



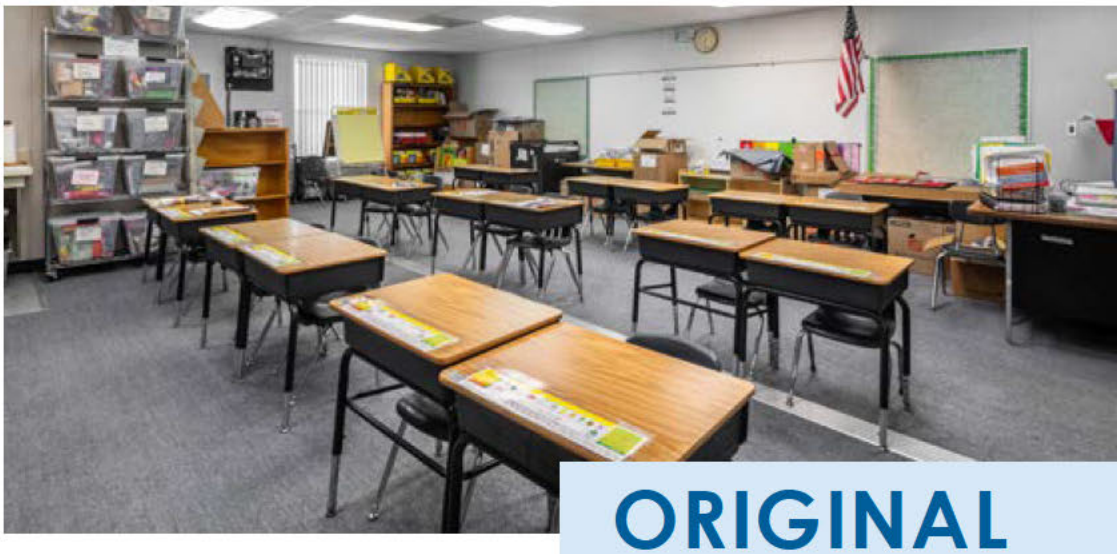

ORIGINAL

Construction Management at-Risk Services for

BEAUFORT COUNTY SCHOOL DISTRICT
LADY'S ISLAND MIDDLE SCHOOL REPLACEMENT SCHOOL ON ACTIVE CAMPUS AND EARLY CHILDHOOD CENTER IN BLUFFTON – NEW BUILD

RFP #25-004

AJAX BUILDING COMPANY, LLC
Part of the STO Building Group



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COVER PAGE & PAGE TWO

COVER PAGE

Beaufort County School District

Solicitation Number:	25-004
Date Printed:	July 16, 2024
Date Issued:	July 31, 2024
Procurement Officer:	Kaylee Yinger, NIGP-CPP,CPPB
Phone:	[redacted]
Email:	[redacted]sc.us

Request for Proposals (RFP)

DESCRIPTION: **Construction Management at-Risk Services – Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build**

SUBMIT OFFER BY (Opening Date & Time): August 29, 2024 @ **4:00 PM EST**

QUESTIONS MUST BE RECEIVED BY: August 22, 2024 @ **4:00 PM EST**

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 **September 1, 2024.** 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.

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	1011 Bay Street, Suite 102 Beaufort, SC 29902
PHONE NUMBER: [redacted]	
EMAIL ADDRESS: [redacted]	

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 Office Address
☐ Payment Address Same as Home Notice Address	☑ Payment Address Same as Notice Address
(check one only)	(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	8/21/24

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

Beaufort Office
1011 Bay Street, Suite 102
Beaufort, SC 29902
[redacted] Phone
www.ajaxbuilding.com

USGBC MEMBER

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

August 29, 2024

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

RE: Solicitation 25-004 - CMAR – Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build

Members of the Selection Committee:

Ajax is pleased to present our qualifications and credentials for Construction Management At-Risk Services (CMAR) for the Lady's Island Middle School Replacement and Bluffton Early Childhood Center projects. Ajax's consistent success of delivering new schools on time and within budget in working with 32 School Districts on more than 318 K-12 projects totaling nearly $2 billion makes Ajax an ideal partner for these projects. Of the 318 projects, 94% were districts we worked with previously.

As an employee owned, third generation family operated company, Ajax has grown to become one of the Southeast's premier CM at-Risk contractors - with 66 years of experience, over 260 employees, and 14 offices: including ones in Beaufort, Charleston, Lexington, and Greenville. Over 95% of our work is via CMAR for Public Sector, with 85% working for repeat clients. Ajax is unique in that we have the resources of a larger, national firm - yet we maintain the values and integrity of a family-owned business. "Quality Builds Its Own Reputation" is our motto that is proven in the work of each project.

Our Project Teams for these projects is led by Jay Smith Principal, Michael Wilson Project Exec, Bryson Thomas Senior PM, Cody Jones Lady's Island PM - Candice Chastain Bluffton PM, and Tyron Mitchell Project Engineer. To best serve the projects, each site will have their own Project Managers, Superintendents and Assistant Superintendents. This will provide 100% attention for each site team to focus on that school/center. Their extensive experience in working within the OSF parameters in South Carolina will add to the smooth, effective progress of the project.

In addition, there are members of our team who attended Bluffton schools, as did their parents and grandparents. Plus, some of our family's children may be students at both Lady's Island Middle and Bluffton Early Childhood Center. As you can see, we have a personal interest in this project going well, and our Project Team is excited at the opportunity to work with BCSC for their children as well as continuing the relationship between BCSD and Ajax by adding this to the list of our successful projects together.

The Ajax Team, our CMAR expertise and over 318 K-12 successes make Ajax a solid choice as your construction partner. As a top Education Contractor in the Southeast, we will provide the School District and the Community a quality product delivered on-time, in-budget, and with the highest level of customer service and care. As a Beaufort County property owner, you can count on my personal dedication to this project and to the community. Should you have any questions, please contact me at [redacted] or at [redacted]

Sincerely,
Ajax Building Company, LLC

[redacted]

President

4.0.1.3

FIRM INFORMATION

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

FIRM NAME, FIRM ADDRESS & MORE

FIRM NAME:	Ajax Building Company, LLC
FIRM ADDRESS:	1011 Bay Street, Suite 102 Beaufort, SC 29902
PRIMARY CONTACT:	Michael Wilson Regional Director
TELEPHONE NUMBER:	[redacted]
E-MAIL ADDRESS:	[redacted]
COMPANY WEBSITE:	www.ajaxbuilding.com
OWNERSHIP:	Limited Liability Company
MANAGING OFFICE:	1011 Bay Street, Suite 102 Beaufort, SC 29902



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 $200,000,000 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 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	5
Estimators	10
Management/ Administration	71
Project Engineers	15
Project Managers	69
Sales/Marketing	12
Superintendents	73
Various	12
TOTAL	**267**
LEED Accredited Professionals	27

KEY MANAGEMENT



WILLIAM P. BYRNE
Chief Executive Officer

[redacted]



JAY SMITH
President

[redacted]



BRIAN DESOTELL
Chief Financial Officer

[redacted]



APPIE WELLS
Vice President of Operations

[redacted]



RICK GUERRA
Director of Field Operations



JUDD WEST
Director of Preconstruction Services



MARC REEVES
Director of Risk Management

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

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

COMPANY CHANGES

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

CORPORATE HEADQUARTERS & OTHER OFFICES

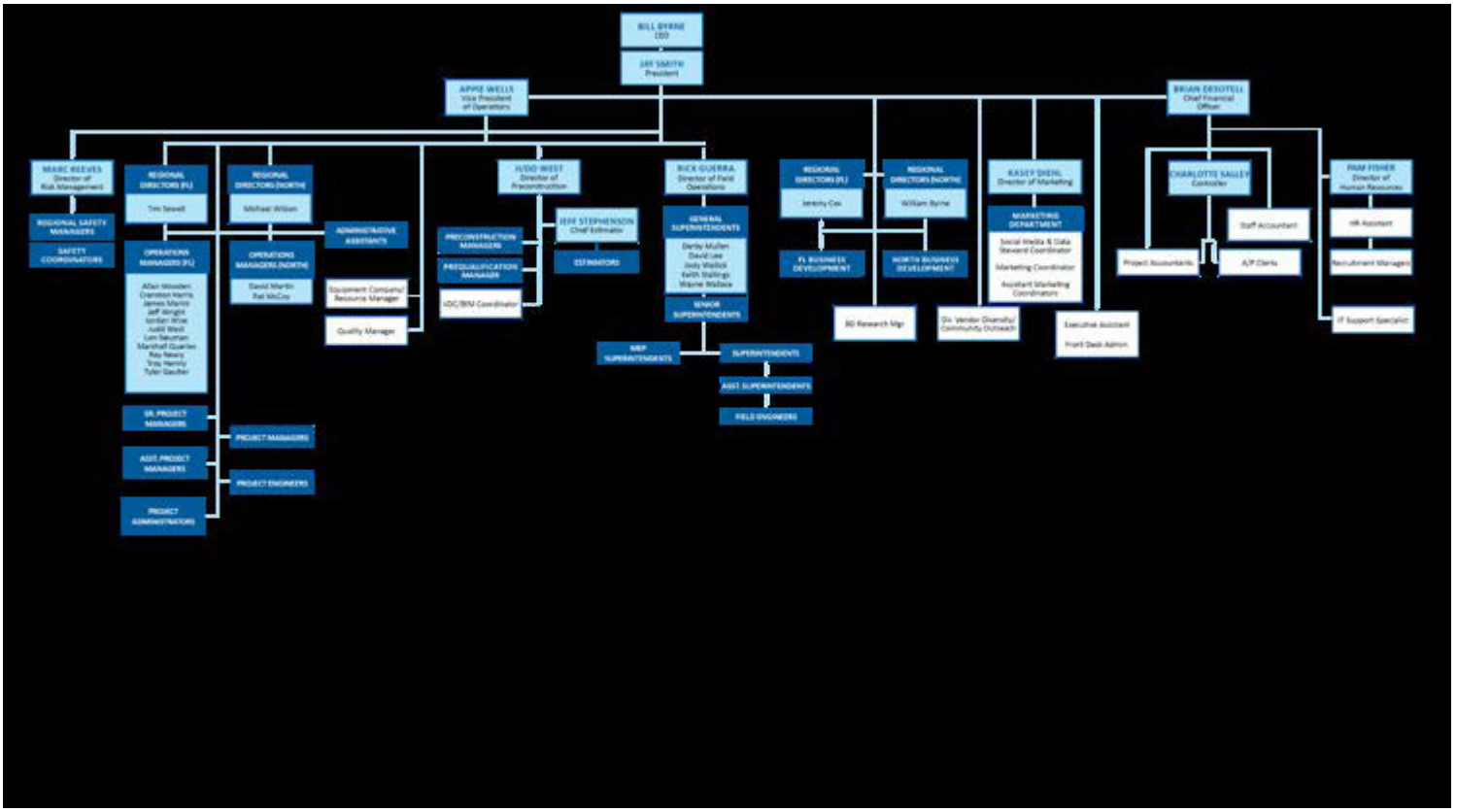
Location of Corporate Headquarters and Other Divisional Offices.
Ajax brings 66 years of construction management at risk, design/build, and general contracting expertise to each of our projects. Our Headquarters is located at **1080 Commerce Boulevard, Midway, FL 32343**, with offices throughout the state of South Carolina in Beaufort, Charleston, Lexington and Greenville. Ajax has additional offices in Jacksonville, DeFuniak Springs, Gainesville, Lake Mary, Key West, Fort Myers, Venice, and Tampa in Florida; Atlanta, Athens, 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 will be our Beaufort, SC office located at **1011 Bay Street, Suite 102, Beaufort, SC 29902.**



ORGANIZATIONAL CHART OF COMPANY



VENDOR REFERENCES

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

PAINTING
Simmons Restoration and Remodeling
Chris Simmons, *Chief Financial Officer*
[redacted]
6 Deep Lagoon, Bluffton, SC 29910

FLOORING/DRYWALL
Bonitz
Jared Culler, *Managing Partner of Flooring*
[redacted]
33 Grand Ave,
Greenville, SC 29607

METAL FRAMING, DRYWALL, & ACOUSTICAL CEILINGS DIVISION 9
Cliatt Construction
Bruce Cliatt, *Owner*
[redacted] | [redacted]
3871 Oak Dr, Augusta, GA 30907

PLUMBING/MECHANICAL
Mock Plumbing & Mechanical
Todd Rainwater, *Mechanical Division Manager*
[redacted]
645 Rosewood Dr,
Columbia, SC 29201

STRUCTURAL & MISC. STEEL
SteelFab, Inc of SC
Brett Sheets, PM
[redacted]
5955 Core Ave, Suite 500-A,
North Charleston, SC 29406

ELECTRICAL
A/C Electric
Carl Beck, *Owner*
[redacted]
6125 SC-162
Hollywood, SC 29449

DRYWALL /ACT & DIVISION 10
Precision Walls, Inc
Shawn Gearheart, *Vice President*
[redacted]
2052 Industrial Blvd,
Lexington, SC 29072

PRECAST CONCRETE
Tindall Corporation
Carl Clary, *Sales*
[redacted]
2273 Hayne St,
Spartanburg, SC 29301



image: College of Charleston McAlister Hall Renovation

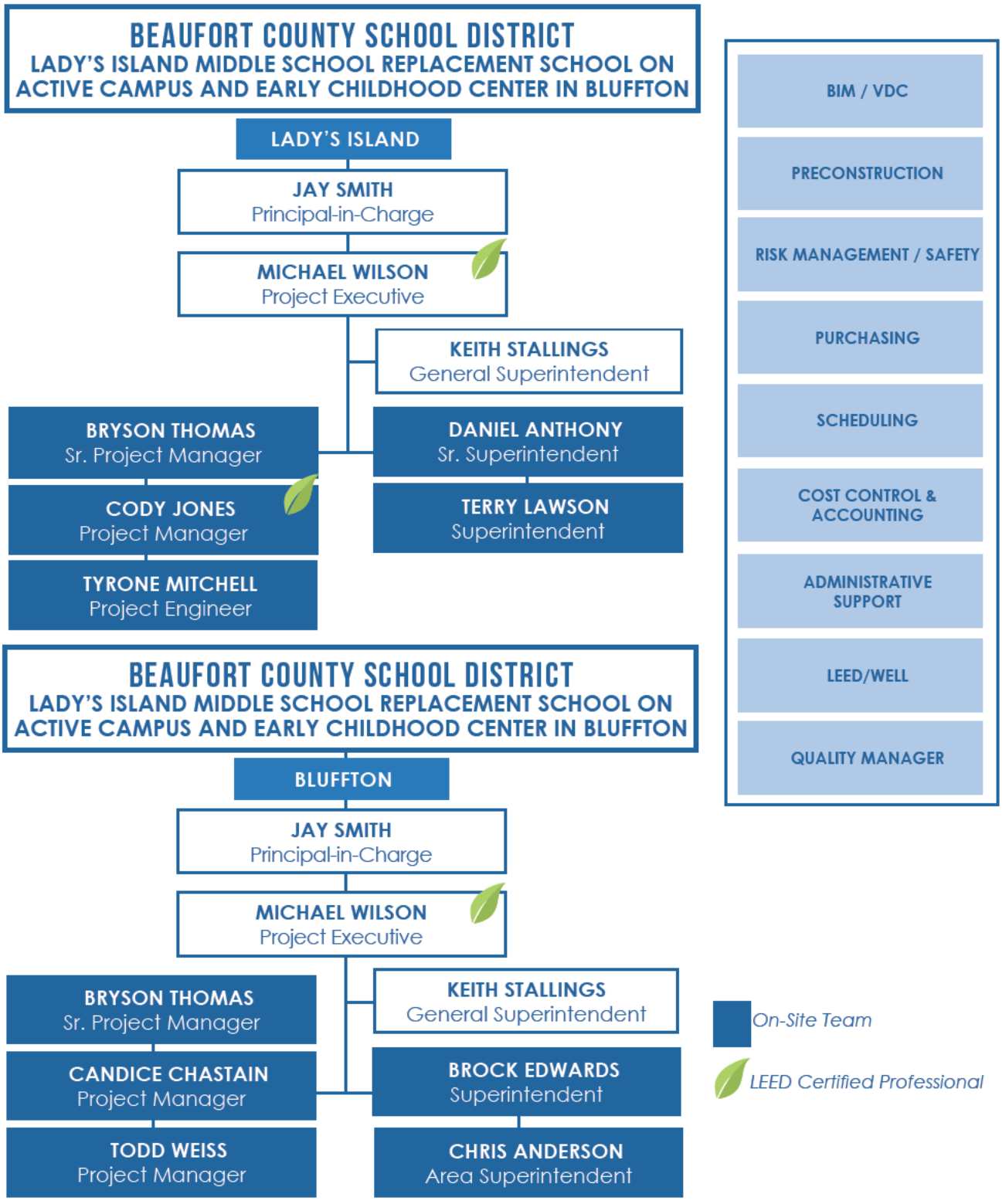
4.0.1.4

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. Please See Following Pages.

ORGANIZATIONAL CHART

Include an organizational chart identifying key individuals and their responsibilities.



RESUMES OF PROJECT TEAM



JAY SMITH

PRINCIPAL-IN-CHARGE

[redacted]



[redacted]





MICHAEL WILSON

PROJECT EXECUTIVE







BRYSON THOMAS

SR. PROJECT MANAGER

[redacted]



[redacted]





TODD WEISS
PROJECT MANAGER

[redacted]



[redacted]





CODY JONES
PROJECT MANAGER

[redacted]



[redacted]





CANDICE CHASTAIN

PROJECT MANAGER

[redacted]



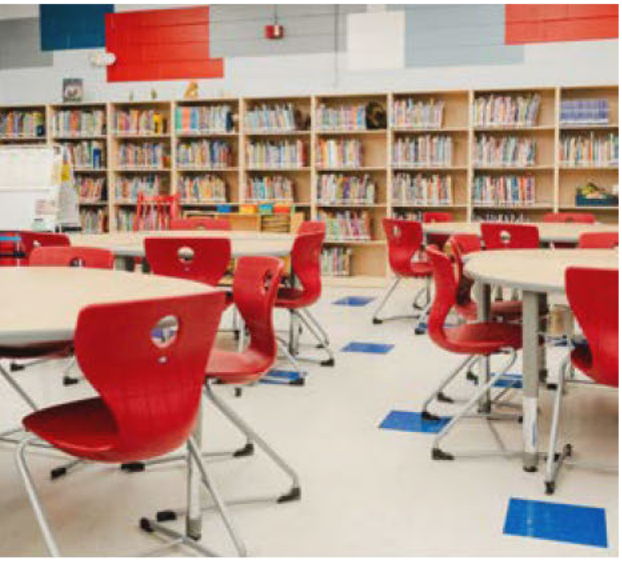
[redacted]





TYRONE MITCHELL

PROJECT ENGINEER







KEITH STALLINGS
GENERAL SUPERINTENDENT





Pasco Hernando State College
Public Service Technology Building

$5,232,845 — 41,000 SF



DANIEL ANTHONY
SENIOR SUPERINTENDENT

PROFILE

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



[redacted]





TERRY LAWSON
SUPERINTENDENT

[redacted]



[redacted]

[redacted]





BROCK EDWARDS
SUPERINTENDENT







CHRIS ANDERSON

AREA SUPERINTENDENT

[redacted]



[redacted]





JEFF STEPHENSON

CHIEF ESTIMATOR

[redacted]



[redacted]





MARC REEVES

DIRECTOR OF RISK MANAGEMENT

SAFETY 360°

EVERYBODY | EVERYWHERE | EVERYDAY





TED PARKER

DIRECTOR OF COMMUNITY OUTREACH & VENDOR DIVERSITY

"I was immediately impressed with how Ajax operated. Their team of engineers and superintendents had the ability to inspire rather than deride. I quickly realized that no matter what complications or difficulties encountered on the project, Ajax always had the best interest of the owner and the interest of all parties involved including sub-contractors."

Paul Clarke
Clarke Brothers Ltd., LLC

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 Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build 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 Executive Support	2%	2%
MICHAEL WILSON Project Executive	10%	10%
HENRY FLOYD Preconstruction Manager	10%	As Needed
BRYSON THOMAS Sr. Project Manager	10%	100%
CODY JONES Project Manager	10%	100%
TODD WEISS Project Manager	10%	100%
CANDICE CHASTAIN Project Manager	10%	100%
TYRONE MITCHELL Project Engineer	0%	100%
KEITH STALLINGS General Superintendent	5%	10%
DANIEL ANTHONY Sr. Superintendent	5%	100%
TERRY LAWSON Superintendent	5%	100%
BROCK EDWARDS Superintendent	5%	100%
CHRIS ANDERSON Area Superintendent	5%	100%
JEFF STEPHENSON Chief Estimator	20%	As Needed
MARC REEVES Director of Safety and Risk Management	5%	5%
TED PARKER Director of Community Outreach & Vendor Diversity	5%	5%

ORGANIZATION OF TEAM

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

Each proposed team member will be involved with the pre-construction phase, as well as be a part of the construction team for this project. However, 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, Senior Project Manager, will work with Daniel Anthony, Senior Superintendent, Terry Lawson, Superintendent, and Brock Edwards, 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



BRYSON THOMAS
SR. PROJECT MANAGER

SUPERINTENDENTS



DANIEL ANTHONY
SR. SUPERINTENDENT



TERRY LAWSON
SUPERINTENDENT



BROCK EDWARDS
SUPERINTENDENT



CHRIS ANDERSON
AREA SUPERINTENDENT

EXPERIENCE OF WORKING AS A TEAM

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

THE BEST TEAM FOR THE BEST RESULTS

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, Jay Smith, Michael Wilson, Bryson Thomas, Cody Jones, Todd Weiss, Tyrone Mitchell, Chris Anderson, and Terry Lawson all have experience working together on projects for Beaufort County School District. These projects 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 brings us ahead of the curve. In addition, many of our team members have experience working on the Lady's Island Middle School site. We are confident in this team's communication, coordination, and comprehensive understanding of the District's standards.

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 Lady's Island Middle School Replacement School on Active Campus and Early Childhood Center in Bluffton New Build 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.



JAY SMITH	MICHAEL WILSON	CODY JONES	BRYSON THOMAS	TODD WEISS	TYRONE MITCHELL	KEITH STALLINGS	TERRY LAWSON	CHRIS ANDERSON
PRINCIPAL-IN-CHARGE	PROJECT EXECUTIVE	PROJECT MANAGER	SR. PROJECT MANAGER	PROJECT MANAGER	PROJECT ENGINEER	GEN. SUPERINTENDENT	SUPERINTENDENT	SUPERINTENDENT



Beaufort County School District Lady's Island Middle 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 66 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). Please See Next Page.

b. Identify all modification and new construction projects with similar scope. Please See Following Pages.

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. 90%

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
Beaufort County School District Capital Renewal Modifications Beaufort, SC	April 2023	$21,982,543
Confidential Financial Client Pelham Road Greenville, SC	June 2021	$1,950,034
Confidential Financial Client Haywood Road Greenville, SC	March 2021	$1,205,701
Confidential Financial Client 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	$39,104,384
Pinellas County Schools Northeast High School Building Renovations St. Petersburg, FL	January 2021	$7,254,006
Monroe County School District Key West High School Backyard Key West, FL	March 2021	$11,507,388
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
Seminole County Schools Idyllwilde ES Renovations Sanford, FL	July 2021	$998,965
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	$28,070,016
Pinellas County Schools Lakewood High School Renovation St. Petersburg, FL	May 2023	$21,649,302
Volusia County Schools Beachside Elementary Daytona Beach, FL	November 2022	$26,408,592
Hillsborough County Public Schools Sumner High School Classroom Additions Riverview, FL	November 2022	$8,966,647
Monroe County School District Stanley Switlik Elementary School Marathon, FL	October 2020	$38,457,293
Maclay School Beck Family Innovation Center Tallahassee, FL	September 2020	$6,610,206
Monroe County School District 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	$11,844,447
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	$12,983,080
City of Venice Public Safety Facility Venice, FL	July 2020	$11,961,171
Volusia County Public Works Complex Deland, FL	December 2020	$9,272,497

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	October 2020	$32,222,821
Charlotte County Justice Center Renovation Punta Gorda, FL	February 2021	$15,778,536
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	$15,732,991
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 Public Safety & Centrex Building Renovation Gainesville, FL	April 2023	$21,582,528
Florida State University Student Union Tallahassee, FL	August 2022	$129,262,883
Seminole State College of Florida MSA-LM Campus HVAC Repair Bldg V Sanford, FL	September 2022	$357,575
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





B. MODIFICATION AND NEW CONSTRUCTION PROJECTS WITH SIMILAR SCOPE



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	✓



SIZE
191,936 SF

CONTRACT VALUE
$39,104,384

SCHEDULE
October 2018 - July 2020
Fast Track

LOCATION
Wesley Chapel, FL

OWNER REFERENCE
Pasco County Schools

PASCO COUNTY SCHOOLS

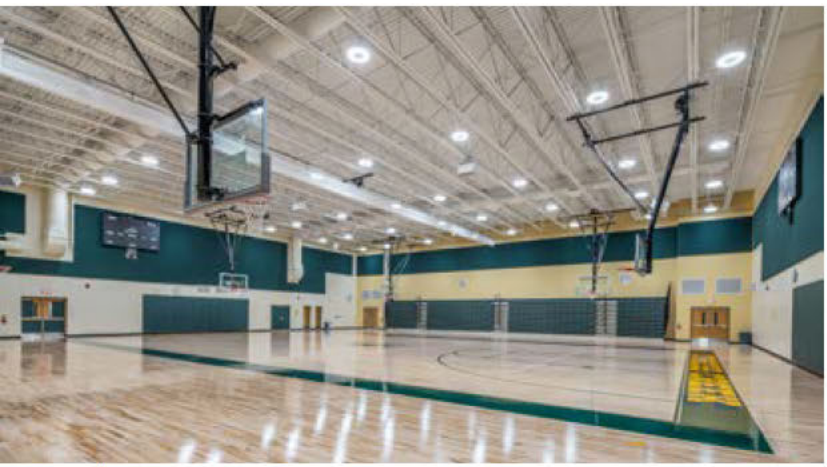
CYPRESS CREEK MIDDLE SCHOOL

Wesley Chapel, FL

The Cypress Creek Middle School project was a new campus of 191,936 square feet next to the former Cypress Creek Middle High School which had been serving as both since Fall 2017.

The new facility serves grades six through eight and is Pasco County's largest middle school housing 1,600 student stations. The design had a strong focus on fine and performing arts. There is a dedicated wing with its own black box theater separate from the main building for accessibility and use after school hours.

Given that the former middle/high school was catering to grades six through 11, the project was fast-tracked and the plan for tilt wall construction was key. Also, since the new campus was adjacent to the formerly active one, Ajax ensured the safety and separation of the students and school staff from the construction area.



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	✓



SIZE
180,000 SF

CONTRACT VALUE
$68,670,132

SCHEDULE
October 2023 - May 2025

LOCATION
Land O' Lakes, FL

OWNER REFERENCE
Pasco County Schools

PASCO COUNTY SCHOOLS

SKYBROOKE K-8

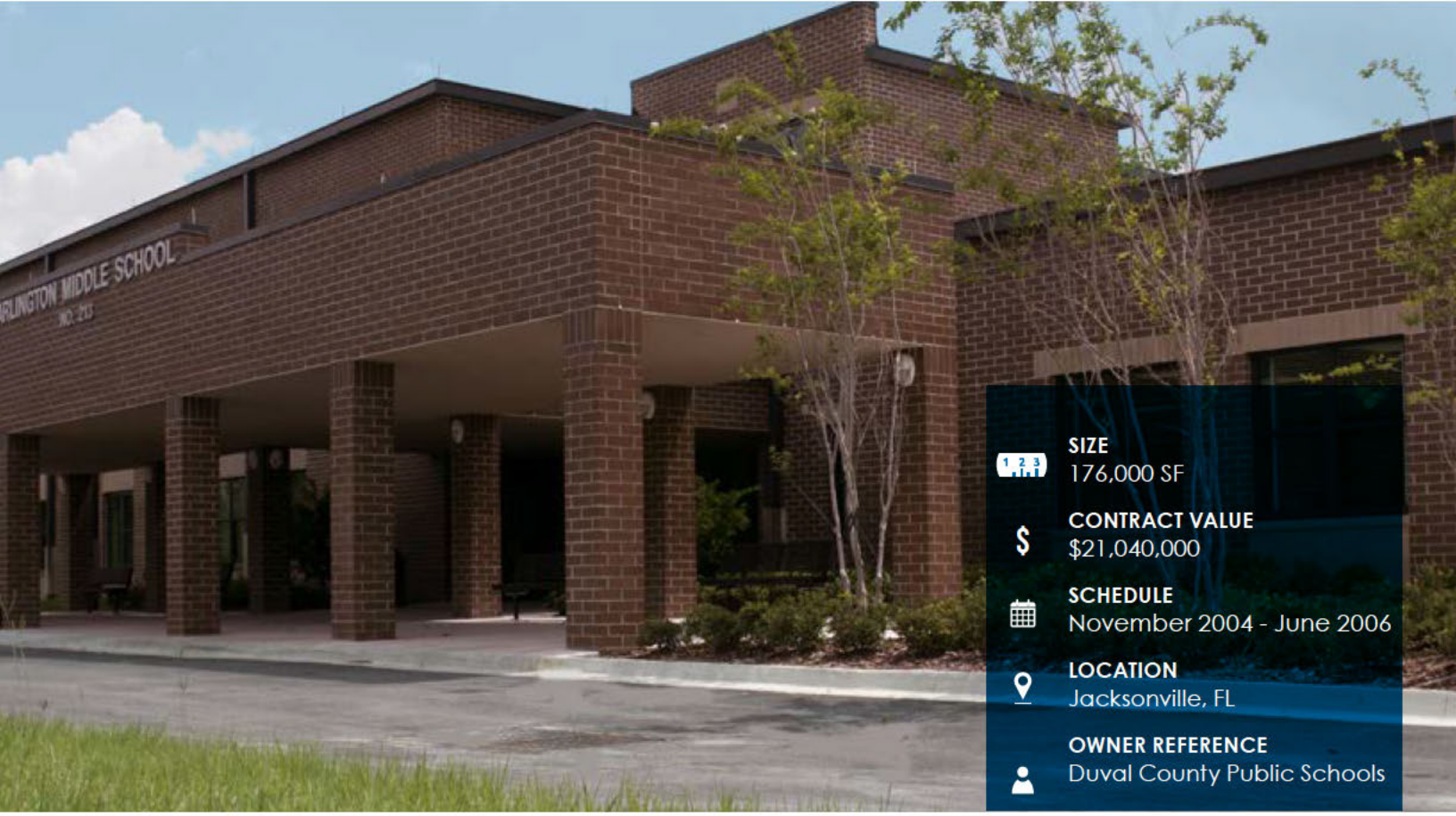
Land O' Lakes, FL

The Pasco County Skybrooke K-8 project will be a single building multistory new school for the county. The school will have a variety of different classroom and multipurpose spaces including, art rooms, science labs, music rooms, ESE Rooms, locker rooms, and an indoor gymnasium. There will be a new kitchen and dining facilities along with an administration wing are also planned. The new building totals over 180,000 SF and will add over 1,900 student stations.

The site construction will include extensive storm drainage, construction of an athletic field, running track, exterior basketball courts. There will also be numerous exterior aluminum canopies and two planned pre-engineered metal building structures.



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



SIZE
176,000 SF

CONTRACT VALUE
$21,040,000

SCHEDULE
November 2004 - June 2006

LOCATION
Jacksonville, FL

OWNER REFERENCE
Duval County Public Schools

DUVAL COUNTY PUBLIC SCHOOLS

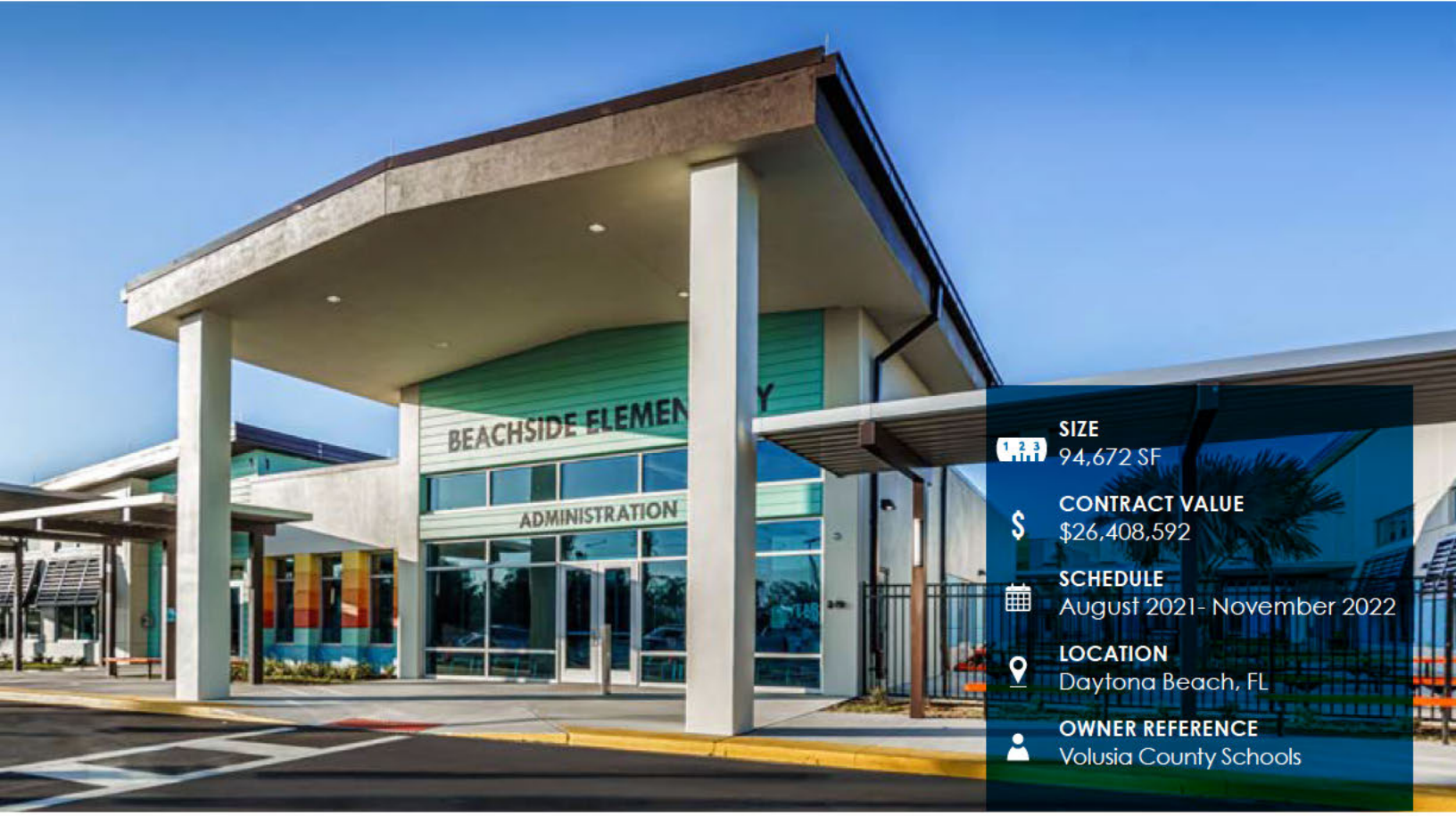
ARLINGTON MIDDLE SCHOOL

Jacksonville, FL

The Arlington Middle School project consisted of a new 176,000 SF facility to be located on the same campus as the old Arlington Middle School. The new facility consists of an administration complex, music suite, media center, reading room, cafetorium, gymnasium, TV production lab, 47 classrooms and a stand alone six-room exceptional student education (ESE) wing. Phasing of construction presented a unique opportunity because the old school was at full capacity and the school district had no where to relocate the students for construction of the new facility. This resulted in the need to construct the new facility in 2 phases to eliminate the relocation of students during construction. During Phase 1, we built the new school on the old track/playfield areas and fully isolated ourselves from the existing school so it could be used and occupied while the new facility was built. The new facility was completed in 12 months and we moved the users into the new facility during Christmas break. Then Phase 2 consisted of razing the old school and building new sports complex in that area. Portions of the new complex were constructed as an EHPA facility. A new well with proper aeration, chlorination, missile impact enclosure was installed for hurricane events and is used to irrigation the sports fields. A separate bladder for sanitary was installed and all portions of the EHPA were hardened to current codes.



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



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 REPLACEMENT

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	✓
Brock Edwards, Superintendent	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓



SIZE
92,100 SF

CONTRACT VALUE
$47,496,654

SCHEDULE
October 2023 - January 2026

LOCATION
Orange City, FL

OWNER REFERENCE
Volusia County Schools

VOLUSIA COUNTY SCHOOLS

ORANGE CITY ELEMENTARY

Orange City, FL

This project will consist of renovations and additions to account for approximately 650 to 700 student stations.

It is intended to construct a new Food Service building with approximately 15,500 SF incorporating a dining/ multipurpose room and kitchen; addition of a Classroom building with approximately 32,000 SF; addition of an Admin/Media building with approximately 7,700 SF; demolition of approximately 28,000 SF of existing buildings and renovations of approximately 19,000 SF and construction of new parent pick up/drop off loop.

Construction will be phased in order to prevent any interruptions of student and staff services.



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	✓



SIZE
98,000 SF

CONTRACT VALUE
$36,504,436

SCHEDULE
May 2017 - August 2019

LOCATION
Key West, FL

OWNER REFERENCE
Monroe County School District

MONROE COUNTY SCHOOL DISTRICT

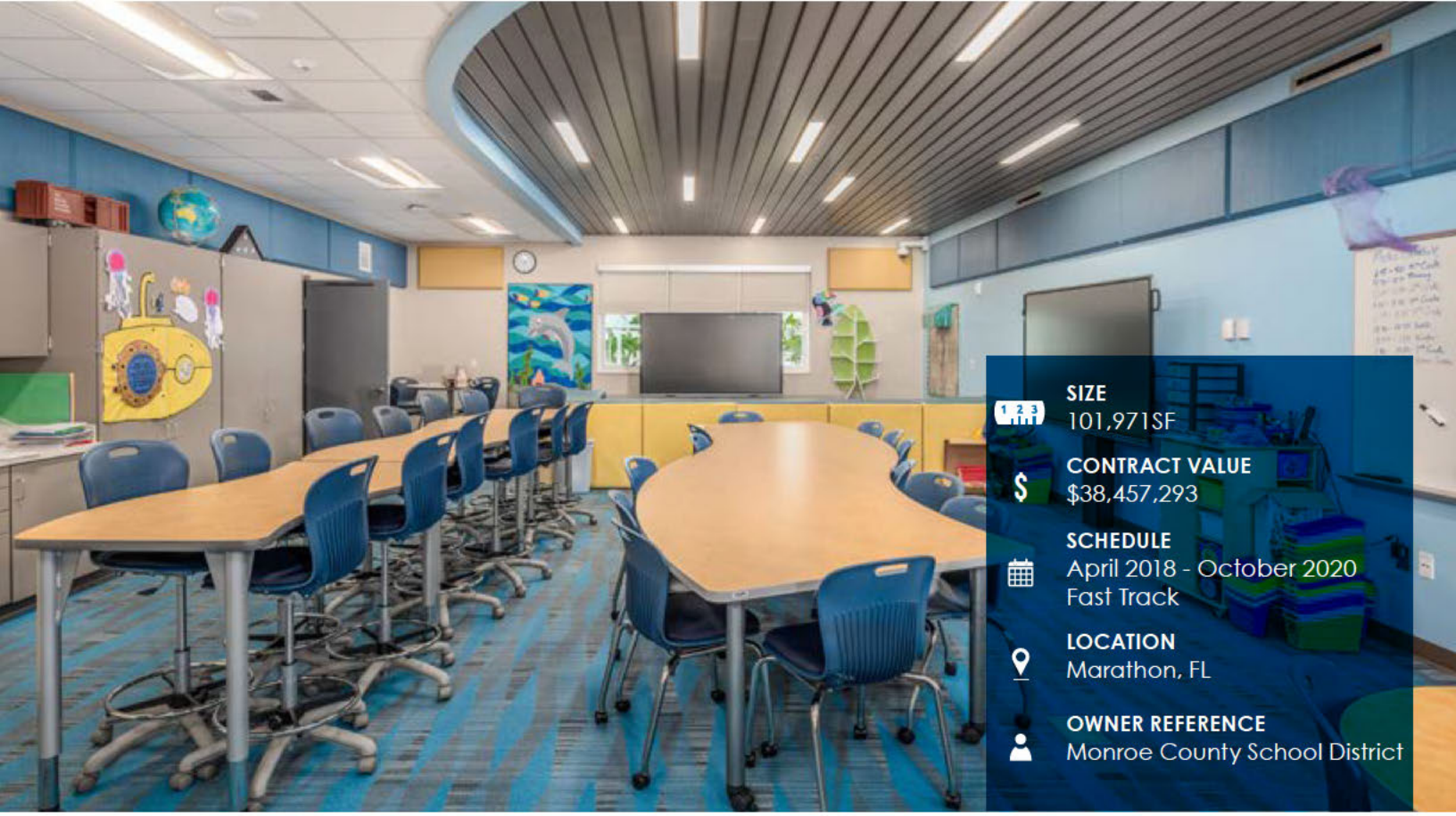
GERALD ADAMS ELEMENTARY SCHOOL

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, Project Executive	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓



SIZE
101,971SF

CONTRACT VALUE
$38,457,293

SCHEDULE
April 2018 - October 2020
Fast Track

LOCATION
Marathon, FL

OWNER REFERENCE
Monroe County School District

MONROE COUNTY SCHOOL DISTRICT

STANLEY SWITLIK ELEMENTARY SCHOOL

Marathon, FL

This project encompassed the partial replacement and renovations to an existing school, reconfigured/added parking areas, two large baseball fields, an observation platform (dock) out over the water, as well as the addition of a bus maintenance facility totaling 101,971 SF.

The previous two-story administration building was demolished and replaced by two buildings, a single-story administration building and a two-story classroom building. Another existing two-story classroom building, and the cafeteria building was renovated.

The new construction involved tilt wall panels with standing seam and metal roofs, impact windows and state of the art audio/visual systems in each classroom utilizing interactive boards and teaching walls. The site was raised five feet above current conditions to address storm surge and potential flooding issues in the Florida Keys. The existing school remained occupied and operational during construction that required a multi-phased construction sequence, one in which an entire temporary campus was built.



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



SIZE
245,160 SF

CONTRACT VALUE
$58,433,450

SCHEDULE
December 2021 - October 2023

LOCATION
Tampa, FL

OWNER REFERENCE
Hillsborough County Public Schools

HILLSBOROUGH COUNTY PUBLIC SCHOOLS

ROBINSON HIGH SCHOOL CAMPUS REPLACEMENT

Tampa, FL

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



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



CLEMSON UNIVERSITY
FORESTRY & ENVIRONMENTAL CONSERVATION BUILDING
Clemson, SC

The project is to build a new building to house Clemson's Forestry and Environmental Conservation (FEC) department, which is part of the College of Agriculture and Life Sciences (CAFLS). Building spaces will include teaching & research labs, faculty & staff offices, classrooms, and collaboration spaces necessary to support the department in both its teaching and research missions.

The building will be designed to be an 82,436 square feet, four-story building consisting of a ground floor level (IA Construction) with partial walk out constructed of cast-in-place concrete walls, and three stories of mass timber (IIIB Construction) framed construction above the ground level. The floor-to-floor heights for the ground and first floor are 18-feet above the ground floor. The first floor will be partially slab on grade and partial concrete flat slab.

All floor-to-floor heights above level two will be 16-feet, framed of mass timber columns and laminated wood floors. The intent of the building is to display the use of wood products in construction. As such, many spaces will have exposed ceilings, or suspended wood ceilings, and highly visible public spaces will express wood in the structure, flooring, walls and ceilings. The facility will house both teaching and research laboratories, offices and classrooms. The building site will be developed to create a physical connection between the building and the wooded portions of the campus.



TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
Michael Wilson, Project Executive	✓
Daniel Anthony, Sr. Superintendent	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓

C. FIVE PROJECTS WITHIN THE LAST FIVE YEARS



AJAX PROJECTS	ACTIVE SITE	EDUCATION CLIENT	SOUTH CAROLINA PROJECT
Beaufort County School District CAPITAL RENEWAL & MODIFICATIONS	✓	✓	✓
Beaufort County School District RENOVATION & MODIFICATION PROJECTS	✓	✓	✓
College of Charleston MCALISTER HALL RENOVATION	✓	✓	✓
College of Charleston CRAIG HALL	✓	✓	✓
College of Charleston SOTTILE THEATER	✓	✓	✓



SIZE
Various SF

CONTRACT VALUE
$21,982,543

SCHEDULE
Various - Completed

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:

- May River High School
- 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
- 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, Project Executive	✓
Bryson Thomas, Sr. Project Manager	✓
Todd Weiss, Project Manager	✓
Terry Lawson, Superintendent	✓
Tyrone Mitchell, Project Engineer	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓



SIZE
Various SF

CONTRACT VALUE
$10,000,000

SCHEDULE
June 2024 - September 2025

LOCATION
Beaufort, SC

OWNER REFERENCE
Beaufort County School District

BEAUFORT COUNTY SCHOOL DISTRICT

RENOVATION & MODIFICATION PROJECTS

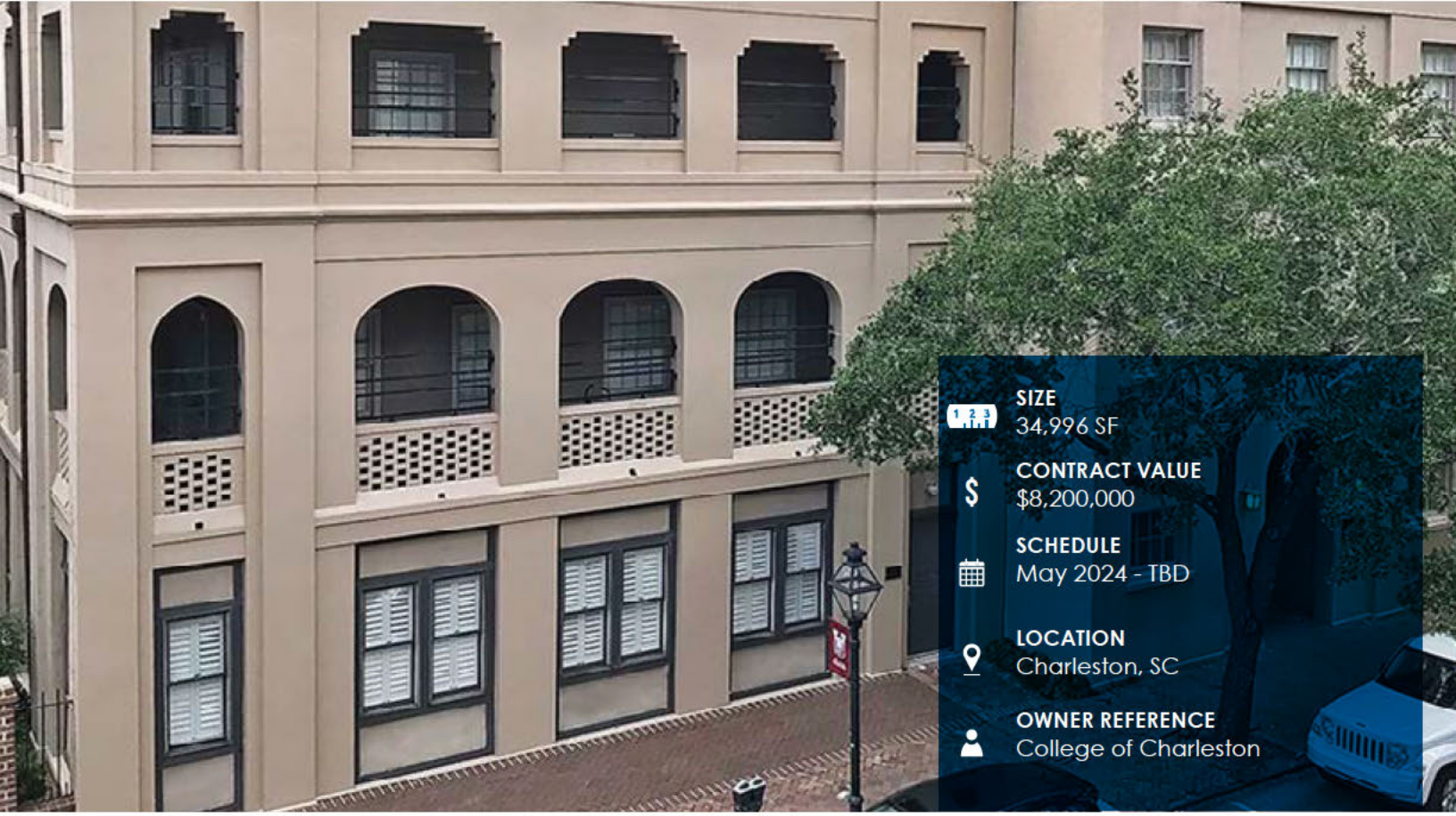
Beaufort, SC

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

TEAM MEMBERS	PROPOSED
Jay Smith, Principal-in-Charge	✓
Michael Wilson, Project Executive	✓
Cody Jones, Project Manager	✓
Todd Weiss, Project Manager	✓
Tyrone Mitchell, Project Engineer	✓
Terry Lawson, Superintendent	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓



COLLEGE OF CHARLESTON

CRAIG HALL RENOVATION

Charleston, SC

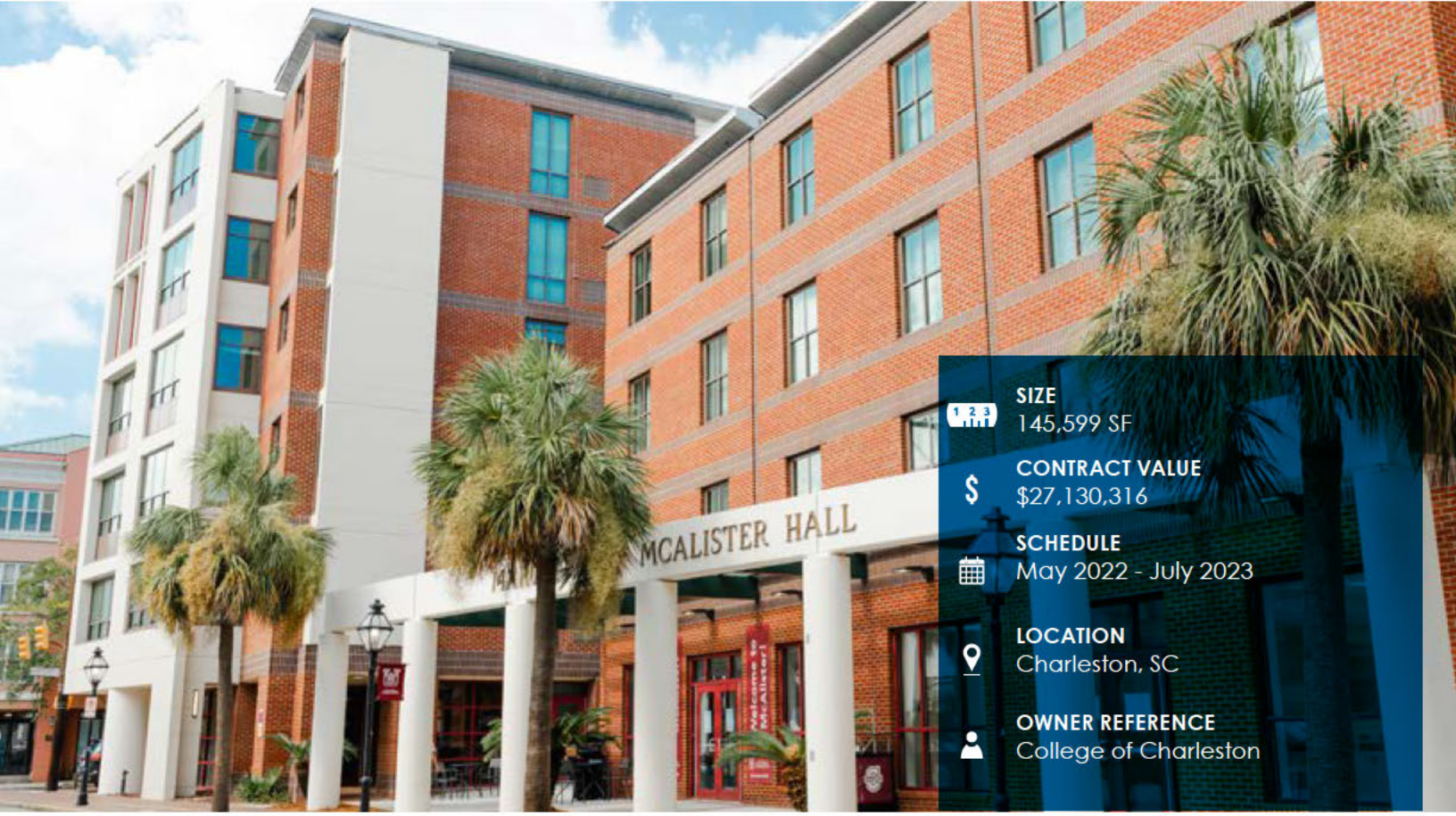
Craig Hall is a three-level mixed-use building constructed in 1961, and last renovated in 2004.

This project will be a major renovation to student housing on the second and third floors as well as the catering kitchen on first floor.

The scope includes replacement of roof membranes, exterior doors, windows, lighting, mechanical systems, fire alarm components, finishes, and furnishings. It will also include mechanical pipe systems, exterior stucco, steel window lintels repair, electrical power upgrades including the main switch board and receptacles/switches.



TEAM MEMBERS	PROPOSED
Jay Smith, Principall-in-Charge	✓
Michael Wilson, Proect Executive	✓
Candice Chastain, Project Manager	✓
Judd West, Director of Preconstruction	✓
Jeff Stephenson, Chief Estimator	✓
Marc Reeves, Risk Management	✓
Ted Parker, Outreach & Vendor Diversity	✓



SIZE
145,599 SF

CONTRACT VALUE
$27,130,316

SCHEDULE
May 2022 - July 2023

LOCATION
Charleston, SC

OWNER REFERENCE
College of Charleston

COLLEGE OF CHARLESTON

MCALISTER HALL RENOVATION

Charleston, SC

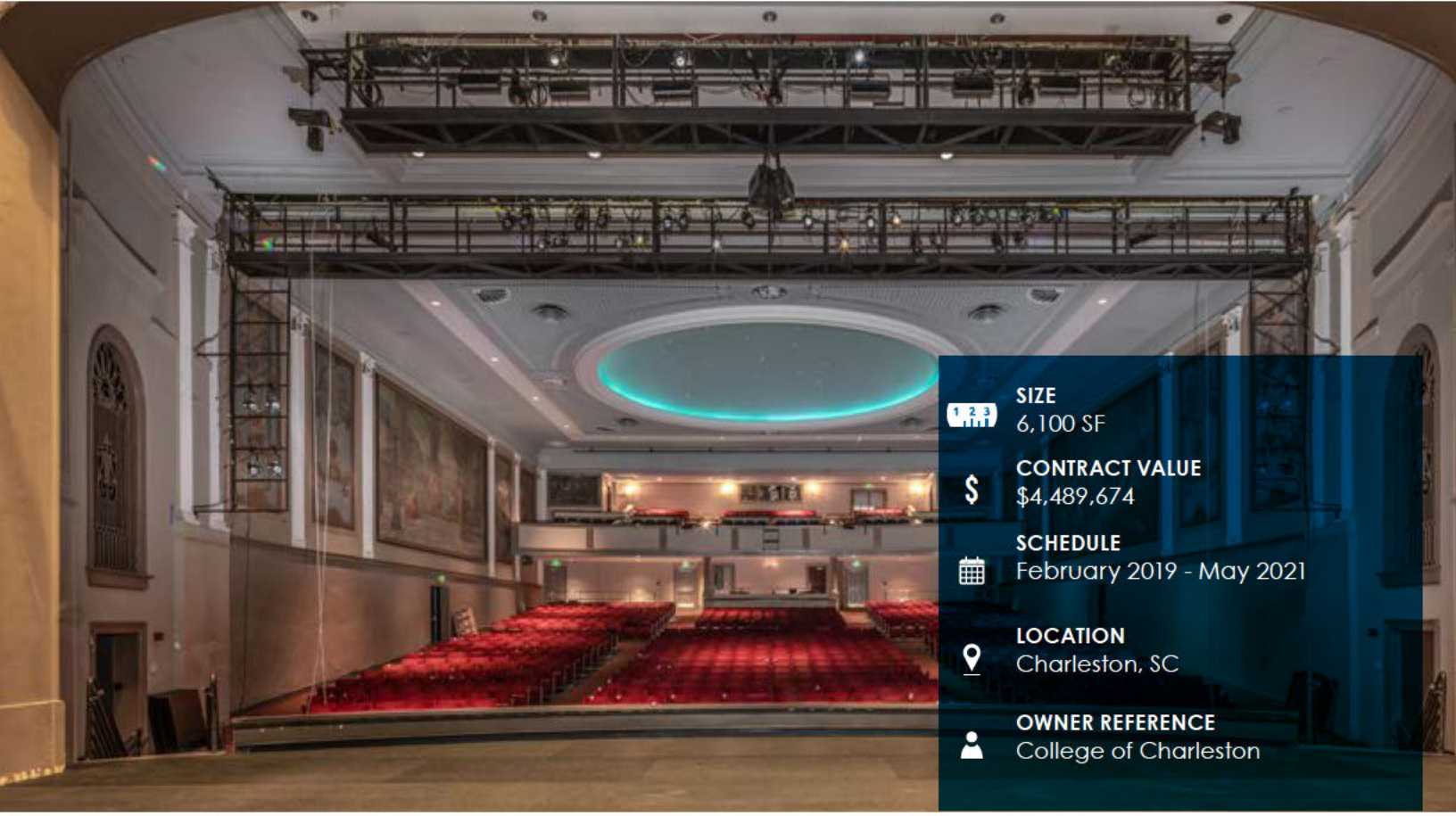
This project consisted of the renovations of the existing six story 145,599 SF McAlister Hall residence facility. There are 127 units, 536 beds, and 10 different suite types: A (95 units), B (5 units), B1 (1 units), C (5 units), D (5 units), E (2 units), F (3 units), G (5 units), G1 (1 unit), and H (5 units).

The exterior envelope work included removal and replacement of stucco systems, windows, and the complete roof. Interior renovations included removal and replacement of dorm room showers, bathroom sinks, kitchen cabinets & countertops, kitchen sinks, interior drywall walls and ceilings, and new LED light fixtures.

The HVAC system was replaced throughout the entire facility including selected ductwork, refrigerant systems, and equipment. There is a food service tenant located in the building and remained open during construction.



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



SIZE
6,100 SF

CONTRACT VALUE
$4,489,674

SCHEDULE
February 2019 - May 2021

LOCATION
Charleston, SC

OWNER REFERENCE
College of Charleston

COLLEGE OF CHARLESTON

SOTTILE THEATRE RENOVATION

Charleston, SC

The Sottile Theatre at the College of Charleston was originally built in 1927 as the state's largest theatre. This renovation included not only the stage, but the backstage areas to improve the quality, safety, and efficiency of the space. Portions of the stage and backstage areas were reconfigured to expand the usable stage and wing areas and increase accessibility to the backstage and wing areas for sets and performers. To achieve this, walls were removed, an exterior door added, and the rigging system, electrical lighting panel, conduit, piping, and basement stairway were relocated. The current rigging system was antiquated, unsafe, and required a certified technician to operate. It was replaced with a safer modern system that is considered an industry standard, the use of which allows theatre students to learn a marketable skill for the job market. Roof truss structure above stage was repaired after rigging load was disconnected from the roof. A new fire curtain, fire door, and ramp was installed; new fire protection equipment was connected to fire alarm panel; the stage floors were replaced, plaster ceilings were repaired, and the HVAC system was modified. New front-of-house stage lighting positions were installed, a new orchestra pit lift was added, and repairs were conducted to existing plaster ceiling in audience area.



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	✓

4.0.1.6

WORKLOAD

Identify your annual volume of Construction Contracts for the last five years. Where a local office is involved, please provide similar information for the local office.

[redacted]













4.0.1.7

FINANCIAL STABILITY

FINANCIALS

Submit your most recent financial statements (at a minimum, balance sheets and income statements for 2022 and 2023) and verification of current bonding capacity.

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

BONDING COMPANY INFORMATION

$750
MILLION
single project

$2.5
BILLION
aggregate

[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 140 public entity clients and is very proactive in preventing litigation opportunities on our projects.

SURETY

[redacted]

FEES & COSTS

8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:

8.1 Lady's Island Middle School – Replacement School on Active Campus

Pre-Construction Phase Service Fee: $ $125,000 or 0.25%
Based on $50 million construction project.

Construction Phase Service Fee OHP Fee = 3.0% or $1,500,000
P&P Bonds = 0.6% or $300,000
Plus, cost of Performance & Payment Bonds: $ Total is 3.6% or $1,800,000

8.2 Early Childhood Center – New Build

Pre-Construction Phase Service Fee: $ $50,000 or 0.25%
Based on $20 million construction project

Construction Phase Service Fee OHP Fee = 3.2% or $640,000
P&P Bonds = 0.6% or $120,000
Plus, cost of Performance & Payment Bonds: $ Total is 3.6% or $760,000

Proposed By:



J.B. SMITH, II
President

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 Henry Floyd, Preconstruction Manager for the Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build 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.
Please See Next Page.

Any other information that you believe may assist the Owner in deciding that your firm is best qualified for the Project.
Please 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 Lady's Island Middle School Replacement School on Active Campus and Early Childhood Center in Bluffton New Build 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 41 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 Public Schools - Westview K-8 School	20%	30%
Duval County Public Schools - Stanton College Preparatory School	20%	27%
Duval County Public Schools - Arlington Middle School	20%	26%
Duval County Public Schools - Northshore K-8 School	20%	23%
Duval County Public Schools - Ed White High School Classroom Addition	20%	20%
Duval County Public 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 M/WBE firm, proactive community outreach is at the forefront of how we work. Our efforts on the Duval County Public Schools Rutledge Pearson Elementary School, recently completed, exemplifies Ajax's commitment to maximize M/WBE 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 the Beaufort community, we want this project to reinvest in Beaufort County School District and support the growth, development, and success of OEO firms.

OUTREACH WITHIN THE LOCAL COMMUNITY

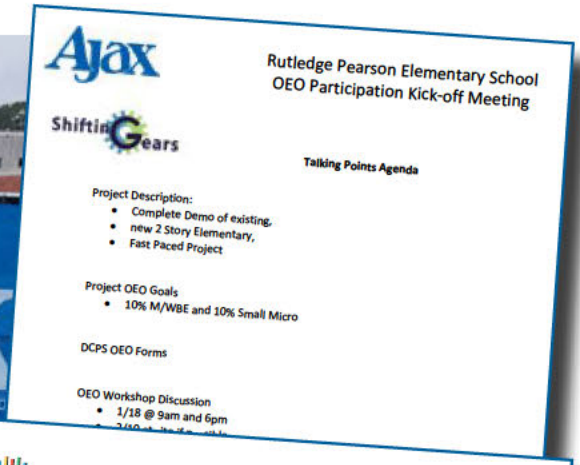
Throughout the DCPS Rutledge Pearson Elementary School project, our team conducted outreach to maximize the number of qualified diverse businesses that bid on our projects. Our Diversity and Inclusion Manager, Ted Parker, actively participates in outreach events and discussion forums attended by diverse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

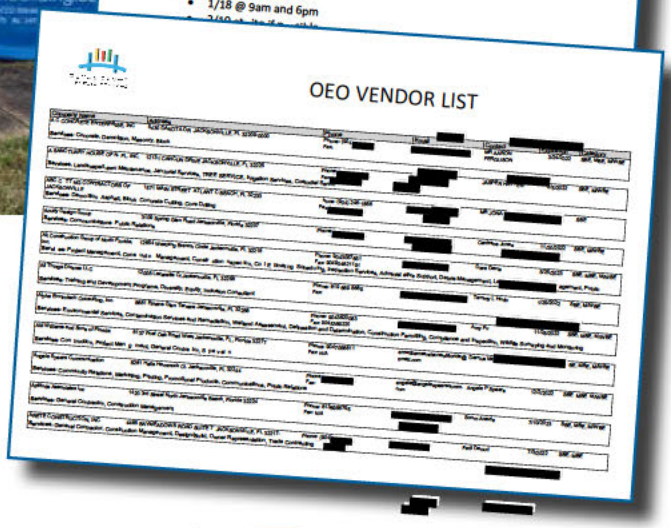
We share the School District's commitment to diversity. It is a commitment that will be reflected in the diversity participation goals for your project. These goals will be clearly outlined from project inception and monitored closely throughout the project's lifecycle.

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 M/WBE Program Manual establishes our firm's standards for providing equal opportunity and meaningful diversity participation.







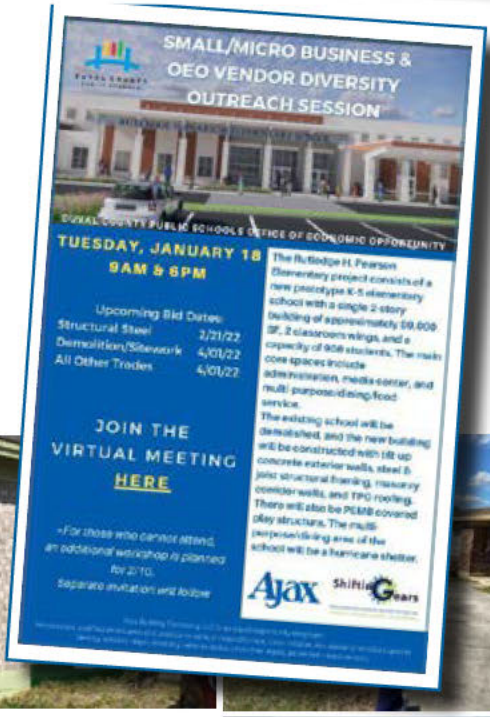


The team conducted outreach in local neighborhoods by participating in local job fairs, which resulted in two laborers being hired. The team is confident that maximizing minority participation will be beneficial to the success of the schools. They believe that having a diverse workforce will help to 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 M/WBE 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 was proud to be a part of a project that is making a positive difference in the community. The Ajax team is committed to continuing this work with minority communities to maximize participation in the success of the Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build.

BRINGING THIS EXPERIENCE TO BEAUFORT COUNTY:

The success of the M/WBE 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.

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







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 90% 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



EDUCATION

During the course of our 66 year history, Ajax has established itself as a leading contractor. We have worked on more than 300 K-12 educational projects, valued at more than $2 billion, for 32 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 **#5 Education Contractor** by ENR Southeast Magazine in July 2024.

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.

4.0.1.10

SECTION 9 - ATTACHMENTS

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

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

5.0 Qualifications
Please 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**.





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 32 School Districts, including the Beaufort County School District, with our success completing more than 300 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 LADY'S ISLAND MIDDLE SCHOOL REPLACEMENT SCHOOL ON ACTIVE CAMPUS AND EARLY CHILDHOOD CENTER IN BLUFFTON – NEW BUILD

PROJECT NAME & OWNER	ARCHITECT	CONTRACT AMOUNT	COMPLETION
Beaufort County School District Capital Renewal Renovations & Modifications	Various	$21,982,543	April 2023
Monroe County School District Sugarloaf K-8 School Upper Sugarloaf Key, FL	Harvard Jolly Architecture Steve Johnson [redacted]	$28,070,016	April 2021 - May 2023
Monroe County School District Stanley Switlik Elementary School Marathon, FL	Harvard Jolly Architecture Steve Johnson [redacted]	$38,457,293	June 2018 - October 2020
Monroe County School District Gerald Adams Elementary School Key West, FL	Harvard Jolly Architecture Steve Johnson [redacted]	$36,504,436	May 2017 - October 2019
College of the Florida Keys Academy Classroom Facility & EOC Building Key West, FL	Zyscovich Architects Rudy Hernandez [redacted]	$6,988,608	January 2022 - May 2023
Pinellas County Schools Lakewood High School Renovation St. Petersburg, FL	Hoffman Architects Ed Hoffman [redacted]	$21,649,302	April 2021 - May 2023
Volusia County Schools Beachside Elementary School Daytona Beach, FL	BRPH Megan White [redacted]	$26,408,592	August 2021 - November 2022
Hillsborough County Public Schools Sumner High School Classroom Addition Riverview, FL	Harvard Jolly Architecture Frank Sepcic [redacted]	$8,966,647	December 2021 - November 2022
Hillsborough County Public Schools Spoto High School Classroom Addition Riverview, FL	Long & Associates Lex Long [redacted]	$10,395,639	July 2020 - August 2021
Pinellas County Schools Shore Acres Elementary School Classroom Addition St. Petersburg, FL	Williamson Dacar Associates Ted Williamson [redacted]	$4,489,487	October 2020 - August 2021
Monroe County School District Key West High School Backyard Key West, FL	Harvard Jolly Architecture Steve Johnson [redacted]	$11,507,389	July 2020 - March 2021

Pinellas County Schools Northeast High School Renovations St. Petersburg, FL	Hoffman Architects Todd Willsie [redacted]	$7,254,006	February 2020 - January 2021
Maclay School Beck Family Innovation Center Tallahassee, FL	EMI Architects Seth Coffin [redacted]	$6,610,205	July 2019 - October 2020
Monroe County School District Transportation & Internal Services Key West, FL	Harvard Jolly Architecture Steve Johnson [redacted]	$13,825,662	July 2019 - September 2020
Hillsborough County Public Schools Memorial Middle School Ref, Ph II Tampa, FL	Jerel McCants Architecture, Inc. Jerel McCants [redacted]	$4,621,780	April 2020 - August 2020
Pasco County Schools Cypress Creek Middle School Wesley Chapel, FL	Harvard Jolly Architecture Steve Johnson [redacted]	$39,104,384	October 2018 - July 2020
Pasco County Schools Bexley Elementary Addition Land O'Lakes, FL	Harvard Jolly Architecture Thomas Glaysher [redacted]	$3,650,449	June 2019 - June 2020
Orange County Public Schools Pine Hills Bussing Compound Orlando, FL	BRPH Architects Bill Row [redacted]	$24,628,286	September 2019 - April 2020
Hillsborough County Schools Bellamy Elementary School Phase 1 Tampa, FL	Renker Eich Park Architects Richard Hedland [redacted]	$2,394,678	June 2019 - April 2020
Holy Comforter Episcopal School The Commons Tallahassee, FL	EMI Architects Maribel Parzych [redacted]	$8,042,280	May 2018 - December 2019
Monroe County Schools District Marathon High School Athletic Complex Marathon, FL	Rowe Architects, Inc / BSSW (Joint Venture) Rick Rowe [redacted]	$12,262,423	December 2018 - November 2019
Hillsborough County Schools Schwarzkopf Elementary School Lutz, FL	Consulting Engineering Associates, Inc John Wells [redacted]	$1,498,756	June 2019 - August 2019
Hillsborough County Schools Robinson High School Classroom Addition Tampa, FL	John J. McKenna, Architect P.A. John J McKenna [redacted]	$4,664,174	May 2018 - April 2019
Pinellas County Schools Pinellas Technical College Clearwater, FL	Hepner Architects, Inc John Kidwell [redacted]	$17,292,924	October 2017 - February 2019
Pinellas County Schools Bardmoor Elementary School Renovation Largo, FL	Holmes Architects Scott Holmes [redacted]	$6,921,000	September 2017 - December 2018

Pinellas County Schools Madeira Beach Middle Fundamental School Madeira Beach, FL	Renker-Eich-Parks Architects Richard Hedland [redacted]	$37,331,678	June 2017- December 2017
Pinellas County Schools Largo High School Largo, FL	Harvard Jolly Architecture Steve Johnson [redacted]	$55,800,853	August 2014 - October 2017
Hillsborough County Schools East Bay Classroom Addition Gibsonton, FL	Wilder Architecture Larry Wilder [redacted]	$5,714,722	October 2016 - July 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.

Duval County Public Schools Rutledge Pearson Elementary, Pasco County Schools Cypress Creek Middle School, Monroe County School District Stanley Switlik Elementary School, Monroe County School District Sugarloaf K-8 School, and Monroe County School District Gerald Adams Elementary School are recently completed by Ajax that are the most comparable to the Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build project.

- **Volusia County Schools Beachside Elementary:** Ajax was selected to consolidate two elementary schools, Ortona and Osceola. 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.
- **Monroe County School District Stanley Switlik Elementary School:** This project was completed in 202 and included the partial replacement and renovations to an existing school, reconfigured/added parking areas, two large baseball fields, an observation platform (dock) out over the water, as well as the addition of a bus maintenance facility totaling 101,971 SF.
- **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.

These projects were completed by Ajax and are comparable to your project in a number of ways. Similar to the Lady's Island Middle School project, the MCSD Sugarloaf K-8 School and the Stanley Switlik Elementary School project were both completed on occupied sites. The Volusia County Schools Beachside Elementary (Ortona Replacement) roject included the dmolition of the existing camus and the construction of a new school. All of these projects included new construction and space for support services, just like the New Bluffton Early Childhood Center project. These projects are comparable in size to the Lady's Island Middle School project and also included athletic components, transportation services, media centers cafeterias, student stations and more. In addition to these similarities, there are also some key differences between the three schools and the Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build project. For example, the Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build project has two sites that will involve the coordination of the two project teams and the Ajax Beaufort office.

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 and the 2024 Renewal and Modifications projects we are working on with the District. Jay Smith, Michael Wilson, Bryson Thomas, Cody Jones, Todd Weiss, Tyrone Mitchell, Chris Anderson, and Terry Lawson all have experience working together on projects for Beaufort County School District. This team has an in-depth knowledge with the District's policies and procedures, not to mention our experience with more than 300 K-12 projects. Ajax is prepared to utilize all resources and expertise to successfully deliver this project with the latest



8.0 BIDDING SCHEDULE/PRICE PROPOSAL

8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:

8.1 Lady's Island Middle School – Replacement School on Active Campus

Pre-Construction Phase Service Fee: $ $125,000 or 0.25%
Based on $50 million construction project.

Construction Phase Service Fee OHP Fee = 3.0% or $1,500,000
P&P Bonds = 0.6% or $300,000
Plus, cost of Performance & Payment Bonds: $ Total is 3.6% or $1,800,000

8.2 Early Childhood Center – New Build

Pre-Construction Phase Service Fee: $ $50,000 or 0.25%
Based on $20 million construction project

Construction Phase Service Fee OHP Fee = 3.2% or $640,000
P&P Bonds = 0.6% or $120,000
Plus, cost of Performance & Payment Bonds: $ Total is 3.6% or $760,000

Proposed By:



J.B. SMITH, II
President

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

8/29/24

Date

Name: J.B. Smith, II

Title: President

Project: RFP #25-004 Construction Management at-Risk Services – Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build

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 #25-004.







APPENDIX

ADDENDUM 1 - PAGE 1

Beaufort County School District

Solicitation Number:	25-004
Date Printed:	July 16, 2024
Date Issued:	July 31, 2024
Procurement Officer:	Kaylee Yinger, NIGP-CPP,CPPB
Phone:	[redacted]
Email:	[redacted]sc.us

Request for Proposals (RFP)

DESCRIPTION: **Construction Management at-Risk Services – Lady's Island Middle School – Replacement School on Active Campus and Early Childhood Center in Bluffton – New Build**

SUBMIT OFFER BY (Opening Date & Time): August 29, 2024 @ **4:00 PM EST**

QUESTIONS MUST BE RECEIVED BY: August 22, 2024 @ **4:00 PM EST**

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 **September 1, 2024.** 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 1011 Bay Street, Suite 102 Beaufort, SC 29902
PHONE NUMBER: [redacted]	
EMAIL ADDRESS: [redacted]	

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	8/21

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

ADDENDUM 1 - PAGE 3

Questions and Answers:

1. Section 2.1.3 on Page 18 references a Pre-Bid Meeting but, no date or time is provided. Will there be a Pre-bid meeting? There is no pre-bid meeting scheduled.

2. Section 3.0.1 "General Information" states on Page 22 states the intention is to select CM@R for each school – implying that there could be two separate awards. Should we provide two separate project teams (one for each school) or just one team? That is at the discretion of the firm.

3. Section 4.0.1.8 on Page 28 states that the proposed project schedule is found in Section II of the RFP. Other than the Maximum Contract Duration (September 2024 – August 2028) found in Section 1.02 on Page 4, we find no anticipated construction schedules for each school. Can you please provide. Two documents have been attached with this addendum for clarification.

4. For this package, do you prefer to have the fee as part of the book or in a separate envelope? There is not a preference if the fees are easily locatable.

5. You asked for Vendor References. Do you mean owners or Subcontractors? Vendors you have worked with.

the M/WBE has the skill and expertise and carries out its responsibilities by actually performing, managing and supervising the work involved.

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

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