



CM at Risk Services – RFQ #3100-19
City of Venice
Fire Station Number One and
City Hall Expansion

 **WILLIS SMITH**
C O N S T R U C T I O N

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June 14, 2019

City of Venice Purchasing Department, Room 204, City Hall
401 West Venice Avenue
Venice, Florida 34285

Re: **RFQ #3100-19, REQUEST FOR QUALIFICATIONS – CONSTRUCTION MANAGEMENT AT RISK SERVICES FOR CITY OF VENICE FIRE STATION 1 AND THE CITY HALL EXPANSION PROJECT**

Dear Selection Committee Members:

During the past five years Willis A. Smith Construction has successfully completed the construction of six new fire stations and one fire tower. On four of these stations we worked as a team with Sweet Sparkman Architects.

Our team lead by Brett Raymaker, is extremely excited to present our qualifications. Because of our team's experience, we are hopeful you will strongly consider us as part of your "Team Venice." Several key factors make our CM Team uniquely qualified to successfully deliver Fire Station 1 and the City Hall Expansion:

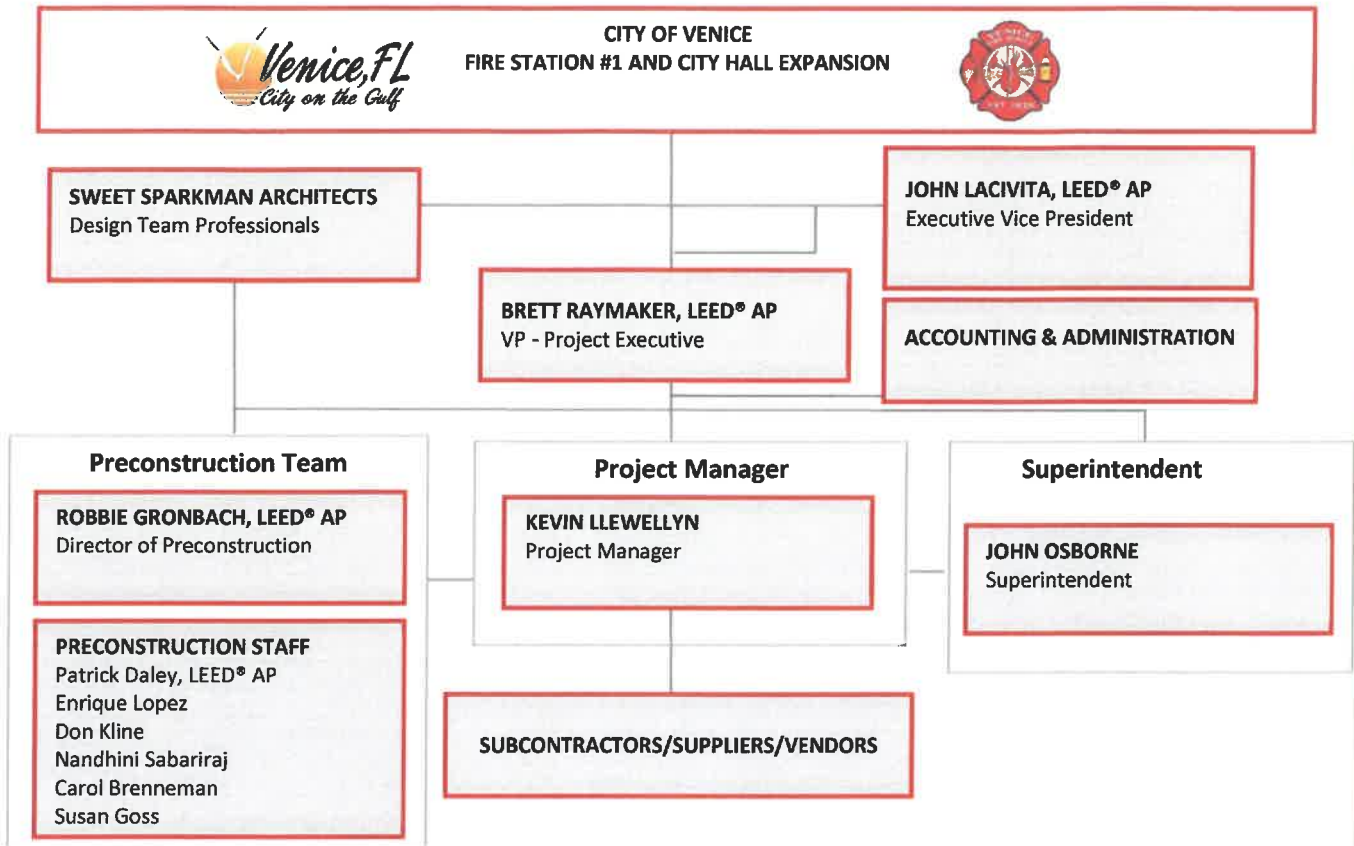
- ◆ Our current, successful experience working with the City of Venice and authorities having jurisdiction, means there will be no learning curve on your processes and procedures, nor city staff members.
- ◆ Our firm has a successful track record in Construction Management, specifically working on fire station projects, occupied public renovations, chiller plants, emergency generators, fuel storage, and hardscape; all of which were government projects.
- ◆ We utilize the same programs as the designers; such as BIM and Revit, which means no loss of information.
- ◆ Our firm is truly the leader in sustainability with 17 LEED® AP's on staff - we know how to assist during the design phase and have extensive experience in building fire stations to LEED® standards.
- ◆ Brett Raymaker, Senior Project Manager and Shareholder, has 16 years with Willis Smith and has been the Senior Project Manager on six completed fire stations. Kevin Llewellyn, Project Manager, also brings his work ethic and construction expertise to this project. He is currently completing the 171,000 SF three-building project for Village on the Isle in Venice, FL.
- ◆ Our Preconstruction Department will bring real value to the project in its ability to look at the details and to virtually build the project while looking for conflicts and areas that need to be addressed before the documents are released for bidding and construction. They can also analyze best products based on initial costs and life cycle cost values. Over the past 47 years we have established excellent relationships with over 2,000 pre-qualified local area subcontractors and suppliers.
- ◆ We guarantee all services will be performed in a timely, efficient manner with quick response times with offices located in Sarasota and on the island of Venice, just 1.7 miles away (five minutes from City Hall).
- ◆ We have ALWAYS met all County and City cost and schedule requirements.
- ◆ Communication is the true key to our success on all projects; we begin with a win-win approach.

We look forward to the opportunity to work with you as a part of your team.

Respectfully,

John LaCivita, Executive Vice President
Willis A. Smith Construction Inc.

Brett Raymaker, Project Executive-Owner
Willis A. Smith Construction Inc.



Our project team individuals committed to the City of Venice Fire Station One and City Hall Expansion project have been selected based on several key criteria:

- ◆ Specific experience working with CM at Risk projects for government projects
- ◆ Similar project experience:
 - County facilities
 - Public Safety facilities
 - Projects with tight budget and schedule requirements
- ◆ Strong Construction Management backgrounds – Preconstruction and Construction
- ◆ Proven track record in sustainable design/construction/commissioning

Our proven team, led by Brett Raymaker, Project Executive, will work closely with City of Venice representatives from your facilities group, Fire Department, purchasing, finance and Sweet Sparkman Architects.

We are providing a proven CM team that has worked successfully on numerous recent projects. NO LEARNING CURVE – we are ready to hit the ground running!

JOHN LACIVITA, LEED® AP – Executive Vice President & Principal



Years of Experience	
Total	32 Years
WASC	22 Years

As part of the Willis A. Smith Construction, Inc. family for over 22 years, John brings more than 32 years of multi-disciplined experience in governmental, healthcare, educational, industrial commercial, retail, and religious construction. John's project specific oversight will begin during pre-construction by supporting our Senior Project, Brett Raymaker, our Project Manager, Kevin Llewellyn and our Preconstruction team headed by Robbie Gronbach, with estimating, value added analysis, bidding, GMP development, scheduling and purchasing controls. His comprehensive role will set a leadership example and provide support to the project staff throughout the pre-construction and construction phases. He will ensure all corporate and appropriate resources are available to the project staff to enable them to function more efficiently for a highly successful project completion. John has specific expertise with numerous fire station projects.

EDUCATION

B. S. Building Construction, 1991 - University of Florida

REGISTRATIONS AND PROFESSIONAL AFFILIATIONS

Certified General Contractor, State of Florida CG-C057210

USBC LEED® Accredited Professional

Sarasota Economic Development Corporation - Board of Directors

Argus Foundation – Member 2003 – Current Board Member-Executive Committee

Easterseals Board – November 2008 and Easter Seals Foundation – February 2009

Gulf Coast Builder's Exchange Board of Directors - Seat 7 - 2002-2005

Leadership Florida 2008-2009 Class XXVII

The Greater Sarasota Chamber of Commerce - Leadership Sarasota County Class 2004-2005

Executive Committee Member – 2006 – 2012

Chairman – Adult Leadership Program 2005-2006, President – 2018

2019 Chairman of the Board

Sarasota County Development Services Advisory Committee – Board Member Since 2006 - Present

Sarasota County General Contractors Licensing and Examining Advisory Board – Board of Directors - Since 2005,

Vice Chairman 2019-2020

The Pines of Sarasota – Board of Directors - Corporate Board Member Since 2010 – Chairman of Property Committee

Rotary Club of Sarasota Bay – 2007 - Present

Sarasota County Education Foundation - Board Member Since – 2010

COBA – Member

Gulfside Bank – Director

Sarasota Gator Club – Member



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BRETT RAYMAKER, LEED® AP – Vice President/Senior Project Manager



Years of Experience
 Total 20 Years
 This Firm 16 Years

As Senior Project Manager and as an owner of Willis Smith Construction, Brett will be responsible for overseeing every aspect of the project, directly managing all CM services throughout to project completion. Brett's involvement will include scheduling, submittal reviews, contract negotiations and subcontract procurement. Brett has recently worked on the highly successful four fire station replacement program for Sarasota County and well as fire stations projects for East Manatee Fire Rescue District and the City of North Port. His involvement through the entire construction management process with the county has given him a knowledgeable hands-on approach for a successful project completion time after time.

Specific Expertise: Brett has proven CM at Risk experience on public sector projects with tight budget and time completion requirements. He has extensive experience on fire station projects in this area and he knows what it takes to complete these facilities in a total team approach.

PROJECT EXPERIENCE

OWNER	PROJECT	LOCATION	SF	AMOUNT
East Manatee Fire Rescue District	Fire Drill Training Tower	Bradenton, FL	4,182	\$592,570
East Manatee Fire Rescue District	Fire Station 2	Bradenton, FL	9,000	2,344,803
City of North Port	Fire Station 85	North Port, FL	8,600	2,863,710
Sarasota County	Four Fire Station Program 12, 14, 16 & 18	Sarasota, FL	47,266	14,998,344
Diocese of Venice	St. Leo the Great Catholic Church	Bonita Springs, FL	13,000	2,832,619
Village on the Isle	Emerald Terraces-ALF Facility	Venice, FL	104,000	28,600,000
Village on the Isle	Skilled Nursing Facility	Venice, FL	67,000	26,900,000
Village on the Isle	Trinity Tower Renovations	Venice, FL	1,984	331,152
Westcoast Black Theatre Troupe	Binz Building Renovation	Sarasota, FL	18,000	2,999,336
Tidewell Hospice of Southwest Florida	Residence Facility	Lakewood Ranch, FL	22,000	4,455,633
Episcopal Diocese of Southwest Florida	Dayspring Conference Center	Bradenton, FL	11,500	3,366,434
Peace River Electric Cooperative	Office Facility	Bradenton, FL	7,500	1,692,206
PGT Industries	Glass Plant Facility	Venice, FL	93,000	8,097,000
School Board of Sarasota County	Booker High School Rebuild	Sarasota, FL	221,000	50,782,625
Out-of-Door Academy	Field House	Sarasota, FL	12,300	2,340,150
Out-of-Door Academy	Vitale - Dart STEM Student Center	Sarasota, FL	18,298	3,562,815
Out-of-Door Academy	Thunderdome Fitness Center	Sarasota, FL	3,200	392,940
Out-of-Door Academy	Athletic Fields – Football & Softball Fields	Sarasota, FL	N/A	2,250,058
Out-of-Door Academy	Athletic Fields – Tennis & Baseball Fields	Sarasota, FL	N/A	1,453,706
Out-of-Door Academy	High School - Art Center Building	Sarasota, FL	21,654	4,485,057
Manatee Community College	Graphic Technology Arts Building	Bradenton, FL	24,868	4,539,801
Tidewell Hospice & Palliative Care	Residence and Administration Facility	Pt. Charlotte, FL	6,000	2,261,849
Tidewell Hospice & Palliative Care	Residence and Administration Facility	Arcadia, FL	14,483	3,959,076
FSU – Ringling Museum of Art	Tibbals Learning Center	Sarasota, FL	31,000	9,006,793
FSU – Ringling Museum of Art	Asolo Visitor Service Center	Sarasota, FL	41,273	11,185,842
School Board of Sarasota County	Pine View School – Concretables	Osprey, FL	32,000	2,561,136



EDUCATION

B.S. Building Construction, 2001-University of Florida

REGISTRATIONS AND PROFESSIONAL AFFILIATIONS

Certified General Contractor, State of Florida CGC1513321

USGBC LEED® Accredited Professional

U.S. Green Building Council Member

Gulf Coast Builders Exchange – Board Member 2018

Associated Builders and Contractors

Associated General Contractors

OSHA 30 Hour Certification



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ROBBIE GRONBACH, LEED® AP – Director of Preconstruction



Years of Experience

Total 15 Years

WASC 9 Years

As Director of Preconstruction, Robbie will have the responsibility to manage this project in the early stages of planning and design development through final completion/approval of the Guaranteed Maximum price. His involvement will begin during the design development phase of drawings when our team will immediately absorb your goals, objectives and budget requirements. Robbie will manage our preconstruction process which will provide significant budget and schedule control by “filling in the blanks” using historical data and specific knowledge of building systems and the MEP systems involved. He will also participate as document reviewer and advisor for constructability and value analysis. This review will be accomplished by interdisciplinary reviews of progress sets of documents. This value analysis is another preconstruction role we will provide for determining options for materials or systems to deliver the same value at less cost or better value at the same cost.

Our preconstruction services will ensure the scope and design are completely understood by all participants and that all code and compliance issues, including any AHCA requirements, have been discussed and are part of the subcontractor’s implementation plan and schedule. Robbie will also manage the bidding process and the development of our guaranteed maximum price. Robbie, a graduate with honors from the University of Florida’s School of Building Construction and lifetime member of the school’s construction honor society, has established a successful track record within the industry. His leadership qualities, personable demeanor, background as a construction project manager and his involvement through the entire preconstruction process has given him a knowledgeable hands-on approach to initiating successful project startup.

EDUCATION

B.S. Building Construction, 2003-University of Florida, Suma Cum Laude

M.S. Building Construction, 2005-University of Florida

REGISTRATIONS AND PROFESSIONALS AFFILIATIONS

USGBC LEED® Accredited Professional

United States Green Building Council Myakka Branch Executive Council - Secretary 2015

Florida Green Building Coalition Member/Certifying Agent

SLX Construction Honor Society – Lifetime Member

PROJECT EXPERIENCE

During Robbie’s past nine years, he has been involved with **EVERY** Willis Smith project



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KEVIN LLEWELLYN – Project Manager



Years of Experience
 Total 12 Years
 WASC 2 Years

In his position as Project Manager, Kevin Llewellyn will directly manage this project from early development through project completion. Kevin’s involvement will begin during pre-construction with his input into constructability analysis, value engineering, detail estimating, budgeting, scheduling, submittal review, contract negotiations, subcontract procurement, coordination with the field superintendent and cost control.

Kevin has more than ten years of project management experience on a variety of complex government projects for the Department of Veteran’s Affairs.

He is currently working on the Village on the Isle projects with Brett Raymaker as his Project Executive and Senior Project Manager.

RELATED PROJECT EXPERIENCE

OWNER	PROJECT	LOCATION	SF	AMOUNT
Village on the Isle	Emerald Terraces – ALF Facility	Venice, FL	104,000	\$28,600,000
Village on the Isle	Skilled Nursing Facility	Venice, FL	67,000	26,900,000
Village on the Isle	Trinity Tower Renovations	Venice, FL	1,984	331,152
Department of Veteran’s Administration	VAMC- Construction of New Research Center	Bay Pines, FL	30,000,000	10,000,000
Department of Veteran’s Administration	VAMC- Window and Envelope Replacement	Gainesville, FL	N/A	6,000,000
Department of Veteran’s Administration	VAMC- 12 th Floor Renovation	Miami, FL	20,000	2,000,000
Department of Veteran’s Administration	VAMC-Gutter and Storm Water Restoration	Montrose, NY	Entire Campus	6,000,000
Department of Veteran’s Administration	VAMC-Emergency Department Renovation/Addition	Montrose, NY	15,000	6,000,000
Department of Veteran’s Administration	VAMC-Access Control & Chiller Upgrades	East Orange, NJ	Entire Campus	5,000,000
Department of Veteran’s Administration	VAMC-Fire Alarm & Access Control	Lyons, NJ	Entire Campus	8,000,000
Dept. of Defense - West Point Military Academy	Stadium Concourse Replacement	West Point, NY	N/A	7,000,000
Department of Defense – Naval Station Earle	Super Storm Sandy Pier Repairs	Montrose Co., NY	N/A	2,000,000
National Park Service	African Burial Ground Museum	New York, NY	20,000	8,000,000

EDUCATION

State College of Florida, Venice, FL - Associate of Science, Construction Management

Pace University, New York, NY - Construction Management Certificate



REGISTRATIONS AND PROFESSIONAL AFFILIATIONS

- US Army Corps of Engineers- CQC/CQM Certification
- Construction Safety & Health Professional- 192hr Certification
- Construction Safety & Health Train the Trainer- 47hr Certification
- OSHA 30hr Construction Safety Supervisor Certification
- Hazardous Waste Operations (HAZWOPER)- 40hr Certification
- Confined Space Entry Supervisor
- OSHA Scaffolding Compliance Certification
- CPR & First Aid Certified



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JOHN OSBORNE – Superintendent



Years of Experience
 Total 24 Years
 WASC 8 Years

In his position as superintendent, John will be responsible for the on-site, day-to-day management of the project and field coordination of the trade contractors. He will be in charge of jobsite safety and accident-control, as well as being responsible for labor and local jurisdiction relations. John will also implement the close-out process to insure a smooth transition and move-in period. He has a proven track-record of success in achieving time, budget, and quality goals on numerous, multi-million dollar projects including the complete rebuild of Booker High School for Sarasota County.

He has supervised both public and private sector projects which have included several fire station facility projects with similar work scopes which were very similar to those he will face on the City of Venice Fire Station and City Hall Expansion project.

John was a Sargent in the US Marine Corp for seven years and possesses a wealth of knowledge that can only come from direct field experience and hands-on problem solving.

REPRESENTATIVE PROJECT EXPERIENCE

OWNER	PROJECT	LOCATION	SF	AMOUNT
Manatee County	East Manatee Fire Rescue Station #2	Bradenton, FL	9,259	\$2,344,803
Sarasota County	Fire Station 16	Sarasota, FL	12,800	4,121,409
Tidewell Hospice	Residence and Administration	Lakewood Ranch, FL	22,000	4,455,633
School Board of Sarasota County	Booker High School	Sarasota, FL	299,864	50,782,625
Diocese of Florida Southwest	Dayspring Episcopal Conference Center	Bradenton, FL	12,610	3,366,434
St. Joseph's Hospital	Bee Ridge Urgent Care Clinic (AHCA)	Sarasota, FL	6,600	1,710,711
St. Joseph's Hospital	Urgent Care Center – University Parkway (AHCA)	Sarasota, FL	6,100	1,574,913
St. Joseph's Hospital	Third and Seventh Floor – Flooring Replacement	Tampa, FL	47,516	316,000
St. Joseph's Hospital	4th Floor Cath Lab Pediatric Prep, Hold & Recovery Reno	Tampa, FL	600	174,000
St. Joseph's Hospital	Emergency Room Renovation	Tampa, FL	12,600	305,378
St. Joseph's Hospital	OBI Upgrade	Tampa, FL	1,250	203,768
Imagine Charter School	40,000 SF Administration, Dining and Site Work	Palmetto, FL	40,000	2,500,000
FedEx	Ground Distribution Center – Office & Warehouse Space	Port Manatee, FL	246,734	6,375,000
Manasota Building 317	Warehouse and Office Space	Bradenton, FL	48,000	2,671,947
Portal Crossing	Commercial Tilt-wall Building	Lakewood Ranch, FL	33,000	2,200,000
East Manatee Fire District	Fire Station No. Five	Bradenton, FL	10,000	1,657,881
Carlton & Carlton*	Build-out & Interior Improvements	Bradenton, FL	1,800	73,564
Highwoods	Intermedia Communications – 2-story Amenities Facility	Tampa, FL	60,000	8,000,000
Highwoods	Intermedia Communications – 6-story Building	Tampa, FL	180,000	18,000,000
Crescent Resources	Corporate Center II – 10-Story Class A Office Building	Tampa, FL	300,000	20,000,000
Progressive Insurance	Two-story Call Center	Brandon, FL	24,000	6,000,000
Progressive Insurance	Property Damage Training Center	Brandon, FL	50,000	4,500,000
Chase Corporation	Multiple Tenant and Homeland Security Projects	Brandon, FL	8,000	2,000,000
Hillsborough Co. Aviation Authority	Airside C	Tampa, FL	300,000	100,000,000
SDMC- Blackburn Elementary School	HVAC Renovation – Administration Building/Media Center	Palmetto, FL	N/A	400,000
SDMC – Matzke Complex	Metal Building Addition to Supply Warehouse	Bradenton, FL	8,000	200,000
Orange County School District	Pine Hills Middle School – Gym, Cafeteria & 2 Classrooms	Orlando, FL	100,000	14,000,000
Hillsborough County Public Schools	Sheehy Elementary School – 3 Single story Tilt-wall Rooms	Tampa, FL	40,000	7,000,000
Hillsborough County Public Schools	Newsome HS Athletic Facility lighting, seating, press box	Lithia, FL	6,000	3,000,000
University of Tampa	Demolition of Hotel and Construction of Dormitory 9	Tampa, FL	180,000	20,000,000

EDUCATION

US Marines, Sargent
 Manatee Community College

REGISTRATIONS / AFFILIATIONS / MEMBERSHIPS

OSHA – 30 Hour Course



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Projects	Similar Size Over 5MM	Similar Complexity	Public Owner	Fire Station/Public Facility	Expansion To Existing Occupied Facility
Sarasota County Four Fire Station Program	X	X	X	X	
Sarasota Technical College and Library - North Port	X	X	X	X	
Charlotte County Punta Gorda Library	X	X	X	X	
Sarasota County Gulf Gate Library	X	X	X	X	
Manatee County Fleet Transit Facility	X	X	X	X	
SDMC-Matzke Transportation Facilities	X	X	X	X	X
FSU-Ringling Asian Art Museum	X	X	X	X	X
FSU-Ringling Tibbals II Circus Museum	X	X	X	X	X
Patriot Plaza at Sarasota National Cemetery	X	X	X	X	
Tervis Tumbler Facility Expansion		X			X



PLEASE NOTE: Individuals to be assigned to the City of Venice Fire Station One and City Hall Expansion are noted in red.

SARASOTA COUNTY FIRE STATIONS 12, 14, 16 AND 17

Sarasota, Florida

Construction Management Team

John LaCivita, LEED AP, Executive Vice President

Brett Raymaker, LEED AP, Project Executive

Robbie Gronbach, LEED AP, Director of Preconstruction

Rick Scherzer, Project Manager

John Osborne, Superintendent – FS 16

Completed Contract Amount: \$14,998,344

Today's Cost Index \$17,263,433

Combined SF Size: 47,266 SF

Completion:

FS #16 July-2015

FS #17 October 2015

FS #12 April-2016

FS #14 March 2016



SRQ – FS #12



SRQ – FS #16



SRQ – FS #17



SRQ – FS #14

Owner's Representative

Kim Humphrey, Project Manager

Sarasota County Government

Public Works Capital Projects

1001 Sarasota Center Blvd

Sarasota, FL 34240

941-861-0757

Architect

Todd Sweet, AIA

Sweet Sparkman Architects

2168 Main Street

Sarasota, FL 34237

941-952-0084

Relevance to Project:

- Fire Station Facility Experience
- CM at Risk Delivery System
- Team Experience
- Multi-phased Projects
- Administrative Offices
- Experience with Sweet Sparkman Architects
- Tight Budget & Schedule Requirements
- USGBC LEED Silver Certification



Sarasota County selected WASC to provide construction management services on Four Fire Station program. The program used two prototype designs that were best suited for the individual sites. Cost savings were realized in preconstruction and planning and also from lessons learned from one station were used on the others. The entire program was delivered on schedule and within budget. Details of each station are as follows:

Fire Station 12 (FS 12) located on Bee Ridge Road at Murdock Avenue. FS 12 is a replacement station for the original 60 year old facility at this location. The existing station was demolished to make way for the new station, a temporary station was required to keep services online. The temporary station was located a block away on an open parcel. The site was limited in space so a two-story design was implemented. The ground floor has two drive-through apparatus bays for a fire and rescue vehicle. There are rooms for gear storage, hose drying, laundry facilities and EMS storage. There is an intermediate mezzanine mechanical level and the top floor houses the living quarters for six fire fighters.

Fire Station 14 (FS 14) located on Tamiami Trail just south of Central Sarasota Parkway is a replacement station for the original station at this site. Fire fighters worked out of a neighboring station, during construction of the new station, so there was no need for a temporary station. FS 14 site is an irregular, pie shaped lot which limited the design to a two-story prototype. The prototype plan from FS 12 was used for this station. Additional site engineering was needed to create a safer and easier drive-through apparatus bay design.

Engineers worked with stormwater staff to obtain the additional space required. The pull through design is a safety related issue as it eliminated possible back-in accidents.

The ground floor has two drive-through apparatus bays for a fire and rescue vehicle and rooms for gear storage, hose drying, laundry and EMS storage. There is an intermediate mezzanine mechanical level and the top floor houses the living quarters for six fire fighters.

Fire Station 16 (FS 16) is located at Twin Lakes Park off Clark Road and just east of I-75. The station was located in a residential structure never intended to be a fire station. That station was located on a County owned park parcel which allowed the new station to be built, while keeping the current station up and running. Working on an occupied site presented specific challenges, but was a critical requirement to accommodate the fire department's operations and reduce overall project cost to the owner. FS 16 is a 12,800 square foot single-story structure with mechanical mezzanines. This station is a mixed-use facility also housing the department's Fire Marshal Office. The drive through apparatus bay area has three bays to support fire and rescue vehicles. The living quarters offer everyday home features including a kitchen, dining, day and exercise rooms along with a study and four full baths for the on-duty personnel. The facility also includes rooms for gear and equipment storage, hose drying, laundry and EMS storage. Construction commenced in the fall of 2014 and was completed in the fall of 2015.

Fire Station 17 (FS 17) located near DeSoto Road and Honore Avenue, replaced the temporary station located at DeSoto and Cattleman. The new station is in excess of 13,000 SF and is a mixed use facility supporting both Sarasota County Fire and Sarasota County Sheriff. FS 17 has three drive-through apparatus bays for fire and rescue vehicles. The living and sleeping quarters have 10 dorm bunks, exercise room, full bathrooms and a kitchen dining area. The Sheriff's wing houses the administration space for offices along with full bathrooms. Storage space, in the attached garage, houses the Sheriff's resources used in and around the mall and rowing park. The facility also includes rooms for gear and equipment storage, hose drying, laundry and EMS storage. Construction commenced in the winter of 2014 and was completed in the winter of 2015. Upon completion, the new station offers a permanent structure for first responders to the rapidly growing area around University and I-75, along with the capability of increasing staff and resources for future growth.



LEED CERTIFICATION FIRE STATIONS 12, 14, 16 and 17

The four fire stations were designed and built to receive LEED "Certified" status through the USGBC by utilizing sustainable design requirements and were designed to withstand Category 4 hurricane winds. LEED construction included: incorporating a sustainable site, increased water efficiency, alternate transportation requirements stormwater design, optimized energy performance along with increased indoor environmental quality. Specific examples of these items were: landscaping requiring zero watering after establishment; commissioning of all equipment to verify optimal operational performance; use of recycled materials along with locally made materials to decrease shipping waste; all construction debris was processed and what was recycled was diverted from landfills; the materials used on the job were low VOC emitting to help in having a clean air building. FS 14 achieved LEED Silver status.

SBSC- SUNCOAST TECHNICAL COLLEGE & COUNTY LIBRARY

North Port, Florida

Construction Management Team

John LaCivita, LEED AP, Executive Vice President

Nathan Carr, V.P., LEED AP, Project Executive

Robbie Gronbach, LEED AP, Director of Preconstruction

Angel Ortiz, Project Manager

Chris Owen, Superintendent

Tim Miller, Superintendent

Completed Contract Amount: \$21,392,446

Today's Cost Index: \$23,495,409

Building Size: 78,352 SF

Completion: 2017

Owner's Representative

Todd Bowden, Director

School Board of Sarasota County

7895 Fruitville Road

Sarasota, FL 34240

941-924-1365 Ext. 62324

Architect

SchenkelShultz Architect

677 N. Washington Boulevard

Sarasota, FL 34236

941-952-5875



Relevance to Project:

- Public Facility Experience
- CM at Risk Delivery System
- Central Energy Plant/Chiller
- Administrative Offices



This project was a collaboration between Sarasota County Schools (Suncoast Technical College component), Sarasota County Government (Shannon Staub Library component) and the City of North Port (Conference Center). The project included two large buildings and a central energy plant. The structure is tilt wall panels with structural steel and a flat roof. The exterior of the building emulates the architecture of the main STC campus with a modern look and sharp angled corners along with insulated curtainwall and storefront systems. The campus is fed from a Central Energy Plant with ice storage tanks.

The Suncoast Technical College classrooms include spaces for the following programs:

- Culinary Arts
- Nursing
- Accounting and Business Management
- Carpentry
- Industrial Maintenance
- ACE (Adult and Community Enrichment)



The 23,000 SF library space includes a multi-media collection (digital and print), outdoor reading areas, children's program area, and a small bookstore area for the "Friends of the Library." The site includes parking for the Technical College, Library, and City of North Port Conference Center, construction of Career Lane (a roadway to provide shared access with the adjacent outparcels), two retention ponds with lighted fountains, and preparation of future development areas.

CHARLOTTE COUNTY - PUNTA GORDA LIBRARY and ARCHIVE

Punta Gorda, FL

Construction Management Team

Nathan Carr, LEED AP, Project Executive

Robbie Gronbach, LEED AP, Director of Preconstruction

Fred Cavaluzzi, Preconstruction Project Manager

Katie Kominos, Project Manager

Completed Contract Amount: \$6,169,072

Building Size: 24,000 SF

Completion: May 2019

Owner's Representative

Jennifer Buccieri, RID, NCIDQ, IIDA, LEED AP BD+C

Project Manager

18500 Murdock Circle

Port Charlotte, FL 33948

941-473-1995

Architect

Philip L. Trezza Jr., AIA

Harvard Jolly Architecture

323 Central Avenue

Sarasota, Florida 34236

941-954-7632



Relevance to Project:

- Public Facility Experience
- CM at Risk Experience
- Team Experience
- Tight Budget & Schedule Requirements

Charlotte County's Punta Gorda Library is the second busiest in the Charlotte County Library system. The original location was limited in space, parking and program opportunities and was in the lowest category of State Standards for space and materials available. An archive will house the thousands of materials in their collection with additional space for future materials.

Our preconstruction challenge began early with an initial design estimate almost \$1MM over the County's budget. After careful preparation and coordination with all members of a very large project team we were able to identify where we had excess program space, unnecessary ornamental elements and too much parking drawn into the project. After making revisions to the early stage design development documents we re-estimated the design and were within striking range of the County's clearly established budget.

The new 24,000 SF library and archive serves the extended South County community and meet the needs of citizens throughout their lifetimes. The library will include youth and program space, computer lab and spaces for instructional classes with 1,000 SF for archive functions (intake, processing, and storage).

GULF GATE LIBRARY – SARASOTA COUNTY

Sarasota, Florida

Construction Management Project Team

John LaCivita, LEED AP, VP & Project Executive

Fred Cavaluzzi, Preconstruction Lead

Wade Wolfe, LEED AP, Project Manager

Completed Contract Amount: \$7,248,868

Today's Cost Index: \$8,743,885

Building Size: 31,000 SF

Completion: 2015

Owner's Representative

Kim Humphrey, Project Manager

Sarasota County Government

Public Works Capital Projects

1001 Sarasota Center Blvd

Sarasota, FL 34240

941-861-0757

Architect

Philip L. Trezza, Jr., AIA

Harvard Jolly Architecture

323 Central Avenue

Sarasota, FL 34236

941-954-7632



Sarasota County's Gulf Gate Library Facility project began with the demolition of the original 1980's building to make way for the construction of a new two-story, approximately 25,800 SF library building on the same site. The exterior look of the building has an enhanced rustic but modern look with sharp angled corners and lines constructed with cultured stone, Stucco, Prodema wood composite panels, and an Insulated Curtain Wall System.

A new grand foyer/lobby entry reaches 55 feet to the ceiling and the facility includes a large, dividable meeting room to accommodate a group of 120 or groups of 60. There are four additional smaller study/meeting rooms on the second floor. There are adult and children's reading gardens incorporated.

There is a computer tech lab and an expanded public access computer area. The circulation room has space for five technician desks and a state of the art sorting machine. The main Grand Stair leading to the second floor has terrazzo treads, stainless steel railings and handrails to give an open feel. Two elevators are available to assist patrons to the second floor.

Relevance to Project:

- Public Facility Experience
- CM at Risk Experience
- Team Experience
- Chiller System
- LEED Silver Certification



The Mechanical System is the latest technology with a Magnetic Bearing Chiller selected for keeping a comfortable environment and maintaining lower energy consumption and operating costs. The reduced operational sound of the chiller unit minimizes disruption to the residential area and has resulted in cost savings due to less sound barrier wall construction.

Site work and underground utilities include expanded parking facilities, enhanced landscaping, expanded storm water facilities and improvements to Curtiss Avenue. The facility includes a drive through book drop-off area with automated, materials check-in and sorting system.

The project was designed for LEED Silver Certification and employed various sustainable construction principles. Large areas of storefront glazing provide natural daylighting to the interior spaces and allow patrons to enjoy a view of the exterior. Material selections from local sources, containing recycled content and lower VOC's contributed to the overall health of the building and the occupants. An energy efficient HVAC system and use of LED light fixtures contributes to the overall energy savings.

MANATEE COUNTY TRANSIT FLEET FACILITY

Bradenton, Florida

Construction Management Team

David E. Sessions, LEED AP, Project Executive
Nathan Carr, Senior Project Manager
Tom Daugherty, Project Superintendent

Completed Contract Amount: \$15,893,317
Today's Cost Index: \$18,293,567
Building Size: 43,350 SF
Paving: 360,000 SF
Completion: September 2016

Owner's Representative

Michael DiPinto, Project Manager
Manatee County Government - Construction
112 Manatee Ave Suite 808 B
Bradenton, FL 34205
941-749-3063

Architect

Darin Autrey
JNZ-POND
914 Tamiami Trail
Bradenton, FL 34205
941-748-4465



The site work included utilities to all current and future phases, 241,000 SF of heavy duty asphalt in bus areas, 90,000 SF of regular duty parking asphalt, 29,000 SF of heavy duty concrete aprons/parking, 74 transit bus parking spaces, 172 passenger vehicles parking spaces, a pond sized for the complete build-out, and stormwater and utilities stubbed into all future phases.

The project, at the northwest corner of Tallevast Road and US 301 in southern Manatee County, encompasses a 37 acre site and has provisions for three future phases of growth.

This FTA grant funded facility services all Manatee County Area Transit's city buses and paratransit vehicles.

The maintenance operations building is a pre-engineered metal building system with a combination split-faced block and metal wall panel façade and standing seam metal roof. The logistics warehouse is a complete pre-engineered metal building with a standing seam metal roof system and metal wall panels. The fuel island building and vehicle wash building are split-faced block with a TPO roof system.

The Maintenance Operations building includes 12,000 SF of transit and maintenance offices and 23,000 SF of maintenance area with 10 vehicle work bays. The building has a standby generator serving the essential functions for the entire site and is supplied from the fuel island to provide essentially continuous operation post-storm event. The work bays include 2 travelling piston in-ground lifts, 2 drive-on trapezoidal lifts, 2 pneumatic wheel lifts, a full suite of tire changing and maintenance equipment, parts and tire storage area, all necessary fluids to service the vehicles (including oil, coolant, transmission fluid, hydraulic fluid, gear oil, DEF, water, and compressed air) piped throughout to hose reels, waste fluid evacuation systems, and vehicle exhaust evacuation. The 6,000 SF vehicle wash building includes a bus wash as well as an additional chassis lift and chassis wash bay.

The fuel island provides storage and dispensing of 20,000 gallons of diesel and 6,000 gallons of gasoline under a canopy with 4 vehicle lanes.

The logistics building is a 2,400 SF storage warehouse with restrooms and an office.

Relevance to Project:

- Public Facility Experience
- CM at Risk Experience
- Generator and Fuel Storage
- Large Vehicle Storage/Maintenance and Fueling

SDMC – MATZKE TRANSPORTATION FACILITIES IMPROVEMENTS

Bradenton, Florida

Construction Management Team

Fred Cavaluzzi, VP,
Director of Preconstruction & Project Executive
Nathan Carr, LEED AP, Project Manager
Bill Walsh, Superintendent

Completed Contract Amount: \$17,743,886
Today's Cost Index: \$27,058,286
Total Site Area: 37.8 ACRES
Total New Buildings: 103,142 SF
Renovated Area: 2,800 SF
Total of all areas: 105,942 SF
Completion: 2010

Owner's Representative

Jane Dreger,
Director of Construction Services
School District of Manatee County
2802-B 27th Street East
Bradenton, FL 34208
941-708-8800

Architect

Mike Bryant, Architect
Steve Padgett, Architect
Fawley Bryant Architects, Inc.
1001 Manatee Avenue West
Bradenton, FL 34205
941-343-4070

Willis A. Smith Construction, Inc. completed the **Matzke Transportation Complex** for the **School District of Manatee County** in 2010. This project was a nearly total rebuild of the SDMC - Matzke Complex. The project is located on a 37.8 acre site which serves the Manatee County School Board and includes the Transportation offices, Vehicle Maintenance, Facilities Operation and Maintenance, and Storage Facilities as well as the School Board's Purchasing Warehouse, Records and Purchasing, and Construction Services.

The work included construction of new buildings for critical functions on site, renovations of certain existing buildings, and a major reconfiguration of the site.

The new construction included 103,142 SF of new buildings to house the facilities maintenance and operations, transportation personnel management, vehicle maintenance (buses, large maintenance vehicles, fleet vehicles), bus driver's lounge, vehicle wash facility, and two new fuel islands. This construction was completed in Phase One while the existing facilities remained operational. The renovated areas included the new Records and Purchasing offices.

The second phase consisted of demolition of existing buildings, construction of a storage area, and completion of the extensive site work and utilities.



Relevance to Project:

- Public Facility Experience
- CM at Risk Experience
- Generator and Fuel Storage
- Large Vehicle Storage/Maintenance and Fueling

FSU - RINGLING MUSEUM OF ART - ASIAN ART MUSEUM

Sarasota, Florida

Construction Management Team

F. John LaCivita, LEED AP, Project Executive

David Otterness, LEED AP, Senior Project Manager

Robin Cote, Project Superintendent

Completed Contract Amount: \$9,134,090
Today's Cost Index: \$10,513,544
Building Size: 31,000 SF
Completion: 2016

Owner's Representative

Lawrence R, Rubin, Director

Facilities Design and Construction

109 Mendenhall Maintenance Building A

Florida State University

Tallahassee, FL 32306-4152

850-644-3591

Architect

Machado and Silveti Associates, LLC

560 Harrison Avenue

Boston, Massachusetts 02118

617-426-7070



This unique and challenging project was constructed on the grounds of the Ringling Museum. With approximately 300,000 visitors annually from all over the world, on a publicly occupied campus, job safety and communication were a priority.

The Project consists of the Renovation, addition and new construction of approximately 32,000 square feet to the southern wing at the Ringling Museum. The renovation work includes the updating and re-purposing of approximately 18,000 square feet of gallery space and art storage. The addition includes construction of approximately 9,000 square feet with Entrance Lobbies, a Catering Room, Elevator, Mechanical Penthouse, Bridge and a Loading Dock. The New Construction includes construction of approximately 5,000 Square Feet Asian Art Building with a Terra Cotta Facade that will function as Gallery Space and a Lecture Hall.



Relevance to Project:

- Public Facility Experience
- Expansion/Renovation/Connection to Existing Building
- CM at Risk Experience
- Connect to Central Energy Plant/Chiller WASC completed in 2004

FSU—RINGLING MUSEUM OF ART TIBBALS LEARNING CENTER—II

Sarasota, Florida

Construction Management Team

F. John LaCivita, LEED AP, Project Executive

David Otterness, LEED AP, Senior Project Manager

Robin Cote, Project Superintendent

Completed Contract Amount: \$6,208,792

Today's Cost Index: \$9,034,360

Building Size: 24,500 SF

Completion: 2011

Owner's Representative

Lawrence R. Rubin, Director

Facilities Design and Construction

109 Mendenhall Maintenance Building A

Florida State University

Tallahassee, FL 32306-4152

850-644-3591

Architect

Fleischman and Garcia Architects, P.A.

5967 N Cattleman Lane, Suite 6

Sarasota, FL 34232

941-342-9293



This project is a major expansion of the original Tibbals Learning Center built by Willis A. Smith Construction, Inc. in 2006. The structure connects to the original and provides an increased space which allows for the exhibition and archiving of important circus artifacts and memorabilia. Housed within this facility are vintage circus wagons, posters and exhibits celebrating circus performers. Hands-on exhibits for children include high-wire interaction, clown props, clown make-up, circus cannon displays, animal exhibit displays, and theater showing circus history.

The design features the same massive curved radius, pre-cast panels as the original building. The panels are inscribed with the names of American circus owners. Each panel is 65 feet long and weighs approximately 12 tons.

The lower floor of the building consists of 12,000 SF of high exhibit space to display circus wire acts and life size figurines. The second floor consists of 12,000 SF of archival storage using a state-of-the-art compact storage system for future expansion. The building is also structurally engineered to carry the tremendous weight of the archive objects and has no windows to protect the artifacts from light.

The project was completed on a very tight site of an existing, occupied campus.

Relevance to Project:

- Public Facility Experience
- Expansion/Renovation/Connection to Existing Building
- CM at Risk Experience
- Connect to Central Energy Plant/Chiller WASC completed in 2004



PATRIOT PLAZA – SARASOTA NATIONAL CEMETERY

Sarasota, Florida

Construction Management Team

David E. Sessions, LEED, Project Executive
Nathan Carr, LEED AP, Project Manager
Thomas Daugherty, Project Superintendent

Completed Contract Amount: \$7,772,075
Today's Cost Index: \$9,825,245
Structure Size: 25,000 SF
Grounds: 80,000 SF
Completion: April 2014

Owner's Representative

Sandra Beckley
The Patterson Foundation
2 North Tamiami Trail, Suite 206
Sarasota FL 34236
941- 952-1413

Architect

Hoyt Architects
1527 Second Street
Sarasota, FL 34236
941-366-6066



This project is the focal point of the grounds of Sarasota National Cemetery. Constructed within the park-like setting are the amphitheater and two space-frame structures over the seating and the rostrum stage.

This entire project was built within an active cemetery with daily burials and in immediate proximity to a columbarium and the central roadway of the site. We worked throughout the project to be sensitive to all these activities as well as to respect all burial areas and avoid any disturbance outside of our project zone.

The main space frame structure provides a roughly 20,000 SF glass roof over the 2,800 seat amphitheater. The seating area is composed of radius cut precast concrete benches and pavers. The center point in front of the stage houses a Berghaus granite star with an inlaid map of the world and bronze accents.

The 5,000 SF space frame over the rostrum stage is equipped with acoustical panels and designed to project regular voices throughout the seating in the amphitheater.

A walk-way surrounds the seating area with benches and monoliths creating separate "outdoor rooms" for reflection, spires at the east and west with artwork representing lost soldiers, sentry eagles guarding the west entry, bronze eagle art at the east entry signifying soldiers off to battle, and monoliths at the perimeter sidewalk and north entry displaying some of the most powerful pictures of veterans and wars from our American history. An 80 foot stainless steel flagpole behind the stage accommodates of Garrison flag of up to 20' x 38'. Tying everything together is extensive landscaping with large oak trees, several varieties of cypress trees, crepe myrtles, and myriad small plantings including lirope for groundcover.

Relevance to Project:

- Municipal Public Facility Experience
- Extensive Walkways and Landscaping
- CM at Risk Experience

TERVIS TUMBLER COMPANY – FACILITY EXPANSION

Venice, Florida

Construction Management Team

John LaCivita, LEED AP, Executive Vice President

Wade Wolfe, LEED AP, Project Manager

Completed Contract Amount: \$4,654,528

Today's Cost Index: \$6,772,763

Building Size: 42,140 SF

Completion: June 2011

Owner's Representative

Rogan Donnelly, President

Tervis Tumbler Company

201 Triple Diamond Blvd.,

North Venice, FL 34275

941-441-1065

Architect

Gregory Hall

Hall Architects, PA

1385 Fifth Street

Sarasota, FL 34236

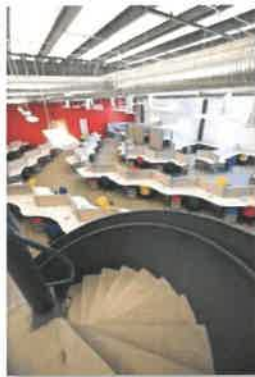
941-917-0883

This major facility expansion project includes a 23,610 SF warehouse with new production space, rack storage systems, and 15,100 SF of new office spaces. The increased size will enable Tervis Tumbler to increase production capability by 100%. Two additional loading docks were added with a UPS/FedEx pick-up dock. 292 additional parking spaces were also added.

The new sales and marketing areas were designed with a contemporary look, enhancing creativity for all employees in that area. Strategically located above the warehouse and office space is a 5,845 SF mezzanine overlooking both the warehouse and the marketing areas. The office ceilings are exposed to provide a visually interesting, high-tech look. The executive offices were constructed using a specialty opaque, glass, structural system with vibrant colors for impact.

The new offices feature skewed walls, a design element meant to inspire the staff's creativity. As a result of the dynamic design, employees can enjoy an inviting workplace with a fresh, vibrant layout.

The entry area has a custom canopy to visually establish the location of the entrance. A visually-stimulating element near the entrance is a uniquely shaped pool/fountain constructed with tiers of water and a stage which is a showpiece used for photo opportunities for current and future clients.



Relevance to Project:

- Facility Expansion
- Administrative Offices
- Emergency KW Generator



THE FOLLOWING FIRE STATION PROJECTS HAVE A CONSTRUCTION COST LESS THAN 5 MILLION

We acknowledge that the following projects are not to be considered as part of our qualifying experience and we include them here only to show more of our Fire Station experience.



NORTH PORT FIRE STATION 85

North Port, Florida

Construction Management Team

Brett Raymaker, V.P., LEED AP, Project Executive
Robbie Gronbach, LEED AP, Director of Preconstruction
Rick Scherzer, Project Manager

Completed Contract Amount: \$2,889,087
Building Size: 8,600 SF
Completion: 2018

Owner's Representative

Scott A. Titus, Deputy Fire Chief
North Port Fire Rescue District
941-240-8152

Architect

Todd Sweet, AIA
Sweet Sparkman Architects
2168 Main Street
Sarasota, Florida 34237
941-952-0084



Relevance to Project:

- Municipal Fire Protection Project
- CM at Risk Delivery System
- Experience with Sweet Sparkman
- Built to Resist 160 MPH Winds
- Administrative Offices
- Hardened Structure
- Tight Budget and Schedule Requirements

The City of North Port Fire Rescue District provides fire suppression, advanced life support services, and fire prevention within the geographical boundaries of the City of North Port. Station 85 currently houses 3 Lieutenants and 12 Firefighters, split among three shifts, in a temporary double-wide trailer that opened in 2007. In 2011, the Commission approved the purchase of a property located at Ponce-De-Leon Blvd. and North Biscayne Drive for a more permanent Fire Station 85.

The original temporary facility and the new permanent facility both fall within the geographic area to serve the surrounding community. The new location and hardened facility will be able to remain open during the threat of storms and is more centrally located in the response area. ***The Station has been designed per the 5th Edition of the Florida Building Code and an enhanced wind load capacity to resist 160 mph – 3 second gust (ultimate) per ASCE 7.***

This 8,600 SF facility consists of a three bay pull-thru double depth apparatus area, gear room, decontamination room, EMS storage, support area, laundry, six independent bunk rooms, fitness room, kitchen, dining, living, three independent bathrooms, and a screened area. The campus also has new parking, access drives, landscaping, storm water retention areas, a 250-gallon underground LP storage tanks, and a lift station. Also included in this project is the installation of offsite force main sewage piping that will bring the city's sewer system to this area.

EAST MANATEE FIRE AND RESCUE STATION NO. 2

Bradenton, Florida

Construction Team Members

Brett Raymaker, LEED AP, Project Executive

Robbie Gronbach, LEED AP, Director of Preconstruction

Rick Scherzer, Project Manager

John Osborne, Superintendent

Completed Contract Amount: \$2,344,803

Building Size: 9,259 SF

Completion: 2016

Owner's Representative

Deputy Chief Lee Whitehurst

3200 Lakewood Ranch Boulevard

Bradenton, Florida 34208

941-751-5611

Architect

Garry Roberts Architecture, LLC

4332 14th Street Circle West

Palmetto, Florida 34221

941-713-4377



The building was designed to withstand Category 4 hurricane winds allowing the 6-member crew to respond to emergencies even after severe weather events. The previous metal building structure required them to evacuate during a major storm, so were unable to maintain a presence in the community in the time of crisis. In the event the power goes out, this facility also has back-up generator power that will keep them in operation.



This project, located just west of I-75 on State Road 64 in Bradenton, is a replacement station for East Manatee Fire and Rescue Station No. Two (EMFR #2) that was at this location. Also located on this site, is a 1,000 SF storage building that was used to house equipment and materials.

The new EMFR #2 station is just over 9,000 SF, and includes three bays for apparatus and rescue vehicles. The living and sleeping accommodations provide a home away from home residential feel for the crews while at the station for one out of every three days. Replacing the common space dorm rooms will be six individual dorm bunks, a workout room, full bathrooms, a dayroom, and a kitchen dining area. Attached to the apparatus bay, includes rooms for gear storage, laundry, and an attic storage area.

Relevance to Project:

- Municipal Fire Protection Project
- CM at Risk Delivery System
- Built to withstand CAT 4 Winds
- Administrative Offices
- Hardened Structure
- Tight Budget and Schedule Requirements

THE FOLLOWING PROJECTS ARE LOCATED WITHIN THE CITY OF VENICE

We acknowledge that the following projects are not to be considered as part of our qualifying experience and we include them here only to show some of our experience in the City of Venice.



VILLAGE ON THE ISLE – EMERALD TERRACES – INDEPENDENT LIVING FACILITY

Venice, Florida

Construction Management Team

John LaCivita, LEED AP, Executive Vice President

Pete Kauffman, Project Manager

Robbie Gronbach, LEED AP, Director of Preconstruction

Joe Eisenmann, Superintendent

Completed Contract Amount: \$28,600,000
Building Size: 104,000 SF TOTAL
(52,000 SF Each)
Scheduled Completion: 2019

Owner's Representative

Joel Anderson

Southwest Florida Retirement Center, Inc.

920 South Tamiami Trail

Venice, FL 34285

941-486-5485

Architect

Carson Parr, AIA, LEED AP BD+C

RLPS Architects

250 Valleybrook Drive

Lancaster, PA 17601

Carson Parr

717-560-9501



This project features two new 52,000 SF, five-story independent-living facilities, each with 23 one- and two-bedroom units ranging from 1,250 to 1,620 square feet.

This project is designed and built to meet the standards of the City of Venice Architectural Review Board.

Relevance to Project:

- Designed and Built under City of Venice Standards
- CM at Risk Delivery System
- Subject to City of Venice Architectural Review
- Administrative Offices



VILLAGE ON THE ISLE – SKILLED NURSING FACILITY

Venice, Florida

Construction Management Team

John LaCivita, LEED AP, Executive Vice President

Pete Kauffman, Project Manager

Robbie Gronbach, LEED AP, Director of Preconstruction

Joe Eisenmann, Superintendent

Completed Contract Amount: \$26,900,000

Building Size: 67,000 SF

Scheduled Completion: 2019

Owner's Representative

Joel Anderson

Southwest Florida Retirement Center, Inc.

920 South Tamiami Trail

Venice, FL 34285

941-486-5485

Architect

Carson Parr, AIA, LEED AP BD+C

250 Valleybrook Drive

Lancaster, PA 17601

Carson Parr

717-560-9501

The facility is to be a new 67,000 SF, three-story skilled-nursing facility with 64 private rooms.

The facility will have an expanded physical therapy department with one floor used for post-acute rehabilitative services and one floor for long-term care.

This project is designed and built to meet the standards of the City of Venice Architectural Review Board.



Relevance to Project:

- Designed and Built under City of Venice Standards
- CM at Risk Delivery System
- Subject to City of Venice Architectural Review
- Administrative Offices



Request for Qualifications – Construction Management at Risk Services
City of Venice Fire Station One and City Hall Expansion
Venice, FL



GULF COAST COMMUNITY FOUNDATION – HEADQUARTERS OFFICE RENOVATION

Venice, Florida

Construction Management Team

John LaCivita, LEED AP, Executive Vice President

Taylor Aultman, Project Manager

Robbie Gronbach, LEED AP, Director of Preconstruction

Completed Contract Amount: \$1,566,258

Building Size: 10,545 SF

Completion: 2014

Owner's Representative

Wendy Deming

Gulf Coast Community Foundation, Inc.

601 Tamiami Trail South

Venice, FL 34285

941-486-4611

Architect

Todd Sweet, AIA

Sweet Sparkman Architects, Inc.

2168 Main Street

Sarasota, FL 34236

941-952-0084



Relevance to Project:

- Office Renovation
- CM at Risk Delivery System
- Experience with Sweet Sparkman Architects
- Administrative Offices

This project was an interior renovation of an existing facility which included interior structural demolition to clear the way for the open concept office space desired by the Owner. Several large conference rooms were created within the open areas. High-end finishes included the flooring and an accent wall created with wood salvaged from the old Ringling Hotel which was demolished in 1998. A catering kitchen was created for the many events hosted by this organization.

All windows were replaced with Low- E and wind impact glass. The parking lot was reconfigured and a new front entrance was also built. Extensive landscaping included Florida-friendly plants and the structure was built to LEED Best practices standards.



ABILITY TO PERFORM SERVICES

The project team will utilize our Venice office located at 925-B Tamiami Trail S., with the full time, on-site staff located at the job site office.

Willis Smith Construction has committed a proven team of individuals with specific relevant experience and proven backgrounds which combined will bring the City the following:

Successful CM at Risk Experience with Venice, Sarasota and North Port

- ◆ Multiple Projects
- ◆ Tight Budget and Schedule Requirements
- ◆ Fire Station Facilities and Expansion/Renovation Projects
- ◆ Chiller Plants
- ◆ Generators/Fuel Storage
- ◆ Security Upgrades
- ◆ Landscape and Hardscape
- ◆ Sustainable Design/Construction/Commissioning results – certifications achieved

Our team will be led by Brett Raymaker, Vice President, our Project Executive and an owner of Willis Smith Construction, who will be the main point of contact from day one of our services through the project completion. During the preconstruction phase Brett will be working closely with Robbie Gronbach, our Preconstruction Director and his staff of four estimators/support personnel. Also involved during the preconstruction phase will be Kevin Llewellyn our Project Manager, and our Superintendent, John Osborne.

As Fire Station One and the City Hall Expansion transition into the construction phase, Brett Raymaker and Kevin Llewellyn will begin focusing on obtaining all required permits and will finalize the award of the trade contracts in order to start the required work.

Kevin Llewellyn will be supported by John Osborne, Superintendent, who will be responsible for all aspects if the field implementation making sure the project is built in compliance with the design documents and all requirements of the building codes.

KEY INDIVIDUAL ROLES – RESPONSIBILITIES

(Personnel not to be substituted without express permission of the City)

Brett Raymaker – Project Executive

Recent Sarasota County Fire Station Experience – Four Fire Stations
 East Manatee County Fire rescue District – Fire Station #2, #7,
 and Fire Training Tower
 City of North Port Fire Station #85
 Village on the Isle – City of Venice - Experience
 Tight Cost, Schedule Control Requirements
 Strong Sustainable Approach/Experience



Robbie Gronbach – Director of Preconstruction

Proven preconstruction services
Track-record – Southwest Florida
Extensive cost control processes
Specific knowledge of local subcontractor market
Ability to work closely with Owner/Architects



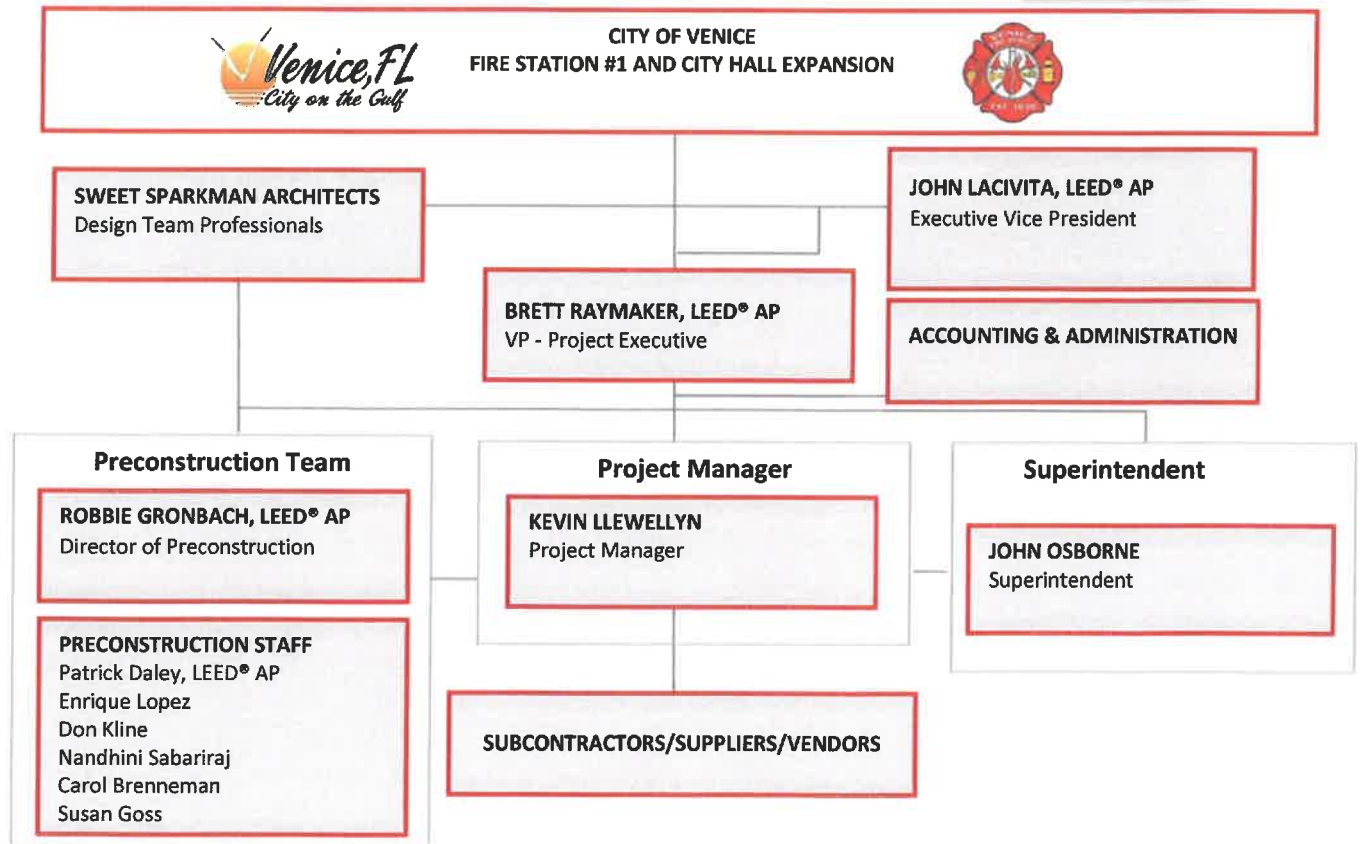
Kevin Llewellyn – Project Manager

Village on the Isle – City of Venice - Experience
Specific Municipal Experience
Proven Results – Cost, Schedule and Quality Control
Sustainable Project Track Record



John Osborne – Superintendent

Excellent job safety and quality control record
Fire Station facility experience
Excellent subcontractor management skills



PERSONNEL ASSIGNED TO PROVIDE THE MOST EFFICIENT SERVICE:

KEY INDIVIDUAL	% OF TIME	ROLE
<p>John LaCivita, LEED® AP Executive Vice President</p> <p><i>Location: Lakewood Ranch Office</i></p>	<p>5% As needed</p>	<p>John will provide oversight, team direction and resource allocation.</p>
<p>Brett Raymaker, LEED® AP Vice President - Project Executive</p> <p><i>Location: Lakewood Ranch and Venice Office</i></p>	<p>50% As needed</p>	<p>Brett will oversee the management of the project and will coordinate staffing from early development through project completion. He will be the main point of contact throughout the project to the City.</p>
<p>Robbie Gronbach – LEED® AP Director of Preconstruction</p> <p><i>Location: Lakewood Ranch Office</i></p>	<p>15% Precon As needed</p>	<p>Robbie will manage the preconstruction effort and will lead all preconstruction phase services including: estimating, design reviews, sustainability, life-cycle constructability and bidding – GMP development.</p>
<p>Patrick Daley, LEED® AP, Enrique Lopez, Don Kline and Nandhini Sabariraj</p> <p><i>Location: Lakewood Ranch Office</i></p>	<p>25% As needed</p>	<p>Patrick, Enrique, Don and Nandhini will lend support to the preconstruction process with clear, well-defined bid scopes, estimating support and input into constructability, life-cycle costing and final bid reviews.</p>
<p>Kevin Llewellyn Project Manager</p> <p><i>Location: Venice Office and Jobsite</i></p>	<p>100%</p>	<p>Kevin’s involvement begins during pre-construction with constructability analysis, detailed estimating, budgeting, scheduling and purchasing controls. Kevin will be in charge of the office management for the project consisting of estimating, value engineering, planning, master scheduling, contract negotiations, subcontract procurement, coordination with the field superintendent and cost control.</p>
<p>John Osborne Superintendent</p> <p><i>Location: Job Site</i></p>	<p>100%</p>	<p>John will be responsible for the onsite day-to-day management of the project and field coordination of the trade contractors. John will also be in charge of site safety and quality control.</p>

AVAILABILITY OF TECHNICAL SUPPORT PERSONNEL

We have the latest technology and proven processes to meet all of the unique City of Venice requirements for this project, particularly in the cost and schedule control areas. We also have committed the proven individual team members who have solid track records with these systems including numerous successful completions with municipal facility owners – *on time and within budget proven results*.

Brett Raymaker will have the overall responsibility for ensuring our team utilizes these processes to meet all your specific project requirements from day one through project completion. He will also lead our effort, supported by Project Manager, **Kevin Llewellyn**, in the producing and updating of our project schedule with Kevin having the day to day responsibility, assisted by our Superintendent, **John Osborne** to ensure the construction phase work is completed on time by the subcontractors/suppliers.

From a budget control standpoint, **Brett Raymaker** will have overall responsibility for cost control. During preconstruction, our Preconstruction Director, **Robbie Gronbach** will lead the preconstruction services efforts with support from a team of six in the Preconstruction Department along with **Kevin Llewellyn**, Project Manager.

Once construction begins, **Kevin Llewellyn** will assume day to day responsibility for controlling costs, with support from our superintendents through their on-site management of the work to eliminate inefficiencies or costly work. Kevin Llewellyn's recent experience working on the Village on the Isle projects has allowed him to establish relationships with the following City of Venice staff:

City of Venice Officials Contact List

Name	Title	Department	Email	Phone
Greg Schneider	Building Official	Building Department	gschneider@venicegov.com	(941) 882-7374
Jack Stevenson	Fire Marshall	Venice Fire Department	jstevenson@venicegov.com	(941) 480-3030
Shawn Carvey	Chief	Venice Fire Department	scarvey@venicegov.com	(941) 480-3030
James Clinch	Director of Public Works	Public Works	jclinch@venicegov.com	(941) 486-2422
Judy DiFabbio	Public Works Manager	Public Works	jdifabbio@venicegov.com	(941) 486-2422
Roger Clark	Planning Manager	Planning & Zoning	rclark@venicegov.com	(941) 486-2626 ext 7432
Javier Vargas	Utilities Director	Utilities	jvargas@venicegov.com	(941) 882-7309
John Monville	Asst. Utilities Director	Utilities	jmonville@venicegov.com	(941) 882-7300
Dave Abene	Field Ops Supervisor	Utilities	dabene@venicegov.com	(941) 882-7312
Harry Klinkhamer	Manager	Historical Resources	hklinkhamer@venice.gov	(941) 486-2490
Bryan Beard	Environmental Specialist	Sarasota County Forestry	bbeard@scgov.net	(941) 915-7717
Mike Ross	Captain	Venice Police Department	mross@venicegov.com	(941) 486-2444
Chris Shannon	Power Systems	FPL	chris.shannon@fpl.com	(941) 927-4232
Tracy Laird	Manager	TECO	wtlaird@tecoenergy.com	(877) 832-6747

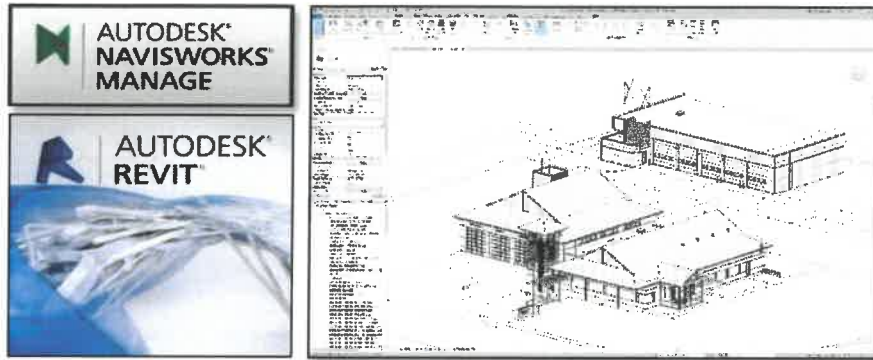


PROGRAMS AND TECHNOLOGIES TO BE EMPLOYED by PRECONSTRUCTION DEPARTMENT

During the Preconstruction Phase, Robbie Gronbach, Director of Preconstruction and his staff will utilize the following programs and technologies:

BUILDING INFORMATION MODELING (BIM)

We utilize BIM as our central hub to build projects virtually through the preconstruction and construction phases. This will be the foundation to our implementation of a variety of tools including model-based quantity take-offs, visualizations for pricing decisions by the City, value engineering modeling, virtual mock-ups, four dimensional (4D) scheduling, dynamic site logistics, prefabrication assembly drawings and clash detection coordination.

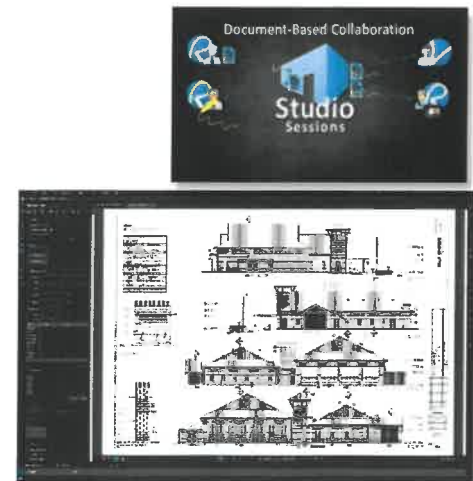


When used properly, BIM offers opportunities to improve the interoperability of systems and other elements and the constructability of projects. We can use BIM as a tool to review each model during every phase of a project, including structure, skin, interiors, MEP systems, and the site. To successfully complete a BIM project, our team uses many different software platforms. For reviewing, coordination and quantifying tasks, we use Autodesk® Navisworks® Manage. Quantity extraction and organization are performed using Trimble's GC Estimator platform, specifically VICO document controller. To bridge the gaps among the various software programs, we engage other applications such as AutoCAD, Bluebeam Revu Extreme, Google Earth, and Google Sketch-Up. Along with the design team, we will propose several levels of BIM implementation and work closely with the team to determine the most effective approach for this project. The keys to success on any BIM project are early planning and constant collaboration among the team.

PLAN SCRUBBING AND FILE SHARING

BlueBeam Revu

BlueBeam Revu (BBR) is a robust PDF editing platform that we use to review construction documents at various stages of design development. The tool sets available within BBR allow the user to quickly mark-up a set of construction plans with easy to read notation that the design team can then incorporate into the design documents. We can use BBR to convert an unlimited number of Microsoft Office documents and CAD drawings into high-quality 2D or 3D PDFs, or transform scanned images into text-searchable documents using optical character recognition (OCR).



Bluebeam Studio is a collaboration platform that connects project team members in real time on the same set of centralized documents. This platform can be used whether the project team members are across the street or across the country, compressing the time spent in preconstruction.

PROJECT ESTIMATION

Trimble GCEstimator

Trimble GCEstimator™ Suite incorporates the best-of-breed estimating and takeoff solutions from Trimble designed to increase efficiencies and maximize the value of projects for the end user. With all the tools needed to streamline productivity in a single system, GCEstimator eliminates unnecessary complexity. Whether PDF plan documents or Revit 3D models, GCEstimator provides the platform in which our estimating team can perform accurate and efficient quantity survey and cost model reports in an easy to read format.

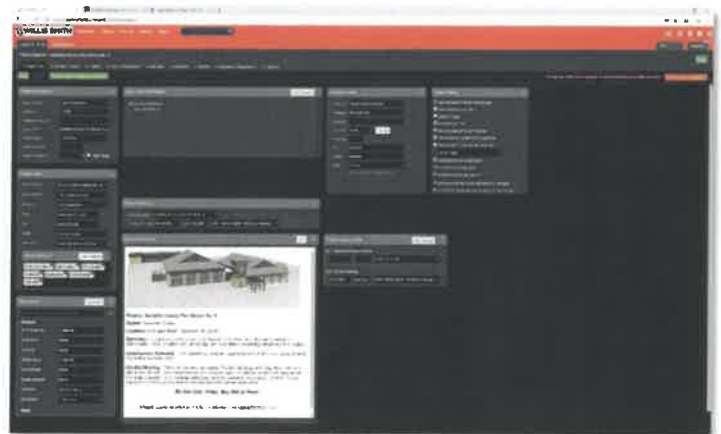


GCEstimator provides a single knowledge base of cost items and assemblies, where quantities are supplied by a single takeoff tool. Gone are the days of switching between applications and manually rekeying data. Today, all the news is about BIM and the virtues of 3D. But until that move is complete, 2D data is not only commonplace, it's also the legal standard by which projects are measured. Trimble lets you work with both types of project inputs and ensures that the data is synchronized and traceable.

PROJECT BIDDING/SCOPING SYSTEMS

SmartBidNet

We have implemented SmartBidNet (SBN) as our all-inclusive web-based software for contacts, bidding and proposal evaluation platform. SmartBidNet allows us to pre-qualify our subcontractors via our website portal or through direct contact from our preconstruction administrator. This ensures we have the most qualified trade contractors in the business pricing your project. Setting up projects in SBN for bidding provides us with a platform that can easily be accessed via the web from virtually anywhere with a wireless connection.



Invitations to bid, pre-bid meeting notices, request for information, addendum, etc. are all sent via the SBN website to trade contractors who have elected to participate in the system. Plans, specifications, supplements, revisions, etc. are all uploaded to the SBN plan room and are available to trade contractors to include in their pricing. Trade contractors can then upload their responses; bid proposals, bid tabs and scope clarifications directly into the SBN portal. We have had amazing results and positive feedback from our bidding contractors since implementing SBN.

PROGRAMS AND TECHNOLOGIES TO BE EMPLOYED by PROJECT MANAGER AND SUPERINTENDENT

During the Construction Phase, Brett Raymaker, Kevin Llewellyn and John Osborne will utilize the following programs and technologies:

SAGE CONSTRUCTION SOFTWARE

Willis Smith Construction utilizes Sage Timberline Software to manage the related systems necessary to organize and track all of the data required to manage a project; accounting, project management, payroll and job costing. Timberline eliminates redundant tasks and data entry and improves collaboration with its integrated work-flow process.

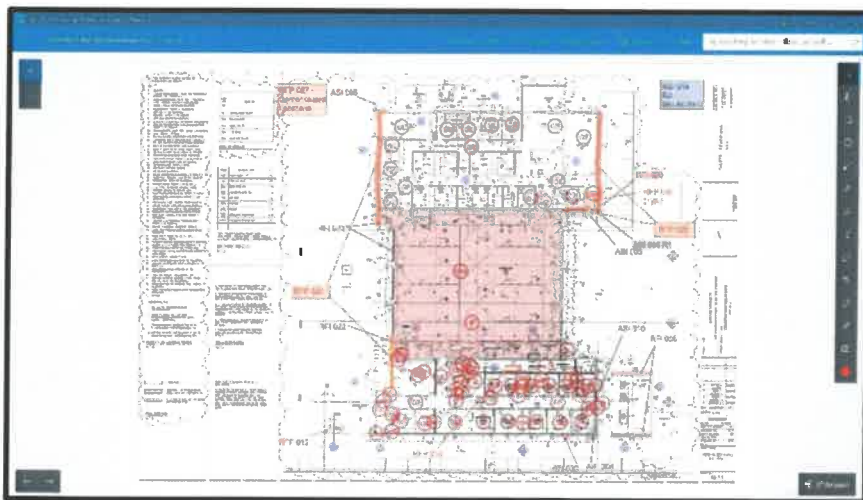


Our project costs will be tracked monthly using Timberline construction accounting software and we will submit our requisitions for payment on-time every month. At the designated time/day of the month, Brett Raymaker, Project Executive and Kevin Llewellyn, Project Manager will review the requisition with City of Venice staff, make any required edits from the review and submit the final requisition for funding.

PROJECT CONTROLS/REPORTING SYSTEMS

Plan Grid

We have incorporated PlanGrid software for use as an important management tool for efficiently handling all data input occurring during the construction phase. One Master Set of project documents can be maintained throughout this project with all team members having instant access to data in an instant, totally safe and secure format. Our system handles all RFI's, plan changes, photos and reports in one synched and easily accessible location for quick, accurate decision making by all project team members.



RFI MANAGER

One of the keys to our successful execution of the City of Venice Fire Station 1 and City Hall Expansion project will be to get issues regarding the plans and specifications resolved quickly. Traditionally, this process has been handled with the more awkward forms of paper-based communication. Willis A. Smith Construction has developed a web-based system called RFI Manager for tracking Requests for Information (RFIs) during construction. The system consists of two parts: a relational database of project information and a web-based user interface to access and manipulate RFI's. The database stores information on each RFI and feeds that information to the website so that a project team member can access it from anywhere at any time. **Our process works well and we will work with your design team's efforts in a seamless fashion.**



INFORMATION MANAGEMENT SYSTEMS

For this project, we would recommend there be a weekly Owner/Architect/Construction Manager meeting at the site to review project items that require action. Our team will present an agenda prior to each meeting, and we will produce a set of minutes as to what was discussed in the meeting. We will use a "Ball in Court" format on issues to make sure they are resolved timely, preventing them from becoming issues that might delay the delivery of this project.

PROJECT RECORD		WILLIS SMITH	
AOC MEETING MINUTES			
Project:	EMFR - Fire Station 3		
Date:	Wednesday, March 15, 2016		
Time:	1:30 PM		
Location:	EMFR - Address screen 8849		
Author:	Rick Scherer		
To / Attendees:	East Manatee Fire & Rescue (EMFR) - Bryan Leaton, Lee Whitehouse, Gerry Larson Gerry Roberts Architecture (GRA) - Gerry Roberts Willis Smith (WSSC) - Brett Reynolds, Rick Scherer, Grant Thompson		
Meeting Description:			
EMFR Meeting:		BAC	DATE
A. Discussion Items:			
	<p>1.01 3/15/2016 RFI/ACR/ACC Name: RFI/ACR/ACC Description: Open for the 10:00 AM work session as a report on 2 items. WSSC to provide cut sheets of the provided and building footprint to EMFR for copy into their center for the building and use in 11 existing facility system.</p>		15AM
	<p>1.02 3/16/2016 RFI/ACR/ACC Name: RFI/ACR/ACC Description: EMFR to call WSSC re: 11:00 AM meeting to discuss the 11 existing facility system.</p>		15PM
	<p>1.03 3/16/2016 RFI Color Samples Description: WSSC to provide color samples for EMFR (11:00 AM) to discuss color for the subject building.</p>		15MID
	<p>1.04 3/17/2016 Wood Deck Detail Description: EMFR to call WSSC re: 11:00 AM meeting to discuss wood deck detail for the subject building. WSSC to provide detail for EMFR.</p>		15MID
	<p>1.05 3/18/2016 Future AOC Meeting Description: WSSC to provide 11:00 AM meeting to discuss future AOC meeting. WSSC to provide 11:00 AM meeting to discuss future AOC meeting.</p>		15MID
	<p>1.06 3/18/2016 Updated Schedule Description: WSSC to provide the impact study to EMFR. WSSC to provide the impact study to EMFR.</p>		15MID
	<p>1.07 3/18/2016 Submittals</p>		



In addition to the project experience examples provided in Tab Three, Willis Smith Construction has extensive experience on the following related projects:

Security Upgrades/Improvements

- LECOM Security Entrance
- School Board of Sarasota County Security Upgrade Projects:
 - Fruitville Elementary
 - STC North Campus
 - STC Polytech HS
 - Brookside Middle School
- FSU - Ringling Museum Historic Galleries modified existing security adding full access control and CCTV



Fuel Storage

- Palm-Aire Maintenance Facility – Gasoline above ground tanks and pump
- FSU Ringling Campus Chilled Water Plant has a Convault Storage Tank for Generator
- Manatee County Matzke:
 - Bus island – 60,000 gallons of diesel only in 4 aboveground tanks
 - White fleet island – 6k gallons of gas and 4k gallons of diesel
- Manatee County MCAT that had both diesel (20k gallons) and gas (6k gallons)



Campus Generator Projects

- Tidewell Hospice Campuses (6 separate Locations)
- Mote Marine Summerland Key Campus
- Village on the Isle – Emerald Terrace Building A
- Village on the Isle – Emerald Terrace Building B
- Village on the Isle – Skilled Nursing
- FSU – Ringling Museum
 - Tibbals Learning Center
 - Main Galleries
 - Asian Art
 - Visitor Center
- School District of Manatee County
 - Matzke Facility
 - Bayshore Elementary
 - Prine Elementary
- Manatee County Fleet Transit Facility
- Ringling College of Art and Design Academic Building
- LECOM School of Dental Medicine



Tidewell Hospice Generator



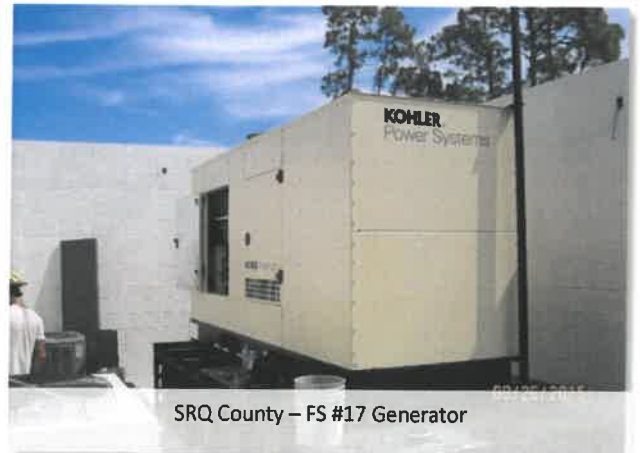
Manatee County Fleet Transit Generator



FSU-Ringling Museum – CEP Generator



SRQ County – FS #14 Generator



SRQ County – FS #17 Generator

Chiller Plants

- FSU CEP
- FSU - Tibbals Learning Center
- Ringling College of Art and Design (RCAD) - CEP
- Sarasota County Gulf Gate Library
- School Board of Sarasota County
 - Oak Park
 - Booker HS
 - Southside Elementary School
 - Gulf Gate Elementary School
 - STC North Campus
 - STC South Campus
- School District of Manatee County
 - Bashaw Elementary School
 - McNeal Elementary School



SBSC- Booker High School Chiller



SBSC- Southside Elementary Chiller



RCAD-Air Cooled Chiller Tower



SBSC- Oak Park Chiller



RCAD - Chiller Pumps

City of Venice Fire Station and City Hall Expansion - Project Approach

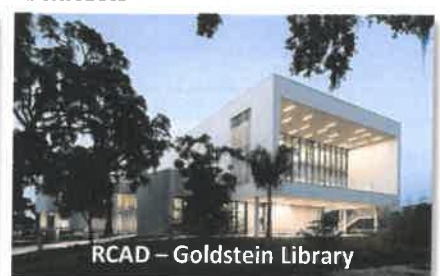
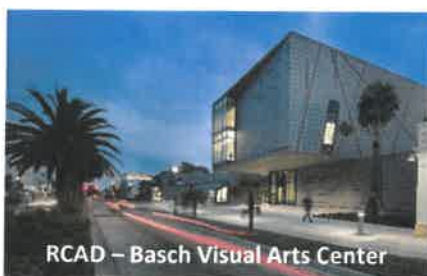
Key to the success of this project will be the formation of the overall project team, including the City, the Fire Department, your stakeholders, Sweet Sparkman Architects, and the CM team into one efficient, highly communicative, team oriented group from Day One.

Since 2013, our firm has completed over \$50,000,000 in projects with Sweet Sparkman Architects. We have worked collaboratively on prior fire station projects which gives you the advantage of having an Architect and Construction Manager that have an excellent working relationship, thus no learning curve.

This is where we believe Willis Smith Construction's approach is the best suited to help you resolve the specific issues you will be facing on your project:

- Maximizing the overall program you can receive for the dollars you have available.
- Quickly meshing with the Sweet Sparkman team to provide you with the first critical preliminary budget estimate so you can see where your design parameters will be.
- Controlling the project costs- both the initial construction costs but more importantly, the more significant life-cycle costs which will be so critical to your future operational costs over the life of the facility.
- Production of an overall Master Schedules which will keep the design process and the construction activities tightly controlled so your final completion dates can be met- we realize you may be dealing with aggressive schedules.
- Obtaining the Best Qualified Subcontractors for this work-our long time reputation and relationships in this area for over 47 years will insure you receive the most competitive pricing, from the right subcontractors who can meet the quality and schedule performances needed- our focus will be on keeping the work local!
- Providing total communications throughout in efficient, easily discernible, open book formats to all team members for decision making purposes.
- Completing these much needed facilities on time, fully operational with all training accomplished.
- Post construction response- we are here and will be readily available for any needs that may occur after occupancy.

Additional Projects with Sweet Sparkman Architects



Our track record for producing the above results is unmatched in this area and we are excited about having the opportunity to work closely with both City Hall and the Venice Fire Department to make this a total success! Following are some brief descriptions of our management control systems we propose utilizing on this project:

PROPOSED PROJECT MANAGEMENT TECHNIQUES AND CONTROLS

Preconstruction Phase:

Our preconstruction approach to this project is to take our recent experience as a CM on numerous similar public sector projects completed in this area and bring this information gained and the lessons learned to these new challenging projects. Every one of our project team members committed has worked on similar CM at risk projects with tight cost, schedules and quality standards similar to those your project will have. Our people and the approach they have utilized on this work above has worked well and we want to bring this same approach to your new City of Venice Fire Station 1 and City Hall Expansion.

Construction is the execution of a well laid-out preconstruction plan. With every project comes an opportunity to better serve clients and experience has demonstrated that we can have the greatest impact on a project during preconstruction. Overall project success—whether optimizing value, controlling costs, meeting aggressive schedules or all of the above—relies heavily upon the decisions made at the initial stages of the job. Combining skilled professionals with an open collaborative approach, Willis A. Smith Construction's comprehensive preconstruction services are designed to:

- ◆ Provide assessments and recommendations to make timely and informed, data-driven business decisions
- ◆ Manage the overall process by tracking details and holding team members accountable through a process of regularly scheduled project coordination meetings
- ◆ Better serve the interests of the project by working collaboratively with the Owner and the design team to develop the best solutions

The following are some of the processes we will use in preconstruction:

- ◆ ESTIMATES AND BUDGETS
- ◆ CONSTRUCTABILITY REVIEWS
- ◆ VALUE REVIEWS
- ◆ LIFE CYCLE COST ANALYSIS
- ◆ SCHEDULING
- ◆ SUSTAINABLE/DESIGN AND CONSTRUCTION REVIEWS
- ◆ FINAL GMP

ESTIMATES & BUDGETS

Our approach to early budgets and estimates has proven successful time after time. With a few mouse clicks, we can see every subcontractor bid from every project we have bid in the last five years. We also have a database of the actual cost of every completed project broken down by trade. This is a wealth of local cost information bid under competitive conditions. Using this information combined with accurate quantity take-offs and cost trends in our local area, Robbie Gronbach and his preconstruction support staff will be able to provide the best projection of the cost for your new project when it actually is bid at some point in the future.



The preconstruction phase of our work will begin with the steps outlined above and will flow right into design deliverables. While Sweet Sparkman Architects is creating their schematic design, we will be setting up our cost tracking, estimating, quality control and scheduling formats for the project. We will fully understand the requirements for the project and tailor our reporting formats to meet your needs.

Our estimating process will begin with our receipt of the schematic drawings and available geotechnical information. The first estimates will permit the City to make changes, if necessary, to avoid wasting a good deal of time and effort on designs that cannot be built within the budget. Subsequent estimates will confirm that the project is remaining in budget. The final estimates will be the Guaranteed Maximum Price proposal prepared after receiving competitive subcontractor bids. This will confirm the City is getting the best price the market has to offer.

This is a critical point of consideration for the City as you select your construction manager. You must be able to completely rely on your construction manager and their ability to properly budget the project and work cohesively with the City and your design team to make sure the design of the project stays in check with the budget. We will estimate your project at three distinct phases, Schematic, Design Development, and Construction Documents.

Our Willis Smith team also believes in a continual check-in on the costs of the project as the design advances and to evaluate quality, safety and environmental issues. As you make decisions with the design team, we will be integral to the process providing you real time feedback as to the cost and time implications of your decisions. Providing these estimates and constructability reviews will allow the City to make informed decisions and not have to spend money on additional services required to redesign any portion of the project that has exceeded the budget. This continual check-in on the design including interim cost estimates, will also afford us the opportunity to collaborate with your design team and integrate our construction management lessons learned on other fire station and municipal facilities into these designs.

CONSTRUCTABILITY REVIEWS

Our preconstruction department is comprised of people experienced in running projects in the field. Collectively there is over eighty years of construction experience. In addition, they can call on the experience of all the project managers and superintendents employed at Willis Smith. This experience will allow us to review plans and specifications, in detail, for errors, omissions or conflicts that might cause delays or unanticipated change orders if discovered after the project has moved into the field. Constructability reviews and recommendations will be conducted at each design phase and include availability and alternate systems evaluations. Geotechnical information will also be reviewed for completeness and recommendations will be made to clarify any issues that may be of concern during construction. These reviews will also include coordination between disciplines. A final constructability review will be conducted at 95% construction documents and prior to subcontractor bidding and GMP. Our goal is to see that the final plans are clear, complete and constructible.



VALUE ENGINEERING

Making sure you are getting a good value for your project's funds available will be a key responsibility of our pre-construction effort. It is the combination of our experience and our available cost data that will enable us to achieve this. **Our cost estimates and constructability reviews** will require us to examine this project in great detail. We feel compelled to **use what we have learned from similar work** and if we believe we have seen a **better way to achieve the same result**, we will pass it on to the design team for consideration. **We have specific, public safety facility experience and lessons learned that we can input into these discussions.** This is usually referred to as **value engineering** and could end up **producing initial savings or long term savings in maintenance and operating costs.** There are other ways to make sure you are getting a good value. Approximately 85% of the construction cost for a typical project is made up of subcontractor bids. Therefore getting good, competitive bids is important. The **clear, complete and constructible documents** we are striving for works for better subcontractor pricing as well. If subcontractors can clearly determine their scope of work and easily see how they can accomplish it, their risk is reduced. **Good documents mean less risk and therefore better pricing.**

LIFE CYCLE COST ANALYSIS

Life-cycle cost analysis is a method for assessing the total cost of facility ownership. It takes into account all costs of building, operating and maintaining a building over its entire useful life span. Life-cycle cost analysis is especially useful when project alternatives that fulfill the same performance requirements, but differ with respect to initial costs and operating costs, have to be compared in order to select the one that **maximizes net savings.** As an example, on the Manatee City Fleet Transit facility project, the project team made an initial analysis as a program issue dealing with phasing, which then turned into a full analysis of the cost of construction in today's dollar versus cost escalation in anticipation of the project starting 1, 3 and 5 years later. This ended up with limited phasing of the project and the City getting more program for the dollars they had available to spend. A perfect solution both from an initial cost and life cycle cost basis, while also meeting all owner program requirements.



The purpose of a life-cycle cost analysis will be to estimate the overall costs of this project's alternatives and to select the design that ensures the new facilities will provide the lowest overall cost of ownership consistent with quality and function. The life-cycle cost analysis will be performed early in both design processes, allowing the opportunity to refine any design elements to ensure a reduction in life-cycle costs.

During the Preconstruction process, we will **work together with the design team led by Sweet Sparkman Architects and your representative to provide useful information and recommendations to the City for your decision making purposes.**

SCHEDULING

Our scheduling process will begin simultaneously with the costing of this projects and will be **developed early in the design process.** Our schedules will serve as a **road map on timelines required to move through design, approvals, permitting, and construction** of the projects. **Your project schedules will be developed by the entire team** and managed by our project manager. We will insert the activities and their relationship logic ties to make sure the critical path (the longest path through the related activities) will be clearly established and continually tracked. Your schedules will be developed with each team member's required activities outlined and **these schedules will be updated regularly** to ensure all items are on-track. **The schedules may include**

recommendations for phasing and concurrent work by third party vendors to achieve the greatest efficiency during the construction phase of these projects.

The schedules will be delivered using a process acceptable to the City just as we have done successfully with all of our public sector clients. The detailed project schedules will be included with the bid documents sent to the subcontractors for competitive bidding. This will ensure the subcontractors know exactly when their services will be required and can price their work with certainty. This strategy and tool is another key technology we will employ to meet time and budget requirements.

As part of the schedules creation, our project manager will begin to plan the logistics and safety elements of this project so that items are accounted for both in the schedule and the budget. Elements of our quality control program, our subcontractor pre-mobilization meetings, our required mock-ups, submittals, and shop drawings will all be entered into the schedules long before the start of construction. All specialty items and long-lead time items will be identified and are tracked through the monitoring of these schedules. When necessary and with the City's authorization, advance procurement of long-lead items may be recommended. The schedules will be constantly analyzed for ways to gain efficiencies in project delivery and reduce delivery time.

Your desired outcome from the preconstruction process is to have a successful project that meets your needs and is constructed within the allotted time and budget. The deliverables you will receive, for this project from our team, will be a fully integrated Project Budget and Guaranteed Maximum Price, Project Master Schedule, Site Management/Utilization/ Staging/and Logistics plan, and a Financial Cash Flow Analysis. We are confident that the diligence of our preconstruction department will meet and exceed your expectations.

Permits

Part of the preconstruction process will involve the identification and timely application of all necessary permits for this project. Some of the permits may include:

- ◆ Site Plan Approval
- ◆ Demolition Permit
- ◆ SWFWMD Permit
- ◆ Health Department Permit
- ◆ Fire Department Permit
- ◆ ROW Use Permit
- ◆ All other required permits that are necessary for the completion of this project.

SUSTAINABLE CONSTRUCTION (PRECONSTRUCTION PHASE)

Our eco-charrette will use the same intensive workshop setting as a typical charrette, but the eco-charrette's subject matter will be focused on the sustainable principles of the project rather than the programming. Green building materials, methods and recommendations for life-cycle and efficient operations will be recommended. These high-performance eco-charrettes have helped us identify and outline the first steps toward sustainable design and establish an all-inclusive project team to create a vision for this project. This step is a requirement for LEED® projects and we are recommending it for this project as this process will be helpful in prioritizing project programming and your needs.



Construction Phase:

The following are some of the management techniques and controls we will utilize in the construction phase:

- ◆ JOBSITE START-UP
- ◆ PROJECT SCHEDULING
- ◆ SUSTAINABLE CONSTRUCTION
- ◆ QUALITY CONTROL
- ◆ SAFETY/RISK MANAGEMENT
- ◆ POST CONSTRUCTION CLOSE OUT MANAGEMENT PLAN
- ◆ PUBLIC RELATIONS

JOBSITE START-UP

In our role as **Construction Manager “at Risk”** we now will have the opportunity to enact a well thought-out plan that has been months in the making. **Our project manager and our superintendents will be located on the project site and they will devote 100% of their time to this project.** Our construction superintendents, safety officer and support staff all will be directly involved in the planning of the project to ensure there are no missed items, or unplanned events that may impact the construction of the new City of Venice Fire Station 1 and City Hall Expansion. Subcontracts and purchase orders will be immediately released for all subcontracts identified in the approved GMP. We will have assembled the **best local subcontractors** in the industry **through a pre-qualified competitive bid process**, and matched them with the appropriate scope of work. The construction schedules will now be complete and all **required Federal, State and Local permits identified in preconstruction will have been applied for and obtained.** **Payment and performance bonds will be executed and recorded with the City.**

Construction will commence with a **kick-off meeting** with all involved stakeholders in this project. We will again review the previously defined information flow and establish communication parameters and required meeting dates and times. Each subcontractor will attend a preconstruction planning meeting to discuss **site safety, potential hazards, staging/hoisting, and other job specific information.** This meeting will be held prior to their mobilizing on the site, to ensure there are no items that will inhibit their starting and completing their work safely and timely.

We will communicate and **coordinate with the City, other agencies, utility companies and other parties** in order to fit their requirements into the project’s schedule.

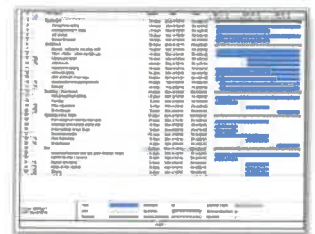
The project will be fully fenced with the appropriate signage to make sure this site will be safe and that the public will be protected from any hazards associated with the construction process. Our project team will hold **weekly coordination meetings with subcontractors** and will require subcontractors to provide daily reports of their activities at this site. The Superintendent is the Site Manager for our team and he will direct the forces in the installation of the work. Our Superintendent is required to maintain a daily log that includes information on subcontractor staffing, job progress, inspections, deliveries, safety and weather.



PROJECT SCHEDULING

We utilize an industry standardized program called **Microsoft Project**. Microsoft Project is user friendly and we have utilized this successfully with local public sector clients on numerous previous projects. This is a CPM (Critical Path Method) scheduling program. When correctly applied, no task items will be left "open-ended". Every task is necessary and programmatically linked to its predecessor. Our schedules will be created during preconstruction and the baseline will be completed at the time the Guaranteed Maximum Price (or GMP) is compiled and finalized. We call this the **'Master Schedule'**. Our **'Master Schedule'** will then be **monitored and updated on a monthly basis**. **As requested, we have submitted on-line as requested, the beginning of a 'Master Schedule' that we have established for the City of Venice Fire Station 1 and City Hall Expansion. These schedules also appear in this Approach Section as the Proposed Timeline.** The submitted schedules, as provided, will grow as the details of the project are developed in collaborative design by the team. Not only will we schedule the sub-trades, we will also establish key **milestone's dates for product lead-times and key decisions dates** for your staff in order to minimize any deleterious effect on the overall construction schedules.

Within the **'Master Schedule'** our Project Team will create a definitive micro three-week schedule. We refer to this as our **'Three-week look-ahead'**. Its purpose will be to dig deeply into the granular level and specify all of the details. The three-week schedule will be utilized by our team in the field and all subcontractor trades and vendors. This schedule will be **updated weekly** and distributed weekly to every subcontractor and/or vendor on the schedule. **EXAMPLE: if you are on our three-week look-ahead schedule and you receive this schedule for the first time... then you know... you are expected at the site working within three-weeks. This gives the subcontractor and/or vendor more than enough time to plan their appropriate arrival to the project.** The relevancy of this to our subcontractors is that we thoroughly know all details of this project *and* we will assist them in performing as proficiently as possible. That in turn will give us **superior management control** and will deliver a premier project result to the City. The concept is fairly simple: we do not waste their time coming to either project too early *or* having to wait until the last minute to be notified. It is a win-win situation. This approach is well respected by all the local subcontractors and should provide more value to the City in time and cost savings.



SUSTAINABLE CONSTRUCTION – (CONSTRUCTION PHASE)

At Willis A. Smith Construction, Inc. we are committed to environmentally sensitive design and construction as a long-term business philosophy. As members of the **U.S. Green Building Council** and supporters of the Florida Green Building Coalition, we are strong proponents of "green" building. We not only talk the talk, we walk the walk: **The Willis A. Smith Construction, Inc. headquarters is Certified LEED® Gold.** As a local leader in the delivery of LEED® projects, we are keenly aware of the City's need for best practices to support their sustainability goals. **We deliver the tangible, technical solutions that really make a difference** to our clients' social, economic, and environmental goals, resulting in a solid triple bottom line.



SRQ – FS #12



SRQ – FS #16



Gulf Gate Library



SRQ – FS #17



SRQ – FS #14

We believe our project delivery tools and processes contribute to better solutions for our clients, more efficiently executed projects, and longer lasting, more energy-independent facilities in the community. We also believe that our employees adoption of our core values, culture of caring, and commitment to ethics and integrity brings our clients a higher level service, ultimately resulting in more sustainable solutions in our community.

Experience counts when assembling a LEED® team. As previously mentioned, our experience locally is unrivaled:

- ◆ Fire Station 14 - LEED® Silver
- ◆ Fire Station 12 - LEED® Silver
- ◆ Fire Station 16 - LEED® Silver
- ◆ Fire Station 17 - LEED® Silver
- ◆ Gulf Gate Library - LEED® Silver
- ◆ Audubon - LEED® Certified
- ◆ RCAD - Visual Art Center – LEED® Silver
- ◆ RCAD - Library – LEED® Silver
- ◆ RCAD - North Hall – LEED® Gold
- ◆ RCAD - Academic Center – LEED® Gold
- ◆ Ringling Museum of Art - Tibbals II - LEED® Certified
- ◆ Gamble Creek Integrated Agriculture – LEED® Certified
- ◆ Saint Stephen’s Middle School - LEED® Silver
- ◆ Center for Building Hope - LEED® Gold
- ◆ Gateway Bank - LEED® Certified
- ◆ Willis A. Smith Construction Headquarter - LEED® Gold
- ◆ SMR Headquarters - Florida Green Build Coalition – Certified



Ringling College Student Housing



Willis Smith Headquarters



Ringling College Student Academic



QUALITY CONTROL

Our Quality Management approach will begin with the project team clearly understanding the expectations for each of the various elements that define the goals for this project. Willis A. Smith Construction understands that the City has a great deal at stake in the project and want to work with a construction firm that has both personal and corporate commitment to excel in all areas of construction services.

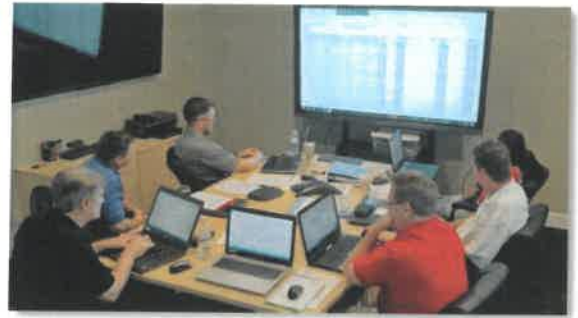
Willis A. Smith Construction also understands the exacting detail, accountability, and follow-through required on all of our projects. Our philosophy toward quality is evidenced by a variety of practices and procedures, including the company personnel we assign to each project. The following is an overview of how our corporate philosophy translates itself into action on our clients’ projects:

- ◆ Comprehensive Quality Management
- ◆ Pre-construction planning
- ◆ In-House Quality Control Inspections
- ◆ Construction Sequence Control
- ◆ Final Inspections, Commissioning and Closeout

Quality Management Starts during Planning: Preconstruction

There is no substitute for proper planning. Effective planning is vitally important to the successful outcome of every project and it will be no different on the new City of Venice Fire Station 1 and City Hall Expansion.

Willis A. Smith Construction is dedicated to reducing errors and communicating smart solutions to the challenges of design and construction. Though it begins in the pre-construction/design phase, our Quality Management program continues through to the warranty period and maintains an absolute focus on quality and execution of even the smallest details.



Our QM during the pre-construction phase of a project will include:

- ◆ Defining expectations of all stakeholders regarding scopes and schedules
- ◆ Leadership in Design Meetings with Architect and Engineers
- ◆ Constructability Analysis
- ◆ Conduct Value Analysis of Construction Methods and Materials
- ◆ BIM - Building Information Modeling
- ◆ Estimates in all phases of document development with Subcontractor input
- ◆ Developing a project specific list of Pre-qualified Subcontractors, Suppliers & providing detailed Respective Bid Packages
- ◆ Comprehensive Evaluation of Competitive Subcontractor and Supplier Bids
- ◆ Develop Preliminary Construction Schedules with Subcontractor Input

Qualification of Subcontractors and Suppliers

Willis A. Smith Construction purchases only from subcontractors and suppliers that consistently meet our standards for quality. We:

- ◆ Clearly define subcontractor and supplier qualification requirements including licensing requirements, compliance with specific quality standards, quality responsibilities, qualification of personnel and quality improvement processes.
- ◆ Validate subcontractors' and suppliers' capabilities to meet project quality through our prequalification process.
- ◆ Track subcontractor performance and eliminate those from bidding projects that do not meet our standards.

The image shows a stack of three qualification forms from Willis Smith Construction. The top form is titled 'Subcontractor's Organization' and contains the following sections:

- Section 1: Subcontractor's Organization
- Section 2: Company Information (Company Name, Address, City, State, Zip, Phone, Fax, Email, Website)
- Section 3: Project History (List of projects completed in the last 5 years)
- Section 4: License Information (License Number, State, Expiration Date)
- Section 5: Insurance Information (Type of Insurance, Amount, Issuing Company)
- Section 6: References (Name, Address, Phone, Email)
- Section 7: Other Information (Additional comments or notes)

Quality Control - (Construction Phase)



Request for Qualifications – Construction Management at Risk Services
City of Venice Fire Station One and City Hall Expansion
Venice, FL



Our effective Quality Management program emphasizes prevention over inspections. It will ensure the construction of the new City of Venice Fire Station 1 and City Hall Expansion conforms to the quality standards incorporated in the contract documents during pre-construction.

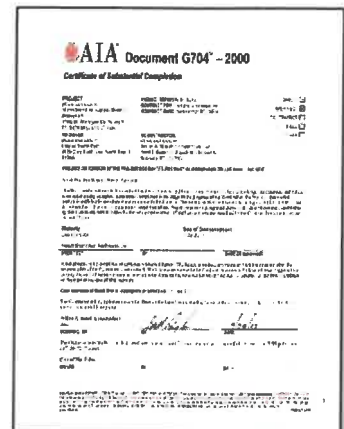
Quality Control Personnel

We will fully integrate our quality management system into the organizational structure and performance management systems for this project. We will:

- ◆ Commit a Project Manager and Project Superintendent each with well-defined quality responsibilities and the authority to carry them out.
- ◆ Have well-defined quality responsibilities for every employee with specific quality responsibilities for key job positions.
- ◆ Plan project quality records and documentation that will be maintained.
- ◆ Tightly control exceptions to the quality system so company standards will be applied uniformly.
- ◆ Enforce policies that monitor work conditions before and during work so quality results will be assured.

Work Task Quality Inspection

- ◆ Willis A. Smith Construction will identify a list of work tasks and phases of production, which will be quality controlled.
- ◆ Each work task will be subject to a series of inspections; before, during, and after the work is complete. Each inspection will verify compliance with full scope of the relevant specifications; not limited to checkpoints for heightened awareness. "MEASURE TWICE, CUT ONCE" is the standard by which each task will be started.
- ◆ The initial task-ready inspection will occur when crews are ready to start work and will ensure work begins only when it does not adversely impact quality results.
- ◆ Incoming material inspections will verify materials are as specified and will meet all requirements necessary to assure quality results.
- ◆ Work-in-process inspections will continuously verify work conforms to project specifications and workmanship expectations. Work will continue only when it does not adversely impact quality results.
- ◆ At completion of the Task an inspection will verify work, materials, and tests have been completed in accordance with project quality requirements. When appropriate, functional tests will be performed.



Request for Qualifications – Construction Management at Risk Services
 City of Venice Fire Station One and City Hall Expansion
 Venice, FL



Daily Quality Management Reporting

Our Superintendent will record a summary of daily work activities. This report will include:

- ◆ Schedule Activities Completed
- ◆ General description of work activities in progress
- ◆ Problems encountered, actions taken, problems, delays, weather conditions
- ◆ Meetings held, participants, and decisions made
- ◆ Subcontractor and Company Crews on site
- ◆ Visitors and purpose
- ◆ General Remarks
- ◆ Improvement Ideas

The image shows a screenshot of a digital form for daily quality management reporting. The form is titled 'Daily Quality Management Reporting' and includes fields for 'Project Name', 'Date', and 'Location'. It has several sections with headings: 'Schedule Activities Completed', 'General Description of Work Activities in Progress', 'Problems Encountered, Actions Taken, Problems, Delays, Weather Conditions', 'Meetings Held, Participants, and Decisions Made', 'Subcontractor and Company Crews on Site', 'Visitors and Purpose', 'General Remarks', and 'Improvement Ideas'. Each section contains a grid for recording data, with columns for 'Activity', 'Status', 'Start Time', 'End Time', and 'Remarks'. The form is currently blank, showing only the headers and grid lines.

Quality Management of Punch Items and Nonconformities

Should a problem occur in the quality of work, we will systematically contain the issue and quickly make corrections. Our first action will be to clearly mark the item by tape, tag, or other easily observable signal to prevent inadvertent cover-up.

Then we will expedite a corrective action that will bring the workmanship or material issue into conformance by repair, replacement, or rework. Previously completed work will be re-inspected for similar non-conformances.

Fixing problems found is not sufficient. Willis A. Smith Construction will systematically prevent recurrences to improve quality. First enhanced controls and management monitoring will be put into place to assure work proceeds without incident. Then using a structured problem solving process, Willis A. Smith Construction will identify root causes and initiate solutions.

POST CONSTRUCTION CLOSE-OUT MANAGEMENT PLAN

The successful completion of this project will be highly dependent on continuity during the closeout process. This success is not simply whether we have done our job, but also whether we have met and surpassed the City's stated goals. We will maintain all of our key team members on-site until the facilities are properly occupied and functioning.

The post-construction phase is serious business and produces results in higher end user efficiency, lower costs, and client satisfaction.

The following are some of the processes we will utilize in the post - construction phase:

- ◆ COMMISSIONING
- ◆ TRAINING/OPERATION/MAINTENANCE
- ◆ PROJECT RECORDS
- ◆ WARRANTY



Your training program will be developed especially for your project and all of its unique properties. In addition, we will also make sure that all O&M (Operator and Maintenance) manuals are reviewed and approved and are also comprehensive and user appropriate.

As-Built Project Records

A critical aspect of any project is its closeout. Without the neat elimination of a project's loose ends all of its successes could be left hanging towards an unintended ruin. Our project close-out services will provide the comprehensive aspects that are necessary to finish out your project's lifecycle in the manner fitting the complete process.

We will oversee a thorough and systematic turnover of all deliverables with a complete assumption and distribution to the intended and respective operational stakeholders. Our project closeout services will always consider the following key elements:

- ◆ Turnover of project deliverables to the City
- ◆ Close out of direct material purchases
- ◆ Completion, collection and archiving of project records
- ◆ Documentation of project successes
- ◆ LEED® documentation and follow-up
- ◆ Creation of plan for post project implementation review

Warranty

We will ensure all warranty and service contract measures are in place, fully documented, and ready to be utilized if and when the need ever arises. **All emergency warranty calls will be addressed within 24-hours.**

At 11 months in the warranty period, our staff will walk the project with your Architect/Engineer to make sure the facilities are operating and functioning as designed. We are local, and even after the 12-month warranty period has passed, we will be available to serve and assist in any way we can.



SAFETY/RISK MANAGEMENT

Our company-wide safety program includes the following:

- ◆ Drug-free workplace
- ◆ All of our Superintendents have completed a 30-Hour OSHA training program
- ◆ Weekly safety meeting held at job site
- ◆ Job site safety rules and strict procedures
- ◆ Hazard communication program
- ◆ Safety training
- ◆ Rewards for outstanding safety performance
- ◆ OSHA 10-Hour Safety Training Course
- ◆ Fencing & Directional signs



Additionally, we employ the services of an independent safety director to hold “mock” OSHA inspections to monitor the safety of our projects and people. Our Third Party Safety Consultant Provides:

- ◆ Independent Safety Inspections
 - Creates a job safety plan
 - Mock OSHA Inspections
- ◆ Safety Report
 - Copied to subcontractors
 - Resource that keeps us focused on safety
 - Prevents accidents and their potential delays



RISK MITIGATION PLAN

Willis Smith Construction stands ready to dive into the details of the City of Venice Fire Station 1 and City Hall Expansion. While different risks occur at the various stages of the project, we face two fundamental risks from start to finish: meeting project’s schedule and adhering to the budget. We have identified several of the overall project risks that will need to be managed. Our team members are experts in managing these and other project risks, and our track record for success is excellent.

RISK	RISK MITIGATION PLAN
Making the big, early design decisions with the right cost/schedule/constructability knowledge	<ul style="list-style-type: none"> • Provide accurate cost and constructability data in support of all major design decisions • Apply detailed cost and analysis already completed • Build detailed cost models early in the process • Set target value budgets by system
Effective communications between all stakeholders	<ul style="list-style-type: none"> • Clear and concise communications that will be shared with the community, including neighbors, other departments, and all project participants • Process charts that clearly define how the information needs to flow to project participants • Use a project website to communicate construction activities with department heads and end-users • Anticipate and provide all necessary data on which to base decisions
Public perception of the project	<ul style="list-style-type: none"> • Provide monthly external communications to the project team members to be published publicly as determined by the City. • Maintain a clean site with construction fencing and entrances that are neat and appealing • Display signage to highlight the phases of construction, milestones, and upcoming activities. • Use the exterior of the site as an educational tool to engage the community in a promotional way that fosters excitement. • Work with your PR and communication team to populate construction-related content for your media plan, including social media, and community outreach
Coordination of design with simultaneous construction activities in a cost controlled and timely manner	<ul style="list-style-type: none"> • Master plan coordination meeting with all stakeholders involved immediately upon award and on a consistent basis thereafter as determined by the group • Utilize BIM as a project tool not only for design but trade coordination, "real time" estimating, and schedule impacts • Use value-driven decision making process that takes the whole project into consideration. In other words, how do we prepare now for future buildings and improvements to prevent costly modifications in the future • Appropriate cost tracking of any premiums paid now in preparation for future work
Subcontractor, manpower, and material availability	<ul style="list-style-type: none"> • Call on long-standing relationships formed with the best subcontractors in the market • Take advantage of subcontractors' and suppliers' desire to be part of this project

PUBLIC INFORMATION/PUBLIC RELATIONS

We will assist with Public Relations and Community Involvement if desired. The role is to nurture a relationship that has been created for the betterment of the City and the Community. The public relations program created will include:

Media Relations-

Social Media-

- ◆ Facebook
- ◆ Instagram
- ◆ LinkedIn
- ◆ Press Releases to over 50 Media Sites
- ◆ Signage

Digital and News Media Communications

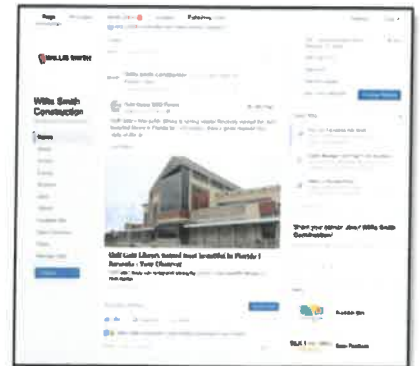
- ◆ Website Maintenance and current updates
- ◆ Live Streaming Camera from job site

Community Relations

- ◆ Branding and Promotion
- ◆ Event Planning
- ◆ Assistance with Ground Breaking Ceremony
- ◆ Topping Out Party
- ◆ Assistance with Grand Opening

Internal Communications

- ◆ Newsletter Updates for City Department



EAST MANATTEE FIRE RESCUE DISTRICT
3200 LAKEWOOD RANCH BLVD. • BRADENTON, FL 34211
Office 941-751-5611 • Fax 941-751-5910

EMFR

April 3, 2018

David Sessions, President
Willis A. Smith Construction
5001 Lakewood Ranch Blvd. N
Sarasota, Florida 34240

Dear Mr. Sessions,

I am pleased to write this letter of recommendation for Willis Smith Construction.

The East Manatee Fire Rescue District has competitively selected Willis Smith for our last two construction projects which were a fire station and a training tower.

The fire station project was very involved. Willis Smith helped us with our temporary quarters at another location, constructed a 1000 sf storage building on the old site first, then completely demolishing the old fire station in order to construct the new facility on the same site. As this was our first experience with Willis Smith, we soon found how responsive and professional they really are.

We had the same premier service from Willis Smith on the training tower project which was with a different architect.

Willis Smith worked well with both architects on both projects as well as our owner representatives. As the third partner of our project management team, they were always helpful and willing to go the extra mile, whether to track down better pricing or to research alternative methods and materials for construction.

It was truly a pleasure working with Willis Smith and I look forward to working with them again if given the opportunity.

Sincerely,


Lee Whitehurst
Fire Chief

EMFR



The Ringling

November 16, 2015

John LaCivita, Vice President
Willis A. Smith Construction, Inc.
5001 Lakewood Ranch Boulevard N
Sarasota, FL 34240

Re: Reference Letter for Willis Smith Construction

Dear John:

It is a pleasure to write this letter of recommendation for you and your firm as a result of our successful collaborations at The Ringling Museum.

I have been involved in a number of construction projects over my career and can honestly say that Willis Smith Construction is one of the few Construction Managers that fulfill their promise on preconstruction services; you really do work collaboratively with the Owner/Architect team to meet the programmatic and aesthetic goals on every project.

Your company and your highly qualified staff have been an excellent resource for The Ringling Museum team. You have made efficient and appropriate use of cost consultants and subcontractors to guide us to product availability, alternative sources and constructability. We also appreciate the way you listened very carefully at the beginning of each project which allowed you to establish conceptual budgets that accommodated the unique requirements of our projects. Your preliminary costing, developed through close collaboration with the design team, provided us with the appropriate information to make critical decisions as to project scope and cost.

Based on our experience, I am happy to provide this reference and I will be delighted to answer any questions that may arise.

Sincerely,


Steven High
Executive Director



The Ringling Museum, Florida Department of Transportation, and others.

THE PATTERSON
FOUNDATION

David Sessions, CEO
Willis A. Smith Construction, Inc.
5001 Lakewood Ranch Blvd. N.
Sarasota, Florida 34230

December 30, 2014

Dear David:

As the new year begins, it is appropriate to reflect on the successes of 2014. As the community and nation enjoy the gift of Patriot Plaza, the reality of it reaches back to 2010, when The Patterson Foundation (TPF) first undertook its quest to provide "shade and seats" to visitors at the Sarasota National Cemetery. This was a first-of-its-kind endeavor with the Department of Veterans Affairs National Cemetery Administration (NCA). Indeed it was a true learning journey.

The Patriot Plaza Initiative was effectively led by Sandy Beckley, who is a seasoned cemetery director after working four decades with the VA, managing and opening several national cemeteries. TPF created a Construction Advisory Group to serve as a sounding board through the selection of the Owner's Representative, Architect and Construction Manager. Willis A. Smith Construction was the unanimous choice for Construction Manager. This proved to be a wise decision.

From the moment of being selected, you, John LaCivita and your team have demonstrated diligence in process and quality. Patriot Plaza was a journey of overcoming adversity on many levels, from working with a bureaucracy that doubted and added hurdles, to managing quality issues with a vendor resulting in excellence, to dealing with Mother Nature's rain storms. We appreciated your commitment to our local region by hiring local contractors as much as possible.

While each of your contractors and employees brought their A-game to the project, two deserve an extra shout-out. Project Superintendent Toni Daugherty worked 6 and 7 days a week to finish Patriot Plaza on time. He was also very responsive and respectful working around the funeral services during weekdays. Project Manager Nathan Carr worked diligently to comply with VA regulations and to keep the VA/NCA engineers satisfied. He also ably stayed on top of the accounting for the project. There were many instances when the Willis Smith team put the project's interest front and center. Delivering Patriot Plaza on time and under budget was impressive and one more reason why Willis A. Smith Construction is held in such high regard.

Clearly everyone involved with Patriot Plaza realized this was not just another gig. Rather each person contributed to a place where veterans and their families will feel honored in perpetuity. Patriot Plaza is a legacy for all generations now and in the future. We truly appreciate Willis A. Smith Construction making this a reality.

With great respect and appreciation,


Deborah M. Jacobs
President and CEO



Request for Qualifications – Construction Management at Risk Services
City of Venice Fire Station One and City Hall Expansion
Venice, FL



This section includes the following:

- License and Corporate Registration
- Insurance Certificates
- Bond Letter
- Required Forms

Licenses and Certifications

RICK SCOTT, GOVERNOR
 JONATHAN ZACHEM, SECRETARY

STATE OF FLORIDA
 DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
 CONSTRUCTION INDUSTRY LICENSING BOARD

THE GENERAL CONTRACTOR HEREIN IS CERTIFIED UNDER THE PROVISIONS OF CHAPTER 489, FLORIDA STATUTES.

SESSIONS, DAVID E
 WILLIS A SMITH CONSTRUCTION INC
 5001 LAKEWOOD RANCH BOULEVARD N
 SARASOTA FL 34240

LICENSE NUMBER: CGC084192
 EXPIRATION DATE: AUGUST 31, 2020
 Always verify licenses online at MyFloridaLicense.com

Do not alter this document in any form.
 This is your license. It is unlawful for anyone other than the licensee to use this document.

STATE OF FLORIDA
 DEPARTMENT OF STATE

I, RICHARD CRICK STONE, Secretary of State of the State of Florida, do hereby certify that the following is a true and correct copy of

CERTIFICATE OF INCORPORATION
 OF

WILLIS A. SMITH, INC.

a corporation organized and existing under the laws of the State of Florida, filed on the 6th day of June, A.D. 1922, as shown by the records of this office.

GIVEN under my hand and the Great Seal of the State of Florida, at Tallahassee, the Capital, this the 6th day of June, A.D. 1922.

Richard Crick Stone
 SECRETARY OF STATE

State of Florida
 Department of State

I certify that the attached is a true and correct copy of the Articles of Amendment, filed on September 17, 1986, to the Articles of Incorporation for WILLIS A. SMITH, INC., changing its name to WILLIS A. SMITH CONSTRUCTION, INC., a Florida corporation, as shown by the records of this office.

The document number of this corporation is 402487.

GIVEN under my hand and the Great Seal of the State of Florida, at Tallahassee, the Capital, this the 19th day of September, 1986.

George Firestone
 Secretary of State



Request for Qualifications – Construction Management at Risk Services
 City of Venice Fire Station One and City Hall Expansion
 Venice, FL



Insurance Certificates



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
06/05/2019

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

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

PRODUCER Purmort and Martin Insurance Agency LLC 2301 Ringling Boulevard Sarasota FL 34237		CONTACT NAME: Certificates PHONE (A/C, No, Ext): (941) 366-7070 FAX (A/C, No): (941) 953-4901 E-MAIL ADDRESS: pelti@purmort.com	
INSURED Willis A Smith Construction Inc & Willis A Smith Construction of Sarasota Inc 5001 Lakewood Ranch Blvd North Sarasota FL 34240		INSURER(S) AFFORDING COVERAGE INSURER A: Cincinnati Indemnity Company NAIC # 23280 INSURER B: Axis Surplus Insurance Co 26620 INSURER C: INSURER D: INSURER E: INSURER F:	

COVERAGES CERTIFICATE NUMBER: 19/22 GL; 19/20 Liab Mast REVISION NUMBER:

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.

INSR LTR	TYPE OF INSURANCE	ADD. SUBRT 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 <input checked="" type="checkbox"/> \$5,000 Per Claim Property Damage Deductible applies GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER	Y	Y	EPP0532416	06/01/2019	06/01/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	<input checked="" type="checkbox"/> 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 checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	EPA0532416	06/01/2018	06/01/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ PIP - Basic \$ 10,000
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0			EPP0532416	06/01/2019	06/01/2022	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in WA) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	Y			<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
B	Pollution Liability including Mold Professional Liability			CM002875022018	09/27/2018	09/27/2019	Ea Pollution Occur/Aggre \$5,000,000 Ea Profess Occur/Aggreg \$3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

The City of Venice, its Elected Officials, Officers, Agents, Employees Listed as Additional Insured With Respect to General Liability and Automobile Liability on a Primary And Non-Contributory Basis as Their Interest May Appear as Per Written Contract. Waiver of Subrogation Applies in Favor of The City of Venice, its Elected Officials, Officers, Agents, Employees. 30 Day Notice Of Changes to Policy And 10 Days Notice of Cancellation

CERTIFICATE HOLDER

CANCELLATION

The City of Venice 401 W. Venice Avenue Venice FL 34285	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
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ACORD 25 (2016/03)

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Request for Qualifications - Construction Management at Risk Services
 City of Venice Fire Station One and City Hall Expansion
 Venice, FL



Client# 158675 WILLSMI
ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
 6/05/2019

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

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

PRODUCER CBIZ Insurance Services, Inc. 2033 Main St, Suite #407 Sarasota FL 34237		CONTACT NAME: Susan Campbell PHONE (A/C No. Ext): 941-960-8778 FAX (A/C. No): 941-960-8787 E-MAIL ADDRESS: certificatesCBIZSarasota@cbiz.com	
INSURED Willis A. Smith Construction of Sarasota, Inc. 5001 Lakewood Ranch Blvd N Sarasota, FL 34240		INSURER(S) AFFORDING COVERAGE INSURER A: FCCI Insurance Company NAIC # 24570 INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:	

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:
 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.

NSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB EXCESS LIAB OCCUR CLAIMS-MADE DED RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$ \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in FL) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	001WC19A76711	01/01/2019	01/01/2020	PER STATE X OTH-FF E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER The City of Venice 401 W. Venice Avenue Venice, FL 34285	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE CBIZ Insurance Services, Inc.
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Request for Qualifications – Construction Management at Risk Services
 City of Venice Fire Station One and City Hall Expansion
 Venice, FL





January 1, 2019

Re: **Willis A. Smith Construction, Inc.**

Guignard Company has managed Willis A. Smith Construction, Inc. surety program through Federal Insurance Company (Chubb) since 2004. Federal Insurance Company is rated A++ (Superior) by A.M. Best with a financial size of XV and a Treasury Limit with combined underwriting limitation of Chubb Limited Companies of \$1,821,777,000.00 as reported in the July 2018 edition of the Federal Register, Circular 570.

Willis A. Smith Construction, Inc. has an impeccable track record, is highly qualified, and manages their clients and customers in a professional manner. Federal Insurance Company has supported them with a surety program in excess of \$200,000,000 and single projects valued in excess of \$100,000,000.

It has been our privilege to provide bonds and the surety has responded favorably to any bond request made by this firm. Willis A. Smith Construction, Inc. has our highest recommendation. This letter is not an assumption of liability, nor is it a bid bond or performance bond. It is issued as a bonding reference as requested by our client. If we can provide you with any further information in your consideration of Willis A. Smith Construction, Inc., please feel free to contact me at (407) 834-0022.

Sincerely,

Margie L. Morris
Partner

1904 Boothe Circle | Longwood, FL 32750

Required Forms – Follow after this page

The required forms include:

1. QUALIFICATIONS STATEMENT
2. LOCAL PREFERENCE DETERMINATION
3. PROJECT TEAM
4. PUBLIC ENTITY CRIME INFORMATION
5. DRUG FREE WORKPLACE
6. INDEMNIFICATION/HOLD HARMLESS
7. CERTIFICATION REGARDING DEBARMENTS, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION-LOWER TIER FEDERALLY FUNDED TRANSACTIONS STATE OF FLORIDA GRANT ASSISTANCE PURSUANT TO AMERICAN RECOVERY AND REINVESTMENT ACT UNITED STATES DEPARTMENT OF ENERGY AWARDS
8. CONFLICT/NON CONFLICT OF INTEREST AND LITIGATION STATEMENT
9. NON-COLLUSION AFFIDAVIT



**SEALED REQUEST FOR QUALIFICATIONS
CITY OF VENICE, FLORIDA**

QUALIFICATIONS STATEMENT

The undersigned certifies under oath the truth and correctness of all statements and all answers to questions made hereinafter:

SUBMITTED TO: CITY OF VENICE
Procurement- Finance Department
401 W. Venice Avenue Room # 204
Venice, Florida 34285

CHECK ONE:

- Corporation
 Partnership
 Individual
 Joint Venture
 Other

SUBMITTED BY:

NAME: Willis A. Smith Construction, Inc.
ADDRESS: 925 B Tamiami Trail South, Venice, FL 34285
PRINCIPLE OFFICE: 5001 Lakewood Ranch Blvd

1. State the true, exact, correct and complete legal name of the partnership, corporation, trade or fictitious name under which you do business and the address of the place of business.

The correct name of the Proposer is:

Willis Smith Construction, Inc.

The address of the principal place of business is:

5001 Lakewood Ranch Blvd

2. If the Proposer is a corporation, answer the following:

a. Date of Incorporation: June 6, 1972

b. State of Incorporation: Florida

c. President's Name: David E. Sessions

d. Vice President's Name: F. John LaCivita

e. Secretary's Name: Dawn M. Laidlaw

f. Treasurer's Name: F. John LaCivita

g. Name and address of Resident Agent:

David E. Sessions, 5001 Lakewood Ranch Boulevard, Sarasota, FL 34240

3. If Proposer is an individual or partnership, answer the following:

a. Date of Organization: N/A

b. Name, address and ownership units of all partners:

N/A

c. State whether general or limited partnership: N/A

4. If Proposer is other than an individual, corporation, partnership, describe the organization and give the name and address of principals:

5. If Proposer is operating under fictitious name, submit evidence of compliance with the Florida Fictitious Name Statute.

6. How many years has your organization been in business under its present business name?

32 years

a. Under what other former names has your organization operated?

Willis A. Smith, Inc. 1972-1986

ACKNOWLEDGEMENT

Signed, sealed and delivered
in the presence of:

[Signature]
[Signature]

By: [Signature]

F. John LaCivita
(Printed Name)

Executive Vice President
(Title)

State of Florida }
County of Sarasota } SS.

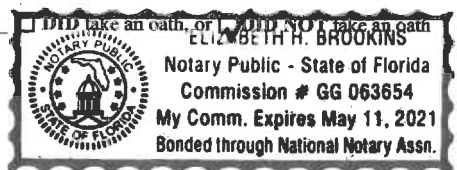
On this the 14th day of June, 2019, before me, the undersigned Notary Public of the State of Florida, personally appeared F. John LaCivita and (Names of individual(s) who appeared before Notary) whose name(s) in/are Subscribed to within instrument, and he/she/they acknowledge that he/she/they executed it.

[Signature]
NOTARY PUBLIC, STATE OF FLORIDA

NOTARY PUBLIC
SEAL OF OFFICE:

Elizabeth H. Brookins
(Name of Notary Public: Print, stamp, or type as commissioned)

Personally known to me, or Produced Identification:



“LOCAL PREFERENCE” DETERMINATION

The following questions will help you determine local preference for your company.
Please answer questions 1 through 4 **FIRST**. If you answer **NO** to any questions 1 through 4, local preference does **NOT** apply.
ONLY if you answer **YES** to questions 1 through 4, may you proceed to question 5.
If you answer **YES** to any questions 5 and 6, local preference applies.
If you are unsure of how to answer any questions, please contact the City of Venice’s Purchasing Department at 941-486-2626.

Questions 1 – 4

1. Has your company paid a local business tax either to Sarasota, DeSoto or Charlotte County (Manatee County does not currently have a local business tax) authorizing your company to provide goods or services described in this solicitation?

YES If “yes”, proceed to question 2.

NO If “no”, **STOP, local preference does not apply.**

* If the name on the local business tax receipt is not the same as the name on the bid/solicitation submittal, local preference does not apply.

2. Does your company maintain a permanent physical business address located within the limits of Sarasota, Manatee, DeSoto or Charlotte County from which your company operates or performs business?

YES If “yes”, proceed to question 3.

NO If “no”, **STOP, local preference does not apply.**

3. Does your company’s local business office (identified in question 2) have a least one full time employee?

YES If “yes”, proceed to question 4.

NO If “no”, **STOP, local preference does not apply.**

4. Do at least fifty percent (50%) of your company’s employees who are based in the local business location (identified in question 2) reside within Sarasota, Manatee, DeSoto or Charlotte County?

YES If “yes”, proceed to question 5.

NO If “no”, **STOP, local preference does not apply.**

Questions 5 – 6

5. Is your company's local business office (identified in question 2) the primary location (headquarters) of your company?

YES If "yes", STOP, local preference applies.

NO If "no", proceed to question 6.

6. If the local business office (identified in question 2) is not the primary location of your company, are at least ten percent (10%) of your company's entire full-time employees based at the local office location AND does at least one corporate officer, managing partner or principal owner of your company reside in Sarasota, Manatee, DeSoto or Charlotte County?

YES If "yes", STOP, local preference applies.

NO If "no", local preference does not apply.

PROJECT TEAM

TEAM NAME: Willis A. Smith Construction, Inc.

FEDERAL ID No.: 59-1399895

Prime Role	Name & City of Residence of Individual Assigned to the Project	No. of Years Experience	Education, Degree(s)	Florida Active Registration Nos.
Principle-in-Charge/Project Executive	Brett Raymaker Sarasota, FL	20	UF-BS School of Building Construction	CGC1513321 LEED AP
Project Manager	Kevin Llewellyn North Port, FL	8	State College of Florida-AS Construction Management	
Project Engineer				
Superintendent	John Osborne Bradenton, FL	24	US Marine Sergeant State College of Florida	OSHA 30
Scheduler				
Other Key Member	Robbie Gronbach, Director of Preconstruction Sarasota, FL	15	University of Florida Building Construction, B.S 2003 - M.S. 2005	

PUBLIC ENTITY CRIME INFORMATION

A person or affiliate who has been placed on the State of Florida's convicted vendor list following a conviction for a public entity crime may not submit an RFQ proposal on a contract to provide any goods or services to a public entity, may not submit a response on a contract with a public entity for services in the construction or repair of a public building or public work, may not submit bids on leases of real property to a public entity, may not be awarded or perform work as a Contractor, supplier, Sub-Contractor, or Contractor under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in **Section 2876.017, for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted vendor list.**

I, F. John LaCivita, being an authorized representative of the firm of Willis A. Smith Construction Inc., located at City: Venice State: Florida Zip: 34285, have read and understand the contents of the Public Entity Crime Information and of this formal RFQ package, hereby submit our proposal accordingly.

Signature:



Date: June 14, 2019

Phone:

941-366-3116

Fax: 941-954-5509

Federal ID#:

59-1399895

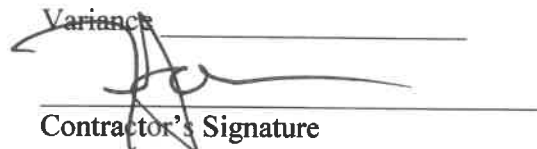
DRUG FREE WORKPLACE

Preference shall be given to business with drug-free workplace programs. Whenever two or more RFQs, which are equal with qualifications and service, are received by the City for the procurement of commodities or contractual services, an RFQ received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, your firm shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the action that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under an RFQ, a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that as a condition of working on the commodities or contractual services that are under RFQ, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by an employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Concur _____
June 14, 2019
Date

Variance _____

Contractor's Signature

**CERTIFICATION REGARDING DEBARMENTS, SUSPENSION, INELIGIBILITY AND
VOLUNTARY EXCLUSION-LOWER TIER FEDERALLY FUNDED TRANSACTIONS
STATE OF FLORIDA GRANT ASSISTANCE PURSUANT TO
AMERICAN RECOVERY AND REINVESTMENT ACT UNITED STATES
DEPARTMENT OF ENERGY AWARDS**

1. The undersigned hereby certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
2. The undersigned also certifies that it and its principals:
 - a. Have not within a three-year period preceding this certification been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or local) transaction or contract under a public transaction; violation of Federal or State anti-trust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.
 - b. Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in paragraph 2.(a) of this Certification; and (b) Have not within a three-year period preceding this certification had one or more public transactions (Federal, State or Local) terminated for cause or default.
3. Where the undersigned is unable to certify to any of the statements in this certification, an explanation shall be attached to this certification.

Dated this 14th day of June, 2019.

By: 
Authorized Signature

F. John LaCivita Executive Vice President
Typed Name of Title

Willis A. Smith Construction Inc.
Recipient's Firm Name

925 South Tamiami Trail Unit B
Street Address

Venice, FL 34285
City/State/Zip Code

CONFLICT/NON CONFLICT OF INTEREST AND LITIGATION STATEMENT

CHECK ONE

To the best of our knowledge, the undersigned firm has no potential conflicts of interest due to any other clients, contracts, or property interest for this project.

OR

The undersigned firm, by attachment to this form, submits information which may be a potential conflict of interest due to other clients, contracts, or property interest for this project.

LITIGATION STATEMENT

IN FLORIDA ONLY, JUDGMENTS AGAINST THE FIRM, AND SUITS AGAINST CITY OF VENICE. INCLUDE ACTIONS AGAINST THE FIRM BY OR AGAINST ANY LOCAL, STATE, OR FEDERAL REGULATORY AGENCY.

CHECK ONE

The undersigned firm has had no litigation adjudicated against the firm on any projects in the last five (5) years and has filed no litigation against City of Venice in the last five (5) years.

OR

The undersigned firm, BY ATTACHMENT TO THIS FORM, submits a summary and disposition of individual cases of litigation in Florida adjudicated against the firm during the past five (5) years; all legal actions against City of Venice during the past five (5) years; and actions by or against any Federal, State and local agency during the past five (5) years.

Company Name: Willis A. Smith Construction, Inc.

Authorized Signature: 

Name (print or type): F. John LaCivita

Title: Executive Vice President

Failure to check the appropriate blocks above may result in disqualification of your proposal. Failure to provide documentation of a possible conflict of interest, or a summary of past litigation, may result in disqualification of your proposal. Should additional information regarding the above items come to the attention of City of Venice after award, the awarded contract shall be subject to immediate termination.

NON-COLLUSION AFFIDAVIT

State of Florida

County of Venice

} SS.

F. John LaCivita being first duly sworn, deposes and says that:

1. He/she is the Executive Vice President (Owner, Partner, Officer, Representative or Agent) of Willis A. Smith Construction, Inc. the Proposer that has submitted the attached Proposal;
2. He/she is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
3. Such Proposal is genuine and is not a collusive or sham Proposal;
4. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposal in connection with the Work for which the attached Proposal has been submitted; or have in any manner, directly or indirectly sought by agreement or collusion, or have in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference with any Proposer, firm, or person to fix the price or prices in the attached Proposal or of any other Proposer, or to fix any overhead, profit, or cost elements of the Proposal price or the Proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any person interested in the proposal Work.

Signed, sealed and delivered in the presence of:

[Signature]
[Signature]

By: [Signature]

F. John LaCivita
(Printed Name)
Executive Vice President
(Title)

ACKNOWLEDGEMENT

State of Florida

County of Venice

On this the 14th day of June, 2019 before me, the undersigned Notary Public of the State of Florida, personally appeared _____ and (Names of individual(s) who appeared before Notary) whose name(s) in/are subscribed to within instrument, and he/she/they acknowledge that he/she/they executed it.

[Signature]
NOTARY PUBLIC, STATE OF FLORIDA

NOTARY PUBLIC
SEAL OF OFFICE:

Elizabeth H. Brookins
(Name of Notary Public: Print, stamp, or type as commissioned)

Personally known to me, or Produced Identification: _____ DID take an oath, or DID NOT take an oath

