





WHERE LEARNING LEADS THE WAY
BEAUFORT
COUNTY SCHOOL DISTRICT

Construction Management at-Risk Services for

BEAUFORT COUNTY SCHOOL DISTRICT CAMPUS MASTERPLAN UPDATE & NEW PK-5 ELEMENTARY SCHOOL

RFP #23-022

#1

TOP EDUCATION CONTRACTORS
in Southeast United States
ENRSoutheast

AJAX BUILDING COMPANY, LLC

Part of the STO Building Group Family of Companies

Ajax



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COVER PAGE & PAGE TWO

COVER PAGE

Beaufort County School District

Solicitation Number:	23-022
Date Printed:	May 30, 2023
Date Issued:	June 22, 2023
Procurement Officer:	Kaylee Yinger, NIGP-CPP,CPPB
Phone:	843-322-2349
Email:	Kaylee.Yinger@beaufort.k12.sc.us

Request for Proposals (RFP)

DESCRIPTION: **Construction Management at-Risk Services – Campus Masterplan Update & New PK-5 Elementary School**

SUBMIT OFFER BY (Opening Date & Time): **July 18, 2023 @ 4:00 PM EST**

QUESTIONS MUST BE RECEIVED BY: **July 11, 2023**

NUMBER OF COPIES TO BE SUBMITTED: **Six (6) Original Signed Copies**

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

SUBMIT YOUR SEALED OFFER TO FOLLOWING ADDRESSE VIA UPS, FEDEX, COURIER OR HAND DELIVER:

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 **July 18, 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

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

J.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	June 26, 2023
	#2	June 28, 2023
	#3	July 5, 2023
	#4	July 11, 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

USGBC MEMBER

AL – 54552
FL - CGC1520391
GA - GCCO 007750
GA - GCCQA 007750
NC – 83194
SC – G122422
TN – 74075

July 18, 2023

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

RE: Construction Management At-Risk Services – Campus Masterplan Update & New PK-5 Elementary School

Members of the Selection Committee:

Ajax Building Company is pleased to present our qualifications to provide Construction Manager at-Risk services for the Campus Masterplan Update & New PK-5 Elementary School project. From 2010 until 2021, Bluffton's population has increased by over 150%. The proposed new 800 student PK-5 School, located on the May River High School property, will be of great benefit to the fast-growing community. Ajax's depth of experience in K-12 project delivery, our on-going relationship with BCSD, and our successful track record of delivering projects on time and in budget, make us the ideal partner for this important project. We will work closely with BCSD and Quackenbush Architects to establish a Guaranteed Maximum Price (GMP) quickly and reach completion for the 2025-26 School year.

As an employee owned, third generation family operated company, Ajax has grown to become the Southeast's **#1 Education Contractor** as ranked by ENR Southeast. With over 220 employees and 13 offices, including nearby Charleston, our focus of providing CM at-Risk services to public entities has resulted in working for 31 School Districts, including the BCSD, totaling over $2 Billion in completed projects. As a result, the District can expect to receive true "open book" CM at-Risk services, from a local expert in the public K-12 sector.

Ajax's resume of over 270 K-12 projects include everything from new prototype schools to security upgrades on actives campuses. This experience allows our teams to be able to provide utmost accuracy on our early design phase estimates. This is critical to your project because it allows the scope of the project to be maximized in the design, without exceeding the budget on bid day. Historically, Ajax's early cost estimates are within 2% of the final GMP. Our estimating expertise provides the opportunity for the project team to present options and pricing to allow the School District to make design and material selections that provides the best value and the best fit for your students.

As you know, we are currently working at MRHS which is adjacent to the proposed new construction. Our safety plan will ensure student and faculty security as well as minimal disruption to the daily learning environment. The current experience our proposed project team has on your campus will allow them to continue to provide a safe construction environment with minimal impact to daily functions of the campus like you have come to expect.

In closing, I believe that our on-going 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 Campus Masterplan Update & New PK-5 Elementary School project. As the #1 Education Contractor in the Southeast, we will provide BCSD and the Community a quality product delivered on-time, in-budget, and with the highest level of quality. As a Beaufort County property owner, located near the proposed location, you can count on my personal dedication to this project, BCSD and to the Bluffton community. Should you have any questions, please contact me at 803-626-1650 or jay.smith@ajaxbuilding.com.

Sincerely,
Ajax Building Company, LLC

J.B. Smith, II
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

[redacted]



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

Bill oversees the business operations for Ajax and serves as Principal in-Charge for many of our projects. He has been with the Company for the past 30 years and has more than 40 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 and is a current board member of Starting Right Now.



JAY SMITH
President

Jay is responsible for the overall management, safety and leadership of the Ajax team consisting of more than 220 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, then Vice President. He now serves as Ajax's President.



BRIAN DESOTELL
Chief Financial Officer

Brian has over 20 years of professional experience, including 15 years of management experience in operations and finance. His responsibilities include planning, supervising, and monitoring the entire Ajax fiscal operation. 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.



APPIE WELLS
Vice President of Operations

Appie 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. Appiealso is responsible complete project management from pre-bid through punch-list completion.



RICK GUERRA
Director of Field Operations

Rick has been in the construction business since 1981. He is a Florida certified Journeyman/Carpenter and is a Tampa Bay area resident. Rick's experience ranges from renovations to new construction of facilities for various state, county and private organizations. He 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.



JUDD WEST
Director of Preconstruction Services

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.



MARC REEVES
Director of Risk Management

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.

"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

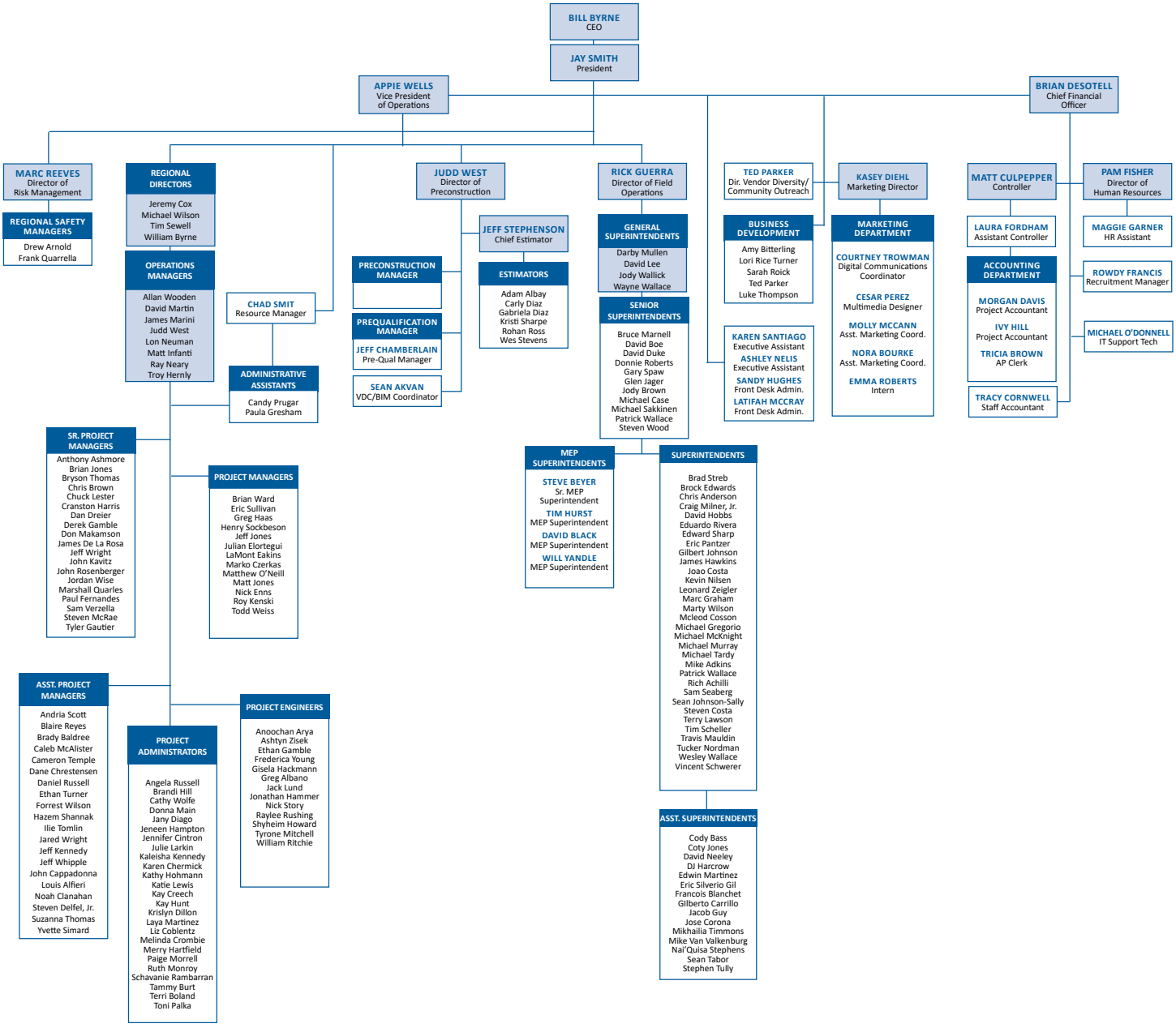
Location of Corporate Headquarters and Other Divisional Offices.
Ajax brings 65 years of construction management at risk, design/build, and general contracting expertise to each of our projects. Our Headquarters is located at **1080 Commerce Boulevard, Midway, FL 32343**, with offices throughout the 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 Campus Masterplan Update & New PK-5 Elementary School 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

[redacted]

FLOORING/DRYWALL

[redacted]

METAL FRAMING, DRYWALL,

[redacted]

PLUMBING/MECHANICAL

[redacted]

STRUCTURAL & MISC. STEEL

[redacted]

ELECTRICAL

[redacted]

DRYWALL /ACT & DIVISION 10

[redacted]

PRECAST CONCRETE

[redacted]



image: College of Charleston Sottile Theatre Stage Renovation

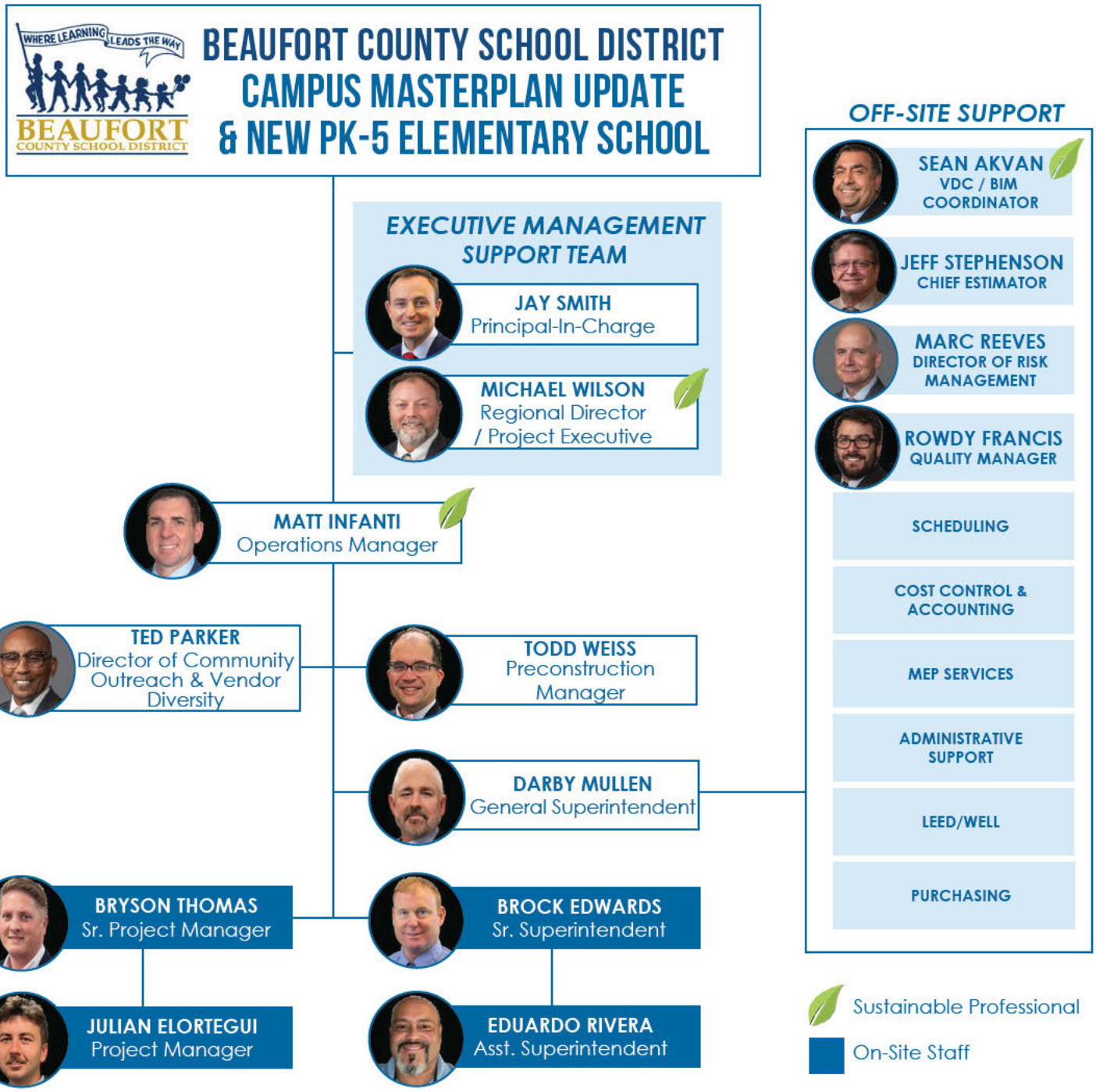
4.0.1.4

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.





JAY SMITH
PRINCIPAL-IN-CHARGE

PROFILE

As the 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 is always accessible and has the ability and authority to make quick decisions to ensure there are no delays. Jay has earned a reputation for providing services above and beyond the expectations of our owners.







MICHAEL WILSON

PROJECT EXECUTIVE/REGIONAL DIRECTOR

[redacted]



[redacted]





MATT INFANTI

OPERATIONS MANAGER

[redacted]

EXPERIENCE

[redacted]



[redacted]





TODD WEISS

PRECONSTRUCTION MANAGER

PROFILE

[redacted]



[redacted]





BRYSON THOMAS

SR. PROJECT MANAGER

[redacted]



[redacted]





JULIAN ELORTEGUI
PROJECT MANAGER

PROFILE

[redacted]



EXPERIENCE

[redacted]





DARBY MULLEN
GENERAL SUPERINTENDENT

PROFILE

[redacted]



EXPERIENCE

[redacted]





BROCK EDWARDS
SR. SUPERINTENDENT

PROFILE

[redacted]



EXPERIENCE

[redacted]





EDUARDO RIVERA
ASSISTANT SUPERINTENDENT

PROFILE

[redacted]



[redacted]





JEFF STEPHENSON
CHIEF ESTIMATOR

PROFILE

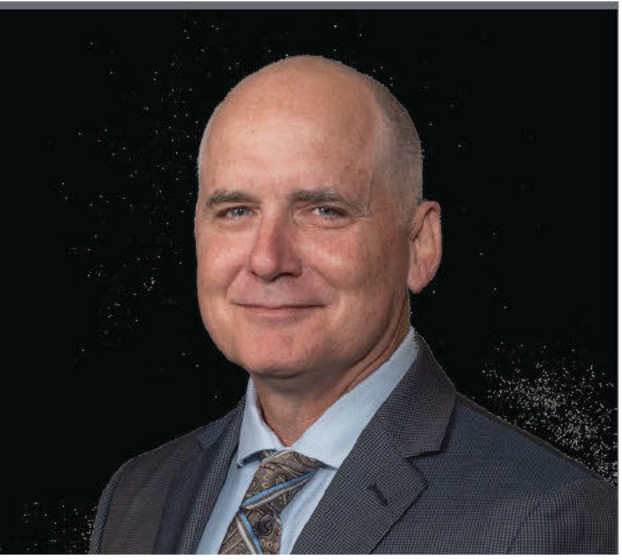
[redacted]



EXPERIENCE

[redacted]





MARC REEVES
DIRECTOR OF RISK MANAGEMENT

SAFETY 360°

EVERYBODY | EVERYWHERE | EVERYDAY

PROFILE

[redacted]

AJAX'S SAFETY PROGRAM

[redacted]





TED PARKER

DIRECTOR OF COMMUNITY OUTREACH & VENDOR DIVERSITY

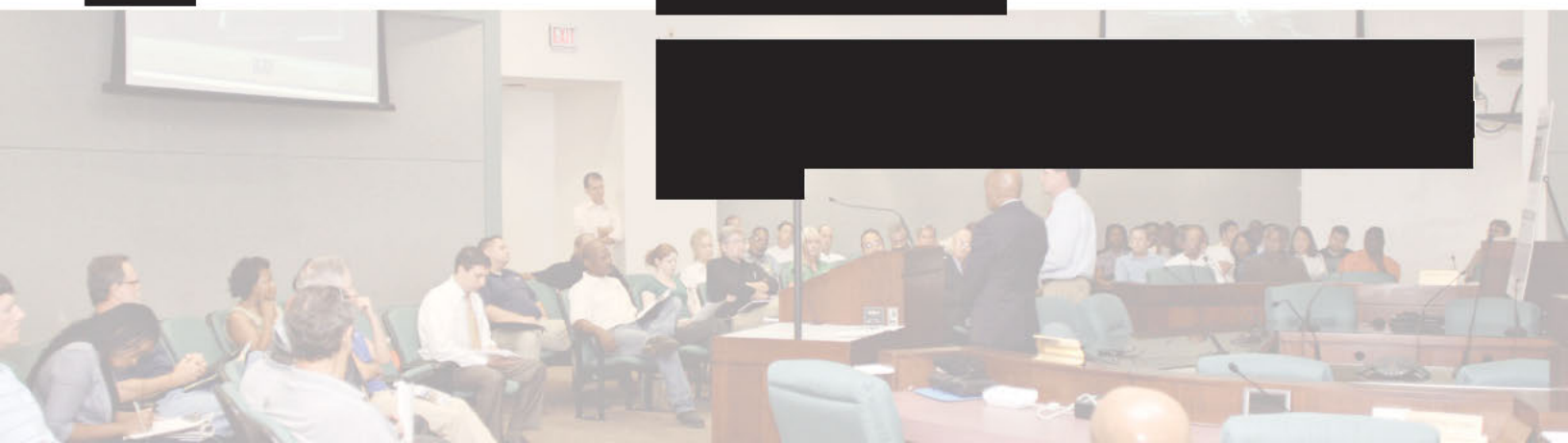
PROFILE

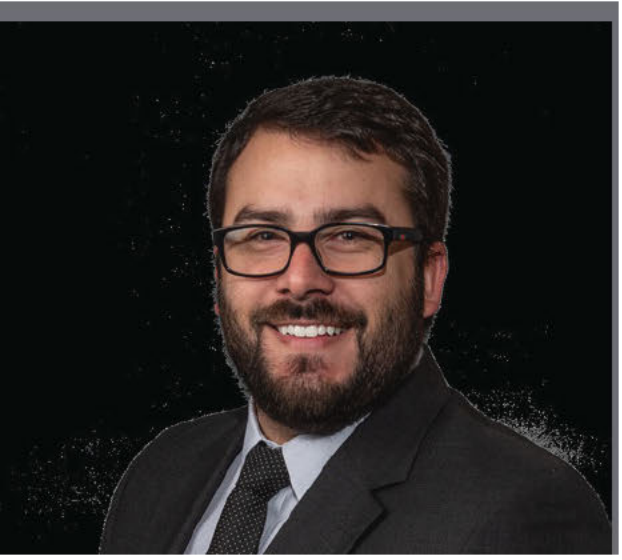
[redacted]

> "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

MINORITY PARTICIPATION PROGRAM

[redacted]





ROWDY FRANCIS
QUALITY MANAGER

PROFILE

[redacted]



AJAX'S QUALITY PROGRAM

[redacted]



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 Campus Masterplan Update & New PK-5 Elementary School 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%
TODD WEISS Preconstruction Manager	10%	As Needed
BRYSON THOMAS Sr. Project Manager	10%	100%
JULIAN ELORTEGUI Project Manager	10%	100%
DARBY MULLEN General Superintendent	5%	10%
BROCK EDWARDS Sr. Superintendent	5%	100%
EDUARDO RIVERA Asst. Superintendent	5%	100%
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%
SEAN AKVAN BIM Coordinator	10%	2%

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, Todd Weiss 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. Bryson Thomas, Sr. Project Manager, will work with Brock Edwards, Sr. Superintendent, 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 Campus Masterplan Update & New PK-5 Elementary School project for Beaufort County School District. 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.



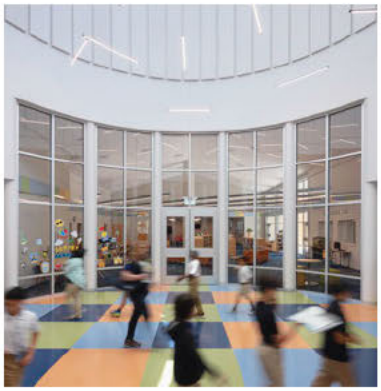
BRYSON THOMAS
SR. PROJECT MANAGER

Bryson Thomas will be the Sr. Project Manager for the Campus Masterplan Update & New PK-5 Elementary School project. Bryson will be very involved from the pre-construction phase, through construction and occupancy. Bryson'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.

SUPERINTENDENT FOR THIS PROJECT >>>



BROCK EDWARDS
SR. SUPERINTENDENT





EXPERIENCE OF WORKING AS A TEAM

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



MICHAEL WILSON
PROJECT EXECUTIVE

MATT INFANTI
OPERATIONS MANAGER

BRYSON THOMAS
SR. PROJECT MANAGER

JULIAN ELORTEGUI
PROJECT MANAGER

EDUARDO RIVERA
ASST. SUPERINTENDENT

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. Importantly, Michael Wilson, Matt Infanti, Bryson Thomas, Julian Elortegui, and Eduardo Rivera have been working together on various schools within the **Beaufort County School District Capital Renewal Renovations & Modifications** project. This project for the District has required a great deal of communication and planning as we have been managing the modification of various schools and their unique needs. It is through our strategic planning and utilization of best practices in K-12 construction that this team has established as positive relationship with the District. Individually, these team members have extensive K-12 Experience, bringing the most recent knowledge in K-12 construction techniques and school trends. Combined with our team's experience on the May River High School project, the school serving as location for this project, brings us ahead of the curve. We are confident in this team's communication, coordination, and comprehensive understanding of the District's standards.

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 Campus Masterplan Update & New PK-5 Elementary School 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.



Beaufort County School District Joseph Shanklin Elementary School



Beaufort County School District James J Davis Early Childhood Center

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:

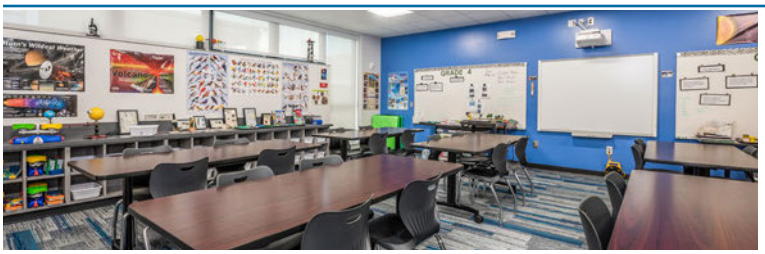
- Design coordination
- Permitting
- Testing
- Project Management
- Sitework
- General conditions (including overhead and profit)
- General requirements
- Subcontractor costs
- Equipment, labor and materials
- Construction
- Bonds & Insurance
- Post-construction work

ALL PROJECTS PAST THREE YEARS

PROJECT NAME & LOCATION	COMPLETION DATE	CONTRACT AMOUNT
JP Morgan Chase Bank Pelham Road Greenville, SC	June 2021	$1,950,034
JP Morgan Chase Haywood Road Greenville, SC	March 2021	$1,205,701
JP Morgan Chase Haywood Road Greenville, SC	March 2021	$11,507,388
College of Charleston Sottile Theatre Renovation Charleston, SC	May 2021	$4,489,674
Alpha Chi Omega National Housing Corporation USC Renovation Columbia, SC	August 2022	$1,402,578.00
UBS Financial Services, Inc. Charlotte 6th Floor Refurbishment Charlotte, NC	March 2021	$164,844
Kennesaw State University Howell Hall Renovation Marietta, GA	May 2022	$9,509,324
Cherokee County Adult Detention Center Expansion Canton, GA	October 2021	$39,018,614
Augusta University AU Task Order - AA Outside Air System Augusta, GA	September 2020	$171,237
Augusta University AU Task Order - CB1305 HVAC Replacement Augusta, GA	January 2021	$251,346
Pasco County Schools Bexley Elementary Classroom Addition Land O' Lakes, FL	June 2020	$3,650,449
Pasco County Schools Cypress Creek Middle School Wesley Chapel, FL	July 2020	$40,447,721
Pinellas County Schools Northeast High School Building Renovations St. Petersburg, FL	January 2021	$7,254,007
Monroe County Schools Key West High School Backyard Key West, FL	August 2021	$10,395,639
Hillsborough County Public 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

Monroe County Schools Key West High School Backyard Key West, FL	March 2021	$10,296,289
Seminole County Schools Idyllwilde ES Renovations Sanford, FL	May 2021	$328,934
Hillsborough County Public Schools Memorial Middle School Referendum, Phase 2 Tampa, FL	May 2021	$4,621,780
Pasco County Schools River Ridge MS Restroom Renovation New Port Richey, FL	August 2021	$672,852
Monroe County School District Sugarloaf K-8 School Upper Sugarloaf Key, FL	May 2023	$28,947,786
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
Volusia County Schools Beachside Elementary Daytona Beach, FL	November 2022	$26,408,592
Hillsborough County Schools Sumner High School Classroom Additions Riverview, FL	January 2023	$11,121,308
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
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
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
Pensacola State College Baars Building Pensacola, FL	July 2020	$12,983,081

City of Venice Public Safety Facility Venice, FL	July 2020	$11,961,171
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
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
Alachua County Agriculture & Equestrian Center Newberry, FL	October 2021	$13,503,186
University of North Florida Competition Pool Jacksonville, FL	December 2021	$ 8,938,785
Columbia County Detention Facility Lake City, FL	February 2022	$16,072,359
Alpha Inflight Alpha Aerospace Center Melbourne, FL	April 2022	$649,260
Augusta University CA Lab Renovations Augusta, GA	August 2022	$453,255
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
Seminole State College of Florida MSA-LM Campus HVAC Repair Bldg V Sanford, FL	September 2022	$357,575.00
Flagler County Flagler Sheriff's District 3 Administration Facility Bunnell, FL	February 2023	$19,783,113
College of the Florida Keys Academy Classroom Facility & EOC Building Key West, FL	May 2023	$6,988,608





C. FIVE PROJECTS WITHIN THE LAST FIVE YEARS



AJAX PROJECTS	NEW CONSTRUCTION	PHASED PROJECT	CLASSROOMS
Beaufort County School District CAPITAL RENEWAL RENOVATIONS & MODIFICATIONS		✓	✓
DUVAL COUNTY PUBLIC SCHOOLS RUTLEDGE PEARSON ELEMENTARY SCHOOL	✓	✓	✓
Savannah-Chatham County Public Schools MAY HOWARD ELEMENTARY SCHOOL	✓	✓	✓
Volusia County Schools BEACHSIDE ELEMENTARY SCHOOL	✓	✓	✓
Monroe County School District GERALD ADAMS ELEMENTARY SCHOOL	✓	✓	✓



SIZE
Various SF

CONTRACT VALUE
$21,982,543

SCHEDULE
Various - In Progress

LOCATION
Beaufort, SC

OWNER REFERENCE
Beaufort County School District

BEAUFORT COUNTY SCHOOL DISTRICT

CAPITAL RENEWAL RENOVATIONS & MODIFICATIONS

Beaufort, SC

This project will consist of capital renewal renovations and modifications for Beaufort County School District which may include but is not limited to:

TYPES OF PROJECTS:

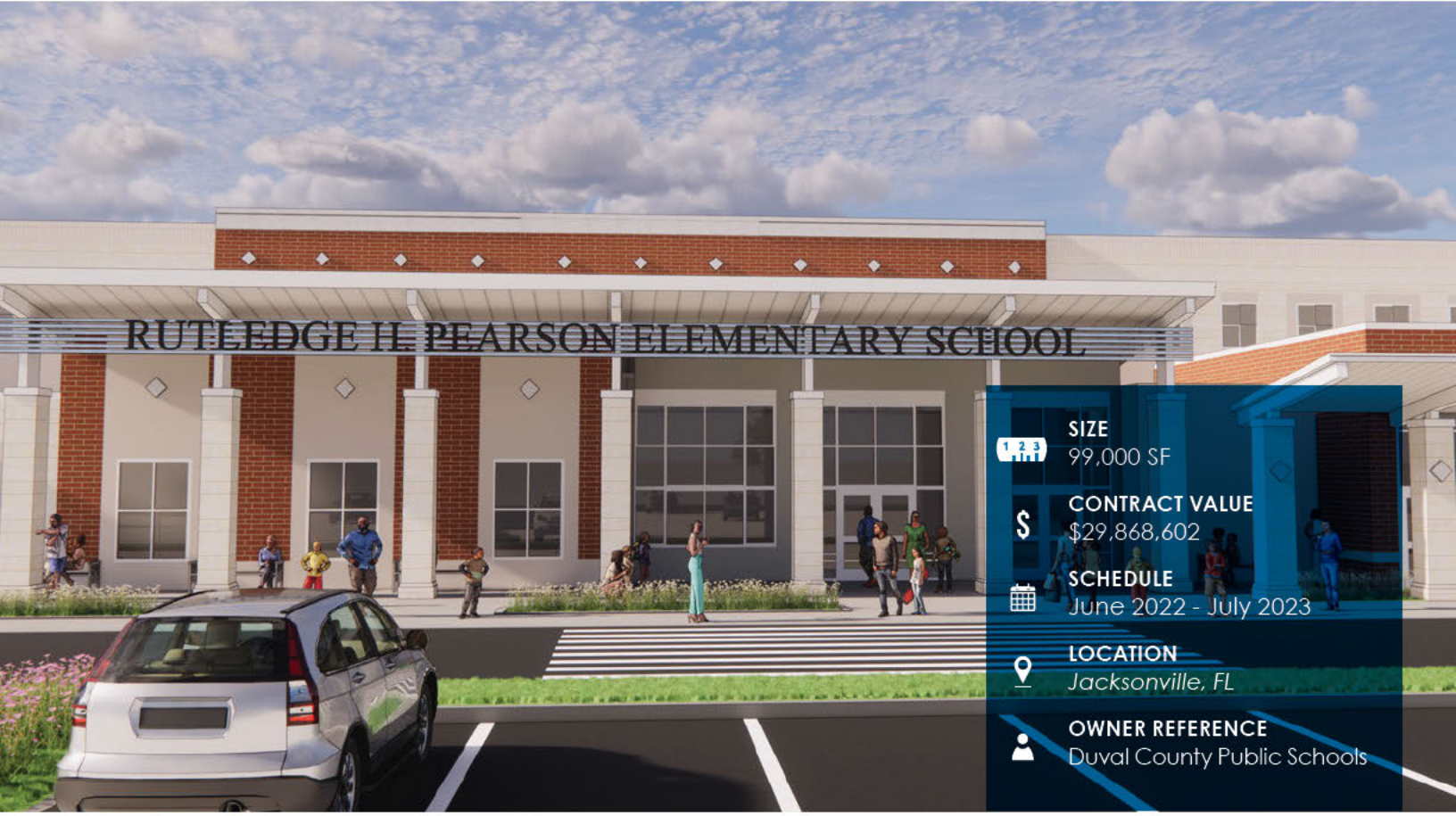
- Building additions or expansions
- Interior finishes / replacement
- Restroom renovations
- ADA and code upgrades
- Life safety and building security upgrades
- Site upgrades or modifications
- Energy efficiency upgrades
- HVAC replacements and/or upgrades
- Electrical upgrades
- Track Replacement
- Technology infrastructure upgrades
- Camera system replacement
- Athletic field improvements
- Sound system replacement
- Intercom system replacement

PROJECT LOCATIONS:

- Red Cedar Elementary School
- Lady's Island Elementary School
- St. Helena Elementary School
- Joseph S. Shanklin Elementary School
- James J. Davis Early Childhood Center
- Michael C. Riley Elementary School
- May River High School
- James J. Davis Early Childhood Center
- Lady's Island Elementary & Middle School
- Port Royal Elementary School
- River Ridge Academy
- St. Helena Early Childhood Center
- St. Helena Elementary School
- Food Service Cooler/ Freezer Equip. @ 6 schools
- Food Service



TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
Michael Wilson, Operations Manager	✓
Bryson Thomas, Sr. Project Manager	✓
Julian Elortegui, Project Manager	✓
Eduardo Rivera, Assistant Superintendent	✓
Leonard Zeigler, Superintendent	
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓



DUVAL COUNTY PUBLIC SCHOOLS

RUTLEDGE PEARSON ELEMENTARY SCHOOL

Jacksonville, FL

The project consists of a new prototype K-5 elementary school with a single 2-story building main building of just under 99,000 SF with two classroom wings and a capacity of 906 student stations. The wings form a central courtyard with the classrooms organized into a 'neighborhood' concept. The typical core spaces would include administration, media center, and multi-purpose/dining/food service. Exterior walls are tilt-up concrete with brick veneer accents to minimize maintenance. The multi-purpose/dining/kitchen area of the school will be a hurricane shelter.

The site consists of 12.52 acres of previously developed land. The existing elementary school buildings and associated infrastructure will need to be vacated, abated, and demolished prior to construction of the new facility. Separate drives are required for buses and automobile traffic.



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



SIZE
106,000 SF

CONTRACT VALUE
$22,244,229

SCHEDULE
January 2016 - June 2018

LOCATION
Savannah, GA

OWNER REFERENCE
Savannah-Chatham County Public Schools

AWARDS
ABC EIC Eagle Award

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.



MINORITY PARTICIPATION	**34%**
LOCAL PARTICIPATION	**71%**

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	✓

[redacted]

FROM THE DESK OF LESLEY S. TAYLOR, ED.S, NBCT

DIRECTOR OF SCHOOL IMPROVEMENT

Savannah-Chatham County Public School System

(912) 414-3131 (w) (912) 398-3873 (p)

March 2, 2018

[redacted]



SIZE
94,672 SF

CONTRACT VALUE
$26,408,592

SCHEDULE
August 2021- November 2022

LOCATION
Daytona Beach, FL

OWNER REFERENCE
Volusia County Schools

VOLUSIA COUNTY SCHOOLS

BEACHSIDE ELEMENTARY SCHOOL

Daytona Beach, FL

Ajax was selected to consolidate two elementary schools, Ortona and Osceola. Both schools were built in the 1950s-60s and many of the original buildings were experiencing moisture intrusion. This project included the construction of a new 94,672 SF school which houses approximately 750 student stations on the existing approximate 11.9-acre Ortona site, as well as site re-development and demolition of the old campus.

The new design included three buildings, two playgrounds, a basketball court, bus loop and parent loop, mechanical yards, and site utilities including domestic water, fire water, sanitary sewer and storm drainage.

Building A is the only 2 story building and houses administration, a media center, and Pre-K through Grade 5 classrooms. Building B holds the cafeteria, a multi-purpose room with a stage, and music, art and lab spaces. Building C will be the gym (covered play area) with restrooms, storage and additional offices.



TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
Lon Neuman, Operations Manager	
John Kavitz, Project Manager	
Brock Edwards, Superintendent	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓



MONROE COUNTY SCHOOL DISTRICT

GERALD ADAMS ELEMENTARY SCHOOL

Key West, FL

The new Gerald Adams Elementary School provides a state-of-the-art 21st century learning environment for the community. The school was built as a multi-structure, two-story facility incorporating the latest features in flexible learning spaces, technology and security as well as being designed to provide a safe, environmentally friendly campus. The new school was constructed on the existing school site, allowing the existing structures to be utilized during construction. The existing school buildings were razed once the new school building was complete to allow for redevelopment of the site. This required the work on this project to be phased in a way to not disrupt school activities during the construction process. Utilities and other critical infrastructure were designed to enable potential future expansion on the property. *The new school facility was built based on the specified Green Globes standards, but no certification was sought. Sustainable systems / components include, low VOC flooring, LED light fixtures with occupancy sensors and high Solar Reflective Index (SRI) value roof materials. MEP commissioning of systems was also performed. This project was built adjacent to a landfill and on man-made land captured decades ago from in-filled areas of previous bay bottom flats. Therefore, special attention had to be paid to contaminated and unsuitable soils. Construction activities required strict adherence to Environmental Engineer's soil management plan. In addition, 407, 26' deep auger cast piles as well as an engineered structural fill cap over contaminated soils was installed.



TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
Michael Wilson, Operations Manager	✓
James Marini, Project Manager	
David Duke, Superintendent	
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓

REFERENCE LETTER

MARK T. PORTER
Superintendent of Schools

MONROE COUNTY SCHOOL DISTRICT
CHARTING THE COURSE
To Excellence in the Monroe County Schools

Members of the Board

District # 1
BOBBY HIGHSMITH
Chairman

District # 2
ANDY GRIFFITHS

District # 3
MINDY CONN
Vice-Chairman

District # 4
JOHN R. DICK

District # 5
SUE WOLTANSKI

September 5, 2019

[redacted]

241 Trumbo Road • Key West, FL 33040
Tel. (305) 293-1400 • Fax (305) 293-1408
www.KeysSchools.com

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.

2022: $338,578,649
2021: $217,186,980
2020: $235,034,515
2019: $294,108,132
2018: $261,018,546

What is the current dollar value of work under Contract?

$798,686,281

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

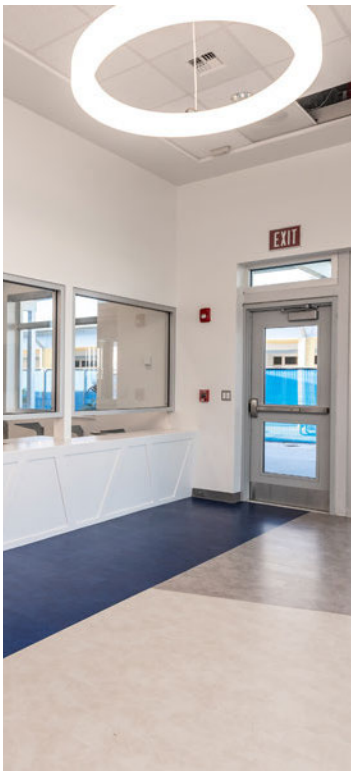
$2,000,000 - $100,000,000

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 - 2%
CM/GC at Risk - 98%

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

New Construction - 75%
Renovation - 25%













4.0.1.7

FINANCIAL STABILITY

[redacted]

[redacted]

[redacted]

BANK REFERENCES

[redacted]

[redacted]

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.

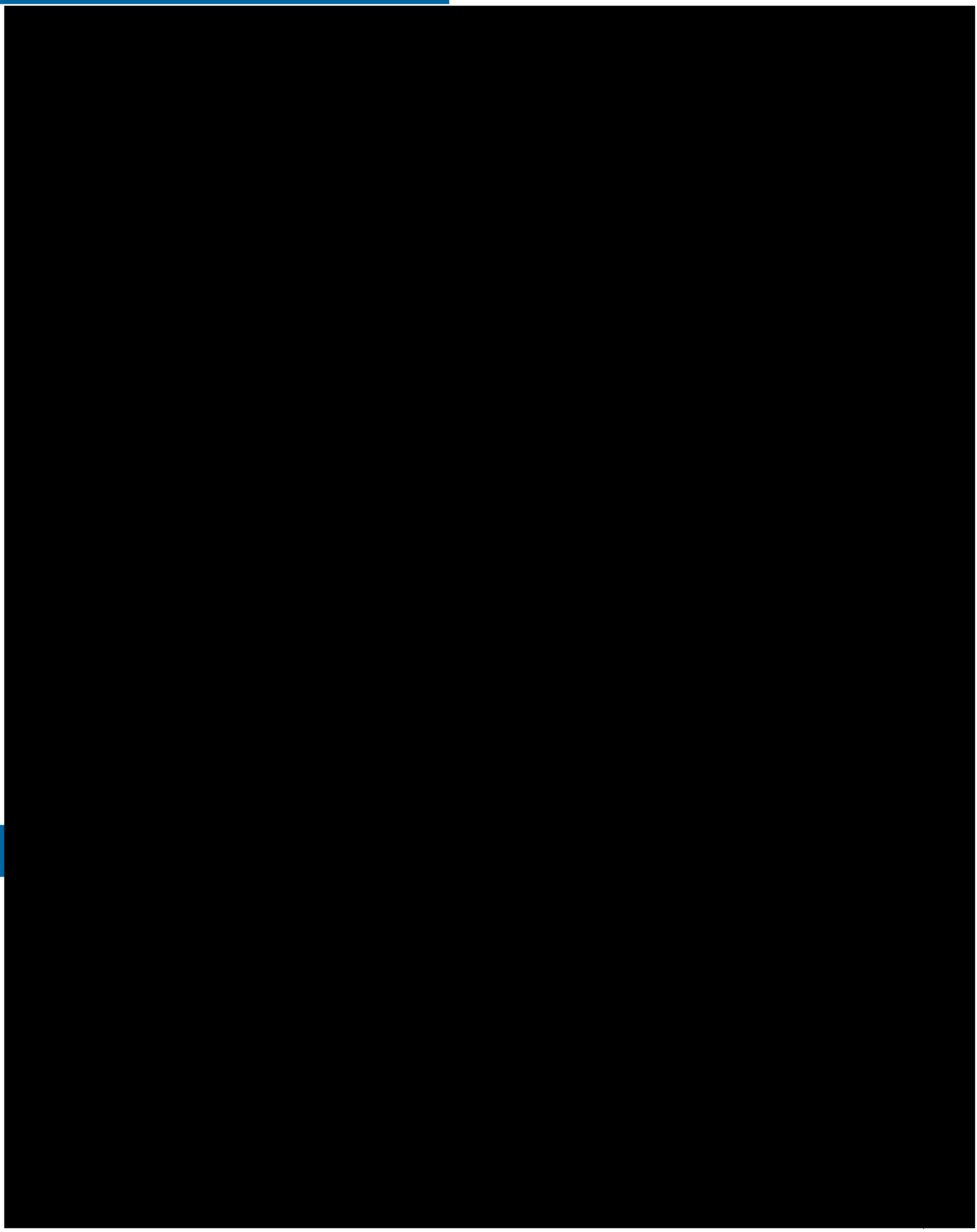
In the last five years, Ajax has not been involved in any construction related litigation cases.

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

[redacted]

INSURANCE CERTIFICATE



8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:

8.1 Campus Masterplan Update & New PK-5 Elementary School

Pre-Construction Phase Service Fee: $ $240,000 or 0.6%
Based on $40 million construction project

Construction Phase Service Fee OHP Fee = 3.50% or $1,400,000
P&P Bonds = 0.73% or $292,000
Plus, cost of Performance & Payment Bonds: $ Total is 4.23% or $1,692,000

Proposed By:

APPLING WELLS, V
Vice President of Operations

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 an advertised to the public 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:

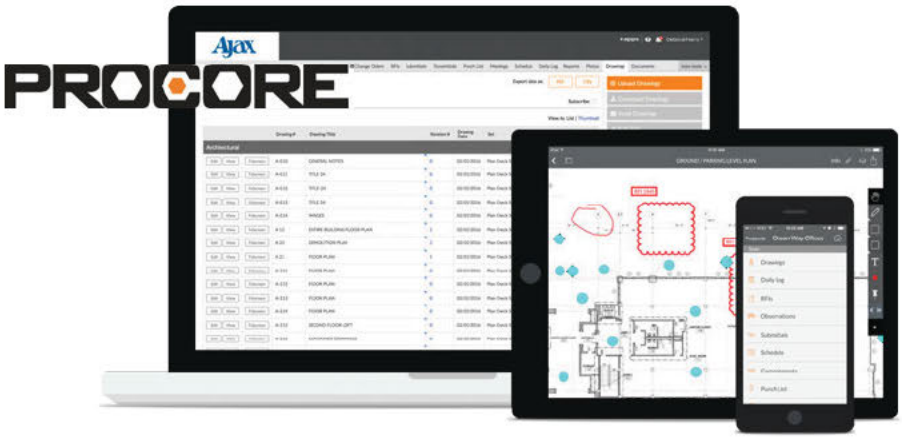
- Financial Statements
- Accounting Books & Records
- Project Analysis
- Service & Maintenance
- Labor & Equipment
- Analytics
- Document Imaging
- Project Workflow

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 Primavera 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 will be utilized by Todd Weiss, Preconstruction Manager for the Campus Masterplan Update & New PK-5 Elementary School project. Ajax 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/WBE 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 **separate 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.

Any other information that you believe may assist the Owner in deciding that your firm is best qualified for the Project.
See Following Pages.

MINORITY/WOMEN BUSINESS ENTERPRISE PARTICIPATION (M/WBE)

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 Campus Masterplan Update & New PK-5 Elementary School project.

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.

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/WBE participation 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.

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.



M/WBE PARTICIPATION *Results*

PROJECT	GOAL	FINAL
JP Morgan Chase - Haywood Road, Greenville, SC	20%	29%
JP Morgan Chase - Emory Village - Atlanta, GA	0%	15%
Augusta University - Greenblatt Library Renovation - Augusta, GA	0%	14%
Fulton County - Government East Roswell Branch Library - East Roswell GA	0%	32%
UBS Financial Services, Inc. - Charlotte 6th Floor Refurbishment - Charlotte, NC	0%	10%
Raleigh Durham Airport - Fence Improvements - Morrisville NC	0%	12%
JP Morgan Chase - Auburn University - Auburn, AL	0%	10%
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%
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 - Riverside High School High School	20%	28%
Orange County Schools - Liberty Middle School	23%	26%
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%
Charlotte County Schools - Punta Gorda Middle School	0%	8%
Gadsden County Schools - West Gadsden High School	0%	8%
Florida Gulf Coast University - Whitaker Building for Science, Math & Technology	30%	30%
University of Florida - Center for Movement Disorders & Neurorestoration	0%	23%
Lake County Schools - Leesburg High School	0%	5%
New College of Florida - Academic & Admin Building	0%	10%
Florida A&M University- Recreation Center	0%	11%
Northwest Florida State College- Student Services Center	0%	28%
University of Florida - Weil Hall	20%	22%

CASE STUDY

DUVAL COUNTY PUBLIC SCHOOLS RUTLEDGE PEARSON ELEMENTARY SCHOOL

As Ajax is not a certified MWBE firm, proactive community outreach is at the forefront of how we work. Our efforts on the Duval County Public Schools Rutledge Pearson Elementary School, currently in construction, exemplifies Ajax's commitment to maximize MWBE participation through subcontracting, we also support and promote SWMBE contractors with partnering and mentoring relationships. Our philosophy and OEO action plan have enabled Ajax to maximize both OEO and local participation on all our construction projects. Our process, actively encourages and promotes minority, women, veteran, disabled and disadvantaged employment and advancement both within Ajax and on each of our projects. As a part of this community, we want this project to reinvest in Duval County and support the growth, development, and success of OEO firms. Garrett Dennis of Shifting Gears is a proud alumna of the Duval County Public School system and is looking forward to reinvesting in the District once again.



VENDOR DIVERSITY PARTNER

GARRETT DENNIS

SHIFTING GEARS

For this project, Ajax partnered with Garrett Dennis, of Shifting Gears, LLC. Garrett has been supplementing our established diversity and inclusion program as our Vendor Diversity Partner. His company is MBE Certified through the State of Florida, DBE certified through Florida DOT, OEO certified with Duval County Public Schools and a certified Small and Emerging Business (JSEB) through the City of Jacksonville. Ajax and Shifting Gears have worked together on several projects for Duval County Public Schools, including the current Rutledge Pearson Elementary School and are currently working together on two projects at the University of Florida. Garrett has also participated in UF's Small Business & Vendor Diversity Relations (UF-SBVDR) Mentor/Protégé program. Garrett will play an integral role during pre-construction as he supplements outreach to identify and prequalify a maximum number of diverse firms for inclusion in this project.

OUTREACH WITHIN THE LOCAL COMMUNITY

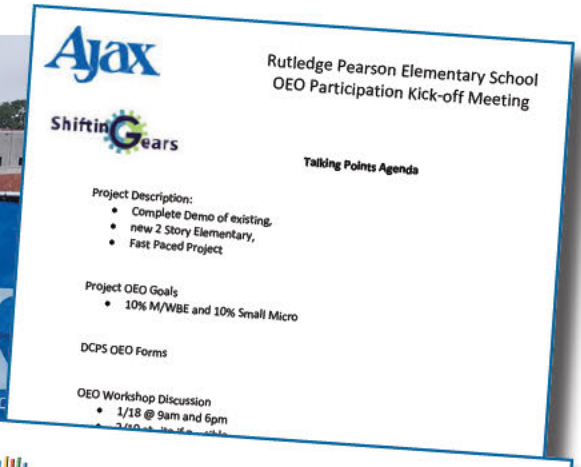
Throughout the DCPS Rutledge Pearson Elementary School project, our team has conducted outreach to maximize the number of qualified diverse businesses that bid on our projects. Our Diversity and Inclusion Manager, Ted Parker, actively participates in outreach events and discussion forums attended by diverse firms and he will be assisting the efforts led by Lon, Garrett & the rest of the team. These forums allow us to connect with the diverse owners and address any challenges or concerns they may have.

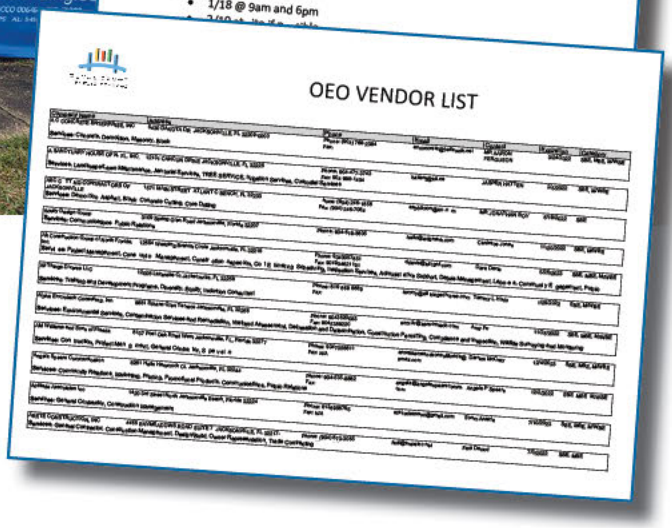
We share the School District's commitment to diversity. It is a commitment that will be reflected in the diversity participation goals for your project. These goals will be clearly outlined from project inception and monitored closely throughout the project's lifecycle.

Subcontractor and vendor diversity is an integral part of our corporate culture. Our corporate culture dictates how we conduct business and is sustained and promoted by all levels of our organization as initiated by management. We have a comprehensive program to meet or exceed our clients' diversity goals. Our MWBE Program Manual establishes our firm's standards for providing equal opportunity and meaningful diversity participation.







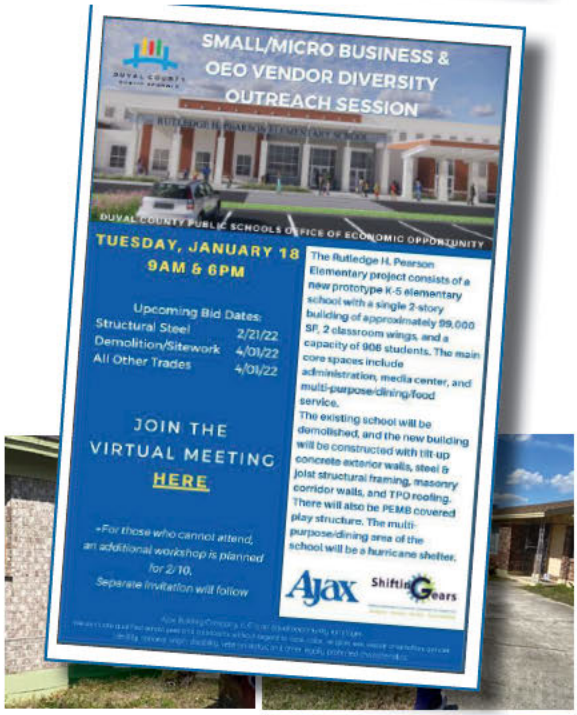


The team conducted outreach in local neighborhoods by participating in local job fairs, which resulted in two laborers being hired. The team is confident that maximizing minority participation will be beneficial to the success of the school. They believe that having a diverse workforce will help to create a more inclusive and welcoming environment for all students. They are also confident that the minority employees will bring valuable perspectives and insights to the school.

SUCCESS FROM AJAX'S MWBE EFFORTS:

- Ajax's team established positive relationships with local residents through in-person engagement during the distribution of Job Fair Flyers in local neighborhoods.
- The job fairs helped to raise awareness of the construction project and school in the community.
- The job fairs were a great way to connect with potential employees from minority communities. The team was able to explain the opportunities available at the school and answer any questions that people had.
- Ajax personnel were able to educate potential employees on the local Office of Economic Opportunity as well as Ajax's Minority/ Women Business Enterprise Program.
- Ajax/Shifting Gears hired two laborers to work on this project as a result of our outreach

The team is committed to continuing to maximize minority participation in the success of the school. The District plans to conduct more job fairs for future projects and to work with community organizations to connect with potential employees. They are confident that by working together, they can create a school that is welcoming and inclusive for the local workforce.







Legends Community Center "Construction Job Fair"












BENEFITS TO THE SCHOOL DISTRICT & LOCAL COMMUNITY:

- A more diverse workforce can help to create a more inclusive and welcoming environment for minority and disadvantaged vendors.
- Minority employees can bring valuable perspectives and insights to the Ajax team & other vendors.
- Maximizing minority participation can help to build positive relationships with minority communities.
- It can help to promote diversity and inclusion in the workplace.
- The team at Ajax and Shifting Gears is proud to be a part of a project that is making a positive difference in the community. They are committed to continuing to work with minority communities to maximize participation in the success of the Duval Schools Rutledge Pearson Elementary School.

BRINGING THIS EXPERIENCE TO BEAUFORT COUNTY:

The success of the MWBE effort in the DCPS Rutledge Pearson Elementary School project is a testament to Ajax's commitment to diversity and inclusion. By maximizing minority participation in the project, Ajax was able to create a more inclusive and welcoming environment for all vendors, not to mention employment opportunities for those we hired. Ajax's experience with the DCPS Rutledge Pearson Elementary School project makes us a great candidate to make a positive economic impact for the community and minority companies and vendors in Beaufort County. Ajax has a proven track record of working with minority communities and businesses, not to mention relationships within the local market throughout our work on the District's Capital Renewal Renovations & Modifications project at various schools. In Beaufort County, Ajax can use their experience to:

- Conduct outreach to minority communities and businesses to connect them with opportunities.
- Provide training and development opportunities to minority employees.
- Partner with minority-owned businesses to provide goods and services.
- Advocate for policies that support minority businesses.

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.







WHY Ajax?

We endeavor to build long-term relationships with our clients, and as a result, over 50% 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 continue our 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 Beaufort County School District's goals are met.



COMPANY VALUES

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

EDUCATION

During the course of our 65 year history, Ajax has established itself as a leading contractor. We have worked on more than 270 K-12 educational projects, valued at more than $2 billion, for 31 Public School Districts. This knowledge and familiarity make us an ideal partner for any project.

NATIONALLY-RANKED REPUTATION

As a testament to the depth and breadth of the projects with which we are entrusted, we ranked **#1 Education Contractor** by ENR Southeast Magazine in July 2023.

COST & SCHEDULE CERTAINTY

With an in-house **Advanced Coordination Team**, we can conceptualize value added solutions, reduce material and labor costs, and optimize the project schedule - all while preserving the design intent.

SAFETY

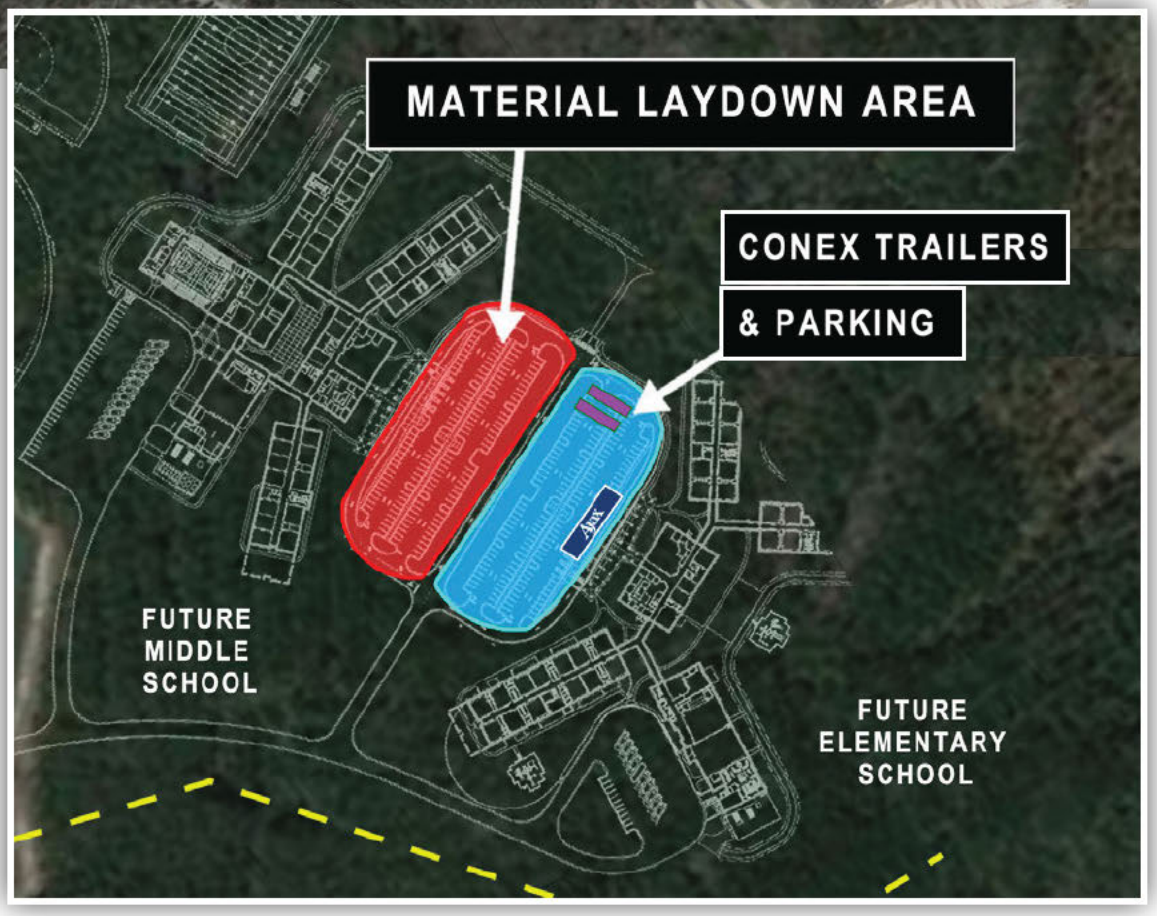


MARC REEVES
Risk Management

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.

SITE UTILIZATION PLAN





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.

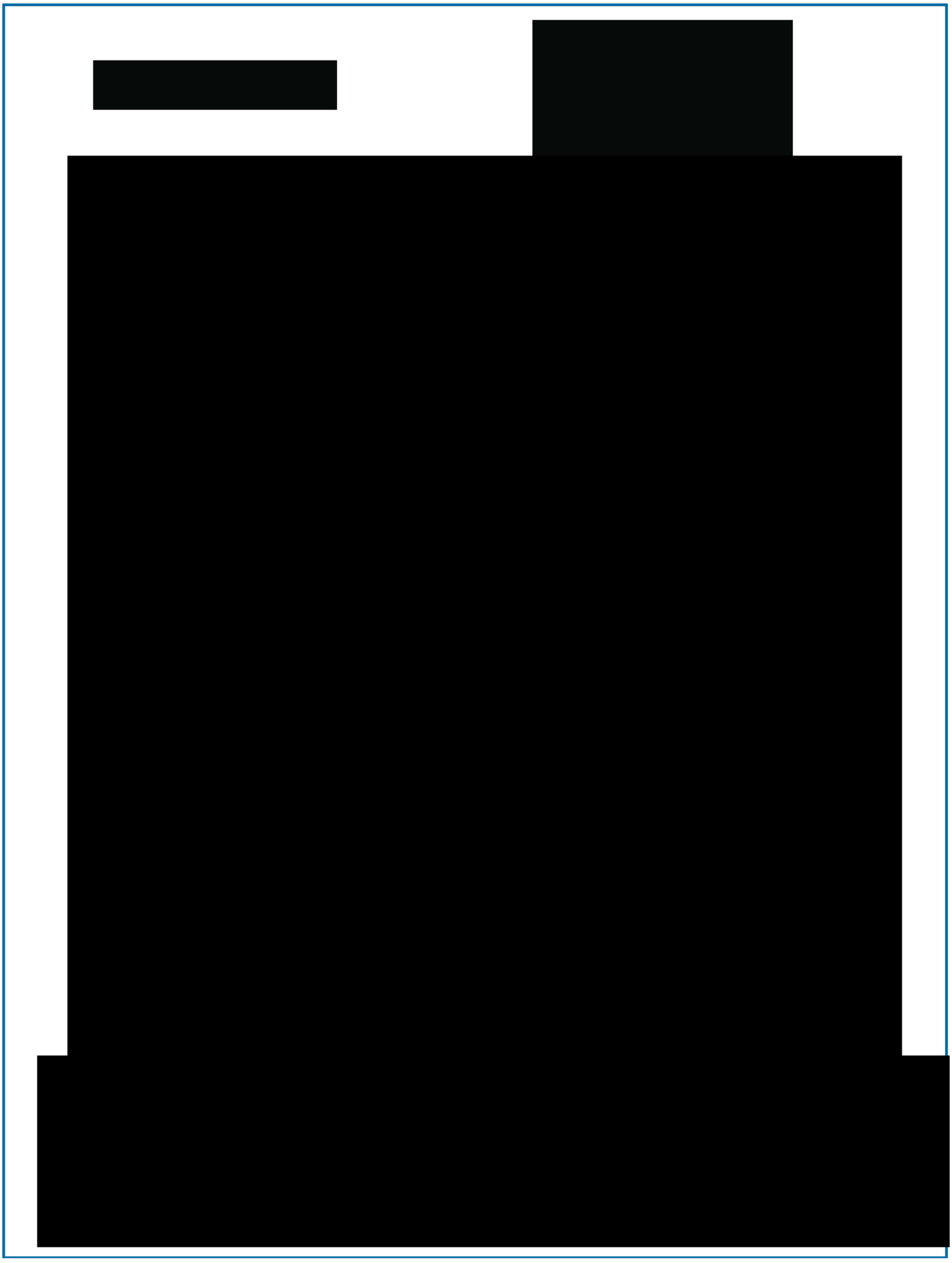
8.0 Bidding Schedule/ Price Proposal
See **Section 4.0.1.8 Fees and Costs.**

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





GOOD FAITH BOND OR LETTER OF CREDIT



5.0 QUALIFICATIONS

5.0.1 QUALIFICATIONS OF OFFEROR

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."

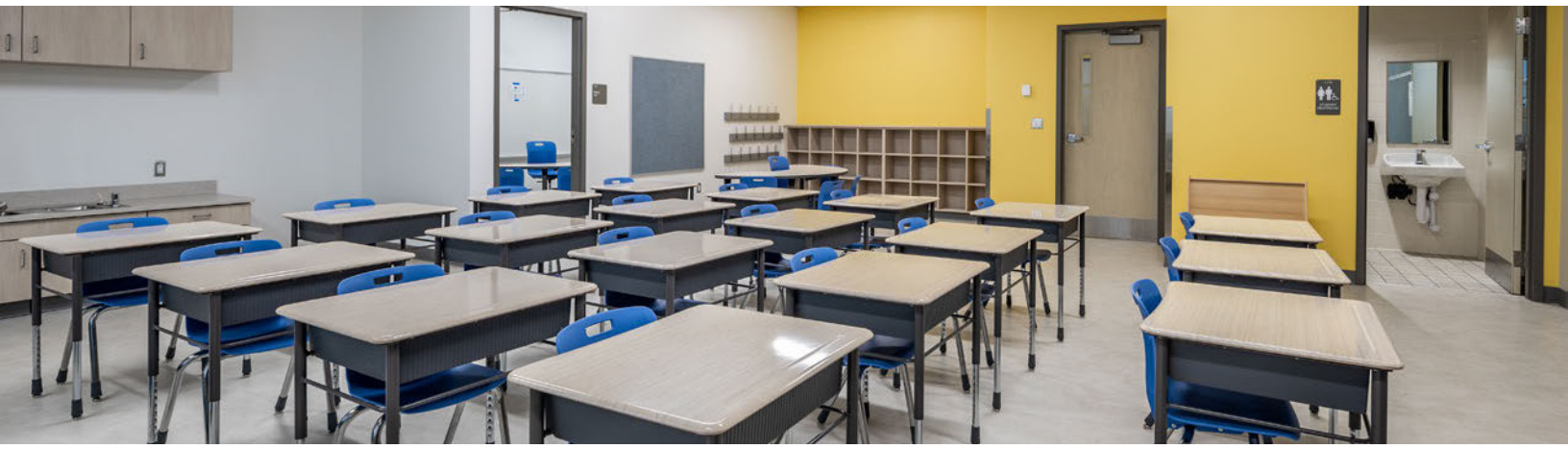
5.1. QUALIFICATIONS

Submit the following information or documentation for you and for any subcontractor (at any tier level) that you identify pursuant to the clause titled Subcontractor – Identification. Err on the side of inclusion. You represent that the information provided is complete.

Proposers must meet or exceed these qualifications to be considered for award. Any exceptions to the requirements listed should be on a separate sheet marked "Exceptions" and clearly detailed in proposer's response.

a. The general history and experience of the business in providing work of similar size and scope. Five (5) year minimum.

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. Ajax is proud to be an employee owned, third-generation family operated firm working with 31 School Districts, including the Beaufort County School District, with our success completing more than 270 K-12 projects. Ajax is currently completing the Capital Renewal Renovations & Modifications project, working on various schools throughout the District. **See experience of the business in providing work of similar size and scope on next page.**



RECENT WORK (PAST 5 YEARS) SIMILAR TO THE CAMPUS MASTERPLAN UPDATE & NEW PK-5 ELEMENTARY SCHOOL

PROJECT NAME & OWNER	ARCHITECT	CONTRACT AMOUNT	COMPLETION
Beaufort County School District Capital Renewal Renovations & Modifications	[redacted]	$21,982,543	Various - In Progress
Monroe County School District Sugarloaf K-8 School Upper Sugarloaf Key, FL		$28,947,786	April 2021 - May 2023
College of the Florida Keys Academy Classroom Facility & EOC Building Key West, FL		$6,988,608	January 2022 - May 2023
Pinellas County Schools Lakewood High School Renovation St. Petersburg, FL		$21,648,680	April 2021 - April 2023
Volusia County Schools Beachside Elementary School Daytona Beach, FL		$26,408,592	August 2021 - November 2022
Hillsborough County Public Schools Sumner High School Classroom Addition Riverview, FL		$11,605,177	February 2022 - November 2022
Hillsborough County Public Schools Spoto High School Classroom Addition Riverview, FL		$10,395,639	July 2020 - August 2021
Pinellas County Schools Shore Acres Elementary School Classroom Addition St. Petersburg, FL		$4,489,487	October 2020 - August 2021
Monroe County Schools District Key West High School Backyard Key West, FL		$11,507,389	July 2020 - March 2021
Pinellas County Schools Northeast High School Renovations St. Petersburg, FL		$7,254,007	February 2020 - January 2021
Maclay School Beck Family Innovation Center Tallahassee, FL		$5,043,317	July 2019 - October 2020
Monroe County Schools District Transportation & Internal Services Key West, FL		$13,825,662	July 2019 - September 2020

Hillsborough County Public Schools Memorial Middle School Ref, Ph II Tampa, FL	$4,621,780	April 2020 - August 2020
Pasco County Schools Cypress Creek Middle School Wesley, FL	$39,104,384	October 2018 - July 2020
Monroe County Schools Stanley Switlik Elementary School Marathon, FL	$23,000,000	June 2018 - July 2020
Pasco County Schools Bexley Elementary Addition Land O'Lakes, FL	$3,650,449	June 2019 - June 2020
Orange County Public Schools Pine Hills Bussing Compound Orlando, FL	$24,628,286	September 2019 - April 2020
Hillsborough County Schools Bellamy Elementary School Phase 1 Tampa, FL	$2,394,678	June 2019 - April 2020
Holy Comforter Episcopal School The Commons Tallahassee, FL	$8,042,280	May 2018 - December 2019
Monroe County Schools District Marathon High School Athletic Complex Marathon, FL	$12,262,423	December 2018 - November 2019
Hillsborough County Schools Schwarzkopf Elementary School Lutz, FL	$1,498,756	January 2019 - August 2019
Monroe County School District Gerald Adams Elementary School Key West, FL	$36,504,436	May 2017 - August 2019
Hillsborough County Schools Robinson High School Classroom Addition Tampa, FL	$4,664,174	May 2018 - April 2019
Pinellas County Schools Pinellas Technical College	$17,292,924	October 2017 - February 2019
Pinellas County Schools Bardmoor Elementary School Renovation Largo, FL	$6,921,000	September 2017 - December 2018
Pinellas County Schools Madeira Beach Middle Fundamental School Madeira Beach, FL	$37,331,678	June 2017- December 2017

Pinellas County Schools Largo High School Largo, FL	$56,244,883	August 2014 - October 2017
Hillsborough County Schools East Bay Classroom Addition Gibsonton, FL	$5,714,771	October 2016 - July 2017
School of Arts and Sciences Classroom Addition & Site Improvements Tallahassee, FL	$2,838,580	May 2016 - February 2017





b. Information reflecting the current financial position. Include the most current audited financial statement and audited financial statements for the last three (3) fiscal years.

Please find our confidential financial statements as a separate attachment.

c. A detailed, narrative statement listing the three (3) most recent, comparable contracts (including contact information) which have been performed.

Monroe County School District Sugarloaf K-8 School, Volusia County Schools Beachside Elementary School, and Pinellas County Schools Shore Acres Elementary School Classroom Addition are recently completed by Ajax that are the most comparable to the Campus Masterplan Update & New PK-5 Elementary School project.

- **Monroe County School District Sugarloaf K-8 School:** This school was completed in 2023 and has a total of 45,000 square feet of space. The school features a variety of amenities, including a library, a cafeteria, a gymnasium, and a playground with a final cost of $28,947,786
- **Volusia County Schools Beachside Elementary School:** This school, a replacement for a pre-existing K-12 School, was completed in 2022 and has a total of 94,672 square feet of space, valued at $26,408,592.
- **Pinellas County Schools Shore Acres Elementary School Classroom Addition:** This addition was completed in 2021 and has a total of 8,176 square feet of space. It is a single-story building with a capacity for 500 students. The addition features four new classrooms, a new library, and a new gymnasium. Final cost for the project was $3,979,113

All three of these schools were completed by Ajax and are comparable to the Campus Masterplan Update & New PK-5 Elementary School project in a number of ways. First, all three schools are new construction projects that were completed within the last five years. Second, all three schools have a capacity for a large number of students, which is important for a PK-5 school. Third, all three schools feature a variety of amenities that are essential for a modern elementary school, such as libraries, cafeterias, gymnasiums, and playgrounds. In addition to these similarities, there are also some key differences between the three schools and the Campus Masterplan Update & New PK-5 Elementary School project. For example, the Campus Masterplan Update & New PK-5 Elementary School project is a larger project that will involve the construction of a new school and the renovation of an existing school.

d. A list of similar projects for which Offeror has performed, at any time during the past three (3) years, services substantially similar to those sought with this solicitation. Err on the side of inclusion; by submitting an Offer, Offeror represents that the list is complete. School District experience is desired.

See Section **4.0.1.5 Previous Experience**

a. Must have a clear understanding of industry standards and best practices.

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, Matt Infanti, Operations Manager, Bryson Thomas, Sr. Project Manager, Julian Elortegui, Project Manager, 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 team has an in-depth knowledge with the District's policies and procedures, not to mention our experience with more than 270 K-12 projects. Ajax is prepared to utilize all resources and expertise to successfully deliver this project with the latest trends and up to the District's standards.



b. *Offeror shall provide with their proposal copies of all appropriate certifications, licenses and permits, as well as evidence to support the documentation.*



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-SUnlimited

(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. Burns
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. Burns
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, 2023, that its most recent annual report was filed on April 12, 2023, 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 Seventeenth day of April, 2023

Secretary of State

Tracking Number: 6010621749CU

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

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

c. *Must have knowledge of and comply with all currently applicable, and as they become enacted during the contract term, federal, state and local laws, statutes, ordinances, rules and regulations. All laws of the State of South Carolina, whether substantive or procedural, shall apply to the contract, and all statutory, charter, and ordinance provisions that are applicable to public contracts in the District shall be followed with respect to the contract.*

d. *List of failed projects, suspensions, debarments, and significant litigation.*

Ajax has never had a member removed from a contract. Ajax has never failed to complete a contract as assigned. Ajax has not been debarred, suspended, proposed for debarment, declared ineligible, voluntarily excluded, or disqualified from participation on any project with any federal, state, or local agency.

In the last five years, Ajax has not been involved in any construction related litigation cases. 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 projects. 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. In the last ten years, we have been involved in only one construction related litigation case, which was settled without the need for trial or arbitration.

e. *List of at least five (5) references of similar projects for these services.*

See Section **4.0.1.5 Previous Experience**

f. *Pictures showing implementation of vendor's equipment/solution.*

8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:

8.1 Campus Masterplan Update & New PK-5 Elementary School

Pre-Construction Phase Service Fee: $ $240,000 or 0.6%
Based on $40 million construction project

OHP Fee = 3.50% or $1,400,000
Construction Phase Service Fee P&P Bonds = 0.73% or $292,000
Plus, cost of Performance & Payment Bonds: $ Total is 4.23% or $1,692,000

Proposed By:

APPLING WELLS, V
Vice President of Operations

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

7/14/23

Date

Name: J.B. Smith, II

Title: President

Project: RFP #23-022 Construction Management at-Risk Services Campus Masterplan Update & New PK-5 Elementary 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 #23-022.







APPENDIX

ADDENDUM 1 - PAGE 1

Beaufort County School District

	Solicitation Number:	23-022
	Date Printed:	June 26, 2023
Addendum 1	Date Issued:	June 26, 2023
	Procurement Officer:	Kaylee Yinger, NIGP-CPP,CPPB
	Phone:	843-322-2349
	Email:	Kaylee.Yinger@beaufort.k12.sc.us

Request for Proposals (RFP)

DESCRIPTION: **Construction Management at-Risk Services – Campus Masterplan Update & New PK-5 Elementary School**
SUBMIT OFFER BY (Opening Date & Time): **July 18, 2023 @ 4:00 PM EST**
QUESTIONS MUST BE RECEIVED BY: **July 11, 2023**
NUMBER OF COPIES TO BE SUBMITTED: **Six (6) Original Signed Copies**

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

SUBMIT YOUR SEALED OFFER TO FOLLOWING ADDRESSE VIA UPS, FEDEX, COURIER OR HAND DELIVER:

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 **July 18, 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

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

J.B. Smith, 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	June 26, 2023
#2	June 28, 2023
#3	July 5, 2023
#4	July 11, 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:

Clarification:

"After reviewing the RFP 23-022 for the proposed K-5 facility to be built on the May River Campus we have found several carryovers from the previous RFP that was issued for Hilton Head High School Re-Build."

"The RFP has some confusing text in it that may have needed to be cleaned up. On p. 26 in bold font, it references "HHIMS" and a $120mil Bond when earlier the PK-5 ES mentions a +/- $40mil budget. Other areas have dates missing (2.1.3, etc.)."

Section 4.0.1.8
Yes, the bond should be for $40M and the project school name should be PK-5 Elementary School. This was a typo carried over from a previous solicitation.

Section 2.1.3
This section is "NON-APPLICABLE" as notated in the 2.1.3 header.

ADDENDUM 2 - PAGE 1

Beaufort County School District

	Solicitation Number:	23-022
	Date Printed:	June 28, 2023
Addendum 2	Date Issued:	June 28, 2023
	Procurement Officer:	Kaylee Yinger, NIGP-CPP,CPPB
	Phone:	843-322-2349
	Email:	Kaylee.Yinger@beaufort.k12.sc.us

Request for Proposals (RFP)

DESCRIPTION: **Construction Management at-Risk Services – Campus Masterplan Update & New PK-5 Elementary School**

SUBMIT OFFER BY (Opening Date & Time): **July 18, 2023 @ 4:00 PM EST**

QUESTIONS MUST BE RECEIVED BY: **July 11, 2023**

NUMBER OF COPIES TO BE SUBMITTED: **Six (6) Original Signed Copies**

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

SUBMIT YOUR SEALED OFFER TO FOLLOWING ADDRESSE VIA UPS, FEDEX, COURIER OR HAND DELIVER:

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 **July 18, 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

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

J.B. Smith, 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 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):
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ACKNOWLEDGEMENT OF AMENDMENTS:	Amendment Number	Amendment Issue Date
Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue.	#1	June 26, 2023
	#2	June 28, 2023
	#3	July 5, 2023
	#4	July 11, 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:

Correction:

Section 3.1.1 Project Team List

Owner:	Beaufort County School District Contact (After Award) Alexander Marshall, Project Manager
Architect:	Quackenbush Architects and Planners Doug Quackenbush, Project Architect

ADDENDUM 3 - PAGE 1

Beaufort County School District

	Solicitation Number:	23-022
	Date Printed:	July 5, 2023
Addendum 3	Date Issued:	July 5, 2023
	Procurement Officer:	Kaylee Yinger, NIGP-CPP,CPPB
	Phone:	843-322-2349
	Email:	Kaylee.Yinger@beaufort.k12.sc.us

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

Questions and Answers:

1. **In Section 2.1.2 BID BOND (JAN 2006): NON-APPLICABLE.**
   May we confirm that we will need to obtain a Bid Bond for the 40M project amount?

   Section 2.1.2 BID BOND is applicable to the solicitation. The Bid Bond will be submitted with the proposal.

2. **In 4.0.1.5 Previous Experience:**

   • For the past three years, provide the following information:
   a. Identify all projects (name, location, completion date and Contract amount).
   b. Identify all renovation projects with similar scope.

   • For the past three years, provide the following information:
   a. Provide descriptions of five renovation projects most comparable to the proposed project scope in which your firm has been involved over the last five years (at least two must be completed). Include the services provided, the Project Team members, schedules and references.

   May we confirm that our project descriptions should be of new construction projects, not renovations?

   Correct, please provide new construction in lieu of renovations.

ADDENDUM 4 - PAGE 1

Beaufort County School District

	Solicitation Number:	23-022
	Date Printed:	July 11, 2023
Addendum 4	Date Issued:	July 11, 2023
	Procurement Officer:	Kaylee Yinger, NIGP-CPP,CPPB
	Phone:	843-322-2349
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MINORITY PARTICIPATION- Are you a Minority Business Enterprise: Yes ☐ No ☑
If yes, please include a copy of your certification.

ADDENDUM 4 - PAGE 3

Questions and Answers:

A correction on the time of completion. The school is to be completed and occupied prior to the start of the "2025-2026" school year, which would mean the building should have a certificate of occupancy from OSF by approximately July 1, 2025.

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. If the M/WBEs proposed for utilization on this project are 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, please list those firms below. A list of certified vendors through the South Carolina Division of Small and Minority Business Contracting and Certification can be found here: https://osmba.sc.gov/directory.html

Sub-Contractor Name	M/WBE Certification #	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 BUILDING COMPANY, LLC

Part of the STO Building Group Family of Companies