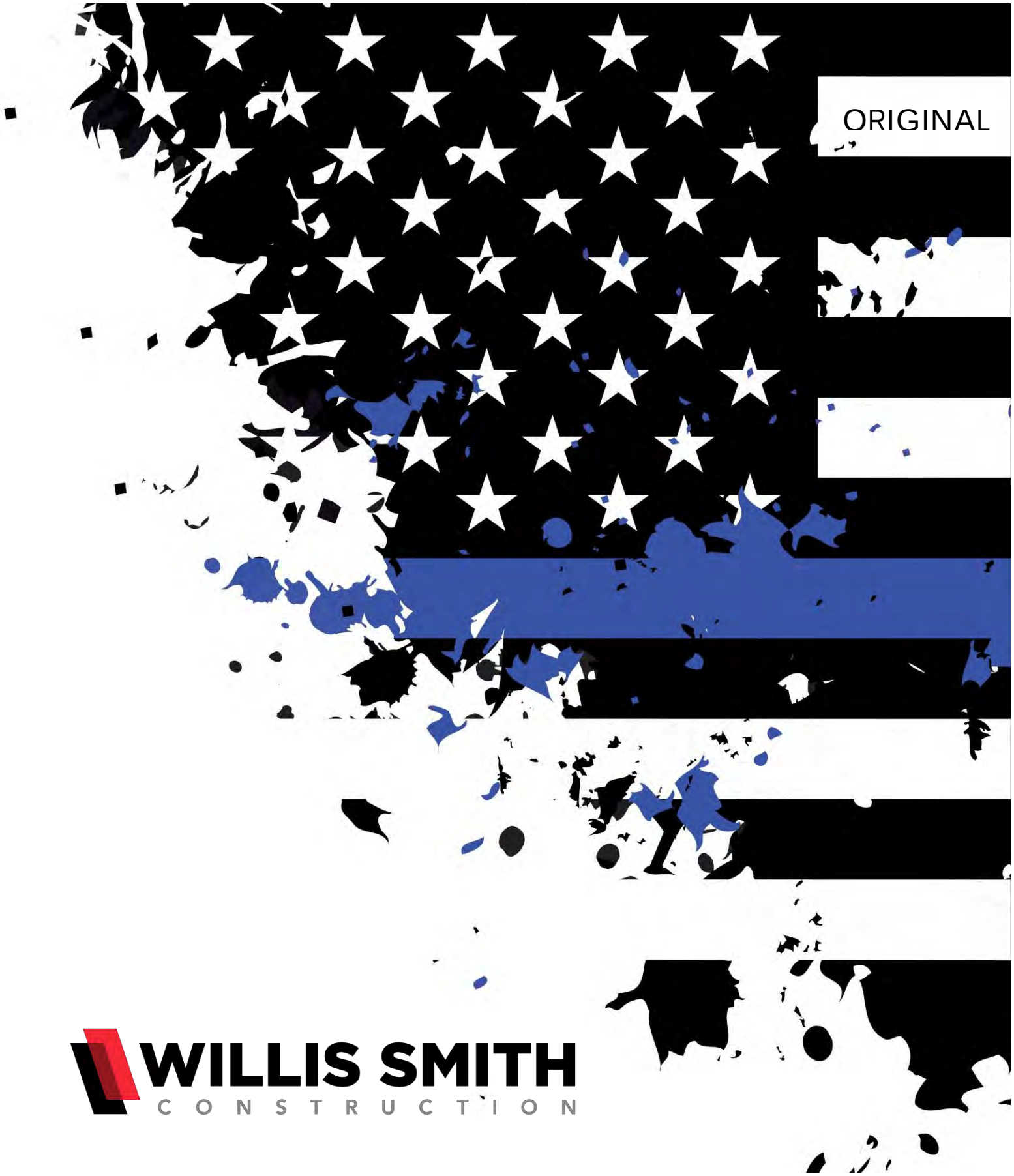
Construction Management at Risk Services Proposal
City of Venice Public Safety Facility
Venice, Florida

ORIGINAL



WILLIS SMITH
CONSTRUCTION

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March 2, 2018

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

Re: RFQ # "3079- 18, REQUEST FOR QUALIFICATIONS – CONSTRUCTION MANAGEMENT AT RISK SERVICES FOR CITY OF VENICE PUBLIC SAFETY FACILITY

Dear Selection Committee Members:

We have been eagerly following the progress of your new public safety for several years. We understand the importance of this new facility to the police department, the City of Venice and the taxpayers in this area.

In developing our specific response to your solicitation we have built our team committed and our approach to the services you requested on several key factors which we believe will provide the City with the best overall CM capabilities to help complete this new complex as a total success:

- Our team has specific knowledge of public safety facility construction components and what it takes to build this type of facility successfully.
- Our project team individuals we are committing ALL have successful track-records on recently completed public sector projects under the CM at risk delivery system.
- We know how to combine our systems and procedures into a seamless, highly communicated and timely approach with the City to meet all of your unique project needs including your public input and ongoing communications focus with the local community
- We understand how to work closely with our clients and their designers in an efficient, total-team atmosphere.
- Our preconstruction capabilities will insure your program is maximized for the dollars available- both initial and life cycle cost values
- Our sustainable approach and the results achieved are unmatched in this area.
- No CM team can better meet your tight cost and aggressive schedule requirements than we can – we are here and ready to go!
- Our subcontractor and supplier relationships and reputation are tops in SW Florida- better pricing, all schedules met and top quality workmanship will be the results achieved
- No CM team will work harder for you than our team. We will do whatever it takes to meet or exceed all of your project goals!

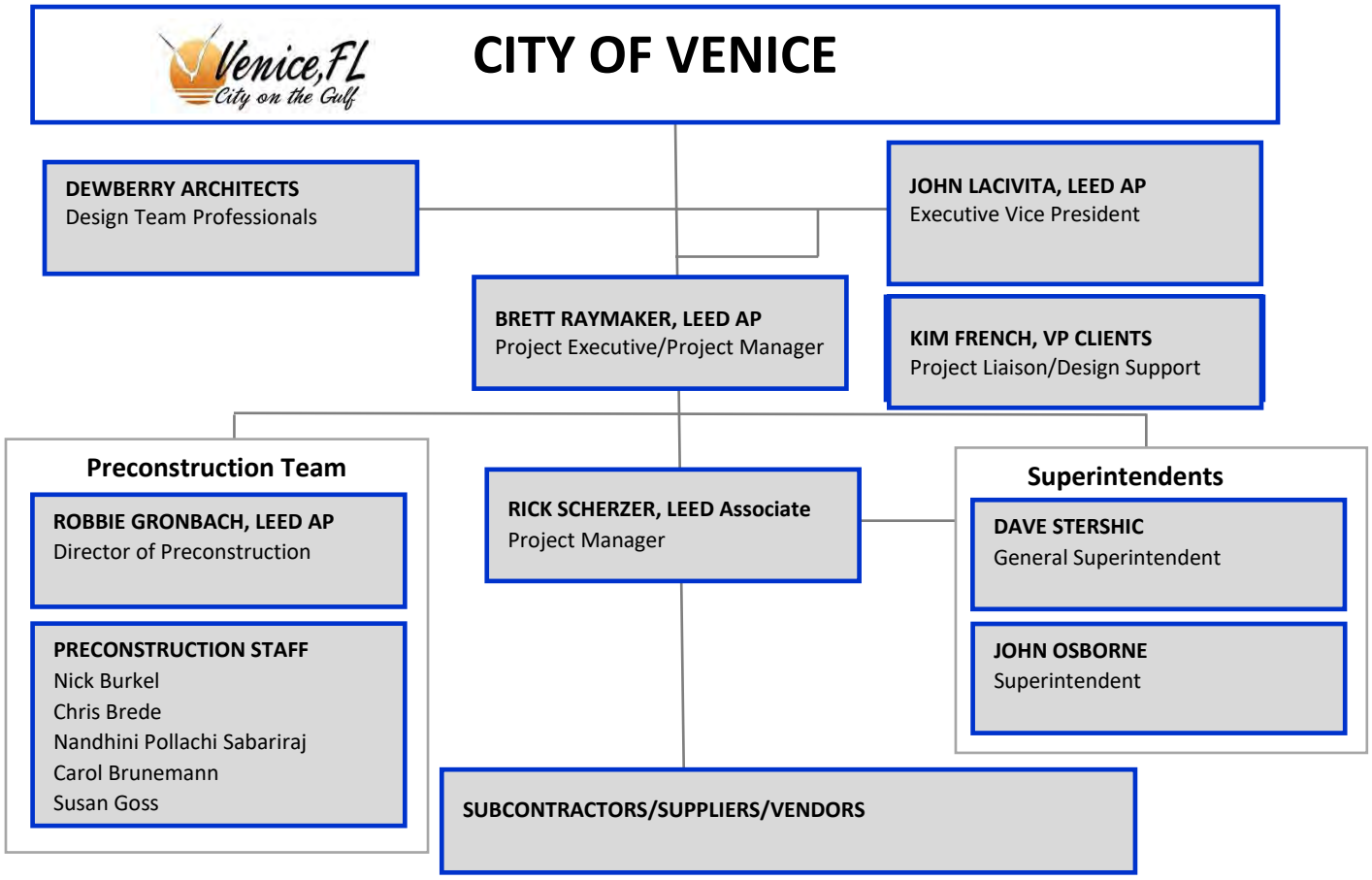
We look forward to having the opportunity to work with the City and all of your stakeholders on this challenging project.

Respectfully,

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

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

Willis A. Smith Construction



Our project team individuals committed to the City of Venice Public Safety Facility 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 county representatives from your facilities group, sheriff's department, purchasing, finance and your chosen design professional.

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® – Vice President

As the Vice President and one of the owners of Willis A. Smith Construction, Inc., John will have total responsibility and the authority to allocate and commit the resources of the Company necessary for the successful completion of your project. Part of the Willis A. Smith Construction, Inc. family for over 20 years, John brings more than 29 years of multi-disciplined experience in governmental, healthcare, educational, industrial commercial, retail, and religious construction.

Years of Experience	
Total	30 Years
WASC	21 Years

John's project specific oversight will begin during pre-construction by supporting our Project Executive, Brett Raymaker, our Project Manager, Rick Scherzer and 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.

EDUCATION

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

REGISTRATIONS AND PROFESSIONAL AFFILIATIONS

Certified General Contractor, State of Florida CG-C057210
USBC-LEED AP
Argus Foundation - Board of Directors 2014 - present
Argus Foundation Member Since – 2003
Bridge of Hope – 2010 Flight of Hope Chair
Easter Seals Board – November 2008
Easter Seals Foundation – February 2009
Gulf Coast Builder's Exchange Board of Directors - Seat 7 - 2002-2005
Gulf Coast Business Review "40 under 40" 2003
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

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 - Present
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
Sarasota Gator Club - Member

Brett Raymaker, LEED AP® – Project Executive

As Project Executive and as an owner of Willis Smith Construction, **Brett will be the main point of contact to the city.** He 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. 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.

Years of Experience	
Total	19 Years
This Firm	15 Years

Specific Expertise: Brett has proven CM at Risk experience on public sector projects with tight budget and time completion requirements. He knows what it takes to manage multi-team efforts with many stakeholders on critical public sector projects under the CM at Risk delivery system.

RELATED PROJECT EXPERIENCE

OWNER	PROJECT	LOCATION	SF
Sarasota County Government	Fire Stations 12, 14, 16, & 17	Sarasota, FL	46,048
East Manatee Fire Rescue District	Fire Station 2	Bradenton, FL	9,000
City of North Port	Fire Station 85	North Port, FL	8,600
School Board of Sarasota County	Booker High School Rebuild	Sarasota, FL	221,000
Out-of-Door Academy	Thunderdome Fitness Center	Sarasota, FL	3,200
Out-of-Door Academy	Athletic Fields – Football & Softball Fields	Sarasota, FL	N/A
Out-of-Door Academy	Athletic Fields – Tennis & Baseball Fields	Sarasota, FL	N/A
Out-of-Door Academy	High School - Art Center Building	Sarasota, FL	21,654
Manatee Community College	Graphic Technology Arts Building	Bradenton, FL	24,868
TideWell Hospice & Palliative Care	Residence and Administration Facility	Pt. Charlotte, FL	6,000
TideWell Hospice & Palliative Care	Residence and Administration Facility	Arcadia, FL	14,483
FSU – Ringling Museum of Art	Tibbals Learning Center	Sarasota, FL	31,000
FSU – Ringling Museum of Art	Asolo Visitor Service Center	Sarasota, FL	41,273
School Board of Sarasota County	Pine View School – Concretables	Osprey, FL	32,000
Ocean Hammock Golf Clubhouse	40,000 SF 3-Story Clubhouse	Palm Coast, FL	40,000
Town Center At Hammock Beach	Two-Story Corporate Office	Palm Coast, FL	33,000
Cinnamon Beach at Hammock Beach	Clubhouse & Beach Side Pavilion	Palm Coast, FL	10,000
Coquina Bank-Adams Cameron Realty	Renovation	Port Orange, FL	7,500

EDUCATION

University of Florida - School of Building Construction 2001
Graduate with honors and lifetime member of the Construction Honor Society

REGISTRATIONS AND PROFESSIONAL AFFILIATIONS

Certified General Contractor, State of Florida CGC1513321
LEED AP
U.S. Green Building Council Member
Gulf Coast Builders Exchange – Board Member
Associated Builders and Contractors
Associated General Contractors
OSHA 30 Hour Certification
Leadership Sarasota County, Class of 2011

Kim French, VP Clients, Project Liaison and Design Support

Mr. French's primary role will be to provide support to the project team during the design, pre-construction and construction phases. Mr. French has an established reputation for "Hands On" involvement and successful project results with all Owner commitments achieved including **numerous public safety facilities in Florida.** Mr. French has over 47 years of experience in the delivery of Construction Management and Architectural Design Services. He is a recognized leader in the development of construction management "at risk" services in Florida over the last thirty-six years. **Mr. French has been involved in many recent public safety facility projects, both renovation/retrofit and new facilities. He is very familiar with the unique design and construction issues involved in these type of facilities including hardening, security, logistics and coordination issues. He is a resident of Venice and he thoroughly understands what it takes to complete work successfully in this community.**

Years of Experience	
Total	47 Years
This Firm	5 Years

Education
B.S. Central Michigan University

RELEVANT EXPERIENCE PUBLIC SAFETY FACILITIES:

- Charlotte County Emergency Operations Center
- Charlotte County Courthouse – New Construction – CM Project Executive and Preconstruction Support
- Charlotte County Sheriff Administration Building
- Pinellas County Public Safety Complex
- University of Central Florida Public Safety Complex
- City of Plant City Police/Public Safety Facility
- Lake County Courthouse – Historical Courthouse Restoration into County offices – complete remodel of existing Judicial Center while occupied – Project Executive – CM
- FDLE Crime Lab Facility - Orlando
- Florida State Supreme Court – Complete renovations in phased program while occupied Preconstruction and Construction Support
- Hendry County Emergency Operations Center
- Palm Beach County – New County Courthouse – Project Executive – CM
- Sarasota County Courthouse – New Facility – Project Executive – CM
- Numerous Charlotte County Fire Station Facilities
- Numerous Sarasota County Fire Station Facilities
- City of North Port – Fire Station #85

Robbie Gronbach, LEED AP® - Director of Preconstruction

As Director of Preconstruction, Robbie will have the responsibility to manage the preconstruction service for this project in the early stages of planning and design development through final development/approval of the Guaranteed Maximum price. His involvement will begin during the schematic/design development phases of drawings when our team will immediately absorb your goals, objectives and budget requirements as we begin our preconstruction services.

Years of Experience	
Total	14 Years
WASC	8 Years

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 have been discussed and are part of the subcontractor's implementation plan and schedule.

RELATED PROJECT EXPERIENCE

OWNER	PROJECT	LOCATION	SF
Manatee County	Transit Fleet Facility	Bradenton, FL	43,400
Sarasota County	Fire Stations 12, 14, 16 & 17	Sarasota, FL	46,048
Sarasota County	Gulf Gate Library	Sarasota, FL	25,800
Tervis Tumbler	Expansion Phase II	Venice, FL	42,140
Episcopal Diocese of Southwest Florida	Dayspring Conference Center	Bradenton, FL	11,500
Tervis Tumbler	Design Center	Venice, FL	20,000
PGT Industries	Glass Plant Facility	Venice, FL	93,000
School District of Manatee County	Bashaw Elementary School Renovation	Bradenton, FL	80,880
School Board of Sarasota County	Suncoast Technical College and Library	North Port, FL	78,352
Lake Erie College of Osteopathic Medicine	School of Dental Medicine	Bradenton, FL	130,000
Out-of-Door Academy	Vitale - Dart STEM Center	Sarasota, FL	18,298
School Board of Sarasota County	Booker High School Campus Rebuild	Sarasota, FL	299,864
Diocese of Venice	St. Martha's Catholic School – Zazarino Center	Sarasota, FL	28,000
Ringling College of Art & Design	Campus Expansion Program	Sarasota, FL	82,900
Ringling College of Art & Design	Historic Sarasota High School Restoration	Sarasota, FL	62,000
Bayside Community Church	Addition	Sarasota, FL	73,000
Heritage Oaks	Pro Shop/Fitness Center Renovations	Sarasota, FL	8,114
Plymouth Harbor	Assisted Living Facility	Sarasota, FL	134,000
Plymouth Harbor	Independent Living Unit Renovations I-IV	Sarasota, FL	18,541
Plymouth Harbor	Wellness Center	Sarasota, FL	10,289
Tara Golf and Country Club	Clubhouse Renovations	Bradenton, FL	9,556
Ringling Museum of Art	Asian Art Study Center	Sarasota, FL	32,000
Sarasota County	Gulf Gate Library	Sarasota, FL	25,000
Mote Marine Laboratory	Renovations and Lagoon Canopy	Longboat Key, FL	13,000

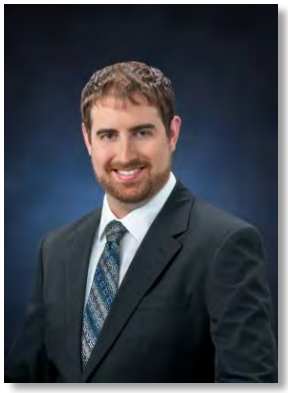
EDUCATION

University of Florida, M.E. Rinker Sr. School of Building Construction – BSBC, Suma Cum Laude 2003
University of Florida, M.E. Rinker Sr. School of Building Construction - MSBC, 2005

REGISTRATIONS AND PROFESSIONAL AFFILIATIONS

USGBC LEED Accredited Professional
United States Green Building Council
Florida Green Building Coalition Member/Certifying Agent
SLX Construction Honor Society – Lifetime Member

Rick Scherzer – Project Manager



Rick's recent experience has been working closely with Brett Raymaker on CM at Risk projects for Sarasota County Government, East Manatee Fire Rescue District and the City of North Port. He will also be involved in our preconstruction efforts relating to constructability, scheduling and subcontractor prequalification. During construction he will coordinate with the project superintendents, David Stershic and John Osborne and will manage cost control, all scheduling and close-out services.

Years of Experience	
Total	6 Years
This Firm	4 Years

RELATED PROJECT EXPERIENCE

OWNER	PROJECT	LOCATION	SF
Tidewell Hospice	Residence and Administration	Lakewood Ranch, FL	
Sarasota County Government	Fire Stations 12, 14, 16, & 17	Sarasota, FL	46,048
East Manatee Fire Rescue District	Fire Training Tower	Bradenton, FL	N/A
East Manatee Fire Rescue District	Fire Station 2	Bradenton, FL	9,000
City of North Port	Fire Station 85	North Port, FL	8,600
Out-of-Door Academy	STEM Academy	Sarasota, FL	18,298
Tennessee Valley Authority	Watts Bar Nuclear Plant	Spring City, TN	83,640,000
Florida Power & Light	St. Lucie Nuclear Plant	Port St. Lucie, FL	55,760,000
Kohl's Department Store	New Department Store	Lake Wales, FL	35,000
Lowell Correctional Facility	Lowell Correctional Facility	Tampa, FL	185,000

EDUCATION

University of Florida, M.E. Rinker School of Building Construction, Gainesville, FL
Masters of Building Construction - 2011
Bachelor of Science in Building Construction - 2010 Summa Cum Laude
Minor: Business Administration

REGISTRATION AND PROFESSIONAL AFFILIATES

American Institutes of Constructions - Associated Constructor
LEED Certified Green Associate
H. Duff Williamson Top Estimating Award, 2010
Sigma Lamda Chi National Honorary Construction Society
University of Florida Varsity Crew Team, 2005 to 2009
OSHA 30-Hour Certification

David Stershic, General Superintendent

As the General Superintendent, Dave's responsibilities will include overseeing and directing our overall construction approach in order to meet our corporate construction standards for controlling cost, quality, schedule, equipment utilization and safety. He will work closely with our on-site superintendent, John Osborne to assist in the day to day supervisory responsibilities and to direct additional resources to the projects when required to maintain our team's construction approach.

Dave provides a solid track record of leadership on numerous challenging projects. He has recently demonstrated his supervision and management expertise on notable local projects for Sarasota County on the Four Fire Stations and at the FSU Ringling Museum program, several K-12 facilities, and the LECOM School of Dental Medicine, all of which required the development of "project specific" planning to insure total control of our process and the achievement of successful project completions.

Years of Experience	
Total	36 Years
WASC	13 Years

RELEVANT PROJECT EXPERIENCE

OWNER	PROJECT	LOCATION	SF
Sarasota County	Four Fire Stations	Sarasota, FL	46,048
School District of Manatee County	Matzke Complex	Bradenton, FL	105,942
LECOM	School of Dental Medicine	Bradenton, FL	130,000
Sarasota Suncoast Community Church	New Worship Center and School	Sarasota, FL	55,000
Mote Marine Laboratory	Goldstein Mammal Research Center	Sarasota, FL	41,000
FSU – Ringling Museum of Art	Asolo Visitor Service Center	Sarasota, FL	41,273
FSU – Ringling Museum of Art	Tibbals Learning Center	Sarasota, FL	31,000
FSU – Ringling Museum of Art	Main Galleries Expansion	Sarasota, FL	34,000
SBSC-The Landings	The Landings-IT Renovation	Sarasota, FL	10,000
SBSC-Englewood Elementary	Building 4 Renovations	Englewood, FL	5,161
SBSC-Englewood Elementary	Building 5 Renovations	Englewood, FL	5,276
SBSC-Englewood Elementary	Building 9 Renovations	Englewood, FL	7,475
USF Sarasota Manatee	USF Laboratory at Mote Marine	Sarasota, FL	4,600
Jacaranda Trace	Living Facility	Venice, FL	22,280
New College of Florida	Koski Bell Tower	Sarasota, FL	N/A
New College of Florida	Hydronic Piping	Sarasota, FL	600 LF
New College of Florida	PEI 3 Dorm Renovation	Sarasota, FL	18,144
New College of Florida	Palmer B Dormitory Renovations	Sarasota, FL	8,600
Four Pillars Brewery	New Brewery Facility	Sarasota, FL	5,806

AWARDS

Mayoral Citation	1993	Mayoral Citation	1994
Lifesaving Medal	1993	Unit Commendation	1994
Unit Commendation	1993	Unit Commendation	1995
Firefighter of the Year	1999		

EDUCATION

Sarasota High School
Sarasota Fire Academy
Sarasota Technical Institute, Manatee Community College
St. Petersburg Community College
Valencia Community College
Pinellas and Tampa Fire Academies
Division of Forestry and the FBI Academy

REGISTRATION AND PROFESSIONAL AFFILIATES

OSHA 30 Hour Certification

John Osborne – Superintendent

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.

Years of Experience	
Total	23 Years
WASC	7 Years

He has supervised both public and private sector projects which have included numerous public safety facilities with similar work scopes which were very similar to those he will face on the Public Safety Facility 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
Manatee County	East Manatee Fire Rescue Station	Bradenton, FL
Sarasota County	Fire Station 16	Sarasota, FL
East Manatee Fire Rescue District	Fire Station #2	Bradenton, FL
Tidewell Hospice and Palliative Care	Adminsitation and Residence Facility	Lakewood Ranch, FL
School Board of Sarasota County	Booker High School - Rebuild	Sarasota, FL
Episcopal Diocese of Florida Southwest	Dayspring Episcopal Conference Center	Bradenton, FL
St. Joseph's Hospital	Bee Ridge Urgent Care Clinic (AHCA)	Sarasota, FL
St. Joseph's Hospital	Urgent Care Center – University Parkway (AHCA)	Sarasota, FL
St. Joseph's Hospital	Third and Seventh Floor – Flooring Replacement	Tampa, FL
St. Joseph's Hospital	4th Floor Cath Lab Pediatric Prep, Hold & Recovery Reno	Tampa, FL
St. Joseph's Hospital	Emergency Room Renovation	Tampa, FL
St. Joseph's Hospital	OBI Upgrade	Tampa, FL
Imagine Charter School*	40,000 SF Administration, Dining and Site Work	Palmetto, FL
FedEx*	Ground Distribution Center – Office and Warehouse Space	Port Manatee, FL
Manasota Building 317*	Warehouse and Office Space	Bradenton, FL
Portal Crossing*	Commercial Tilt-wall Building	Lakewood Ranch, FL
East Manatee Fire District*	Fire Station No. Five	Bradenton, FL
Carlton & Carlton*	Build-out & Interior Improvements	Bradenton, FL
Highwoods*	Intermedia Communications – 2-story Amenities Facility	Tampa, FL
Highwoods*	Intermedia Communications – 6-story Building	Tampa, FL
Crescent Resources*	Corporate Center II – 10-Story Class A Office Building	Tampa, FL
Progressive Insurance*	Two-story Call Center	Brandon, FL
Progressive Insurance*	Property Damage Training Center	Brandon, FL
Chase Corporation*	Multiple Tenant and Homeland Security Projects	Brandon, FL
Hillsborough County Aviation Authority*	Airside C	Tampa, FL
SDMC- Blackburn Elementary School*	HVAC Renovation – Administration Building/Media Center	Palmetto, FL
SDMC – Matzke Complex*	Metal Building Addition to Supply Warehouse	Bradenton, FL
Orange County School District*	Pine Hills Middle School – Gym, Cafeteria & 2 Classrooms	Orlando, FL
Hillsborough County Public Schools*	Sheehy Elementary School – 3 Single story Tilt-wall Rooms	Tampa, FL
Hillsborough County Public Schools*	Newsome High School Athletic Facility Improvements	Lithia, FL
University of Tampa*	Demolition of Hotel and Construction of Dormitory 9	Tampa, FL

**Prior to WASC*

EDUCATION

US Marines, Sargent
Manatee Community College

REGISTRATIONS / AFFILIATIONS / MEMBERSHIPS

OSHA – 30 Hour Course

SHERIFF'S SUPPORT VEHICLE MAINTENANCE FLEET FACILITY

Nokomis, FL

Budget	$17,400,000
Size	55,000 SF
Scheduled Completion	TBD

Project Team

John LaCivita, LEED AP, Executive Vice President
Brett Raymaker, LEED AP, VP, Project Executive
Kim French, VP Project Liaison
Robbie Gronbach, LEED AP, Director of Preconstruction
Rick Scherzer, Project Manager
Dave Stershic, General Superintendent

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

Atkins
4030 West Boy Scout Road, Suite 700
Tampa, FL 33607

***PLEASE NOTE:**

Individuals to be assigned to the City of Venice Public Safety Facility are listed in bold, blue, italicized text.

This project is currently in the preconstruction phase.

The proposed building will be +/- 55,000 SF of maintenance bays and associated functions, parts storage, property storage, administrative functions and staff accommodations.

The site will be secured and utilized for storage and processing of vehicles and fleet equipment as well as fueling.

The project will be built to USGBC LEED Certification standards.

Relevance to Project:

- Local Law Enforcement Project – Sarasota County Sheriff
- CM at Risk Delivery System
- Multi-phased project
- Secured Property Storage Areas

SARASOTA COUNTY FIRE STATIONS 12, 14, 16 AND 17
Sarasota, Florida

Completed	FS #12-04/2016; FS #14-03/2016; FS #16-07/2015; FS #17-10/2015
Size	47,266 (4 Facilities Total)
Construction Cost	$14,998,344

Construction Management Team
John LaCivita, LEED AP, Executive Vice President
Brett Raymaker, LEED AP, Project Executive
Kim French, VP Project Liaison
Robbie Gronbach, LEED AP, Director of Preconstruction
Rick Scherzer, Project Manager John Osborne, Superintendent
Dave Stershic, General Superintendent
John Osborne, Superintendent – FS 16
Grant Thompson, Superintendent – FS 17
Eric Deinlein, Superintendent – FS 12
Superintendent, Brad Loftsgard – FS 14

Owner's Representative
Captain Jim Lowery, Jr. – Assistant Chief
Sarasota County Fire Department
1660 Ringling Boulevard
Sarasota, FL 34236
941-861-5969

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

Relevance to Project:

- County Public Safety Project
- CM at Risk Delivery System
- Multi-phased project
- Administrative Offices
- Tight Budget and Schedule Requirements
- USGBC LEED Silver

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 is 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 that 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, which was also created for a constrained site, was used for this station. Additional site engineering was needed also 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 eliminates 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) 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 which was 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.

All stations received ***USGBC LEED Silver*** status 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 all equipment to verify optimal operational performance; use of recycled materials along with locally made local materials to decrease shipping waste; all construction debris was processed and what was recycled was diverted from landfills; the materials used on the structures were low VOC emitting to provide a clean air building.

NORTH PORT FIRE STATION 85
North Port, Florida

Completed	2018
Size	8,600 SF
Construction Cost	$2,889,087

Construction Team Members
Brett Raymaker, V.P., LEED AP, Project Executive
Robbie Gronbach, LEED AP, Director of Preconstruction
Kim French, VP Project Liaison
Rick Scherzer, Project Manager
Dave Stershic, General Superintendent
Brad Loftsgard, Superintendent

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
- 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

Completed	2016
Size	9,259 SF
Construction Cost	$2,344,803

Construction Team Members
Brett Raymaker, LEED AP, Project Executive
Robbie Gronbach, LEED AP, Director of Preconstruction
Rick Scherzer, Project Manager
Dave Stershic, General Superintendent
John Osborne, Superintendent

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

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

This building was been designed to withstand Category 4 hurricane winds which will allow the full six member crews to be able to respond to emergencies even after severe weather events. Previously, they were in a metal building structure that required the crews to evacuate in the face of a major storm, and thus 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.***

MOTE MARINE LABORATORY - ELIZABETH MOORE INTERNATIONAL CENTER FOR CORAL REEF RESEARCH & RESTORATION

Summerland, Florida

Completed	May 2017
Size	18,000 SF
Construction Cost	$7,219,994

Project Team Members
John LaCivita, LEED AP, Executive Vice President
Katie Kominos, Project Manager
Robbie Gronbach, LEED AP, Director of Preconstruction
Dave Stershic, General Superintendent
Chris Owen, Superintendent
Eric Deinlein, Superintendent

Owner's Representative
Derek Templeton, P.E., VP, Facilities
Mote Marine Laboratory & Aquarium
1700 Ken Thompson Parkway
Sarasota, Florida 34236
(941)388-4441

Architect
Hall Architects
Gregory Hall, AIA, LEED AP, President
513 Central Avenue
Sarasota. FL 34236
(941)917-0883

This *Design Build* project was a very special prototype design which Mote Marine requested to allow the structure to be built on the mainland and transported by boat to the island. The facility is an 18,000 SF 3-story structural precast building with parking below. ***The building was designed to withstand a CAT 5 Hurricane and meet the highest level of sustainability in the Florida Keys with a LEED Gold Certification***. The building has two wet science laboratories and four dry science laboratories. There is also a residential component to the building for scientists, students and executives. Classrooms and offices spaces were also included. The building has a solar array on the rooftop. There is a generator for additional backup during power outages. Rainwater is collected and harvested from the roof to a cistern located at ground level for use for non-potable water purposes.

Relevance to Project:
- Built to withstand CAT 5 Hurricane
- Laboratory Spaces
- Administrative Offices
- USGBC LEED Gold

STATEMENT FROM MOTE MARINE LABORATORY:- SEPT. 19: POST-IRMA STATUS OF MOTE MARINE LABORATORY IN THE KEYS

September 19, 2017 Hayley Rutger

As the southernmost marine laboratory in the continental U.S., Mote's IC2R3 is a unique "collaboratorium" for coral reef research and restoration, providing vessel, dive, field and lab support for visiting scientists and educators. The 19,000-square-foot IC2R3 was made possible entirely through the philanthropic support of generous community members, and was constructed to Gold LEED standards and to withstand category 5 hurricanes.

Mote scientists were extremely fortunate and are grateful that IC2R3 was built to remain structurally intact and operational through such a dangerous storm. As the storm passed, our backup systems for electricity were fully functional and our coral gene-bank, and seed stock for restoring the coral reef tract, remained safe inside with running seawater systems, aeration and other critical life support. The entire building, including its dorms, eight labs, two classrooms and offices, is secure with minimal or no impact.

BOOKER HIGH SCHOOL REBUILD

Sarasota, Florida

Completed	2014
Size	299,864 Square Feet (New and Renovated)
Construction Cost	$50,814,538

Project Team Members

John LaCivita, LEED AP, Executive Vice President
Brett Raymaker, LEED AP, Project Executive
Paul Archaki, LEED AP, Project Manager
Robin Cote, Project Superintendent
John Osborne, Project Superintendent
Lorenzo Gatlin, Carpenter

Owner's Representative

Ernie Dubose, Project Manager
School Board of Sarasota County
7895 Fruitville Road
Sarasota, Florida 34240
941-361-6680 Cell Phone 941-586-1451

Architect

Steve Johnson
Harvard Jolly and Fawley Bryant Architects
323 Central Avenue
Sarasota, Florida 34236
727-896-4611

The Booker High School rebuild project involved the construction of five new buildings totaling 196,247 SF and the renovation of five existing buildings totaling 103,617 SF. Booker High School is a Visual and Performing Arts (VPA) magnet school with an enrollment of 1,100 students.

The initial phase of the project began with the realignment of Orange Avenue which originally cut through the campus. This eliminated the hazard of traffic through this historic school campus.

It was also necessary to relocate the portable classrooms prior to site work beginning and to prepare the campus for construction of the vertical phase of the project.

The project consists of the construction and or renovation of 11 different buildings on an occupied campus. The project is phased over three years in order to minimize interruption to students and facility. Baseball and softball fields as well as tennis courts will also be added.

Additionally, the new Booker High School was constructed to serve as a hurricane shelter and features three EHPA (Enhanced Hurricane Protection Area) buildings designed and built to withstand 170 mph wind loads. The EHPA construction has been done in conjunction with Sarasota County officials.

- ***The buildings include:***
  - ***The Central Energy Plant Building #11***
  - ***The Dining/Kitchen building #3***
  - ***Two-story Classroom Building #4***

- ***Some features of EHPA buildings:***
  - ***Special HVAC exhaust systems***
  - ***Heavily reinforced CMU exterior wall systems including 100% steel reinforced filled cells***
  - ***Roofing systems tested to withstand the higher wind loads***
  - ***Exterior windows and doors tested to withstand higher wind loads***
  - ***Central emergency power point of connection for mobile generators to provide emergency power to the EHPA buildings***

SBSC- SUNCOAST TECHNICAL COLLEGE & COUNTY LIBRARY
North Port, Florida

Completed	2017		
Size	78,352 SF		
Construction Cost	$21,392,446	(BUILDING: $17,187,689)	(SITEWORK: $ 4,204,757)

Construction Management Team Members
John LaCivita, LEED AP, Executive Vice President
Nathan Carr, V.P., LEED AP, Project Executive
Kim French, VP Project Liaison
Robbie Gronbach, LEED AP, Director of Preconstruction
Angel Ortiz, Project Manager
Dave Stershic, General Superintendent
Chris Owen, Superintendent
Tim Miller, Superintendent

Owner's Representative
Todd Bowden, Director
School Board of Sarasota County
7895 Fruitville Road
Sarasota, FL 34240
941-924-1365 Ext. 62324 Cell 941-822-9134

Relevance to Project:

- Public Education Facility
- CM at Risk Delivery System
- Administrative Offices
- Tight Budget and Schedule Requirements

Architect
SchenkelShultz Architect
677 N. Washington Boulevard
Sarasota, FL 34236
941-952-5875

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.

SBSC - SUNCOAST POLYTECHNICAL HIGH SCHOOL and TECHNICAL COLLEGE
Sarasota, Florida

PHASE I	AUGUST 2008	65,000 SF	$15,165,856
PHASE IA & II	MARCH 2011	200,000 SF	$31,793,527
PHASE III	OCTOBER 2014	150,000 SF	$25,968,883
TOTAL CONSTRUCTION COST:			$72,928,266

Construction Management Team Members
John LaCivita, LEED AP, Executive Vice President
Fred Cavaluzzi, Project Executive
Dave Stershic, General Superintendent
Chris Owen, Superintendent
Tim Miller, Assistant Superintendent
Beau Owen, Assistant Superintendent

Relevance to Project:

- Public Education Facility
- CM at Risk Delivery System
- Law Enforcement Training Academy
- Administrative Offices
- Tight Budget and Schedule Requirements

Owner's Representative
Todd Bowden, Director
School Board of Sarasota County
7895 Fruitville Road
Sarasota, FL 34240
941-924-1365 Ext. 62324 Cell 941-822-9134

Architect
SchenkelShultz Architect
677 N. Washington Boulevard
Sarasota, FL 34236
941-952-5875

This multi-phased project was constructed on an operational, occupied campus. The Suncoast Polytechnical High School was the first of five phases of the Suncoast Technical College (formerly Sarasota County Technical Institute) master campus plan. The high school building is two stories with a soaring entrance consisting of four 30 feet tall concrete columns leading to a "forum" area with a second floor balcony overlooking the main entry. One of the technical highlights of the building is the raised access floor containing all the electrical and mechanical wiring. This allows for flexibility and adaptability in relocating electrical outlets and further enhances the concept of spatial flexibility and technology connectivity. The north and south wings are connected by a two-story gathering space forum. This is a multi-functional space filled with natural day-lighting and serves as the main entry and circulating space and as space for various student activities. The four windows shaped in a circle, trapezoid, ellipse and square on the first and second floor, help identity the four school wings.

The high school includes: 16 classrooms (~1,500 SF each room) (Capacity of 600 students), four science labs, three technical discovery labs, administrative offices, resource Room / Teacher Planning Room and Clinics.

A concrete walkway connects all the buildings as well as the future phases. An important principle in the SPHS construction was sustainability. The school takes advantage of maximum natural light, which fills the classrooms throughout the day. Other sustainable features include energy efficient lighting with daylight sensors and the preservation of mature trees on site.

STC - Continued...

In addition, this facility was designed and constructed as an Enhanced Hurricane Protection Area (EHPA) in accordance with Florida Building Code 423.25.6. This standard calls for increased structural design requirements, missile impact protection, and provisions for emergency power to support shelter occupants in the event of a hurricane. It contains a permanently installed generator for back-up power. The facility can also be used as an evacuation center during a crisis situation. In the event of an emergency, the Red Cross will organize the shelter site to make sure it is secure and able to receive a surge of evacuees and volunteer staff.

Phase Two of the Suncoast Technical College project started the campus reconstruction and included the first portion of the technical education programs being relocated to new facilities. A 200,000 SF building was constructed at the southeast corner of the existing SCTI campus. The building consists of a two-story section and a three-story section connected by a large, open atrium. In addition to administrative offices for the STC campus, the building includes state-of-the-art teaching spaces for many of the school's technical programs including nursing/health sciences, cosmetology, culinary arts, and media production.

Phase Three was the final phase of construction for the Suncoast Technical College campus master plan. The project included the construction of six new buildings (five one-story and one two-story buildings) and the renovation of an existing structure totaling approximately 165,000SF. The original vocational education structures, originally built in the 1970's, were demolished. Associated site work, offsite roadway improvements, parking lot construction (783 spaces) as well as landscaping were also included in the project scope of work.

Programs housed in the new buildings include:

- Automotive service technology (auto mechanics and auto body/collision repair with vehicle lifts, alignment equipment, an automotive spray booth
- Marine service technology
- Building construction apprenticeship programs (plumbing, HVAC, electrical)
- Landscape maintenance
- Architectural drafting with CAD workstations
- Veterinary assisting including veterinary treatment equipment
- ***Law enforcement training academy***
- Adult General Education (GED prep classes, English for Speakers of Other Languages and adult high school)
  Adults with Disabilities program
  Adult and Community Enrichment (ACE) program

The central energy plant installed during phase one included a 400 ton air-cooled chiller, system pumps, glycol pumps, plate and frame heat exchanger for future ice storage and beginning of the campus wide chilled water loop. Phase two added two more 400 ton air cooled chillers along with 54 ice storage tanks and extended the chilled water loop to serve building #2. The total building area cooled by the central energy plant is over 400,000 square feet and includes 5 buildings with 31 air handling units.

The facility is designed to meet the hurricane protection requirements of the 2004 Florida Building Code. These are the same design requirements that apply to any other building of similar occupancy that is permitted under the 2004 FBC.




FSU - RINGLING MUSEUM OF ART - TIBBALS LEARNING CENTER – Phases 1 and 2

Sarasota, Florida

PHASE TWO	Completed	2011
Size		24,500 SF
Construction Cost		$6,208,792
PHASE ONE:	Completed	2005
Size		31,000 SF
Construction Cost		$8,942,985

Construction Management Team Members

F. John LaCivita, LEED AP, Project Executive
David Otterness, LEED AP, Project Manager
Robin Cote, Project Superintendent

Owner's Contact Person

Lawrence R, Rubin, Director
Facilities Design and Construction
109 Mendenhall Maintenance Building A
Florida State University
Tallahassee, FL 32306-4152
(850) 644-3591

Architect

Harvard, Jolly Clees Toppe Architects, P.A., AIA
2714 Ninth Street North
St. Petersburg, FL
(727) 896-4611

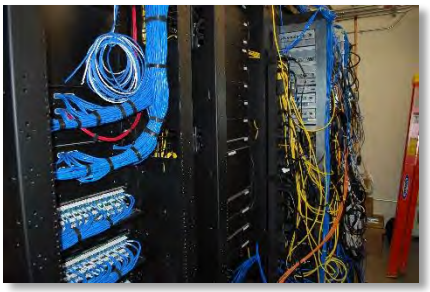
Willis A. Smith Construction was the Construction Manager for this unique and challenging project constructed on the grounds of the Ringling Museum. With approximately 300,000 visitors annually from all over the world, on a publicly occupied campus, job safety and communication were a priority.

Phase One of the Tibbals Learning Center is a museum containing the lifetime works of Howard Tibbals and also the largest collection of circus memorabilia in the world. The Tibbals Learning Center comprises nearly 30,600 SF of quality exhibit, display venues and archival storage all within the two-story configuration. The collection can never be replaced, thus the building was constructed to ***emergency shelter standards in the event of a catastrophic storm event***.

Relevance to Project:

- Public Education Facility
- CM at Risk Delivery System
- Building consisted of 9" exterior precast panels
- ***9/16' large missile impact rated glass was used***
- ***All mechanical equipment was placed in mechanical rooms –vs- roof installation***
- ***Roofing system had no penetrations***
- ***For any large windows "Armor Screen" was used to cover these openings***
- ***Masonry block wall consisted of #9 rebar located at every other cell filled with grout***
- ***A double roof system was used (built-up roof for first layer and metal roof for secondary layer inside the structure)***
- ***Steel craft high impact steel doors were used at exits***
- ***Designed for Florida Building code "Category D" by the structural engineer***
- Interior floors were designed to allow for 150 Pounds per square foot live load
- ***Back-up generation***
- Tibblas II – USGBC LEED Certified

Due to Howard Tibbals' active involvement with this project's construction and his vigilance about the safety of the Learning Center, in addition to the features listed above, ***The Tibbals Center is monitored 24/7 through the main Security Operations Center, located on campus. Additionally, CCTV cameras are located throughout the building and every exit and opening is controlled by a centralized card access system that ties into the main operation center.*** The main model located in the building is protected with a FM-200 fire suppression gas system, while all other areas of the museum are protected with a dry pendant pre-action sprinkler system.



This project is a major expansion of the original Tibbals Learning Center built by Willis A. Smith Construction, Inc. in 2006.

IN 2011 an expansion of the original structure connecting to the original was completed. This provided increased space which allowed 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 65 foot long curved radius, pre-cast panels weighing approximately 12 tons, as the original building. The building was structurally engineered to carry the tremendous weight of the archive objects.

In order to set the steel truss members needed to support the 65 FT long curved radius panels, it was necessary to coordinate with the FAA due to the project location near the flight path of the Sarasota Airport and no work was allowed to commence after dusk. To solve this problem it was necessary to work with the Sarasota Airport staff and illuminate the 150 ton crane to allow any incoming planes to visibly see the crane, which was boomed up to 180 feet. The last custom web truss was set in place over the main entrance at about 11:30 pm the evening before the on-time fly-in of the final pre-cast panel the next morning with five media outlets present. The 65 FT curved pre-cast concrete panels weighing approximately 12 tons are inscribed with the names of American circus owners.

WILLIS A. SMITH CONSTRUCTION, INC. - CORPORATE HEADQUARTERS

Sarasota, Florida

Completed	2008
Size	18,000 SF
Construction Cost	$2,796,934

Green Awards & Certifications

LEED Gold Certification
Florida Friendly Yards
Green Business Partnership

Project Team Members
David E. Sessions, LEED AP, President/CEO
John LaCivita, LEED AP, Executive Vice President
Wade Wolfe, LEED AP, Project Manager

Owner's Representative
David E. Sessions, President/CEO
Willis A. Smith Construction, Inc.
5001 Lakewood Ranch Boulevard N.
Sarasota, Florida 34240
(941) 366-3116

2018 UPDATE:
Although not built as a true hurricane-hardened structure, the roof, walls and windows were designed and built to the Miami Dade code requirements. During Hurricane Irma the building became a shelter for 44 people, 12 dogs, two cats and one parrot.

Architect
The Lawson Group
4910 Lakewood Ranch Blvd
Sarasota, FL 34240
(941) 366-3006

After numerous renovations and expansions, to the firm's original offices over a 36-year period, W.A.S.C. realized the time had come to build a new headquarters facility. A site in Lakewood Ranch was chosen and the decision to build a LEED Certified facility was made. Construction began in December of 2007 with completion one year later. The facility includes 30 office spaces, several conference rooms, a large kitchen/lunchroom and a mezzanine which overlooks the entire facility.

Site development on the 2.6 acre site included measures for protecting and restoring the existing habitat and the amount of undisturbed areas (to promote biodiversity) were maximized by minimizing the number of parking spaces. Water Efficient Landscaping utilized xeriscaping (landscaping in ways that do not require supplemental irrigation) as well as the use of drought tolerant plants native to Florida. No potable water is used for irrigation.

During construction a Construction Waste Management plan was implemented with individual dumpsters used to hold concrete, steel, lumber drywall, and recyclable paper products. These products were sent to recycling facilities and reduced the amount of waste by ' more than 60%. A Storage and Collection of Recyclables program is in affect with space allocated for the collection and storage of non-hazardous materials for recycling, including paper, corrugated cardboard, glass, plastics and metals.

Relevance to Project:

- Administrative Offices
- Meeting Spaces
- Hardened Facility

In 2013, after reviewing the latest advances in solar panel technologies, the firm sought to expand the original solar capacity and added three, new solar panel arrays which are nearly four times as powerful, 30% more efficient, and yet nearly sixty percent less expensive per watt than the original array installed in 2009. The new panels provide an additional 47,520 watts of power to the building, translating to an estimated 69,500 kilowatt hours per year of electricity produced. Combined with the previous array's output, the energy produced completely offsets all electricity consumption in the building.

RINGLING COLLEGE OF ART & DESIGN - STUDENT CENTER

Sarasota, Florida

Completed	2006
Size	86,000 SF
Construction Cost	$14,280,060

Project Team Members
David E. Sessions, Project Executive

Owner's Representative
Jeff Poleshek, Assistant VP/Facilities Director
Ringling College of Art & Design
2700 N. Tamiami Trail
Sarasota, Florida 34234
(941) 359-7518

Architect
The Lawson Group
4910 Lakewood Ranch Blvd., Suite 100
Sarasota, FL 34240
(941) 366-3006

The Ulla Searing Student Center at the Ringling College of Art and Design Student is a showcase for Art and Design programs across the country.

This facility was designed to be the central hub of the north campus and includes exhibition space, restaurant, recreational facilities, student life, studios and ***student housing***. This academic and administrative building contains some of the most sophisticated computer animation and graphics technology in the market today.

The centerpiece of this five-story building is the new home for the college's Computer Animation and Game Design Program. ***The third floor of the building houses approximately 250 high-end computer workstations in 10 different computer labs spanning 17,000 SF of space. Over 37 miles of CAT-6 data cable were pulled through the building during construction to serve the intense technology needs of the program***.

Relevance to Project:

- Education Facility
- CM at Risk Delivery System
- Dormitories
- Administrative Offices

The remaining floors of the 86,000 square foot Activity Center include exhibition space, activity rooms, a fitness center, a student lounge, classrooms, restaurant and administrative offices including the office of admissions. The fourth and fifth floors of the building include ***forty-eight new student dormitories.*** The building's structure is post-tensioned concrete with a masonry and stucco exterior. Scope of work included associated parking, sitework and utility construction.

The facility was constructed in the center of the existing campus and a job-specific safety and staging plan had to be created for public and student safety. Due to site constraints, job staging was placed on a remote site. Major concrete pours and large deliveries were scheduled around campus activities. The project was designed around a large group of live oak trees that are over 100 years old. An arborist was retained specifically to care for the oak trees before, during and after the construction process. The tree canopy is now one of the prominent features of the project.

THE FOLLOWING PROJECTS ARE LOCATED WITHIN THE CITY OF VENICE

VILLAGE ON THE ISLE – EMERALD TERRACES – INDEPENDENT LIVING FACILITY
Venice, Florida

Scheduled Completion	2019
Size	104,000 SF TOTAL – 52,000 EACH
Construction Cost	$28,600,000

Project Team Members
John LaCivita, LEED AP, Executive Vice President
Pete Kauffman, Project Manager
Robbie Gronbach, LEED AP, Director of Preconstruction
Dave Stershic, General Superintendent
Joe Eisenmann, Superintendent

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

Scheduled Completion	2019
Size	67,000 SF
Construction Cost	$26,900,000

Project Team Members
John LaCivita, LEED AP, Executive Vice President
Pete Kauffman, Project Manager
Robbie Gronbach, LEED AP, Director of Preconstruction
Dave Stershic, General Superintendent
Joe Eisenmann, Superintendent

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

GULF COAST COMMUNITY FOUNDATION – HEADQUARTERS OFFICE RENOVATION
Venice, Florida

Completed	2014
Size	10,545 SF
Construction Cost	$1,566,258

Project Team Members
John LaCivita, LEED AP, Executive Vice President
Taylor Aultman, Project Manager
Robbie Gronbach, LEED AP, Director of Preconstruction
Dave Stershic, General Superintendent

Owner's Representative
Wendy Demings
Gulf Coast Community Foundation, Inc.
601 Tamiami Trail South
Venice, FL 34285
941-486-4611

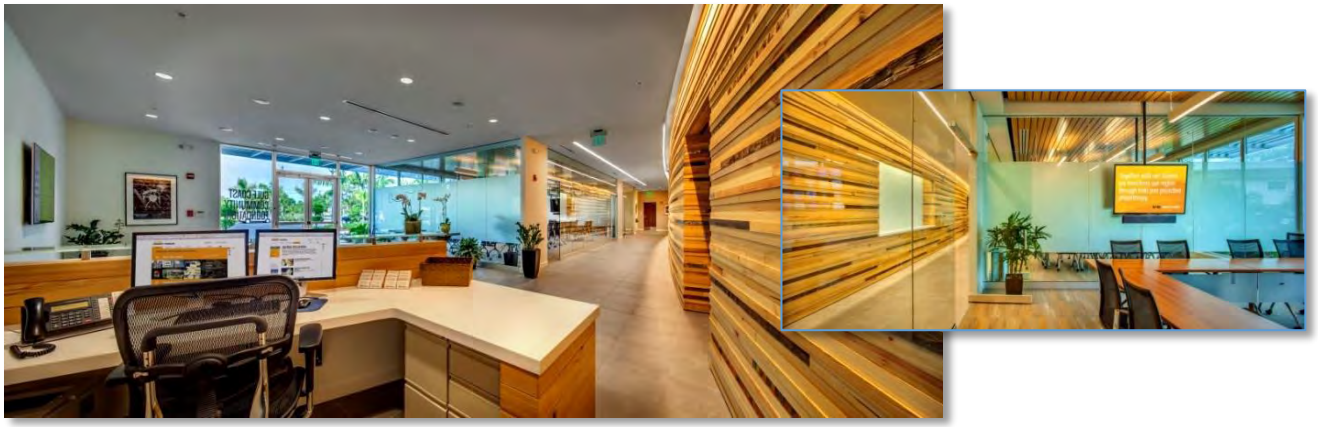
Architect
Todd Sweet, AIA
Sweet Sparkman Architects, Inc.
2168 Main Street
Sarasota, FL 34236
941-952-0084

Relevance to Project:

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

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.



TERVIS TUMBLER COMPANY – FACILITY EXPANSION

Venice, Florida

Completed	June 2011
Size	42,140 SF
Construction Cost	$4,654,528

Project Team Members

John LaCivita, LEED AP, Executive Vice President

Wade Wolfe, LEED AP, Project Manager

Dave Stershic, General Superintendent

Owner's Representative

Rogan Donelly, 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:

- Designed and Built under City of Venice Standards
- Administrative Offices
- Emergency KW Generator

TERVIS TUMBLER DESIGN CENTER
Venice, FL

Completed	2014
Size	20,000 SF
Construction Cost	$3,400,000

Project Team Members
John LaCivita, LEED AP, Executive Vice President
Robbie Gronbach, Director of Preconstruction
Dave Stershic, General Superintendent
Eric Deinlein, Superintendent

Owner's Representative
Rogan Donelly, President
Tervis Tumbler Company
201 Triple Diamond Blvd.,
North Venice, FL 34275
(941) 966-2114

Architect
Gregory Hall
Hall Architects, PA
1385 Fifth Street
Sarasota, FL 34236
(941) 917-0883

Tervis Tumbler's Design Center is a cutting-edge designed pre-engineered metal building providing Tervis' design team with its own workspace.

The building is 20,000 sf and includes an interior mezzanine structure for executive offices, meeting spaces, and restrooms. The main floor is primarily open work space utilizing modular office furniture and includes huddle rooms in the central areas to be used as collaborative meeting spaces on an ad hoc basis.

The structure is a single slope roof with the eave heights at 51 ft and sloping to 42 ft. Attached to the exterior of the building are two shipping containers located outside of the building, but permanently connected and to be used as storage space and other needs.

The HVAC system is typical split systems with exposed insulated spiral duct suspended from the structure. The open floor space has no ceilings, instead opting for exposed roof structure and MEP systems.

The building will also house a "Mock Store" to test alternate displays and product sales arrangements.

Site improvements included additional parking spaces, sidewalks, and water, sanitary, and storm-water services for the new construction.

Relevance to Project:

- Designed and Built under City of Venice Standards
- Administrative Offices
- Meeting Spaces

ABILITY TO PERFROM 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
- Similar Fleet Support Facilities
- 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 Kim French, Vice President who will also provide design support services regarding issues specific to public safety facilities, Rick Scherzer, our Project Manager, and our Superintendent, John Osborne.

As the Public Safety Facility transitions into the construction phase, Brett Raymaker and Rick Scherzer will begin focusing on obtaining all required permits and will finalize the award of the trade contracts in order to start the required work.

Rick Scherzer will be supported by Dave Stershic and John Osborne, Superintendents, 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 City CM Experience – Multiple Projects
Tight Cost, Schedule Control Requirements
Strong Sustainable Approach/Experience

Kim French – Vice President Clients

Multiple public safety facilities experience
Extensive CM and design expertise
Proven track-record – public sector projects
Venice resident

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

Rick Scherzer – Project Manager

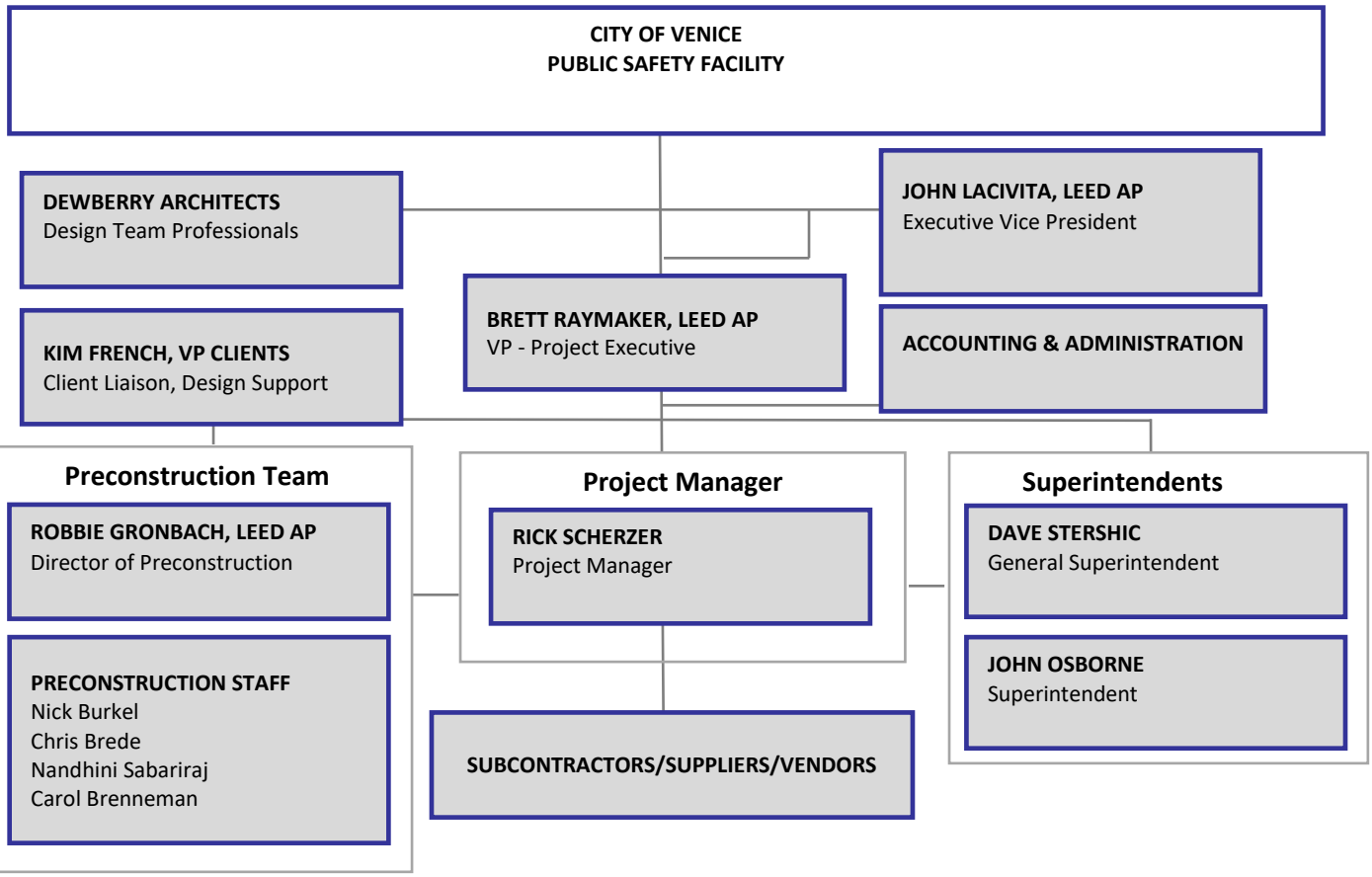
Specific Sarasota City Project Experience – Multiple Projects
Proven Results – Cost, Schedule and Quality Control
Sustainable Construction Track Record

Dave Stershic – General Superintendent

Extensive public service experience – similar facilities
Top reputation for control of quality and safety
Familiarity with systems constructability issues in public safety facilities

John Osborne – Superintendent

Excellent job safety and quality control record
Public service facility experience
Excellent subcontractor management skills



PERSONNEL ASSIGNED TO PROVIDE THE MOST EFFICIENT SERVICE:

KEY INDIVIDUAL	% OF TIME	ROLE
John LaCivita, LEED AP **Executive Vice President** ***Location: Office***	5% As needed	John will provide oversight, team direction and resource allocation.
Brett Raymaker, LEED AP **Vice President - Project Executive** ***Location: Office***	50%	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.**
Kim French, Vice President **Client Liaison/Design Review Support** ***Location: Office***	5% As needed	Mr. French's primary role will be to provide support to the project team during the design, pre-construction and construction phases. **He brings extensive experience in public safety facilities.**
Robbie Gronbach **Director of Preconstruction** ***Location: Office***	15% Precon	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.
Nick Burkel, Chris Brede ***Location: Office***	25%	Nick 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.
Rick Scherzer **Project Manager** ***Location: Jobsite***	100%	Rick's involvement begins during pre-construction with constructability analysis, detailed estimating, budgeting, scheduling and purchasing controls. Rick 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.
Dave Stershic **General Superintendent** ***Location: Job Site***	20%	Dave will provide job-site oversite and direction to controlling cost, quality, schedule, equipment utilization and safety. He will work closely with Eric Deinlein, Superintendent, to assist in the day to day supervisory responsibilities and to direct additional resources to the projects when needed.
John Osborne **Superintendent** ***Location: Job Site***	100%	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.

PROCESSES AND TECHNOLOGIES EMPLOYED TO MEET TIME AND BUDGET REQUIREMENTS

As has been described throughout this project approach section, 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, Rick Scherzer, in the producing and updating of our project schedule with Rick having the day to day responsibility, assisted by our Superintendents, Dave Stershic and 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 Nick Burkel, Preconstruction Project Manager, Kim French, Design Support Review, and Rick Scherzer, Project Manager.

Once construction begins, Rick Scherzer 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.

City of Venice Public Safety Facility - Project Approach - Overview

WILLIS SMITH CONSTRUCTION IS VERY AWARE OF THE IMPORTANCE OF THIS PROJECT TO THE CITY OF VENICE AND ALSO THE VENICE POLICE DEPARTMENT. We have been following this program for many years as it evolved into the program it is today, including the various studies of where it should be located, what type of facility it should be, etc. We know you have selected your Owner's Representative, otb Consulting, your design team headed up by Dewberry Architects and now want to bring your CM on board to really get this design and preconstruction effort going. We applaud you for your utilization of the CM at Risk Delivery format for this project as we have seen this used successfully throughout our area on numerous similar projects with outstanding results for the public sector owner's involved.

Key to the entire process will be the formation of the overall project team, including the City and your stakeholders, the A/E design team, your owner's representative and the CM team into one efficient, highly communicative, team oriented group from Day One**. 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 your design team to provide you with the first critical preliminary budget estimate so you can see where you design parameters will be.
- Controlling 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 Schedule 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 an aggressive schedule.
- Obtaining the Best Qualified Subcontractors for this work-our long time reputation and relationships in this area for over 45 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 this much needed facility 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.

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 your Police and Facilities Departments 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 this new challenging project. Every one of our project team members committed has worked on similar CM at risk projects with tight cost, schedule 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 Public Safety Facility.

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 your design team 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. That first estimate will permit the City to make changes, if necessary, to avoid wasting a good deal of time and effort on a design that cannot be built within the budget. **Subsequent estimates will confirm the project is remaining in budget**. The final estimate 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 cost 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 a 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 fleet support facilities into the design.

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 good value for your project 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 the 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 good value. Approximately 85% of the construction cost for a typical project is made up of subcontractor bids so 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 the project alternatives and to select the design that ensures the new facility will provide the lowest overall cost of ownership consistent with its quality and function. The life-cycle cost analysis will be performed early in the design process while there is still a chance to refine the design to ensure a reduction in life-cycle costs.

During the Preconstruction process, we will **work together with the design team led by Dewberry Architects and your Owner's 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 the project 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 project. **Your project schedule 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 schedule will be developed with each team

member'srequired activities outlined and **this schedule will be updated regularly** to ensure all items are on-track. **The schedule may include recommendations for phasing and concurrent work by third party vendors to achieve the greatest efficiency during the construction phase of the project.**

The schedule 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 schedule 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 schedule creation, our project manager will begin to plan the logistics and safety elements of the project so these 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 schedule long before the start of construction. All specialty items and **long-lead time items will be identified and are tracked** through the monitoring of the schedule. When necessary and with the City's authorization, **advance procurement of long-lead items** may be recommended. **The schedule 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 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 the project.** Some of the permits may include:

- Site Plan Approval
- Demolition Permit
- Clearing / Earthmoving 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 the 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. In addition, three of our preconstruction staff

members are **LEED® Accredited Professionals** and they have extensive experience with the preconstruction side of the LEED® process.

We have utilized this same approach recently on numerous public sector projects. The fire stations program with Fire Stations 12, 14, 16 and 17 all received LEED Silver certification and the Gulf Gate Library project also received LEED Silver certification utilizing this same approach.



FINAL GMP – (Guaranteed Maximum Price)

Our GMP will be established once the construction documents are complete and the project is put out for competitive subcontractor bidding. This will ensure the City is getting the **best possible price the market has to offer** at the time you are ready to build. **Materials that have the potential to be purchased by the Owner will be identified and qualified. Any concurrent work to be performed by others will be clearly defined and included in the construction schedule. Additive alternates will be finalized.**

When it comes to subcontractors, we have a **database of over 800 qualified companies that is constantly being updated.** In addition, **we will comply with State statutes and City procurement standards and will advertise locally and make bid documents available electronically at no charge to all interested bidders.** This will allow us to **select the companies that are best suited to bid the project** with regard to the size, complexity of the work and location. In this case, the **emphasis will be on local companies and companies with LEED experience** and we will solicit all subcontractors that have met the project requirements and we will receive a **minimum of three subcontractor bids per trade.**

We will prepare **detailed bid scopes for every trade as part of our standard bid packages**. **Bid packages will be designed to maximize opportunities for local subcontractors. Bid packages will align with the marketplace conditions, maximize subcontractor participation, enhance competition and include the delivery schedule to achieve the City's goal of the lowest possible cost for the project.** These scopes will be developed to call attention to issues we suspect might be misinterpreted by the subcontractors. **We will continue our constructability reviews throughout the bid process** and also field questions from the bidders. At this time we are utilizing our **company developed, computerized RFI program** which instantly communicates questions to the entire design team. Responses can then be incorporated into the GMP proposal. As a final step, we will **interview every subcontractor in contention** after the bids are received. We again will go over the scope in detail with them and resolve any issues that may still be open.

Upon completion of the above referenced process, recommendations will be reviewed with City staff for any additional suggestions. The GMP will then be submitted to the City for contract negotiation. A tabular summary including copies of all Subcontractor/Supplier bids, recommended awards, summaries, fees, General Requirements, bond/insurance costs, alternates, contingencies, qualifications, exclusions, list of bid documents, project schedule and a proposed schedule of values will be included in the GPM proposal.

Construction Phase:

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

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

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 superintendent 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 Public Safety Facility. 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 schedule 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 the 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 schedule.

The project will be fully fenced with the appropriate signage to make sure the 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 the 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.

SAFETY/RISK MANAGEMENT

Our company-wide safety program includes the following:

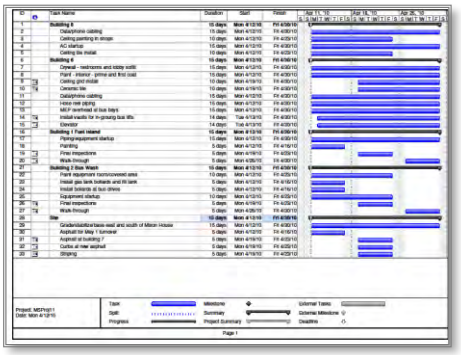
- Drug-free workplace
- All of our Superintendents have completed a 30-Hour OSHA training program
- Weekly safety meeting held at job site
- Job site safety rules and strict procedures
- Hazard communication program
- Safety training
- Rewards for outstanding safety performance
- OSHA 10-Hour Safety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

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 schedule 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 Public Safety Facility. This schedule also appears in this Approach Section as the Proposed Timeline.** The submitted schedule, 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 schedule.



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 the 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 the 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.

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 Pending
- RCAD - Library – LEED Silver Pending
- RCAD - LEED ® - Gold
- RCAD - 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



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 their projects 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 Public Safety Facility.

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 scope and schedule
- 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.

Quality Control - (Construction Phase)

Our effective Quality Management program emphasizes prevention over inspections. It will ensure the construction of the new Public Safety Facility 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.

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

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.**

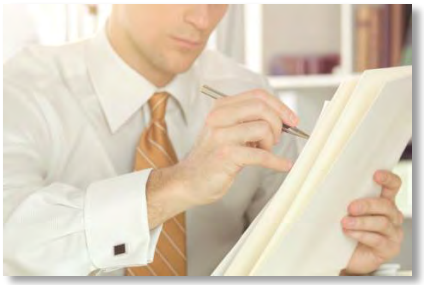
The following are some of the processes we will utilize in the post - construction phase:

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

Commissioning

Willis A. Smith Construction excels in providing the resources for commissioning of capital projects. We provide basic commissioning through our subcontractors and vendors, and we can also coordinate enhanced commissioning services required to comply with LEED® certification at all levels. Our team is compiled of seasoned project managers that will oversee and manage the commissioning services including input to commissioning scope documents and specifications, early services as required through the design phase, full management of the process and tracking of all issues and resolutions, certifications and witness services as required, and close out documents. Commissioning services will ensure third-party verification and documentation that all your buildings systems meet or exceed the operational requirements of your facility and that they are fully functional. Training of your personnel will help ensure proper maintenance and operation resulting in an extended and efficient systems lifespan.

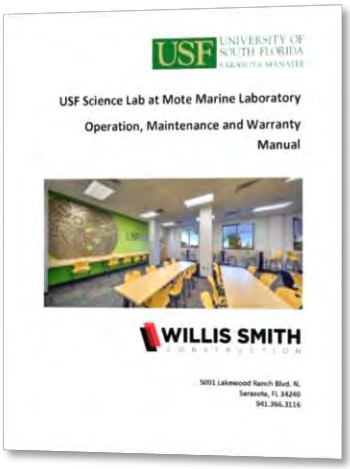
Key services will include:



- Start-Up Management
- Personnel Coordination
- Facility Maintenance Coordination
- Systems Commissioning Management
- Turn-over Documentation

Training/Operation/Maintenance

When it comes to training and warranty, Willis A. Smith Construction believes Post-Construction is every bit as important as both the design and construction phase of any project. We will make sure your facilities are utilized and maintained by well informed and competent stewards. We will provide and facilitate all necessary training and certifications for your operations and management staff. Our training program will effectively utilize the latest and most effective forms of media such as CBT (computer based training), video, audio, and print, focusing on topics such as:



- Safe and effective use of systems
- Preventive maintenance procedures and schedule
- System maintenance procedures and technique
- Energy and water consumption optimization
- Systems and facilities troubleshooting
- Emergency response plan and procedures

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.

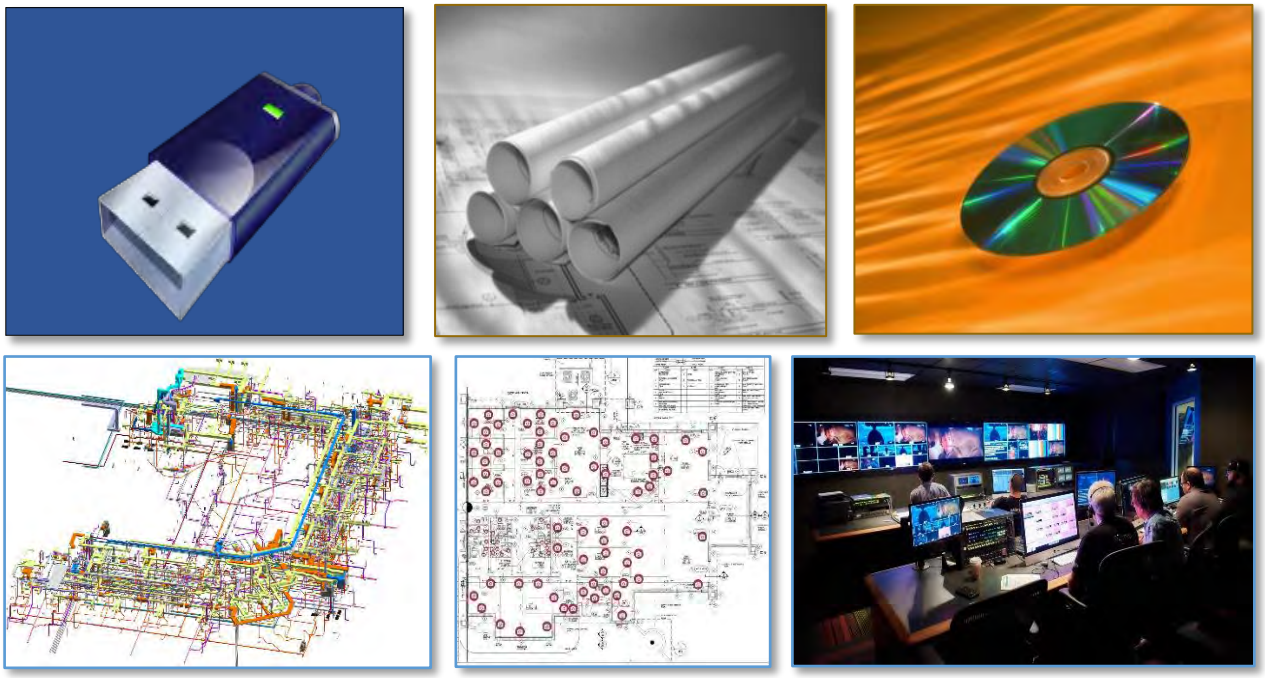
We will oversee a thorough and systematic turnover of all deliverables with a complete assumption and distribution to the intended and respective operational stakeholders. Our project closeout services will always consider the following key elements:

- 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.



PROGRAM AND TECHNOLOGIES TO BE EMPLOYED

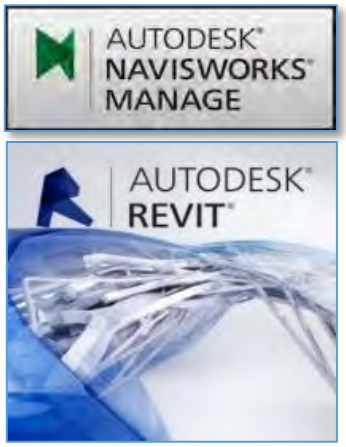
SAGE CONSTRUCTION SOFTWARE

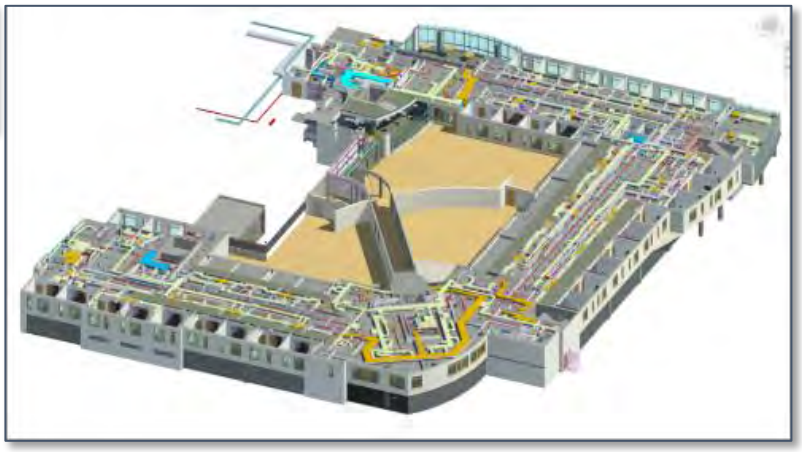
Willis Smith Construction utilizes Sage Timberline Software to manage the related systems necessary to organize and track all of the data required to manage a project; **accounting, project management, payroll and job costing.** Timberline eliminates redundant tasks and data entry and improves collaboration 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 Rick Scherzer, Project Manager will review the requisition with Sarasota City staff, make any required edits from the review and submit the final requisition for funding.

BULDING 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.



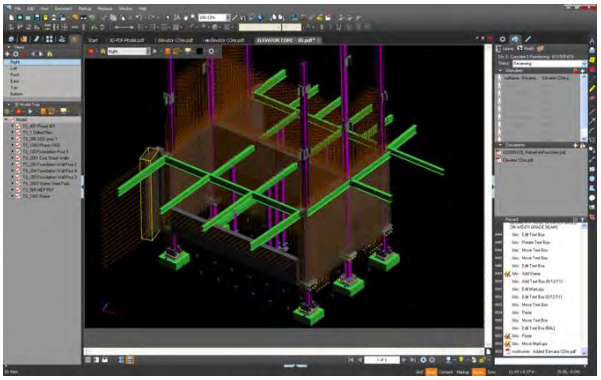


When used properly, BIM offers opportunities to improve the interoperability of systems and other elements and the constructability of projects. We can use BIM as a tool to review each model during every phase of a project, including structure, skin, interiors, MEP systems, and the site. To successfully complete a BIM project, our team uses many different software platforms. For reviewing, coordination and quantifying tasks, we use Autodesk®'s 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 SketchUp. 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 the 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).

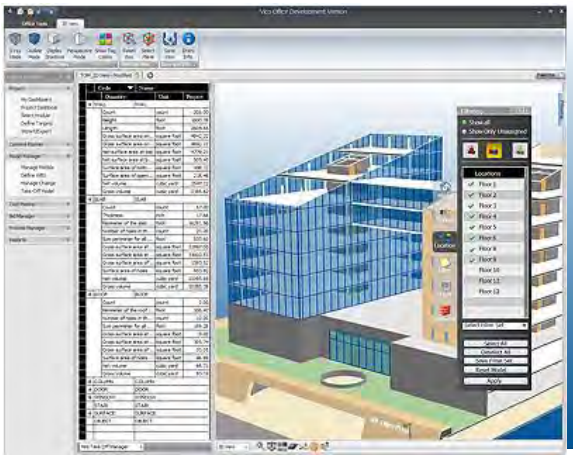


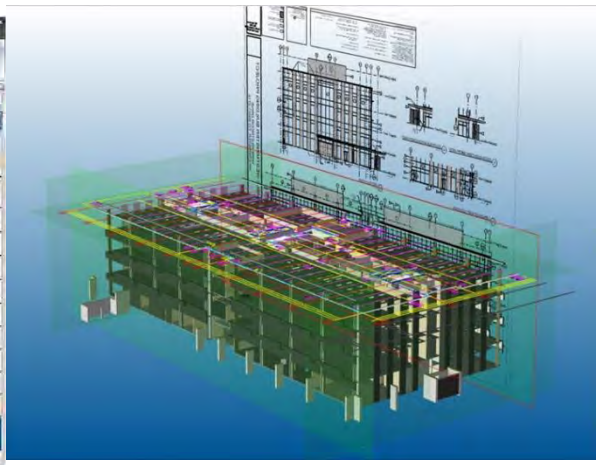
Bluebeam Studio is a collaboration platform that connects project team members in real time on the same set of centralized documents. This platform can be used whether the project team members are across the street or across the country, compressing the time spent in preconstruction.

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.



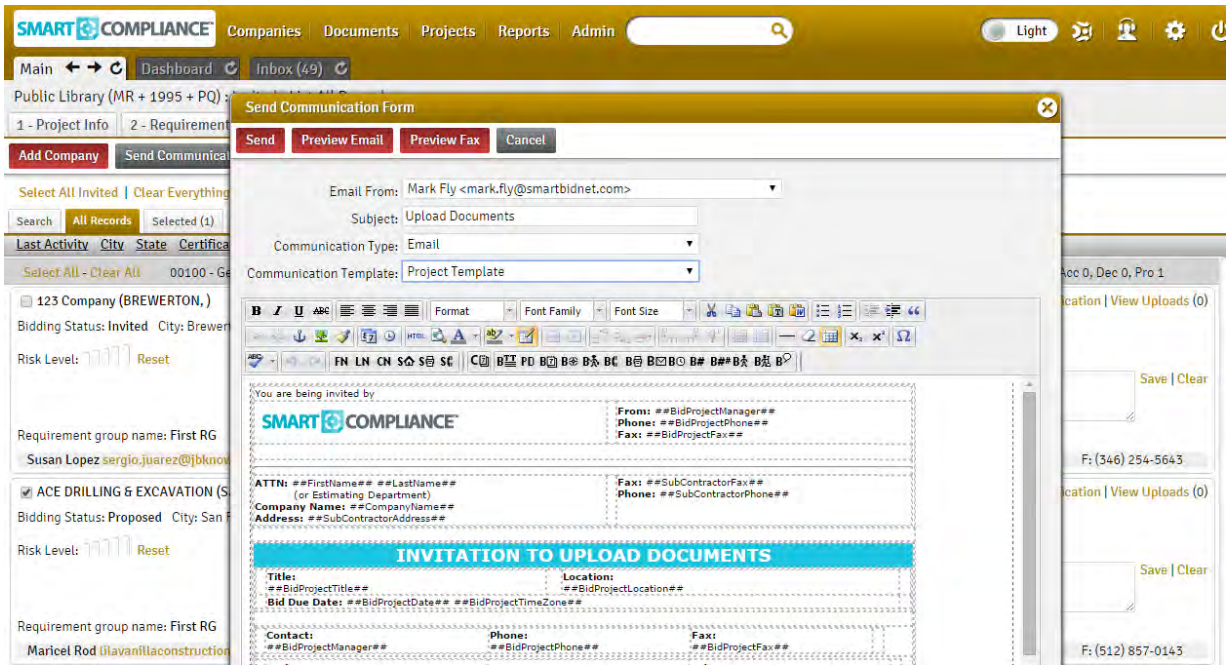


GCEstimator provides a single knowledge base of cost items and assemblies, where quantities are supplied by a single takeoff tool. Gone are the days of switching between applications and manually rekeying data. Today, all the news is about BIM and the virtues of 3D. But until that move is complete, 2D 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 projects. 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.



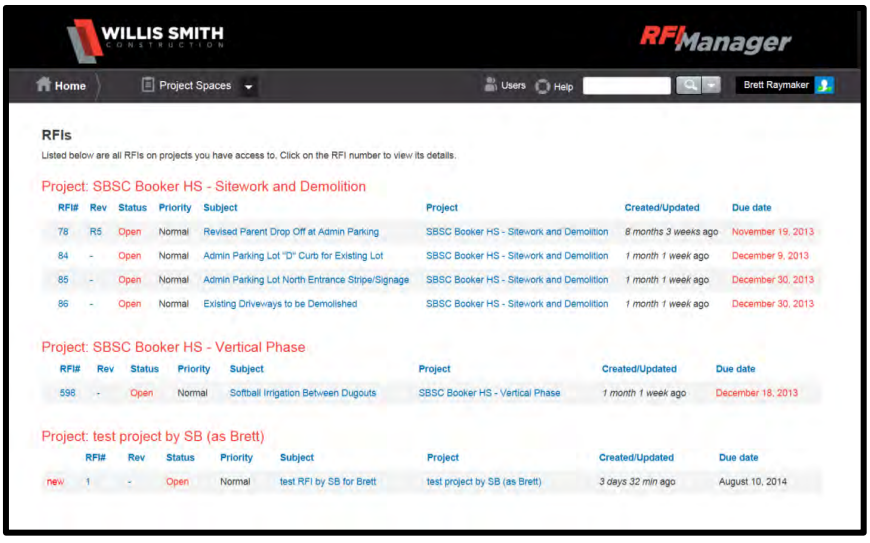
Invitations to bid, pre-bid meeting notices, request for information, addendum, etc. are all sent via the SBN website to trade contractors who have elected to participate in the system. Plans, specifications, supplements, revisions, etc. are all uploaded to the SBN plan room and are available to trade 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.

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 the 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



<u>web-based system called RFI Manager for tracking Requests for Information (RFIs) during construction.</u> 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 the project.

INNOVATION

We believe our project approach contains many of the most technological capabilities and management practices in the CM industry today. We are innovative and pride ourselves in utilizing the latest systems and CM approaches which have proven results in meeting or exceeding our client's specific needs. It is not just the systems themselves, it is how they are incorporated by our project team to provide you with the best information, the most accurate reporting, and in an efficient, easy to digest format to help in your decision making process throughout the project.

We approach each task as if we are you, the client, and how we can best achieve the results needed!

Following are several innovative approaches we will bring to this project:

VALUE ANALYSIS:

We strive to optimize the facility's value for the owner's cost without sacrificing the integrity of the design or exchanging front-end costs for long-term maintenance costs. The focus of our value analysis is threefold:

1. Enhance the quality of design without increasing life cycle costs
2. Maintain the required levels of building and system performance
3. Qualify all architectural and engineering designs on a cost/performance basis

Analyzing the Most Cost-Significant Items

Our value analysis effort covers all aspects of the project. The largest cost savings tend to come from options on major equipment, such as air handling units, lift systems, environmental systems, elevators, generators, chillers, and boilers, or from options regarding entire assemblies, such as roofing, exterior skin systems, structures, and foundations. To identify likely candidates, we compare each category of construction on your project to those of similar past projects. The comparison usually identifies aspects of your project that are more expensive than the same aspect of a similar project. For example, if your HVAC costs are $5 per square foot higher than those of a similar project, we will determine the reasons and develop options to either lower the HVAC costs or validate that the reasons for the difference are legitimate.

Our past experience provides extensive historical data to identify benchmarks for determining reasonable costs for each item. Depending on current market conditions, past project costs must be adjusted up or down for a proper comparison. We analyze the most significant items and compare them to these

reference points. It is important that the City, your design team, and our CM project team jointly evaluate all value analysis options. Sometimes the right decision results in an initial cost increase rather than an immediate savings. The purpose of such an increase would be to improve the building's life cycle or lower its life cycle costs, providing savings over time. We strive to present comprehensive information about each option to give the owner the best foundation to reach an informed decision. Often this includes visiting other projects that have incorporated a similar option, discussing long-term maintenance costs, or bringing in specific material manufacturers to learn more about their products. Regardless, value analysis must be approached as an informed team decision rather than a search for the cheapest alternative.

MEP Systems Estimating Approach

The MEP systems for any facility are critical. **This is particularly important on the facility you are developing.** These systems must be designed, estimated, purchased, installed, started, and commissioned properly to achieve the appropriate results. We consistently achieve these goals through the involvement of our senior project managers and our in-house MEP Senior Manager. He will work with the estimating team to develop accurate estimates of building systems as well as measures to guarantee correct installation of the MEP systems. Additionally, we rely on local, specialty subcontractors to supplement our expertise when necessary. These subcontractors have extensive experience and have earned a reputation for exceeding customer expectations.

During preconstruction, our in-house preconstruction department will review the conceptual plans, sketches, and programs to establish a baseline scope and estimate. This group will work with the architect/engineers to expand the MEP base narratives during schematic design and will meet with the City to define the design intent and standards.

Isolating and Eliminating Unnecessary Cost

In our analysis, each proposed construction material or method is scrutinized in terms of cost feasibility, schedule feasibility, material availability, availability of qualified labor, and experience. We use historical and current project experience and input from qualified subcontractors to identify cost-effective options for material selections and construction details throughout the preconstruction process. This allows the owner to make informed decisions that maximize the value of the project without sacrificing programmed function or other desired features of the building.

RISK MITIGATION PLAN

Willis Smith Construction stands ready to dive into the details of the Public Safety Facility. While different risks occur at the various stages of the project, we face two fundamental risks from start to finish: meeting the project schedule and adhering to the project 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	• 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	• 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	• 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	• 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	• Call on long-standing relationships formed with the best subcontractors in the market • Take advantage of subcontractors’ and suppliers’ desire to be part of the project

SUSTAINABILIY EXPERTISE

We are committed to implementing sustainable construction practices wherever possible. We realize it is our duty as a builder, a community member, and a corporate citizen to act as a steward of our natural resources for future generations. Construction waste recycling, air quality control, sustainable office practices, and reuse of existing materials are a few of our focus areas.

With 15 LEED APs on staff and experience building more than 17 LEED projects, our team has the knowledge, experience, and commitment to manage the LEED process smoothly from start to finish. Our LEED professionals work closely with the project team to effectively integrate the design and coordinate the LEED process to satisfy all credit requirements.

CONSTRUCTABILITY REVIEWS

From the first set of design documents through final CDs, constructability reviews are an ongoing part of the preconstruction process. The constructability review process ensures that:

- Drawings are complete and coordinated among disciplines
- Defects, omissions, inconsistencies, conflicts, ambiguities, and lack of clarity in documents are Identified for correction
- All required construction work is included in the contract documents
- Selected building systems are compatible and viable

Our project team also evaluates the project design from the perspective of practicality. We review construction details, material compatibility, material installation methods, ease of maintenance, access to concealed components, and other issues that can affect cost or schedule. In addition, we review crane locations, staging and lay down areas, protection of public egress, limitations or restrictions on hours of operation, traffic patterns, and other items that may seem insignificant but can also affect cost or schedule. By evaluating a project from this perspective during the design phase, we can minimize or eliminate potential problems and their associated costs.

MARKET TREND ANALYSIS

Our team works diligently to stay abreast of market trends and current market costs so that our clients receive the maximum value on their projects. Over the past 10 years, the construction industry has experienced wide variations in the prices of construction materials and labor based on a variety of causes. If not managed effectively, these fluctuations can create significant issues for construction projects. We have developed a two-part plan to mitigate any potential problems. First, we track long- and short-term material and labor cost trends across all major trades and materials and collect extensive data from respected industry sources. We evaluate this data in conjunction with microeconomic forces to determine its relevance on a local level. By combining national and local data, we can detect trends in certain material/labor types and extrapolate data to forecast future variations. This information is invaluable during the preconstruction phase of the project. In the second part of our plan, we develop project-specific strategies to address issues identified by our evaluation.

Four specific strategies we utilize which bring value to our projects:

1. Early purchase of materials
2. Bulk purchase of materials
3. Design alternates
4. Unit pricing

SUBCONTRACTOR AND VENDOR SOLICITATION AND PREQUALIFICATION

We are a part of the local landscape, making ties with our long-term relationships boosting the local economy. We strive to create equal opportunities for all local subcontractors, vendors, suppliers, and laborers to be a part of the project. The local economy benefits from much more than just our use of local subcontractors and vendors. Our presence benefits restaurants, gas stations, material supply houses, equipment rental yards, and associated retail businesses.

Subcontractor and Vendor Solicitation

Historical data has proven that the more interest (and bidders) a project has, the lower the bid results. Therefore, as the project enters the bid phase, we work diligently to generate interest in the project and solicit potential subcontractors. We do this through the use of our extensive databases, phone calls, electronic notification, and plan distribution systems. We also work with the client to solicit local subcontractors based on the client's goals for the project.

Some of our methods to encourage local participation are detailed below.

Developing the Right Bid List

Our team has compiled an extensive database of subcontractors and vendors due to our large volume of work. We meet with the owner to develop a subcontractor and vendor bid list that reflects the project's goals and values. Once pricing is completed, we evaluate each company and identify subcontractors that are capable of completing the project to our high standards of quality and safety. We present these recommendations to the client and choose a suitable subcontractor list with the right mix of local and minority/disadvantaged business subcontractors and vendors. Using this teamwork approach, we can maximize local participation while assembling the best and most qualified team of subcontractors and vendors.

Building Relationships

Over the history of the company, we have earned the confidence and trust of local businesses and vendors in this area. We have developed these relationships by being good neighbors, working cooperatively on projects, running efficient projects, treating these businesses fairly, setting them up for success, paying them on time, and helping provide them with OSHA safety training specific to their trades. The owner reaps the benefit of these relationships in competitive pricing, quality products, and the security of knowing that these vendors can be depended on for warranty issues or follow-up projects.

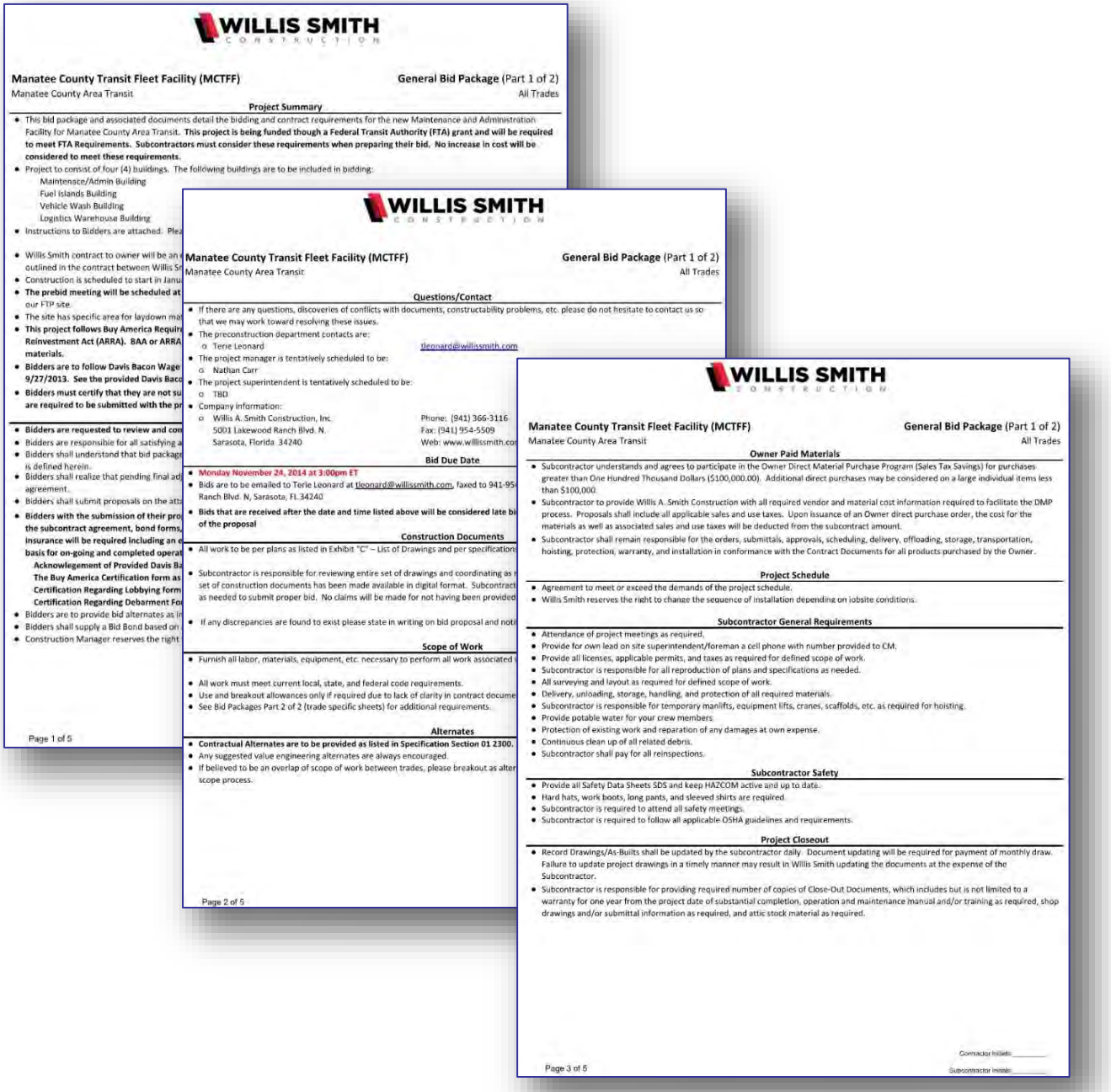
Conducting a Subcontractor Symposium

The local subcontractor symposium is a business networking opportunity for all subcontractors and vendors that provides formal information about the project—and other upcoming projects—as well as informal networking opportunities. During the symposium, we provide detailed information about the project team, the project scope, and the subcontractor evaluation process. Each interested company is

asked to complete a prequalification package to provide us with information regarding company size, history, finances, bond capacity, safety, litigious disputes, and manpower.

Assembling Bid Packages

Once the bid list has been assembled, we send out bid solicitation requests. As part of our subcontractor solicitation, we divide the project into manageable scopes of work, or bid packages, for which the subcontractors/vendors submit pricing. These bid packages ensure equal competition because all subcontractors and vendors price the same scope, and their final bids can be compared with one another to determine the best value. Our goal is to evaluate all bids transparently and treat all firms fairly.



WILLIS SMITH CONSTRUCTION

Manatee County Transit Fleet Facility (MCTFF) — **General Bid Package** (Part 1 of 2)
Manatee County Area Transit — All Trades

Project Summary

- This bid package and associated documents detail the bidding and contract requirements for the new Maintenance and Administration Facility for Manatee County Area Transit. **This project is being funded though a Federal Transit Authority (FTA) grant and will be required to meet FTA Requirements. Subcontractors must consider these requirements when preparing their bid. No increase in cost will be considered to meet these requirements.**
- Project to consist of four (4) buildings. The following buildings are to be included in bidding:
  - Maintenance/Admin Building
  - Fuel Islands Building
  - Vehicle Wash Building
  - Logistics Warehouse Building
- Instructions to Bidders are attached. Plea
- Willis Smith contract to owner will be an
  outlined in the contract between Willis Sr
- Construction is scheduled to start in Janu
- **The prebid meeting will be scheduled at**
  our FTP site.
- The site has specific area for laydown mat
- **This project follows Buy America Require**
  Reinvestment Act (ARRA). BAA or ARRA
  materials.
- **Bidders are to follow Davis Bacon Wage**
  9/27/2013. See the provided Davis Bacc
- **Bidders must certify that they are not su**
  are required to be submitted with the pr

- **Bidders are requested to review and con**
- Bidders are responsible for all satisfying a
- Bidders shall understand that bid package
  is defined herein.
- Bidders shall realize that pending final ad
  agreement.
- Bidders shall submit proposals on the atta
- **Bidders with the submission of their pro**
  the subcontract agreement, bond forms,
  insurance will be required including an e
  basis for on-going and completed operat
  - **Acknowlegement of Provided Davis Ba**
  - **The Buy America Certification form as**
  - **Certification Regarding Lobbying form**
  - **Certification Regarding Debarment Fo**
- Bidders are to provide bid alternates as ir
- Bidders shall supply a Bid Bond based on
- Construction Manager reserves the right

Page 1 of 5

WILLIS SMITH CONSTRUCTION

Manatee County Transit Fleet Facility (MCTFF) — **General Bid Package** (Part 1 of 2)
Manatee County Area Transit — All Trades

Questions/Contact

- If there are any questions, discoveries of conflicts with documents, constructability problems, etc. please do not hesitate to contact us so that we may work toward resolving these issues.
- The preconstruction department contacts are:
  - Terie Leonard — tleonard@willissmith.com
- The project manager is tentatively scheduled to be:
  - Nathan Carr
- The project superintendent is tentatively scheduled to be:
  - TBD
- Company information:
  - Willis A. Smith Construction, Inc. — Phone: (941) 366-3116
    5001 Lakewood Ranch Blvd. N. — Fax: (941) 954-5509
    Sarasota, Florida 34240 — Web: www.willissmith.co

Bid Due Date

- **Monday November 24, 2014 at 3:00pm ET**
- Bids are to be emailed to Terie Leonard at tleonard@willissmith.com, faxed to 941-95
  Ranch Blvd. N, Sarasota, FL 34240
- **Bids that are received after the date and time listed above will be considered late bi**
  of the proposal

Construction Documents

- All work to be per plans as listed in Exhibit "C" – List of Drawings and per specification
- Subcontractor is responsible for reviewing entire set of drawings and coordinating as
  set of construction documents has been made available in digital format. Subcontract
  as needed to submit proper bid. No claims will be made for not having been provided
- If any discrepancies are found to exist please state in writing on bid proposal and noti

Scope of Work

- Furnish all labor, materials, equipment, etc. necessary to perform all work associated
- All work must meet current local, state, and federal code requirements.
- Use and breakout allowances only if required due to lack of clarity in contract docume
- See Bid Packages Part 2 of 2 (trade specific sheets) for additional requirements.

Alternates

- **Contractual Alternates are to be provided as listed in Specification Section 01 2300.**
- Any suggested value engineering alternates are always encouraged.
- If believed to be an overlap of scope of work between trades, please breakout as alter
  scope process.

Page 2 of 5

WILLIS SMITH CONSTRUCTION

Manatee County Transit Fleet Facility (MCTFF) — **General Bid Package** (Part 1 of 2)
Manatee County Area Transit — All Trades

Owner Paid Materials

- Subcontractor understands and agrees to participate in the Owner Direct Material Purchase Program (Sales Tax Savings) for purchases greater than One Hundred Thousand Dollars ($100,000.00). Additional direct purchases may be considered on a large individual items less than $100,000.
- Subcontractor to provide Willis A. Smith Construction with all required vendor and material cost information required to facilitate the DMP process. Proposals shall include all applicable sales and use taxes. Upon issuance of an Owner direct purchase order, the cost for the materials as well as associated sales and use taxes will be deducted from the subcontract amount.
- Subcontractor shall remain responsible for the orders, submittals, approvals, scheduling, delivery, offloading, storage, transportation, hoisting, protection, warranty, and installation in conformance with the Contract Documents for all products purchased by the Owner.

Project Schedule

- Agreement to meet or exceed the demands of the project schedule.
- Willis Smith reserves the right to change the sequence of installation depending on jobsite conditions.

Subcontractor General Requirements

- Attendance of project meetings as required.
- Provide for own lead on site superintendent/foreman a cell phone with number provided to CM.
- Provide all licenses, applicable permits, and taxes as required for defined scope of work.
- Subcontractor is responsible for all reproduction of plans and specifications as needed.
- All surveying and layout as required for defined scope of work.
- Delivery, unloading, storage, handling, and protection of all required materials.
- Subcontractor is responsible for temporary manlifts, equipment lifts, cranes, scaffolds, etc. as required for hoisting.
- Provide potable water for your crew members.
- Protection of existing work and reparation of any damages at own expense.
- Continuous clean up of all related debris.
- Subcontractor shall pay for all reinspections.

Subcontractor Safety

- Provide all Safety Data Sheets SDS and keep HAZCOM active and up to date.
- Hard hats, work boots, long pants, and sleeved shirts are required.
- Subcontractor is required to attend all safety meetings.
- Subcontractor is required to follow all applicable OSHA guidelines and requirements.

Project Closeout

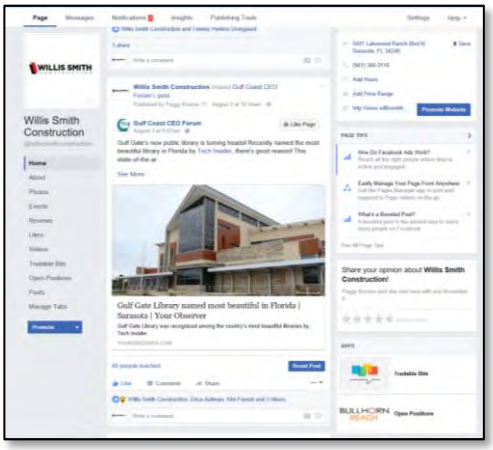
- Record Drawings/As-Builts shall be updated by the subcontractor daily. Document updating will be required for payment of monthly draw. Failure to update project drawings in a timely manner may result in Willis Smith updating the documents at the expense of the Subcontractor.
- Subcontractor is responsible for providing required number of copies of Close-Out Documents, which includes but is not limited to a warranty for one year from the project date of substantial completion, operation and maintenance manual and/or training as required, shop drawings and/or submittal information as required, and attic stock material as required.

Contractor Initials: _____
Subcontractor Initials: _____

Page 3 of 5

PUBLIC INFORMATION/PUBLIC RELATIONS

0We will assist with Public Relations and Community Involvement- 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

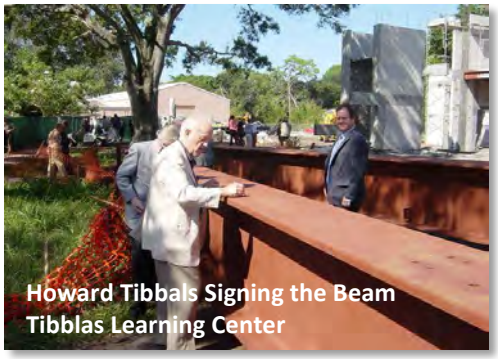
Fire Station 14 Grand Opening

Community Relations

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

Internal Communications

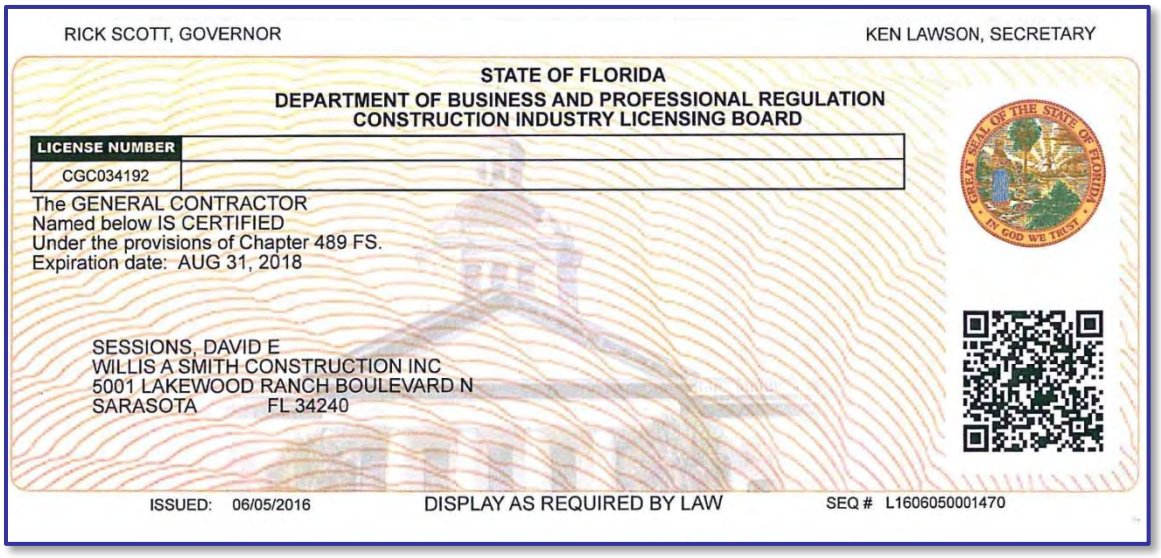
- Newsletter Updates for City Department


Howard Tibbals Signing the Beam
Tibblas Learning Center

This section includes the following:

License and Corporate Registration
Insurance Certificates
Required Forms

Licenses and Certifications



RICK SCOTT, GOVERNOR

KEN LAWSON, SECRETARY

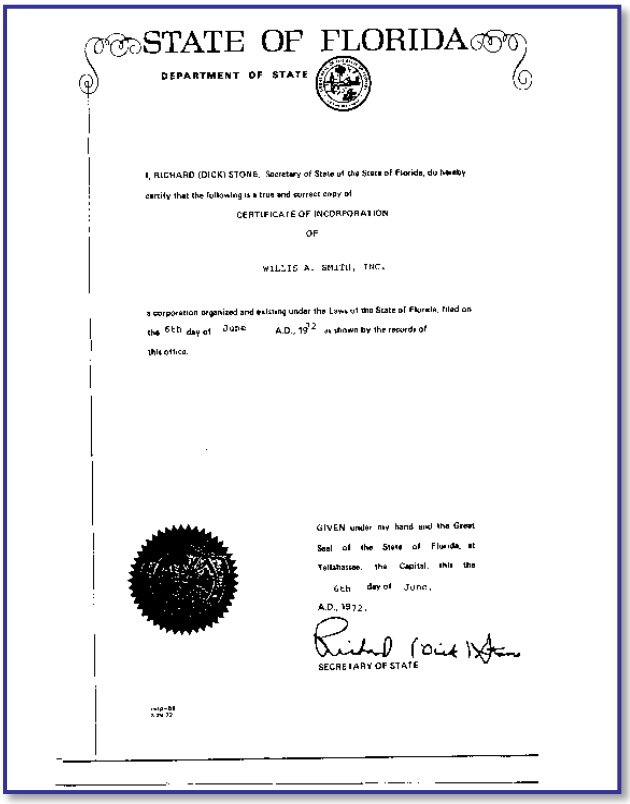
STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
CONSTRUCTION INDUSTRY LICENSING BOARD

LICENSE NUMBER
CGC034192

The GENERAL CONTRACTOR
Named below IS CERTIFIED
Under the provisions of Chapter 489 FS.
Expiration date: AUG 31, 2018

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

ISSUED: 06/05/2016 DISPLAY AS REQUIRED BY LAW SEQ # L1606050001470



STATE OF FLORIDA
DEPARTMENT OF STATE

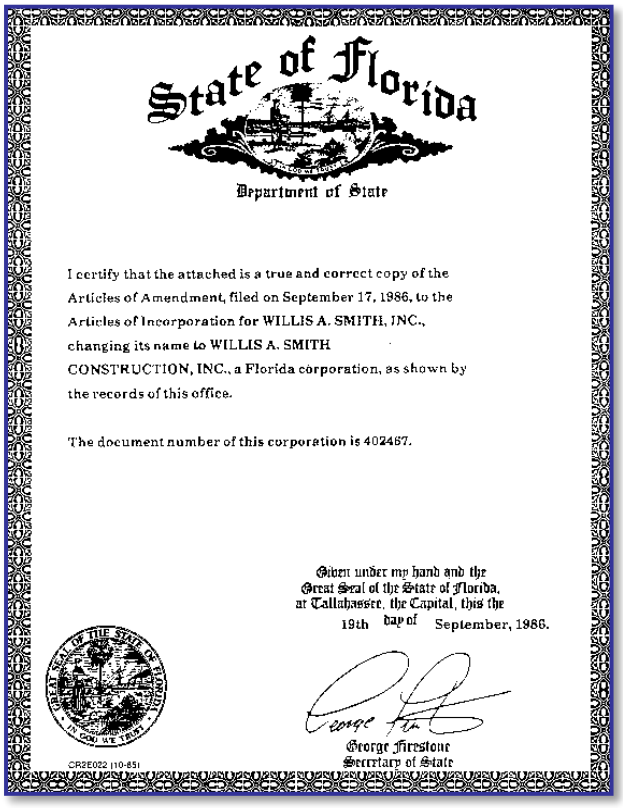
I, RICHARD (DICK) STONE, Secretary of State of the State of Florida, do hereby certify that the following is a true and correct copy of

CERTIFICATE OF INCORPORATION
OF
WILLIS A. SMITH, INC.

a corporation organized and existing under the Laws of the State of Florida, filed on the 5th day of June A.D., 1972 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., 1972.

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 402467.

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

CR2E032 (10-85)

Insurance Certificates

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 2/12/2018

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 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	CONTACT NAME: Certificates	
Purmort & Martin Insurance Agency LLC 2301 Ringling Boulevard Sarasota FL 34237	PHONE (A/C, No, Ext): (941)366-7070	FAX (A/C, No): (941)953-4901
	E-MAIL ADDRESS: patti@purmort.com	
	INSURER(S) AFFORDING COVERAGE	NAIC #
	INSURER A: Cincinnati Indemnity Company	23280
INSURED Willis A Smith Construction, Inc. Willis A Smith Construction of Sarasota, Inc. 5001 Lakewood Ranch Blvd. North Sarasota FL 34240	INSURER B: Colony Specialty Ins. Co.	39993
	INSURER C: Axis Surplus Insurance Co.	26620
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** 17/18 Liab Master **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	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	GENERAL LIABILITY X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE X OCCUR X $5,000 Per Claim PD Deductible GEN'L AGGREGATE LIMIT APPLIES PER: POLICY X PRO-JECT LOC			CPP3663921	6/1/2017	6/1/2018	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 500,000 $ 10,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
A	AUTOMOBILE LIABILITY X ANY AUTO ALL OWNED AUTOS SCHEDULED AUTOS X HIRED AUTOS X NON-OWNED AUTOS			CPA3663921	6/1/2017	6/1/2018	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident) PIP - Basic	$ 1,000,000 $ $ $ $ 10,000
A	X UMBRELLA LIAB X OCCUR EXCESS LIAB CLAIMS-MADE DED X RETENTION $ 0			CPP3663921	6/1/2017	6/1/2018	EACH OCCURRENCE AGGREGATE	$ 5,000,000 $ 5,000,000 $
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N If yes, describe under DESCRIPTION OF OPERATIONS below	N/A					WC STATU-TORY LIMITS OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	$ $ $
B	Pollution Liability			CSP305283	6/1/2017	6/1/2018	Each Occurrence/Aggregate	$5,000,000
C	Professional Liability			CM002875012017	9/27/2017	9/27/2018	Each Occurrence/Aggregate	$2,000,000

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

CERTIFICATE HOLDER

(941)486-2448 9414862448@fax.impactfax.c

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

Russ Bobbitt/JEN

ACORD 25 (2010/05)
INS025 (201005).01

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Client#: 158675 WILLSMI

ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 2/12/2018

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: Kathleen Gratz 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, Inc. 5001 Lakewood Ranch Blvd N Sarasota, FL 34240	INSURER(S) AFFORDING COVERAGE — NAIC # INSURER A : FCCI Insurance Company — 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.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE	$
	☐ CLAIMS-MADE ☐ OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$
							MED EXP (Any one person)	$
							PERSONAL & ADV INJURY	$
	GEN'L AGGREGATE LIMIT APPLIES PER						GENERAL AGGREGATE	$
	☐ POLICY ☐ PRO-JECT ☐ LOC						PRODUCTS - COMP/OP AGG	$
	OTHER:							$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$
	☐ ANY AUTO						BODILY INJURY (Per person)	$
	☐ OWNED AUTOS ONLY ☐ SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	☐ HIRED AUTOS ONLY ☐ NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
	☐ UMBRELLA LIAB ☐ OCCUR						EACH OCCURRENCE	$
	☐ EXCESS LIAB ☐ CLAIMS-MADE						AGGREGATE	$
	☐ DED ☐ RETENTION $							$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? Y/N: N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N / A		001WC18A76711	01/01/2018	01/01/2019	X PER STATUTE ☐ OTH-ER	
							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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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:
- [x] Corporation
- [ ] Partnership
- [ ] Individual
- [ ] Joint Venture
- [ ] Other

SUBMITTED BY:

NAME: Willis A. Smith Construction, Inc.
ADDRESS: 5001 Lakewood Ranch Blvd. N.
PRINCIPLE OFFICE: 5001 Lakewood Ranch Blvd. N.

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 A. Smith Construction, Inc.

   The address of the principal place of business is: 5001 Lakewood Ranch Blvd. N.

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 Blvd. N., Sarasota, FL 34240

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

   a. Date of Organization: _____

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

   _____

   _____

   _____

   c. State whether general or limited partnership: _____

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:

By: _____

F. John LaCivita
(Printed Name)

Executive Vice President
(Title)

State of Florida
County of Sarasota
} SS.

On this the 26th day of February, 2018, 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.

NOTARY PUBLIC, STATE OF FLORIDA

NOTARY PUBLIC SEAL OF OFFICE

ELIZABETH H. BROOKINS
Notary Public - State of Florida
Commission # GG 063654
My Comm. Expires May 11, 2021
Bonded through National Notary Assn.

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

THIS PAGE MUST BE COMPLETED & SUBMITTED WITH OFFER

"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	Brett Raymaker	19	UF-BS School of Building Construction	CGC1513321 LEED AP
Project Manager	Rick Scherzer	6	UF-BS School of Building Construction	American Institute of Construction LEED Green Associate
Project Architect	N/A	N/A	N/A	N/A
Project Construction Administrator	N/A	N/A	N/A	N/A
Other Key Member	Dave Stershic, Gen. Super	36	See Resume	OSHA 30
Other Key Member	John Osborne, Super	23	US Marine Sargent	OSHA 30
Sub-consultant Role	**Company Name and Address of Office Handling this Project**		**Projected % of Overall Work on the Entire Project**	**Name of Individual Assigned to Project**

THIS PAGE MUST BE COMPLETED & SUBMITTED WITH OFFER

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: Sarasota State: Florida Zip: 34240, 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: February 26, 2018

Phone: 941-366-3116 Fax: 941-954-5509

Federal ID#: 59-1399895

THIS PAGE MUST BE COMPLETED & SUBMITTED WITH OFFER

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 Sates 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 ✓ Variance _____

February 26th, 2018
Date

Contractor's Signature

INDEMNIFICATION/HOLD HARMLESS

The elected firm shall indemnify and hold harmless the City and its officers and employees from liabilities, damages, losses, and costs, including, but not limited to, reasonable attorneys' fees, to the extent caused by the negligence, recklessness, or intentionally wrongful conduct of the elected firm and other persons employed or utilized by the elected firm in the performance of the contract.

I, F. John LaCivita, being an authorized representative of the firm of Willis A. Smith Construction, Inc. located at City Sarasota, State Florida, Zip Code 34240 Phone: 941-366-3116 Fax: 941-954-5509. Having read and understood the contents above, hereby submit accordingly as of this Date, February 26th, 2018, 2018.

F. John LaCivita
Please Print Name

Signature

This signed document shall remain in effect for a period of one (1) year from the date of signature or for the contract period, whichever is longer.

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 26th day of February, 2018.

By: _____
Authorized Signature

F. John LaCivita Executive Vice President
Typed Name of Title

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

5001 Lakewood Ranch Blvd. N.
Street Address

Sarasota, FL 34240
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.

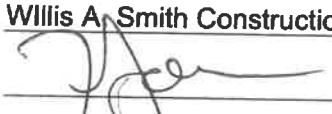
CHECK ONE

☑ 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 Sarasota } 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:

By: _____

F. John LaCivita
(Printed Name)

Executive Vice President
(Title)

ACKNOWLEDGEMENT

State of Florida

County of Sarasota

On this the 26th day of February, 2018, 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.

NOTARY PUBLIC SEAL OF OFFICE:

ELIZABETH H BROOKINS
Notary Public - State of Florida
Commission # GG 063654
My Comm. Expires May 11, 2021
Bonded through National Notary Assn.

NOTARY PUBLIC, STATE OF FLORIDA

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

THIS PAGE MUST BE COMPLETED & SUBMITTED WITH OFFER

CITY OF VENICE PROCUREMENT- FINANCE DEPARTMENT
401 W. VENICE AVE. - ROOM # 204
VENICE, FL. 34285
(941) 486-2626
FAX (941) 486-2790

ADDENDUM NO. 1

Date: February 21, 2018

To: All Prospective Proposers

Re: RFQ #3079-18 Construction Management at Risk Services for City of Venice Public Safety Facility

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This addendum sets forth changes and/or information as referenced and is hereby made part of and should be attached to the subject Contract Documents. Receipt of this Addendum shall be acknowledged below and in the submitted proposal. It shall be the responsibility of each proposer, prior to submitting a proposal, to contact the City of Venice- Procurement-Finance Department to determine if addenda were issued and to make such addenda a part of their proposal.

QUESTION:
In reviewing this section it appears that the criteria shown in this RFQ, may need to be revised to reflect the scope of work for the CM requested on pages 10 – 12 of the RFQ.

Ability to perform the services expeditiously at the request of the City. Location and availability of technical support people and assigned project manager to the City 20%
The points will be awarded based on factors such as the physical location of the Firm's office and its Design Professionals and sub-consultants, as well as on the degree of interest shown in undertaking the project. All key personnel shall have their primary work location identified in the submittal. Firms that have the ability to complete all the services in-house may be awarded more points than firms that require sub-consultants unless a compelling rationale is given as to why the diversified team approach is better for this particular project. Firms that do not adequately anticipate nor cover in-house all of the services required (such as ecological, hydrogeological, structural engineering services, etc.) will receive less points than firms whose response properly identifies all the design professionals required to provide the scope of services.

1) **We would anticipate providing an overview in the Ability to Perform Services section that would cover the items outlined on pages 10 thru 12 of the RFQ, but do not want to do anything that may appear that we are not properly addressing the question being asked in this section, can you confirm that we should be addressing the Scope of Services requested by the City as part of our Ability to Provide Service as outlined**

2) **The Project Team form has a list of staff members that a CM would not normally have on Staff. Is it okay to modify the form to reflect our Org Chart of Staffing we would provide to the Project? I have shown below the positions we would generally include in our Org Chart for your review.**

- Principle in Charge
- Project Executive
- Project Manager
- Project Engineer
- General Superintendent
- Chief Estimator
- Purchasing Agent
- Chief Scheduler

Please advise if this list is acceptable and if it is acceptable to modify the Form to reflect this staffing.

RESPONSE:
Section 4 is amended as follows:

Scoring Method

The scoring method for the RFQ will be based on the Required Response Format of the qualifications response. There will be no points given to the letter of interest.

SELECTION CRITERIA	WEIGHT %
Project team's ~~professional~~ qualifications and key personnel experience.	30%
Project team experience with governments of similar size to the City.	30%
Ability to perform the services expeditiously at the request of the City. Location and availability of technical support people and assigned project manager to the City.	20%
Local Preference	10%
Completeness of RFQ submittal	10%

Project team's ~~professional~~ qualifications and key personnel experience 30%

This section requires that the project team organizational chart, resumes and key personnel experience make the lines of communication and responsibility very clear as well as who the Client Manager is. Maximum points will be given to key personnel experience that is relevant to projects with governments of similar size to the City of Venice. In addition, higher value will be given to a team that includes key personnel experience demonstrating the capability to perform all or most aspects of the project, and recent experience in Public Safety Facility projects comparable to the proposed task. The quality of projects previously undertaken, and capability to complete projects on budget will also be considered.

Project team experience/references 30%

This section of the RFQ deals with relevant and related experience and qualifications. Maximum points will be given to projects where the related experience and qualifications of the firm correlates directly with the project team members per the organizational chart and their resumes. In addition, higher value will be given to work performed for governments of a similar size to the City of Venice. Recent work experience will be weighted more heavily than historical experience. The team's reputation for professional integrity and competence will also be considered.

Provide a specific reference for contact by the City that can attest to the work performed by the consulting team member. One should anticipate that these references will be called and that the responses to these references will affect the awarding of points in this category.

Ability to perform the services expeditiously at the request of the City. Location and availability of technical support people and assigned project manager to the City 20%

The points will be awarded based on factors such as the physical location of the Firm's office and its ~~Design Professionals and sub-consultants~~, as well as on the degree of interest shown in undertaking the project. All key personnel shall have their primary work location identified in the submittal. Firms that have the ability to complete all the services in-house may be awarded more points than firms that require sub-consultants unless a compelling rationale is given as to why the diversified team approach is better for this particular project. Firms that do not adequately anticipate nor cover in-house all of the services required ~~(such as ecological, hydrogeological, structural engineering services, etc.)~~ will receive less points than firms whose response properly identifies all ~~the design professionals~~ personnel required to provide the scope of services.

Local Preference 10%

Criteria defined in Section 1, Article 16 of the RFQ.

Completeness of RFQ submittal **10%**

RFQ packages must include adequate proof of insurance coverage for all team member firms and proof of ~~professional~~ licenses and registrations required to perform ~~design and permitting~~ activities required by the project and include all other required forms (such as the Drug Free Workplace Form, etc.).

Other Considerations

The City will allow an Additional Consideration Section for the applicants to present any other relevant information that they believe should be considered during the qualifications shortlisting process. This information can include a preliminary project approach, recommendation letters, color photos, or any other type of information that they feel should be taken into account during our selection process.

Shortlisting and Notification

Subsequent to selection and approval by the City, all respondents to this solicitation will be notified in writing regarding the selection of the top ranked Firms.

~~**Reuse of Design Ideas**~~

~~Upon submittal of proposals and oral presentations, all information becomes public information and the concepts or design ideas advanced by any Firm may be reused directly or indirectly by the City without any limitation or payment to the Firm. Granting the City the right to refuse documents contained in the presentation and proposal is a condition of presenting the proposals.~~

Challenge of Notice of Intent to Award

Any person adversely affected by the City's decision, or intended decision, on the award is entitled to challenge the award by filing a written notice of protest within 72 hours after the posting of the intent to award. A copy of the City's protest procedures may be obtained through the Purchasing Department upon request.

Rejection of Proposals

The City of Venice reserves the right to waive minor proposal irregularities, and to reject any and all Proposals or parts thereof, or to accept the Proposal(s) or parts thereof, when considered by it to be in the best interest of the City.

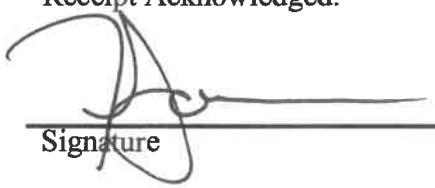
REVISION:

A revised PROJECT TEAM form is attached to this addendum and must be included with your submittal.

Peter A. Boers
Procurement Department

Acknowledgment is requested even if you have elected not to respond to this bid. A designated management representative of your firm can sign the receipt for this addendum. Please acknowledge receipt of this addendum immediately by fax to (941) 486- 2790 or mail to the above noted address, if a fax is not possible.

Receipt Acknowledged:



Signature

Willis A. Smith Construction
Company

February 26, 2018
Date

A copy of this addendum (excluding attachments) is to be included with the proposal response.

PROJECT TEAM

TEAM NAME: Willis A. Smith Construction

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	19	UF-BS School of Building Construction	CGC1513321 LEED AP
Project Manager	Rick Scherzer Lakewood Ranch, FL	6	UF-BS School of Building Constr	American Institute of Construction LEED Green Associate
Project Engineer				
Superintendent	Dave Stershic, Gen. Super Sarasota, FL John Osborne, Super Parrish, FL	36 23	D.S. -See Resume J.O. - US Marine Sergeant	OSHA 30 OSHA 30
Scheduler	Started in Pre-con Phase by Robbie Gronbach, taken over in Construction Phase by Brett Raymaker & Rick Scherzer			
Other Key Member	Kim French, Project Liaison Nokomis, FL	47	B.S. Central Michigan University	
	Robbie Gronbach, Dir.of Preconstruction	14	University of FL - BS Building	LEED AP
	Sarasota, FL		Construction-2003 University of FL - MSBC - 2005	

THIS PAGE MUST BE COMPLETED & SUBMITTED WITH OFFER