

Ajax

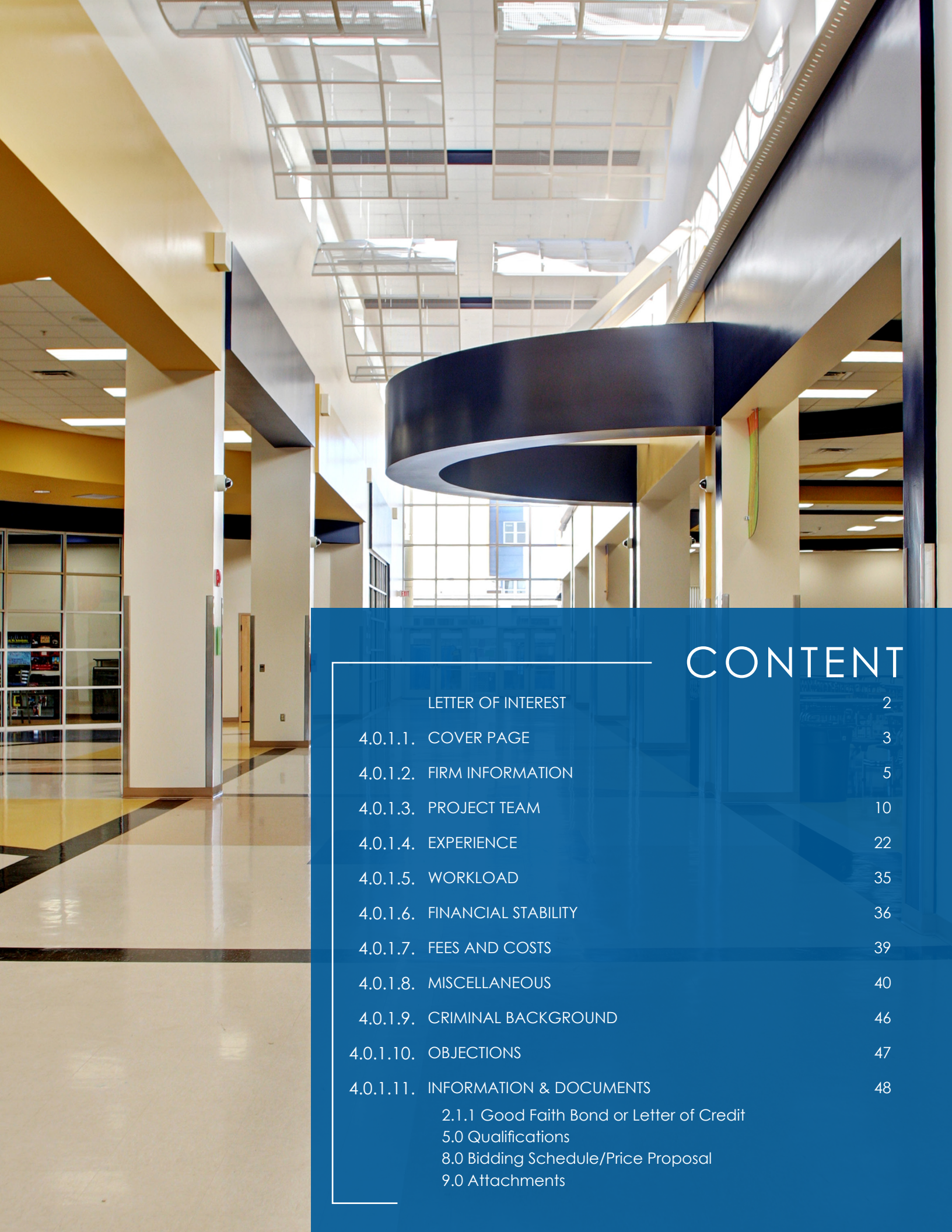


INNOVATIVE
CONSTRUCTION
SERVICES
SINCE 1958



Construction Management at-Risk Services
HILTON HEAD ISLAND MIDDLE SCHOOL
Renovations of School on Active Campus
Solicitation Number: 21-025

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Greenville Office
31 Boland Court, Suite 147
Greenville, South Carolina 29615
864.729.4494 Phone
www.ajaxbuilding.com

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February 23, 2021



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

RE: Construction Management at-Risk Services – Hilton Head Island Middle School --
Renovation of School on Active Campus
Solicitation Number: 21-025

Members of the Selection Committee:


Ajax Building Company is pleased to present our qualifications to serve as the Construction Manager at-Risk for the Hilton Head Island Middle School Renovation Project. With over \$1.5B in K-12 experience, Ajax has developed an expertise in providing Construction Management at-Risk services for K-12 clients. We look forward to the opportunity to work with Beaufort County School District and believe our expertise in K-12 construction, working on occupied campuses and experience working in an island setting, makes Ajax an ideal partner for this project.

Founded in 1958, Ajax is a **third-generation family-operated** and **employee-owned** company with 12 offices and 200+ employees, including offices in **Lexington and Greenville**. We believe in delivering the highest levels of customer service and live by the motto, *Quality Builds its Own Reputation*. It's these values and fulfillment of our promise to deliver quality construction services that has allowed Ajax to work with **26 school districts** on more than **220 projects totaling over \$1.8B**. Additionally, we have been consistently ranked as a top Construction Manager, top Green Contractor, and top Educational Contractor by *Engineering News-Record (ENR) Southeast*. We have extensive experience with K-12 renovation construction and will apply the lessons we have learned to your project. The District can expect to receive **true "open book" CM at-Risk services**, from an expert in the public K-12 sector.

Ajax understands the importance of planning when it comes to working on an occupied campus. First and foremost, we will ensure the safety of students and faculty while also keeping disruptions to existing campus operations at a minimum. We will approach the HHIMS Project as if we are a guest on Principal Freda's campus. She will be kept up to date on all construction related tasks, and any particularly disruptive activities will be coordinated with her involvement. We understand it is not only her priority to keep her students and faculty safe, but to keep them informed. Our goal is to work efficiently, safely, and to remain as invisible as possible. Additionally, we have several *good neighbor* policies in place we believe will be especially appealing to the local homeowners and the community. We will coordinate with the District how best to keep the community regularly informed. We know major construction on a middle school campus is particularly concerning to parents. We will run background checks on all construction workers prior to allowing them to start work. We can also facilitate student learning environments or *living classrooms* as a way to involve students and give back to the campus.

In closing, I believe that the strength of the Ajax team and our K-12 school CM at-Risk expertise makes Ajax an ideal firm to serve as the construction partner for your Hilton Head Island Middle School Renovation Project. 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**. You can count on my personal dedication to this project and to the community. We appreciate your time in reviewing our qualifications. Should you have any questions, please contact me at 803-626-1650 or jay.smith@ajaxbuilding.com.

Sincerely,
Ajax Building Company, LLC


J.B. Smith II
Vice President



COVER PAGE & PAGE TWO

COVER
PAGE



Beaufort County School District

Solicitation Number: 21-025
 Date Printed: January 5, 2021
 Date Issued: January 25, 2021
 Procurement Officer: Kaylee Yinger, CPPB
 Phone: 843-322-2349
 Email: Kaylee.Yinger@beaufort.k12.sc.us

Request for Proposals

DESCRIPTION: Construction Management at-Risk Services – Hilton Head Island Middle School – Renovation of School on Active Campus

SUBMIT OFFER BY (Opening Date & Time): February 23, 2021 at 2:00 PM (EST)

QUESTIONS MUST BE RECEIVED BY: February 16, 2021 prior to 5:00 PM (EST)

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

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

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES

MAILING ADDRESS:

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

PHYSICAL ADDRESS:

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

CONFERENCE TYPE: NO PRE-BID CONFERENCE

LOCATION: N.A.

DATE & TIME: N.A.

AWARDS & AMENDMENTS:

Award will be posted at the Physical Address stated above on or after **February 23, 2021**. 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)

John B. Smith, II

Vice President

PRINTED NAME

TITLE

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

PAGE TWO
(Return Page Two with Your Offer)

HOME OFFICE ADDRESS (Address for Offeror's home office/
Principal place of business):

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

NOTICE ADDRESS (Address to which all procurement
and contract related notices should be sent):

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

PHONE NUMBER: (850) 224-9571

EMAIL ADDRESS: jay.smith@ajaxbuilding.com

PAYMENT ADDRESS (Address to which payments will be sent):

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)

ORDER ADDRESS (Address to which all purchase orders
will be sent):

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

☐ Payment Address Same as Home Office Address

☒ Payment Address Same as Notice Address

(check one only)

**ACKNOWLEDGEMENT OF
AMENDMENTS:**

Amendment Number

1

Amendment Issue Date

2/16/21

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

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

FIRM INFORMATION



FIRM INFORMATION

COMPANY NAME:	Ajax Building Company, LLC
ADDRESS:	108 Jamestowne Court, Suite F Lexington, SC 29072
PRIMARY CONTACT:	Appie Wells Operations Manager
TELEPHONE NUMBER:	803.626.1650
FAX NUMBER:	770.952.7459
E-MAIL ADDRESS:	appie.wells@ajaxbuilding.com
COMPANY WEBSITE:	www.ajaxbuilding.com
ANTICIPATED COMPANY CHANGES:	None
OWNERSHIP:	Limited Liability Company

HISTORY OF COMPANY

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

While Ajax has grown over the years, the integrity of that first handshake from Block resonates in each of Ajax's projects. Whether it is a \$120,000,000 new building or a \$75,000 renovation, our owners can expect the same unwavering commitment to ensure their goals are met with an honest and open book approach.

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

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

AJAX STAFF	EMPLOYEES
Accounting	9
Estimators	6
Management/Administration	43
Project Engineers	18
Project Managers	24
Sales/Marketing	9
Superintendents	24
Various	50
TOTAL	183
LEED Accredited Professionals	25

Our Headquarters is located in Midway, (Tallahassee) Florida, with additional offices throughout the Southeast. Including Lexington and Greenville, South Carolina, Atlanta, Augusta, Georgia and in Florida Tampa, Jacksonville, Gainesville, Sarasota, Lake Mary, and DeFuniak Springs.

KEY MANAGEMENT



WILLIAM P. BYRNE
President

Bill oversees the business operations for Ajax and serves as Principal in-Charge for many of our projects. He has been with the Company for the past 27 years and has more than 30 years of experience in the construction management at risk, design/build and general contracting fields. His project portfolio exceeds \$1 billion. A graduate of the University of Florida's Rinker School of Building Construction, Bill holds a General Contractors License in Florida, Georgia, South Carolina and North Carolina. He has served as President of the North Florida Association of Builders and Contractors and is a current board member of Starting Right Now.



JAY B. SMITH
Vice President

Jay is responsible for the overall management, safety and leadership of the Ajax team consisting of more than 180 men and women. He also serves as the project executive on many projects and leads the team on business development throughout the Southeast. As the grandson of Ajax founder "Block" Smith, Jay literally grew up in the business. He started as a laborer working in the field then interned while earning his Bachelors degree in Business Administration from the University of Florida. Upon graduation, he served as project engineer, then Director of Business Development before being named Vice President.



BRIAN DESOTELL
Chief Financial Officer

Brian has over 20 years of professional experience, including 15 years of management experience in operations and finance. His responsibilities include planning, supervising, and monitoring the entire Ajax fiscal operation. Brian directs business plans, budgeting, policymaking, revenue generation, and personnel policies. He establishes, reviews and updates all internal accounting procedures, advises the Board of Directors on corporate growth and investment portfolio, monitors and plans for all bonding limits and activities, establishes accounting procedures for each jobsite, and reviews and disseminates new accounting pronouncements and ensures communication with clients and staff.



DEREK GAMBLE
Vice President of
Operations

Derek has established himself as a leader and sees his strengths in design review, estimating, value engineering, cost analysis, schedule maintenance, quality control, negotiation, submittals, pay requests and change orders. He oversees for all project operation and activities, including estimating and project management. Derek also is responsible complete project management from pre-bid through punch-list completion.



JOE TUCKER
Director of Field
Operations

Joe began his career in construction during junior high school helping his dad in his general contractor business. Upon completion from high school, Joe worked as a journeyman carpenter and has since tallied over 45 years of experience in the construction industry, including more than 30 years with Ajax. Joe's experience ranges from renovations to new construction of facilities for various state, county and private organizations. He is responsible for continued supervision of the project, including schedule, subcontractor supervision, procurement activities, quality, and safety. He oversees the Project Superintendents and ensures that the project schedule and quality objectives are being maintained.



JUDD WEST
Director of
Preconstruction Services

Judd plays a key role in support of the Operations Manager for the preconstruction phase efforts of Ajax. Judd provides management and assistance to the Project Team related to all preconstruction phase activities from project conception through contract negotiations, including the preparation of project schedules, estimates and deliverable reports, and the execution of the bidding phase for the project.



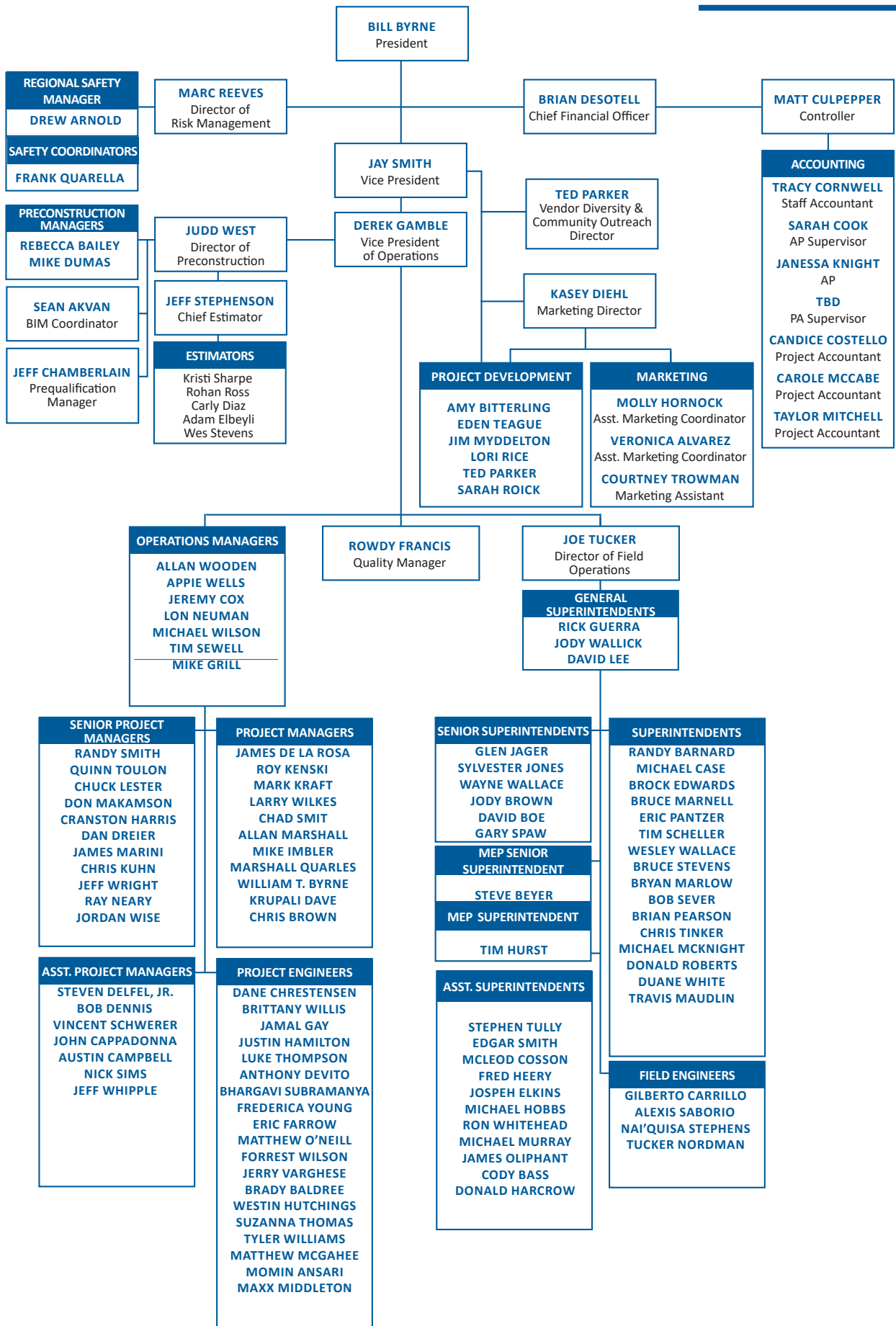
MARC REEVES
Director of Risk
Management

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

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

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

ORGANIZATIONAL CHART



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

DECO, LLC

Justin Sams, PM
843-554-8408
jsams@deco.us.com
1069 Lincoln Avenue, North
Charleston, SC 29405
[Demolition]

VSC Fire & Security, Inc.

Eddie Carter, PM
843-416-1300
etcarter@vscfire.com
7271-A Investment Drive, North
Charleston, SC 29418
[Fire Protection]

Beech Contractors, LLC

Josh Beech, President
843-520-6881
joshuabeech@hotmail.com
826 Symmes Drive, Charleston,
SC 29407
[Concrete]

Jennings-Dill

Phillip Dobbins, PM
864-444-8005
pdobbins@jennings-dill.com
33 Grand Ave, Greenville, SC 29607
[HVAC & Plumbing]

SteelFab, Inc of SC

Brett Sheets, PM
843-207-2128
bsheets@steelfab-inc.com
5955 Core Ave, Suite 500-A,
North Charleston, SC 29406
[Structural & Misc. Steel]

CarolinaPower, Inc.

Chris Moore, VP
864-901-5111
Chris.moore@metropower.com
125 Merovan Dr, Suite 4, North
Augusta, SC 29860
[Electrical]

Precision Walls, Inc

Ryan Shields, PM
843-793-6020
rshields@precisionwalls.com
7317 Peppermill Parkway, North
Charleston, SC 29418
[Drywall & ACT]

Tindall Corporation

Rob Smith, VP
864-384-0617
robsmith@tindallcorp.com
2273 Hayne St, Spartanburg, SC
29301
[Precast Concrete]



image: College of Charleston Sottile Theatre Stage Renovation

PRE-CONSTRUCTION AND CONSTRUCTION PROJECT TEAM

We Are Committed to You

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.

Our qualified team will perform their work with the goal of representing and protecting the interests of the Beaufort County School District, providing a high level of communication and coordination, while providing a seamless transition between preconstruction and construction in the course of delivering the Hilton Head Island Middle School Renovation project on time and on budget.

POINT OF CONTACT

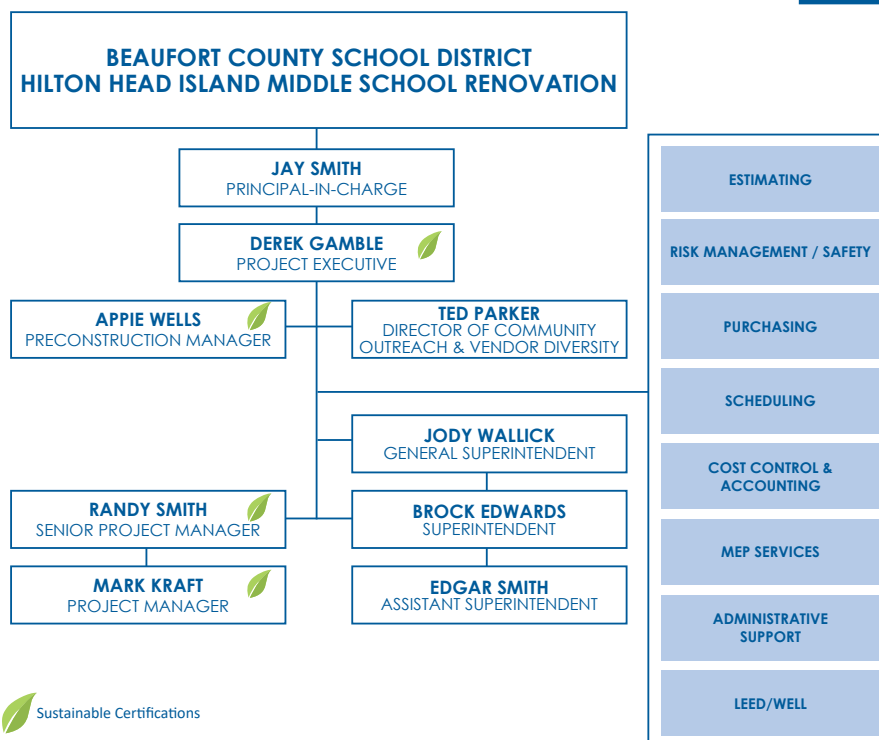


DEREK GAMBLE, PROJECT EXECUTIVE: As the Project Executive, Derek will kick off the project by conducting coordination meetings with the owner, design team, Ajax and any stakeholders with this project. From developing a Policy & Procedures Manual assigning each team member responsibilities to overseeing constructability reviews and design phase estimating, Appie will ensure the tone of this project to be delivered on time and in budget is established early.



RANDY SMITH, SENIOR PROJECT MANAGER: Randy will be the Point of Contact for the Hilton Head Island Middle School Renovation Project in Beaufort County. Appie will be very involved from the pre-construction phase, through construction and occupancy. Appie's ability to delegate responsibility to his project team provide clear policies and procedures, develop clear lines of communication, and grow subcontractor and vendor relationships within the Region, will ensure the highest quality of construction is achieved while maximizing the dollars available for the project.

ORGANIZATIONAL CHART



ORGANIZATION OF TEAM & PERCENTAGE OF TIME ASSIGNED

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, Appie Wells will lead the pre-construction efforts of our team utilizing the expertise of each team member when needed. While our Chief Estimator will provide cost information and verify budgets, our Project Managers and Superintendents will provide constructability reviews and develop a schedule to ensure the project is completed on time and in your budget. Our Director of Risk Management will develop a safety plan that will provide a safe environment for the employees, visitors and construction crews. Jay Smith and Derek Gamble 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.

PROPOSED KEY PERSONNEL	% TIME DEVOTED	
	PRECONSTRUCTION	CONSTRUCTION
JAY SMITH , <i>Principal-in-Charge</i>	2%	2%
DEREK GAMBLE , <i>Project Executive</i>	5%	5%
APPIE WELLS , <i>Preconstruction Manager</i>	10%	10%
TED PARKER , <i>Director of Community Outreach & Vendor Diversity</i>	5%	5%
RANDY SMITH , <i>Senior Project Manager</i>	20%	100%
MARK KRAFT , <i>Project Manager</i>	10%	100%
JODY WALLICK , <i>General Superintendent</i>	5%	10%
BROCK EDWARDS , <i>Area Superintendent</i>	5%	100%
EDGAR SMITH , <i>Assistant Superintendent</i>	0%	100%
JEFF STEPHENSON , <i>Chief Estimator</i>	20%	0%
MARC REEVES , <i>Director of Risk Management</i>	10%	10%





JAY SMITH

PRINCIPAL-IN-CHARGE

PROFILE

As the Vice President of Ajax, Jay serves as the Principal-in-Charge for many of our projects. He is also the namesake of his grandfather and Ajax's founder, "Block" Smith. Jay grew up in the construction industry and has worked with Ajax his entire career. Jay will be an active participant throughout the entire process and will be particularly active during the preconstruction phase. Jay is always accessible and has the ability and authority to make quick decisions to ensure there are no delays. Jay has earned a reputation for providing services above and beyond the expectations of our owners.

EXPERIENCE

Duval County Public Schools Douglas Anderson School of the Arts	\$15,004,318	68,045 SF
Monroe County Schools Stanley Switlik Elementary School	\$31,860,002	87,554 SF
Monroe County Schools Gerald Adams Elementary School	\$36,504,436	98,000 SF
District School Board of Pasco County Sanders Memorial Elementary School	\$20,572,590	102,394 SF
Pinellas County Schools Pinellas Technical College	\$17,292,924	258,000 SF
District School Board of Pasco County Cypress Creek Middle School	\$40,447,721	98,000 SF
Marion County Public Schools Horizon Academy at Marion Oaks 4-8 School	\$26,887,395	171,172 SF
Duval County Public Schools Westview K-8	\$34,829,595	102,394 SF
Duval County Public Schools North Shore K-8	\$24,022,303	147,414 SF
Savannah-Chatham County School Systems May Howard Elementary School	\$22,244,299	106,000 SF

EDUCATION

B.S. IN BUSINESS ADMINISTRATION
UNIVERSITY OF FLORIDA

YEARS OF EXPERIENCE

JOINED AJAX - 1995
STARTED IN CONSTRUCTION - 1990

AFFILIATIONS

FAMU SCHOOL OF ARCHITECTURE AND
ENGINEERING TECHNOLOGY ADVISORY
BOARD





DEREK GAMBLE

PROJECT EXECUTIVE

PROFILE

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



EDUCATION

B.S. BUILDING CONSTRUCTION
AUBURN UNIVERSITY

YEARS OF EXPERIENCE

JOINED AJAX - 1994
STARTED IN CONSTRUCTION - 1990

CERTIFICATIONS

LEED AP
OSHA CERTIFIED
CPR & FIRST AID TRAINED
CERTIFIED GENERAL CONTRACTOR
(AL, TN)

EXPERIENCE

Duval County Public Schools		
Douglas Anderson School of the Arts	\$15,004,318	68,045 SF
Monroe County Schools		
Stanley Switlik Elementary School	\$31,860,002	87,554 SF
Monroe County Schools		
Gerald Adams Elementary School	\$36,504,436	98,000 SF
District School Board of Pasco County		
Sanders Memorial Elementary School	\$20,572,590	102,394 SF
Pinellas County Schools		
Pinellas Technical College	\$17,292,924	258,000 SF
District School Board of Pasco County		
Cypress Creek Middle School	\$40,447,721	98,000 SF
Marion County Public Schools		
Horizon Academy at Marion Oaks 4-8 School	\$26,887,395	171,172 SF
Clemson University		
Lehotsky Hall Renovation	\$19,000,000	94,000 SF
College of Charleston		
Sottile Theatre Renovation	\$4,299,682	6,100 SF
Savannah-Chatham County School Systems		
May Howard Elementary School	\$22,244,299	106,000 SF





APPIE WELLS

PRECONSTRUCTION MANAGER

PROFILE

As the Preconstruction Manager, Appie will kick off the project by conducting coordination meetings with the owner, design team, Ajax and any stakeholders with this project. From developing a Policy & Procedures Manual assigning each team member responsibilities to overseeing constructability reviews and design phase estimating, Appie will ensure the tone of this project to be delivered on time and in budget is established early.

EXPERIENCE



Clemson University Lehotsky Hall Renovation	\$19,000,000	94,000 SF
College of Charleston Sottile Theatre Renovation	\$4,299,682	6,100 SF
Georgia Institute of Technology Campus Safety Facility	\$11,833,520	31,042 SF
Augusta University Reese Library Renovation	\$3,546,794	79,337 SF
Augusta University Greenblatt Library Renovation	\$3,219,881	90,000 SF
Kennesaw State University Howell Hall Renovation	\$8,480,798	58,000 SF
Cherokee County Jail Expansion & Renovation	\$38,187,000	110,915 SF

EDUCATION

B.S CONSTRUCTION SCIENCE & MANAGEMENT
CLEMSON UNIVERSITY

YEARS OF EXPERIENCE

JOINED AJAX - 2016

STARTED IN CONSTRUCTION - 2010

CERTIFICATIONS

LEED AP BD+C

CERTIFIED GENERAL CONTRACTOR (FL)

OSHA 30 HR, CPR CERTIFIED

AHA HEALTHCARE CONSTRUCTOR





TED PARKER

DIRECTOR OF COMMUNITY OUTREACH & VENDOR DIVERSITY

PROFILE

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/WBE organizations, sub-contractors, suppliers, and vendors. Ted has 38 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.

MINORITY PARTICIPATION PROGRAM

Ajax is extremely proud of our proactive local and W/MBE programs. During the past twenty (20) years, we have awarded in excess of \$500 million in small, HUB & W/MBE contracts. Our innovative philosophy and small, HUB & W/MBE action plan has enabled Ajax to maximize both minority and local participation on each of our construction projects.

5 STEPS FROM OUR SWMBE ACTION PROGRAM INCLUDE:

- » Coordinating with area public sector minority officers and various publications to identify qualified minority firms.
- » Soliciting minority contractors through area newspapers, letters of interest, and direct phone contact.
- » Evaluating the scope of work for every project compared to the capabilities of local minority firms and tailor the bid packaging to maximize minority participation.
- » Providing pre-bid workshops to clarify any questions minority contractors may have concerning the project.
- » Offering creative support for financing, security, estimating, purchasing and management issues.

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

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



YEARS OF EXPERIENCE

JOINED AJAX - 2003

STARTED IN CONSTRUCTION - 1983

CERTIFICATIONS

MWSBE CITIZEN ADVISORY COMMITTEE
TALLAHASSEE-LEON COUNTY

SBE ADVISORY COUNCIL
LEON COUNTY SCHOOLS

GOVERNOR'S ROUND TABLE DIVERSITY
ADVISORY,
CITY OF TALLAHASSEE SBE PROGRAM

MILITARY SERVICE

US ARMY



RANDY SMITH

SR. PROJECT MANAGER

PROFILE

Randy will be integrally involved in preconstruction and construction phase services and including owner FF&E coordination and closeout procedures. Randy will support in preconstruction, utilizing such tools as: constructability reviews, bidder qualifications, and comprehensive bid package development to ensure a viable GMP. Randy will also be responsible to create a detailed CPM schedule that will facilitate the start and completion of the construction that includes all required owner milestone dates. Randy will work in conjunction with our Superintendent, Brock Edwards, to develop a detailed site utilization plan that minimizes impact to daily operational activities on campus. During construction, he will be responsible for documenting all on-site activities that include, but are not limited to: project cost, scheduling, materials procurement, subcontractor contract management, and regularly scheduled owner meetings and monthly reports.

EXPERIENCE

Duval County Public Schools Douglas Anderson School of the Arts	\$15,004,318	68,045 SF
Flagler County Schools Buddy Taylor Wadsworth MS Addition	\$25,700,000	141,029 SF
University of North Florida Biological Sciences Building	\$34,356,234	116,500 SF
University of North Florida Repurposing Skinner-Jones Hall	\$24,012,019	113,000 SF
University of North Florida College of Education	\$21,194,000	100,200 SF
Flagler County Government Services Building	\$18,600,000	139,000 SF
Volusia County Sheriff's Evidence Storage Facility	\$12,065,005	29,646 SF
School District of Palm Beach County Spanish River Community High School	\$18,000,000	280,000 SF
Orange County Schools Hunter Creek Middle School	\$21,000,000	260,000 SF



EDUCATION

B.A. BUILDING CONSTRUCTION
UNIVERSITY OF FLORIDA

YEARS OF EXPERIENCE

JOINED AJAX - 2007
STARTED IN CONSTRUCTION - 1979

CERTIFICATIONS

GENERAL CONTRACTOR CLASS A
CONTINUING EDUCATION INSTRUCTOR
OSHA 30 HR, CPR CERTIFIED
LEED AP





MARK KRAFT

PROJECT MANAGER

PROFILE

During the pre-construction phase, Mark will assist the team by soliciting subcontractors to bid the project and following through with them to ensure participation. He will verify pre-qualification criteria to ensure bidders pursuing the project have the resources required to be successful. During construction, Mark will be on the project site 100% of the time responsible for all on-site project management from pre-bid through punch-list completion. He will develop cost and scheduling initiatives and monitor the success of those initiatives as well as daily monitoring of the project.

EXPERIENCE

Duval County Public Schools Douglas Anderson School of the Arts	\$15,004,318	68,045 SF
Pinellas County Meadowlawn Middle School	\$18,477,000	173,000 SF
Duval County Public Schools Lee High School	\$31,136,88	145,000 SF
Savannah-Chatham County School System May Howard Elementary School	\$22,244,229	106,000 SF
Duval County Public Schools Westview K-8 School	\$34,600,000	170,000 SF
Pinellas County Bussing Transportation Centers	\$8,520,301	25,000 SF
Duval County Public Schools Ed White High School Classroom Additions	\$3,596,000	21,440 SF
Duval County Public Schools Continuing Contracts	< \$1 million	Various



EDUCATION

B.S BUILDING CONSTRUCTION
UNIVERSITY OF FLORIDA

YEARS OF EXPERIENCE

JOINED AJAX - 2008

STARTED IN CONSTRUCTION - 1995

CERTIFICATIONS

MEMBER, ASSOCIATED BUILDERS
AND CONTRACTORS
LEED AP





JODY WALICK

GENERAL SUPERINTENDENT

PROFILE

As the General Superintendent, Jody oversees the day-to-day operations of the on-site construction activities for projects throughout South Carolina and North Georgia. Understanding the construction methods, systems and approaches that are being utilized throughout the region ensure each of Jody's project are operating in the most cost effective and efficient manner. Because Jody is on-site for a variety of projects, he is constantly bringing lessons learned from projects and owners to each of his project teams.

EXPERIENCE

Duval County Public Schools Douglas Anderson School of the Arts	\$15,004,318	68,045 SF
Duval County Public Schools North Shore K-8 School	\$24,022,303	147,414 SF
Savannah-Chatham County School System May Howard Elementary School	\$22,244,229	106,000 SF
Duval County Public Schools Westview K-8 School	\$34,600,000	172,000 SF
Florida State University Earth, Ocean and Atmospheric Sciences	\$59,758,621	136,000 SF
Orange County Public Schools Pine Hills Busing Compound	\$17,753,433	92,600 SF
University of North Florida Repurposing Skinner-Jones Hall	\$24,012,019	113,000 SF
University of Florida Newell Hall Learning Commons	\$15,186,661	41,800 SF
College of Charleston Rutledge Rivers Dormitory Renovations	\$9,442,020	28,000 SF
University of North Florida Biological Sciences Building	\$34,356,234	116,500 SF



EDUCATION

MACDONALD DOUGLAS
MACHINIST SCHOOL

YEARS OF EXPERIENCE

JOINED AJAX - 2000
STARTED CONSTRUCTION - 1988

CERTIFICATIONS

OSHA CERTIFIED
CPR & FIRST AID TRAINED





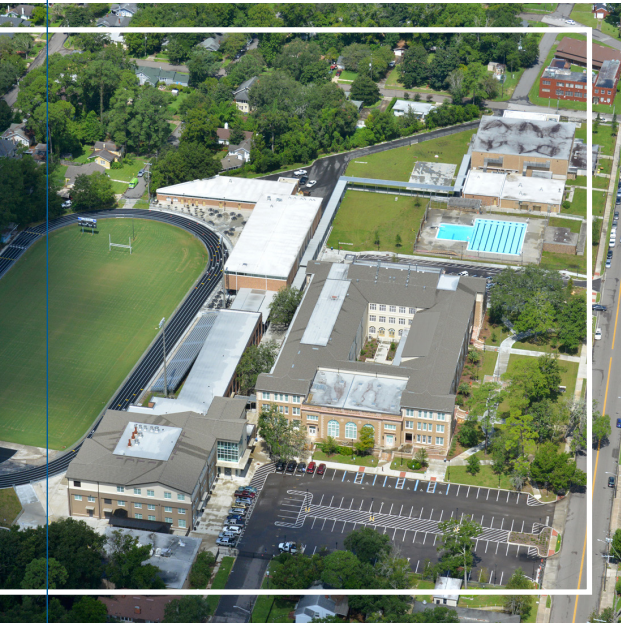
BROCK EDWARDS

SUPERINTENDENT

PROFILE

As a Superintendent, Brock will oversee the job site activities on a daily basis for the projects. Brock will be responsible for construction techniques and methods, materials, equipment, subcontractors, and all labor including crew size deployment. He will also be responsible for jobsite safety, including cleanup and implementation and enforcement of all safety programs. In addition to his experience with Ajax, Brock has earned a reputation for always willing to jump in the trenches with a subcontractor whenever needed. His commitment to his team and the owner, ensure his projects are completed with the highest quality.

EXPERIENCE



YEARS OF EXPERIENCE

JOINED AJAX - 2006

STARTED IN CONSTRUCTION - 1997

CERTIFICATIONS

OSHA 10 HOUR

CPR CERTIFIED

FIRST AID CERTIFIED

DEP STORM WATER MANAGEMENT INSPECTOR

Duval County Public Schools		
Douglas Anderson School of the Arts	\$15,004,318	68,045 SF
Duval County Public Schools		
Lee High School	\$31,136,88	145,000 SF
Marion County		
Marion Oaks 4-8 School	\$26,887,395	171,172 SF
University of Florida		
College of Business, Graduate Studies	\$17,875,856	70,000 SF
Hough Hall		
University of North Florida		
Repurposing Skinner-Jones Hall	\$24,012,019	59,000 SF New 48,000 SF Renov
University of North Florida		
College of Education	\$21,194,000	100,200 SF
Eastern Florida State College		
Student Union-Melbourne	\$17,160,000	32,062 SF
Pensacola State College		
Baars Building Replacement	\$11,785,880	60,000 SF





EDGAR SMITH

ASSISTANT SUPERINTENDENT

PROFILE

Edgar will oversee the job site activities throughout each day for the project. Working under Brock he will be responsible for the materials, equipment and subcontractor crew size deployment, while ensuring construction is consistent with all construction documents. He will also be responsible for assisting with jobsite safety, including cleanup of the job site.

EXPERIENCE

Savannah-Chatham County School System May Howard Elementary School	\$22,244,229	106,000 SF
Eastern Florida State College Student Union	\$17,160,000	32,062 SF
Pasco County Cypress Creek Middle School	\$40,447,721	106,000 SF
Augusta University Task Orders 2016 - 2019	<\$2,500,000	Various SF
Vac Con	\$11,000,000	N/A
The Social	\$8,000,000	N/A
Gleim Production	\$3,000,000	N/A

EDUCATION

B.S. CONSTRUCTION MANAGEMENT
UNIVERSITY OF NORTH FLORIDA

YEARS OF EXPERIENCE

JOINED AJAX - 2017

STARTED IN CONSTRUCTION - 1997

CERTIFICATIONS

CERTIFIED BUILDING CONTRACTOR

MILITARY SERVICE

NAVY





JEFF STEPHENSON

CHIEF ESTIMATOR

PROFILE

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

EXPERIENCE

Duval County Public Schools Douglas Anderson School of the Arts	\$15,004,318	68,045 SF
Monroe County Schools Stanley Switlik Elementary School	\$31,860,002	87,554 SF
Monroe County Schools Gerald Adams Elementary School	\$36,504,436	98,000 SF
District School Board of Pasco County Sanders Memorial Elementary School	\$20,572,590	102,394 SF
Pinellas County Schools Pinellas Technical College	\$17,292,924	258,000 SF
District School Board of Pasco County Cypress Creek Middle School	\$40,447,721	98,000 SF
Marion County Public Schools Horizon Academy at Marion Oaks 4-8 School	\$26,887,395	171,172 SF
Duval County Public Schools Westview K-8	\$34,829,595	102,394 SF
Duval County Public Schools North Shore K-8	\$24,022,303	147,414 SF
Savannah-Chatham County School Systems May Howard Elementary School	\$22,244,299	106,000 SF

EDUCATION

CARPENTERS APPRENTICESHIP
PROGRAM THROUGH LOCAL UNION 627

YEARS OF EXPERIENCE

JOINED AJAX - 2006
STARTED CONSTRUCTION - 1981

CERTIFICATIONS

CERTIFIED GENERAL CONTRACTOR





MARC REEVES

DIRECTOR OF RISK MANAGEMENT

PROFILE

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

AJAX'S SAFETY PROGRAM

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

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

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

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

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

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

SAFETY

360°

EVERYBODY | EVERYWHERE | EVERYDAY

YEARS OF EXPERIENCE

JOINED AJAX - 1999

STARTED IN CONSTRUCTION - 1988

CERTIFICATIONS

OSHA CERTIFIED OUTREACH INSTRUCTOR

AMERICAN RED CROSS CERTIFIED FIRST AID | CPR | AED INSTRUCTOR

MILITARY SERVICE

AIRFORCE





RANDY SMITH
SR. PROJECT MANAGER



BROCK EDWARDS
SUPERINTENDENT

Each member of this team brings experience from the Education sector to your project, along with a list of best practices for the design and construction. In fact, the on-site team of Randy Smith and Brock Edwards have worked together for more than a decade and have completed 10 projects together. Including the \$15 million renovations to Douglas Anderson School of the Arts. They have consistently delivered projects which have exceeded Owner expectations, and were a driving force in this project which brought a 1922 school into to next century! They understand the importance of communication and coordination required to work with multiple stakeholders, occupied campuses.

In addition, the support and commitment from our off-site team will ensure each of your project goals and objectives are met. From preconstruction services, through construction and closeout, the Ajax team will be engaged in the process of designing and constructing the Hilton Head Island Middle School Renovation 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.



PREVIOUS EXPERIENCE

We Love What We Do

We have been building amazing spaces for our clients for over 63 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

a. Identify all projects (name, location, completion date and Contract amount). see next page

b. Identify all renovation projects with similar scope. Additionally:

i. Indicate any such project where Liquidated Damages were assessed against your firm for failure to achieve substantial completion within the Contract Time, and describe the circumstances of the same. None

ii. Identify any such project in which your firm made a Claim or Change Order Request for acceleration damages, and describe the circumstances of the same. None

iii. Identify any such project in which your firm was terminated (whether for cause or for convenience) by the owner prior to substantial completion, and describe the circumstances of the same. None

iv. Identify all projects which had a negotiated fee or guaranteed maximum price. 95%

v. Identify all projects (description and cost) which had a Guaranteed Maximum Price prior to completion of the documents.

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

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

REFERENCES:

1

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Director of Business and Auxiliary Services
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2

TONY GIMENEZ

Project Manager
Duval County School Board
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Gimenezt@duvalschools.org

3

DARYL BULLOCK

Senior Project Manager
Augusta University
1120 15th Street HP 1001
Augusta, GA 30912
706.721.3289
dabullock@augusta.edu

4

DOUG POLLEI

Director, Facilities Design & Construction
Pinellas County Schools
11111 South Belcher Road
Largo, FL 33773
727.547.7113
polleic@pcsb.org

5

DOUG PRYOR

Facilities Planner
Monroe County School District
1310 United Street
Key West, FL 33040
305.293.1400
Douglas.Pryor@KeysSchools.com

ALL PROJECTS PAST THREE YEARS


Project Name	Owner	Project City	Project State	Date Completed	Final Cost
UF Malachowsky Data Sciences & Information Technology Bldg	University of Florida Board of Trustees	Gainesville	FL	2023	\$ 115,000,000.00
Columbia County Detention Facility	Columbia County Board of County Commissioners	Lake City	FL	2022	\$ 16,072,359.00
City of Tallahassee Police Headquarters	The City of Tallahassee	Tallahassee	FL	2022	\$ 75,000,000.00
Clemson University Lehotsky Hall Renovation	Clemson University	Clemson	SC	2022	\$ 19,000,000.00
JP Morgan Chase Pelham Road	JLL (Chicago, IL)	Greenville	SC	2021	\$ 1,843,960.00
JPMC - Ponce de Leon	Jones Lang LaSalle (Atlanta, GA)	Atlanta	GA	2021	\$ 2,410,580.00
Pinellas County Schools Shore Acres Elementary Prototype Classroom Addition	Pinellas County School Board	St. Petersburg	FL	2021	\$ 4,489,487.00
UNF Competition Pool	University of North Florida	Jacksonville	FL	2021	\$ 8,262,824.00
Hillsborough County Spoto High School Classroom Addition	Hillsborough County Public Schools	Riverview	FL	2021	\$ 8,353,372.00
Kennesaw State - Howell Hall Renovation	Kennesaw State University Foundation, Inc.	Marietta	GA	2021	\$ 8,551,338.00
Key West High School Backyard - Design Build	Monroe County School District	Key West	FL	2021	\$ 10,296,289.00
Alachua County UF/IFAS Extension Headquarters	Alachua County	Gainesville	FL	2021	\$ 13,640,825.00
Charlotte County Justice Center Renovation/Remodel	Charlotte County Board of County Commissioners	Punta Gorda	FL	2021	\$ 15,979,613.00
Sumter County Jail Expansion	Sumter County Board of Commissioners	Bushnell	FL	2021	\$ 19,988,758.00
Cherokee County Adult Detention Center Expansion	Cherokee County	Canton	GA	2021	\$ 38,368,614.00
Santa Rosa County Judicial Center Complex	Santa Rosa County Board of County Commissioners	Milton	FL	2021	\$ 42,800,000.00
FSU Student Union	Florida State University Board of Trustees	Tallahassee	FL	2021	\$ 125,788,017.00
JP Morgan Chase - Haywood Road	JLL (Chicago)	Greenville	SC	2020	\$ 958,446.65
JP Morgan Chase - Downtown Savannah	JLL fbo JPMorgan Chase Bank	Savannah	GA	2020	\$ 1,246,124.00
JP Morgan Chase - Parish 301 & Chin	JP Morgan Chase	Parrish	FL	2020	\$ 1,672,280.00
FKCC CCW Building A Generator	Florida Keys Community College	Key West	FL	2020	\$ 1,964,432.00
FKCC CCW Building B Remodel	Florida Keys Community College	Key West	FL	2020	\$ 1,964,432.00
FKCC CCW Chiller Plant Generator	Florida Keys Community College	Key West	FL	2020	\$ 1,964,432.00
JP Morgan Chase - Parrish 301 & Chin - Developer Work	Chin Road LLC	Parrish	FL	2020	\$ 2,125,745.00
DMS Senate Office Column/Beam Repair	Florida Department of Management Services	Tallahassee	FL	2020	\$ 2,141,995.00
JP Morgan Chase - Piedmont & Monroe	JP Morgan Chase	Atlanta	GA	2020	\$ 2,201,095.00
SDHC CCW - Bellamy Interior Security Wall Modifications	Hillsborough County Public Schools	Tampa	FL	2020	\$ 2,394,678.00
SDHC CCW - Bellamy Portable Classrooms	Hillsborough County Public Schools	Tampa	FL	2020	\$ 2,394,678.00
Jackson County Courthouse Renovations	Jackson County Board of County Commissioners	Marianna	FL	2020	\$ 2,594,617.00
Pasco County Bexley Elementary Classroom Addition	Pasco County Schools	Land O' Lakes	FL	2020	\$ 3,650,449.00
IL Partnership New Office Building	IL Partnership, LLC	Tallahassee	FL	2020	\$ 4,312,191.52
College of Charleston Sottile Theatre Stage Renovation	College of Charleston	Charleston	SC	2020	\$ 4,489,674.00
Hillsborough County Memorial Middle School Referendum, Phase 2	Hillsborough County Public Schools	Tampa	FL	2020	\$ 4,887,705.00
Beck Family Innovation Center at Maclay School	Maclay School	Tallahassee	FL	2020	\$ 5,043,317.00
UF Health Shands IT Tower	UF Health Shands	Gainesville	FL	2020	\$ 5,370,496.71
Pinellas Co Northeast High School Building Renovations	Pinellas County School Board	St. Petersburg	FL	2020	\$ 6,837,175.00
CCPS-CCW Security Upgrades	Charlotte County Public Schools	Port Charlotte	FL	2020	\$ 7,413,525.00
CCPS-CCW Security Upgrades - Group 2	Charlotte County Public Schools	Port Charlotte	FL	2020	\$ 7,413,525.00
CCPS CCW - District Security Fence Upgrades at Charlotte HS	Charlotte County Public Schools	Punta Gorda	FL	2020	\$ 7,413,525.00
CCPS CCW - District Security Fence Upgrades Group 4	Charlotte County Public Schools	Port Charlotte	FL	2020	\$ 7,413,525.00
CCPS CCW - District Security Fence Upgrades Group 6	The School Board of Charlotte County	Port Charlotte	FL	2020	\$ 7,413,525.00
Volusia County Public Works Complex	Volusia County	Deland	FL	2020	\$ 9,272,497.63
Pensacola State College Baars Building	Pensacola State College	Pensacola	FL	2020	\$ 11,785,880.00
Fort Walton Beach New Field Office Complex	City of Fort Walton Beach	Fort Walton Beach	FL	2020	\$ 11,844,447.82
City of Venice Public Safety Facility	City of Venice	Venice	FL	2020	\$ 11,961,171.00
Monroe County Transportation and Internal Services Facility	Monroe County School District	Key West	FL	2020	\$ 13,825,662.00
Tallahassee Orthopedic Clinic - New Clinic	Tallahassee Orthopedic Clinic	Tallahassee	FL	2020	\$ 14,562,333.00
Wiregrass Ranch Sports Campus of Pasco County	Pasco County, Florida	Wesley Chapel	FL	2020	\$ 26,320,047.00
School Board of Monroe County Stanley Switlik Elementary School	Monroe County School District	Marathon	FL	2020	\$ 32,120,537.00
FAMU Center for Access and Student Success Building	Florida A & M University Board of Trustees	Tallahassee	FL	2020	\$ 32,338,289.00
Cypress Creek Middle School	Pasco County Schools	Wesley	FL	2020	\$ 39,104,384.00
DMS FL House & Senate Parking Garage Repairs & Capitol Complex Upgrades	Florida Department of Management Services	Tallahassee	FL	2020	\$ 52,261,396.00
Augusta University Task Order - Steam System Upgrades Phase 4	Augusta University	Augusta	GA	2019	\$ 996,718.00
JP Morgan Chase - Emory Village	JLL fbo JP Morgan Chase Bank	Atlanta	GA	2019	\$ 1,059,865.00
DCPS CCW - Mayport MS Kitchen/Serving Line	Duval County Public Schools	Atlantic Beach	FL	2019	\$ 1,159,424.00
DMS CCW J Substation Replacement	Florida Department of Management Services	Tallahassee	FL	2019	\$ 1,266,594.22
CCPS-CCW Security Upgrades - Group 3	Charlotte County Public Schools	Port Charlotte	FL	2019	\$ 1,403,608.57
Schwarzkopf ES REF Phase 1	Hillsborough County Public Schools	Lutz	FL	2019	\$ 1,498,756.00
RSM Jacksonville	RSM US, LLP	Jacksonville	FL	2019	\$ 1,642,762.62
RSM Jacksonville - Phase 2	Commonwealth Commercial	Jacksonville	FL	2019	\$ 1,642,762.62
DMS CCW Carlton & Holland - Steam Generation Replacement	Florida Department of Management Services	Tallahassee	FL	2019	\$ 1,691,092.92
Robinson High School Classroom Addition	Hillsborough County Public Schools	Tampa	FL	2019	\$ 4,664,174.00
The Commons at Holy Comforter Episcopal School	Holy Comforter Episcopal School	Tallahassee	FL	2019	\$ 8,042,280.00
NWFSC Renovations Building 310 & 400	Northwest Florida State College Board of Trustees	Niceville	FL	2019	\$ 8,365,510.00
Florida Department of Agriculture & Consumer Services Bronson Animal Disease Diagnostic Laboratory	Department of Agriculture & Consumer Services	Kissimmee	FL	2019	\$ 9,596,193.86
Georgia Tech Campus Safety Facility	Georgia Institute of Technology	Atlanta	GA	2019	\$ 11,833,520.00
Volusia County Sheriffs Evidence Facility	Volusia County	Daytona Beach	FL	2019	\$ 12,065,005.00
Monroe County Marathon High School Athletic Complex	Monroe County School District	Marathon	FL	2019	\$ 12,262,423.81
EFSC Student Union - Melbourne Campus	Eastern Florida State College	Melbourne	FL	2019	\$ 17,160,000.00
Pinellas County Schools Pinellas Technical College	Pinellas County School Board	Clearwater	FL	2019	\$ 17,292,924.00
OCPS Pine Hills Bussing Compound	Orange County Public Schools	Orlando	FL	2019	\$ 17,753,433.00
Okaloosa County New Courthouse	Okaloosa County Board of County Commissioners	Crestview	FL	2019	\$ 25,416,969.00
Gerald Adams Elementary School	Monroe County School District	Key West	FL	2019	\$ 36,504,436.00
Florida State University Earth, Ocean and Atmospheric Sciences	Florida State University	Tallahassee	FL	2019	\$ 60,200,050.00
St. Petersburg Police Department Headquarters	City of St. Petersburg	St. Petersburg	FL	2019	\$ 61,858,374.00
DCPS CCW - Fletcher High School Kitchen Remodel	Duval County Public Schools	Jacksonville	FL	2018	\$ 1,944,884.31
Augusta University Greenblatt Library Renovation	Augusta University	Augusta	GA	2018	\$ 3,219,881.00
St. Petersburg Police Training Facility	City of St. Petersburg	St. Petersburg	FL	2018	\$ 5,404,978.00
Atlanta Metropolitan State College Student Services & Success Center	Georgia State Financing & Investment Commission	Atlanta	GA	2018	\$ 6,399,795.52
Pinellas County Schools Bardmoor Elementary School Renovations	Pinellas County School Board	Largo	FL	2018	\$ 6,921,000.00
Palm Coast Community Center	City of Palm Coast, Florida	Palm Coast	FL	2018	\$ 7,407,921.00
Department of Public Safety Service Building & Headquarters Upgrades	Georgia State Financing & Investment Commission	Atlanta	GA	2018	\$ 8,026,055.00
Sarasota County Venice Library	Sarasota County Board of County Commissioners	Sarasota	FL	2018	\$ 9,337,812.00
Trimark Properties Ingenuity Office Building	Heritage Investment Group of Gainesville	Gainesville	FL	2018	\$ 9,730,044.00
GEMA/HS Expansion & Renovation	GEMA	Atlanta	GA	2018	\$ 9,835,082.00
May Howard Elementary School	Savannah-Chatham County Public Schools	Savannah	GA	2018	\$ 22,244,229.00
Repurposing Skinner-Jones Hall	University of North Florida Board of Trustees	Jacksonville	FL	2018	\$ 24,012,019.02

RENOVATION PROJECTS PAST THREE YEARS

24

Project Name	Owner	Project City	Project State	Date Completed	Final Cost
Clemson University Lehotsky Hall Renovation	Clemson University	Clemson	SC	2022	\$ 19,000,000.00
JP Morgan Chase Pelham Road	JLL (Chicago, IL)	Greenville	SC	2021	\$ 1,843,960.00
JPMC - Ponce de Leon	Jones Lang LaSalle (Atlanta, GA)	Atlanta	GA	2021	\$ 2,410,580.00
Kennesaw State - Howell Hall Renovation	Kennesaw State University Foundation, Inc.	Marietta	GA	2021	\$ 8,551,338.00
Charlotte County Justice Center Renovation/Remodel	Charlotte County Board of County Commissioners	Punta Gorda	FL	2021	\$ 15,979,613.00
JP Morgan Chase - Haywood Road	JLL (Chicago)	Greenville	SC	2020	\$ 958,446.65
JP Morgan Chase - Downtown Savannah	JLL fbo JPMorgan Chase Bank	Savannah	GA	2020	\$ 1,246,124.00
JP Morgan Chase - Parish 301 & Chin	JP Morgan Chase	Parrish	FL	2020	\$ 1,672,280.00
FKCC CCW Building A Generator	Florida Keys Community College	Key West	FL	2020	\$ 1,964,432.00
FKCC CCW Building B Remodel	Florida Keys Community College	Key West	FL	2020	\$ 1,964,432.00
FKCC CCW Chiller Plant Generator	Florida Keys Community College	Key West	FL	2020	\$ 1,964,432.00
JP Morgan Chase - Parrish 301 & Chin - Developer Work	Chin Road LLC	Parrish	FL	2020	\$ 2,125,745.00
JP Morgan Chase - Piedmont & Monroe	JP Morgan Chase	Atlanta	GA	2020	\$ 2,201,095.00
SDHC CCW - Bellamy Interior Security Wall Modifications	Hillsborough County Public Schools	Tampa	FL	2020	\$ 2,394,678.00
Jackson County Courthouse Renovations	Jackson County Board of County Commissioners	Marianna	FL	2020	\$ 2,594,617.00
College of Charleston Sottile Theatre Stage Renovation	College of Charleston	Charleston	SC	2020	\$ 4,489,674.00
Hillsborough County Memorial Middle School Referendum, Phase 2	Hillsborough County Public Schools	Tampa	FL	2020	\$ 4,887,705.00
UF Health Shands IT Tower	UF Health Shands	Gainesville	FL	2020	\$ 5,370,496.71
Pinellas Co Northeast High School Building Renovations	Pinellas County School Board	St. Petersburg	FL	2020	\$ 6,837,175.00
CCPS-CCW Security Upgrades	Charlotte County Public Schools	Port Charlotte	FL	2020	\$ 7,413,525.00
CCPS-CCW Security Upgrades - Group 2	Charlotte County Public Schools	Port Charlotte	FL	2020	\$ 7,413,525.00
CCPS CCW - District Security Fence Upgrades at Charlotte HS	Charlotte County Public Schools	Punta Gorda	FL	2020	\$ 7,413,525.00
CCPS CCW - District Security Fence Upgrades Group 4	Charlotte County Public Schools	Port Charlotte	FL	2020	\$ 7,413,525.00
CCPS CCW - District Security Fence Upgrades Group 6	The School Board of Charlotte County	Port Charlotte	FL	2020	\$ 7,413,525.00
DMS FL House & Senate Parking Garage Repairs & Capitol Complex Upgrades	Florida Department of Management Services	Tallahassee	FL	2020	\$ 52,261,396.00
Augusta University Task Order - Steam System Upgrades Phase 4	Augusta University	Augusta	GA	2019	\$ 996,718.00
JP Morgan Chase - Emory Village	JLL fbo JP Morgan Chase Bank	Atlanta	GA	2019	\$ 1,059,865.00
DCPS CCW - Mayport MS Kitchen/Serving Line	Duval County Public Schools	Atlantic Beach	FL	2019	\$ 1,159,424.00
DMS CCW J Substation Replacement	Florida Department of Management Services	Tallahassee	FL	2019	\$ 1,266,594.22
CCPS-CCW Security Upgrades - Group 3	Charlotte County Public Schools	Port Charlotte	FL	2019	\$ 1,403,608.57
Schwarzkopf ES REF Phase 1	Hillsborough County Public Schools	Lutz	FL	2019	\$ 1,498,756.00
NWFSC Renovations Building 310 & 400	Northwest Florida State College Board of Trustees	Niceville	FL	2019	\$ 8,365,510.00
Pinellas County Schools Pinellas Technical College	Pinellas County School Board	Clearwater	FL	2019	\$ 17,292,924.00
Gerald Adams Elementary School	Monroe County School District	Key West	FL	2019	\$ 36,504,436.00
DCPS CCW - Fletcher High School Kitchen Remodel	Duval County Public Schools	Jacksonville	FL	2018	\$ 1,944,884.31
Augusta University Greenblatt Library Renovation	Augusta University	Augusta	GA	2018	\$ 3,219,881.00
Pinellas County Schools Bardmoor Elementary School Renovations	Pinellas County School Board	Largo	FL	2018	\$ 6,921,000.00
Department of Public Safety Service Building & Headquarters Upgrades	Georgia State Financing & Investment Commission	Atlanta	GA	2018	\$ 8,026,055.00
GEMA/HS Expansion & Renovation	GEMA	Atlanta	GA	2018	\$ 9,835,082.00
Repurposing Skinner-Jones Hall	University of North Florida Board of Trustees	Jacksonville	FL	2018	\$ 24,012,019.02





26
SCHOOL
DISTRICT
CLIENTS

COMPARISON OF SCOPES

	DUVAL COUNTY PUBLIC SCHOOLS DOUGLAS ANDERSON SCHOOL OF THE ARTS	MONROE COUNTY SCHOOL DISTRICT STAN- LEY SWITLIK ELEMENTARY SCHOOL	MONROE COUNTY SCHOOL DISTRICT GER- ALD ADAMS ELEMENTARY SCHOOL	PASCO COUNTY SCHOOLS SANDERS MEMORIAL ELEMENTARY SCHOOL	PINELLAS COUNTY SCHOOLS PINELLAS TECHNICAL COLLEGE
RENOVATION	✓	✓		✓	✓
PHASED PROJECT	✓	✓	✓	✓	✓
COUNTY SCHOOL OWNED	✓	✓	✓	✓	✓
ACTIVE SITE	✓	✓	✓	✓	✓
COASTAL PROJECT	✓	✓	✓	✓	✓
PHASED	✓	✓	✓	✓	✓
CM AT-RISK	✓	✓	✓	✓	✓



1 2 3	SIZE 68,045 SF
\$	CONTRACT VALUE \$15,004,318
📅	YEAR COMPLETED 2015
📍	LOCATION Jacksonville, Florida
👤	OWNER Duval County Public Schools

DUVAL COUNTY PUBLIC SCHOOLS DOUGLAS ANDERSON SCHOOL OF THE ARTS

Douglas Anderson School of the Arts High School, built in 1922 and expanded in 2001, is located on a 12.08 acre site. This project built a new Classroom/Cafeteria building, repurposed the existing cafeteria space, renovated a few existing classrooms, and removed all 13 existing portable classrooms from the campus. The overall school capacity increased from an existing capacity of 1,169 students to 1,327 students. Some aspects of the project include the following:

New Cafeteria/Classroom building construction was approximately 61,520 GSF and included outdoor dining and a la carte station, 13 general classrooms and 7 science labs along with new parking areas (110 spaces), driveways, and related storm water drainage and retention upgrades. The cafeteria component is also a hurricane/hardened emergency shelter that can provide for 300+ occupants in times of emergency activation.

Renovation and Remodeling impacted approximately 8,507 NSF of existing spaces and included remodeling (Building # 14) the existing cafeteria into a dance studio with associated spaces (dressing and storage rooms), remodeling (Buildings #11 and #12) existing 4 science rooms into 2 general classrooms, one costume and lighting lab and one computer lab, as well as HVAC upgrades to existing classroom building (Building # 15).

Existing Campus site improvements and other project upgrades included for campus wide drainage improvements, new stormwater retention pond and new chiller/mechanical building to service the new cafeteria/classroom building and a portion of the remodeled and renovated spaces.



RENOVATIONS ACTIVE SITE CM-AT RISK COASTAL PROJECT PHASED

TEAM MEMBERS

Jay Smith, Principal-in-Charge	✓
Derek Gamble, Project Executive	✓
Randy Smith, Project Manager	✓
Mark Kraft, Assistant Project Manager	✓
Brock Edwards, Superintendent	✓
Jeff Stephenson, Chief Estimator	✓

PROPOSED



August, 2015

Dear Lou and Ajax Building Corporation,

I can not thank you enough for all you do - the new facility is amazing. Your hard work, genuine concern that our new building will be the best it can be is obvious - thank you.

On behalf of the students, faculty and staff, we thank you for your facilitation in helping our senior class have a unique experience in the new facility. Best regards,
Jackie Cornelius



SIZE
110,977 SF



CONTRACT VALUE
\$32,120,537



YEAR COMPLETED
2020



LOCATION
Marathon, Florida



OWNER
Monroe County School District

MONROE COUNTY SCHOOL DISTRICT STANLEY SWITLIK ELEMENTARY SCHOOL

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.



RENOVATIONS ACTIVE SITE CM-AT RISK COASTAL PROJECT PHASED

TEAM MEMBERS

Jay Smith, Principal-in-Charge
Derek Gamble, Project Executive
Cranston Harris, Project Manager
Brian Pearson, Superintendent
Jeff Stephenson, Chief Estimator

PROPOSED





	SIZE 98,000 SF
	CONTRACT VALUE \$36,504,436
	YEAR COMPLETED 2019
	LOCATION Key West, Florida
	OWNER Monroe County School District

MONROE COUNTY SCHOOL DISTRICT GERALD ADAMS ELEMENTARY SCHOOL

The new Gerald Adams Elementary School provides a state-of-the-art 21st century learning environment for the community. The 98,000 SF 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 41 classroom 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, although 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 was a complex project because it 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.



ACTIVE SITE CM-AT RISK COASTAL PROJECT PHASED

TEAM MEMBERS

Jay Smith, Principal-in-Charge
Derek Gamble, Project Executive
James Marini, Project Manager
David Duke, Superintendent
Jeff Stephenson, Chief Estimator

PROPOSED

✓
 ✓
 ✓
 ✓
 ✓

LETTER OF REFERENCE

Gerald Adams Elementary School
5855 College Road ~ Key West, Florida 33040

Telephone 305-293-1609

Fax 305-293-1608



June 11, 2019

To Whom It May Concern:

Please accept this letter as my highest recommendation of the firm, Ajax Building Corporation. I have had the opportunity and distinct pleasure to work with Ajax for the past two years during the building of our new \$40 million elementary school.

Ajax has demonstrated professionalism, quality work and genuine concern for the students and staff throughout this project. Subsequently this caliber of work has earned their company several other projects in our school district.

In the two years that I have worked directly with Ajax, it is apparent that they retain and utilize quality sub-contractors and suppliers and thus have been able to maintain schedules and timelines and all project deadlines have been met. Additionally, safety for all has been a paramount priority and true regard for students and staff and maintaining regular operation in the school has been held in high regard. Ajax has proven their ability to collaborate and be team players and have demonstrated the willingness to be flexible with on-site school schedules.

The key to Ajax's success is the commitment to high quality personnel. Our project manager, James Marini, and his extraordinary team have been involved and accessible throughout the project and they have consistently communicated schedules and updates throughout this process. Client relationships and satisfaction are a priority.

Ajax is an amazing firm that has earned continued work in the Monroe County School District. If you need further information or recommendations, please call me at 305-293-1609 extension 51301.

Sincerely,

Anne F. Herrin

Dr. Fran Herrin, Principal
Gerald Adams Elementary School



	SIZE 102,394 SF
	CONTRACT VALUE \$20,572,590
	YEAR COMPLETED 2016
	LOCATION Land O'Lakes, Florida
	OWNER Pasco County Schools

PASCO COUNTY SCHOOLS SANDERS MEMORIAL ELEMENTARY SCHOOL



Sanders Elementary School is the District's first magnet school and emphasizes science, technology, engineering, art and mathematics (STEAM). Four original buildings were completely renovated, while six new buildings were constructed to create a true 21st century educational facility. The school was designed and constructed for special features including classrooms with wireless technology and space for students to collaborate.

This was a LEED certified project and incorporated the landscape by constructing a boardwalk through the existing wetlands, as well as incorporated new sustainable designs, technology and construction methods into the project. Completed under budget, the school opened its doors in time to start the 2015/16 school year.



RENOVATIONS ACTIVE SITE CM-AT RISK COASTAL PROJECT PHASED

TEAM MEMBERS

Jay Smith, Principal-in-Charge
Derek Gamble, Project Executive
Jeff Wright, Project Manager
Dennis Santino, Superintendent
Jeff Stephenson, Chief Estimator

PROPOSED

✓
✓

✓

LETTER OF REFERENCE

**Pasco County Schools**

Kurt S. Browning, Superintendent of Schools
7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Department of Construction Services and Code Compliance
11839 Treebreeze Drive, New Port Richey, FL 34654
Joseph A. Scudiero, Jr., Chief Building Official

(813) 794-7950 (727) 774-7950
(352) 524-7950
Fax: (727) 774-7992

May 13, 2016

Mr. William P. Byrne, President
Ajax Building Corporation
109 Commerce Blvd.
Oldsmar, FL 34677

RE: Sanders Elementary

By way of this letter, I would like to acknowledge the outstanding performance of the Ajax Building Corporation.

Jeff Wright, Project Manager proved to have high moral and ethical standards. I regard Jeff as one of the most professional and knowledgeable project managers I've had the opportunity to work with.

Because of my association with Ajax and the quality of their work, I can recommend them without reservation. I am confident that they can make a significant contribution to any organization and is worthy of their consideration.

Should you have any questions, please do not hesitate to contact me.

Sincerely,

Joseph A. Scudiero, Jr.
Chief Building Official
Pasco County Schools

JAS:asp



123	SIZE 258,000 SF
\$	CONTRACT VALUE \$17,292,924
📅	YEAR COMPLETED 2019
📍	LOCATION Clearwater, Florida
👤	OWNER Pinellas County Schools

PINELLAS COUNTY SCHOOLS PINELLAS TECHNICAL COLLEGE

This project involved multi-phase renovations at Pinellas Technical College Clearwater Campus. Ajax renovated and repaired 13 buildings on the campus, constructed two (2) new classroom buildings, a pre-engineered metal building structure for outdoor automotive repairs and re-roofing of four (4) classroom buildings. The interior work included renovating the administration areas, student services, nursing classroom/labs, HVAC instructional space, automotive and welding instructional space, and cosmetology classrooms. Exterior work consisted of metal panels at Buildings 5,6, and 7, an expanded chiller yard with two (2) new chillers, new rear driveway to the Admin building and a new main entry drive and round-a-bout. Some of Ajax's tasks also included replacing ceilings and lights, constructing new building facades, bringing facilities to ADA compliance, replacing windows, renovating classrooms including science labs, replacing electrical systems, HVAC equipment, removal of walls between classrooms to create larger teaching spaces, roof replacement, new nurses stations and construction of a child care area. The entire time Ajax kept the construction activities isolated from the operations and functions of the school.



RENOVATIONS ACTIVE SITE CM-AT RISK COASTAL PROJECT PHASED

TEAM MEMBERS

Jay Smith, Principal-in-Charge
Derek Gamble, Project Executive
Mike Grill, Project Manager
Gary Early, Superintendent
Jeff Stephenson, Chief Estimator

PROPOSED

✓
✓

✓

LETTER OF REFERENCE



Opportunity starts here

April 4, 2019

To Whom It May Concern,

I would like to commend Mike Grill, project manager, and the entire Ajax staff for a job well done. During our project, Ajax was responsive, attentive, and creative in their management and execution of needed tasks.

This \$18 mil project was conducted while the college was in session and touched almost every corner of the campus. Together, we managed over 1000 students and over 100 staff to ensure operations would not cease and Pinellas Technical College could continue to deliver on its mission.

The Ajax team was always professional and willing to make adjustments to ensure quality. As any project, there were some problems along the way. However, these were resolved quickly and effectively to continue progress towards completion in the shortest amount of time possible.

In closing, the final project looks and functions great, my staff and students are very happy. I recommend the Ajax team as a general contractor for any project. I would be happy to discuss details of my experience with anyone that is considering Ajax.

Sincerely,

Jake Prokop
Director

Clearwater Campus
6100 154th Avenue N
Clearwater, FL
33760-2140

727.538.7167 T
727.538.7203 F
myptc.edu

Jake Prokop
Director

Dr. Radiah Dent
Assistant Director

Dr. Claudius Effiom
Assistant Director

Mrs. Jacqueline Douglas
Assistant Director

Pinellas Technical College is affiliated with the Pinellas County School Board and has been accredited by the Accrediting Commission of the Council on Occupational Education (COE).

Our mission is to provide students the opportunity to develop national workplace competencies to fill the needs of business and industry.

Vision: To be our community's first choice for workforce training

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.

2020	\$235,034,515
2019	\$294,108,132
2018	\$261,018,546
2017	\$186,486,734
2016	\$151,599,168

What is the current dollar value of work under Contract?

\$565,093,449

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

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

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

Hard Bid - 2%
CM/GC at Risk - 98%

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

New Construction - 75%
Renovation - 25%



FINANCIAL STABILITY

FINANCIALS

SUBMIT YOUR MOST RECENT FINANCIAL STATEMENTS (AT A MINIMUM, BALANCE SHEETS AND INCOME STATEMENTS FOR 2018 AND 2019) AND VERIFICATION OF CURRENT BONDING CAPACITY.

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

BONDING COMPANY INFORMATION

\$750

MILLION
single project

\$2.5

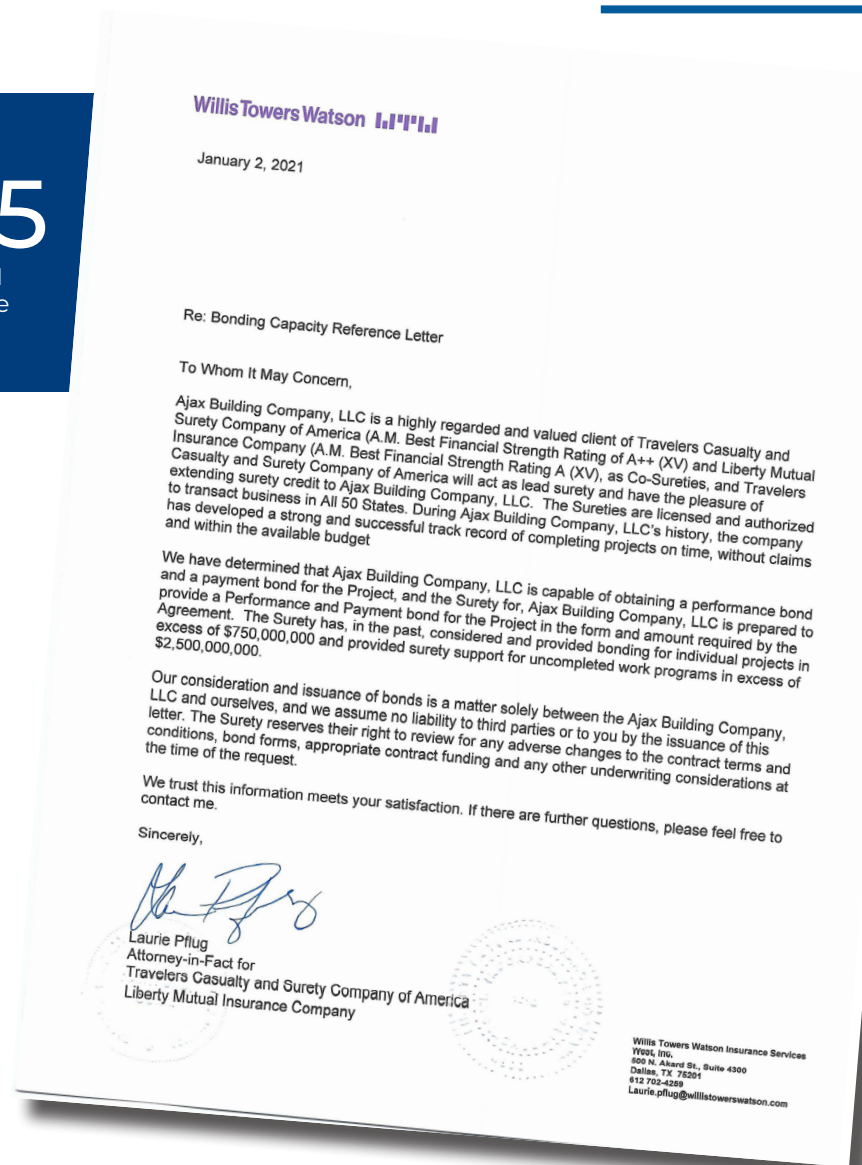
BILLION
aggregate

BONDING AGENT

Willis Towers Watson
Steve Foster
15305 N Dallas Parkway,
Suite 1100
Addison TX 75001
(972) 715-6245

SURETY COMPANY

Travelers Casualty and
Surety Company of
America
Attn: Joseph Powers
343 Thornall St., 5th Floor
Edison, NJ 08837
(732) 321-5614



BANK REFERENCES

PROVIDE TWO BANK REFERENCES.

JPMorgan Chase Bank N.A.
Andy Horton
270 Park Avenue
New York, NY 10017
214-965-4105
andrew.horton@chase.com

Willis Towers Watson
Steve Foster
15305 N Dallas Parkway, Suite 1100
Addison TX 75001
972-715-6245
steve.foster@willistowerswatson.com

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

SURETY

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

None

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

None

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

None

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

INSURANCE AGENT CONTACT:

Michael J. Imparato
Managing Director
Client Executive Practice
Marsh Inc.
1166 Avenue of the Americas
New York, NY 10036
Office : 212-345-3432
Mobile: 917-520-3910
michael.j.imparato@marsh.com
www.marsh.com

INSURANCE COVERAGE:

GENERAL LIABILITY
Arch Insurance Company
\$2,250,00 / \$4,500,000

WORKERS COMPENSATION
Arch Insurance Company
Statutory Limits \$1,000,000

AUTOMOBILE LIABILITY
Arch Insurance Company
\$1,000,000

UMBRELLA LIABILITY
XL Specialty Insurance Company
\$25,000,000 / \$25,000,000

EMPLOYER'S LIABILITY
Arch Insurance Company
\$1,000,000

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 12/30/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER: Marsh USA, Inc.
1166 Avenue of the Americas
New York, NY 10036
CN101636071-0725-GAWUP-21-22

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

CONTACT: NAME: [Blank]
PHONE: [Blank]
FAX: [Blank]
E-MAIL: [Blank]
ADDRESS: [Blank]

INSURER(S) AFFORDING COVERAGE:

INSURER	NAIC #
INSURER A: Arch Insurance Company	11150
INSURER B: XL Specialty Insurance Company	37885
INSURER C: ACE Property and Casualty Insurance Company	20699
INSURER D: Indian Harbor Insurance Co.	36940
INSURER E: Arch Indemnity Insurance Company	30830

COVERAGES:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

CERTIFICATE NUMBER: NYC-010701777-09
REVISION NUMBER: 4

INSR	TYPE OF INSURANCE	ADDITIONAL	POLICY NUMBER	POLICY EFF	POLICY EXP	LIMITS
LTB		INSUR		(MM/DD/YYYY)	(MM/DD/YYYY)	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY	<input checked="" type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR	11PKGB914312	01/01/2021	01/01/2022	EACH OCCURRENCE \$ 2,250,000
			SIR: \$750,000 - NEW YORK ONLY			DAMAGE TO RENTED PREMISES (EA OCCURRENCE) \$ 300,000
			SIR: \$500,000 - ALL OTHER STATES			MED EXP (Any one person) \$ 10,000
			SEE ACORD 101 FOR LIMITS			PERSONAL & ADV INJURY \$ 2,250,000
						GENERAL AGGREGATE \$ 4,500,000
						PRODUCTS - COM/PROP AGG \$ 4,500,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY	<input checked="" type="checkbox"/> OWNED <input checked="" type="checkbox"/> NON-OWNED	11PKGB914312 (AOS)	01/01/2021	01/01/2022	COMBINED SINGLE LIMIT (EA accident) \$ 2,000,000
			11CAB8914412 (MA)	01/01/2021	01/01/2022	BODILY INJURY (Per person) \$
						BODILY INJURY (Per accident) \$
						PROPERTY DAMAGE (Per accident) \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB	<input checked="" type="checkbox"/> EXCESS LIAB	TBD (\$10,000,000)	01/01/2021	01/01/2022	EACH OCCURRENCE \$ 25,000,000
			TBD (\$15,000,000)	01/01/2021	01/01/2022	AGGREGATE \$ 25,000,000
C	<input checked="" type="checkbox"/> WORKERS COMPENSATION	<input checked="" type="checkbox"/> RETENTION \$ 10,000	11WC18914212 (AOS)	01/01/2021	01/01/2022	E.L. EACH ACCIDENT \$ 1,000,000
			14WC18925112 (CA,IL,MD,NY,PA,TX)	01/01/2021	01/01/2022	E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
						E.L. DISEASE - POLICY LIMIT \$ 1,000,000
						EACH CLAIM / AGGREGATE \$ 25,000,000
						DED: \$1M EA CLAIM / \$3M AGG
D	<input checked="" type="checkbox"/> PROFESSIONAL LIABILITY	<input checked="" type="checkbox"/> AND POLLUTION	CE0742018006	01/01/2021	01/01/2022	
			(Claims Made)			

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Marketing Cert. Evidence of Coverage Only

CERTIFICATE HOLDER: Ajax Building Company, LLC
1080 Commerce Blvd
Midway, FL 32343

CANCELLATION: SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE: of Marsh USA, Inc.
Susan C. Ricciardi

ACORD 25 (2016/03)
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BONDING RATE SCHEDULE

PROVIDE YOUR CURRENT BONDING RATE SCHEDULE.

CO-SURETY RATING SYSTEM

LIBERTY RATE
TRAVELERS RATE
TOTAL RATE

COMPUTATION FOR RATE - Liberty 40%

First	\$2,500,000	\$2,500,000	X	\$5.55	=
Next	\$2,500,000	\$2,500,000	X	\$5.55	=
Next	\$2,500,000	\$2,500,000	X	\$5.55	=
Over	\$7,500,000	\$27,500,000	X	\$5.55	=
TOTALS					

Additional Months (1% / Month over 24): 0

TOTAL
X 40%

COMPUTATION FOR RATE - TRAVELERS 60%

First	\$2,500,000	\$2,500,000	X	\$7.60	=
Next	\$2,500,000	\$2,500,000	X	\$6.60	=
Next	\$2,500,000	\$2,500,000	X	\$6.00	=
Next	\$12,500,000	\$12,500,000	X	\$5.85	=
Over	\$20,000,000	\$15,000,000	X	\$5.55	=
TOTALS					

Additional Months (1% / Month over 24): 0

TOTAL

BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL

8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:

8.1 Hilton Head Island Middle School – Renovation of School on Active Campus

Pre-Construction Phase Service Fee: \$ 80,000

Based on \$20 million construction project

Per Section 4.0.1.7 & Addendum #1:

Construction Phase Fee %: 2.75%

Construction Phase Fee \$: \$550,000

P&P Bonds % of Total: 0.65%

Cost of P&P Bonds: \$130,000

Construction Phase Service Fee

Plus, cost of Performance & Payment Bonds:

Requested table of hourly rates per Section 4.0.1.7:

Estimating: \$105/hour

Field Verification: \$85/hour

Constructability Reviews: \$105/hour

Project Management: \$110/hour

Proposed By:

Derek Gamble

Digitally signed by Derek Gamble
DN:
E=Derek.Gamble@ajaxbuilding.com,
CN=Derek Gamble, OU=Users,
OU=Tampa, OU=Ajax, DC=jax,
DC=com
Date: 2021.02.17 07:55:49-08'00'

Ajax Building Company, LLC

Derek Gamble

Vice President of Operations

February 18, 2021

MISCELLANEOUS

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

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

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

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

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

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

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



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

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

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

PROJECT REPORTING SOFTWARE

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



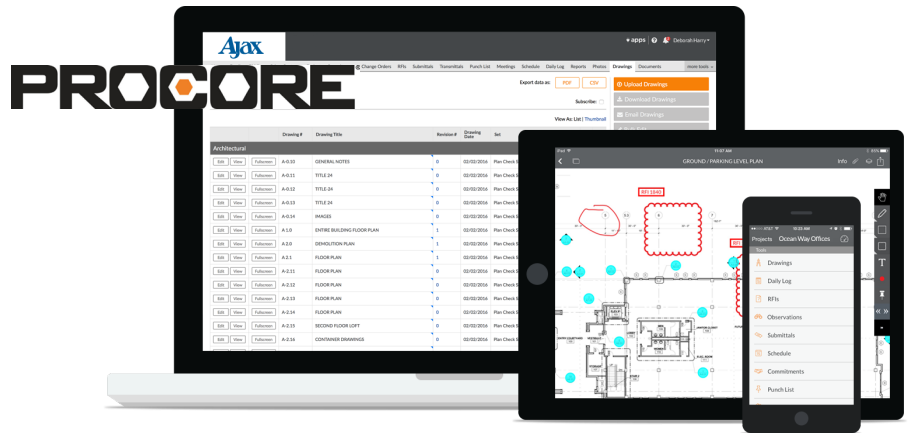
- Labor & Equipment
- Analytics
- Document Imaging
- Project Workflow

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.

GENERAL INFORMATION WEBSITE

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

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

LASER SCANNING

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

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 is managed by Judd West, Director of Preconstruction. He is constantly updating our database and removing the firms that have not exhibited financial stability and reliable services, and adding firms that have proven track records to be effective partners in the construction process.

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

Throughout this process, the bidder list will be shared with Beaufort County School District Procurement office to apprise the Staff of the latest participation of local and M/WSBE subtrades and our overall “Good Faith Effort” in the process. In addition to the information gathered throughout this process, the Ajax team will be in constant communication with potential bidders in order to maintain bidder interest and to ensure they have a complete

understanding of the project. This also affords us the ability to seek feedback from industry professionals on building material availability, schedule input and cost control measures.

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

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

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

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

DESCRIBE HOW YOU WILL ADDRESS AND PROMOTE THE OWNER'S M/WBE POLICY IN THE CONTRUCTION PHASE

Ajax is extremely proud of our proactive M/WBE participation programs. Ajax has awarded in excess of \$500 million in 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 state construction policies and requirements

Our **innovative philosophy and M/WBE action plan has enabled Ajax to maximize both M/WBE and local participation** on all of our construction projects. Ajax has also instituted and staffed a MBE 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 M/WBE ACTION PROGRAM:

- 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 MBE participation
- Provide pre-bid workshops to clarify any questions DBE / MBE / VBE 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.

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

M/WBE PARTICIPATION *Results*

PROJECT	GOAL	FINAL
SCCPSS May Howard Elementary School	20%	30%
Pinellas County Lynch Replacement Elementary School	0%	15%
Pinellas County Boca Ciega High School	0%	6%
NWFSC Student Services Center	0%	28%
New College of Florida Academic & Admin Building	0%	10%
Duval County Westview K-8 School	20%	30%
Duval County Stanton College Preparatory School	20%	27%
Duval County Arlington Middle School	20%	26%
Duval County Northshore K-8 School	20%	23%
Duval County Ed White High School Classroom Addition	20%	20%
Duval County Robert E Lee High School	20%	28%
Orange County Liberty Middle School	23%	26%
UF Weil Hall	20%	22%
East Gadsden High School	10%	22%
Horizon Academy at Marion Oaks 4-8 School	0%	20%
Pinellas County Gibbs High School	0%	17%
FAMU Recreation Center	0%	11%
St. Pete/Clearwater Airport Renovations Ph I	7%	10%
Daytona Beach Police Department	0%	10%
Charlotte Punta Gorda Middle School	0%	8%
West Gadsden High School	0%	8%
FGCU Whitaker Building for Science, Math & Technology	30%	30%
UF Center for Movement Disorders & Neurorestoration	0%	23%
Lake County Leesburg High School	0%	5%

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

Paul Clarke
Clarke Brothers Limited, LLC



WHY Ajax

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

As a company, we endeavor to **build long-term relationships** with our clients, and as a result, over half of our projects are with repeat clients. We have strategically focused our resources on public sector entities, and consistently perform 95% of our volume is with public sector clients. Our company values and long-term stability pair well with the vision of our public sector clients, and we are looking forward to the opportunity to build an ongoing relationship with the Beaufort County School District.

The preconstruction services we provide are a key differentiator that separates us from our competition. While the technologies we provide are important, our ability to communicate effectively will be critical to the success of this project or any project. As your Construction Manager at Risk, our true value is in our ability to work with all entities involved in the project to ensure that all of Client's goals are met.

COMPANY VALUES

Client First

Integrity and
Transparency

Collaboration

Innovation

Safety

Excellence

PRECONSTRUCTION

Our preconstruction efforts in South Carolina are led by our preconstruction manager, Appie Wells. Appie was instrumental in our project success at the College of Charleston, Sotille Theatre Renovation and is currently working with Clemson University on the Lehotsky Hall project. He has 11 years construction experience of which five years are with Ajax. Appie will be supported by Judd West, our Director of Preconstruction in our headquarters. Judd has 33 years of construction experience of which 26 years are with Ajax. In addition, we have an in-house staff of six estimators that will perform our design-phase estimates. Our Preconstruction Department has a proven record of delivering accurate numbers throughout all phases of our projects. This reliability will keep your project within budget.



APPIE WELLS
Preconstruction Manager

SAFETY

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

COVID-19 PROTOCOLS: Ajax places the health and safety of our employees and workers at the forefront. We are proud to be a leader in the industry and continue to adapt to the challenges in workplace environment that COVID-19 has presented. Below are a few of the unique steps Ajax has developed:

- Daily Questionnaire Survey via QR Code before entering jobsites and offices
- Face coverings for all personnel on Ajax properties and jobsites
- Limiting jobsite and office visitors
- Monitoring jobsite staffing levels
- Minimizing face to face contact by utilizing virtual meetings
- Posting COVID-19 informational signage
- Jobsite screening procedures for all workers on site
- Establishing work from home procedures
- Requiring workers to stay home if they are sick
- Providing additional resources and a work environment that promotes personal hygiene
- Implementing office and jobsite trailer cleaning protocols
- Requiring regular hand washing or use of alcohol-based hand sanitizers

SAFETY
360°
EVERYBODY | EVERYWHERE | EVERYDAY

CRIMINAL BACKGROUND CHECKS

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

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 No. 21-025

OTHER INFORMATION & DOCUMENTS

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

[2.1.1 Good Faith Bond or Letter of Credit](#)

See Page 49

[5.0 Qualifications](#)

See Page 50

[8.0 Bidding Schedule/ Price Proposal](#)

See Business Proposal Under Separate Cover

[and any appropriate attachments addressed in section 9.0 - Attachments to Solicitations.](#)

See Page 52

2.1.1 GOOD FAITH BOND OR LETTER OF CREDIT

WillisTowersWatson LLP

January 2, 2021

Re: Bonding Capacity Reference Letter

To Whom It May Concern,

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

We have determined that Ajax Building Company, LLC is capable of obtaining a performance bond and a payment bond for the Project, and the Surety for, Ajax Building Company, LLC is prepared to provide a Performance and Payment bond for the Project in the form and amount required by the Agreement. The Surety has, in the past, considered and provided bonding for individual projects in excess of \$750,000,000 and provided surety support for uncompleted work programs in excess of \$2,500,000,000.

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

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

Sincerely,



Laurie Pflug
Attorney-in-Fact for
Travelers Casualty and Surety Company of America
Liberty Mutual Insurance Company

Willis Towers Watson Insurance Services
West, Inc.
500 N. Akard St., Suite 4300
Dallas, TX 75201
612 702-4259
Laurie.pflug@willistowerswatson.com



State of Florida Department of State

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

The document number of this limited liability company is L19000160919.

I further certify that said limited liability company has paid all fees due this office through December 31, 2020, that its most recent annual report was filed on April 29, 2020, and that its status is active.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Fourth day of January, 2021*



Randy R. ...
Secretary of State

Tracking Number: 7728639134CU

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

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

5.1 QUALIFICATIONS

a. The General History and Experience of the business in providing work of similar size and scope

Please see section 4.0.1.4, page 22

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

Please see section 4.0.1.4, pages 22-24

c. List of every business for which supplies or, services substantially similar to those sought with this solicitation have been provided, at any time during the past three Years

- Clemson University
- Pasco County Schools
- Florida A&M University
- Monroe County School District
- Pasco County, Florida
- Charlotte County Schools
- Tallahassee Orthopedic Clinic
- City of Venice
- Pensacola State College
- Pinellas County School Board
- Maclay School
- UF Health Shands
- Hillsborough County Public Schools
- Jackson County Board of Commissioners
- City of St. Petersburg
- Okaloosa County Board of Commissioners
- City of Fort Walton Beach
- Volusia County
- Florida Department of Management Services
- Duval County Schools
- University of North Florida
- GEMA
- Sarasota County
- Georgia State Financing & Investment Commission
- City of Palm Coast
- Pinellas County Schools
- Augusta University
- Florida State University

d. offeror shall provide with their proposal copies of all appropriate certifications, licenses, permits, as well as evidence to support the documentation.

Please see page 50

e. list of failed projects, suspensions, debarments, and significant litigation.

None


5.2 Subcontractor Identification

If you intend to subcontract, at any tier level, with another business for any portion of the work and that portion either (1) exceeds 10% of your cost, (2) involves access to any "government information," as defined in the clause entitled "Information Security – Definitions," if included, or (3) otherwise involves services critical to your performance of the work (err on the side of inclusion), your offer must identify that business and the work that they are to perform. Identify potential subcontractors by providing the business name, address, phone, taxpayer identification number, and point of contact. In determining your responsibility, the BCSD may contact and evaluate your proposed subcontractors.

N/A

Statement of Intent

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



Signature

2/22/21

Date

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

Title: **Vice President**

Project: **RFP #21-025
Construction Management at-Risk Services
Hilton Head Island Middle School – Renovation of School on Active
Campus**



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