



CONSTRUCTION MANAGEMENT SERVICES FOR
PINELLAS COUNTY
NEW GOVERNMENT CAMPUS

RFQ NO: 25-0355-RFQ-CMAR

Ajax

AJAX BUILDING COMPANY, LLC
Part of the STO Building Group Family of Companies

Pinellas County

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SECTION 1 - QUALIFICATIONS COVER PAGE AND COVER LETTER

COVER PAGE

SUBMIT ONE (1) ELECTRONIC PDF COPY TO:

Pinellas County Purchasing, <https://secure.procurenow.com/portal/pinellasfl>

FULL LEGAL NAME OF PROPOSER: Ajax Building Company, LLC

MAILING ADDRESS: 109 Commerce Boulevard, Oldsmar, FL 34677

RFQ POINT OF CONTACT NAME & TITLE:

Tim Sewell, Regional Director

RFQ POC EMAIL ADDRESS:
tim.sewell@ajaxbuilding.com

RFQ POC PHONE NUMBER:
[813.510.1207](tel:813.510.1207)

POC FOR INVITATION #1:

Tim Sewell, Regional Director

NAME & TITLE:
Tim Sewell, Regional Director

POC FOR INVITATION: #2
[Chris Brown, Project Executive](mailto:chris.brown@ajaxbuilding.com)

EMAIL ADDRESS:
chris.brown@ajaxbuilding.com

DATE OF SUBMITTAL:
March, 6, 2025



March 6, 2025

Pinellas County Government

Pinellas Office
109 Commerce Boulevard
Oldsmar, FL 34677
813.792.3900 Phone
813.792.3938 Fax
www.ajaxbuilding.com



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

Re: Request for Qualifications, RFQ NO: 25-0355-RFQ-CMAR
Construction Manager at Risk (CMAR) For the Pinellas County New Government Campus

Members of the Selection Committee:

Ajax Building Company is pleased to present our Construction Management at Risk (CMAR) qualifications to Pinellas County for your new Government Campus Center project. We understand the County wishes to hire a CMAR firm to provide turnkey services and collaborate with multiple stakeholders to transform this site to a full-scale facility for improved government efficiency. As you review our qualifications, you will find that our experience, personnel, and commitment to our clients make us the ideal partner for this important project.

COMPANY HISTORY

Ajax was founded in 1958 and has steadily grown to become one of the Southeast's premier Construction Management firms with 295 Employees, **including 76 employees in our local Oldsmar office**. Ajax has a significant track record of providing CMAR services to local government entities **with 90% of our work being in the public sector**. Besides our experience working with the County on the St. Petersburg Courthouse, Central Energy Plant and St. Petersburg Clearwater Airport renovations, some of our local clients include Pinellas County Schools, and the Cities of Clearwater, Largo and St. Petersburg. Relevant to your project, Ajax brings extensive experience working with Government Buildings, including the 122,000 SF \$85 Million-dollar new Sarasota BOCC facility that will house County Administration, County Attorney, County Commission and other county functions. We are currently in the design phase as the Program Manager of Okaloosa County's county wide building assessment and construction program. We were recently ranked the #3 Government Contractor by Engineering News Record Southeast. Our team is entrenched in the local market and has long-standing working relationships with the high-quality local subcontractors and vendors.

INTEREST IN THE PROJECT

Ajax is excited for the opportunity to submit on this project as we feel it fits well within our expertise of CMAR delivery of Government facilities. We have reviewed in detail the programming study as well as the additional studies provided by the County, understanding the development goals that are focused on long term function, efficiency and fiduciary responsibility for the Pinellas County Citizens. Our proposed project team members have extensive CMAR experience and specifically, relevant and proven project experience with your project elements. Project Executive Chris Brown will be the main point of contact for the entire scope ensuring consistency, synergy, and reliability throughout each phase of the Government Center project. The balance of our proposed team was selected based on their extensive experience with Government Administration and Court facilities; as well, as many of the team is local to Pinellas County. Our entire team will work to efficiently to maximize budget and resources and work closely with the stakeholders to provide alternate phasing approaches to improve methods for construction start and duration dates, as specified by the County.

As on all our projects, we aggressively invest in the local MWBE / SBE companies to further their growth and capabilities. We see this as a Company commitment to engage heavily in our efforts for MWBE/SBE inclusion. In this regard we have partnered on this project with a local MWBE / SBE firm in an Association Agreement with Phinazee Construction & Consulting Services, Inc. Our goal is to work with them and many others of the local MWBE / SBE community as the project moves through preconstruction and into construction.

BUSINESS PHILOSOPHY

Ajax's philosophy is etched in our slogan, "**Quality Builds its Own Reputation**". Our **repeat clients, which makeup 85% of our work**, will tell you that Ajax's mission is to make sure your project goals are achieved. Ajax will approach your project like we have with each of our other 1,000 CMAR projects for more than 140 public entities. We are able to make a commitment to meeting budget and schedule requirements by working in an environment of trust, through an "open-book" process, and teamwork with County staff, design team members, and all stakeholders. We will be an active team member during the design phase and will provide constructability reviews, cost

estimates, value engineering ideas and utilize our experience with related projects to provide "lessons learned." We will work closely with the design team to design and construct the facility to be efficiently expanded in the future.

In closing, I am committed to ensuring our teams resources are available for your project. I believe our proposed team's relevant Government and Justice expertise in the CMAR process; knowledge of the local market; and proven track record of commitment to time and budget requirements; will provide the credentials that makes Ajax the ideal choice to be your Construction Management partner. We take pride in the exceptional level of customer service and care we put into each project. We are excited for the opportunity to help you achieve your vision and exceed your goals for the new Government Center. Should you have any additional questions, please do not hesitate to contact me directly at 813.792.3903 or bill.byrne@ajaxbuilding.com.

Principals: Bill Byrne – Chief Executive Officer
Jay Smith – President
Tim Sewell – Regional Director

Oldsmar Office
Tallahassee Office
Oldsmar Office

Sincerely,
Ajax Building Company, LLC


William P. Byrne
Chief Executive Officer

Full legal company name, including any fictitious name(s), and Company type:
Ajax Building Company, LLC

Physical street address and mailing address (if different), including any other location(s) which may perform portions of the Services:

The submitting office for the Pinellas County RFQ CMAR Pinellas Government Campus will be our Oldsmar office located at 109 Commerce Boulevard, Oldsmar, FL 34677. For information purposes, our headquarters is located at 1080 Commerce Boulevard, Midway, FL 32343.

Primary point of contact information (name, title, phone, email), and any secondary or supplemental point(s) of contact information:

The Primary Point of Contact: Tim Sewell, Principal-in-Charge, 813.510.1207, tim.sewell@ajaxbuilding.com.
The secondary point of contact: Chris Brown, Project Executive, 813.539.2771, chris.brown@ajaxbuilding.com.

Names and titles of principals, partners, or owners, as applicable:

Corporate officers include CEO, William P. Byrne; President, John "Jay" B. Smith, II; Secretary, Appling S. Wells, V; Treasurer, Brian Desotell

Brief statement of company history (date of establishment, number of years in business, number of employees, etc.) and business philosophy:

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 67 years later. Ajax now has more than 295 employees with 76 based in our Oldsmar office.

Brief statement regarding the Respondent's interest in this project.

At Ajax, our goal is to help the Owner obtain the vision for their project. Our interest is in helping Pinellas County build the New Government Campus to the best quality possible with a CMAR who will ensure their vision and dream are met. We stand by our Motto at Ajax that "Quality Builds Its Own Reputation."

90%
CMAR
PROJECTS

28

YEARS IN
PINELLAS COUNTY

1,000+
CMAR PROJECTS

295
TOTAL
EMPLOYEES

95%
PUBLIC SECTOR
PROJECTS

3

GOVERNMENT
CONTRACTOR IN
SOUTHEAST

20+

YEAR COMMITMENT TO
FL ASSOCIATION OF
COUNTIES

214
GOVERNMENT
PROJECTS

SECTION 2 - COMPANY, STAFF & TEAM QUALIFICATIONS

Proposer should provide documentation to fully demonstrate the qualification, education, and abilities of key personnel for the Proposer, as well as any proposed subcontractors that will be performing services, if awarded. The required documentation should include, at a minimum:

Key Personnel – Identify all key personnel proposed to perform services, if awarded, including the role they are proposed to perform on this project.

KEY PERSONNEL

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 each building on campus. We have listed multiple teams to be able to achieve your project schedule goals. They understand the importance of communication and coordination required to work with multiple stakeholders within the County. We bring depth in staff and financial strength to deliver multiple buildings for you with our bonding capability of \$750 Million Per Project and an aggregate of \$2.5 Billion in total projects.

CORE MANAGEMENT

CORE MANAGEMENT

BILL BYRNE, Executive Support
TIM SEWELL, Principal-In-Charge
CHRIS BROWN, Project Executive
ANGEL WOOD-MARK, MWBE/SBE Partner
Phinazee Construction Consulting Services, Inc.
RICK GUERRA, General Superintendent

ONSITE TEAM

STEVEN MCRAE, Lead Senior Project Manager
JODY BROWN, Lead Senior Superintendent
TUCKER NORDMAN, Sitework / Civil Superintendent
DAVID BLACK, MEP Superintendent
FRANK QUARRELLA, Safety Manager

COURTS & SHARED PUBLIC SPACE

COURTS & SHARED PUBLIC SPACE ONSITE TEAM

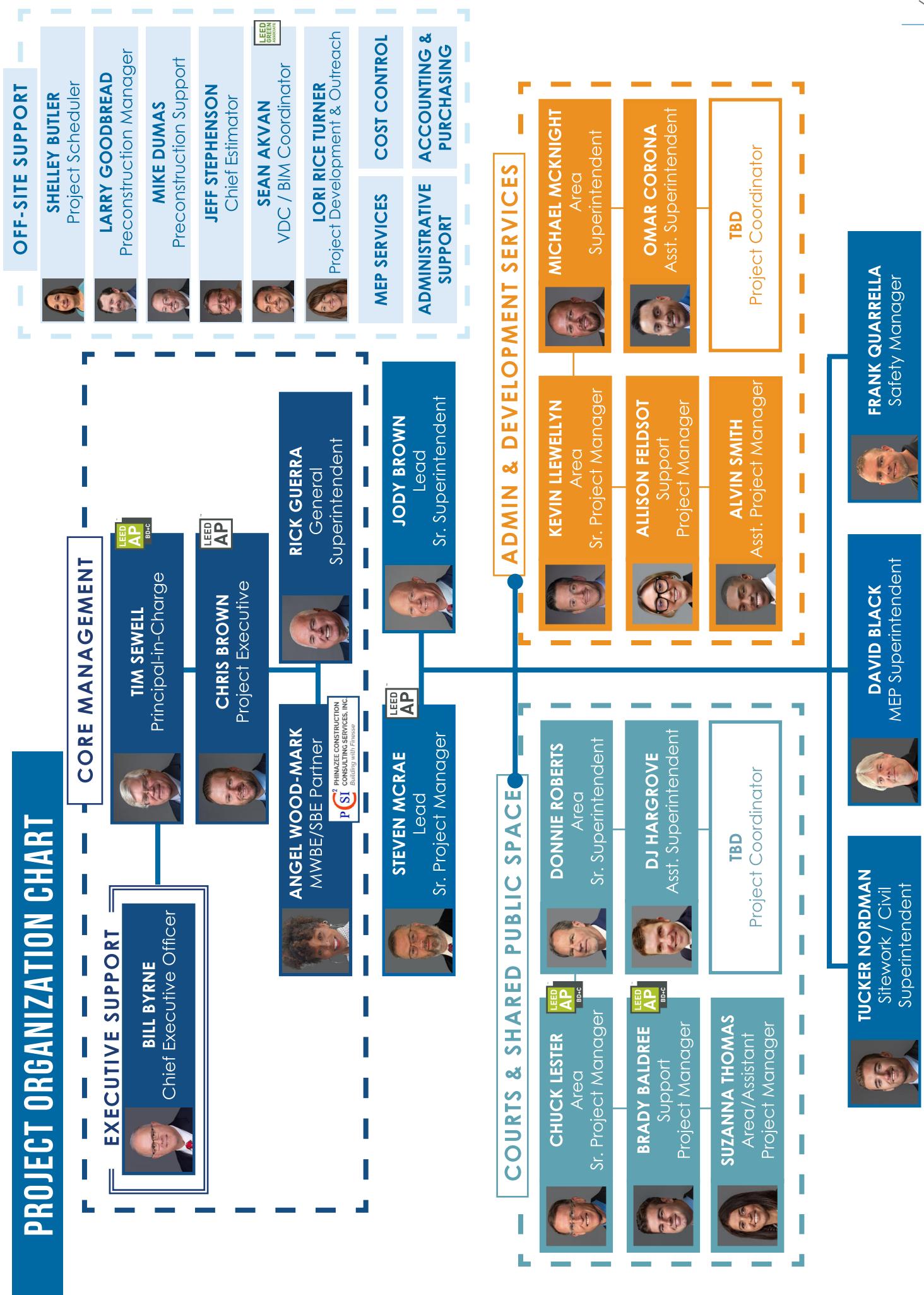
CHUCK LESTER, Area Project Manager
BRADY BALDREE, Support Project Manager
SUZANNA THOMAS, Assistant Project Manager
DONNIE ROBERTS, Area Senior Superintendent
DJ HARCROW, Assistant Superintendent

ADMIN & DEVELOPMENT SERVICES

ADMIN & DEVELOPMENT SERVICES ONSITE TEAM

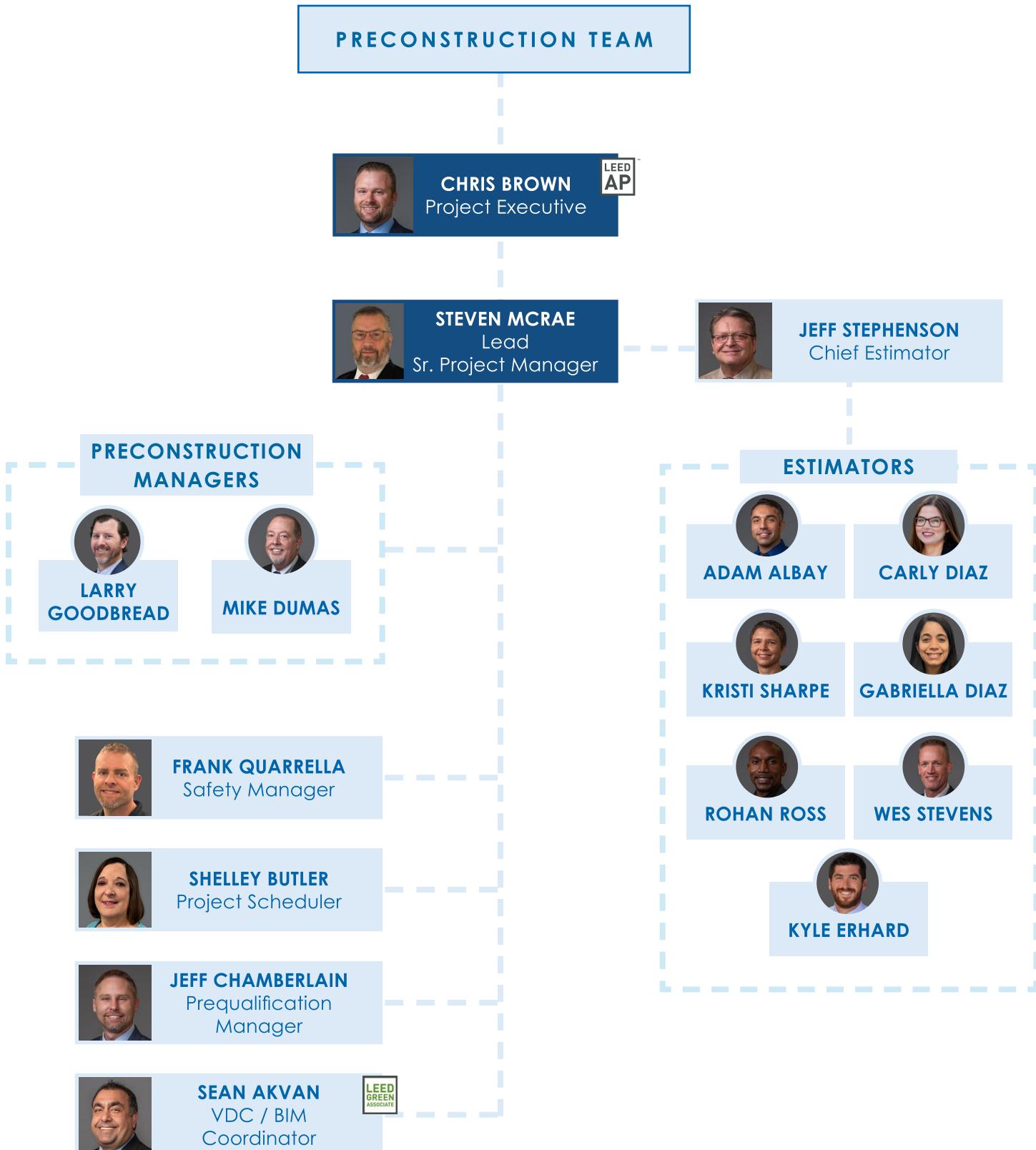
KEVIN LLEWELLYN, Area Project Manager
ALLISON FELDSOT, Support Project Manager
ALVIN SMITH, Assistant Project Manager
MICHAEL MCKNIGHT, Area Senior Superintendent
OMAR CORONA, Assistant Superintendent

PROJECT ORGANIZATION CHART



PROJECT ORGANIZATIONAL CHART

PRECONSTRUCTION TEAM





BILL BYRNE

CEO/EXECUTIVE SUPPORT

CORE
MANAGEMENT

PROFILE

Bill oversees the business operations for Ajax and has been with the Company for the past 31 years and has more than 40 years of experience in the construction management at risk, design/build and general contracting fields. His project portfolio exceeds \$4 billion which includes past successful projects in Pinellas County as well as large government facilities. As a resident of Pinellas County, Bill will be available for key meetings and presentations to the BOCC throughout the entire process.

EXPERIENCE

Sarasota County Administration Building "CAC"	\$84,805,420	122,000 SF
University of Florida Malachowsky Data Sciences & Information Technology Building	\$122,611,295	263,000 SF
University of Florida Public Safety & Centrex Building Renovation	\$21,582,528	50,972 SF
City of St. Petersburg Police Department Headquarters	\$62,162,731	294,112 SF
Santa Rosa County Judicial Center Complex	\$44,037,047	115,104 SF
Okaloosa County Okaloosa County Courthouse	\$25,416,969	68,000 SF
Florida State University Student Union	\$130,023,549	239,710 SF
Orlando Utilities Commission St. Cloud Operations & Maintenance Facility	\$64,958,890	77,605 SF
City of Clearwater City Hall	\$44,800,000	41,679 SF
City of North Port New Police Headquarters	\$90,000,000	108,900 SF

EDUCATION

B.S. BUILDING CONSTRUCTION
UNIVERSITY OF FLORIDA

YEARS OF EXPERIENCE

JOINED AJAX - 1993
STARTED IN CONSTRUCTION - 1981

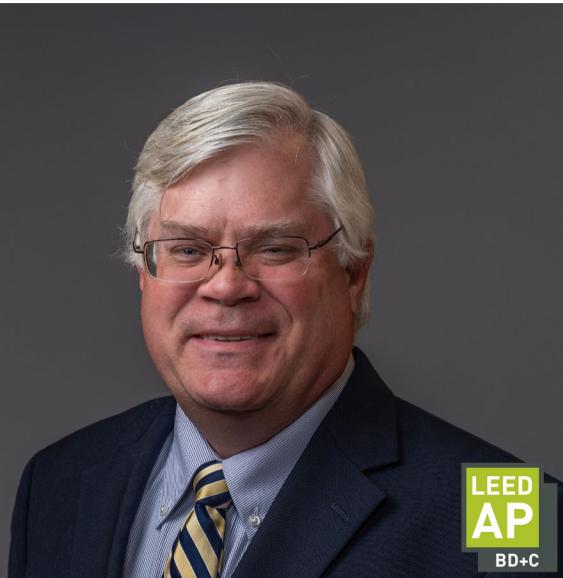
CERTIFICATIONS

CERTIFIED GENERAL CONTRACTOR
(GA, FL, NC, SC)

PROFESSIONAL AFFILIATIONS

UF RINKER INDUSTRY ADVISORY BOARD
MEMBER





CORE
MANAGEMENT

TIM SEWELL

PRINCIPAL-IN-CHARGE

PROFILE

With 37 years of experience, Tim will serve as the Principal-in-Charge for this project. His primary role is to ensure that the full resources of Ajax are available to successfully deliver projects on time, in budget, and with the highest quality of workmanship. His leadership and communication skills will benefit the project working with multiple stakeholders. Tim will be available for County Commission meetings to ensure the success of this project. He brings the experience of projects similar to the New Government Campus project.

EXPERIENCE



EDUCATION

B.S. CIVIL ENGINEERING TECHNOLOGY
SOUTHERN COLLEGE OF TECHNOLOGY

YEARS OF EXPERIENCE

JOINED AJAX - 2018
STARTED IN CONSTRUCTION - 1988

CERTIFICATIONS

CERTIFIED GENERAL CONTRACTOR (FL)
LEED AP BD+C

Sarasota County Administration Building "CAC"	\$84,805,420	122,000 SF
Sarasota County Emergency Services Administration Building	\$13,154,188	28,413 SF
City of Clearwater City Hall	\$44,800,000	41,679 SF
Pinellas County Keller Operations Center	\$4,010,000	26,000 SF
Monroe County Emergency Operations Center	\$28,958,443	25,799 SF
City of North Port New Police Headquarters	\$90,000,000	108,900 SF
City of Clearwater Police Department District 3 Operations & Training Center	\$11,245,816	22,128 SF
City of Tallahassee Police Department Headquarters	\$138,000,000	216,962 SF
Florida Department of Agriculture & Consumer Service Conner Complex New Office Facility	\$160,000,000	254,000 SF





CORE
MANAGEMENT

CHRIS BROWN

PROJECT EXECUTIVE

PROFILE

As Project Executive and a resident of Pinellas County, Chris will ensure all of Ajax's resources are available to Pinellas County. His expertise in construction methods and insight of labor and material trends will help the team properly manage the subcontractor and procurement processes. In addition to Chris's managerial role, he will be second set of eyes overseeing the quality of construction, while ensuring that the New Government Campus project will be completed within budget and on time.

EXPERIENCE



EDUCATION

B.S. BUSINESS ADMINISTRATION
A.S. ARCHITECTURE & BUILDING SCIENCE
ST. PETERSBURG COLLEGE

YEARS OF EXPERIENCE

JOINED AJAX - 2019
STARTED IN CONSTRUCTION - 2005

CERTIFICATIONS

LEED AP
PROJECT MANAGEMENT PROFESSIONAL

City of Clearwater

City Hall \$44,800,000 41,679 SF

City of Clearwater

Police Department District 3 Operations & Training Center \$11,245,816 22,128 SF

City of Clearwater

Municipal Services Building Renovation \$10,000,000 40,000 SF

Polk County

Mulberry Fire Rescue Station \$2,900,000 7,800 SF

Sumter County

Courthouse Parking Garage \$6,521,000 113,550 SF

City of Sarasota

State Street Parking Garage \$11,800,000 178,450 SF

Department of Corrections

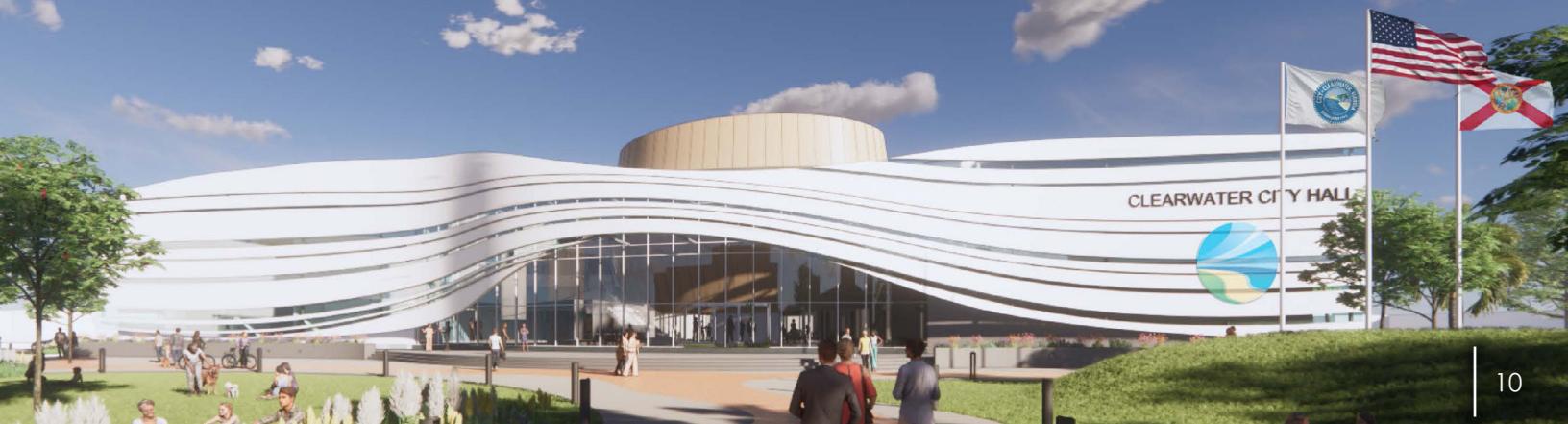
Washington Correctional Institute \$43,450,000 209,500 SF

Florida Sheriff's Association

New Headquarters Facility \$4,574,682 15,500 SF

Pinellas County Schools

Northeast High School Renovations \$7,254,007 50,825 SF





PC² CSI PHINAZEE CONSTRUCTION
CONSULTING SERVICES, INC.
Building with Finesse

CORE
MANAGEMENT

ANGEL WOOD-MARK MWBE/SBE PARTNER

PROFILE

Angel oversees Phinazee Construction Consulting Services, Inc. and will serve as our WMBE partner for this project. Angel has 25 years experience leading and managing construction projects for commercial building including structural elements, architectural elements. HVAC systems, plumbing, natural gas, site utilities, mechanical systems, chemical systems. and process piping. Skilled in cost estimating, equipment procurement, delivery tracking, scheduling, payment application and invoice processing. With her exceptional leadership and analytical skills with a knack for finding solutions to unforeseen construction difficulties: known for overcoming obstacles to maintain budgets and timelines. Angel has established excellent communication skills with the ability to establish rapport with owners, engineers, subcontractors and inspectors. Demonstrates excellent follow-through from start to completion on every project.

EXPERIENCE

City of St. Petersburg

Fleet Fueling Station Improvements

City of St. Petersburg

SW, NW, NE WRF Operations & Maintenance Buildings

Hillsborough County Public Schools

2026 Referendum (Year 8) Projects

Steinbrenner High School HVAC Repair/Replacement

San Carlos San Jose Park - Tampa, Florida

Built Park for City

Royal Touch Salon - Brandon, Florida

Interior/Exterior Renovation

McKay Bay North Chute - Tampa, Florida

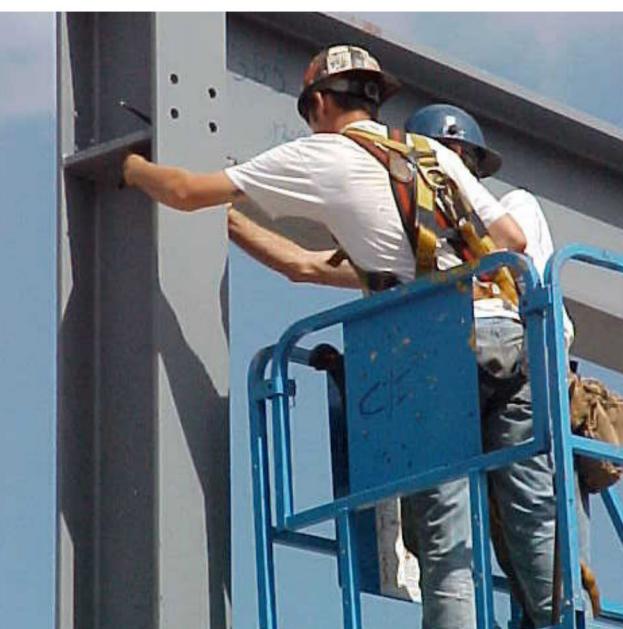
North Chute Permanent Fix

McKay Bay South Chute - Tampa, Florida

South Chute Repair

Youth & Teen Center - Millington, Tennessee

Interior Repair and Paint



EDUCATION

B.S. BUILDING CONSTRUCTION
UNIVERSITY OF FLORIDA

YEARS OF EXPERIENCE

FOUNDED PHINAZEE - 2016
STARTED IN CONSTRUCTION - 2000

CERTIFICATIONS

FL CERTIFIED GENERAL CONTRACTOR
PLUMBING LICENSE
MEMBER OF CHAMBER OF COMMERCE
OF VALENCIA COUNTY



CORE
MANAGEMENT

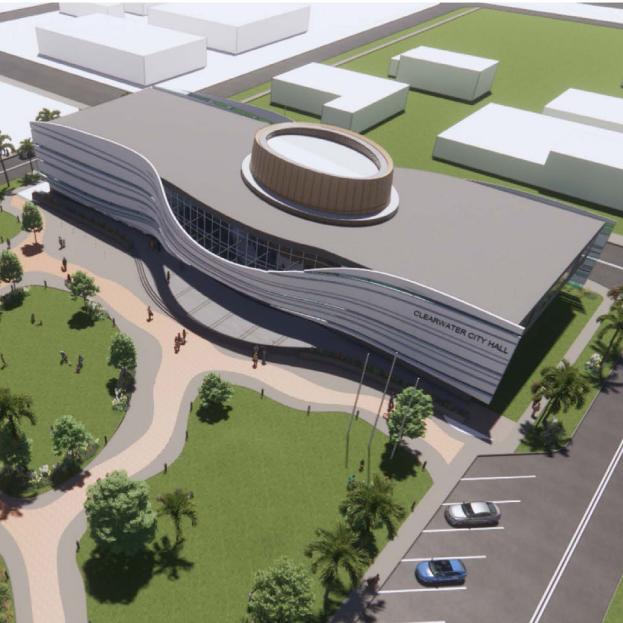
RICK GUERRA

GENERAL SUPERINTENDENT

PROFILE

Rick oversees the day-to-day operations of the on-site construction activities for projects throughout the Region. Understanding the construction methods, systems and approaches that are being utilized throughout the region ensure each of Rick's project are operating in the most cost effective and efficient manner. Rick brings specific project experience working with Public Clients on complex projects, with many of his projects similar to the scope of work for Pinellas County.

EXPERIENCE



YEARS OF EXPERIENCE

JOINED AJAX - 2002
STARTED IN CONSTRUCTION - 1982

CERTIFICATIONS

FLORIDA CERTIFIED CARPENTER
OSHA CERTIFIED
CPR & FIRST AID TRAINED

Sarasota County

Administration Building "CAC"

\$84,805,420 122,000 SF

University of Florida

Malachowsky Data Sciences & Information Technology Building

\$122,611,295 263,000 SF

University of Florida

Public Safety & Centrex Building Renovation

\$21,582,528 50,972 SF

City of St. Petersburg

Police Department Headquarters

\$62,162,731 294,112 SF

Santa Rosa County

Judicial Center Complex

\$44,037,047 115,104 SF

Okaloosa County

Okaloosa County Courthouse

\$25,416,969 68,000 SF

Florida State University

Student Union

\$130,023,549 239,710 SF

Orlando Utilities Commission

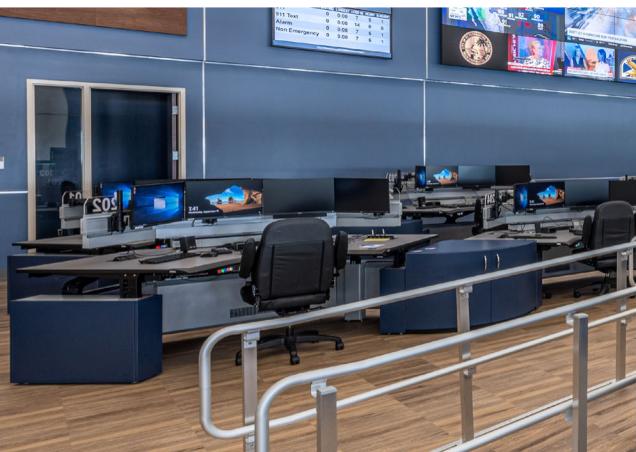
St. Cloud Operations & Maintenance Facility

\$64,958,890 77,605 SF

City of Clearwater

City Hall

\$44,800,000 41,679 SF





STEVEN MCRAE

LEAD

SENIOR PROJECT MANAGER

PROFILE

Steven 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 the project. Steven will also be responsible for all on-site activities, including cost control analysis, scheduling, materials procurement, subcontractor pre-qualification and management, local participation programs, structure analysis, and quality assurance, as well as the Owner Direct Purchase Program.

EXPERIENCE



EDUCATION

B.S. CONSTRUCTION MANAGEMENT
WENTWORTH INSTITUTE OF TECHNOLOGY

YEARS OF EXPERIENCE

JOINED AJAX - 2023
STARTED IN CONSTRUCTION - 1999

CERTIFICATIONS

LEED AP
OSHA 10
CPR & FIRST AID CERTIFIED

City of Mount Dora

Public Works Facility

\$24,954,392 29,019 SF

Florida Department of Corrections

Lake Correctional Mental Health Unit

\$158,163,339 350,000 SF

World Wrestling Entertainment (WWE)

Interior Column Replacement Project

\$162,229 Various SF

United States Army Corps of Engineers

Wideband Satellite Operations/Data Center, 6 Megawatt 2n

\$13,000,000 30,000 SF

United States Navy

Building 1

\$4,600,000 9,000 SF

United States Navy

Building 168 Phase 1

\$2,400,000 Various SF

United States Navy

Building 168 Phase 2

\$11,000,000 Various SF

United States Naval Academy

Luce Hall Renovations

\$13,000,000 100,000 SF





JODY BROWN

LEAD SENIOR SUPERINTENDENT

PROFILE

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

EXPERIENCE



YEARS OF EXPERIENCE

JOINED AJAX - 2017

STARTED CONSTRUCTION - 1982

CERTIFICATIONS

FIRST AID CPR CERTIFIED

CLASS "A" GENERAL CONTRACTOR

CURRENT ASSIGNMENT

LAKE CORRECTIONAL MENTAL HEALTH UNIT

Sarasota County

Administration Building "CAC"

\$84,805,420 122,000 SF

City of St. Petersburg

Police Department Headquarters

\$62,162,731 294,112 SF

City of Venice

Public Safety Facility

\$11,961,171 31,421 SF

Sarasota Fire Station

Fire Station 21 Renovations & Addition

\$3,432,357 9,356 SF

Sumter County

Jail Expansion

\$17,263,903 38,662 SF

Pasco County

Detention Facility

\$20,000,000 300,000 SF

FL Department of Corrections

Lancaster Correctional Institution

\$14,000,000 29,240 SF

Florida Department of Corrections

Lake Correctional Mental Health Unit

\$158,163,339 350,000 SF





EDUCATION

B.S. CONSTRUCTION MANAGEMENT
UNIVERSITY OF FLORIDA

YEARS OF EXPERIENCE

JOINED AJAX - 2018
STARTED IN CONSTRUCTION - 2018

CERTIFICATIONS

OSHA 30
CPR CERTIFIED
ISPE CGMP FUNDAMENTALS

TUCKER NORDMAN

SITWORK / CIVIL SUPERINTENDENT

PROFILE

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

EXPERIENCE

Sarasota County

Emergency Services Administration Building \$13,154,188 28,413 SF

Volusia County

Sheriff's Evidence Storage Facility \$12,065,005 29,646 SF

Trimark Properties

Ingenuity Office 1st Floor Build Out \$934,999 9,500 SF

University of Florida Health

Shands IT Tower \$5,370,496 6,265 SF

University of Florida Health

Halifax Health Medical Center of Deltona \$90,000,000 196,000 SF

Hillsborough County Public Schools

Robinson High School \$58,433,450 245,160 SF

Florida State University

Student Union \$130,023,549 239,710 SF





DAVID BLACK

MEP SUPERINTENDENT

PROFILE

David will assist the Superintendents for both teams with the overall construction of the project, while his expertise with mechanical systems will have him focus on the MEP trades. His primary responsibility will be to ensure the project is constructed in compliance with the design documents, within budget and on schedule. He will also assist in planning the work schedule, determining manpower levels, and material quantities.

EXPERIENCE



YEARS OF EXPERIENCE

JOINED AJAX - 2021
STARTED IN CONSTRUCTION - 1986

CERTIFICATIONS

OSHA 30
CPR & FIRST AID CERTIFIED

University of Florida

Malachowsky Data Sciences & Information Technology Building \$122,611,295 263,000 SF

Santa Rosa County

Judicial Center Complex \$44,037,047 115,104 SF

Florida State University

Student Union \$130,023,549 239,710 SF

Orlando Utilities Commission

St. Cloud Operations & Maintenance Facility \$64,958,890 77,605 SF

City of Tallahassee

Police Department Headquarters \$138,000,000 216,962 SF

Florida State University

Academic Health Center \$11,593,184 137,402 SF

City of Clearwater

Police Department District 3 Operations & Training Center \$11,245,816 22,128 SF

Georgia World Congress Center

 \$10,000,000 3,900,000 SF

Washington County

County Buildings \$950,000 Various SF





CHUCK LESTER

AREA

SENIOR PROJECT MANAGER

COURTS
& SHARED PUBLIC SPACE

PROFILE

Chuck has over four decades of professional construction services experience and understands the important elements of working adjacent to active facilities. His depth of expertise in field issues has fostered strengths in team management skills and project team leadership applications that have made his projects extremely successful. Based on Chuck's depth of experience, you can be assured that when he brings a field conflict issue to the attention of the owner representative, he will also provide a resolution. This is a project team leader that every owner desires to have the opportunity to lead their next project.

EXPERIENCE



EDUCATION

B.S. BUILDING CONSTRUCTION
AUBURN UNIVERSITY

YEARS OF EXPERIENCE

JOINED AJAX - 2000
STARTED IN CONSTRUCTION - 1980

CERTIFICATIONS

LEED AP BD+C

Santa Rosa County Judicial Center Complex	\$44,037,047	115,104 SF
Eastern Florida State College Public Safety Complex	\$17,538,398	67,660 SF
Florida Department of Law Enforcement Crime Laboratory and Office Building	\$23,912,620	91,587 SF
City of Tallahassee Police Department Headquarters	\$138,000,000	216,962 SF
Jackson County Courthouse Renovations	\$5,022,467	Various SF
Florida Department of Law Enforcement Headquarters Facility Fume Hood Upgrades	\$833,485	9,600 SF
Corporate Center. IV Office Building and Parking Deck	\$65,000,000	700,000 SF
Corporate Center. V Office Building	\$65,000,000	687,000 SF





COURTS
& SHARED PUBLIC SPACE

BRADY BALDREE

SUPPORT PROJECT MANAGER

PROFILE

As the Support Project Manager, Brady is responsible for supporting Chuck in 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 the daily monitoring the project. Brady is also responsible for all onsite activities, including: cost control analysis, scheduling, materials procurement, subcontractor pre-qualification and management, local participation programs, structure analysis, and quality assurance.

EXPERIENCE



EDUCATION

B.S. CONSTRUCTION MANAGEMENT
UNIVERSITY OF FLORIDA

YEARS OF EXPERIENCE

JOINED AJAX - 2018
STARTED IN CONSTRUCTION - 2018

CERTIFICATIONS

LEED AP BD+C
OSHA 30

City of St. Petersburg

Police Department Headquarters

\$62,162,731 294,112 SF

Sarasota County

Emergency Services Administration
Building

\$13,154,188 28,413 SF

Hillsborough County Public Schools

Robinson High School

\$58,178,259 245,160 SF

Hillsborough County Public Schools

Witter Elementary School

\$2,895,437 60,000 SF

Hillsborough County Public Schools

Memorial Middle School Referendum

\$4,621,780 64,830 SF

Hillsborough County Public Schools

Spoto High School Classroom Addition

\$10,395,639 31,031 SF

Hillsborough County Public Schools

Schwarzkopf Elementary

\$1,498,756 N/A SF

Hillsborough County Public Schools

Bellamy Elementary School
Renovations

\$2,394,678 22,210 SF



COURTS
& SHARED PUBLIC SPACE

SUZANNA THOMAS

AREA/ASSISTANT PROJECT MANAGER

PROFILE

Suzanna will assist Chuck & Brady with technical aspects of the project. She will assist in interpreting blueprints/drawings for installing materials, and resolve conflicts or errors with the drawings. She will also prepare field design change requisitions and "as built" drawings and prepare all required documentation records such as status reports, punch lists, sketches of work already done, material requirement calculations, etc.

EXPERIENCE

Santa Rosa County
Judicial Center Complex \$44,037,047 115,104 SF

City of Tallahassee
Police Department Headquarters \$138,000,000 216,962 SF

Okeechobee County
Sheriff's Department Jail Renovation/
Expansion \$60,000,000 155,000 SF

Northwest Florida State College
Building 420 Renovation, Allied Health
& Nursing \$21,836,029 69,930 SF

Tallahassee Orthopedic Clinic
New 'Canopy' Clinic \$14,987,661 38,418 SF

Albany State University
Nursing/Health Sciences Simulation
Lab \$7,943,552 17,455 SF



EDUCATION

B.S. ARCHITECTURE
MINOR IN CONSTRUCTION
FLORIDA A&M UNIVERSITY

YEARS OF EXPERIENCE

JOINED AJAX - 2019
STARTED IN CONSTRUCTION - 2019



COURTS
& SHARED PUBLIC SPACE

DONNIE ROBERTS

AREA SENIOR SUPERINTENDENT

PROFILE

Donnie's primary function will be to coordinate and supervise all onsite subcontractor activities, but he will also be involved in key elements of the preconstruction process. During preconstruction, Donald will assist with the development of the detailed project schedule, scope clarifications for the bid packages, and the constructability reviews for each phase of design. During construction, he will oversee the total construction effort to ensure that the project is constructed in accordance with programmed design, budget and schedule. Donnie will review the construction plan and schedule daily to coordinate the subsequent jobsite activities. The constant review process identifies issues early, before they become problems in the project schedule.

EXPERIENCE



YEARS OF EXPERIENCE

JOINED AJAX - 2020
STARTED IN CONSTRUCTION - 1982

CERTIFICATIONS

FIRST AID
CPR CERTIFIED
OSHA 30

Sarasota County

Administration Building "CAC" \$84,805,420 122,000 SF

City of Clearwater

Police Department District 3 Operations & Training Center \$11,245,816 22,128 SF

Charlotte County

Justice Center Renovations & Additions \$15,778,536 64,735 SF

City of Tampa

Old City Hall Historic Renovation \$10,000,000 N/A SF

U.S. Army

Fort Meade Exchange Center \$26,200,000 N/A SF

Orlando International Airport

Optimization \$33,300,000 Various SF

EnviroFocus Technologies

Industrial Hygiene Facility (LEED) \$5,200,000 25,000 SF

Tampa Bay

History Center \$20,000,000 60,000 SF



COURTS
& SHARED PUBLIC SPACE

DJ HARCROW

ASSISTANT SUPERINTENDENT

PROFILE



YEARS OF EXPERIENCE

JOINED AJAX - 2021
STARTED IN CONSTRUCTION - 2009

CERTIFICATIONS

OSHA 10 & 30
NCCER HEAVY EQUIP. OPERATOR
SCAFFOLDING BUILDER
SPACE
HIGH REACH, SCISSOR LIFT

EXPERIENCE

City of Clearwater

Police Department District 3 Operations \$11,245,816 22,128 SF
& Training Center

Monroe County

Emergency Operations Center \$28,958,443 25,799 SF

University of South Florida

Sports Facility Stadium \$30,000,000 54,000 SF

St. Joe's North

Heart Surgery Recovery Center Renovation \$1,500,000 7,500 SF

All Children's Hospital

Pharmacy Renovation \$2,000,000 6,500 SF

Pinellas County Schools

Pinellas Technical College Renovation \$17,292,924 258,000 SF

Harbour Island

Chiller Replacement \$3,000,000 Various SF





EDUCATION

EDUCATION
A.A.S. CONSTRUCTION MANAGEMENT
STATE COLLEGE OF FLORIDA

YEARS OF EXPERIENCE

JOINED AJAX - 2024
STARTED IN CONSTRUCTION - 2009

CERTIFICATIONS

OSHA 30, CPR, FIRST AID, PROCORE PM,
OSHA ACADEMY 192 HR CONSTRUCTION
SAFETY & HEALTH PROFESSIONAL

KEVIN LLEWELLYN

AREA

SENIOR PROJECT MANAGER

PROFILE

As the Area Senior Project Manager, Kevin will supervise the project managers and assistant project managers. His main responsibilities include overall management of the field project team, monitoring budget and schedule performance, and overseeing quality of work. Kevin brings current and relevant expertise for County Facilities with the almost complete Sarasota County Administration Building project.

EXPERIENCE

Sarasota County Administration Building "CAC"	\$84,805,420	122,000 SF
City of Venice Fire Station 1 / City Hall Expansion & Renovation	\$15,500,000	19,000 SF
Sarasota County Fire Station 23	\$8,000,000	10,000 SF
Cedar Hammock Fire District Fire Training Tower	\$1,700,000	8,750 SF
Department of Veteran's Affairs Animal Research Facility Bay Pines, FL	\$10,000,000	24,000 SF
Department of Defense Michie Stadium Concourse Replacement	\$7,000,000	30,000 SF
National Park Service African Burial Grounds Museum	\$8,000,000	20,000 SF





ADMIN &
DEVELOPMENT SERVICES

ALLISON FELDSOTT

SUPPORT PROJECT MANAGER

PROFILE

Allison 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 the project. She will also be responsible for all on-site activities, including cost control analysis, scheduling, materials procurement, subcontractor pre-qualification and management, local participation programs, structure analysis, and quality assurance, as well as the Owner Direct Purchase Program.

EXPERIENCE



EDUCATION

B.S. CONSTRUCTION MANAGEMENT
PURDUE UNIVERSITY

YEARS OF EXPERIENCE

JOINED AJAX - 2024
STARTED IN CONSTRUCTION - 2014

CERTIFICATIONS

OSHA 10, OSHA 30, 38 HR RIGGING
SUPERVISOR, USACE QUALITY CONTROL
MANUAL CERTIFIED

City of Clearwater City Hall	\$44,800,000	41,679 SF
United States Army Corps of Engineers Classified Project	\$93,000,000	3,724'
New York City Department. of Transportation Manhattan Bridge Rehabilitation	\$76,000,000	6,855'
New York City Department. of Transportation Fore River Vertical Lift Bridge Replacement	\$247,000,000	2,216'
New York City Department. of Transportation Gowanus Expressway Steel Repair Contract #D263007	\$63,000,000	3.8 miles
New York City Department. of Transportation Emergency Contract for Restoration of the Electrical and Mechanical Systems of 12 Movable Bridges	\$70,000,000	Various Lengths
Port Authority of New York and New Jersey LGA CTB Rehabilitation	\$4,000,000,000	1,350,000 SF





ADMIN &
DEVELOPMENT SERVICES

ALVIN SMITH

ASSISTANT PROJECT MANAGER

PROFILE

Alvin will assist Kevin & Allison with technical aspects of the project. She will assist in interpreting blueprints/drawings for installing materials, and resolve conflicts or errors with the drawings. He will also prepare field design change requisitions and "as built" drawings and prepare all required documentation records such as status reports, punch lists, sketches of work already done, material requirement calculations, etc.

EXPERIENCE

Pasco County Schools Cypress Elementary School \$22,000,000 72,000 SF

Wakulla County School District Wakulla Bus Garage - Retrofit to Vocational Classrooms \$1,445,000 5,026 SF

Walton County School District Freeport Middle School \$83,000,000 157,443 SF

HCA Breakfast Point Freestanding Emergency Room \$7,250,000 10,860 SF

HCA Lake Jackson Freestanding Emergency Room \$10,000,000 10,000 SF

HCA Southwood Freestanding Emergency Room \$7,000,000 10,000 SF

EDUCATION

B.S. ARCHITECTURAL STUDIES
FLORIDA A&M UNIVERSITY

YEARS OF EXPERIENCE

JOINED AJAX - 2024
STARTED IN CONSTRUCTION - 2015

CERTIFICATIONS

OSHA 10
CPR CERTIFIED

PROFESSIONAL AFFILIATIONS

ABC YOUNG PROFESSIONALS NORTH
FLORIDA - NETWORKING CHAIR - 2023



MICHAEL MCKNIGHT

AREA SUPERINTENDENT

PROFILE

Michael will coordinate and supervise all onsite subcontractor activities. During preconstruction, he will develop the detailed project schedule, scope clarifications for the bid packages, and the constructability reviews for each phase of design. During construction, he will oversee the total construction effort to ensure that the project is constructed in accordance with programmed design, budget and schedule. Michael brings extensive law enforcement experience in the State of Florida and also understands the latest construction techniques for Public Safety and Law Enforcement Buildings.

EXPERIENCE



YEARS OF EXPERIENCE

JOINED AJAX - 2017
STARTED IN CONSTRUCTION - 2004

CERTIFICATIONS

OSHA 30
RED CROSS FIRST AID/CPR/AED
CERTIFIED HOME INSPECTOR
AERIAL WORK PLATFORM OPERATOR
CERTIFIED FLORIDA STORM WATER
INSPECTOR

Columbia County

Detention Facility \$15,732,991 37,514 SF

Sumter County

Sheriff & Fire Training Complex & Service Center \$52,808,541 95,263 SF

Flagler County

Sheriff's District 3 Administration Facility \$19,783,113 57,615 SF

Florida Sheriff's Association

New Addition \$938,954 4,750 SF

City of St. Petersburg

Police Department Headquarters \$62,162,731 294,112 SF

Sarasota County

Venice Library \$9,337,812 26,574 SF

Tampa International Airport

Airside "C" \$134,800,000 315,000 SF





OMAR CORONA ASSISTANT SUPERINTENDENT

PROFILE

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

EXPERIENCE

U.S. Navy Naval Support Mid-South Armory	Confidential	10,000 SF
U.S. Air Force MacDill AFB Medical Center Exterior Renovation	\$5,200,000	160,000 SF
Pasco County Schools Skybrooke K-8 School	\$68,670,132	180,000 SF
Manatee County Schools Lakewood Ranch High School Classroom Addition	\$15,298,943	32,000 SF
Pasco County Schools Land O' Lakes High School Renovations & Additions	\$28,000,000	160,000 SF
Pasco County Schools Starkey Ranch K-8 School	\$45,500,000	190,000 SF
Pasco County Schools Hudson High School Renovations & Additions	\$36,000,000	160,000 SF

YEARS OF EXPERIENCE

JOINED AJAX - 2023
STARTED IN CONSTRUCTION - 2013

CERTIFICATIONS

OSHA 30
NPDES CERTIFIED CONSTRUCTION
INSPECTOR



ADMIN &
DEVELOPMENT SERVICES



LARRY GOODBREAD PRECONSTRUCTION MANAGER

As the Preconstruction Manager, Larry 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, Larry will ensure the tone of this project to be delivered on time and in budget is established early.

EDUCATION

B.S. CONSTRUCTION
MANAGEMENT
UNIVERSITY OF FLORIDA
ROYAL MELBOURNE INSTITUTE OF
TECHNOLOGY

YEARS OF EXPERIENCE

JOINED AJAX - 2023
STARTED IN CONSTRUCTION - 2004

CERTIFICATIONS

CERTIFIED GENERAL
CONTRACTOR (FL)
CGC1527589

EXPERIENCE

Sarasota County Administration Building "CAC"	\$84,805,420	122,000 SF
City of Clearwater City Hall	\$44,800,000	41,679 SF
City of Tallahassee Police Department Headquarters	\$138,000,000	216,962 SF
Highlands County Detention Facility Expansion	\$10,000,000	10,000 SF
City of North Port New Police Headquarters	\$90,000,000	110,000 SF



FRANK QUARRELLA SAFETY MANAGER

Frank is responsible for ensuring safety and environmental compliance with federal, state, and local regulations to provide a safe and healthy work environment. He conducts frequent jobsite safety and environmental inspections to ensure compliance with EPA and OSHA standards as well as Ajax safety / environmental policies.

EXPERIENCE

Orlando Utilities Commission St. Cloud Operations & Maintenance Facility	\$64,958,890	77,605 SF
City of Clearwater Police Department District 3 Operations & Training Center	\$11,245,816	22,128 SF
City of Venice Public Safety Facility	\$11,961,171	31,421 SF
Charlotte County Justice Center Renovation/Remodel	\$15,778,536	64,735 SF
Monroe County Emergency Operations Center	\$28,958,443	25,799 SF
Sarasota County Fire Station 21 Renovations & Addition	\$3,272,357	9,150 SF
Okeechobee County Sheriff's Department Jail Expansion & Renovation	\$60,000,000	155,000 SF

EDUCATION

CERTIFIED EMT
LEARRY TECHNICAL COLLEGE
A.S. EMERGENCY MEDICAL
SERVICES
FLORIDA MEDICAL TRAINING
INSTITUTE

YEARS OF EXPERIENCE

JOINED AJAX - 2019
STARTED CONSTRUCTION - 2016

CERTIFICATIONS

PARAMEDIC, FLIGHT PARAMEDIC,
CRITICAL CARE PARAMEDIC
OSHA 30 & 510
STORMWATER, EROSION &
SEDIMENTATION



SEAN AKVAN

VDC/BIM COORDINATOR

As the Virtual Design Manager, Sean will serve as the main point of contact for all virtual design and construction matters by working closely with the entire project team. Virtual design related tasks can include (1) developing a Building Information Model (BIM) execution plan, (2) developing BIM model content and information, (3) inputting trade BIM models for trade coordination and clash detection, (4) coordinating all design updates to the construction BIM model and (5) updating BIM model for final “as-builts.”

EDUCATION

B.S. CONSTRUCTION
MANAGEMENT
UNIVERSITY OF FLORIDA

YEARS OF EXPERIENCE

JOINED AJAX - 2014
STARTED IN CONSTRUCTION - 2014

CERTIFICATIONS

OSHA 30
CPR & FIRST AID
LEED GA, LEED GREEN ASSOCIATE

VIRTUAL DESIGN PROGRAMS

Ajax utilizes Revit Architecture, Revit MEP, 3Ds Max Design, Navisworks Manage, and Navisworks Freedom software platforms to perform BIM-related tasks such as design visualization, constructability reviews, quantity take-off verification, site planning, site utilization, earthworks, systems coordination and clash detection, trade coordination, virtual mock-ups, scheduling and sequencing reviews, and as-built documentation. Site planning, site utilization and earthworks will be a crucial part of the preconstruction phase for the Pinellas County New Government Campus project. Ajax will plan and communicate our intended use of the project site taking into account items such as existing conditions, mobilization activities, site logistics, sequence of work, site access and routes, site safety measures, equipment locations, temporary construction, site utilities, site improvements and potential future expansion. These items are incorporated (i.e. modeled) into the project BIM model and are an effective means of conveying our plans for the project site through “Town Hall Meetings” with project stakeholders.

JEFF STEPHENSON

CHIEF ESTIMATOR

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

EXPERIENCE

EDUCATION

CARPENTERS APPRENTICESHIP
PROGRAM THROUGH LOCAL
UNION 627

YEARS OF EXPERIENCE

JOINED AJAX - 2006
STARTED CONSTRUCTION - 1981

CERTIFICATIONS

CERTIFIED GENERAL
CONTRACTOR (FL)

Sarasota County Administration Building “CAC”	\$84,805,420	122,000 SF
University of Florida Malachowsky Data Sciences & Information Technology Building	\$122,611,295	263,000 SF
University of Florida Public Safety & Centrex Building Renovation	\$21,582,528	50,972 SF
City of St. Petersburg Police Department Headquarters	\$62,162,731	294,112 SF
City of Tallahassee Police Department Headquarters	\$138,000,000	216,962 SF
Santa Rosa County Judicial Center Complex	\$44,037,047	115,104 SF

Licenses/Certifications – Provide all current licenses and certifications applicable to this project, held by Proposer and key personnel who are proposed to participate in the services.

LICENSES/CERTIFICATIONS



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, 2024, that its most recent annual report was filed on April 25, 2024, and that its status is active.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Seventeenth day of January,
2025*




Secretary of State

Tracking Number: 5492332675CU

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

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



List of Proposed Subcontractors – Provide all subcontractors or suppliers proposed to perform any aspect of the services specified herein. Proposer should include all documentation to demonstrate the qualifications and capabilities of each proposed subcontractor or supplier, including but not limited to licenses, certifications, and other credentials. Include the address of all subcontractors and services to be provided.

LIST OF PROPOSED SUBCONTRACTORS

PROPOSED SUBCONTRACTORS

Ajax cannot deliver successful projects without the teamwork of our trade partners. With nearly 30 years in Pinellas County, we have established relationships with all of the high quality local subcontractors. Our deep relationships with these trades will provide the County with a high quality project, on schedule at the best price. We are 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. Our goal and starting point will be to utilize the hundreds of local subs we have established relationships. It is also important to note that our other Regional/State/National offices will be utilized to focus on any specialty subs and ensure maximum sub participation on this project.

Ajax is constantly identifying new sub trades to add to our network of trade contractors, Small Business Enterprises (SBE's), and Minority owned Businesses (MBE's), and local firms to bid our projects. Proactive community outreach is at the forefront of this ongoing exercise, our staff's ongoing relationships with local subcontractors and our efforts to develop relationships with emerging high quality firms allow Ajax to guarantee that solicitation of bids will be responded to competitively.

Throughout this process, the bidder list will be shared with Pinellas County's Procurement office to apprise the County Staff of the latest participation of local and SBE/MWBE subtrades. 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. At bid time this list of proposed and pre-qualified subcontractors will be invited to bid.

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.

SUB OF THE YEAR / SUBCONTRACTOR EVALUATION

As an example, one of the unique tools Ajax uses to keep positive relationships with the local subcontracting base is by evaluating and recognizing the top performing subcontractor's with our Subcontractor of the Year Award program. These awards are done for the local subcontractor base in three major categories, Structure, Finishes and MEP. Each winning and runner up subcontractor is presented with a plaque and a luncheon with Ajax. There is also a master plaque mounted in every Ajax office with each year's winners for the past 10 years. This helps with the subcontractor morale and shows how much we appreciate the work and effort they put forth on our projects.



OUR RELATIONSHIP WITH SMALL BUSINESS ENTERPRISES

Ajax is extremely proud of our proactive Small Business Enterprises and Local participation programs. Our innovative philosophy and action plan has enabled Ajax to maximize both minority and local participation on each of our construction projects. The steps from our Small Business Enterprise action plan include:

- Identify qualified Local, Small Business Enterprise vendors and contractors
- Engaging local consultants as members of our team
- Targeted advertisements in local plan rooms and publications
- Community outreach meetings and information sessions
- Targeted mailings to sub trades and vendors within the region
- Phone and fax solicitations
- Identifying scopes of work (in bid packages) that cater to smaller local firms
- Matching smaller local firms with larger sub-trades for “best-fit” work partnerships

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

SMALL BUSINESS ENTERPRISES:

Pinellas County's vision for the New Government Campus is more than just constructing buildings; it's about building a stronger, more inclusive community. Ajax understands this commitment deeply, and we are uniquely positioned to deliver a successful project that aligns with the County's core values, particularly its dedication to community outreach and supporting Small Business Enterprises (SBEs). Our approach goes beyond simply meeting the minimum requirements of the County's SBE Program. We recognize the vital role small businesses play in the local economy and are committed to fostering their growth. Ajax boasts a proven track record of significant local experience in actively engaging and awarding work to SBEs. We understand the nuances of the program criteria and are adept at navigating the process to ensure meaningful participation.

This commitment is further solidified by our strategic partnership with Angel Wood-Mark. Angel's established presence as a respected SBE partner as the Owner of Phinazee Construction & Consulting Services, Inc. makes her an invaluable asset to our team. Her insights and established relationships within the local business community will be instrumental in ensuring that the project delivers on its promise of inclusive economic opportunity.

Our commitment to Small Business Enterprise outreach:

- **Proactive SBE Engagement:** We will implement a comprehensive outreach strategy to identify and engage qualified SBEs throughout the project lifecycle. This will include targeted workshops, networking events, and one-on-one consultations to provide guidance and support.
- **Transparent and Accessible Opportunities:** We will ensure that all bid opportunities are clearly communicated and accessible to SBEs. We will streamline the bidding process to minimize barriers to participation and provide timely feedback to all applicants.
- **Mentorship and Capacity Building:** We will actively mentor SBE partners, providing them with the resources and support they need to succeed. This includes technical assistance, project management guidance, and access to training programs.
- **Measurable Results:** We will track and report on SBE participation throughout the project, ensuring transparency and accountability. We will work closely with the County to monitor progress and identify areas for improvement.
- **Leveraging Local Knowledge:** Our established local experience allows us to understand the unique challenges and opportunities faced by SBEs in Pinellas County. This knowledge enables us to tailor our approach to maximize their participation and impact.
- **Phinazee Construction & Consulting Services, Inc. Partnership:** Angel's inclusion into our team, will provide direct access to established SBE networks and a clear understanding of the needs of the SBE community.

Ajax's commitment to community outreach is not just a checkbox; it's a core principle that guides our approach to every project. We are confident that our experience, dedication, and strategic partnerships will ensure the successful delivery of the Pinellas County New Government Campus, creating a lasting positive impact on the community.

COLLABORATION WITH ANGEL FOR MINORITY OUTREACH:

We understand the importance of implementing Pinellas County's clear message of improving the life of its citizens. This is exemplified by our pre-existing relationship with the City of St. Petersburg. The requirement of the City Ordinances for the inclusion of the Disadvantaged and Apprenticeship labor resources is understood by Ajax and we have successfully implemented the programs on past projects. We have worked with City Engineering in enhancing the programs through our involvement on the St.

Petersburg Police Headquarters and St. Petersburg Police Training projects. Engaging the local subcontract market and ensuring that they provide their workforce with a living wage will be integrated into the subcontract documents as another layer of securing that income threshold for the local labor market.

We work closely with the governing authorities and with the Subcontractors/Vendors for certification requirements.

- Personal Outreach
- Tracking of Companies Certification Status
- With the Subcontractors/Vendors We Provide Them the Knowledge, the Steps and the Paperwork Needed to Obtain this Certification
- Ajax Stays Actively Involved With The Relevant Authorities Creating Long Lasting Relationships.



ANGEL WOOD-MARK
MWBE/SBE PARTNER

PROJECT EXAMPLE RESULTS: CITY OF ST. PETERSBURG

GOAL ACTUAL ACHIEVED

POLICE HEADQUARTERS

Disadvantage Workers Program	10%	21.7%
Apprenticeship Program	10%	21%
SBE Program	15%	10.1%

POLICE TRAINING

Disadvantage Workers Program	10%	21%
Apprenticeship Program	10%	18%
SBE Program	15%	33%



The success of this complex project begins with the team that will be managing it. Below is a matrix of the Ajax team highlighting specific tasks each person will be performing primarily during the preconstruction phase.

PRECONSTRUCTION TEAM MEMBER / ROLE	BILL BYRNE CHIEF EXECUTIVE OFFICER	TIM SEWELL PRINCIPAL-IN-CHARGE	CHRIS BROWN PROJECT EXECUTIVE	ANGEL WOOD-MARK SBE/MINORITY PARTNER	LARRY GOODBREAD PRECONSTRUCTION MANAGER	MIKE DUMAS PRECONSTRUCTION SUPPORT	STEVEN MCRAE LEAD SR. PROJECT MANAGER	RICK GUERRA GENERAL SUPERINTENDENT	JODY BROWN LEAD SR. SUPERINTENDENT	JEFF STEPHENSON CHIEF ESTIMATOR	FRANK QUARRELLA SAFETY MANAGER	SHELLEY BUTLER PROJECT SCHEDULER	JEFF CHAMBERLAIN PREQUALIFICATION MANAGER
Perform Project Review	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Participate in Community Forums	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Develop Project Management Plan	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
Develop Detailed Cost Estimates			✓		✓	✓	✓						
Develop Detailed Schedule	✓	✓	✓		✓	✓	✓						✓
Develop Detailed Site Logistics			✓		✓	✓	✓	✓	✓			✓	
Detailed Phasing Plan with Impacts to Personnel				✓		✓	✓	✓	✓		✓	✓	✓
Develop Bid Package Strategy	✓	✓	✓		✓	✓	✓						
Provide Value Analysis			✓		✓	✓	✓	✓		✓	✓		
Conduct Constructability Reviews			✓		✓	✓	✓	✓	✓				
Pre-qualify Subcontractors			✓		✓	✓	✓	✓				✓	✓
Build WMBE Relationships & Project Interest			✓	✓	✓	✓	✓	✓					
Prepare WMBE Strategic Plan	✓	✓	✓	✓	✓	✓	✓	✓					
Prepare GMP	✓	✓	✓		✓	✓	✓	✓				✓	
Finalize & Formalize Schedule			✓		✓	✓	✓	✓					✓
Package & Bid Scopes of Work			✓		✓	✓	✓	✓				✓	
Advertise & Bid Project			✓		✓	✓	✓	✓					
Review, Analyze & Recommend Bids for Awards			✓		✓	✓	✓	✓		✓			
Prepare Subcontracts			✓		✓	✓	✓	✓					

CONSTRUCTION TEAM MEMBER / ROLE

Perform Project Review	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Maintain & Update Schedule							✓						
Create Project Reports								✓					
Conduct Safety Meetings									✓	✓	✓		
Coordinate Subcontractors									✓				
Ensure Quality Control	✓	✓	✓					✓	✓				
Maintain "As-Builts"								✓	✓				
Maintain Daily Records of Labor Force & Weather													
Coordinate WMBE Efforts					✓								

Qualification Certification – Complete and submit Attachment “A” provided herein.

QUALIFICATION CERTIFICATION - ATTACHMENT A

ATTACHMENT A QUALIFICATION CERTIFICATION

The Undersigned presents this Qualification Submittal to be considered as a Qualified Firm for RFQ NO: 25-0355-RFQ-CMAR Construction Manager at Risk for New Government Campus

A copy of the license(s) under which our firm is engaged in the business of contracting in the state of Florida is attached. This license was issued in accordance with provisions of Section 489.113, or 471.023 Florida Statutes, and is currently valid and in force.

It is further understood that qualification, if given, will be valid for the purpose of responding to the above solicitation, unless suspended or terminated by the governing authority.

The Undersigned authorizes and requests any public official, engineer, architect, Surety Company, bank depository, material or equipment manufacture or distributor or any person, firm or corporation to furnish all information requested by County, to verify statements given with this Qualification Submittal.

The Undersigned further authorizes the County to disclose, without any liability whatsoever, any and all information contained in the Qualification Submittal.

The Undersigned has not been disqualified by any public agency in Florida except as indicated below. (If none, insert: “N/A”)

Full Legal Company Name:

Ajax Building Company, LLC

And Doing Business As (DBA)

This 6th day of March, 2025

Attest:

By: _____

Signature of Affiant

Approved:

By: William P. Byrne

Full Name and Title of Affiant

Sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization, this 6th day of March, 2025 by Affiant, who is personally known to me or has produced as identification.

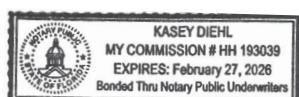
Notary Public

My

Commission

Expires:

February 27, 2026



Claims, Liens, Litigation History – Complete and submit Attachment “B” provided herein.

CLAIMS, LIENS, LITIGATION HISTORY - ATTACHMENT B

ATTACHMENT B

CLAIMS, LIENS, LITIGATION HISTORY

(Complete and submit)

1. Within the past 7 years, has your organization filed suit or a formal claim against a project owner (as a prime or subconsultant) or been sued by or had a formal claim filed by an owner, subconsultant or supplier resulting from a contract dispute? Yes, _____ No If yes, please attach additional sheet(s) to include:

Description of every action Captions of the Litigation or Arbitration

Amount at issue: N / A

Name(s) of the attorneys representing all parties: _____

Amount actually recovered, if any: N / A

Name(s) of the project owner(s)/manager(s) to include address and phone number:
N / A

2. List all pending litigation and or arbitration.

N / A

3. List and explain all litigation and arbitration within the past seven (7) years - pending, resolved, dismissed, etc.

N / A

4. Within the past 7 years, please list all Liens, including Federal, State and Local, which have been filed against your Company. List in detail the type of Lien, date, amount and current status of each Lien.

N / A

CLAIMS, LIENS, LITIGATION HISTORY - ATTACHMENT B

ATTACHMENT B

CLAIMS, LIENS, LITIGATION HISTORY (Complete and submit)

5. Have you ever abandoned a job, been terminated or had a performance/surety bond called to complete a job? Yes No ✓ If yes, please explain in detail:

6. For all claims filed against your company within the past five (5) years, have all been resolved satisfactorily with final judgment in favor of your company within 90 days of the date the judgment became final? Yes No ✓ If no, please explain why:

7. List the status of all pending claims currently filed against your company:

N / A

CERTIFICATE OF INSURANCE

ACORD®		CERTIFICATE OF LIABILITY INSURANCE				DATE (MM/DD/YYYY) 12/27/2024																								
<p>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERNS 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.</p> <p>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).</p>																														
PRODUCER MARSH USA, LLC. 1166 Avenue of the Americas New York, NY 10036 CN101636071-AJAX-GAWUP-25-26		<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 10%;">CONTACT</td> <td style="width: 90%;">NAME: PHONE (A/C, No. Ext): E-MAIL ADDRESS:</td> <td style="width: 10%;">FAX (A/C, No):</td> </tr> <tr> <td colspan="2">INSURER(S) AFFORDING COVERAGE</td> <td>NAIC #</td> </tr> <tr> <td colspan="2">INSURER A : Arch Insurance Company</td> <td>11150</td> </tr> <tr> <td colspan="2">INSURER B : XL Specialty Insurance Company</td> <td>37885</td> </tr> <tr> <td colspan="2">INSURER C : Starr Indemnity & Liability Company</td> <td>38318</td> </tr> <tr> <td colspan="2">INSURER D : Indian Harbor Insurance Co.</td> <td>36940</td> </tr> <tr> <td colspan="2">INSURER E : Arch Indemnity Insurance Company</td> <td>30830</td> </tr> <tr> <td colspan="2">INSURER F :</td> <td></td> </tr> </table>					CONTACT	NAME: PHONE (A/C, No. Ext): E-MAIL ADDRESS:	FAX (A/C, No):	INSURER(S) AFFORDING COVERAGE		NAIC #	INSURER A : Arch Insurance Company		11150	INSURER B : XL Specialty Insurance Company		37885	INSURER C : Starr Indemnity & Liability Company		38318	INSURER D : Indian Harbor Insurance Co.		36940	INSURER E : Arch Indemnity Insurance Company		30830	INSURER F :		
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INSURER E : Arch Indemnity Insurance Company		30830																												
INSURER F :																														
INSURED Ajax Building Company, LLC Global Infrastructure Solutions, Inc. 1080 Commerce Blvd. Midway, FL 32343																														
COVERAGES		CERTIFICATE NUMBER: NYC-010733736-23		REVISION NUMBER: 5																										
<p>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.</p>																														
INSR LTR	TYPE OF INSURANCE	ADDL/SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS																								
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		11PKG8914316 SIR - \$500,000	01/01/2025	01/01/2026	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ N/A PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 10,000,000 PRODUCTS - COMP/OP AGG \$ 10,000,000 OTHER: \$																								
	GEN'L AGGREGATE LIMIT APPLIES PER: POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:																													
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY		11PKG8914316 (AOS) 11CAB8914416 (MA)	01/01/2025 01/01/2025	01/01/2026 01/01/2026	COMBINED SINGLE LIMIT (\$ Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (\$ Per accident) \$ OTHER: \$																								
	B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE		US00064696LI25A (\$10,000,000)	01/01/2025	01/01/2026	EACH OCCURRENCE \$ 25,000,000 AGGREGATE \$ 25,000,000 OTHER: \$																							
C	<input checked="" type="checkbox"/> RETENTION \$ 10,000		1000588120251 (\$15,000,000)	01/01/2025	01/01/2026	\$																								
	D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input checked="" type="checkbox"/> Y / N <input type="checkbox"/> N / A	14WCI8925116 (AOS) 11WCI8914216 (FL)	01/01/2025 01/01/2025	01/01/2026 01/01/2026	X PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 2,000,000 E.L. DISEASE - EA EMPLOYEE \$ 2,000,000 E.L. DISEASE - POLICY LIMIT \$ 2,000,000																							
E	Professional Liability and Pollution		CEO742018010 (Claims Made)	01/01/2025	01/01/2026	EACH CLAIM / AGGREGATE \$ 25,000,000 DED : \$1M EA CLAIM / \$3M AGG																								
<p>DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Evidence of Coverage Only</p>																														
CERTIFICATE HOLDER				CANCELLATION																										
Ajax Building Company, LLC Global Infrastructure Solutions, Inc. 109 Commerce Blvd Oldsmar, FL 34677				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 <i>Marsh USA LLC</i>																										
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ACORD 25 (2016/03)

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GENERAL LIABILITY
 Arch Insurance Company
 \$5,000,000 / \$10,000,000

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

AUTOMOBILE LIABILITY
 Arch Insurance Company
 \$2,000,000

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

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

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
 Email: michael.j.imparato@marsh.com
www.marsh.com

BONDING CAPACITY

Willis Towers Watson 

January 3, 2025

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

Aggregate Bonding Capacity:

\$2.5 Billion

Single Project Limit :

\$750 Million

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

SECTION 3 - RELATED EXPERIENCE

Government & Municipal Facility Expertise

Ajax has an extensive track record at delivery CMAR projects to Government entities with over 214 projects. This includes working with multiple stakeholders early in the process to help achieve your goals. With 90% of our projects being CM at Risk in the public sector, we are confident that our expertise will ensure this project is delivered on time and in budget. Below is a list of relevant projects that are most related to the Pinellas County New Government Campus project followed by detailed project sheets.

Ajax	GOVERNMENT PROJECT	MULTIPLE STAKEHOLDERS	SECURE FACILITY	SITE IMPROVEMENTS	CM AT RISK	CAMPUS PROJECT	MULTI-STORY BUILDING
Sarasota County Administration Building "CAC"	✓	✓	✓	✓	✓	✓	✓
University of Florida Malachowsky Data Sciences & Information Technology Building	✓		✓	✓	✓	✓	✓
University of Florida Public Safety Building & Centrex Building Renovation	✓	✓	✓	✓	✓	✓	✓
City of St. Petersburg Police Department Headquarters	✓	✓	✓	✓	✓	✓	✓
Santa Rosa County Judicial Center Complex	✓	✓	✓	✓	★	✓	✓
Okaloosa County Okaloosa County Courthouse	✓	✓	✓	✓	★	✓	✓
Florida State University Student Union	✓	✓	✓	✓	✓	✓	✓
Orlando Utilities Commission St. Cloud Operations & Maintenance Facility	✓	✓	✓	✓	✓	✓	✓
Sarasota County Emergency Services Administration Building	✓	✓	✓	✓	✓	✓	🔨
Florida Dept of Agriculture & Consumer Service Conner Complex New Office Facility	✓	✓	✓	✓	✓	✓	✓
City of Clearwater City Hall	✓	✓	✓	✓	✓	✓	✓
Sumter County Public Safety Buildings	✓	✓	✓	✓	★	✓	✓
City of North Port New Police Headquarters	✓	✓	✓	✓	✓	✓	🔨
Florida State University Academic Health Center	✓	✓	✓	✓	✓	✓	🔨



The project is in the construction phase but is currently tracking on schedule and on budget.



These projects were delivered via Design Build. Ajax's Design Build Delivery method uses the same open book approach as our construction management delivery.



SARASOTA COUNTY ADMINISTRATION BUILDING "CAC"

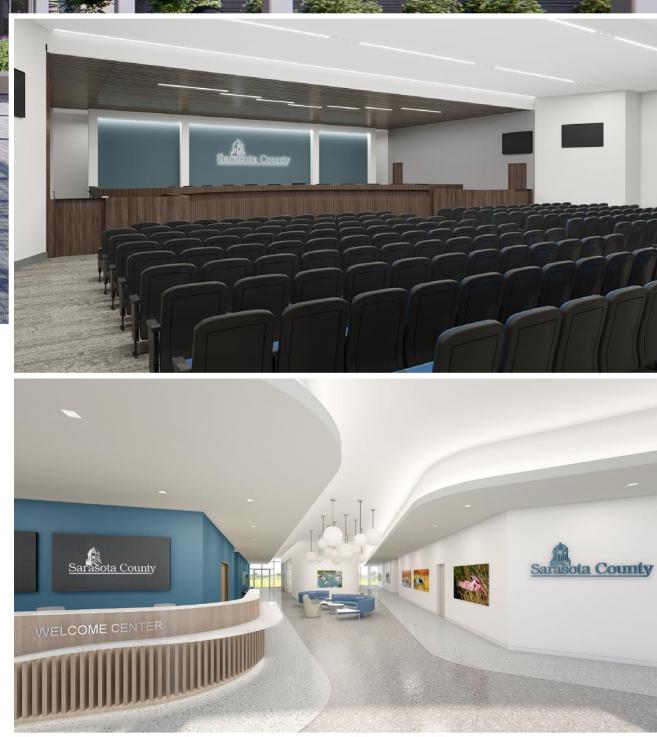
Sarasota, FL



The New Administration Facility will be a four story, 120,000+/- square feet Class A office space located at 1 Apex Road overlooking the Celery Fields.

The exterior of the facility is constructed of colored-architectural precast panels, extensive windows, glazing and curtain wall to maximize daylighting, and staff balconies that offer outdoor meeting and entertainment space. The facility will include the County Commissioners and Chambers, County Administration, County Attorney, Clerk & Comptroller, Communications, Human Resources, Libraries & Historical Resources and Office of Financial Management. Other features include a press room, Access Sarasota television studio, conference rooms, break rooms, and wellness center. housing county staff, elected officials and overall administrative services. The interior finishes have been selected to maximize both durability, functionality and aesthetics including terrazzo flooring in corridors, custom monument stairwell with terrazzo flooring and stainless-steel rails, and specialty ceilings and acoustic finishes to provide high quality working environment for staff even in large open-concept floor areas.

The 7.5 acre site will include a new CEP Plant with high efficiency chilled water systems, an emergency generator, covered pedestrian walkways with photovoltaic solar generation, shaded event space and integration into local walking trails and connection to the local municipal park. LEED Certified is the sustainability goal for the project.



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk



ANTICIPATED COMPLETION DATE

October 2025 - Under Construction



COST

GMP: \$84,805,420

Final: TBD - Under Construction



SIZE

122,000 SF



OWNER

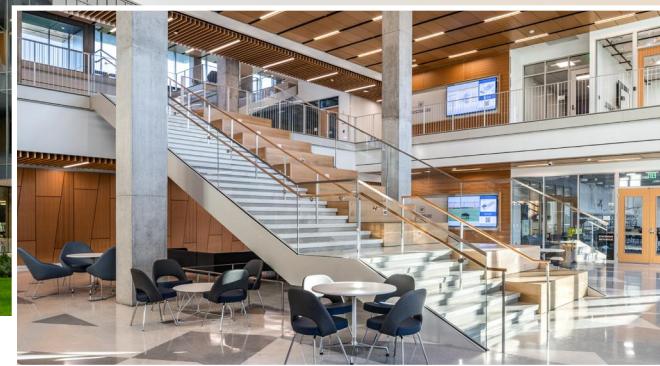
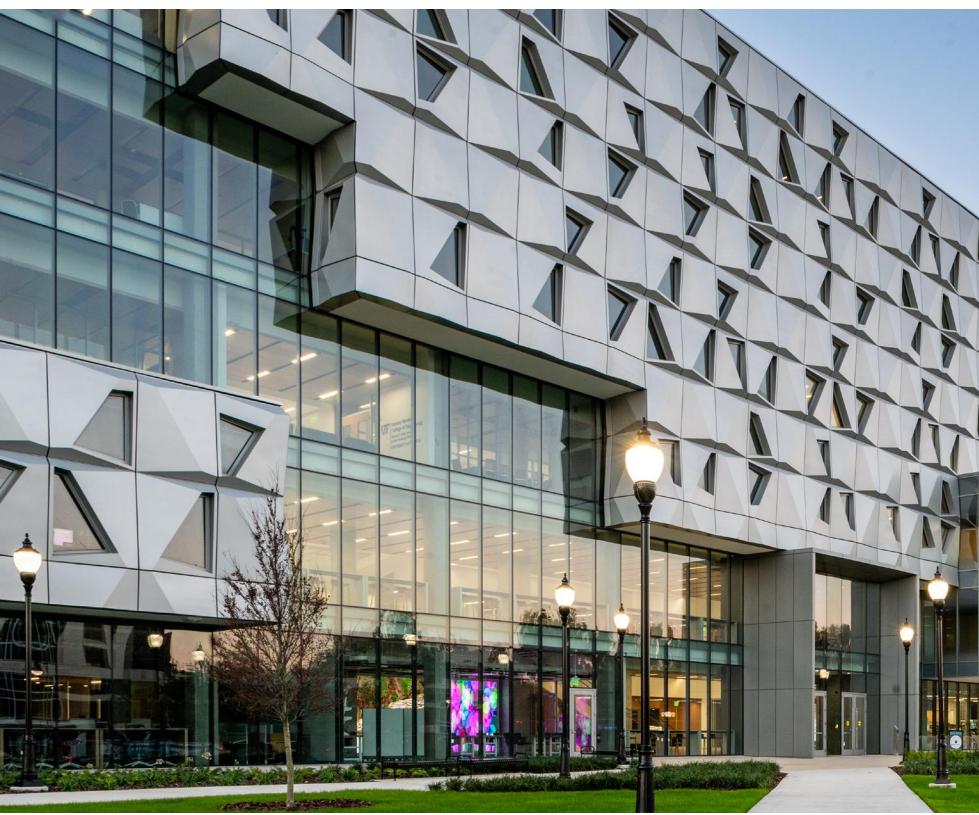
Sarasota County

Tonia Toca

Project Manager

941.313.7010

ttoca@scgov.net



UNIVERSITY OF FLORIDA MALACHOWSKY DATA SCIENCES & INFORMATION TECHNOLOGY BUILDING

Gainesville, FL



The University of Florida Malachowsky Hall Data Science and Information Technology building is an interdisciplinary hub focused on the development and application of computing, communication, and cyber technologies to a broad spectrum of areas including healthcare, pharmacology, security, technology development, and fundamental science. The co-location of research and educational activities from the colleges of engineering, medicine, pharmacy, and the informatics institute will facilitate the cross-disciplinary data science solutions to a vast array of challenges and opportunities. Professors and students from these colleges will now have the world of artificial intelligence at their fingertips. The colleges have a significant footprint in the 263,000 SF building. The sixth floor houses the Department of Pharmaceutical Outcomes and Policy, the Center for Drug Evaluation and Safety and the Consortium for Medical Marijuana Clinical Outcomes Research.

The UF Data Science Information Technology (DSIT) Center consists of two co-located, semiautonomous interconnected building wings. This seven-story, 263,000 square-foot, state-of-the-art building sits in the heart of the University of Florida main campus across from the J. Wayne Reitz Union. The building will include over thirty purpose-built laboratories, office space and auditorium space as well as common areas, food service and loading dock area. Construction began in December 2020, but early Design Assist work for the panelized metal facade system began in August 2020. The project was "fast tracked" by procuring via four total GMPs: one for design assist, one for early site work, one for structural and one for the balance of all work.



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk



COMPLETION DATE

February 2024



COST

GMP: \$122,611,295

Final: \$122,611,295

Value Today: \$125,513,339



SIZE

263,000 SF



OWNER

University of Florida

Jim Vignola

Project Manager III

352.273.4029

jvignola@ufl.edu



UNIVERSITY OF FLORIDA PUBLIC SAFETY BUILDING & CENTREX BUILDING RENOVATION

Gainesville, FL



This project involved the demolition of the old UFPD/WRUF building including the adjacent evidence compound and all associated non-critical site utilities to make way for the brand new 50,972 SF facility that accommodates all current and future operational needs. The facility will serve as the main on-campus shelter-in-place facility in the event of natural or man made emergencies. Components of the building include evidence processing, gym and locker room, training spaces, emergency management and dispatch, media briefing space, K-9 facilities, armory, interview rooms and office areas.

The program also included a complete 5,000 SF renovation of the Centrex Building for UF Emergency Management. This houses the UFPD's dispatch and the Department of Emergency Management. A part of the renovation was associated with the UF security operation center, however the UFPD dispatch remained in operation 24/7/365 during the construction process until they were moved into their new space in the new facility.

While the plan included complete demolition of the 1928 structure, in accordance with the Florida Department of State Historic Preservation Office mandates noteworthy historic building components were salvaged and incorporated into the new public safety building, thus commemorating its significance both to the UF campus and to Gainesville.



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk



COMPLETION DATE

June 2023



COST

GMP: \$21,582,528

Final: \$21,582,528

Value Today: \$22,471,127



SIZE

50,972 SF



OWNER

University of Florida



Robert Hatker

Project Manager

rhatker@ufl.edu

352.294.3572



CITY OF ST. PETERSBURG POLICE DEPARTMENT HEADQUARTERS

St. Petersburg, FL



The City's new Police Headquarters consisted of a new main building with an Administrative Wing and a Property & Evidence Wing, a parking structure and a central energy plant (CEP) on a 6.3 acre site. The main building is a three story, 170,000 SF structure. This building houses the Property and Evidence Management Division, Forensics, Mobile Field Force, Vehicle Evidence Processing, Administrative Services, the Communications Center which serves as the backup 911 center, the City's Emergency Operations Center and other Police divisions. Work also included a central energy plant, 321 car, four level structured parking facility, surface site parking, secured perimeter fencing and access control system, and site civil requirements. The facility integrates leading edge technology, communication and audio visual systems. There are 1,450 photo voltaic panels on the roof of the parking garage which generate enough power to run the systems in the garage and one third of the building space.



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk



COMPLETION DATE

May 2019



COST

GMP: \$62,162,731

Final: \$62,162,731

Value Today: \$77,110,167



SIZE

294,112 SF



OWNER

City of St. Petersburg

Mike Kovacsev

Assistant Chief

727.893.7780

michael.kovacsev@stpete.org



SANTA ROSA COUNTY JUDICIAL CENTER COMPLEX

Milton, FL



This project consisted of a stand-alone three-story county courthouse of approximately 110,000 gross square feet situated on 19 acres on Avalon Boulevard in Milton. The building houses seven courtrooms, eight judge's suites and all the necessary support services including a secure holding area for inmates, hearing rooms, a law library, evidence rooms, jury selection and jury deliberation spaces. Also, in the same building are related departments such as the Clerk of Courts, Courts Administration, plus space to support the office of the state attorney and the office of the public defender. The building structure is structural steel with an exterior of precast concrete with significant amounts of glass and glazing, designed to withstand winds of 150 mph or greater. There is a two-story lobby at the public entry. The site has on-site parking and three storm-water retention ponds. The site master plan envisions a future addition to the courthouse and two smaller stand-alone administrative buildings to house the balance of the county court support services (state attorney, public defender, guardian ad litem, and probation.)



CONTRACTOR'S RESPONSIBILITY

Design-Build



COMPLETION DATE

September 2022



COST

GMP: \$44,047,047

Final: \$44,037,047

Value Today: \$47,132,465



SIZE

115,104 SF



OWNER

Santa Rosa County

Sam Parker

Former County Commissioner

850.777.6314

commissionersamparker@gmail.com



OKALOOSA COUNTY OKALOOSA COUNTY COURTHOUSE

Crestview, FL



Built in 1953, the original Okaloosa County Courthouse was no longer able to keep up with the growth and demands of the community. Ajax led the Design-Build team to replace the original courthouse with a new 68,000 SF facility. The new courthouse provides an efficient design to the citizens of Okaloosa County while enhancing County services to the public. The space features courtrooms, judges' chambers, and court support space. In addition, the County houses several of its administrative services in the new facility including the Board of County Commission Chambers.



CONTRACTOR'S RESPONSIBILITY

Design-Build

COMPLETION DATE

December 2019

COST

GMP: \$25,450,325
 Final: \$25,416,969
 Value Today: \$31,420,431

SIZE

68,000 SF

OWNER

Okaloosa County
 Jason Autrey
 Director of Public Works
 850.689.5772
 samparker@santarosa.fl.gov



FLORIDA STATE UNIVERSITY STUDENT UNION

Tallahassee, FL



The project itself was separated into 5 phases: demolition of the old Student Union, deep foundations consisting of 912 Auger Cast Piles, Steel Structure and waterproofing, and two partial build-out phases. Opened in August 2022, the new, four-story Student Union is much more versatile than before, featuring a variety of amenities that tailor to recreation, shopping, dining, social gatherings, and the arts. With 269,000 SF of space, FSU students are able to enjoy a game of bowling or billiards, dine at one of the six restaurants, utilize the art center equipped with a pottery studio, and hold meetings or events in the 15,000 SF ballroom. This new, state-of-the-art Student Union plays a key role in elevating the college experience and bringing the FSU community closer together.

In terms of visual improvement, on the building's exterior, the new FSU Student Union's stonework and design demonstrates a contemporary interpretation of FSU's traditional collegiate gothic style, while still holding true to its roots. Some of the building's architectural features, such as the precast stone, layered brick patterns, and gable roof designs, draw inspiration from the other buildings of FSU's campus. The façade is red brick, precast, metal panels, and some EIFS with a standing seam metal roof. Once inside, guests are greeted with a grand atrium which is surrounded by multiple balconies and natural light, creating an open and spacious environment. The interior layout is designed to give the impression of a communal area while providing plenty of space for both personal comfort and easy mobility.



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk



COMPLETION DATE

December 2021



COST

GMP: \$109,137,476

Final: \$130,023,549 - Owner Added Scope

Value Today: \$148,150,697



SIZE

239,710 SF



OWNER

Florida State University

Kim Ball

Project Manager

850.644.1290

kstrobel-ball@admin.fsu.edu



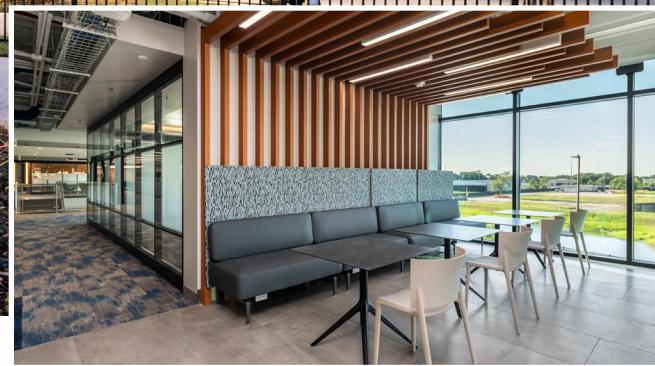
ORLANDO UTILITIES COMMISSION OUC ST CLOUD OPERATIONS & MAINTENANCE FACILITY

St Cloud, FL

The Orlando Utilities Commission (OUC) needed a new joint use facility to better serve Orlando and parts of both Orange and Osceola counties, from one central hub. This multi-phase operations center totals approximately 77,605 SF. Facility operations include front of house for public access, administrative offices, a parking deck, field personnel dispatch, a warehouse/maintenance building, fleet maintenance, fueling island, truck docks, a covered pole barn, pole layout area, open storage area, emergency staging laydown areas, and potential solar farm & substation. The site houses space for City of St Cloud utility and facilities departments. Phase 1 involved moving 120,650 cubic yards of dirt with 96,780 cubic yards being imported for the building pads, 15,500 cubic yards of concrete, 642 tons of steel, and 65.3 miles of wire.

The project pursued a net-zero carbon footprint utilizing green construction techniques such as:

- Roof, covered walkway and façade building integrated photovoltaic (BIPV) systems
- Sunshade systems to reduce the building's heat load
- High performance building
- Vehicle electric charging stations
- High efficiency HVAC, electrical and plumbing systems
- LEED Gold building certification
- Recycled content was used to create a reef system for sustaining marine life
- FitWel and WELL Building Certification



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk



COMPLETION DATE

July 2024



COST

GMP: \$64,958,890

Final: \$64,958,890

Value Today: \$65,605,505



SIZE

77,605 SF



OWNER

Orlando Utilities Commission



Gary Baynon

Project Manager

407.434.3101

GBaynon@ouc.com



SARASOTA COUNTY EMERGENCY SERVICES ADMINISTRATION BUILDING

Sarasota, FL



Sarasota County
scgov.net | 941.861.5000 | TV

This project consists of the construction of a new hardened 28,418 SF Emergency Management Services Administration Facility with generator back up power to house fire services and EMS. It will include demolition of the existing History Center building and construction of a new Emergency Services Administration building in the same location. The two story facility is approximately 28,418 square feet and will house multiple departments: Emergency Services Administration, Fire Marshal and Emergency Services Radio Systems Maintenance. Spaces in the facility will include offices and support for the Director, Fire Chief, Managers, Administration Specialists, Fire Code and Plans examiners, Conference spaces, break room and fitness areas.

Beyond purely functional requirements, the County seeks a Facility that will be, from a programmatic standpoint, complementary to other County collocated facilities in terms of non-emergency uses. Also, from an aesthetic standpoint, the exterior design of the building will be compatible with adjoining structures within the site. The Facility design incorporates elements necessary to obtain the highest LEED Certification possible. The scope may include modifications site or building improvements associated with the Emergency Operations Center in order to serve the new Facility (parking, generators, chiller service expansion, etc.).

The New Emergency Management Services Administrative facility will be built adjacent to the Sarasota EOC, a project Ajax completed in April of 2015. Associated site work includes chiller service expansion, generators and parking on a secure site.



	CONTRACTOR'S RESPONSIBILITY Construction Management at Risk
	ANTICIPATED COMPLETION DATE May 2025 - Under Construction
	COST GMP: \$13,154,188 Final: TBD - Under Construction
	SIZE 28,413 SF - Under Construction
	OWNER Sarasota County Tonia Toca Project Manager 941.313.7010 ttoca@scgov.net



FLORIDA DEPT OF AGRICULTURE & CONSUMER SERVICES **CONNER COMPLEX NEW OFFICE FACILITY**

Tallahassee, FL



This project consists of a brand new five story 254,000 SF office facility for the Florida Department of Agriculture located on their current Conner Complex campus in Tallahassee, Florida.

The new energy efficient facility will support numerous department divisions and provide an optimal physical environment for the efficient operation of critical mission objectives and diverse program functions. Special use spaces include law enforcement evidence rooms, an audio/visual recording studio, a test kitchen, training and conferencing space, and an IT data center.

There will also be a 315,000 SF precast parking garage structure for approximately 900 vehicles. The site development portion will include new entrance driveways, retaining walls, hardscaped areas, landscaped areas, site utilities, and surface parking for approximately 200 vehicles.



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk

ANTICIPATED COMPLETION DATE

May 2027 - *In Design Phase*

COST

GMP: \$160,000,000
Final: TBD - *In Design Phase*

SIZE

250,000 SF

OWNER

Florida Department of Agriculture & Consumer Services
Allan Golden
Facilities Management Administrator
850.617.7093
allan.golden@freshfromflorida.com



CITY OF CLEARWATER CITY HALL

Clearwater, FL



This brand new city hall project will be a 3 story 41,679 SF administrative facility along Myrtle Avenue, directly south of the Municipal Services Building in downtown. The site is a vacant, city-owned lot at the southwest corner of Myrtle Avenue and Pierce Street with the Pinellas Trail and Clearwater Police Department to the west. It will also include with a renovation of the 27-year-old Municipal Services Building next door.

Level 1 will consist of offices, conference and board rooms for the Back of House (BOH), Public Relation and Human Resource departments, including 1900 SF for Training. Level 2 will house similar support spaces for the City Manager, City Attorney, City Council and City Clerk. Level 3, the rooftop, will also have a 1,000 SF exterior gathering space.

This overall concept also calls for a grassy "town square" covering the rest of the property to the Pinellas Trail to create entrances on both sides.



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk



ANTICIPATED COMPLETION DATE

August 2026 - Under Construction



COST

GMP: \$44,800,000

Final: TBD - Under Construction



SIZE

41,679 SF

OWNER

City of Clearwater



Tara Kivett

Engineering Construction Manager

727.562.4758

tara.kivett@mclearwater.com

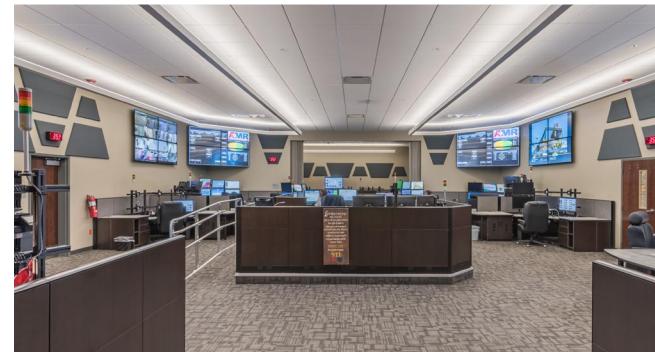


SUMTER COUNTY PUBLIC SAFETY BUILDINGS

The Villages & Bushnell, FL



Ajax was the lead of the Design-Build team who constructed two Public Safety Centers for Sumter County near The Villages and City of Bushnell. The Villages Center includes the Northern headquarters for the Sheriff's Office, as well as the County's Emergency Operations Center. Fire, Ambulance and Emergency Medical Services offices are also housed in The Villages Center, as well as 911 Joint Dispatch and Emergency Call Centers. Holding cells were included for prisoners awaiting transport to the county jail in Bushnell. The Bushnell Center is a 20,087 SF Public Safety Center which houses the Sheriff's Southern office and serve as a backup facility for all other services.



CONTRACTOR'S RESPONSIBILITY

Design-Build

COMPLETION DATE

December 2017

COST

\$ GMP: \$30,854,300
 Final: \$29,739,515
 Value Today: \$38,322,359

SIZE

1 2 3 65,898 SF
 The Villages: 45,811 SF
 Bushnell: 20,087 SF

OWNER

○○○ Sumter County
 Bradley Arnold
 County Administrator
 352.689.4400
 bradley.arnold@sumtercountyfl.gov



CITY OF NORTH PORT POLICE DEPARTMENT HEADQUARTERS

North Port, FL



In 2006, when the current North Port Police Department was built, NPPD was serving a population of approximately 47,000 which has now doubled, so the department has outgrown itself in all capacities.

This project will consist of a brand new police department campus including 143,000 SF headquarters building, a 972 SF K9 kennel, a 4,920 SF Central Energy Plant (CEP), a 20,160 SF evidence storage building, and a 12,610 SF vehicle maintenance building.



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk



COMPLETION DATE

December 2027 - *In Design Phase*



ANTICIPATED COMPLETION DATE

GMP: \$90,000,000

Final: TBD - *In Design Phase*



SIZE

108,900 SF



OWNER

City of North Port

Christopher Morales

Deputy Chief

941.429.7319

cmorales@northportpd.com



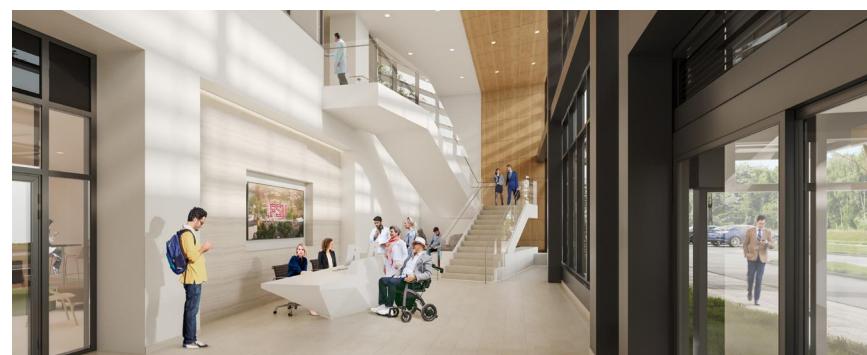
FLORIDA STATE UNIVERSITY ACADEMIC HEALTH CENTER

Tallahassee, FL

This project consists of a 4-story, 138,381 SF, medical research facility for Florida State University in association with Tallahassee Memorial Hospital. The facility will include community outreach and a conference center, patient clinics, clinical research (dry bench) and health science education space, including simulation clinics. As well as research (wet bench with core lab, bio repository, and biomedical engineering maker space).

Service systems will include fire protection, plumbing, mechanical, electrical, telephone, data, access control, wireless distribution and AV infrastructure, cell phone and public safety distributed antenna systems.

The site development of the 11.75 acres includes access roads, 327 surface parking spaces, box culvert system, bioswale, landscape and irrigation, and a nature walkway. Offsite improvements include the extension of Nurses Drive north to Centerville Road, box culverts while bringing main utilities onto the site.



CONTRACTOR'S RESPONSIBILITY

Construction Management at Risk



ANTICIPATED COMPLETION DATE

September 2026 - Under Construction



COST

GMP: \$94,331,036

Final: TBD - Under Construction



SIZE

239,710 SF



OWNER

Florida State University

Kyle Clark

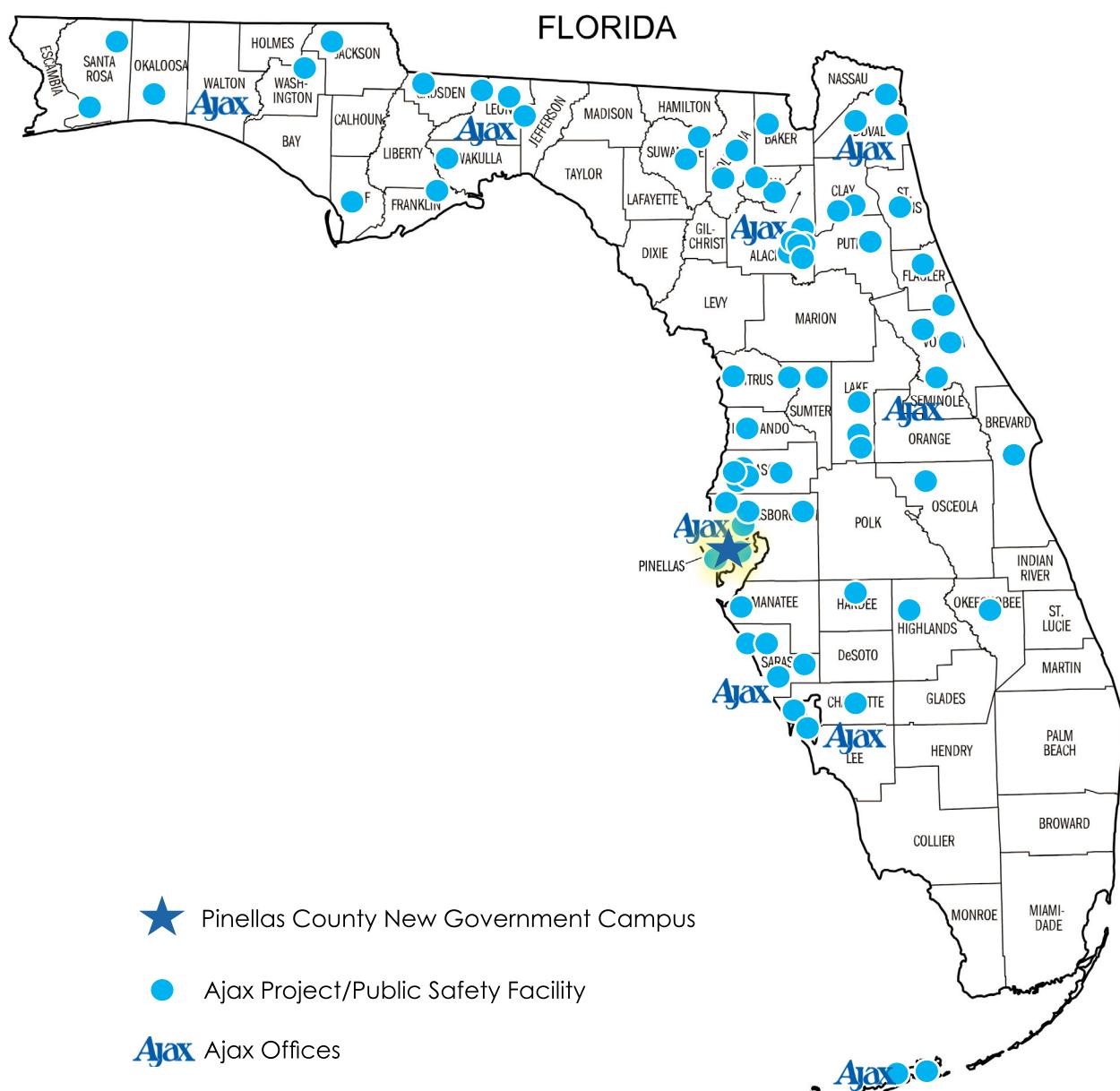
VP Finance & Administration

850.644.4444

kyle.clark@fsu.edu

EXPERTS IN PUBLIC SAFETY

The scope for this project is very specialized, therefore, we need to ensure that the selected subcontractors are an expert in this type of work. Ajax has longstanding relationships with the quality subcontractors who can perform this work. Our longtime local presence mixed with our reach across the southeast, allows us to ensure the right bidders are prequalified to bid this project. Most importantly, our previous 88 public safety projects, nearby and throughout Florida (shown on the map below), have allowed us to develop longstanding relationships with the subcontractors that deliver high quality work on these specialized facilities time after time.



JUSTICE & MUNICIPAL EXPERIENCE



SANTA ROSA COUNTY JUDICIAL CENTER COMPLEX



VOLUSIA COUNTY DELAND COURTROOM RENOVATION



OKALOOSA COUNTY NEW COURTHOUSE



PASCO COUNTY COURTHOUSE RENOVATION



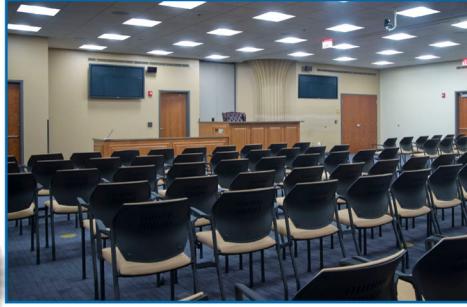
JACKSON COUNTY COURTHOUSE RENOVATION



FLORIDA DEPARTMENT OF MANAGEMENT SERVICES FLORIDA SUPREME COURT



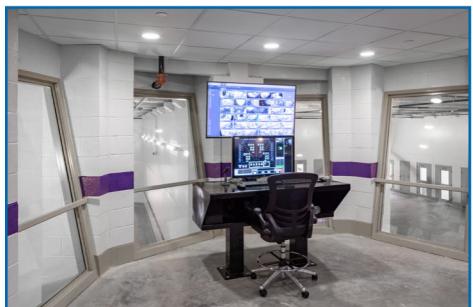
CHARLOTTE COUNTY JUSTICE CENTER RENOVATION / REMODEL



PINELLAS COUNTY ST. PETERSBURG JUDICIAL TOWER RENOVATIONS



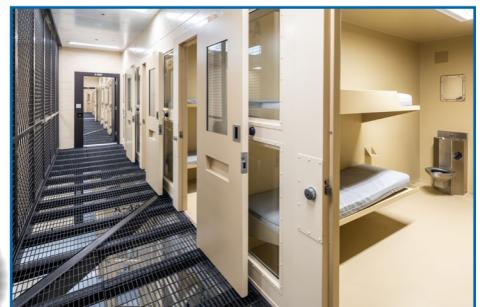
COLUMBIA COUNTY DETENTION FACILITY



CHEROKEE COUNTY ADULT DETENTION CENTER EXPANSION



FLORIDA DEPARTMENT OF CORRECTIONS SANTA ROSA CORRECTIONAL INSTITUTION ANNEX



OKEECHOBEE COUNTY SHERIFF'S DEPARTMENT JAIL RENOVATION/ EXPANSION

ADVANCING FLORIDA JUDICIAL CIRCUIT CONSTRUCTION

Courthouses require unique design parameters and specific construction techniques. We bring the experience needed to construct a state-of-the-art New Government Campus for Pinellas County. We have assembled a team that is very fluent in Courthouse and Public Safety Construction in the State of Florida. Our experience encompasses projects for 7 Judicial Circuits that include:

1ST JUDICIAL CIRCUIT OF FLORIDA

- Okaloosa County Courthouse
- Santa Rosa County Courthouse

2ND JUDICIAL CIRCUIT OF FLORIDA

- DMS Florida Supreme Court

6TH JUDICIAL CIRCUIT OF FLORIDA

- Pasco County Courthouse Expansion and Renovation
- Pinellas County Judicial Tower

7TH JUDICIAL CIRCUIT OF FLORIDA

- Volusia County Deland Courtroom Renovation

8TH JUDICIAL CIRCUIT OF FLORIDA

- Baker County Sheriff's Complex Criminal Courts
- Alachua County New Civil Courthouse

14TH JUDICIAL CIRCUIT OF FLORIDA

- Jackson County Courthouse Renovations and Expansion Phase 1
- Jackson County Courthouse Renovations and Expansion Phase 2

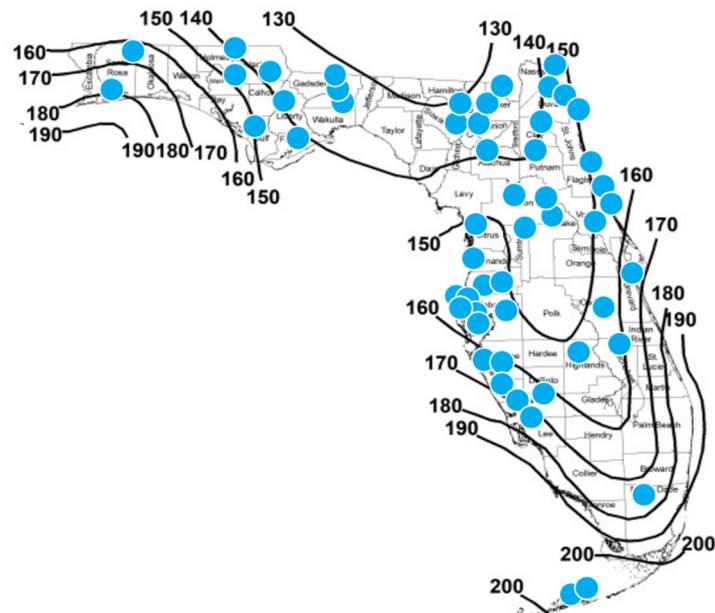
20TH JUDICIAL CIRCUIT OF FLORIDA

- Charlotte County Justice Center Expansion

QUALITIES AND CAPABILITIES

Ajax's qualities, capabilities, and understanding of the Pinellas County Criminal New Government Campus project are based on our vast experience with constructing facilities in environments unique to the State of Florida. Factors that we have experience with that may be relevant to your project include:

- Structure Hardening
- Redundancy
- Security
- Electrical Power
- Electrical Distribution & Lighting
- Data Center
- Technology & Communications
- Sustainability



ADDITIONAL PUBLIC SAFETY EXPERIENCE



SANTA ROSA COUNTY
JUDICIAL CENTER COMPLEX



88
PUBLIC SAFETY
PROJECTS

CITY OF ST. PETERSBURG
POLICE TRAINING FACILITY



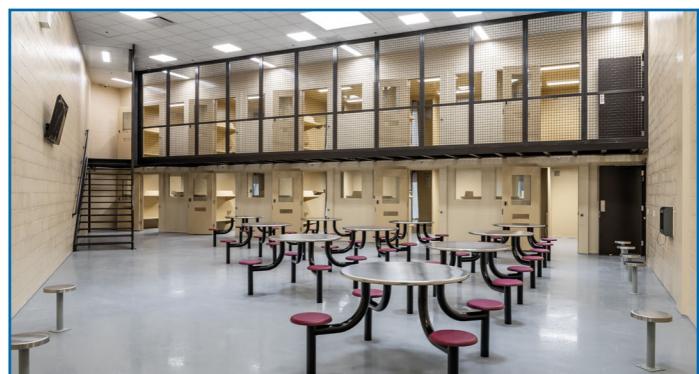
CITY OF CLERMONT
POLICE DEPARTMENT



SARASOTA COUNTY
FIRE STATION 21



OKALOOSA COUNTY
NEW COURTHOUSE



OKEECHOBEE COUNTY SHERIFF'S DEPARTMENT
JAIL RENOVATION/EXPANSION



LEON COUNTY
SHERIFF'S OFFICE ADMINISTRATION BUILDING



DADE CITY
POLICE DEPARTMENT HEADQUARTERS & CITY HALL

EXPERIENCE WITH YOUR ARCHITECT



FleischmanGarciaMaslowski
ARCHITECTURE | PLANNING | INTERIORS

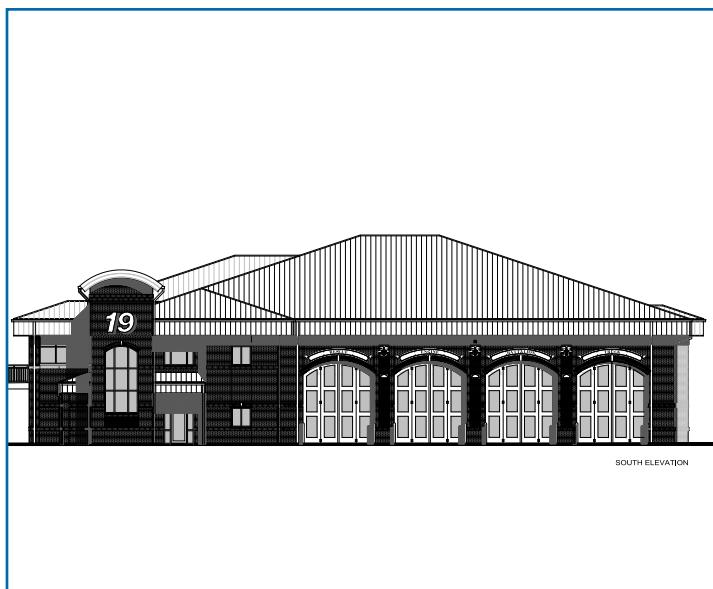
Ajax has worked with FleischmanGarciaMaslowski for over 10 years, having worked on four projects around the Tampa Bay area. Both teams are local to Pinellas County and have experience working together to successfully deliver projects according to client expectations and standards. Importantly, FG+M has previously partnered with Skidmore, Owings & Merrill.



PINELLAS COUNTY SCHOOLS
SANDY LANE ELEMENTARY REMODEL



PINELLAS COUNTY SCHOOLS
CENTRAL ENERGY PLANT



PASCO COUNTY
FIRE STATION 19



DISTRICT SCHOOL BOARD OF PASCO COUNTY
MOON LAKE ELEMENTARY - KITCHEN RENOVATION

AWARDS & RECOGNITION IN PUBLIC SAFETY

Through our project experience we have become recognized for our expertise in providing CMAR services with more than **140 public entities**, with a specialty focus on the construction of **public safety facilities, including Law Enforcement Administration Facilities**. Ajax has been awarded for many of our public safety projects relevant to the Pinellas County New Government Campus project.

American Public Works Association Award for Major Structures in the Government category for the Sumter County Public Safety Buildings.



SUMTER COUNTY PUBLIC SAFETY BUILDINGS



ST. PETERSBURG
POLICE DEPT. HEADQUARTERS
& EMERGENCY OPERATIONS
CENTER



SARASOTA COUNTY
EMERGENCY OPERATIONS
CENTER



CITY OF VENICE
PUBLIC SAFETY FACILITY



VOLUSIA COUNTY
SHERIFF'S EVIDENCE FACILITY

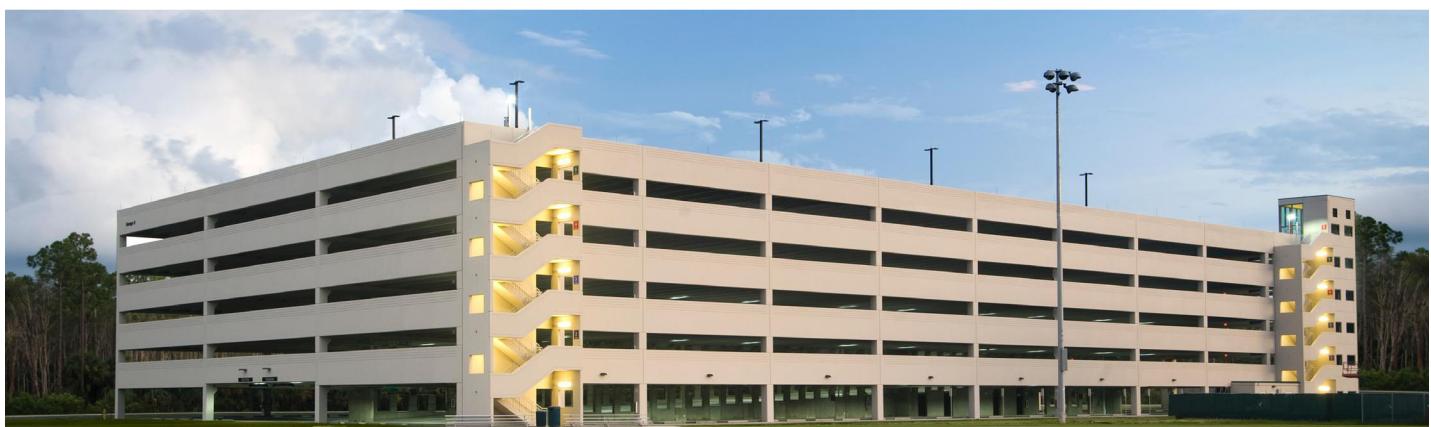


VOLUSIA COUNTY
EMERGENCY OPERATIONS
CENTER



LEON COUNTY & THE CITY OF
TALLAHASSEE PUBLIC SAFETY
COMPLEX

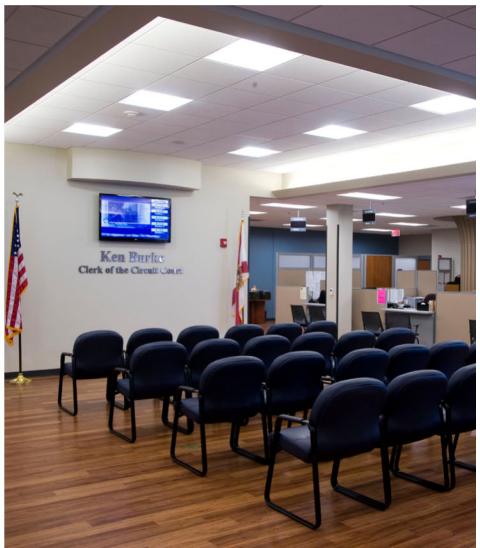
PARKING GARAGE EXPERIENCE



PUBLIC SECTOR EXPERTISE WE DO THIS EVERYDAY

90% OF AJAX'S WORKLOAD IS CONSTRUCTION MANAGEMENT FOR PUBLIC ENTITIES

Ajax's focus is on work in the public sector with 90% of our workload being completed with government entities utilizing the Construction Management at-Risk delivery method. As a company focused solely on serving government and public entities like Pinellas County, Ajax understands and appreciates the unique environment of working for your citizens. We fully understand the client-first, open-book approach that provides our Owners the confidence and predictable outcomes desired when completing these projects. More specifically, our resume is deep in public safety, criminal justice and municipal administration facilities. Not only is our team well versed in these type of projects, this is what we as a company focus on each day.



ELEVATING public safety experiences.

We manage construction projects of all sizes and budgets, helping public safety clients update, enhance, and expand their facilities in both small and large ways.



WE OFFER YOU...



GOVERNMENT EXPERTISE

Ajax has established itself as one of the largest public safety contractors in the nation. Our body of work includes public safety buildings, fire stations, police department headquarters, emergency operations centers, and processing facilities



NATIONALLY-RANKED REPUTATION

As a testament to the depth and breadth of the projects with which we are entrusted, we ranked **#3 Government Contractor** by ENR Southeast Magazine. Our \$1 Billion public safety resume is comprised of 88 projects.



COST & SCHEDULE CERTAINTY

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



PARTNERSHIP

We understand you face unique challenges. Our team works with you to face those challenges, finding you the best solution for your project.



INNOVATION

Applying lean construction principles, collaborative approaches, and best practices enable us to deliver projects that exceed your expectations.



EXPERIENCE & DEDICATION

To us, your project is personal. We have dedicated our careers to building projects ensuring you'll have peace of mind selecting us to build your project.



BENCH DEPTH

As a member of the STO Building Group family of companies, we offer you building expertise from across the globe.



SAFETY 360° INDUSTRY-LEADING SAFETY PROGRAM

Safety is more than a priority—it's our core value and moral obligation. We minimize the impact of construction by strictly following OSHA Safety procedures.

SECTION 4 - APPROACH TO SERVICES

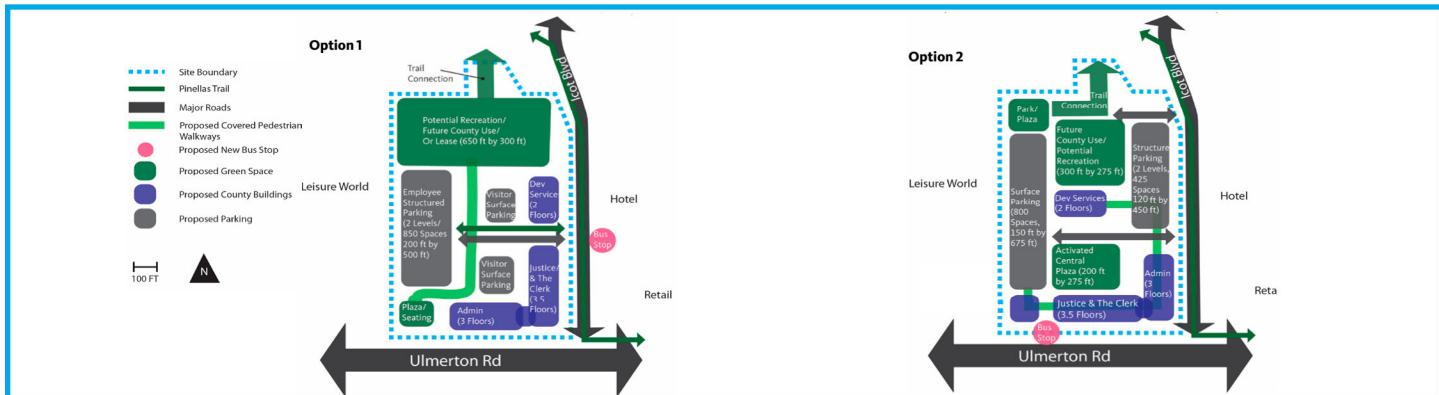


UNDERSTANDING YOUR PROJECT PINELLAS NEW GOVERNMENT CAMPUS

- 13600 Icot Boulevard, Clearwater, Florida 33760
- Budget between \$263,994,854 and \$333,399,638
- 21-acre / 317,500 SF
- Multiple low rise campus style office facilities
- GMP proposal within fifteen (15) months of execution of a contract
- Construction duration not to exceed (17) months from mobilization to Certificate of Occupancy



- Three-building campus scenario
- Centralized secured lobbies
- Conference rooms
- Specialized courthouse and Jury Requirements
- Large public meeting area
- Fitness center, café or food truck accommodations
- Structured and surface parking
- Dedicated access to public transportation,
- Open green space for enjoyment with reserved



The Proposer must describe its approach to completing the required services within the time frame objective provided herein, including all strategies and methods that will contribute to the successful accomplishment of the objective and project. The information included in this section, must include, but is not limited to the following:

- **A brief outline of the project approach with identification of each main step or milestone in the process**

PROJECT APPROACH

Ajax has reviewed the County's RFP with an understanding the County is looking for firms only with similar judicial, municipal, and administrative complexes. Ajax brings over \$1B in public safety construction in Florida with a specialty in highly technological facilities. We will collaborate with the project team as concepts are developed for current Government Campus program, as well as future needs. Ajax will prepare budget cost estimates at each phase of design along with budget options for consideration by Owner and Design Team, which will ensure on target budget and schedule compliance. Our team will be available to prepare exhibits and present to the County Council, as needed. As your Construction Manager at Risk, Ajax will serve as your single-point of contact with Chris Brown acting as hub of the wheel for all communication. Performance, accountability, and all jobsite performances fall under our watch. With 90% of our work being delivered via the construction management at risk (CMAR) process, we have refined and improved our processes assuring the best in service. Our approach is based on working as a team with the County, Architect, consultants and stakeholders, while communicating throughout the entire process. As the Team for the project is finalized, Ajax will use the tools described in this section to guide the entire project from conception through occupancy. The following are some of ways Ajax approaches each of our projects:



CHRIS BROWN
PROJECT EXECUTIVE
POINT OF CONTACT

- **Team Kick-Off Meeting** – Establish Goals, Timeline, Accountability and Risk Mitigation
- **Scheduling** – Establish Phasing Options to develop Most Efficient Schedule, potential obstacles and mitigation plans. Develop detailed Site Utilization Plans to reflect phasing and site set-up.
- **Cost Control & Value Engineering** – Economic Models to detailed Estimate Reports with continuous budget option pricing for team consideration.
- **Reporting Systems** – Organized Status Reports and Trackers through all Phases of Preconstruction and Construction
- **Quality Control** – Set Expectations Early. Building Information Modeling (BIM). Detailed Redi – Checks, Proactive Tracking of all Quality Comments / Concern, Detailed Submittal Review & Coordination, Pre-Installation on all Definable Features of Work, Initial Delivery Inspections, Initial Install Inspections, Continuous Follow up Inspections
- **Safety Management** – Full time Safety Inspector supporting our comprehensive Safety 360 program
- **Project Close Out & Warranty** – Implementation of early O&M, warranty and commissioning information will start on Day 1 and be fully ready prior to completion.

Based on our review of the provided information as part of the RFQ, we envision the following "main step or milestone" efforts in the process which will provide a successful project on schedule, on budget and to the quality requirements developed:

1. The Team (Owner, Architect / Engineers and Construction Manager) will need to spend 2 – 3 days right up front to discuss those elements outlined below in our Team Integration effort. This will substantially help the project moved forward quickly with all stakeholders on the same page.
2. To meet the required 15-month Design + 17-month Construction durations outlined in the RFP, we expect there to be multiple GMP deliverables to allow for the early release of long lead material / equipment, sitework & site demolition activities and structural materials and shell activities. This is further expanded in our "Section 5: Proposed Schedule" below.
3. Engagement and definition of all Permitting requirements for this campus will need to be defined early in the design process, logged, tracked and proactively pursued by the entire Team. These activities will be fully incorporated into the initial Project Schedule developed early in the Design Process. Team members will be assigned responsibility to track and pursue permitting entity expectations so that initial submissions are more on the mark with overall agency requirements and allow for earliest possible approvals.

4. Engagement and definition of all Utility Provider Services and provider requirements will also be defined early in the design process. Multiple meetings with such Utility Providers will be needed to ensure the project is in line with the Utility Providers to allow for on time delivery of services. Ajax will work closely with the Owner and A-E to make sure the steps necessary with the Utility Providers is being followed, tracked and followed up on to make sure such services are at the site and ready when needed to support overall Project Schedule.
5. Due to our experience on complex and large Government Facilities, we recommend that Senior Leadership of the Team meeting regularly (no less often than monthly) to provide executive level support for the Project and other Project Team members. We believe this will be critical to ensure major decisions are being made timely to support overall Project Schedule.

The following provides a further description of the brief outline provided above for our overall approach to your project.

TEAM KICK-OFF MEETING

At the beginning of a project, our team will conduct a partnering / team integration workshop to organize the entire project team (owner, stakeholders, design team and consultants) to foster a partnership between all members.

WORKSHOP AGENDA:

Project Goals & Objectives are Identified.

All responsibilities, organizational structures, coordination charts and lines of communication are identified.

The above items are incorporated into a "Project Management Policy & Procedures Manual".



WORKSHOP AGENDA: Partnering / Team Integration is a corporate philosophy that has been exemplified from the top-down within Ajax and experienced on each of our successfully completed projects. This upfront charette proactively helps to organize the entire project development team and fosters a partnership between all members. This attitude of teamwork, along with the incorporation of all project goals and objectives, helps to develop a strong internal defense system against mistakes, conflicts, and errors. The key goals of our Team Integration approach:

- Project Goals & Objectives are Identified.
 - Team Goals are established with input from all Stakeholders. These Goals set the bar for what will move the project from just being Good to being Exceptional.
 - Once the Goals are established, they are revisited throughout the project to ensure all parties are working to ensure success to meet the Goals.
- All responsibilities, organizational structures, coordination charts and lines of communication are identified.
 - Clearly defines the lines of all Communication for the project. This ensures that all the right entities are fully aware of the project information.
 - Establishes clear lines of responsibility and authority to make decisions. This is especially important in terms of ensuring alignment of budgets to scope of work, responsibility on deliverables by team members and expectations in terms of quality throughout the entire Project delivery.
 - The above items are incorporated into a "Project Management Policy & Procedures Manual", which will be the play book for the overall Team to utilize both during Preconstruction and Construction Phases.
- Project Schedule and Phasing plan will be discussed in detail to set the stage as to clear, definable expectations and options. This effort will ensure all stakeholders are working in the same direction as to the must deliver timeline for the project.
- As a byproduct of the Team Integration process, the Team will identify specific Risk Factors in the project that will require special attention to ensure project success. These Risks are identified, logged, responsibilities assigned, and management plan approaches are developed to ensure the best likelihood of successful risk management / mitigation.

IDENTIFYING THE STAKEHOLDERS, DECISION MAKING AND REVIEW PROCESS

Ajax's innate culture promotes a collaborative and inclusive design and delivery process. We begin by identifying a list of decision makers and stakeholders as it relates to the project and design process. This informs the entire team of the decision-making structure and allows a collaborative approach for this project, which is of particular significance when working with multiple user groups in a design/build fashion. The team will work with Pinellas County staff to identify the key personnel, their appropriate level of involvement considering each expertise and to how most efficiently utilize their input.

HUB OF THE WHEEL

Ajax will be the "hub of the wheel" coordinating all efforts for the construction of the New Government Campus including the MWBE / SBE Business Outreach Plan.



COST CONTROLS & VALUE ENGINEERING

As your Construction Manager at Risk, our team will work closely from the onset with the County and Architect to ensure the design and budget are complimentary to one another. This process is involved and requires the perseverance of every team member throughout the design phase. It will ensure that when the final GMP is delivered, it is within the established budget and that there are absolutely No Surprises. Ajax's success in delivering projects at or below budget begins early in the Design Phase and continues throughout the Construction Phase.

Our Cost control process starts with our cost database. Ajax maintains a cost history database from all prior projects and the database is updated quarterly to reflect current market conditions. Drawing from this historical cost data, Ajax is able to develop cost estimates that can be utilized as a budget baseline for the design of each building system. **Our program is a progressive approach where each design phase estimate builds upon its predecessor.** Immediately following award of the Construction Management contract, Ajax will confirm/verify with the County and Architect all the specific program elements necessary to develop a Conceptual Estimate reflecting each major building system for the project.



JEFF STEPHENSON
CHIEF ESTIMATOR



LARRY GOODBREAD
PRECONSTRUCTION
MANAGER

Jeff Stephenson, Chief Estimator and Larry Goodbread, Preconstruction Manager: As the individuals that have provided budgets and estimates for hundreds of CM projects, Jeff and Larry are valuable assets to the preconstruction phase. Their approach of working hand-in-hand with design teams and owners from day one, ensures all budget, schedule and quality goals are met. Jeff and Larry will be working closely with Chris Brown, Project Executive, to ensure quality, timely submission of all Design Phase Estimates and budgeting options for the Team's review.

Our Cost Control includes the following key components:

CONCEPTUAL ESTIMATE: Prepared early in the Design Phase, this estimate is based on concept, confirming that it can be constructed within the budget. It includes traditional project costs as applicable to a project, such as site preparation, foundation, structural work, exterior and interior finishes, and roofing work. This is sometimes referred to as an **Economic Cost Model or "Target Value"** approach and provides a benchmark for the team to utilize throughout the Design and Preconstruction process.

DETAILED ESTIMATE: As the project progresses and construction documents become available, we perform a complete Detailed Estimate for the entire project. It provides a higher level of detail and accuracy because materials and methods have been selected. It includes a detailed quantity takeoff from the documents and information now available. Specific material pricing from local vendors may be included, and issues such as crew sizes and total crew-days-required are also taken into account.

At the Schematic Phase, the drawings typically consist of Architectural floor plans, an elevation and maybe one section of the building. From these basic documents, Ajax will prepare a detailed takeoff of all elements necessary to provide a complete estimate. For instance, even though no foundation design has yet been completed or shown, we will develop a detailed cost estimate for this work based on our prior experience for similar structures. We will size the footings, provide anticipated reinforcing, related formwork, etc. necessary to determine what a reasonable cost is for the foundations. We will perform this for all elements including sizing air handlers, sizing ductwork, providing light fixture counts, etc. as necessary to build the project as if it was fully designed. We then meet with the design team to review our assumptions and ensure we are in alignment with the direction the design team is headed. After making adjustments for A/E feedback, we will have a complete and full takeoff estimate for the entire project that truly represents what the completed project will cost, but at the Schematic Phase. The estimate will include placeholders for elements not yet determined by the A/E as well as line items to account for cost escalation between the current date and anticipated subcontractor bid dates.

At Design Development, a complete new takeoff will be performed. At this stage of design, more information will be shown as well as design documents by the structural and MEP consultants. Just as in the Schematic Phase, we will provide takeoff and estimates for any information not yet shown in the design documents so as to provide a "complete" estimate. The same process of assumption reconciliation will occur to finalize the estimate. We will provide a variance report to highlight changes in design and/or estimate values between the Schematic and Design Development documents. This process is replicated at each Construction Document Phase. As more

design information is shown, less assumptions are needed by our Estimators to provide a complete estimate until such time that the documents are completed and the project will commence the bidding and GMP process. This progressive estimate approach will provide very accurate cost information to the project team at the earliest stages of design and will provide direction to the design team to assist in developing the design that will meet the County's budget. Whether your goal is to cut dollars from the budget or to maximize your project dollars, our team will provide accurate estimates from our Estimating Department throughout the design phase, as well as cost/benefit analyses on materials and systems, allowing you to make informed financial decisions.

DETAILED COST REPORTS: The Ajax project management team utilizes a number of detailed cost reports to communicate project status to all stakeholders. Our reports are tailored to provide all information related to the project status so that decisions can be made to ensure budget and schedule compliance.

- Actual Commitment vs. Budget Report
- Actual Cost Report
- Labor Report
- Material Procurement Report
- Subcontractor and Purchase Order Report
- Payment Status Report
- Forecast Billings Report (Cash Flow)

SYSTEMS COST ANALYSIS & LIFE CYCLE COST ANALYSIS: Ajax will provide total cost comparison (materials, labor, maintenance, replacement etc.) for each system being considered. For example:

- Chilled Water HVAC vs. Variable Refrigerant Flow (VRF)
- Tilt Wall, Precast, Block & Brick Multi-Wythe Wall System and Block & Stucco
- Hardened Facility Redundancy Options for critical Services

By working in conjunction with our owners and their design teams, as a group we will be able to properly analyze all options to develop definitive conclusions.



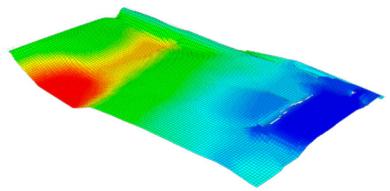
COST ANALYSIS EXAMPLE:

Wall System Options:



Type:	TIlt Wall	PRECAST	BRICK & BLOCK
Cost:	\$44.55/SF	\$70.71/SF	\$66.20/SF
Pros:	Most Cost Effective Provides the Most-Efficient Sequencing of Construction Activities	Good quality control at plant Early release/early start No need for Cast Area on Site Incorporate various schemes in plant.	Minimal laydown and work areas required Can be installed as structure goes up When CMU with Vapor Barrier is Complete it is Out of Critical Path
Cons:	Installation Process Requires area on site for casting beds Potential quality control issues due to outside factors	High Cost Delivery Road Impact	Limited work force Can be long installation process

EARTHWORKS: Earthworks is a three dimensional computer program to assist with site cost analysis. It illustrates the contours of the existing site, comparing it to the new elevations needed for the project. The new elevations are calculated to determine the volume of dirt needed to be cut or filled to create the desired elevation and slopes for the project site. A variety of elevation and slope options can be quickly analyzed to determine the most efficient and cost effective grading plan. This program will be an asset to the team on the site development.



ON-SCREEN TAKE-OFF: "On-Screen Take-off" is the latest cutting-edge technology for accurately developing cost estimates and quantities from the Architect / Engineer's drawings. In addition, this process of estimating projects is extremely efficient and accurate. This will ensure the project progresses as quickly as possible, while ensuring the budget is being met.

SALES TAX SAVINGS: Ajax's direct purchase plan was the first to be approved by the Florida Department of Revenue. As the large majority of our work is for Public Clients, we have honed our system for maximizing the value achieved when implementing Owner Direct Purchase for Sales Tax Savings process. Ajax will work closely with the County of Pinellas staff to ensure all paperwork is completed accurately, completely and efficiently. Our goal is to make the process as easy as possible for your staff, while maximizing the savings on your project.

VALUE ENGINEERING

As part of our estimating process, Ajax will develop a list of Value Engineering/Cost Reduction Options for consideration. We will provide an itemized list of alternate materials, equipment and systems along with their associated savings. These items will be reviewed by the team and those that are approved will be incorporated into the design.

Our team is encouraged to "brainstorm" and we may initially come up with a Value Engineering list exceeding 50 or more items. We then evaluate the list with the project team to determine which ideas have the most merit for further development. Criteria used to select these ideas include:

- Reasonableness & Practicality
- Durability/Functionality of Option
- Quality Impact vs. Value Offered
- Cost Savings to the Project
- Potential Design & Time Impact

Savings from the Value Engineering exercises usually range **from 2% - 7% and in some cases can be as much as 15%.**

BID MANAGEMENT

During this 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. Ajax prequalifies our subcontractors based on the following criteria:

- Financial Security
- Current Workload
- Prior Experience with Similar Projects
- Safety Record
- References and verification of previous work completed.



MWBE / SBE OUTREACH

Ajax is **NOT** a Minority Firm, but does takes pride in our MWBE participation plan on all of our projects. Ajax supports the mission to support and enable small businesses. We have a successful track record of not only inclusion on our projects, but advancing and growing the small businesses that we work with throughout construction. The following plan highlights how we have successfully achieved significant participation of MWBE firms on our past projects and how we will accomplish Pinellas County's goals for the New Government Campus project:

AJAX HAS AWARDED IN EXCESS OF \$700 MILLION IN DISADVANTAGE BUSINESS & MWBE CONTRACTS.



HIGHLIGHTS FROM OUR PROGRAM:

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

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

- In addition to Ajax's MWBE database, identify qualified MWBE vendors and contractors.
- Solicit MWBE 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 MWBE participation
- Provide pre-bid workshops to clarify any questions MWBE vendors and contractors may have concerning the project
- Offer creative support for financing, security, estimating, purchasing and management issues

**PCI² PHINAZEE CONSTRUCTION
CONSULTING SERVICES, INC.**
Building with Finesse

& Ajax

Angel Wood-Mark, from Phinazee Construction Consulting Services, Inc., will work as our MWBE/SBE Partner for the New Government Campus project. Ajax & Phinazee will work diligently with each of our MWBE subcontractors to expose and educate their employees to our construction methodologies, systems, policies and procedures. In addition to our efforts to maximize MWBE participation through subcontracting, we also support and promote MWBE contractors with partnering and mentoring relationships.



ANGEL WOOD-MARK
MWBE PARTNER

Memorandum of Understanding between Ajax Building Company, LLC and Phinazee Construction Consulting Services, Inc.

Date: March 3, 2025

Subject: Association Agreement for RFQ No: 25-0355-RFQ-CMR enter

This memorandum of understanding outlines the basic terms of an Association Agreement between the above-mentioned parties with regards to joining to pursue the subject project. The parties agree to negotiate Ajax's standard form of Association Agreement for the project in the event Ajax is awarded a contract for CM services. This agreement is being formed for the express purpose of establishing an Association, whereby Ajax Building Company, LLC and Phinazee Construction Consulting Services, Inc. (hereinafter "Phinazee") work together in the pursuit and (if successful) the Management of the above referenced project.

It is anticipated that Phinazee will actively participate in and will assist Ajax in cultivating local MWSBE Subcontractors/ Vendors and workforce participation.

Scope of Agreement. This Agreement shall relate only to the Solicitation, and nothing herein shall be deemed to: (a) confer any right or impose any obligation or restriction on either Party with respect to other efforts or activities at any time undertaken by either Party herein which does not pertain to the Solicitation; (b) preclude either Party hereto from independently soliciting or accepting any contract not related to the Solicitation; or (c) limit the rights of either Party to independently promote, market, sell, lease, license, or otherwise dispose of its standard products or services apart from the Solicitation.

Ajax Building Company, LLC (hereinafter "Ajax") will be the Prime Contractor. Phinazee will be an Associate or subcontractor. Each party shall supply resources to the project as mutually agreed. If agreed in advance, non-reimbursable or funded expenses may be paid for from project proceeds. All expenses incurred prior to execution of an agreement with the projects respective Owner shall be borne by each respective party to this agreement. Ajax will maintain the accounting records for the project.

Phinazee agrees to work exclusively with Ajax in the pursuit of the Pinellas County New Government Campus Project, unless otherwise agreed in writing.

If successful, Ajax as Prime Contractor will enter into the agreement with the Owner. Ajax will enter into an Association Agreement with Phinazee after the Owner Agreement is executed. The parties will agree on compensation when the Owner Agreement for preconstruction and construction services are negotiated. There will be a separate agreement for each phase. Should either phase not commence, no compensation shall be due. The full Phinazee Compensation for both phases is expected to be approximately Four percent (4%) of the final fee for the project (typically defined as Overhead and Profit in the Owner Agreement). A payment schedule will be included in the final agreements. No amount will become due or payable should Ajax not be awarded the contract for the above project.

Both Parties agree, in pursuing the award of a Prime Contract for the Program contemplated by this Agreement, that they shall each comply with all applicable laws. Failure of either party to meet the above obligations shall constitute a breach of contract and the non-offending party shall no longer be obligated to meet the obligations of this agreement.

Should the subject project not be awarded to Ajax, or upon execution of the standard form of agreement referenced in the first paragraph, this agreement shall become void. Upon mutual written agreement, additional projects may be added to this agreement. This agreement may be cancelled by either party with 30 days written notice to the other party.

Confidential Information. The Parties anticipate that performance of this Agreement may require them to disclose to each other information of a confidential or proprietary nature. Both parties agree not to share that information to any third party without consent.

Employee Solicitation: The Parties agree that neither shall pursue to hire each other's employees during the course of the project and up to 12 months from the conclusion of the project.

The Parties shall mutually indemnify, defend and hold each other harmless from and against any and all damages, losses, liabilities, and expenses (including reasonable attorney's fees) arising out of or relating to any claims, causes of actions, lawsuits, or other proceedings, regardless of legal theory, that result, in whole or in part, from each other's Representatives': (a) intentional misconduct, negligence, or fraud, (b) breach of representation, warranty, or covenant made herein, or (c) products or services including, without limitation, any claims that such products or services infringe any United States patent, copyright, trademark, trade secret, or any other proprietary right of any Third Party.

Each Signatory to this Agreement warrants by affixing his or her signature below that he or she is duly authorized to bind the Party whom such Signatory represents.

Agreed to this 3rd day of March 2025.

Ajax Building Company, LLC


William P. Byrne
Chief Executive Officer

Phinazee Construction Consulting Services, Inc.


Angel Wood-Mark
Chief Executive Officer

DETAILED BID PACKAGES: Creating clarity of scope requirements with the Subcontractors and Vendors is paramount to reducing project conflict and setting the project up for overall success. Additionally, we have learned that when Subcontractors fully understand the bidding requirements, pricing received is more complete and competitive, which is a win-win for all parties. Ajax prepares detailed bid packages for each trade which includes the following key elements:

- Detailed scope of work: Our goal is to buy all scope once, without double overlap or any gaps.
- Project schedule: Confirmation on labor requirements and material lead times prior to bid.
- Site utilization plan: Establishes project laydown, sequencing and existing conditions.
- Project safety program: Ensures the work is accomplished safely for all stakeholders.
- Quality control program: Reinforces the quality expectation to the subcontractors.
- Contract Terms and Conditions: Ensures No Surprises as we enter into Agreements.
- Additional requirements unique to the job

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
- Plans & Specifications
- Safety Control Program
- Contract Documents

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

GUARANTEED MAXIMUM PRICE (GMP): Through our estimating, value engineering and competitive bid processes, Ajax will establish a GMP that incorporates all of your goals and objectives. We are able to submit a GMP during any stage of the Design Phase in this case likely the design development stage will be the first of a multiple phase GMP process. Our overall goal is a GMP that is complete, comprehensive and competitive, while still address all potential obstacles and challenges associated with the project.

Ajax's GMP will include:

- Design Coordination
- Permitting
- Testing
- All Management Costs
- Sitework
- General Conditions
- General Requirements
- Subcontractor / Vendor Costs
- Equipment, Labor & Materials
- Construction
- Post-Construction Work

CONSTRUCTION PHASE COST CONTROL

During construction, cost control is accomplished through proper bid management, detailed cost reporting and payment procedures, management of contingency funds, and thorough review of potential subcontractor changes and owner change requests. As our eight (8) person estimating group is located in our Oldsmar office, we will utilize this estimating team to support our field project team on any during construction pricing efforts for the betterment of the project.

SAFETY MANAGEMENT



At Ajax we are committed to providing the safest possible worksite for our employees, employees of subcontractors, and members of the general public. It is our goal to send every employee home healthy every day. The following criteria exhibits our approach to safety control.



MARC REEVES

DIRECTOR OF
RISK MANAGEMENT

As Director of Risk Management for Ajax Marc Reeves 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 to identify possible jobsite hazards and to eliminate and/or reduce exposure to those hazards.

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.

PROJECT HAZARD ANALYSIS: Prior to work beginning, the Safety Director, Frank Quarella, will review the contract documents with the project team to identify potentially hazardous tasks, conditions, materials, or special training required to perform the task. Additionally, environmental controls shall be put in place to control air quality. Daily clean-up and housekeeping will also be a priority.

PRE-TASK PLANNING: This is a specific task analysis by Jody Brown, Lead Sr. Superintendent. He will discuss with the crew the hazards anticipated with the tasks, 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. We will also conduct background checks on all construction workers to ensure they have no issues that would prevent them from working near an occupied school campus or mall.

DEDICATED SITE SAFETY SUPERVISOR: Due to the size and rapid pace of construction on your project, we envision positioning a full time Safety Supervisor to work with the Project Team and Subcontractors to evaluate and coach best safety Ajax practices. Refer to our Organization Chart for this individual

SCHEDULING

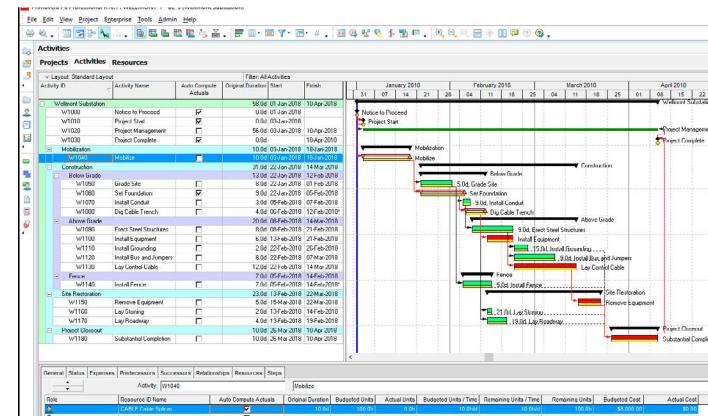
We understand the importance of delivering projects on time for our owners. We have a proven track record of completing projects within our owners' time and budget constraints. This stems from our teamwork approach of incorporating input directly from the owner, stakeholders and the design team, as well as subcontractors and vendors. With the entire project team developing the schedule, each member becomes personally vested and accountable for achieving each milestone.



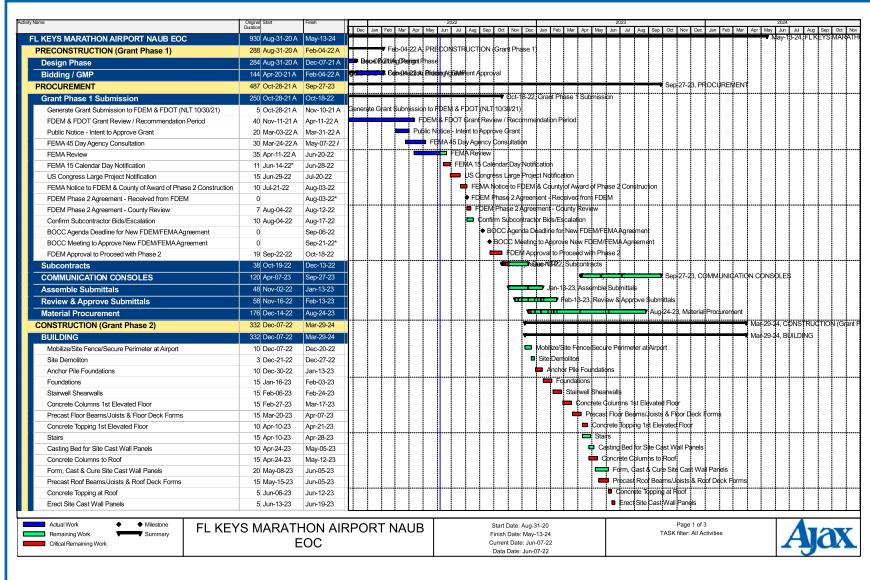
SCHEDULING SOFTWARE

Ajax uses proven industry standard scheduling software (Primavera P6 – Oracle) to establish schedules for your project which have the capability to provide detailed sorts, responsibility assignments, procurement breakdowns. The software, if desired, is able to be cost load with forecast of expenditures and resource loading for manpower and equipment needs.

Our program is fast, easy to update, and provides a full menu of scheduling and cost reports, including both critical path logic diagrams and bar chart formats. Ajax's scheduling capabilities permit a complete analysis of cost distribution throughout the design and construction phases of any project.



SCHEDULE EXAMPLE: MONROE COUNTY EOC



PULL PLANNING: Ajax will be implementing multiple Pull Planning Sessions with the selected subcontractors / vendors to incorporate additional detail into the Project Schedule. Again, this effort will ensure overall sequencing and logic, as well as create the buyout at the subcontractor level.

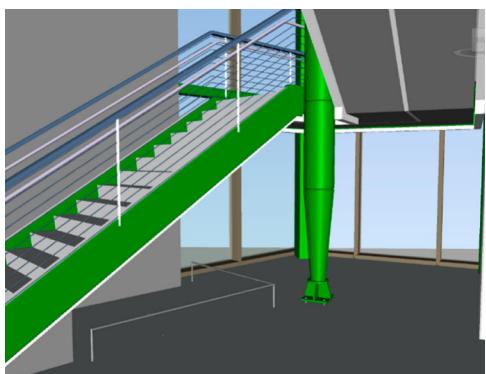
SCHEDULING UPDATES: Ajax utilizes our software to generate bi-weekly updates of the Project Schedule for full project planning. Weekly we are utilizing the software to generate greater detail in a four-week look ahead that is used to ensure timely completion of activities.

PROCUREMENT LOG & SCHEDULING: Ajax utilizes both our Project Schedule and our Procurement Log to track all materials and equipment required for the Project. Our Procurement Log will be a suspense system that reflects when materials / equipment are on site, on-time for scheduled delivery, at-risk for scheduled delivery. This ensures our submittals are being obtained timely, reviews and approvals are being completed to meet the must have date for delivery to support Project Schedule requirements.

PRODUCTIVITY TRACKERS: Ajax utilizes Productivity Trackers to ensure the installation durations are meeting the overall Project Schedule durations for subcontractor work. These trackers provide daily updates on installed

- *Examples of previous completed projects where a new or innovative approach was taken and the corresponding results or possible benefits for this project*

NEW OR INNOVATIVE APPROACH EXAMPLES



SARASOTA COUNTY ADMINISTRATION BUILDING "CAC"

The aesthetic vision developed by the Design Team and attention to detailing necessary to coordinate all the various finishes and systems at the Sarasota CAC has been an area our team has been innovating and improving the typical submittal and coordination process. We began utilizing our Ajax produced BIM coordination models during the Pre-Construction to produce constructability reviews and we continued managing all of the Mechanical, Electrical and Plumbing trade subcontractor's overhead coordination effort like we do on all our projects. The project team began using incorporating Revit BIM models for many of the architectural systems and components, starting with the structural steel, architectural concrete pre-cast panels, architectural railings and wood slat ceiling systems. Of the important aesthetic features of the project, the monumental front stair on the main elevation has benefitted from the 3D BIM coordination of architectural finishes. The precise layout of pre-cast panels, concealed routing of sprinkler piping through structural members, recessed light fixtures and alignment of all railing clearances were made possible creating, reviewing and modifying the various models until we had a final system that was fully coordinated. We held weekly meetings with both the subcontractor's detailing teams and the design team to finalize and verify the modifications and adjustments made. Some of the key coordination items included erection tolerances for various components, ADA clearances and concealed support systems.

Benefit / Application for the New Pinellas County Government Campus: Our project teams are all experienced in using Revit and working alongside our BIM Coordination team to manage the coordination of complex structural and architectural components. As the Construction Manager, we will develop coordination and 3D modeling action plan with the Design Team for your project that allows this detailed visualization and review process to be completed before the final products are released for fabrication. This will ensure the finished construction product meets the design vision and intent of the space.



CITY OF ST. PETERSBURG POLICE DEPT. HEADQUARTERS

The schedule management for this project had to be particularly cognizant of the high level of technology and the related tasks were prioritized accordingly. The building required an operating data network for the systems such as Access Control, HVAC DDC, and various building systems communicating to each other through the network and data center prior to systems testing for achieving Substantial Completion. This required our team to work backwards regarding the schedule to be able to provide operational IDF rooms with switches for each area of the building, which

required the data center to be populated with servers, which meant a completely sterile and completed data center, which meant all systems operational in the data center including cooling systems and UPS power, which meant fully tested and commissioned UPS system, which meant completed, clean and locked up UPS rooms. All of these items were required to be fully completed, cleaned and secured prior to the completion of the construction of the surrounding spaces and the rest of the facility. The Data Center is located on the second floor, in the middle of the floor plan and required dust partitions and staffed controlled entry point. These items were integrated into the schedule sequence and managed with the subcontractors to facilitate the completion of the spaces ahead of the balance of the building. To assist in the schedule management and coordination of the Owner provided network switches in the IDF rooms, the infrastructure to the facility and the transition of services the Team held separate bi-weekly coordination meetings to discuss schedule and activities to ensure the work was coordinated, planned and completed to facilitate the appropriate sequence and necessary completion. Attendees of the supplemental coordination meetings included, Ajax project staff, Electrical Subcontractor, Access Control Subcontractor, Fiber Optic Subcontractor, City Engineering, City IT leadership with Implementation team, Police Department leadership, and Motorola – all members were instrumental in the discovery, planning and resolution of tasks and proved to be a successful addition to the project management plan.

Benefit / Application for the New Pinellas County Government Campus: Engage early and often with County IT Department to ensure full coordination of IT requirements and demarc points between CM responsibilities and IT Department. Incorporate these activities in detail within the overall Project Schedule. Schedule bi-weekly status / updates meeting as necessary to ensure full coordinate system installations.



LEON COUNTY PUBLIC SAFETY COMPLEX

One of the main factors that caused the team to excel in terms of quality and construction was the attention to the mock-ups done for the project. A ten foot section of wall was made outside of the jobsite trailer where the majority of the mock-ups were done. Special attention was given to the wall section due to the need for compete watertightness in the wall. The ICF was coated in a spray applied waterproofing membrane. Every penetration (brick tie, angle, etc. was then covered with a piece of waterproofing blueskin. The window was also mock'd up at this location. A video was taken of the window install so that in the case another

installer showed up he could view the video in the job trailer and see the approved process. A separate mock up was done on the roof edge and flashing detail. During the mock ups, the team decided on a few revisions to the design that were implemented before the product was installed permanently. The end product was an even better designed waterproofing system than what was shown on the plans without any extra costs to the Owner.

Benefit / Application for the New Pinellas County Government Campus: Mock-up generation for any complex feature of work should have mock-ups defined both in narrative and detail by the Design Team for inclusion in the Project. Construction Manager will work with Team to ensure a comprehensive list of required mock-ups and establish expectations early prior to mock-up construction. Document the mock-up expectations and ensure workers are fully aware of requirements for proper installation.



SUMTER COUNTY PUBLIC SAFETY BUILDINGS

Ajax and Sumter County implemented a "Best Value" Bid Package for the procurement of the Dispatch Center Console Furniture. Prior to bid, Ajax and a group of designated reviewers attended a national trade show where we met each of the five interested manufacturers and reviewed their available product lines. Each bidder then provided a submittal package with their proposed product lines, experience, workload, and project cost. The designated review committee graded their proposals then divided the product cost by the technical score to provide a ranking of the Best Value Product. The project was awarded to Xybiz, Inc. which had a slightly lower technical score (4 points out of 1000) but saved the project over \$300k by working to refine project requirements with the product lines and options they had available.

VE - A reduction in mil thickness on LVT flooring was offered and was accepted by Sumter County, saving \$16,004 to the project. The color selection of the flooring enhanced the aesthetics of both facilities.

VE - The Project changed the generator Automatic Transfer Switch to a Generator-to-Generator Transfer Switch in lieu of the originally specified Generator Paralleling Switch and reduced the size of the breakers to coordinate with the Fault Current Ratings of the project Overcurrent Protective Device Coordination Studies. This configuration provided the same functionality and saved the project \$18,090.

VE - The Project changed the dry-sprinkler pre-action system to a riser-mounted air compressor pump in lieu of the originally specified compressed nitrogen tank system. The riser mounted compressors provided the same functionality, lower maintenance costs, and saved the project \$9,556 in initial costs.

VE - Design Build team worked with the 4 different telecom entities in The Villages Secure Data room to coordinate the rack requirements to meet their individual security requirements. By changing to two and four post data racks in lieu of the originally specified data cabinets, the project was able to provide additional rack space, more service clearance and save \$7,670 in initial equipment costs.

Benefit / Application for the New Pinellas County Government Campus: Work with Owner and Design Team to identify "best value" solicitation solutions that will add value and cost efficiently, while ensure overall Owner needs are being met. Such elements for your project may include specialty A/V systems at the Courts facility, detention cells, interactive community engagement A/V and others.



OUC ST. CLOUD FACILITY

Even though our work will be contained within the City of St. Cloud's limits, we know that there are certain Osceola County requirements that we will need to include as a part of the project, if the adjacent road is owned/maintained by Osceola County. At the OUC Operations and Maintenance Facility, Ajax learned that the adjacent right of way needed to be milled and overlay as a part of the scope. This information was not on the contract drawings and had to be completed at the 11th hour. Ajax knows the requirement and will ensure that all our clients within the municipality is aware.

Benefit / Application for the New Pinellas County Government Campus: Review adjacent property and roadway interconnection points for efforts required but not reflected on the Design Documents. Work with the Design Team to ensure such does get on the documents and is captured as part of the initial bidding process.



MONROE COUNTY EOC

The Monroe County EOC is a hardened 2-story 30,000sq.ft facility standing 40' tall at the end of the Marathon Airport project. With the highest classifications for exposure and risk categories, and rated for 220mph winds, the structure is made up of poured-in-place shear walls, columns and beams, with precast wall panels hung on the perimeter. This made site management and specifically coordination with adjacent properties and government agencies (FAA) crucial to the success of the project. During the erection of the structure, daily NOTAMs had to be setup

with the airport personnel to advise incoming flight traffic of the site operations, including erection of precast concrete panels with a 140' crane at the end of the runway. This level of coordination continued for the loading of roofing material, roof mounted equipment, site light poles, and anything else that required a crane or booming equipment to set and install. Inside of the facility, redundant systems included (2) 500kw generators with quick-connect gear for a 3rd mobile generator, A 100KW / 100Kva UPS with (3) modular battery cabinets, 5,000gal potable water tank, (3) 2,500 sanitary storage tanks, fully secure ballistic lobby, biometric access controls, (9) 911 dispatch consoles and multiple HVAC systems all monitored through the cloud-based Building Management System. This required early involvement with the County's IT personnel to ensure that all integration was completed tracked within the construction schedule and completed on time for turnover.

At the exterior, elevated ground level staging as well as multiple concrete platforms for elevating exterior electrical equipment were installed to maintain elevations well above the Base Flood Elevation to prevent damage to critical systems via storm surge. Steel grating was used at the outdoor mechanical yard to protect the exterior equipment from projectiles in an active storm / hurricane.

Benefit / Application for the New Pinellas County Government Campus: Implement coordination effort on construction traffic and deliveries to avoid impacts to surrounding commuter and business traffic. Look to establish delivery times for project specific activities to avoid roadway impacts. 2) Engage early and often with County IT Department to ensure full coordination of IT requirements and demarc points between CM responsibilities and IT Department.



UNIVERSITY OF FLORIDA MALACHOWSKY DATA SCIENCES & INFORMATION TECHNOLOGY BUILDING

This was a 265,000 SF new Data Science, Information Technology and Research Building constructed on UF's main campus. It houses the College of Engineering, College of Medicine and the College of Pharmacy. The vision for the building was for it to be an iconic University of Florida building and it has certainly achieved that. Due to the high anticipation and expectations for this award winning building, there were many innovative construction practices employed by Ajax. Perhaps the most visual was how we helped design, fabricate and install the panelized metal façade system with integrated trapezoidal windows including electrochromic "smart" glass

that is electronically shaded on command. Due to the complexity and specialized nature of the this system, Ajax immediately suggested a Design Assist procurement method to engage subcontractors. Ultimately, we selected the appropriate firm and managed that process to completion. Once the design was established, we worked with subcontractor from everything to optimizing their fabrication facility to systems testing both at their facility and on site and, of course, installation. The 12'x30' structural panels with integrated glazing were delivered and installed first with connections being sealed thereafter. After installation of the structural panels, the ACM volumetric panels were delivered and installed on clips already in place on the structural panels. Essentially, the structural panels serve as the envelope while the ACM panels serve as the rain screen. The result was a near perfectly coordinated, cost efficient, one-of-a-kind and visually stunning façade to match the expectations of the client.

Benefit / Application for the New Pinellas County Government Campus: Ajax's experience on the UF DSIT project in management of the panelized metal façade with smart glass directly benefits the Pinellas County New Government Campus project. Our proven success in efficiently coordinating that important element of the building proves that we are experts at managing complex systems, especially in the event Design Assist would be deemed necessary for the project to be delivered on time and within budget.

- Examples of reports that would typically be made available (i.e., progress reports, draft plans etc.) as well as frequency of follow up reporting with the County

REPORTING EXAMPLES

REPORTING SYSTEMS

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



OWNER/ARCHITECT/CONTRACTOR MEETINGS

Ajax believes that continual dialog between the team members through regularly scheduled team meetings provides the appropriate forum to address issues as they arise. Using an 'open-issues' meeting minute format we as a team can remain focused on resolving issues and use the meeting to formulate solutions. These meetings begin taking place in the design phase and continue on through project completion.

MONTHLY REPORTS

Once a month an owner project status report is distributed, "placing everyone on the same page." This report includes:

- A monthly executive summary
- An estimating narrative
- A scheduling narrative
- A financial narrative
- Cost control recommendations
- Project meeting minutes
- Monthly calendars

EXECUTIVE REPORTS

Depending upon client needs we have regularly generate presentations for Commission and / or Owner Leadership on regular intervals to communicate project status and key milestone deliverables.

WEEKLY SUMMARY REPORTS

We have found on many of our projects our Clients and Design Team need a more frequent update of project status and action tasks list. To promote early resolution of potential issues and provide the real-time communication needed, we have implemented a Weekly Project Update. This is like a One Page Translator for the project that provides all key elements on a single page. Items such as critical schedule activity for the week, hot submittal tracker, contingency status and open pricing issues all show up on this Weekly Update. We have found this to be very beneficial in promoting resolution of project critical elements.

OPEN BOOK APPROACH

Ajax has a wide variety of clients who each have different requirements that need to be addressed within the construction delivery process. We feel our vast experience will aide the Pinellas County. In short, the Owner must be able to trust that the construction firm is working in their best interest. The only way to gain this trust is for the construction firm to demonstrate that they are treating the owner's money as if it were their own. To do this, the process truly must be open book and the County will have the ability to see every dollar that is spent and understand why those costs are expended. As part of the GMP process, the trade contractor bid packages will be procured in a competitive atmosphere where results will be tabulated and shared with the County & Architect. This will identify hard costs for individual line items within the estimate, based upon scopes of work that were clearly defined during the preconstruction phase. Our GMP will be compiled in an open-book manner, with the final subcontractor award recommendations being approved by the County prior to the execution of subcontract agreements.

MONTHLY REPORT - MONROE COUNTY EOC

Ajax

Monroe County Emergency Operations Center

March 2023

PROJECT PHOTOS
OWNER'S MONTHLY REPORT



MONTHLY STATUS REPORT

March 2023

Monroe County Emergency Operations Center

Ajax Project No. 202011



1st Level Slab Reinforcement



1st Level Deck Concrete Placement



109 Commerce Blvd
Oldsmar, FL 34677
813-792-3900
www.ajaxbuilding.com
CGC042112

50000070

WEEKLY SUBCONTRACTOR MEETING AGENDA - MONROE COUNTY EOC

20

Ajax

MONROE COUNTY EOC
Subcontractor Coordination Meeting
01/03/2024
Meeting No. 057

In Attendance:

Travis Mauldin	Ajax Building Company
Marshall Quarles	Ajax Building Company
Donald Harcrow	Ajax Building Company
Antonio Albernas	Pedro Falcon
Kirill Simonov	Pedro Falcon
Roman Sviridenko	Pedro Falcon
Asa Henry	Pegasus Painting
Luis Mendoza	CT&S
Jason Buffington	Gary's Plumbing & Fire
Ramon Rivera	Brightview
Juan	B&I

Distribution:

All in Attendance
All Subcontractors
File 202011, 1.4C

	ACTION	ACTION DATE
iciency list. All items to be checked with Ajax	Sunrise	12/13/23
need to be addressed. Sunrise to advise on re-mob date.	Sunrise	ASAP
iciency list.	Sunrise	01/08/24
10/25.	Skyline	10/16/23
multiple locations that are partially complete, or missing	Skyline	10/25/23
of incomplete work and timeline to complete.	Skyline	ASAP
ical item is the outside dining area rails. A list was sent	Skyline	11/01/23
rial removed from this area.	Skyline	11/08/23
e the remaining items beginning with the outdoor seating	Skyline	11/15/23
ine to update Ajax on installation of remaining	Skyline	11/20/23
the rails by 12/8.	Skyline	11/29/23
ils and louver tube steel.	Skyline	12/14/23
erator louvers	Skyline	12/14/23
at need to be completed.	Skyline	01/05/24
well 103 need to be installed.	Skyline	01/16/24
to be installed.	Skyline	
fairwell 103	Skyline	

- Guardrail gate under stairwell 103
- Ladder at the exterior platform

6

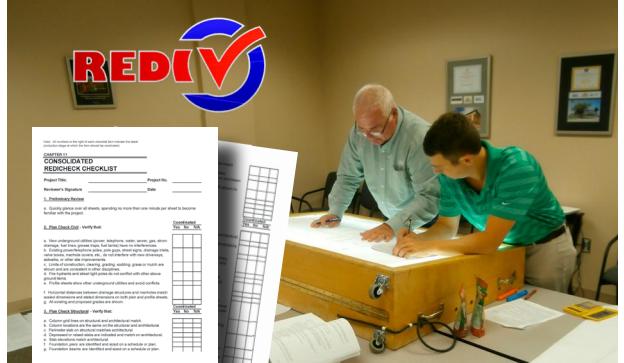


- **Demonstration of the quality control elements and strategies utilized by the Proposer to mitigate impacts of subcontractors or other factors on the project**

QUALITY CONTROL ELEMENTS AND STRATEGIES

QUALITY CONTROL PRECONSTRUCTION PHASE

- **DESIGN REVIEW:** Quality begins with a thorough review of the plans and specifications for completeness, accuracy & constructability. After a systematic review of the plans and specifications, we recommend modifications to the Architect that might be made to the drawings and/or specification to assist in clarifying the design intent.
- **REDI-CHECK SYSTEM:** Ajax utilizes the Redi-Check system to review the contract documents for any discrepancies, resolving conflicts and ensuring quality prior to bidding and construction. Clear and concise documents ensure competitive and responsive bids.
- **PRE-QUALIFICATION OF TRADE CONTRACTORS:** To ensure that only reputable trade contractors bid on your project, Ajax pre-qualifies trade contractors for construction experience on similar projects, proven record of quality and schedule adherence, financial stability and bonding ability, and safety record and insurance.
- **BID DOCUMENTS:** 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.



REDI-CHECK

CONOLIDATED
REDI-CHECK CHECKLIST

Project Name: _____ Project No. _____

Performer's Signature: _____ Date: _____

I. Preliminary Review

1. Quality place of all sheets, spending no more than one minute per sheet to become familiar with the drawings.

2. Plan Check Log - Verify that:

- a. All engineering utility services, telephone, water, sewer, gas, steam, compressed air, etc. are present and correct.
- b. All structural, mechanical, piping, electrical, etc. drawings are present and correct.
- c. All dimensions, marking, spacing, setting, gear or much are present and correct.
- d. All symbols, notes, legends, etc. are present and correct.
- e. Profile sheets and other underground utilities are avoid conflicts.

3. Plan Check Manager - Verify that:

- a. Calculated and checked all structural loads.
- b. Calculated and checked all structural and non-structural stresses.
- c. Determined or stated areas are calculated and verified on as-built drawings.
- d. Determined or stated areas are calculated and verified on as-built drawings.
- e. Foundation details are identified and stated on a schedule or plan.

CONSTRUCTION PHASE

Ajax will implement a detailed project specific quality control program with each trade contractor on the project, thereby guaranteeing high levels of craftsmanship. This process includes:

- **SHOP DRAWINGS & SUBMITTAL REVIEW:** The project team reviews submittals for conformance with the contract documents, accuracy and completeness.
- **CHECK MATERIAL CONFORMANCE UPON RECEIPT:** The Ajax team will inspect all materials arriving at the job site and immediately reject and return any material that does not conform to established quality standards.
- **MOCK-UP OF REPETITIVE OR DIFFICULT WORK:** Mock-ups of repetitive or difficult work are required to be constructed by all participation subcontractors before construction begins. This will establish an initial quality benchmark so all subcontractors know what standard of quality must be obtained.



- **MONITOR WORK DAILY:** As Lead Senior Superintendent, Jody Brown, walks the site daily, he refers to a detailed checklist that covers the specific items of quality and assures that the work being produced meets those standards.
- **PROMPTLY REJECT NON-CONFORMING WORK:** Any work that is found to be non-conforming will be promptly rejected. Our subcontract requires that corrective action be taken within 24 hours of notification of rejection.
- **PHASE AND AREA PUNCHLISTS:** Punchlists will be performed at the completion of each major phase of the project. This process minimizes the final punchlist at the end of the project.
- **COORDINATION & TOOLBOX MEETINGS:** Lead Senior Superintendent, Jody Brown, will hold weekly meetings with all of the subcontractors to discuss schedule, quality & safety inspections

IMPACTS OF SUBCONTRACTORS OR OTHER FACTORS

SUBCONTRACTOR BID MANAGEMENT

IDENTIFY SUBCONTRACTORS

Encourage local firms to participate

PREQUALIFY SUBCONTRACTORS

Ensure qualified and capable vendors bid the project

CONDUCT PREBID CONFERENCES

Ensure each bidder is fully aware of all project requirements prior to bid

PROVIDE DETAILED BID PACKAGES

Informed bidders ensure more accurate bids

ACCEPT SEALED BIDS

Protect Pinellas County from potential conflicts

CONDUCT SCOPE REVIEW MEETING

Confirm bids are comprehensive and complete

RECOMMENDATION AWARD

Submit Recommended Subcontractors to Pinellas County

SUBCONTRACTOR MANAGEMENT

Proactive community outreach is at the forefront of this ongoing exercise. Our subcontractor/vendor database is managed by our preconstruction team, including Larry Goodbread who will serve as Preconstruction Manager for the New Government Campus project. Ajax is constantly updating our database and removing the firms that have not exhibited financial stability and reliable services, and adding firms that have proven track records to be effective partners in the construction process.

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

Throughout this process, the bidder list will be shared with Pinellas County Procurement office to apprise the county Staff of the latest participation of local and SBE 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 "BuildingConnected". 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.

PROCESSES TO MITIGATE ISSUES WITH SUBCONTRACTORS

At Ajax, we have a proven track record of completing projects within our owners' time and budget constraints. This stems from our teamwork approach of incorporating input directly from the owner, stakeholders, and the design team, as well as subcontractors and vendors.

METHODS TO KEEP ON SCHEDULE

At project kick off, we solicit input from all team members for specific milestone dates and activities to be included in the overall Master Schedule. The project team will develop the schedule during pre-construction, finalize the schedule for the GMP and update the schedule during construction. This consistency in team members maintaining the schedule from kick off to completion ensure the project goals developed in the early design phases are maintained throughout construction. The master project schedule is included in the subcontractor Bid Packages and subcontracts. This ensures that all trades understand their contractual schedule obligations right from the start and each subcontractor is held accountable for providing the manpower, equipment, materials and resources to complete their work in accordance with the schedule. Furthermore, once construction is underway, the master schedule is broken down into 'Three Week Look Ahead Schedules' and the Superintendent will review this schedule with the subcontractors at every weekly subcontractor meeting. These look ahead schedules make it very clear how each subcontractor is tracking, how their schedule interfaces with subsequent trades, and where any corrective action is required to meet the overall project schedule.

PREFABRICATED SYSTEMS

Reducing the amount of labor required in the field is also a way to improve quality and schedule. In some cases, we may elect to prefabricate items offsite, where standardizing the fabrication process for building/system elements in a warehouse or factory setting allows us and our subcontractors to systematically assemble and more closely monitor these portions of the work which will enhance the ability to control both cost and quality.

CONFLICT RESOLUTION

Ajax has successfully completed thousands of complex construction projects, each with its own unique challenges and potential for conflict among stakeholders. Our teams realize the importance of the contractual promises we make in terms of budget, schedule, quality and safety. We understand the need to proactively work with all stakeholders (Pinellas County/ Architects-Engineers / Subcontractors / Vendors) to ensure a mutually successful project that meets the commitments made. Over the past 67 years of being in business, Ajax has honed our approach to Conflict Resolution, always focusing on meeting our promises to our partners and holding all parties accountable to ensure project success.

At Ajax, we see Communication as the cornerstone to our effective conflict resolution program. We ensure that all parties are proactively communicating, and all stakeholders have the most accurate and complete information to ensure timely, well informed decisions. We believe our approach ensures all parties, including trade contractors and vendors, work in harmony and are able to build relationships up front which will benefit the current project and potential future engagements. Our communication style promotes teamwork and drives the project to on-time delivery, within budget and quality work which is beneficial to all involved:

PARTNERING/TEAM INTEGRATION

As documented earlier in this section, Partnering / Team Integration is a corporate philosophy that has been exemplified from the top-down within Ajax and experienced on each of our successfully completed projects. This upfront charette pro-actively helps to organize the entire project development team and fosters a partnership between all members. This attitude of teamwork, along with the incorporation of all project goals and objectives, helps to develop a strong internal defense system against mistakes, conflicts, and errors.

DESIGN REVIEW

The first defense in conflict prevention begins with making sure the Design Documents are complete, concise and coordinated amongst all disciplines. Ajax will conduct a thorough review of the plans and specifications at each design phase. We will ensure the documents are complete as to the details needed to bid and construct, ensure that all plans provide sufficient information to provide competitive pricing and check the coordination between documents. All of these efforts provide for fewer questions during construction and helps reduce potential conflict between all parties.

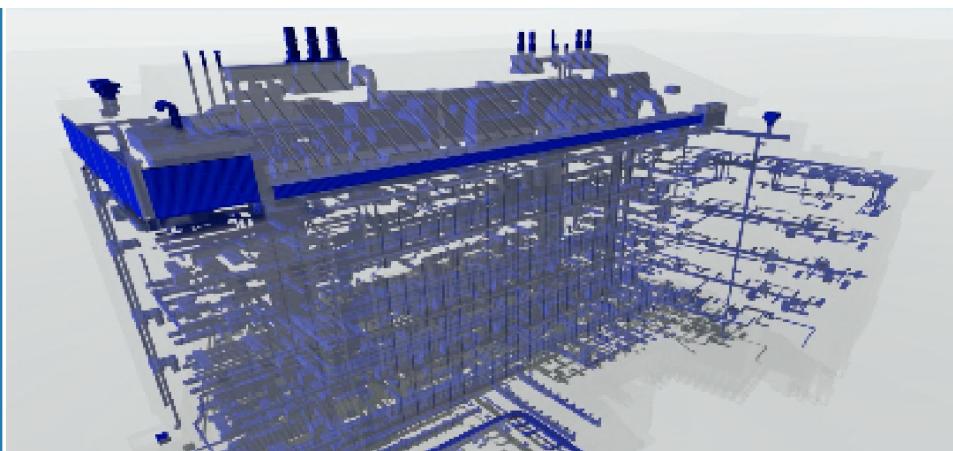
BUILDING INFORMATION MODELING (BIM)

Ajax utilizes Revit Architecture, Revit MEP, 3Ds Max Design, Navisworks Manage, and Navisworks Freedom software platforms to perform BIM-related tasks such as design visualization, constructability reviews, quantity take-off verification, site planning and site utilization, systems coordination and clash detection, trade coordination, virtual mock-ups, scheduling and sequencing reviews, and as-built documentation.

The following are a few examples of how Ajax utilizes Building Information Modeling (BIM) for the benefit of our projects.

- **DESIGN VISUALIZATION:** The BIM model provides a level of 3D visualization and design communication that is not afforded by other design delivery methods. The BIM model can be explored in-depth, offering unlimited views and sections of the project and the work at hand. These design visualization benefits of the BIM model are carried through to the construction phase through the use of Navisworks Freedom software which is utilized by our on-site project teams.
- **CONSTRUCTABILITY REVIEWS:** The BIM model is utilized to analyze means and methods, construction efficiencies, and sequencing of trade contractors. This provides Ajax with an opportunity to recommend alternative means, methods, details, practices, processes, etc. that may be of benefit to the project.
- **SITE PLANNING AND SITE UTILIZATION:** The BIM model is utilized by Ajax to plan and communicate our intended use of the project site taking into account items such as existing conditions, mobilization activities, site logistics, sequence of work, site access and routes, site safety measures, equipment locations, temporary construction, site utilities, and site improvements. These items are incorporated (i.e. modeled) into the project BIM model and are an effective means of conveying our plans for the project site through "Town Hall Meetings" with project stakeholders and occupants of neighboring buildings.
- **CLASH DETECTION:** The BIM model is utilized to perform systems coordination and clash detection activities. This allows for the identification and correction of conflicts in building systems or components in the BIM model during the design phase rather than during the construction phase when the correction of such conflicts can result in costly corrective measures.
- **POST CONSTRUCTION "AS-BUILT" DOCUMENTATION:** The BIM model is maintained and updated by the project team throughout the construction phase, incorporating design revisions and submittal data such as RFIs, ASIs, Owner Changes, Material Data, Equipment Data, etc. The result is an "As-Built" BIM Model that can be turned over to the Owner and their Facility Department at the close of the project.

Ajax fully recognizes the benefits that Building Information Modeling (BIM) offers and we are confident that the entire construction industry will eventually migrate to BIM as the benefits of this technology become increasingly apparent.



PROJECT MEETINGS

Pre-bid and pre-construction meetings are held to fully explain and/or answer any questions pertaining to the project, plans and specifications. Weekly job site meetings with the subcontractors and suppliers are conducted to provide a continuing project review.

SUBCONTRACTS

Our subcontractor agreement is a preventative tool which contains language that further expands and clarifies subcontractor responsibility. The contract provides methods of conflict resolution that ensure job progress is not hindered and if impacts occur, provides the avenues necessary to enforce recovery plans and next steps for overall Project delivery.

Our intent is to work with all parties to promote a Teamwork Environment. However, in case of a subcontractor failure / default, Ajax's position will be to implement immediate strategies to rectify the default, including but not limited, bringing in supplemental crews, requiring overtime / weekend work and in some cases the full removal and replacement of the defaulted Subcontractor. All such actions will be taken to push for overall project success and meeting our commitments to our Client and other project stakeholders.

MONTHLY REPORTS / WEEKLY UPDATES

Once a month an owner project status report is distributed, "placing everyone on the same page." This report includes:

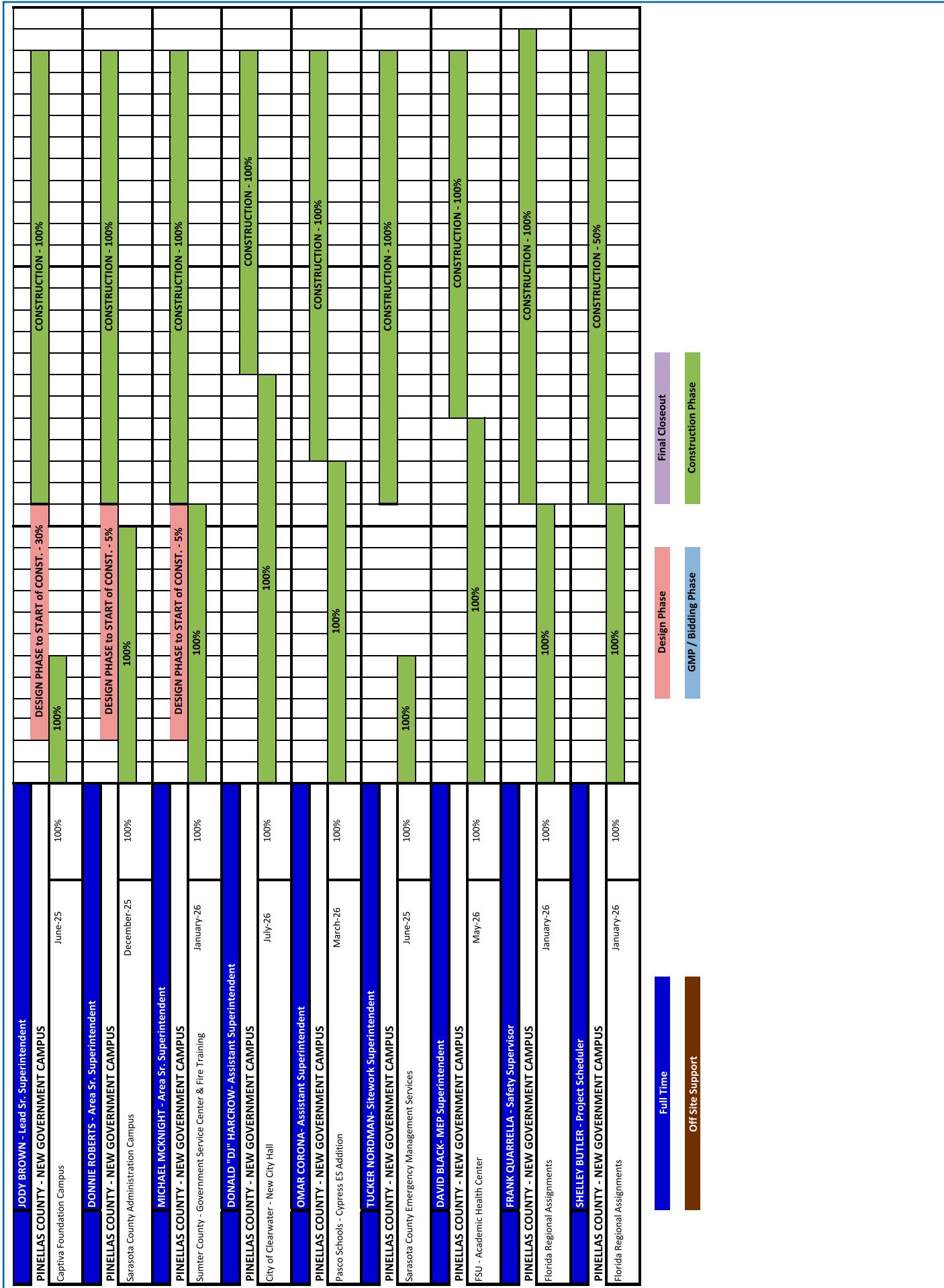
- A monthly executive summary
- An estimating narrative
- A scheduling narrative
- A financial narrative
- Cost control recommendations
- Project meeting minutes
- Monthly calendars

We have found on many of our projects our Clients and Design Team need a more frequent update of project status and action tasks list. To promote early resolution of potential issues and provide the statusing needed, we have implemented a Weekly Project Update. This is like a one page translator for the project that provides all key elements on a single page. Items such as critical schedule activity for the week, hot submittal tracker, contingency status and open pricing issues all show up on this Weekly Update. We have found this to be very beneficial in promoting resolution of project critical elements.

- *Description of current proposed team workload and awarded projects occurring in the next 4 years*

CURRENT WORKLOAD AND AWARDED PROJECTS

PROJECT : NAME & LOCATION	DATE
District School Board of Pasco County Cypress Elementary School New Port Richey, FL	December 2024 - June 2026
Pasco County Fire and Rescue Station 19 New Port Richey, FL	August 2024 - August 2025
Sarasota County Sarasota EMS Admin Facility Sarasota, FL	October 2023 - May 2025
Sarasota County Administration Building "CAC" Sarasota, FL	November 2023 - October 2025
Pinellas County Schools Seminole High School Seminole, FL	April 2025 - August 2027
Hillsborough County Public School Board Bay Crest ES Referendum (Year 7) Tampa, FL	May 2026 – August 2026
City of North Port Police Department, EOC, and Public Safety Training Complex North Port, FL	July 2025 – December 2028
City of St. Petersburg Fleet Facility Replacement Project St. Petersburg FL	August 2025 – May 2026
City of St. Petersburg SW, NW, NE WRF Operations & Maintenance Buildings St. Petersburg FL	September 2025 – December 2026
City of Venice Municipal Airport New Terminal Building Venice FL	May 2025 – July 2026
Manatee County Sheriff's Office Fleet Services Facility Palmetto, FL	November 2023 - June 2025
City of Clearwater City Hall Clearwater, FL	September 2024 - August 2026
City of Clearwater Municipal Services Building Renovation Clearwater, FL	September 2024 - August 2026
Hillsborough County Public School Board 2026 Referendum (Year 8) Projects Steinbrenner HS HVAC Repair/Replacement Various Cities in Hillsborough County, FL	May 2026 – August 2026



SECTION 5 - PROPOSED SCHEDULE

Proposer must provide a proposed overall construction schedule, based upon each phase of the project as specified herein demonstrating Proposer can deliver this project. Proposers are encouraged to provide additional information regarding opportunities to improve the 17 month construction delivery schedule.

Chris Brown, Project Executive and Steven McCrae, Lead Sr. Project Manager will be responsible for schedule adherence and completing the project within the Guaranteed Maximum Price. They will be working closely with Shelley Butler, Project Scheduler, to ensure the overall schedule is compliance and tracking.

The entire project team, including Owner, Design Team, Ajax and Key Subcontractors, will provide input into developing the schedule. Our approach ensures each member becomes personally vested and accountable for achieving each milestone. The actual CMAR program we implement is comprised of these four phases:

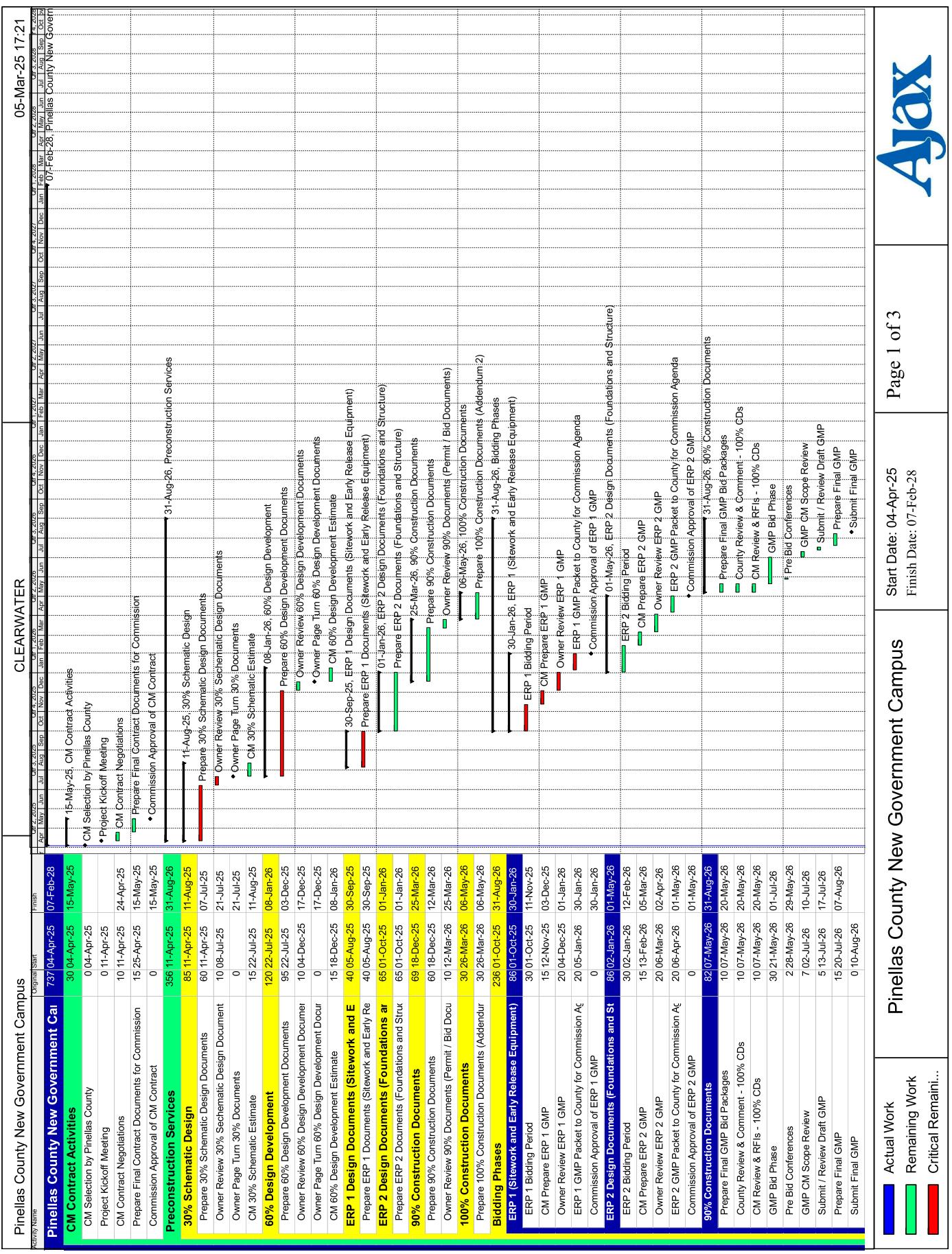
1. Project Planning
2. Design Phase
3. Construction Phase
4. Transition / Occupancy

Key schedule components that we have already identified for the Pinellas County New Government Campus are as follows:

- We will work with the Owner, Design Team and other stakeholders to fully develop the Design and Preconstruction schedule. Close attention will be paid to the following:
 - Comprehensive evaluation of all AHC and permitting approvals necessary to facilitate release of the work.
 - Early Utility coordination and timing for such to ensure such releases are obtained to meet overall construction sequencing. Close attention to necessary easements that will be required by local Utilities to allow for timely installation of the work.
- As part of our early Team Integration meetings, the group will evaluate multiple phasing approaches and lock in on an approach that is most efficient to meeting the required opening date for the Campus.
- Also, as part of our early Team Integration meetings, the group will confirm design deliverables that will support Early Release Packages (ERPs) for critical work such as:
 - Long lead procurement for Switchgear, Generators, HVAC Equipment, Elevators, etc.
 - Early procurement of Sitework structures and piping that will lead to early start of the site demolition and sitework itself. We will work with the Design Team and Consultants to pursue the Southwest Florida Water Management District (SWFWD) and NPDES approvals to allow for early start of the Sitework activities.
 - Early procurement of Structure / Shell elements is envisioned to be part of ERP #2 which will allow the generation of concrete and structural steel submittals, review and release of materials. This will include such elements as Soil Improvements, Building Concrete (foundations & super structure), Precast and Structural Steel

We are confident that our combined experience and established working dynamic will ensure a smooth process to deliver the New Government Campus on time and within budget. Following this page is our initial conceptual Project Schedule based on the approach outlined above.

OVERALL CONSTRUCTION SCHEDULE



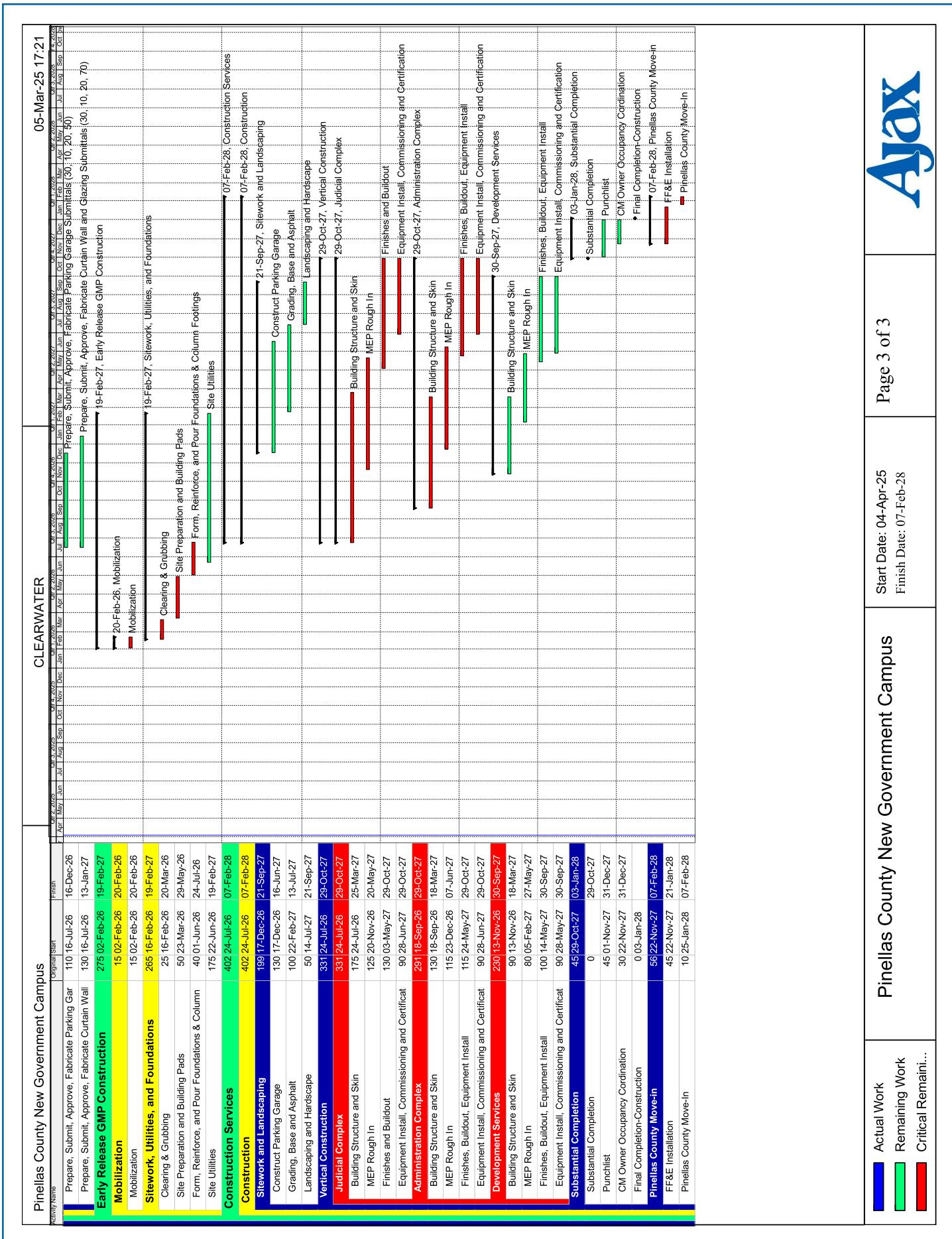
Pinellas County New Government Campus										CLEARWATER												
Activity Name	Original Start	Finish	Actual Start	Actual Finish	Actual Duration	Actual Work	Actual Subcontract	Actual Critical	Actual Remaining	Actual Status	Actual Notes	Actual Subcontractors	Actual Critical	Actual Remaining	Actual Status	Actual Notes	Actual Subcontractors	Actual Critical	Actual Remaining	Actual Status	Actual Notes	Actual Subcontractors
GMP Staff Approval & Commission Packet Prep	15 10-Aug-26	28-Aug-26	0 28-Aug-26	28-Aug-26	0 days					Completed												
Commission GMP Approval	0 28-Aug-26									Completed												
GMP Notice to Proceed	0 31-Aug-26									Completed												
Permitting	168 01-Oct-26	21-May-26																				
Civil Permitting	50 01-Oct-26	10-Dec-25																				
SWFWMD Permit	50 01-Oct-26	10-Dec-25																				
Submit SWFWMD ERP Modification Application	0 01-Oct-25									Completed												
SWFWMD Review and Comment	20 01-Oct-25	28-Oct-25	10 29-Oct-25	11-Nov-25	11 days					Completed												
EOR Response to SWFWMD Comments	10 29-Oct-25									Completed												
SWFWMD Review / Permit Issuance	20 12-Nov-25	10-Dec-25	20 12-Nov-25	10-Dec-25	0 days					Completed												
FDEP Permit	30 01-Oct-25	11-Nov-25																				
Submit Permit Application	0 01-Oct-25									Completed												
FDEP Sanitary & Water Review & Approval	30 01-Oct-25	11-Nov-25	30 01-Oct-25	11-Nov-25	0 days					Completed												
FDOT ROW Use Permit	30 01-Oct-25	11-Nov-25																				
Submit FDOT Permit	0 01-Oct-25									Completed												
FDOT Permit Review & Approval	30 01-Oct-25	11-Nov-25	30 01-Oct-25	11-Nov-25	0 days					Completed												
ERP 1 Building Permit	50 02-Jan-26	12-Mar-26																				
CM Submit Building Permit Application	0 02-Jan-26									Completed												
County Plan Review and Comments	20 02-Jan-26	29-Jan-26	20 02-Jan-26	29-Jan-26	0 days					Completed												
Design Team Response to County Comments	10 30-Jan-26	12-Feb-26	10 30-Jan-26	12-Feb-26	0 days					Completed												
Final City Review and Approval	20 13-Feb-26	12-Mar-26	20 13-Feb-26	12-Mar-26	0 days					Completed												
ERP 2 Building Permit	50 02-Jan-26	12-Mar-26																				
CM Submit Building Permit Application	0 02-Jan-26									Completed												
County Plan Review and Comments	20 02-Jan-26	29-Jan-26	20 02-Jan-26	29-Jan-26	0 days					Completed												
Design Team Response to County Comments	10 30-Jan-26	12-Feb-26	10 30-Jan-26	12-Feb-26	0 days					Completed												
Final City Review and Approval	20 13-Feb-26	12-Mar-26	20 13-Feb-26	12-Mar-26	0 days					Completed												
Subcontracts and Procurement	305 02-Feb-26	02-Apr-27																				
ERP 1 GMP - Subcontract Award	0 02-Feb-26	02-Feb-26								Completed												
Award / Issue ERP 1 Subcontracts	0 02-Feb-26									Completed												
ERP 1 GMP - Submittals & Procurement	305 02-Feb-26	02-Apr-27																				
Prepare, Submit, Approve, Fabricate Sitenework Sub	70 02-Feb-26	08-May-26	70 02-Feb-26	08-May-26	0 days					Completed												
Prepare, Submit, Approve, Fabricate Elevator Sub	260 02-Feb-26	29-Jan-27	260 02-Feb-26	29-Jan-27	0 days					Completed												
Prepare, Submit, Approve, Fabricate HVAC Eq. Sub	305 02-Feb-26	02-Apr-27	305 02-Feb-26	02-Apr-27	0 days					Completed												
Prepare, Submit, Approve, Fabricate Generator Sub	295 02-Feb-26	19-Mar-27	295 02-Feb-26	19-Mar-27	0 days					Completed												
Prepare, Submit, Approve, Fabricate Electrical Gse	305 02-Feb-26	02-Apr-27	305 02-Feb-26	02-Apr-27	0 days					Completed												
ERP 2 GMP - Subcontract Award	0 13-Feb-26	13-Feb-26								Completed												
Award / Issue ERP 2 Subcontracts	0 13-Feb-26									Completed												
ERP 2 GMP - Submittals & Procurement	85 13-Feb-26	11-Jun-26																				
Prepare, Submit, Approve, Fabricate Foundation S	40 13-Feb-26	09-Apr-26	40 13-Feb-26	09-Apr-26	0 days					Completed												
Prepare, Submit, Approve, Fabricate Structure Sub	85 13-Feb-26	11-Jun-26	85 13-Feb-26	11-Jun-26	0 days					Completed												
100% GMP - Subcontract Award	10 02-Jul-26	15-Jul-26								Completed												
Award / Issue Subcontracts	10 02-Jul-26									Completed												
100% GMP - Submittals & Procurement	130 16-Jul-26	13-Jan-27																				
100% Document Submittals	130 16-Jul-26	13-Jan-27	100 16-Jul-26	02-Dec-26	0 days					Completed												
Prepare, Submit, Approve, Fabricate Building Sub	100 16-Jul-26									Completed												
Ajax																						

Page 2 of 3

Pinellas County New Government Campus

Start Date: 04-Apr-25

Finish Date: 07-Feb-28



SECTION 6 - ADMINISTRATIVE INFORMATION

ATTACHMENT C - AFFIDAVIT OF SOLVENCY

ATTACHMENT C AFFIDAVIT OF SOLVENCY

STATE OF Florida

COUNTY OF Pinellas

PERTAINING TO THE SOLVENCY OF Ajax Building Company, LLC, being
of lawful age and being duly sworn I,
William P. Byrne, as Chief Executive Officer
(president, duly authorized representative, etc.) hereby certify under penalty of perjury that:

1. I have reviewed and am familiar with the financial status of above stated entity.
2. The above stated entity possesses adequate capital in relation to its business operations or any contemplated or undertaken transaction to timely pay its debts and liabilities (including, but not limited to, unliquidated liabilities, unmatured liabilities and contingent liabilities) as they become absolute and due.
3. The above stated entity has not, nor intends to, incur any debts and/or liabilities beyond its ability to timely pay such debts and/or liabilities as they become due.
4. I fully understand failure to make truthful disclosure of any fact or item of information contained herein may result in denial of the application, revocation of the Certificate of Public Necessity if granted and/or other action authorized by law.

The undersigned has executed this Affidavit of Solvency, in his/her capacity as a duly authorized representative of the above stated entity, and not individually,

DATED this 6th day of March, 2025


Signature of Affiant

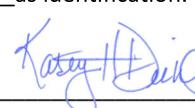
William P. Byrne, Chief Executive Officer

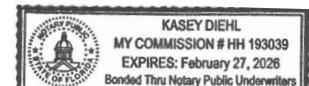
Printed Name & Title of Affiant

Ajax Building Company, LLC

Full Legal Name of Proposer

Sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization, this day of March 6, 2025 by Affiant, who is personally known to me or has produced _____ as identification.





Notary Public

My

Commission

Expires:

February 27, 2026

ATTACHMENT D - AFFIDAVIT

ATTACHMENT D AFFIDAVIT

STATE OF Florida

COUNTY OF Pinellas

At the time the Qualification is submitted, the Proposer will attach to his submittal a sworn statement. The sworn statement will be an affidavit in the following form, executed by an officer of the firm, association or corporation submitting the proposal and will be sworn to before a person who is authorized by law to administer oaths.

Before me, the undersigned authority, William P. Byrne ("Affiant") who, being duly sworn, deposes and says he or she is Chief Executive Officer (Title) of Ajax Building Company, LLC (Proposer) the Proposer submitting the attached proposal for the services covered by the RFQ documents for RFQ NO: 25-0355-RFQ-CMAR Construction Manager at Risk for New Government Campus.

The affiant further states that no more than one proposal for the above referenced project will be submitted from the individual, his firm or corporation under the same or different name and that such Proposer has no financial interest in the firm of another Proposer for the same work, that neither he, his firm, association nor corporation has either directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free competitive bidding in connection with this firm's proposal on the above described project. Furthermore, neither the firm nor any of its officers are debarred from participating in public contract lettings in any other state.

DATED this 6th day of March, 2025


Signature of Affiant

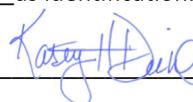
William P. Byrne, Chief Executive Officer

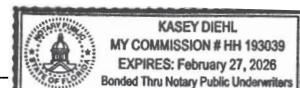
Printed Name & Title of Affiant

Ajax Building Company, LLC

Full Legal Name of Proposer

Sworn to (or affirmed) and subscribed before me by means of physical presence or online notarization, this day of March 6, 2025 by Affiant, who is personally known to me or has produced _____ as identification.





Notary Public

My

Commission

Expires:

February 27, 2026

Request for Taxpayer
Identification Number and CertificationGo to www.irs.gov/FormW9 for instructions and the latest information.Give form to the
requester. Do not
send to the IRS.**Before you begin.** For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.Print or type.
See Specific Instructions on page 3.

1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)					
2 Business name/disregarded entity name, if different from above. Ajax Building Company, LLC					
3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes.	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):				
<input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input checked="" type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) C Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) _____	Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____ <i>(Applies to accounts maintained outside the United States.)</i>				
3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions _____					
5 Address (number, street, and apt. or suite no.). See instructions. 1080 Commerce Blvd	Requester's name and address (optional)				
6 City, state, and ZIP code Midway, FL 32343					
7 List account number(s) here (optional)					

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

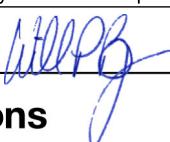
Social security number									
<input type="text"/>	<input type="text"/>	<input type="text"/> - <input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>				
or									
Employer identification number									
5	9	-	0	9	6	9	7	0	9

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person		Date 3/6/25
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

ATTACHMENT D - PROPOSER REFERENCES

PROPOSER REFERENCES

The following information is required in order that your proposal may be reviewed and properly evaluated:

COMPANY NAME:
[Ajax Building Company, LLC](#)

LENGTH OF TIME COMPANY HAS BEEN IN BUSINESS:
[67 Years](#)

BUSINESS ADDRESS:
[109 Commerce Boulevard, Oldsmar, FL 34677](#)

HOW LONG IN PRESENT LOCATION:
[29 Years](#)

TELEPHONE NUMBER:
[813.792.3900](#)

FAX NUMBER:
[813.792.3938](#)

TOTAL NUMBER OF CURRENT EMPLOYEES: [295](#) FULL TIME [PART TIME](#)

NUMBER OF EMPLOYEES YOU PLAN TO USE TO SERVICE THIS CONTRACT: [27](#)

All references will be contacted by a County Designee via email, fax or phone call to obtain answers to questions, as applicable before an evaluation decision is made.

Proposers must have experience in work of the same or similar nature and must provide references that will satisfy the County. Proposer must furnish a reference list of at least four (4) customers for whom they have performed similar services.

Either local commercial or governmental reference(s) (Pinellas County Government references will not be accepted) that you have previously performed similar contract services for:

1.	2.
COMPANY: Sarasota County	COMPANY: University of Florida
ADDRESS: 1660 Ringling Blvd., Sarasota, FL 34236	ADDRESS: PO Box 117200, Gainesville FL 32611
TELEPHONE/FAX: 941.313.7010	TELEPHONE/FAX: 352.294.3572
CONTACT: Tonia Toca	CONTACT: Robert Hatker
CONTACT EMAIL: ttoca@scgov.net	CONTACT EMAIL: rhatker@ufl.edu
COMPANY EMAIL ADDRESS: ttoca@scgov.net	COMPANY EMAIL ADDRESS: rhatker@ufl.edu
3.	4.
COMPANY: City of St. Petersburg	COMPANY: City of Clearwater
ADDRESS: 1301 First Avenue North, St. Petersburg, FL 33705	ADDRESS: PO Box 117200, Gainesville FL 32611
TELEPHONE/FAX: 941.313.7010	TELEPHONE/FAX: 727.562.4758
CONTACT: Mike Kovacsev	CONTACT: Tara Kivett
CONTACT EMAIL: michael.kovacsev@stpete.org	CONTACT EMAIL: tara.kivett@mclearwater.com
COMPANY EMAIL ADDRESS: michael.kovacsev@stpete.org	COMPANY EMAIL ADDRESS: tara.kivett@mclearwater.com

ATTACHMENT D - ADDENDUM

ADDENDUM

PLEASE ACKNOWLEDGE RECEIPT OF ADDENDA FOR THIS SOLICITATION BY SIGNING AND DATING BELOW:

ADDENDA NO.	SIGNATURE/PRINTED NAME	DATE RECEIVED
1	 William P. Byrne	2/21/2025

Note: Prior to submitting the response to this solicitation, it is the responsibility of the firm submitting a response to confirm if any addenda have been issued. If such document(s) have been issued, acknowledge receipt by signature and date in section above. Failure to do so may result in response being considered non-responsive or result in lowering the rating of a firm's proposal.

Information regarding addenda issued is available on the OpenGov website, <https://secure.procurenow.com/portal/pinellasfl>, listed under the bid attachments.

ATTACHMENT D - E-VERIFY AFFIDAVIT

E-VERIFY AFFIDAVIT

I hereby certify that Ajax Building Company, LLC [insert Proposer company name] does not employ, contract with, or subcontract with an unauthorized alien, and is otherwise in full compliance with Section 448.095, Florida Statutes.

All employees hired on or after January 1, 2021 have had their work authorization status verified through the E-Verify system.

A true and correct copy of Ajax Building Company, LLC [insert Proposer company name] proof of registration in the E-Verify system is attached to this Affidavit.

Signature: William P. Byrne

Print Name: William P. Byrne

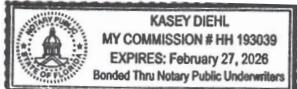
Date: March 6, 2025

Federal Work Authorization User Identification No.: 242179 Date of Authorization: 2/22/2010

Name of Pinellas County Contract and Contract No.: RFQ NO: 25-0355-RFQ-CMAR

STATE OF FLORIDA COUNTY OF Pinellas

The foregoing instrument was acknowledged before me by means of 1) physical presence or 2) online notarization , this March 6, 2025 (date) by William P. Byrne (name of officer or agent, title of officer or agent) of Ajax Building Company, LLC (name of Proposer company acknowledging), a Limited Liability Company (state or place of incorporation) corporation, on behalf of the corporation. He/she is personally known to me or has produced _____ (type of identification) as identification.



Notary Public: Kasey Diehl

Name typed, printed, or stamped: Kasey Diehl

My Commission Expires: February 27, 2026

ATTACHMENT D - SMALL BUSINESS ENTERPRISE (SBE) STATUS FORM

SMALL BUSINESS ENTERPRISE (SBE) STATUS FORM

1. There is a maximum of 100 points available under this section, which will be awarded as follows:
 - a. If the prime firm is certified as a Pinellas County SBE, 100 points will be awarded.
 - b. If the prime firm utilizes 1 certified Pinellas County SBE as sub-consultant, 50 points will be awarded.
 - c. If the prime firm utilizes more than 1 certified Pinellas County SBE, as sub-consultant, 75 points will be awarded.
 - d. If the prime firm nor any of its sub-consultants are not certified as a Pinellas County SBE, 0% of the points available will be awarded.
2. Proof of certification for each firm claiming Pinellas County SBE status should be included in the submittal.

PINELLAS COUNTY CERTIFIED SBE	
Yes	No
	✓

PINELLAS COUNTY CERTIFIED SBE	
Yes	No
✓	

I certify that the information included in this Form is true and complete to the best of my knowledge and belief. I further understand and agree points awarded to this section will be based on the information provided and that this Form will become a part of my contract with Pinellas County.

Name and Title of Authorized Representative:

William P. Byrne, Chief Executive Officer

Signature:



FOR PINELLAS COUNTY USE ONLY

MAXIMUM AVAILABLE POINTS	AWARDED POINTS			
100	<input type="checkbox"/> 100 Points (Prime Firm is Pinellas County SBE)	<input type="checkbox"/> 75 Points (More than 1 sub consultant is Pinellas County SBE)	<input type="checkbox"/> 50 Points (Only 1 sub consultant is Pinellas County SBE)	<input type="checkbox"/> 0 Does not meet criteria requirements



Ajax

AJAX BUILDING COMPANY, LLC

*Part of the STO Building Group
Family of Companies*

ajaxbuilding.com

FOLLOW US     @ajaxbuilding