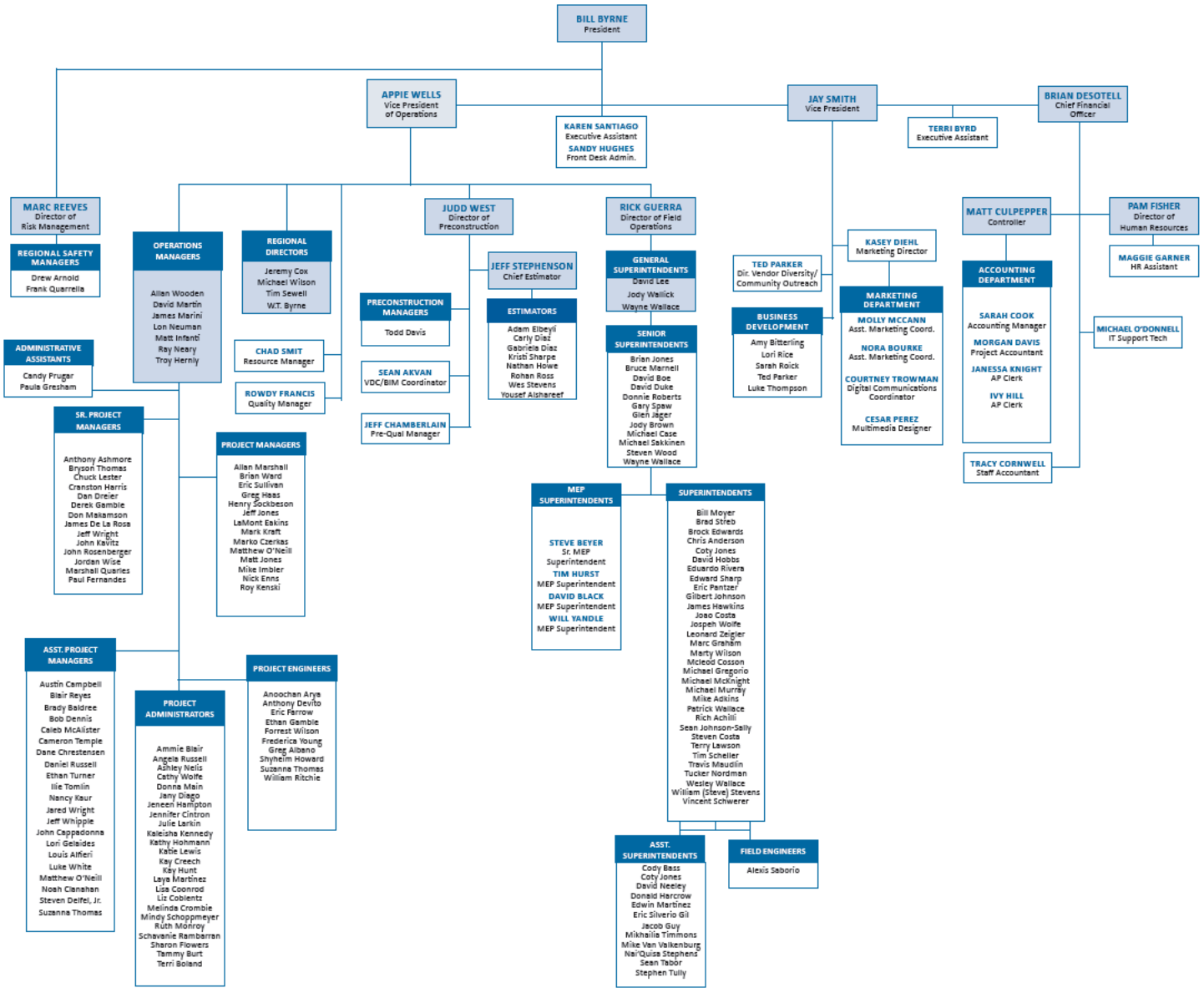
Location of Corporate Headquarters and Other Divisional Offices.
Ajax brings 65 years of construction management at risk, design/build, and general contracting expertise to each of our projects. Our Headquarters is located at **1080 Commerce Boulevard, Midway, FL 32343**, with offices throughout the state of South Carolina in Charleston, Lexington and Greenville. Ajax has additional offices in Jacksonville, DeFuniak Springs, Gainesville, Lake Mary, Fort Myers, Venice, and Tampa in Florida; Atlanta and Augusta in Georgia.

LOCATION OF OFFICE

Location of office(s) which will be involved in the project during both pre-construction and construction.
The office responsible for the Hilton Head Island High School Rebuild project will be our Charleston SC office located at **229 Huger Street, Suite 200 Charleston, SC 29403**.



ORGANIZATIONAL CHART OF COMPANY



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.

PAINTING
Simmons Restoration

FLOORING/DRYWALL
Bonitz

METAL FRAMING, DRYWALL, & ACOUSTICAL CEILINGS DIVISION 9

PLUMBING/MECHANICAL
Mock Plumbing & Mechanical

STRUCTURAL & MISC. STEEL
SteelFab, Inc of SC

ELECTRICAL
A/C Electric

DRYWALL /ACT & DIVISION 10
Precision Walls, Inc

PRECAST CONCRETE
Tindall Corporation



image: College of Charleston Sottile Theatre Stage Renovation

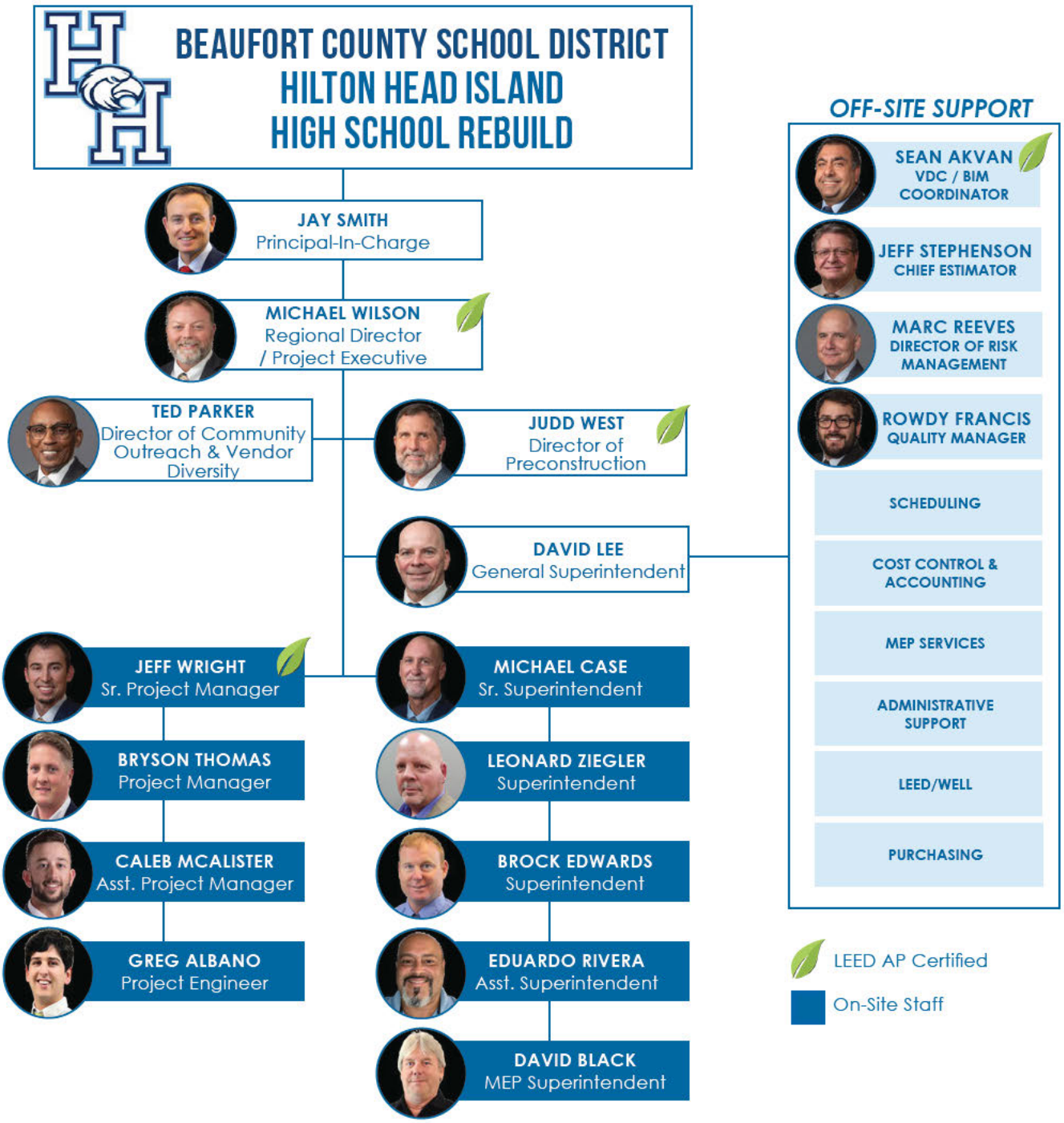
4.0.1.4

PRE-CONSTRUCTION AND CONSTRUCTION PROJECT TEAM

Provide resumes describing your anticipated Project Team, along with their individual and team experience in projects similar in nature to the proposed project. See Following Pages.

ORGANIZATIONAL CHART

Include an organizational chart identifying key individuals and their responsibilities.



RESUMES OF PROJECT TEAM



JAY SMITH

PRINCIPAL-IN-CHARGE

[redacted]



[redacted]





MICHAEL WILSON

REGIONAL DIRECTOR / PROJECT EXECUTIVE







JUDD WEST

DIRECTOR OF PRECONSTRUCTION

[redacted]



[redacted]





JEFF WRIGHT

SR. PROJECT MANAGER







BRYSON THOMAS
PROJECT MANAGER

[redacted]



[redacted]





CALEB MCALISTER

ASSISTANT PROJECT MANAGER







GREG ALBANO
PROJECT ENGINEER

[redacted]



[redacted]





DAVID LEE

GENERAL SUPERINTENDENT







MICHAEL CASE

SR. SUPERINTENDENT







LEONARD ZIEGLER
SUPERINTENDENT







BROCK EDWARDS
SUPERINTENDENT








JOSEPH
SHANKLIN
ELEMENTARY
121


UFHealth
PROTON THERAPY INSTITUTE



DAVID BLACK
MEP SUPERINTENDENT



[redacted]

[redacted]

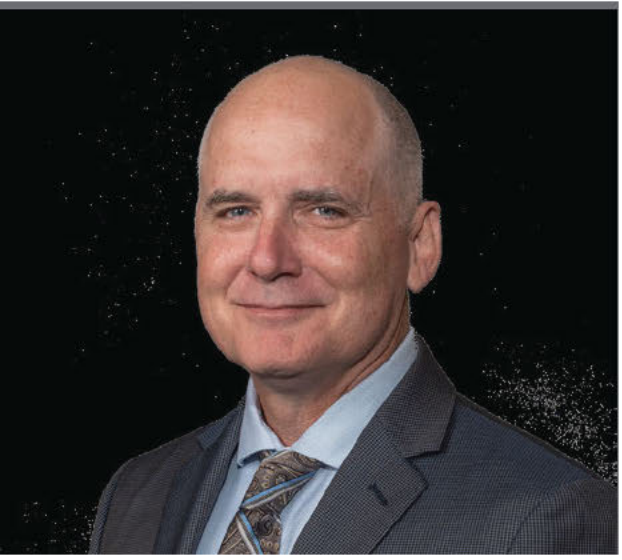




JEFF STEPHENSON
CHIEF ESTIMATOR







MARC REEVES

DIRECTOR OF RISK MANAGEMENT

[redacted]

SAFETY 360°

EVERYBODY | EVERYWHERE | EVERYDAY

[redacted]





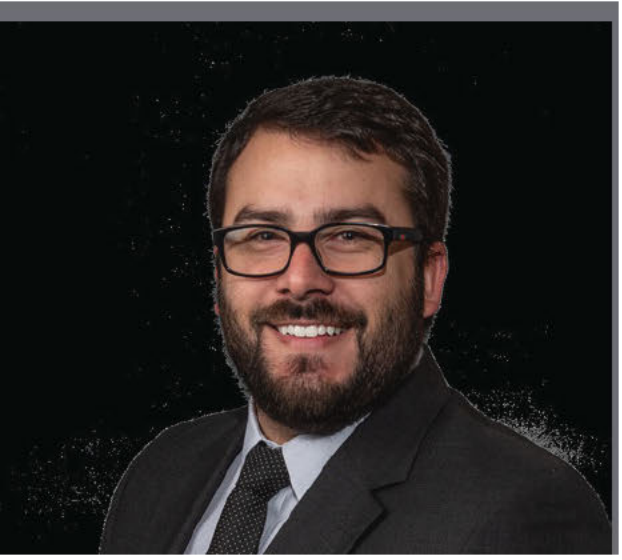
TED PARKER

DIRECTOR OF COMMUNITY OUTREACH & VENDOR DIVERSITY

"I was immediately impressed with how Ajax operated. Their team of engineers and superintendents had the ability to inspire rather than deride. 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 Ltd., LLC





ROWDY FRANCIS
QUALITY MANAGER





TEAM OBLIGATIONS & PERCENTAGE OF TIME ASSIGNED

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.

Ajax's commitment to quality and superior service is exemplified in our commitment of a highly experienced and innovative team. This team was selected for their knowledge and experience in working on projects with similar logistical and technological complexities, and their ability to address the specific scope of the work for your project. Everyone is available to begin work on the Hilton Head Island High School Rebuild Project in their respective roles. This team was specifically chosen for their availability in accordance with other projects. There are no obligations for any team member which would prevent them from fulfilling their responsibility to the project.

PROPOSED KEY PERSONNEL	% TIME DEVOTED	
	PRECONSTRUCTION	CONSTRUCTION
JAY SMITH Principal-in-Charge	2%	2%
MICHAEL WILSON Project Executive / Regional Director	10%	10%
JUDD WEST Director of Preconstruction	10%	As Needed
JEFF WRIGHT Sr. Project Manager	10%	100%
BRYSON THOMAS Project Manager	10%	100%
CALEB MCALISTER Assistant Project Manager	5%	100%
GREG ALBANO Project Engineer	0%	100%
DAVID LEE General Superintendent	5%	10%
MICHAEL CASE Sr. Superintendent	5%	100%
LEONARD ZIEGLER Superintendent	5%	100%
BROCK EDWARDS Superintendent	5%	100%
EDUARDO RIVERA Asst. Superintendent	5%	100%
DAVID BLACK MEP Superintendent - Part Time	0%	50%
JEFF STEPHENSON Chief Estimator	20%	As Needed
ROWDY FRANCIS Quality Control Manager	10%	10%
MARC REEVES Director of Safety and Risk Management	5%	5%
TED PARKER Director of Community Outreach & Vendor Diversity	5%	5%

ORGANIZATION OF TEAM

Describe how the construction team would be organized throughout the life of the Project.

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 Jeff Stephenson, our Chief Estimator, will provide cost information and verify budgets. Jeff Wright, Sr. Project Manager, and Bryson Thomas, Project Manager, will work with Michael Case, Sr. Superintendent, as well as Leonard Ziegler and Brock Edwards, Superintendents, to provide constructability reviews and develop a schedule to ensure the project is completed on time and in your budget. Marc Reeves, Director of Risk Management will develop a safety plan that will provide a safe environment for the employees, visitors and construction crews. Jay Smith and Michael Wilson 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.

PROJECT MANAGER AND SUPERINTENDENTS

Specifically identify your assigned Project Manager and possible Superintendents for the Project. Proposers shall propose a single Project Manager that will be assigned to all project sites. It is the intent of the District to have a single point of contact (per general contractor selected) for all project sites for pre-construction through completion of construction. The proposed Project Manager must be present at the RFP interviews, and the selected firm must commit to maintain the same persons as Project Manager for the entire duration of the Project.



MICHAEL WILSON
PROJECT EXECUTIVE

POINT OF CONTACT

As the Project Executive, Michael Wilson be the Point of Contact for the Hilton Head Island High School Rebuild Project in Beaufort County. Michael will kick off the project by conducting coordination meetings with the owner, design team, Ajax and any stakeholders with this project. From developing a Policy & Procedures Manual assigning each team member responsibilities to overseeing constructability reviews and design phase estimating, Michael will ensure the tone of this project to be delivered on time and in budget is established early.



JEFF WRIGHT
SR. PROJECT MANAGER

Jeff Wright will be the Sr. Project Manager for the Hilton Head Island High School Rebuild Project. Jeff will be very involved from the pre-construction phase, through construction and occupancy. Jeff'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.

SUPERINTENDENTS FOR THIS PROJECT >>>



MICHAEL CASE
SR. SUPERINTENDENT



LEONARD ZIEGLER
SUPERINTENDENT



BROCK EDWARDS
SUPERINTENDENT

EXPERIENCE OF WORKING AS A TEAM

Describe your team's experience as part of a similar Project Team.



MICHAEL WILSON
PROJECT EXECUTIVE

JEFF WRIGHT
SR. PROJECT MANAGER

BRYSON THOMAS
PROJECT MANAGER

MICHAEL CASE
SR. SUPERINTENDENT

LEONARD ZIEGLER
SUPERINTENDENT

GREG ALBANO
PROJECT ENGINEER

Each member of this team brings experience from the Education sector to your project, along with a list of best practices for the design and construction. In fact, Jay Smith, Michael Wilson, Jeff Wright, and Michael Case have worked together on the **Hillsborough County Public Schools Robinson High School** project. Importantly, Michael Wilson, Bryson Thomas, Greg Albano, and Leonard Ziegler have been working together on various schools within the **Beaufort County School District Capital Renewal Renovations & Modifications** project. Individually, these team members have extensive K-12 Experience from all around the State with many of them having worked together on several K-12 facility projects. They bring the most recent knowledge in K-12 construction techniques and school trends.

In addition, the support and commitment from our off-site team will ensure each of your project goals and objectives are met. From preconstruction services, through construction and closeout, the Ajax team will be engaged in the process of designing and constructing the Hilton Head Island High School Rebuild Project. To ensure there are no gaps of communication in the process, our on-site teams participate throughout the pre-construction phase. Their involvement in the design phase and understanding of why decisions are made, eliminate any questioning of systems, materials or processes once on the construction site.



Hillsborough Robinson High School



Beaufort County School District Capital Renewal Renovations & Modifications

4.0.1.5

PREVIOUS EXPERIENCE

PREVIOUS EXPERIENCE

Describe your previous experience in providing similar services as described above. Provide a minimum of three references of similar projects for these services.

We love what we do. We have been building amazing spaces for our clients for over 65 years, and it's still just as rewarding. We love tackling the challenges that each project brings, solving the puzzles that each presents and building relationships with new colleagues and old friends with every new project we undertake.

PAST THREE YEARS INFORMATION

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 subcontractors 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

REFERENCES:

1

2

3

4

[redacted]

ALL PROJECTS PAST THREE YEARS

PROJECT NAME & LOCATION	COMPLETION DATE	CONTRACT AMOUNT
Volusia County Schools Beachside Elementary Clearwater, FL	February 2023	$26,408,592
Pinellas County Schools Lakewood High School Renovation St. Petersburg, FL	February 2023	$21,648,680
Hillsborough County Schools Sumner High School Classroom Additions Riverview, FL	January 2023	$11,121,308
University of Florida Health IT Tower Gainesville, FL	March 2020	$5,370,497
City of Fort Walton Beach Field Office Complex Fort Walton Beach, FL	March 2020	$11,844,448
Pasco County Schools Bexley Elementary Classroom Addition Land O' Lakes,FL	June 2020	$3,650,449
Ortho Properties, LLC Tallahassee Orthopedic Clinic Tallahassee, FL	June 2020	$14,987,661
Florida State University Earth Ocean & Atmospheric Sciences Tallahassee, FL	June 2020	$60,224,171
City of Venice Public Safety Facility Venice, FL	July 2020	$11,961,171
Pasco County Schools Cypress Creek Middle School Wesley Chapel,FL	July 2020	$40,447,721
Pensacola State College Baars Building Pensacola, FL	July 2020	$12,983,081
Hillsborough County Schools Memorial Middle School Referendum, Phase 2 Tampa,FL	August 2020	$4,887,705
Monroe County Schools Stanley Switlik Elementary School Marathon,FL	August 2020	$32,120,537
Maclay School Beck Family Innovation Center Tallahassee, FL	September 2020	$6,610,206
Monroe County Schools Transportation and Internal Services Facility Key West,FL	September 2020	$13,825,662
Volusia County Public Works Complex Deland, FL	December 2020	$9,272,498

Pasco County Wiregrass Ranch Sports Campus Wesley Chapel, FL	January 2021	$26,320,047
Pinellas County Schools Northeast High School Building Renovations St. Petersburg,FL	January 2021	$7,254,007
Florida A&M University Center for Access & Student Success Tallahassee, FL	February 2021	$25,911,518
Charlotte County Justice Center Renovation Punta Gorda, FL	February 2021	$10,395,639
Sumter County Jail Expansion Bushnell, FL	March 2021	$17,263,903
Monroe County Schools Key West High School Backyard Key West,FL	March 2021	$10,296,289
College of Charleston Sottile Theatre Renovation Charleston, SC	May 2021	$4,489,674
Hillsborough County Schools Spoto High School Classroom Addition Riverview, FL	August 2021	$10,395,639
Pinellas County Schools Shore Acres Elementary Prototype Classroom Addition St. Petersburg, FL	August 2021	$3,979,113
Columbia County Detention Facility Lake City, FL	February 2022	$16,072,359
University of Florida Centrex Renovation (part of UF Public Safety) Gainesville, FL	June 2022	GMP: $21,077,520
Florida State University Student Union Tallahassee, FL	July 2022	GMP: $124,324,611
Augusta University CA Lab Renovations Augusta, GA	August 2022	$453,255
Alpha Chi Omega National Housing Corporation USC Renovation Columbia, SC	August 2022	$1,402,578.00
Seminole State College of Florida MSA-LM Campus HVAC Repair Bldg V Sanford, FL	September 2022	$357,575.00





C. FIVE PROJECTS WITHIN THE LAST FIVE YEARS



COMPARISON OF SCOPES	**Pinellas County Schools** Lakewood High School Renovation	**Pinellas County Schools** Largo High School	**Hillsborough County Schools** Robinson High School	**Savannah-Chatham County School Systems** May Howard Elementary School	**Florida State University** Student Union
NEW CONSTRUCTION	✓	✓		✓	✓
PHASED PROJECT	✓	✓	✓	✓	✓
COUNTY SCHOOL OWNED	✓	✓	✓	✓	✓
ACTIVE SITE	✓	✓	✓	✓	✓
COASTAL PROJECT	✓	✓	✓	✓	✓
CM AT-RISK	✓	✓	✓	✓	✓



SIZE
140,050 SF

CONTRACT VALUE
$21,648,680

COMPLETION
February 2023

LOCATION
St. Petersburg, FL

OWNER
Pinellas County Schools

PINELLAS COUNTY SCHOOLS
LAKEWOOD HIGH SCHOOL RENOVATION
St. Petersburg, FL

The objective of this project is to create a more welcoming exterior aesthetic to the front of the school as well as structural renovations that would enhance the campus overall. These improvements include changing the front façade to stucco, a new artificial turf football field with new entrance, ticket booth, concession stand and restrooms, replacing the current classroom speakers with IP, replacing ceilings, lighting, paint, flooring, adding fire sprinklers, a new chiller, modifying all classroom entrances to ADA standards, new stage lighting & sound system for the Auditorium, replacing the cafeteria serving line, renovating group restrooms and locker rooms, and updating existing administration offices and lobby.



TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓
Rowdy Francis, Quality Manager	✓



PINELLAS COUNTY SCHOOLS

LARGO HIGH SCHOOL

Largo, FL

The new Largo High School building was modeled after a college campus, with an emphasis on efficient transitions in between classes, safety and security, readiness for the technology of the next several decades and, most importantly, student achievement. The project included the construction of two new buildings totaling approximately 229,000 square feet and will house classrooms, a student union, gymnasium, as well as a central energy plant. Renovations to the pre-existing auditorium were also performed. The School District views the new school to be the prototypical high school for other schools to model throughout Florida and the country, stating that the building was built for the year 2050, instead of 2016.



TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓
Rowdy Francis, Quality Manager	✓



HILLSBOROUGH COUNTY SCHOOLS

ROBINSON HIGH SCHOOL REFERENDUM (YEAR 3)

Tampa, FL

This project will consist of a partial campus replacement with new classroom and administration buildings of 89,000 SF, a new chilled water plant and campus-wide HVAC system upgrades with associated architectural upgrades on 156,160 SF of existing buildings including new windows, ceilings, and painting. The new buildings are to be built in central courtyard of the existing campus with the displaced spaces using a temporary portable classroom campus during the renovation work to the campus.



TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
Jeff Wright, Project Manager	✓
Michael Case, Superintendent	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓
Rowdy Francis, Quality Manager	✓



SAVANNAH-CHATHAM COUNTY PUBLIC SCHOOLS

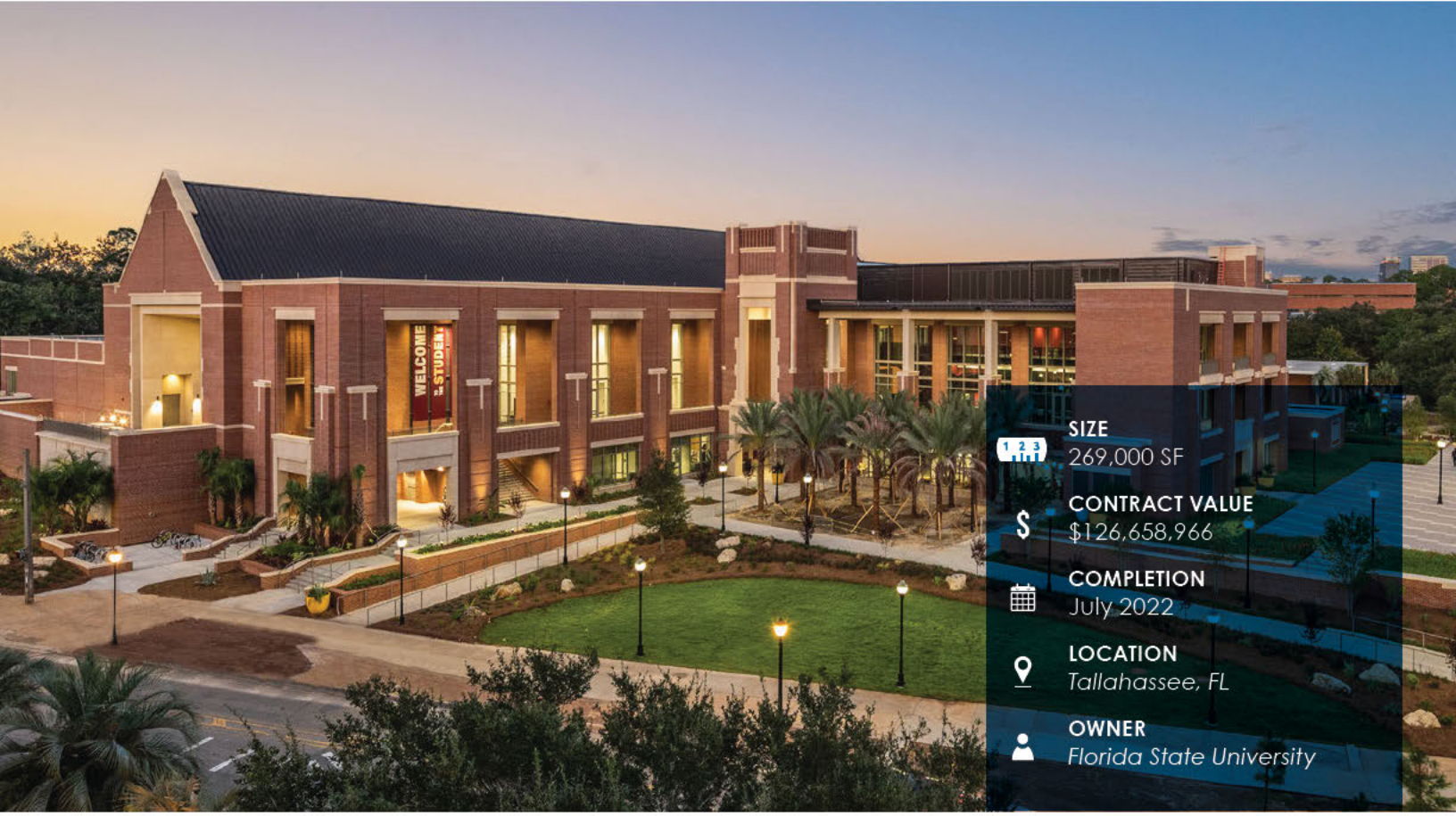
MAY HOWARD ELEMENTARY SCHOOL

Savannah, GA

This elementary school has student population of 900. This project consisted of approximately 106,000 square footage which involved new construction and demolition of the old facility. The site remained occupied and Ajax took all necessary steps to ensure the safety and separation of school personnel, including children, from the construction area. All new construction, site work, and utilities was included in the project scope of work. Ajax's preconstruction services began in January of 2016 with our commitment to be finished by June of 2017 to accommodate the timely delivery and installation of the District's furniture and equipment. Once the owner occupied the new facility, Ajax continued performing on the remaining tasks that were on schedule. These services included the complete demolition of the current existing facility, installing play fields, as well as an additional paving and access drive.



TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓



FLORIDA STATE UNIVERSITY
STUDENT UNION

Tallahassee, FL

This project has provided new space and renovate existing space for the FSU Oglesby Student Union to create a social and academic collaborative space for the students. The previous facility consisted of six connected buildings constructed at different times. The very first FSU union opened in 1952, when the school's enrollment was less than 5,000 students! The new FSU Student Union is a more continuous space, composed of one big building with a 48-foot atrium and will extend nearly all the way to Legacy Walk. Inside the New Union is an updated Crenshaw Lanes, FSU Bookstore, and Apple authorized Computer Store, the return of Club Downunder, as well as a more spacious Art Center and 1,500+ person capacity Ballroom. The new building has several food options, including Pollo Tropical, Panera Bread, Panda Express, Seminole Pies, the Sports Grill and Starbucks. The western end will have a colonnade and new Market Plaza for concerts, performances, and the FSU staple of Market Wednesdays. Amy Hecht, Vice President for Student Affairs said the new Union builds off holistic wellness initiatives undertaken by FSU in recent years. Those initiatives include ensuring students have positive social outlets, opportunities and environments. "The Union will play a key role in our efforts to become a healthier campus community."



TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
David Black, Superintendent	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓
Rowdy Francis, Quality Manager	✓

4.0.1.6

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.

[redacted]

What is the current dollar value of work under Contract?

[redacted]

What is the typical dollar range of projects under Contract with your firm?

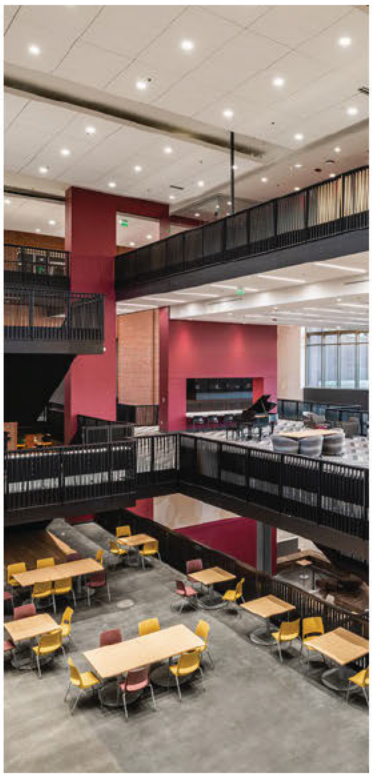
[redacted]

Identify what percentage of your work is hard bid and what percentage is based on a CM/GC at Risk or similar approach?

[redacted]

Identify what percentage of your work is renovation versus new construction.

[redacted]









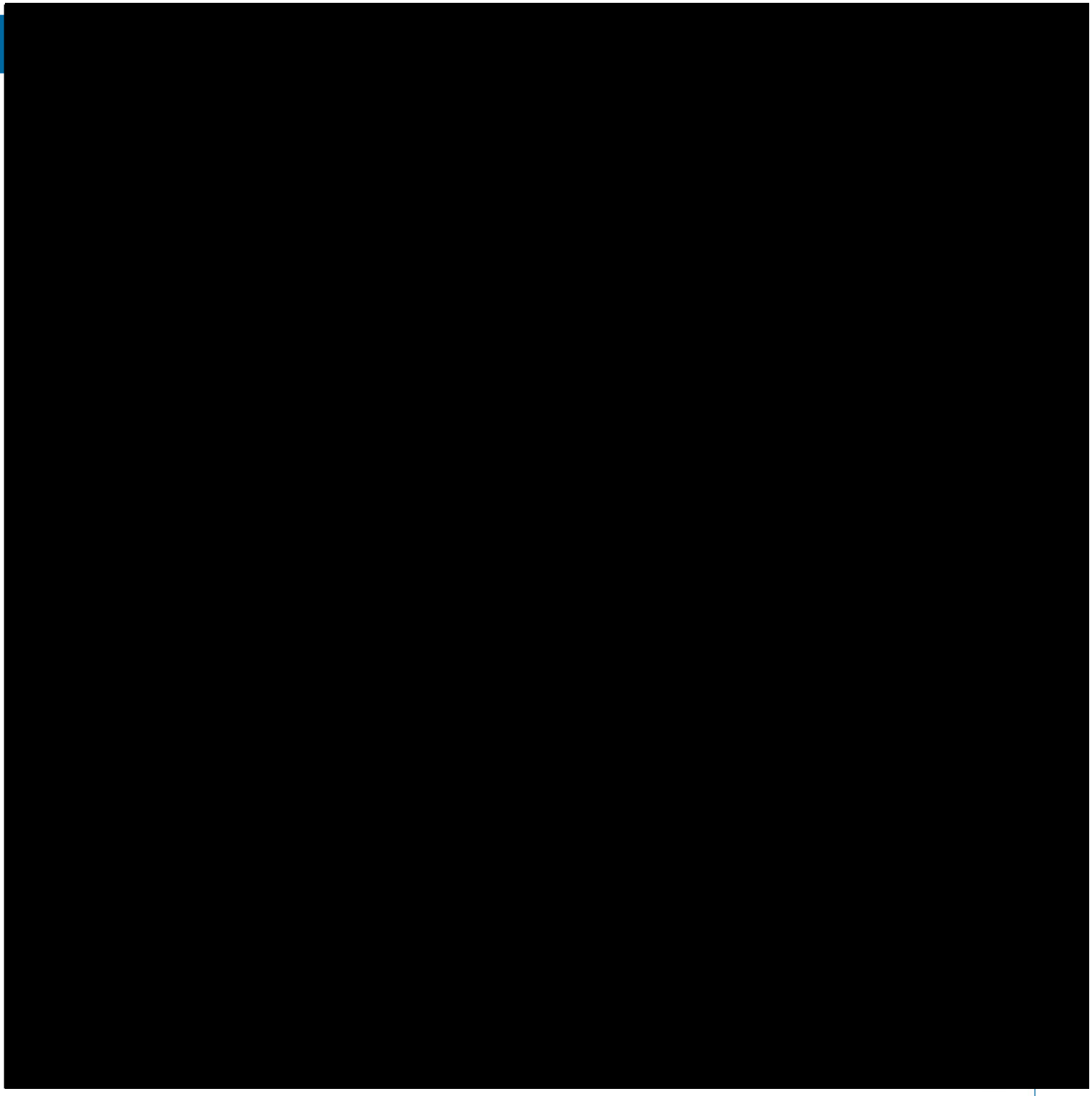
4.0.1.7

FINANCIAL STABILITY

FINANCIALS

Submit your most recent financial statements (at a minimum, balance sheets and income statements for 2020 and 2021) and verification of current bonding capacity.

AUDITED FINANCIAL STATEMENT: Please find our confidential financial statement as a separate attachment.



BANK REFERENCES



PROJECT DISPUTES

Describe all instances of project disputes, which, in the last five years, reached the level of:

a. Formal mediation, arbitration, or litigation;
b. Significant settlements with clients, contractors, or sub-contractors; or
c. 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 1,000 Construction Management at Risk projects for more than 130 public entity clients and is very proactive in preventing litigation opportunities on our projects.

SURETY

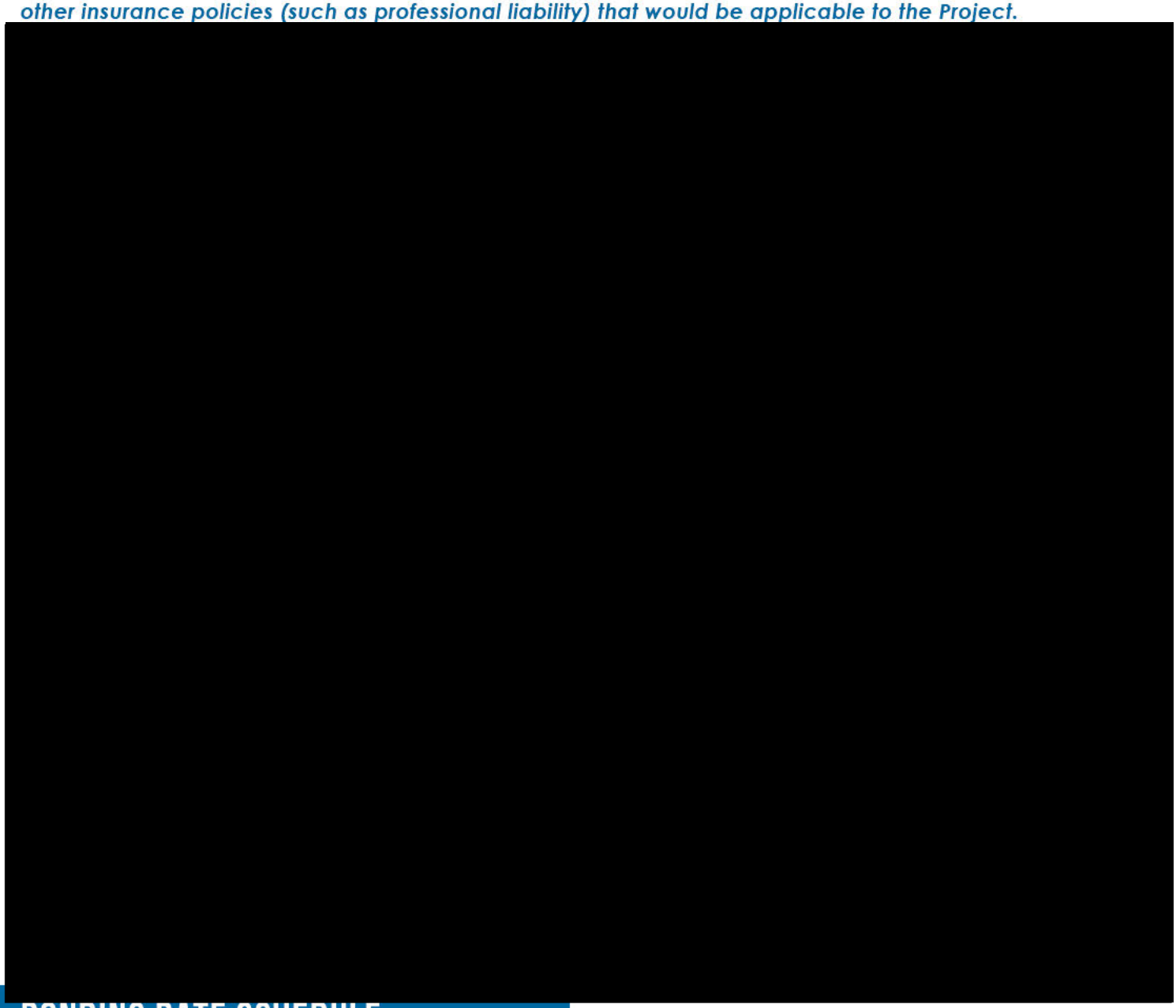
Identify any occasion in the past five (5) years where any Surety was required to pay any claim against any Payment Bond furnished by the Proposer for any project.
None

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

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

INSURANCE CERTIFICATE

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.



BONDING RATE SCHEDULE

Provide your current bonding rate schedule.



8.0 8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:

8.1 Rebuild for Hilton Head Island High School

Pre-Construction Phase Service Fee: $ $480,000 or 0.4%
Based on $120 million construction project

Construction Phase Service Fee OHP Fee = 3.0% or $3,600,000
P&P Bonds = 0.73% or $876,000
Plus, cost of Performance & Payment Bonds: $ Total is 3.73% or $4,476,000

Proposed By:



BRIAN DESOTELL
Chief Financial Officer

4.0.1.9

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 contract with a construction manager at-risk cannot involve cost reimbursement.

All construction management services provided by a construction manager at-risk must be paid as a fee based on either a fixed rate, fixed amount, or fixed formula.

Construction may not commence until the bonding requirements have been satisfied. Subject to the foregoing, bonding may be provided, and construction may commence for a designated portion of the construction.

In a construction management at-risk project, construction may not commence for any portion of the construction until after the District and the construction manager at risk contract for a fixed price or a GMP regarding that portion of the construction.

The District shall have the right at any time, and for three years following final payment, to audit the construction manager at-risk to disallow and to recover costs not properly charged to the project. Any costs incurred above the GMP shall be paid for by the construction manager at-risk.

A construction manager at-risk may not self-perform any construction work for which subcontractor bids are invited, unless no acceptable bids are received, or a subcontractor fails to perform. The contract with a construction manager at-risk requires the construction manager at-risk to invite bids for all major components of the construction work.

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

COST MANAGEMENT SOFTWARE

Ajax uses **CMiC Construction Management software,** which is an innovative construction enterprise software system designed to manage complex construction projects. CMiC provides tighter controls and accountability which allow us to deliver projects on-time and on-budget. CMiC's project management capabilities include:

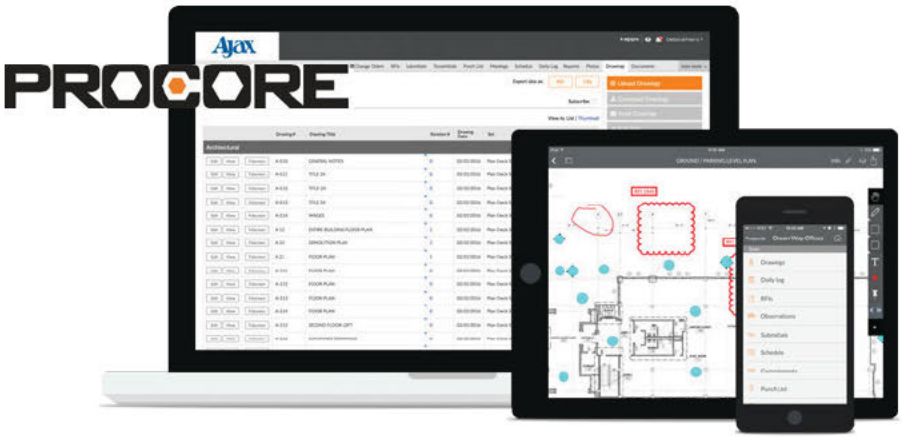
- Financial Statements
- Accounting Books & Records
- Project Analysis
- Service & Maintenance
- Labor & Equipment
- Analytics
- Document Imaging
- Project Workflow

This software is located not only at our offices, but at our jobsites as well. This allows Project Managers and Administrators to communicate with our home accounting office and provides up-to-the-minute, detailed job cost information including costs, billing and payroll. Owners can also be provided with a detailed cost report upon request.

PROCORE

Ajax utilizes Procore Project Management software to help manage each of our construction projects. Procore is considered among the most innovative cloud programs creating a truly collaborative environment. All information is maintained in one place with real time accessibility by every project team member. This ensures all information accessed is always accurate, consistent and up to date. Information maintained within Procore includes:

- Daily Logs
- Drawings
- Photos
- Punch Lists
- Specifications
- Schedules
- Project Workflow
- Bids
- Meetings
- RFIs
- Submittals
- Transmittals
- Inspections



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.

SCHEDULING SOFTWARE

Ajax utilizes Privavera P6 Scheduling Software to prepare, maintain and update the project schedule. Primavera P6 is a proven industry-standard when it comes to project scheduling.

- Critical Path Method (CPM) Scheduling
- High Level of Schedule Organization (Building, Level, Area, Sub-Area, etc.)
- Detailed Work Breakdown Structure (WBS)
- Advanced Tools for Sequencing and Trade Coordination
- Cost Loading
- Resource Loading
- Manpower Forecasting
- Expenditure Forecasting
- Project Cost Curve

Our scheduling processes are efficient, updated at regular intervals, and provide a full menu of reporting capabilities, including both critical path logic diagrams and bar chart formats.

DIGITAL QUANTITY TAKE-OFF (QTO)

Ajax utilizes On-Center OST Software and Building Information Modeling (BIM) software to perform our quantity take-off. Since all building elements are not typically included in the project BIM Model(s), we utilize On-Center OST as our primary means of digital take-off with our BIM software as a secondary means of QTO verification. These software options are utilized in tandem to maintain a very small margin of error in our QTO efforts, thereby resulting in project cost estimates that are extremely accurate.

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, Director of Preconstruction. 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, M/WBE, 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.

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 M/WSBE 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.

Once 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.

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 **seperate submittal of Sample Reports**.

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.

See Next Page.

MINORITY/WOMEN BUSINESS ENTERPRISE PARTICIPATION (M/WBE)

AJAX IS EXTREMELY PROUD OF OUR PROACTIVE M/WBE PARTICIPATION PROGRAMS.



AJAX HAS AWARDED IN EXCESS OF $700 MILLION IN DISADVANTAGE BUSINESS & M/WBE CONTRACTS.

Ajax supports Beaufort County School District's mission to support and enable small businesses. We have a successful track record of not only inclusion on our projects, but advancing and growing the small businesses that we work with throughout construction. The following plan highlights how we have successfully achieved significant participation of M/WBE firms on our past projects and how we will accomplish the District's goals on the Hilton Head Island High School Rebuild project:

HIGHLIGHTS FROM OUR PROVEN PROGRAM:

- Proven plan
- Extensive existing M/WBE vendor & contractor contacts
- Goal of 100% M/WBE success on every project undertaken
- Familiarity with the District's policies and requirements

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

OUR W/MBE ACTION PROGRAM:

- In addition to Ajax's M/WBE database,, identify qualified M/WBE vendors and contractors.
- Solicit M/WBE contractors through area agencies, newspapers, letters of interest, and direct phone / email contact
- Evaluate the scope of work for every project compared to the capabilities of local firms and tailor the bid packaging to maximize M/WBE participation
- Provide pre-bid workshops to clarify any questions M/WBE vendors and contractors may have concerning the project
- Offer 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/WBEparticipation through subcontracting, we also support and promote M/WBE contractors with partnering and mentoring relationships.

IT IS ALWAYS OUR INTENT TO SURPASS ANY WRITTEN, IMPLIED, OR DESIRED GOALS OF GOOD FAITH ACHIEVEMENT FOR SMALL AND DIVERSE BUSINESS PARTICIPATION.

M/WBE PARTICIPATION *Results*

PROJECT	GOAL	FINAL
SCCPSS May Howard Elementary School	20%	30%
Pinellas County Schools Lynch Replacement Elementary School	0%	15%
Pinellas County Schools Boca Ciega High School	0%	6%
NWFSC Student Services Center	0%	28%
New College of Florida Academic & Admin Building	0%	10%
Duval County Schools Westview K-8 School	20%	30%
Duval County Schools Stanton College Preparatory School	20%	27%
Duval County Schools Arlington Middle School	20%	26%
Duval County Schools Northshore K-8 School	20%	23%
Duval County Schools Ed White High School Classroom Addition	20%	20%
Duval County Schools Robert E Lee High School	20%	28%
Orange County Schools Liberty Middle School	23%	26%
UF Weil Hall	20%	22%
Gadsden County Schools East Gadsden High School	10%	22%
Horizon Academy at Marion Oaks 4-8 School	0%	20%
Pinellas County Schools 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 County Schools Punta Gorda Middle School	0%	8%
Gadsden County Schools West Gadsden High School	0%	8%
FGCU Whitaker Building for Science, Math & Technology	30%	30%
UF Center for Movement Disorders & Neurorestoration	0%	23%
Lake County Schools Leesburg High School	0%	5%

TED PARKER
DIVERSITY AND INCLUSION

As the Director of Ajax's Community Outreach, Ted takes positive creative steps beyond the ordinary to increase the business opportunities for Minority and Women Business Enterprises. Our commitment is to maximize M/WBE participation through the development of mutually beneficial business relationships with the various M/W/DBE organizations, sub-contractors, suppliers, and vendors. Ted has 40 years of experience in the industry which includes working as a Superintendent, Project Manager, marketing, as well as being the President of a general contracting firm.



Any other information that you believe may assist the owner in deciding that your firm is best qualified for the project.



WHY Ajax?

As a company, we endeavor to build long-term relationships with our clients, and as a result, over half of our projects are with repeat clients. We have strategically focused our resources on public sector entities, and consistently perform 95% of our volume is with public sector clients. Our company values and long-term stability pair well with the vision of our public sector clients, and we are looking forward to the opportunity to build an ongoing relationship with the Beaufort County School District. The preconstruction services we provide are a key differentiator that separates us from our competition. While the technologies we provide are important, our ability to communicate effectively will be critical to the success of this project or any project. As your Construction Manager at Risk, our true value is in our ability to work with all entities involved in the project to ensure that all of Client's goals are met.

COMPANY VALUES

Client First | Integrity and Transparency | Collaboration | Innovation | Safety | Excellence

PRECONSTRUCTION

Our preconstruction efforts in South Carolina are led by our preconstruction manager, Judd West. Judd was instrumental in our project success at the Pinellas County Schools Largo High School and Florida State Univeristy Student Union. Judd has 41 years of construction experience of which 30 years are with Ajax. In addition, we have an in-house staff of six estimators that will perform our design-phase estimates. Our Preconstruction Department has a proven record of delivering accurate numbers throughout all phases of our projects. This reliability will keep your project within budget.



SAFETY

At Ajax we are committed to providing the safest possible worksite for our employees, employees of subcontractors, and members of the general public. It is our goal to send every employee home healthy every day. The following criteria exhibits our approach to safety control. Our approach to safety is different; for us, safety is a passion, not an obligation. Every Ajax employee receives annual safety coaching from our dedicated Safety Department that includes role plays of scenarios tailored to specific work environments, lessons-learned discussions and new best practices, and leadership training so that every employee is engaged and empowered to be a voice for safety. We expect continuous growth and innovation from our teams, which ranges from adopting new technologies to testing cutting-edge emergency and safety measures. In turn, our investment in safety benefits our clients who avoid safety-related impacts to their projects and rest assured of their staff and visitors' safety—everybody, everywhere, every day.

4.0.1.10

SECTION 9 - ATTACHMENTS

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

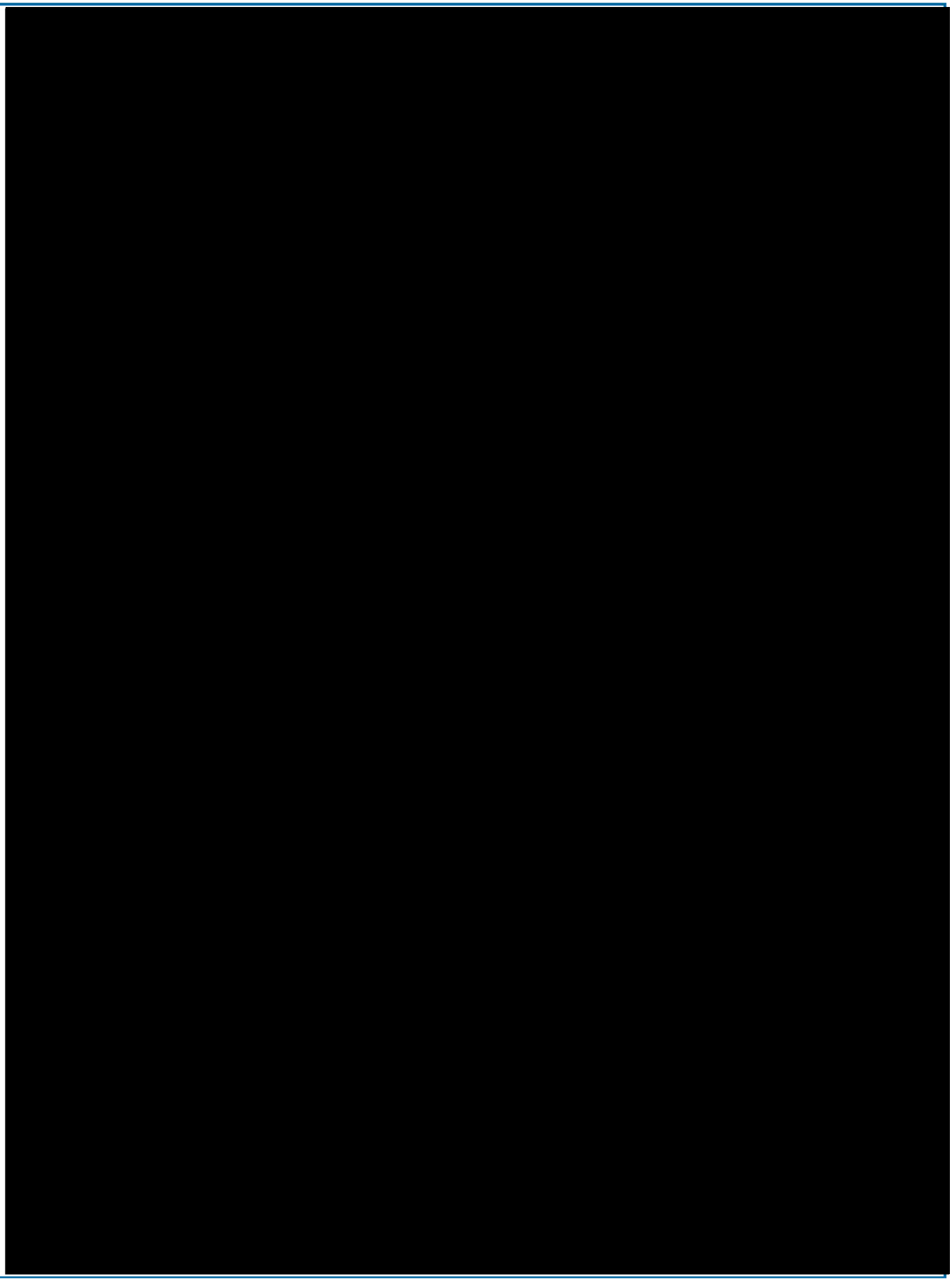
2.1.1 Good Faith Bond or Letter of Credit
See Following Pages.

5.0 Qualifications
See Following Pages.

8.0 Bidding Schedule/ Price Proposal
See **Section 4.0.1.8 Fees and Costs.**

and any appropriate attachments addressed in section 9.0 - Attachments to Solicitations.
See **Appendix**.

GOOD FAITH BOND OR LETTER OF CREDIT



5.0 QUALIFICATIONS

a. To be eligible for award, you must have the capability in all respects to perform fully the contract requirements and the integrity and reliability which will assure good faith performance. We may also consider a documented commitment from a satisfactory source that will provide you with a capability. We may consider information from any source at any time prior to award. We may elect to consider:

i. key personnel, any predecessor business, and any key personnel of any predecessor business, including any facts arising prior to the date a business was established, and/or

ii. any subcontractor you identify.

b. You must promptly furnish satisfactory evidence of responsibility upon request. Unreasonable failure to supply requested information is grounds for rejection.

c. Corporate subsidiaries are cautioned that the financial capability of an affiliated or parent company will not be considered in determining financial capability; however, we may elect to consider any security, e.g., letter of credit, performance bond, parent-company corporate guaranty, that you offer to provide instructions and forms to help assure acceptability are posted on procurement.sc.gov, link to "Standard Clauses & Provisions."

5.0.2 Contractor must be an established business entity, registered and licensed to do business in Beaufort County in the State of South Carolina. Contractor must submit proof of such annually.

5.0.3 Contractor shall possess all required licenses and permits to perform all work included in this RFP, including any special licenses and/or permits. Copies of all licenses and/or permits must be submitted with your proposal.



STATE OF SOUTH CAROLINA
Department of Labor, Licensing and Regulation
S C CONTRACTOR'S LICENSING BOARD
BPC1022633

CONSTRUCTION MANAGER CERTIFICATE

This certificate recognizes: Certificate#: CCM.1084

WILLIAM PAUL BYRNE

as a GENERAL CONSTRUCTION MANAGER by the laws of South Carolina in behalf of the following licensed Contractor:

AJAX BUILDING COMPANY LLC
109 COMMERCE BLVD
OLDSMAR FL 34677

Contractor's License Number: CLG.122422 GC

and is duly authorized to engage in **Construction Management Oversight** in the following fields:
BD
Contract $ Limit: Group 5-$Unlimited

(If this certificate shows "LB", work is limited to 3 stories in height)

Issue Date: **August 17, 2022**
Expiration Date: **October 31, 2024**

Molly F. Price
Interim Administrator

The above contractor's License Number, CQG.24866 PQ, must be "Active" for this certification to be remain valid. Licensee Lookup: https://verify.llronline.com/LicLookup/LookupMain.aspx - Search Board: "Contractors-Commercial"



SOUTH CAROLINA DEPARTMENT OF LABOR, LICENSING AND REGULATION
CCB 1066667

CONTRACTOR'S LICENSING BOARD

LICENSE#: CLG.122422 LICENSE#: CLG.122422

AJAX BUILDING COMPANY LLC
109 COMMERCE BLVD
OLDSMAR FL 34677

Has been qualified by the laws of the State of South Carolina and is duly entitled to practice as a:

GENERAL CONTRACTOR

for each Classification and Group Limitation listed below:

Building-BD5

(If this license has a "Limited Building" classification, licensee is limited to 3 stories in height)

LICENSE NUMBER: CLG.122422
Initial License Date:.....09/26/2019
EXPIRATION DATE:.....10/31/2024

Molly F. Price
Administrator

Group Limitations/$ Amounts Per Job:
Group #1 - $50,000 Group #2 - $200,000
Group #3 - $500,000 Group #4 - $1,500,000
Group #5 - $Unlimited

Qualifying Party(s): APPLING SPEAKES WELLS V, WILLIAM PAUL BYRNE

[It is at the discretion of this licensee to designate whomever they choose to pull permits and conduct business in their behalf.]



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, 2022, that its most recent annual report was filed on July 19, 2022, 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 Twenty-fourth day of January, 2023

Secretary of State

Tracking Number: 1610333983CU

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

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

IF AWARDED THE PROJECT, AJAX WILL NOTIFY AND PROVIDE OUR NEW FLORIDA CORPORATE CHARTER TO THE DISTRICT. WE ARE CURRENTLY AWAITING OUR RENEWED CERTIFICATE OF OUR CORPORATE CHARTER REGISTRATION.

8.0 8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:

8.1 Rebuild for Hilton Head Island High School

Pre-Construction Phase Service Fee: $ $480,000 or 0.4%
Based on $120 million construction project

Construction Phase Service Fee OHP Fee = 3.0% or $3,600,000
P&P Bonds = 0.73% or $876,000
Plus, cost of Performance & Payment Bonds: $ Total is 3.73% or $4,476,000

Proposed By:

BRIAN DESOTELL
Chief Financial Officer

9.0 ATTACHMENTS TO SOLICITATION

Statement of Intent

We, the undersigned have prepared and submitted all the documents required for this project. We have prepared these documents with a full understanding of the Beaufort County School 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.



Signature

2/23/23

Date

Name: **John B. Smith, II**

Title: **President**

Project: **RFP #23-012**
Construction Management at-Risk Services
Rebuild of Hilton Head Island High School

4.0.1.11

OBJECTIONS, EXCEPTIONS & OBSERVATIONS

Ajax does not object, take exception to, or have any observations with regards to any specified services and requirements as mentioned in RFP #23-012

APPENDIX

ADDENDUM 1 - PAGE 1

Beaufort County School District

	Solicitation Number:	23-012
	Date Printed:	January 26, 2023
Addendum 1	Date Issued:	February 15, 2023
	Procurement Officer:	Kaylee Yinger, NIGP-CPP, CPPB
	Phone:	843-322-2349
	Email:	Kaylee.Yinger@beaufort.k12.sc.us

Request for Proposal (RFP)

DESCRIPTION: **Construction Management At-Risk Services – Rebuild of Hilton Head Island High School**

SUBMIT OFFER BY (Opening Date & Time): **February 23, 2023, at 4:00 PM EST**

QUESTIONS MUST BE RECEIVED BY: **February 16, 2023**

NUMBER OF COPIES TO BE SUBMITTED: **One (1) Original Signed; Six (6) Signed Copies and One (1) Redacted Version on USB**

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

AWARDS & AMENDMENTS:
Award will be posted at the Physical Address stated above on or after ***February 23, 2023.*** 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 — Limited Liability Company

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

II — 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.

ADDENDUM 1 - PAGE 2

PAGE TWO

(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business):	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent):
Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343	Ajax Building Company, LLC 229 Huger Street, Suite 200 Charleston, SC 29403

PHONE NUMBER: (850) 224-9571

EMAIL ADDRESS: jay.smith@ajaxbuilding.com

PAYMENT ADDRESS (Address to which payments will be sent):	ORDER ADDRESS (Address to which all purchase orders will be sent):
Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343	Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343
☑ Payment Address Same as Home Office Address ☐ Payment Address Same as Home Notice Address (check one only)	☑ Payment Address Same as Home Office Address ☐ Payment Address Same as Notice Address (check one only)

ACKNOWLEDGEMENT OF AMENDMENTS:

Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.

Amendment Number	Amendment Issue Date
#1	2/15/2023
#2	2/21/2023

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes ☐ No ☑
If yes, please include a copy of your certification.

ADDENDUM 1 - PAGE 3

Questions and Answers:

1. Would you like 1 original, 6 copies, and 1 redacted electronic copy of the Business Proposal as well as the Technical Proposal?
   Yes.
2. RFP page 22, 4.0.1.3, last bullet; are these references intended to be subcontractors/vendors that have provided materials and services to our firm in the last 24-36 months? Or are they client references that can verify our ability to provide services to BCSD that we have worked for in the last 24-36 months?
   Vendor References such as subcontractors.
3. RFP page 23, 4.0.1.5, item b, sub-items v and vi are the same; may we eliminate answering item vi?
   Yes, that is a typo.
4. RFP page 23, 4.0.1.5., item c, may we also include new construction in addition to renovation projects?
   Yes. Change page 23, 4.0.1.5, item c from "five renovation projects" to "five new school projects".

ADDENDUM 2 - PAGE 1

Beaufort County School District

	Solicitation Number:	23-012
	Date Printed:	January 26, 2023
Addendum 2	Date Issued:	February 21, 2023
	Procurement Officer:	Kaylee Yinger, NIGP-CPP, CPPB
	Phone:	843-322-2349
	Email:	Kaylee.Yinger@beaufort.k12.sc.us

Request for Proposal (RFP)

DESCRIPTION: **Construction Management At-Risk Services – Rebuild of Hilton Head Island High School**

SUBMIT OFFER BY (Opening Date & Time): **February 23, 2023, at 4:00 PM EST**

QUESTIONS MUST BE RECEIVED BY: **February 16, 2023**

NUMBER OF COPIES TO BE SUBMITTED: **One (1) Original Signed; Six (6) Signed Copies and One (1) Redacted Version on USB**

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

AWARDS & AMENDMENTS:
Award will be posted at the Physical Address stated above on or after ***February 23, 2023.*** 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) Ajax Building Company, LLC

ENTITY TYPE: Limited Liability Company



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

JOHN B. SMITH, II

PRINTED NAME

President

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.

ADDENDUM 2 - PAGE 2

PAGE TWO

(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/ Principal place of business):	NOTICE ADDRESS (Address to which all procurement and contract related notices should be sent):
Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343	Ajax Building Company, LLC 229 Huger Street, Suite 200 Charleston, SC 29403
PHONE NUMBER: (850) 224-9571	
EMAIL ADDRESS: jay.smith@ajaxbuilding.com	

PAYMENT ADDRESS (Address to which payments will be sent):	ORDER ADDRESS (Address to which all purchase orders will be sent):
Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343	Ajax Building Company, LLC 1080 Commerce Boulevard Midway, FL 32343
☑ Payment Address Same as Home Office Address ☐ Payment Address Same as Home Notice Address (check one only)	☑ Payment Address Same as Home Office Address ☐ Payment Address Same as Notice Address (check one only)

ACKNOWLEDGEMENT OF AMENDMENTS:	Amendment Number	Amendment Issue Date
Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.	#1 #2	2/15/2023 2/21/2023

MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes ☐ No ☑
If yes, please include a copy of your certification.

ADDENDUM 2 - PAGE 3

Questions and Answers:

1. We have not been able to find the "Conceptual Study" referenced in Section 3.2 on page 20. Can that study be provided? Remove from Section 3.2, Paragraph 3, the first sentence in this paragraph. The Conceptual Study was there for the architectural bidders to see an idea for this project completion and how it could be staged. As we have progressed forward through the architectural interviews and have brought on Little Diversified as the architect, the staging concepts presented in the Conceptual Study have changed. Little continues to work on the conceptual design for this project. The new conceptual design for this project will be presented to the winning construction manager at risk firm.

2. Section 4.0.1.8 at the top of page 25 states that the Project Manager labor costs are to be included in the Construction Phase Fee and that that only 100% site-based labor will be allowed to be considered Cost of Work. If the Project Manager is onsite, will he/she be considered as cost of the work as well? Yes, the Project Manager can charge time when they are 100% site-based labor. They do have to be 100% dedicated to the Hilton Head High School project.

3. 7.1.26 on page indicates that the District is not in favor of having the Contractor store materials onsite prior to installation. We recommend that the District revisit that stance due to current, ongoing supply chain challenges and provide clarity on onsite (as well as offsite) material storage parameters. The District does allow storage of materials on site. There are extra steps that are required when you bill for these materials such as they have to be available for inspection, stored properly, etc. That is the reason that storing materials onsite is not recommended. In addition, the Hilton Head Island High School Rebuild project is going to have a limited lay down area. This will need to be taken into consideration prior to ordering materials to be stored.

BUSINESS UTILIZATION REPORT

Business Utilization Report

In order to facilitate an effective monitoring system, each contractor, bidder or offeror must submit a completed and signed Utilization Report with the bid submission which lists the names, addresses and contact persons of the M/WBE and majority owned businesses, if any, to be used in the contract, the type of work each business will perform, the dollar value of the work and the scope of work. The Utilization Report submitted by the contractor shall be submitted as a part of the contract with BCSD. If the information contained in the Contractor's Utilization Report changes by the time the contract is executed, the Contractor shall amend the Utilization Report and such amended Utilization Report shall be incorporated into the contract.

Business Enterprise Utilization Report

List all vendors/subcontractors to be used on this project. All MBEs or WBEs proposed for utilization on this project must be certified by the Small and Minority Business Assistance Office through the State of South Carolina according to the criteria of the Beaufort County School District's Minority Business Enterprise Plan prior to utilization on this project.

In column 2 below, please specify ethnic/racial/gender group as follows:

- AABE – African-American Business Enterprise
- HBE – Hispanic Business Enterprise
- ABE – Asian-American Business Enterprise
- WBE – Woman Business Enterprise

Sub-Contractor Name	Gender Group	Address	Phone #	Other	E-Mail

MWBE outreach will be conducted as part of preconstruction phase services. Utilization Reports will be completed for each phase of the project.



Ajax

AJAX BUILDING COMPANY, LLC

Part of the STO Building Group
Family of Companies