

PROPOSAL

RFP No. 21-0927

# Lake County Florida On Call Construction Estimating Services



via: <https://www.lakecountyfl.gov/>

**Submitted to:**

Lake County Florida  
Bill Ponko, Contracting Officer  
315 W. Main Street, Suite 441, Tavares, FL 32778  
via: [procurement.lakecountyfl.gov](https://procurement.lakecountyfl.gov)

**Submitted by:**

Axias, Inc.  
1228 E 7th Avenue, Suite 305  
Tampa, FL 33605

July 1, 2021

**ORIGINAL**

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*We certify that this proposal was made without collaboration with any other person making a proposal in response to this RFP and that this proposal is made in all respects fairly and in good faith, without collusion or fraud.*

Axias FL, LLC  
1228 E 7th Avenue  
Suite 305  
Tampa, FL 33605  
www.AxiasInc.com

July 1, 2021

ATTN: Bill Ponko, Contracting Officer  
Lake County Florida  
315 W. Main Street, Suite 441  
Tavares, FL 32118

**Re: RFP No. 21-097 On Call Construction Estimating Services**

Dear Mr. Ponko,

Thank you for the opportunity to submit this response to the above Request for Proposal to provide Lake County Florida with on call construction estimating services.

Axias is a leading provider of Construction Consulting Services, including Cost Management, Facility Condition Assessment, and Construction Management. Our clients include architecture and engineering firms, government agencies (state, local, and federal), real estate developers, educational institutions, major corporations, health care providers, and other organizations with an interest in achieving best value in construction and real property portfolio management. As the project prime, we also plan to retain Procon Consulting to help support us with any necessary cost estimating support.

In the body of our proposal we demonstrate our qualifications, history of relevant experience, and understanding of the tasks required in the RFP that highlights the quality of our construction estimating services. We have also completed all required attachments, including references, pricing, and our team composition.

Our firm is built on client relationships and we do everything in our power to maintain those relationships by delivering services of high quality and with total focus, as is evident by the fact that almost over 90% of our business is generated from repeat clients.

Again, thank you for the opportunity to submit our response and we look forward to hearing from you.

Best Regards,



Steve Lee  
Principal in Charge  
571.643.2343 | slee@axiasinc.com

# PROF

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## Statement of Interest

Axias FL, LLC is delighted to present our proposal for On Call Construction Estimating Services to Lake County. As we trust you will see in the following documentation Construction Cost Estimating and Cost Management in general is in our DNA and we take great pride in helping our clients achieve real value for money when building and renovating projects.

Whether it is a concept level estimate for a repair or a detailed CD level cost plan for a new build the first step in ensuring this success is listening. Listening to our clients and understanding their concerns and aspirations for each individual project. Then it is reacting quickly to these goals with the ability to work on multiple fronts at once. Being able to understand early a project financial, lifecycle and schedule basis that includes all the risks and opportunities they present helps to ensure it has a solid foundation upon which to move forward and that precious funds are spent wisely and efficiently.

With that in mind we have put together a team that has both the depth of resources necessary for this type of contract and has the local staff and knowledge required to be able to respond quickly to requests for site visits and face to face meetings and ensure a project's success.

Our Tampa office-based staff can be on location within 1.5 hrs. for site visits, estimate reviews, contractor negotiation or general client meetings. In addition, to increase our local presence we have also teamed up with Procon Consulting out of their Merritt Island office.

Axias and Procon have a history of working and collaborating together which affords a client access to not one but two leading Cost Management companies. Being able to source staff from either of these Florida based offices will ensure that not only will requests for assistance will be responded to quickly but also that knowledge of the local construction market will always be factored into our products.

Our staff come from a variety of backgrounds including the central Florida sub-contractor and general contractor world, having worked on some of the most high-profile projects in the area. They know the local market personally and they know what works here in Florida. This helps to ensure that we achieve no surprises come bid day.

Thank you for the opportunity to submit this proposal and we look forward to hearing from you.

## Project Understanding

At Axias FL, LLC, construction cost management is what we do.

Knowing how much a building under design is going to cost is a fundamental requirement on most projects. Our in-house experts cover all disciplines and components of a facility, resulting in a complete, reliable plan that is continually monitored and refreshed as the design progresses. Using leading-edge technology, cost estimates can be created and updated quickly and economically, while maintaining the level of accuracy we are known for throughout the industry.

Cost estimating services range from early concept stage models based on limited project information and relying heavily on past project data and current market trends, to detailed pre-bid estimates founded on complete quantity take-offs, with prices broken down into labor, materials, and equipment. At every stage of design, the owner and design team can clearly see changes in cost and what will be required to get back on track.

In all of our cost plans we include an assessment of project risk and how it impacts the contingency levels required. We actively participate in risk management workshops, develop and maintain risk registers, and offer advice about identifying and mitigating project risks.

## Sample Projects

As noted on page one of Exhibit A-Scope of Work/Services, Axias has experience providing various cost estimating and construction analysis services for the following areas. (Please note that these are sample lists and do not reflect our complete project history.)

## *Capitol Construction Budgeting & Masterplanning*

- Episcopal High School Campus Master Plan; Alexandria, VA
- Department of State: Potomac Hill Masterplan; Washington, DC
- University of Virginia: Athletics Center Masterplan; Charlottesville, VA
- University of Mary Washington: Campus Masterplan; Fredericksburg, VA

## *Value Engineering*

- Lorton Fire Station; Lorton, VA
- Baileys Crossroads Shelter; Falls Church, VA
- University of Virginia: Brandon Avenue; Charlottesville, VA
- University of Virginia: Thornton Hall; Charlottesville, VA
- Sully Community Center; Centreville, VA
- Prince William County Fire Station No. 22; Manassas, VA
- University of Virginia: Alderman Library; Charlottesville, VA
- NAVFAC: Air Traffic Control Tower; Washington, DC
- Camp Fretterd; Reisterstown, MD
- National Institute of Health: Building 40A; Bethesda, MD
- University of Virginia: McIntire School of Commerce; Charlottesville, VA

## *Construction Schedule Review*

- Elizabeth Square; Silver Spring, MD
- The Trove; Arlington, VA
- Pier 614; Norfolk, VA
- University of Virginia: Alderman Library; Charlottesville, VA
- University of Virginia: Physics Building; Charlottesville, VA
- Berthing Pier 32; New London, CT
- Kings Bay TRF; Kings Bay; GA
- University of Virginia: Hospital Façade Replacement; Charlottesville, VA
- Mariners Skills Facility: Design; Norfolk, VA
- Drydock 8 Saltwater System; Norfolk, BA
- Camp Fretterd; Reisterstown, MD
- Smithsonian: Arts and Industries Building & Smithsonian Institute Building; Washington, DC
- International Monetary Fund: ADA Deficiencies; Washington, DC

## *Construction Management*

- 1770 Crystal Drive; Arlington, VA
- Czech Embassy; Washington, DC
- Hilton Crystal City; Arlington, VA
- Astra-Zeneca; Gaithersburg, MD
- Watergate West; Washington, DC
- Elizabeth Square; Silver Spring, MD
- 4733 Bethesda Avenue; Bethesda, MA
- Sheraton Tysons; Tysons Corner; VA
- 7900 Wisconsin Avenue; Bethesda, MD
- JBGSmith Retail Support: Multiple Projects; Washington, DC
- Dupont Hotel & Brasserie; Washington, DC
- George Mason High School; Falls Church VA
- Mandarin Oriental Hotel; Washington, DC
- National Landing; Alexandria, VA
- International Monetary Fund; Washington, DC
- Eagle County School District: Affordable Housing; Eagle, CO
- Town of Breckenridge: Affordable Housing; Breckenridge, CO

## *Change Order Evaluation*

- The Watergate Hotel; Washington, DC
- National Cancer Intitute; Rockville, MD

- National Institute of Allergy and Infectious Diseases; Bethesda, MD
- Westover Restaurant; Richmond, VA
- International Monetary Fund; Washington, DC
- National Institute of Allergy and Infectious Diseases: Close-out; Bethesda, MD
- City Market at O; Washington, DC
- Ballpark Square; Washington, DC
- Howard Hughes Medical Institute; Chevy Chase, D
- The Wharf; Washington, DC
- Museum of the Bible; Washington, DC
- 1100 15th Street; Washington, DC
- 7272 Wisconsin Avenue; Bethesda, MD
- US Army National Museum; Ft. Belvoir, VA
- 655 New York Avenue; Washington, DC
- Washington State Convention Center; Seattle, WA
- 2311 Wilson Boulevard; Arlington, VA
- Pike & Rose Block 7; Bethesda, MD
- The Trove; Arlington, VA
- Liberty Island Retaining Wall; New York, NY
- Fairfax Gateway; Fairfax VA
- Ballston Quarter Retail; Arlington, VA
- Metropolitan Washington Airports Authority: Multiple Projects; VA, MD, DC
- Cannon House; Washington, DC
- San Francisco Airport; San Francisco; CA
- Mike Milken Development; Arlington, DC
- The Yards Parcel G; Washington, SC
- Signal House Change Order
- The Wink Hotel; Washington, DC
- National Air and Space Museum: CO Support; Washington, DC
- University of Maryland Charles Regional Medical Center; La Plata, MD
- Drydock Pipe Change; Kings Bay; GA
- GDOT Bridge Repairs Dispute; GA

## *Auditing/Claims Analysis*

- Howard Hughes Medical Institute; Chevy Chase, MD
  - Apartments B and C Audits
  - Green Roof Audit
  - Childrens Lab Audit
  - Gymnasium Audit
  - Lots 1 and 141 Audit
  - Manor-Carriage House Audit
- Manhattan West SW Tower Audits; New York, NY
- Festival Center Audit; Washington, DC

## *Facility Condition Assessment*

- Wynwood Apartments; Miami, FL
- Food and Drug Administration: Building 132; White Oak, MD
- VA Department of General Services: Roof Inspections; VA
- Potomac Library; Manassas, VA
- National Park Service: Charlestown Navy Yard; Charlestown, MA
- US Marine Corp: Fire Alarm Modernization Study; Nationwide
- Huntington Bank; Columbus, OH
- US Department of Agriculture Greenhouse Inspections
- Reston Site Reserve Study; Reston, VA
- Thrive Argenta; Little Rock, AK
- Pyramid Healthcare
- BHP Ceilings Inspections

## *Cost Estimating (2018-Present)*

- Disneyworld/Disneyland: Star Wars Galaxy Edge; Orlando, FL
- Disneyworld/Disneyland: Harry Potter Hagrid's Motorbike Adventure; Orlando, FL
- Disneyworld/Disneyland: Harry Potter Daigon Alley/London; Orlando, FL
- Disneyworld/Disneyland: Islands of Adventure Incredible Hulk Refurbishment; Orlando, FL
- Cabana Bay and Two Tower Addition; Orlando, FL
- Hollywood Studios Grand Ave (Muppets); Orlando, FL
- Animal Kingdom Asia & Kali River Rapids; FL
- Disney Springs & Westside Hardscape Replacement; Orlando, FL
- The Boathouse, The Edison, Paradiso 37, Paddlefish; FL
- Ragland Road, Starbucks, Jaleo, NBA Experience; FL
- Art Smith's homecomin', Planet Hollywood, Coke; FL
- BVD Pedestrian Bridges; FL
- AdventHealth (formerly Florida Hospital Apopka); Apopka; FL
- Nicklaus Children's Hospital; Miami, FL
- Shades of Green at Disney World Resorts; Lake Buena Vista, FL
- Lighterage Wharf and Lift Launch Pier; Jacksonville, FL
- National Park Service: Various Parks throughout Florida
  - Canaveral National Seashore: Apollo Beach Power Lines; Titusville, FL
  - Canaveral National Seashore: Playalinda District Extend Water Lines; Titusville, FL
  - Everglades National Park: Flamingo Boat Shop and Shelter; Everglades, FL
  - Timucuan Ecological and Historic Preserve: Ribault Monument Slope Stabilization; Jacksonville, FL
- Richmond Hill; Richmond, VA
- National Institute of Standards and Technology: Multiple Projects; Bethesda, MD
- L'Auberge Resort; Sedona, AZ
- Prince William County Fire Station No. 22; Manassas, VA
- MWAA IDIQ; VA, MD, DC
- Gunston Hall Riverside Garden; Mason Neck, VA
- Organization of American States: Multiple Projects
- National Museum of the American Indian: Lighting Controls; Washington, DC
- Mandarin Oriental Hotel; Washington, DC
- DC Police Memorial; Washington, DC
- Violet Bank; Colonial Heights, VA
- Worthington Renaissance Hotel; Fort Worth, TX
- Fairfax City Fire Station; Fairfax, VA
- Gaithersburg Police Station; Gaithersburg, VA
- Hirshhorn Museum and Sculpture Garden; Washington, DC
- Bath County Visitor Center; Bath County, VA
- Arcola Fire Station; Arcola, VA
- Baltimore Gas and Electric: Spring Gardens; Baltimore, MD
- Savannah Convention Center; Savannah, GA
- Philadelphia District Court; Philadelphia, PA
- Episcopal High School: Campus Master Plan; Alexandria, VA
- Capitol Hill Montessori at Logan; Washington, DC
- National Air and Space Museum: IMAX Theater; Chantilly, VA
- National Museum of American History: Lower Level Offices
- VA State Supreme Court Relocation; Richmpnd, VA
- DC Engine Company 26; Washington, DC
- DC Department of General Services: FEMS Maintenance Facility; Washington, DC

## *Expert Witness/Testimony*

- Hilton Marco Island Beach Resort and Spa; Marco Island, FL
- Warren Street; New York, NY
- North Hollywood Insurance Claim; Hollywood, CA
- Capper Senior Citizens Home; Washington, DC
- Puerto Rico Disaster Recovery; Puerto Rico



## Firm Profile/Firm History

### Addresses

#### Florida

1228 E 7th Ave, Suite 305  
Tampa, FL 33605

#### Virginia

225 Reinekers Lane, Suite 200  
Alexandria, VA 22314

#### New Jersey

197 Route 18 South, Suite 3000  
East Brunswick, NJ 08816

#### Colorado

1801 North Broadway  
Denver, CO 80202

### Number of Employees

Axias has a total of 26 employees.

### Number of Years in Business

Axias has been in business for seven years; since 2013.

### Licensing, Accreditation, & Registration

FL Business Number: L20000349410

VA SWaM Number: 706075

Federal Tax ID Number: 46-1878215

MDOT Number: 20-569

DUNS Number: 078800014

### Industry Sectors

- Government (Federal, State, & Local)
- Multi-Family Residential
- Hospitality
- Commercial
- Healthcare
- Judicial
- Cultural/Religious
- Education (Higher Education & K-12)
- Aviation

### Services

- Budgeting & Benchmarking
- Cost Planning & Estimating
- Condition Assessments
- Construction Scheduling
- Owner's Representation
- Procurement Advice
- Insurance Claims/Disaster Recovery
- Construction Phase Cost Management
- Contractual Disputes

**Website:** [www.AxiasInc.com](http://www.AxiasInc.com)

Axias is a leading provider of construction cost, condition assessment and project management consulting services. Our clients include real estate developers, architecture & engineering firms, federal government agencies, state and local authorities, colleges and universities, major corporations and institutions, health care providers, law firms and other organizations with an interest in achieving best value in construction. Our firm's extensive cost database and knowledgeable estimating team, together with our project/construction management and industry experience, provide integrated and continuous resource support to our clients and their projects from the very early stages of preconstruction - during budgeting and planning and design phase management - through procurement and construction phase execution administration and oversight. The company is certified as a small business both at the federal and state level (MDOT SBE, VA SWaM, MWAA SBE), providing responsive services and value to any team pursuing work with agencies with small business goals.

### Our Business Philosophy

Our philosophy is straightforward and easy, but nonetheless very important to grasp if we want to be successful. "We look after people's money when they build things". We treat every project, no matter its size and complexity, as if it's our own money being spent. We pride ourselves in having great communication skills, and operate on a "no surprises" philosophy. We also ensure that our senior staff and principals always stay involved in our project delivery. We understand the knowledge and experience our senior staff brings to each engagement and we believe that that knowledge and understanding should be part of all projects we deliver.

### The Principals

The firm is led by Martin Jacobs, Mark Luria and Scott Cullen, all well-known and highly-respected practitioners in the specialty of construction cost and project management. Together, with nearly 100 years of combined industry experience between them, the Principals bring a depth of experience in a hands-on role as project team leaders. Martin and Scott are Chartered Quantity Surveyors, certified with the Royal Institute of Chartered Surveyors (RICS), and as such bring a thoughtful, structured and disciplined approach to the establishment of budgets; management of that budget during design; expertise in procurement of general contractors; a deep understanding of construction contracts and schedules; and extensive experience of analyzing and negotiating change orders and contractual claims, always playing a significant role in maximizing an owner's return on their investment in a project or program. Mark Luria serves as director of project management services and project executive on many of our projects. Mark has more than 34 years' experience in the development, construction and real estate industry. Certified by the Construction Management Association of America, Mark has a recognized background in managing all phases of the construction process successfully, from feasibility to design and procurement through construction and turnover.

### Cost Estimating

Knowing how much the facility under design is going to cost is

## Firm Profile/Firm History

a fundamental requirement on most projects. Our cost experts cover all disciplines and all components of a facility, resulting in a complete, reliable cost plan that is continually monitored and refreshed as the design progresses. Using leading-edge technology, cost estimates can be created and updated quickly and cost-effectively, while maintaining the level of accuracy we are known for throughout the industry.

The level of service provided ranges from early concept stage cost models, based on limited project information and relying heavily on past project data combined with current market trends, through to very detailed pre-bid estimates founded on complete quantity take-offs, with prices broken down into labor, materials and equipment. At every stage of design, the owner and design team can clearly see where the cost has changed and what will be required to steer it back on track.

We include in all of our cost plans an assessment of risk in the project, and how that impacts the contingency levels required. We also participate in and lead risk management workshops, develop and maintain risk registers, and offer advice on identifying and mitigating project risks. The firm also has extensive Value Engineering (VE) experience, having led and participated in dozens of studies over the years. We have a deep understanding of the cost drivers of projects and can quickly pinpoint prime areas for further analysis for higher-value solutions.

## ATTACHMENT 3 – REFERENCES FORM

21-0927

List no more than five projects which best illustrates qualifications relevant to the Solicitation. References must be less than five years old. LIST no more than two LAKE COUNTY GOVERNMENT PROJECTS (past, current, prime, and subcontractor) FIRST.

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Axias FL, LLC

PROJECT NAME: Lighterage Wharf and Lift Launch Pier

Agency: Moffatt & Nichol

Address: 501 Est Kennedy Blvd, Suite 1910

City, State, Zip code: Tampa, FL 33602

Contact Person: Gary Smith

Title: Vice President

Email: gsmith@moffattnichol.com

Telephone: 813 258 8818

Project Cost: \$60 Million

Contract Start and End Dates: 1/1/2021 to present

SCOPE of Project (list tasks, outlines or descriptions of items): Cost estimating, schedule and risk analysis for a new Lighterage Wharf and Lift Launch Pier at the MCB Blount Island, Jacksonville, FL.

PROJECT NAME: Worldwide Cost Data

Agency: US Army Corps of Engineers

Address: 475 Quality Circle NW

City, State, Zip code: Huntsville, AL 35806

Contact Person: William Seelman

Title: Contract Specialist

Email: william.g.seelmann@usace.army.mil

Telephone: 256.895.9476

Project Cost: n/a

Contract Start and End Dates: 9/30/2020 to Present

SCOPE of Project (list tasks, outlines or descriptions of items): Performed Area Cost Factor Surveys at more than 400 locations for the Dept. of Defense for program budgeting

PROJECT NAME: Boston Navy Yard

Agency: National Park Service (NPS)

Address: 2nd Avenue

City, State, Zip code: Boston, MA 02129

Contact Person: Robert Wilbur

Title: Project Manager

Email: Robert\_Wilbur@nps.gov

Telephone: 617.242.5636

Project Cost: n/a

## ATTACHMENT 3 – REFERENCES FORM

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Contract Start and End Dates: 6/30/2020 to 03/30/2021

SCOPE of Project (list tasks, outlines or descriptions of items): Facility Condition Assessments for several buildings at the Boston Navy Yard

PROJECT NAME: George Mason High School

Agency: Falls Church City Public Schools

Address: 150 S. Washington Street, Suite 400

City, State, Zip code: Falls Church, VA 22046

Contact Person: Peter Noonan

Title: Superintendent of Schools

Email: pnoonan@fccps.org

Telephone: 703.248.5601

Project Cost: \$120 Million

Contract Start and End Dates: 5/2018 to 12/2021

SCOPE of Project (list tasks, outlines or descriptions of items): Provided Cost Estimating and Project Management support on construction of the 290,000 SF high school. The project adhered to LEED Gold and Net Zero Ready standards.

PROJECT NAME: North Grounds Athletic Center Masterplan

Agency: University of Virginia

Address: 510 Massie Road

City, State, Zip code: Charlottesville, VA 22903

Contact Person: Timothy Roland

Title: Academic Division Director

Email: twr5w@virginia.edu

Telephone: 434.982.3272

Project Cost: \$164 Million )

Contract Start and End Dates: 6/2018

SCOPE of Project (list tasks, outlines or descriptions of items): Provided cost estimating services for two buildings (about 250,000 SF) and sitework to create natural turf fields at UVA

## Program Manager Information

The proposed Program Manager for the Axias Team is Steve Lee. He has over 33 years of experience within the engineering and construction industry from craft apprentice through to his current position, where he leads Axias' Florida office, and is responsible for all aspects of cost services including change order and claims reviews. He has worked on a wide range of estimates from initial feasibility studies to lump sum, turnkey, detailed proposals. His experience covers all facility types, including pharmaceutical labs, hospitals, manufacturing plants, hotels, universities and government facilities.

As requested on page 3 of the RFP is information is below and a copy of his resume can be found on the following page.

**Business Address:**

1228 E 7th Avenue  
Suit 305  
Tampa, FL 33605

**Phone Number:**

571.643.2343

**Email Address:**

slee@axiasinc.com

## Steve Lee, CEP

Principal In Charge/Program Manager



Stephen Lee has over 33 years of experience within the engineering and construction industry from craft apprentice through to his current position, where he leads a team of dedicated estimators, and is responsible for all aspects of cost services including change order and claims reviews. He has worked on a wide range of estimates from initial feasibility studies to lump sum, turnkey, detailed proposals. His experience covers all facility types, including pharmaceutical labs, hospitals, manufacturing plants, hotels, universities and government facilities.

Additionally, Stephen spent six years in the construction industry working for a leading mechanical and electrical contractor in a project controls and contracts management role. This increased and expanded his commercial experience through responsibility for project delivery, from estimating, contract award, procurement and construction phases to final account settlement. While adept in all trades, Steve is particularly skilled in mechanical and electrical cost management.

### Education

Higher National Diploma in Mechanical Engineering, Wirral Metropolitan University, 1987

### Certifications/Affiliations

Association for the Advancement of Cost Engineering International (AACI)

Certified Estimating Professional (CEP), 2009

### Years of Experience

33+

### References

Jim Berkon  
Carr Properties  
1615 L St NW Suite 650  
Washington, DC 20036  
Phone: 202-461-3972

Wyatt Shoaf  
Brookfield  
750 9th St NW Suite 700  
Washington, DC 20001  
Phone: 202-467-7723

Mike Brengel  
Burns & McDonnell  
1305 Executive Blvd, Suite 160  
Chesapeake, VA 23320  
Phone: (757) 548-2056

### Selected Experience

- Hilton; Marco Island, FL
- Lighterage Wharf and Lift Launch Pier; Jacksonville, FL
- Shades of Green at Disney World Resorts; Lake Buena Vista, FL
- Wynwood Apartments; Miami, FL
- National Cancer Institute; Shady Grove, MD
- National Institute of Science and Technology, Advanced Technology Laboratory, Gaithersburg, MD
- National Institute of Science and Technology CUP, Boulder, CO
- The Armed Forces Institute of Pathology Biosafety Laboratory, Silver Spring, MD
- Howard Hughes Medical Institute HQ; Chevy Chase, MD
- Food and Drug Administration Campus; White Oak, MD
- International Monetary Foundation: Headquarters 1 Renovation, Washington, DC
- International Monetary Foundation: Headquarters 2 New Build, Washington, DC
- U.S. Patent and Trademark Office Campus Change Order Reviews; Alexandria, VA
- City Market at O Street; Washington, DC
- Virginia Beach Town Center Block 7 Hotel and Residences Change Order Review; Virginia Beach, VA
- Park Place Office Building 2 Change Order Review; Annapolis, MD
- Monument Realty Office Development Change Order Reviews; Washington, DC
- Plaza 3 and 4 Change Order Reviews; Arlington, VA
- Harborside Development Change Order Reviews; Washington, DC
- Inner Harbor Parcel B Change Order Review; Baltimore, MD
- 655 New York Avenue; Washington, DC
- 1100 15th Street; Washington, DC
- US Institute of Peace Headquarters; Washington, DC
- Smithsonian National Zoological Park Asia Trail and Sloth Bear Exhibit; Washington, DC
- Smithsonian Institution - Multiple Renovation Projects; Washington, DC
- Washington State University Bio-Sciences Building, Pullman, WA

Alexandria, VA | East Brunswick, NJ | Denver, CO | Tampa, FL  
[www.AxiasInc.com](http://www.AxiasInc.com)

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## ATTACHMENT 1 – SUBMITTAL FORM

21-0927

The undersigned hereby declares that: Axias FL, LLC has examined and accepts the specifications, terms, and conditions presented in this Solicitation, satisfies all legal requirements to do business with the County, and to furnish **On-Call, Construction Cost estimating Services** for which Submittals were advertised to be received no later than 3:00 P.M. Eastern time on the date stated in the solicitation or as noted in an addenda. Furthermore, the undersigned is duly authorized to execute this document and any contracts or other transactions required by award of this Solicitation.

All pricing will be FOB Destination unless otherwise specified in this solicitation document. Pricing submitted will remain valid for a ninety (90) day period.

Vendor will accept payment through the County VISA-based payment system: NO

### 1.0 TERM OF CONTRACT

The Contract will be awarded for an initial one (1) year term with the option for four (4) subsequent one (1) year renewals. Renewals are contingent upon mutual written agreement.

The Contract will commence upon the first day of the next calendar month after Board approval. The Contract remains in effect until completion of the expressed and implied warranty periods. The County reserves the right to negotiate for additional services/items similar in nature not known at time of solicitation.

Contract prices resultant from this solicitation will prevail for the full duration of the Contract unless otherwise indicated elsewhere. Prior to completion of each exercised term, the County may consider an adjustment to price based on changes as published by the U.S. Department of Labor, Bureau of Labor Statistics. Refer to Exhibit A – Scope of Services. It is the Contractor's responsibility to request in writing any pricing adjustment under this provision.

### 2.0 METHOD OF PAYMENT

The Contractor must submit an accurate invoice to the County's using department. The date of the invoice must be after delivery but no more than 30 calendar days after delivery. Invoices must reference the: purchase or task order; delivery date, delivery location, and corresponding packing slip or delivery ticket signed by a County representative at the time of acceptance. Failure to submit invoices in the prescribed manner will delay payment.

Payments will be tendered in accordance with the Florida Prompt Payment Act, Part VII, Chapter 218, Florida Statutes. The County will remit full payment on all undisputed invoices within 45 days from receipt by the appropriate County using department. The County will pay interest not to exceed 1% per month on all undisputed invoices not paid within 30 days after the due date.

### 3.0 CERTIFICATION REGARDING LAKE COUNTY TERMS AND CONDITIONS:

I certify that I have reviewed the [Lake County General Terms and Conditions page](#) and accept the Lake County General Terms and Conditions dated 10/10/2019 as written including the Proprietary/Confidential Information section. YES Failure to acknowledge may result in Submittal being deemed non-responsive.



ATTACHMENT 1 – SUBMITTAL FORM

21-0927

**4.0 CERTIFICATION REGARDING FELONY CONVICTION:**

Has any officer, director, or an executive performing equivalent duties, of the bidding entity been convicted of a felony during the past ten (10) years? NO

**5.0 CONFLICT OF INTEREST DISCLOSURE CERTIFICATION:**

Except as listed below, no employee, officer, or agent of the firm has any conflicts of interest, real or apparent, due to ownership, other clients, contracts, or interests associated with this project; and, this Submittal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal for the same services, and is in all respects fair and without collusion or fraud. Axias has no conflicts of interest as noted in the RFP.

**6.0 CERTIFICATION REGARDING BACKGROUND CHECKS:**

Under any County Contract that involves Contractor or subcontractor personnel working in proximity to minors, the Vendor hereby confirms that any personnel so employed will have successfully completed an initial, and subsequent annual, Certified Background Check, completed by the Contractor at no additional cost to the County. The County retains the right to request and review any associated records with or without cause, and to require replacement of any Contractor employee found in violation of this requirement. Contractor shall indemnify the County in full for any adverse act of any such personnel in this regard. Additional requirements may apply in this regard as included within any specific contract award. YES

**7.0 DISADVANTAGED BUSINESS ENTERPRISE PROGRAM**

The County does not establish specific goals for minority set-asides however, participation by minority and non-minority qualified firms is strongly encouraged. If the firm is a minority firm or has obtained certification by the State of Florida, Office of Supplier Diversity, (OSD) (CMBE), please indicate the appropriate classification(s) not applicable not applicable and enter OSD Certification Number n/a and enter effective date n/a to date n/a

**8.0 RECIPROCAL VENDOR PREFERENCE:**

Vendors are advised the County has established, under Lake County Code, Chapter 2, Article VII, Sections 2-221 and 2-222; a process under which a local vendor preference program applied by another county may be applied in a reciprocal manner within Lake County. The following information is needed to support application of the Code:

A. Primary business location of the responding Vendor: 1228 E 7th Avenue, Suite 305, Tampa FL 33506

B. Does the responding vendor maintain a significant physical location in Lake County at which employees are located and business is regularly transacted: NO If “yes” is checked, provide supporting detail: n/a

**9.0 GENERAL VENDOR INFORMATION:**

Firm Name: Axias FL, LLC  
Street Address: 1228 E 7th Avenue, Suite 305  
City: Tampa State and ZIP Code: FL 33605  
Mailing Address (if different): same as above

## ATTACHMENT 1 – SUBMITTAL FORM

21-0927

Telephone: 571.643.2343 Fax: n/a

Federal Identification Number / TIN: 85-3912160

DUNS Number: 078800014

### 10.0 SUBMITTAL SIGNATURE:

I hereby certify the information indicated for this Submittal is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am an authorized representative of this Vendor and/or empowered to execute this Submittal on behalf of the Vendor. I, individually and on behalf of the Vendor, acknowledge and agree to abide by all terms and conditions contained in this solicitation as well as any attachments, exhibits, or addenda.

Name of Legal Representative Submitting this Proposal: *Steve Lee*

Date: 7/1/2021

Print Name: Steve Lee

Title: Vice President

Primary E-mail Address: [slee@axiasinc.com](mailto:slee@axiasinc.com)

Secondary E-mail Address: [lgregg@axiasinc.com](mailto:lgregg@axiasinc.com)

The individual signing this Submittal affirms that the facts stated herein are true and that the response to this Solicitation has been submitted on behalf of the aforementioned Vendor.

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**Attachment 4: Team Composition Form**

**CONSULTANT**

ROLE	Name	City of Residence	Florida Active Registrations Number
Principal in Charge	Steve Lee	Tampa, FL	n/a
Sr. Structural Cost Estimator	Bradley Melnyk	Tampa, FL	n/a
Architectural Cost Estimator	Samuel Ayodele	Alexandria, VA	n/a
MEP Specialist	Carloes Rosales & Brandon Sisk	Alexandria, VA	n/a
Facility Condition Manager	Thomas Hall	Alexandria, VA	n/a
Auditor Claims Analyst	Patrick Reiser	Alexandria, VA	n/a
Scheduler	Lynn Wenger	Mooreville, NC	n/a
QA/QC	Martin Jacobs	Alexandria, VA	n/a
Value Engineer & Risk Analyst	Benson Kwong	Rockville, MD	n/a
Construction Manager	Mark Luria	Alexandria, VA	n/a
Change Order Specialist	Ayo Idowu	Alexandria, VA	n/a

**SUB CONSULTANTS**

ROLE	Company Name	Address	Individual's Name Assigned	Projected % of Overall Work	Worked with Prime before (YES/NO)	Individual Worked with Prime before (YES/NO)
Cost Estimating Support	Procon Consulting	415 Magnolia Ave, Merritt Island, FL	Jason Lopez	25%	Yes	Yes
Cost Estimator	Procon Consulting	415 Magnolia Ave, Merritt Island, FL	Kristin Vranicar	25%	Yes	No
Sr. Cost Estimator	Procon Consulting	415 Magnolia Ave, Merritt Island, FL	Chris Murray	25%	Yes	No

## Bradley Melynck

Senior Structural Cost Estimator



Bradley draws on his solid 20-year background in construction—traditional bid and integrated project delivery—for the cost management services he provides through our Tampa office. Job opportunities took the Toronto native to Florida, where his focus has been on area development, healthcare facilities, theme parks, and design-build projects.

### Select Project Experience

- Star Wars Galaxy Edge (Disneyworld/Disneyland)
- Harry Potter Hagrid's Motorbike Adventure
- Harry Potter Daigon Alley/London
- Islands of Adventure Incredible Hulk Refurbishment
- Cabana Bay and Two Tower Addition
- Hollywood Studios Grand Ave (Muppets)
- Animal Kingdom Asia & Kali River Rapids
- Disney Springs & Westside Hardscape Replacement
- The Boathouse, The Edison, Paradiso 37, Paddlefish
- Ragland Road, Starbucks, Jaleo, NBA Experience
- Art Smith's homecomin', Planet Hollywood, Coke
- BVD Pedestrian Bridges
- Florida Hospital Apopka
- Nicklaus Children's Hospital

### Education

Associates Degree: Film/Video  
FullSail University

Certificate: Digital  
Communication  
University of Western Ontario

### Software Experience

Bluebeam  
Microsoft Office

### Years of Experience

20+

# Samuel Ayodele, MRICS, PMP, PQS

Architectural Cost Estimator



Samuel is an experienced, determined, and team oriented cost manager, with the ability to produce early phase budgeting as well as detailed cost estimating and quantity take off of items from drawings using e-Tools such as OST, PlanSwift and BlueBeam. He is also well versed in cost planning and change management. His estimating ability ranges through all stages of a project's design from concept through construction documents and during construction phase. He has over 29 years of experience in monitoring project cost performance in relation to various elements of work, including turnkey contract, oil and gas, infrastructure, heavy machinery, and equipment. He has also worked on a wide variety of building types, ranging from schools and universities to government offices and defense department installations. His expertise includes the use of software programs such as M2 (Second Generation MCACES), SUCCESS and Primavera 6 in performing scope verification, cost estimates and value engineering.

### Education

Bachelor of Science: Quantity Surveying HND, The Polytechnic Ibadan Nigeria, May 1995

### Certifications/Affiliations

Certified Project Management Professional (PMP)

Member: Royal Institute of Chartered Surveyor, RCIS (MRICS)

AACE International (CCP in Progress)

Canadian Institute of Quantity Surveyor, CIQS (PQS)

Association of South African Quantity Surveyor (MAQS)

Member: Project Management Institute (PMI) National

Member: Association for the Advancement of Cost Engineering International (AACCI)

Member: Association of South African Quantity Surveyors (ASAQS)

### Years of Experience

29+

### References

Robert Franklin | JACOBS  
1100 N. Glebe Road, Suite 500  
Arlington, VA 22201  
Phone: 571.218.1002  
Fax: 571.218.1300

Everton Rowe | Smithsonian Institution  
600 Maryland Avenue SW, Suite 5001  
MRC 511  
Washington DC 20560  
Phone : 202.633.6259

Ahmed Khalil | JACOBS  
1100 N. Glebe Road, Suite 500  
Arlington, VA 22201  
Phone:: 571.218.1687

### Selected Project Experience

- Hurricane Disaster Recovery: Multiple Projects; Puerto Rico
- Halifax County Circuit Courthouse; Halifax, VA
- Smithsonian Institute: National Museum of the American Indian Upgrades; Washington, DC
- Smithsonian Institute: National Air and Space Museum Restaurant Renovation; Washington, DC
- Smithsonian Institute: Freer Quad Mass Notification - Phase II; Washington, DC
- Department of Commerce: Facility Upgrade Project (EPC); Jessup, MD
- Architect of the Capitol: B Tunnel Reconstruction; Washington, DC
- Architect of the Capitol: 380G Fuel Tank Replacement; Washington, DC
- Architect of the Capitol: Webster Hall; Washington, DC
- General Services Administration: Centers for Medicare & Medicaid Services Building; Woodlawn, MD
- CAC Mission: Residential and Commercial Developments; Atlanta, GA
- Early Learning Empowerment Infrastructure Project
- Deer's Head Center: Kidney Analysis Center Renovation; Salisbury, MD
- Verizon Wireless Center: IT/Telecommunications Project
- Central Bank of Nigeria: Headquarters; Nigeria
- University of Virginia: Alderman Library Renewal; Charlottesville, VA
- University of Virginia: Student Health and Wellness Center; Charlottesville, VA
- Georgetown University: Pre-Clinical Sciences Building; Washington, DC
- University of Virginia: Hospital Facade Replacement; Charlottesville, VA
- University of Virginia: Sterile Processing Renovation; Charlottesville, VA
- University of Virginia: Physics Building; Charlottesville, VA
- Wilson School; Arlington, VA
- Basilica School of St. Mary; Alexandria, VA
- George Mason High School; Falls Church, VA

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# Carlos B. Rosales, Jr.

MEP Specialist



At Axias, Carlos Rosales is a Senior Cost Manager with over 16 years of experience in Mechanical trade. He has worked on projects ranging from \$500,000 to \$15 Million. His experience is design-build, construction management, and international procurement.

Carlos's responsibilities have included preparing cost estimates for plumbing, HVAC, and fire protection, providing guidance to junior staff, completing pricing and cost benchmarking validations, and providing specialty cost intelligence deliverables. He has utilized his industry experience to develop cost estimates reflective of local market and project conditions.

He has been engaged in key projects such as the National Museum of African American History, NASA Museum, West Point Barracks, Shady Grove Hospital, and George Mason University.

Carlos has broad experience in the sale and execution of Federal contracts including USACE, NAVFAC, The Architect of the Capitol, and the Smithsonian Institute among other federal and semi-private clients and agencies.

### Education

Master of Professional Studies in Real Estate: Construction Management/International Real Estate; Georgetown University (Expected 2018)

Bachelor of Art: Interdisciplinary Studies/Construction Management; Catholic University (2015)

Associate of Applied Science: Construction Management Technology (2013)

Major Concentration: Applied Linguistics & Computer Systems; Army Polytechnics University; Quito, Ecuador (2001)

### Certifications/Affiliations

American Society of Professional Estimators (ASPE); 2007

American Society of Heating, Refrigerating & Air Conditioning Engineers (ASHRAE); 2010

AACE International; 2015

### Years of Experience

16+

### Selected Project Experience

- NSA Bethesda Chillers; Indian Head, MD
- Navy Yard Building W310; Washington, DC
- Smithsonian Institution: Arts & Industries Building; Washington, DC
- Smithsonian Institution: Galeta Complex; Panama
- Indian Head: B292 Mezzanine; Indian Head, MD
- Mariners Skills Training Facility; Norfolk, VA
- Berthing Pier 32; New London, CT
- Smithsonian Institution: Pavilion 2021; Washington, DC
- Dry Dock 2 Caisson Replacement; VA
- Dry Dock 8: New Saltwater System; VA
- NAVFAC: Pier 31 New Fire Protection System Dry Dock 2&3
- Kings Bay Dry Dock; Kings Bay, GA
- NASA Museum Kitchen Renovation; Washington, DC
- Fannie Mae: New Building Office Fit-Out; Washington, DC
- Architect of the Capitol Adams Building; Washington, DC
- Marine Corp Base Quantico: P191 Mainside Water Study; Quantico, VA
- Loudoun County: ADC AHU Upgrades; Manassas, VA
- Indian Head: Gas Line; Indian Head, MD
- Marine Corp Base Quantico: Transite Waterline; Quantico, VA
- NAVFAC: P-732 NNSY Electrical Distribution Upgrade; MD
- World Bank: AHU Replacement; Washington, DC
- FBI CJIS Campus: Fire Detection; Martinsville, WV
- National Institute of Standards & Technology: Building 220 & 301; Bethesda, MD
- International Monetary Fund: Campus Chiller Plant Improvement; Washington, DC
- Dry Dock Pipe Change; Portsmouth, VA

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## Brandon Sisk

MEP Specialist



### Education

Northern Virginia Community College

3 Years in Apprenticeship School

### Software Experience

Microsoft Office

LiveCount

BlueBeam

### Years of Experience

22+



Brandon Sisk is a professional cost estimator and project manager, with over 21 years of experience in installation, estimating, and project management in the electrical field. His estimating background includes reviewing customer plans, determining subcontractor needs, requesting and attaining quotes from suppliers, review and qualifying of quotes to contract documents, consolidating information into proposals for submission to clients. As a project manager, Brandon's experience includes requesting and attaining quotes from suppliers, review and qualifying of quotes to contract documents, consolidating information into proposals for submission to clients. Overall, Brandon provides Excellent project management and estimating skills with a proven record of success in analyzing all aspects of a project or area of responsibility with diligence, attention to detail and commitment to task completion.

### Selected Project Experience

- Smithsonian Institution: Air & Space Museum; Washington, DC
- Virginia Commonwealth University: Rhoads & Brandt Hall; Richmond, VA
- NSAG Whitelaw Building Rotunda Sound & Lighting Study; Augusta, GA
- Virginia Commonwealth University: Massey Cancer Center; Richmond, VA
- John Brent Elementary School; Washington, DC
- Naval Surface Warfare Center: Dahlgren Pilot Program; Dahlgren, VA
- University of DC: 4225 Connecticut Avenue Renovation; Washington; DC
- Kings Bay Dry Dock Repairs; Kings Bay; GA
- University of Mary Washington: Virginia Hall Renovation; Fredericksburg, VA
- NRL Facility; Diego Garcia (British Indian Ocean Territory)
- Capitol Montessori at Logan School; Washington, DC
- Veterans Affairs Community Living Center; Wilmington, DE
- Kings Bay Dry Dock: Chillers; Kings Bay, GA
- National Park Service: Brentwood Maintenance Facility; Washington, DC
- International Monetary Fund: HQ1 Café & Lounge; Washington, DC
- Virginia Military Institute: Turman House; Lexington, VA
- Howard University: Douglass Hall Renovation; Washington, DC
- Blue Kakuna (Confidential Project)
- Quantico TBS Electrical Repairs; Quantico, VA
- Morson's Row Office Building Renovation & Additions; Richmond, VA

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## Thomas Hall, MRICS

Facility Condition Manager



Thomas is a member of the Royal Institution of Chartered Surveyors (MRICS) and has more than 14 years of experience in the construction industry. His areas of expertise include facility/property condition assessments, capital planning, building surveying, project management and sustainability consulting.

### Selected Project Experience

- Wynwood Apartments; Miami, FL
- Charlestown Navy Shipyard, National Park Service; Boston, MA
- US Capitol, Architect of The Capitol; Washington DC
- Salvation Army Kroc Centers, Various Locations
- James-City County Municipal Facilities, Williamsburg, VA
- Williamsburg-James City County Public Schools, Williamsburg, VA
- Cold Spring Harbor Laboratories, Long Island, NY
- Georgia Southern University (Student Accommodation), Statesboro, GA
- Archdiocese of Chicago (three properties), Chicago, IL
- Illinois State University (Various Facilities), Normal, IL
- All Seasons Casino, New Haven, MN (FCA)
- Municipal Buildings, Loudoun County, Virginia 8 (Various FCAs)
- George H. Fallon Building (GSA), Baltimore, MD
- Philadelphia Customs House, Philadelphia, PA (GSA)
- Walter E. Hoffman Courthouse, Norfolk, VA
- Space Needle, Seattle, WA (PCA)
- Georgia State University, Atlanta, GA (FCA)
- Salesforce Tower, Atlanta, GA (PCA)
- Arlington Housing Corporation, Arlington, VA (Various FCAs)
- Herman Memorial Medical Plaza, Houston, TX (PCA)
- 10 building Multi-family portfolio, Brooklyn NY (PCA)
- 30 building hotel portfolio, Nationwide (PCA)
- Aylesbury Estate Regeneration, London, UK (Project Manager)
- Clapham Regeneration, London, UK (Project Manager)

### Education

Bachelor of Science: Sheffield Hallam University (United Kingdom), 2008

### Certifications/Affiliations

Member of the Royal Institution of Chartered Surveyors (MRICS), 2013

### Years of Experience

14+

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# Patrick Reiser, CCP

Auditor Claims Analyst



Patrick is a Cost Manager with 10 years of experience working in the commercial sector. He has worked on a variety of project types including commercial buildings, restrooms, fitness centers, conference centers, and offices. He has the ability to collaborate with architects and engineering firms to effectively manage projects from concept to delivery and is able to manage \$20M+ worth of capital and tenant improvements.

### Selected Project Experience

- Howard Hughes Medical Institute; Chevy Chase, MD
  - Apartments B and C Audits
  - Green Roof Audit
  - Childrens Lab Audit
  - Gymnasium Audit
  - Lots 1 and 141 Audit
  - Manor-Carriage House Audit
- NAVFAC: Dahlgren Systems Integration Facility; Dahlgren, VA
- US Marine Corp: Fire Alarm Study; Nationwide
- FBI CJIS: Building Management Controls; Martinsburg, WV
- NAVFAC: Dry Dock Pipe Change; VA
- FBI CJIS: Fire Detection; Martinsburg, WV
- National Institute of Standards & Technology: Building 220 & 301; Bethesda, MD
- Portsmouth Naval Shipyard B178; Portsmouth, VA
- Navy Yard: Building W310; Washington, DC
- Fort Totten Army Reserve Center; NY
- NIEHS: Animal Research Facility; Raleigh, NC

### Additional Projects

- 1800 Diagonal Road: Main Lobby & Common Corridor Renovation; Alexandria, VA
- 2001 Pennsylvania Avenue: Wave Offices; Washington, DC
- 1615 L Street: Wave Offices; Washington, DC
- 1615 L Street: Building Repositioning; Main Lobby & Terraces Renovations, Restroom Renovations, Fitness Center; Conference Center; and Rooftop Renovation; Washington, DC

### Education

Bachelor of Science: Integrated Sciences & Technology (Energy Concentration); James Madison University

### Software Skills

MS Office  
 Planswift Takeoff Software  
 Alpine Building Component Software

### Skills

Tenant Fit-Outs  
 Budgeting  
 Scheduling  
 Billing  
 Planning  
 Permitting  
 Procurement

### Certifications

Certified Cost Professional

### Years of Experience

10+

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## Lynn Wenger

Scheduler

### Education

Bachelor of Science:  
Construction Engineering; Iowa  
State University

### Software Experience

SureTrak

P3

P6

Microsoft Project

### Local Involvement

Junior Achievement Board of  
Directors & volunteer instructor

Iredell-Statesville School System  
Advisory Committee

Boy Scout Troop Assistant  
Scoutmaster

BSA Venture Crew Advisor

BSA Piedmont Council Board of  
Directors

Vice President of Lake Norman  
High School Band Boosters

Announcer for Lake Norman  
High School football & wrestling

Carolina Crown Drum & Bugle  
Corps camp & tour volunteer

### Years of Experience

42+

Lynn has over 42 years of experience in the construction industry. Currently he is working as a consultant providing the development, update / revision, and the review and analysis of project construction schedules. He also has experience performing material take-offs and cost estimates for proposed new projects, claims, and change orders, in addition to developing and maintaining a 4000-activity, cost-loaded CPM schedule.

### Select Project Experience

- Lighterage Wharf and Lift Launch Pier; Jacksonville, FL
- Norfolk Naval Ship Yard Dry Dock #3 Renovations
- Norfolk Naval Ship Yard Dry Dock #4 Renovations
- Norfolk Naval Ship Yard Dry Dock #8 Renovations
- Kings Bay Dry Dock Renovations
- Kings Bay Magnetic Silencing Facility
- CAD-A Pier, Naval Weapons Station Yorktown-Cheatham Annex
- Lighterage Wharf & Lift-Launch Pier, MCSF Blount Island, Jacksonville, FL
- North Carolina Air National Guard Operations HQ
- FBI Hazardous Device School
- FBI Terrorist Explosive Device Analysis Center
- GSA / Department of State Tier 3 Data Center
- GSA Headquarters Renovation / Modernization
- Smithsonian Institution Warehouse Facility
- Louisiana International Gulf Transfer Terminal
- National Cancer Institute Cancer Research Facility
- Siemens Energy Gas Turbine Manufacturing Facility
- US Coast Guard / DEA Hanger Facility, Great Inagua, Bahamas
- Gateway Center, Durham, NC

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# Martin Jacobs, CCC, MRICS

QA/QC



As principal of Axias, Inc, Martin Jacobs serves as Project Executive on many of our projects. He is adept at problem solving and responding to client's needs in a timely manner to ensure client satisfaction. He has a keen ability to provide guidance and advice as well as building, establishing, and maintaining strong and long-term relationships with owners, developers, consultants, and contractors.

Martin has over 28 years of experience in the construction industry in the United States and overseas, with special emphasis on quantity surveying, conceptual/program budgeting as well as detailed milestone design estimating, assessing market conditions, facility condition assessments, developing cost models for AAFP requirements and measuring and producing Bills of Quantities. He has experience in architectural, structural, civil, and MEP work, as well as change orders, cost management, and value engineering. Martin's expertise includes the use of government software programs, such as M2 (Second Generation MCACES), SUCCESS, and PACES in performing budget planning and developing feasibility studies and detailed cost estimates in the management of construction costs. Martin has worked on all construction types ranging from government, commercial, and education, through to aviation, cultural, and hospitality.

### Education

Bachelor of Science: Quantity Surveying, University of Port Elizabeth (1992\_

### Certifications/Affiliations

Member: Royal Institution of Chartered Surveyors (MRICS), December 2009

Certified Cost Consultant, American Association for the Advancement of Cost Engineers (CCC), 2010

Member: American Association of Cost Engineers (AACE)

Member: Society of American Military Engineers (SAME)

### Security Clearance

Secret

### Years of Experience

28+

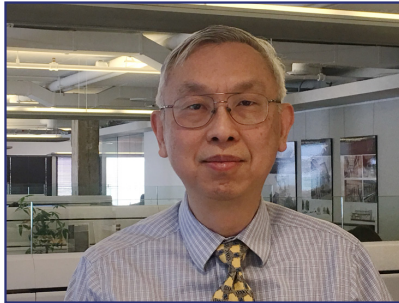
### Selected Project Experience

- University of Virginia: Athletics Complex; Charlottesville, VA
- Marine Corp Base: Sports Complex, MBC, Guam
- Bowie Ice Rink; Bowie, MD
- International Monetary Fund; Washington, DC
- Hirshhorn Museum & Sculpture Garden; Washington, DC
- Stead Park Recreation Center; Washington, DC
- DC Entertainment & Sports Arena; Washington, DC
- General Services Administration: Headquarters Modernization Phase II; Washington, DC
- Food & Drug Administration: Facility Consolidation; White Oak, MD
- Metropolitan Washington Airports Authority: Multiple Projects; DC, VA, & MD
- Albemarle Training Facility; Albemarle County, VA
- Merriweather Post Pavilion & Symphony Woods; Columbia, MD
- 7900 Wisconsin Avenue; Washington, DC
- Reston Community Center: Phase II; Reston, VA
- University of Mary Washington: Masterplan; Fredericksburg, VA
- Pike & Rose: Block 7; Bethesda, MD
- Wessynton Pool House; Wessynton, VA
- University of Virginia: Memorial to the Enslaved Workers; Charlottesville, VA
- Savannah Convention Center; Savannah, GA
- Atlantic Plumbing: Theater; Washington, DC
- Sully Community Center; Chantilly, VA
- National Park Service: Presidents Park; Washintgon, DC
- Food & Drug Administration: Housing Study; White Oak, MD
- 1712 Connecticut Avenue; Washington, DC
- General Services Administration: Headquarters Modernization Phase II; Washington, DC
- Catholic University of America: Sports Fields; Washington, DC
- General Services Administration: Appraisers Building & US Customs House; Washington, DC
- Washington State Convention Center; Seattle, WA
- Elizabeth House: Phase II; Silver Spring, MD

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## Benson Kwong, CVS, PE, CEM, CCE, CCP, LEED AP, BEMP

Value Engineer & Risk Analyst



### Education

Master of Science: Thermal Sciences, University of California, Berkley

Master of Science: Electrical Engineering, Georgia Institute of Technology

Master of Business Administration: University of Southern California

Bachelor of Science: Mechanical Engineering, University of Maryland

Professional Certificate: Strategic Decision & Risk Management, Stanford University

### Certifications/Affiliations

Certified Value Specialist: Life

Leadership in Energy & Environmental Design (LEED) Accredited Professional (BD+C, ID+C, O+M, Homes, ND)

Registered Professional Engineer, Maryland

Certified Energy Manager Building Energy Modeling Professional

Certified Cost Professional Risk Management Professional (PMP)

### Years of Experience

37+

Benson Kwong facilitates multi-discipline architect and engineering teams to review project designs and provide proposals for cost reductions and value enhancements. He has facilitated over 75 projects over the last decade, including multiple projects for Fairfax County Virginia, University of Virginia, US Army Corps of Engineers, US Department of State, US General services Administration, and the Smithsonian Institution.

### Selected Project Experience

- Lighterage Wharf and Lift Launch Pier; Jacksonville, FL
- McLean Community Center; Fairfax County, VA
- Reston Fire Station No. 25; Fairfax County, VA
- University of Virginia: Multiple Projects; Charlottesville, VA
  - Brandon Ave New Student Housing
  - Thornton Hall
  - Alderman Library
  - Physics Building
- Lorton Volunteer Fire & Rescue Station; Lorton, VA
- Camp Peary: Poplar Building, Williamsburg, VA
- Frankford Transportation Building; Philadelphia, PA
- US Air Force: Cargo Marshalling Yard; Al Udeid Air Base

### US General Services Administration

- US Courthouse; Tuscaloosa, AL
- US Land Port of Entry; Massena, NY
- Food and Drug Administration: Center for Drug Evaluation & Research Office Building 2; White Oak, MD

### US Army Corps of Engineers

- Indoor Firing Range; Ft. Meade, MD
- Consolidated logistic Center; Ft. Detrick, MD
- Nallin Pond Vehicle Gate; Ft. Detrick, MD
- North Campus Utility Plant; Ft. Meade, MD
- Four Hangar Renovations; Ft. Campbell, KY
- Missile Defense Complex, Europe Interceptor Site
- Wideband Satellite Operations Center; Ft. Detrick, MD
- Wastewater Treatment Facility; Ft. Detrick, MD
- Emergency Services Center; Ft. Detrick, MD
- National Museum of Health & Medicine; Forest Glenn Annex, MD
- Ft. Belvoir Warriors in Transition; Ft. Belvoir, VA
- US Army Medical Research Institute for Chemical Defense; MD
- Ft. Meade Administration & Operations Center; Ft. Meade, MD

### US Department of State

- Power Requirements Study
- American Center, Rangoon; Myanmar
- New Embassy Compound: Paramaribo, Suriname
- New Embassy Compound: Nouakchott, Mauritania

### Smithsonian Institution

- National Museum of African American History & Culture; Washington, DC
- National Museum of American History: Public Space Renovation; Washington, DC
- Mathias Laboratory Expansion; Washington, DC
- Improve Mall-Wide Perimeter Security; Washington, DC

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## Mark Luria, CCM

Construction Manager



As principal of Axias, Mark Luria serves as director of project management services; he is a project executive on many of our projects and has worked on several construction claim resolutions.

Mark has more than 36 years' experience in the development, construction and real estate industry. Graduating with honors in Civil Engineering from the University of Virginia in 1983, he started his career as a developer and construction project manager, building experience in estate transactions, financing, and processes, and construction of projects ranging infrastructure to large commercial buildings. Certified by the Construction Manager Certification Institute, Mr. Luria has a recognized background in managing all phases of the construction process successfully, from feasibility to design and procurement, through construction and turnover. Spending the last 16 years in general contracting and the construction management industry, his background as a developer and construction executive bring a unique mix of experience and perspective to the team. As such, he has a proven ability to deliver landmark facility renovations as well as complex new construction projects for major private, commercial, institutional, and public clients in the Washington, DC region. His experiences as a development executive, builder, and DC/Northern Virginia District Manager for the largest privately held Construction Management firm in the US bring substantial leadership and benefit to any Capital Construction and/or Renewal Program.

### Education

BSc: Civil Engineering (Structures);  
UVA, May 1983

### Certifications/Affiliations

Construction Management  
Association of America, Certified  
Construction Manager (CCM)

Washington Building Congress:  
Member and past judge

Associated Builders and  
Contractors: Member

Engineer in Training (EIT): 1983

### Boards

AGC of DC

ACE Mentor Program of National  
Capital Area

National Trust for Historic  
Preservation

### Years of Experience

36+

### Selected Project Experience

- Eagle County School District - (Affordable Housing)
- Town of Breckenridge (Affordable Housing)
- Elizabeth Square; Silver Spring, MD (Affordable Housing)
- 7900 Wisconsin Ave, Chevy Chase, MD (Residential high rise/  
commercial mixed use)
- Watergate West building renovations; Washington, DC (Residential)
- International Monetary Fund (IMF) - Project Mgmt Term contract
- 4747 Bethesda Ave, Bethesda, MD (Commercial HQ building)
- 1770 Crystal Drive, Arlington, VA (Commercial HQ building)
- The Watergate Hotel; Washington, DC
- Astra Zeneca campus renovations; Gaithersburg, MD
- George Mason HS; Falls Church, VA
- US Capitol Visitor Center; Washington, DC
- US Capitol Dome Rehabilitation; Washington, DC
- Dwight D. Eisenhower Presidential Monument; Washington, DC
- National Academy of Sciences; Washington, DC
- Washington Headquarters Services Headquarters; Alexandria, VA
- Herbert Hoover Building; Washington, DC (Dept of Commerce)
- Bureau of Alcohol, Tobacco, and Firearms and Explosives  
Headquarters; Washington, DC (ATF Headquarters)
- Robert F Kennedy Building, Washington, DC (Main Justice HQ)

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## Ayo Idowu

Change Order Specialist



### Education

BSc: Civil Engineering, University of Lagos, Nigeria (2003)

MSc: Coursework, Technology Management, University of Maryland Eastern Shore Shady Grove Campus (2010)

### Certifications/Affiliations

Nigerian Society of Engineers

Institute of Civil Engineers, UK

American Association of Cost Engineers

American Society of Engineers

### Additional Experience

Adjunct professor teaching Construction Management Estimating at the University of Maryland Eastern Shore Shady Grove Campus.

"Effect of Rice Husk Ash as an Admixture with Cement on the Compressive Strength of Concrete Blocks" - June 2004

### Years of Experience

16+

Mr. Ayo Idowu brings over 15 years of experience providing cost estimates on a variety of building types and projects. His expertise and training provide a balanced coverage of all disciplines. Mr. Idowu has extensive experience in all aspects of complete procurement of construction projects, including cost estimating, project management, budgeting, CPM scheduling, change order analysis and evaluation, value engineering, life cycle cost analysis and coordination.

Ayo's unique approach to integrating cost and schedule data enhances project management, value engineering and project efficiencies. His expertise also covers claims avoidance, constructability reviews, claims review and resolution, change order analysis and reconciliation for a wide range of projects. In addition to cost services, He is responsible for cost management of construction projects, providing overview services on behalf of Owners monitoring all aspects relating to cost, time and quality.

Mr. Idowu is experienced in providing cost estimates at various stages of design for banking, transit, buildings, ports roadways and infrastructure, and power plants.

### Selected Project Experience

- Metcalf Mill: Expansion; Tucson, AZ
- Pretrial Woman's Detention Center; Baltimore, MD
- Martha Jefferson Hospital; Charlottesville, VA
- National Institute of Health: IDIQ Contract; Bethesda, MD
- National Institutes of Health: Building 10 E & F Wing Phase B; Bethesda, MD
- Collocate Military Department Investigative Agencies; Quantico, VA
- General Services Administration: Thurgood Marshall Courthouse; New York, NY
- Ritz Carlton Residences Inner Harbor; Baltimore, MD
- Park Place; Annapolis, MD
- Capitol Visitors Center; Washington, DC
- Las Baulas Hotel: Casino & Spa; Puerto Rico
- University of Virginia: MR5 & MR6 Biomedical Engineering and Medical Science Centers; Charlottesville, VA
- San Francisco Municipal Transit Authority: Central Subway Program; San Francisco, CA
- National Museum of African American History & Culture; Washington, DC
- Los Angeles County Metropolitan Transportation Authority: Los Angeles County Rail & Transit PMO; Los Angeles, CA
- Los Angeles County Metropolitan Transportation Authority: I-5 North Capacity Enhancement; Los Angeles, CA
- Los Angeles County Metropolitan Transportation Authority: Metro Westside Subway Extension, Los Angeles, CA
- Los Angeles County Metropolitan Transportation Authority: Metro Regional Connector Transit Corridor; Los Angeles, CA
- Los Angeles County Metropolitan Transportation Authority: Metro Measure R Transit and Highway Improvements; Los Angeles, CA
- U.S. Consulate: Lease Fit-Out; Porto Alegre, Brazil
- Virginia Military Institute: Indoor Training Facility; Lexington, VA
- John Hopkins University: Bloomberg School of Public Health Infrastructure Upgrade/Lab Fit-Out; Baltimore, Maryland

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## procon:consulting

### Jason Lopez, CCM, LEED GA

Project Executive

#### QUALIFICATIONS

Jason Lopez is a seasoned Executive with nearly 15 year experience providing oversight on large, complex programs and projects. Jason has provided construction program oversight, design review management, comprehensive procurement and source selection services, oversight of multiple construction activity and logistics, and comprehensive and detailed construction estimating including computing construction costs for contract modifications. He has experience in material takeoffs of construction work and in pricing the value of that work for equitable contract adjustments. He has successfully coordinated large teams and effectively coordinates with contractors, tenants, government agencies, and all project stakeholders to resolve issues while ensuring excellent customer service and client satisfaction.

#### EDUCATION AND CERTIFICATIONS

**B.S., Construction Management**, Florida International University, Miami, FL  
 Certified Construction Manager (CCM)  
 LEED Green Associate (LEED GA)

#### RELEVANT PROFESSIONAL EXPERIENCE

**Construction Executive/Construction Project Manager** **2010 - Present**  
 Procon Consulting LLC, Arlington, VA

**U.S. Department of Homeland Security HQ at St. Elizabeths West Campus, Washington, DC (4.5 million SF/\$4.4 billion)** Construction Executive for the \$4.4-billion redevelopment program at the St. Elizabeths Campus for the headquarters consolidation of Department of Homeland Security. The high-security project includes 4.5 million square feet (SF) of new construction and adaptive reuse of 50 historic buildings for 17,000 personnel, as well as site work, roads, central utility operations, underground utilities, state-of-the-art security perimeter fence, an operations command center, technology integration program, furniture installation, move management, and site-related improvements.

**NASA Repair Vehicle Assembly Building Utility Annex and KSC Central Campus Building, Cape Canaveral, FL (\$98 million)** Project Executive for scheduling support services for multiple projects. Performed in-depth analysis of contractor-prepared construction schedules to identify manipulated logic, time, and resources masked due to contractor inefficiencies. Conducted analysis of contractor-submitted recovery schedules to identify negative float activities, critical path activities, and near critical path (<14 days of float). Evaluated allocated resources and utilization rates to ensure completion by contract end date.

**U.S. Architect of the Capitol IDIQ, Washington, DC and Fort Meade, MD (\$145 million)** Principal-in-Charge for Procon’s work on the AOC IDIQ that has encompassed over \$145 million of repair and alterations projects in multiple high-security buildings on the campus of the U.S. Capitol as well as LOC facilities at Fort Meade. Projects all took place in occupied facilities and included work on exterior security barriers, building envelope repairs, roof replacements, A/V systems, food service area renovations, high-bay climate controlled modular storage facilities, and HVAC systems replacements.

**U.S. Department of State IDIQ, Washington, DC (\$31 million)** Construction Executive for \$31 million of repair and alterations projects in high-security, occupied facilities on the main State campus as well as off-site State Department facilities. Projects included space renovations and tenant fit-outs, as well as power upgrades, HVAC and fire and life safety improvements, and the replacement and upgrade of power and HPAC motor upgrades.

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## Jason Lopez (continued)

Project Executive

**FDIC Construction Management Services Contract, Arlington, VA and Washington, DC** Construction Executive for repair and alterations project at various FDIC facilities in Washington, DC and Arlington, VA, including air handler unit replacements and large electrical equipment replacement.

**U.S. National Institute of Standards and Technology IDIQ, Gaithersburg, MD** Construction Executive for repairs and alterations under an IDIQ program for NIST's 579-acre campus in Gaithersburg, MD. Projects were conducted in occupied facilities and included renovations, upgrades, and commissioning in a variety of space types.

**U.S. General Services Administration (GSA) Construction Management BPA, Nationwide** Principal-in-Charge for all four zones of GSA's construction management BPA. Provide customer executive-level point of contact, ensure that task-order teams are properly resourced and are meeting quality and performance standards.

**U.S. GSA Construction Region 2 IDIQ, New York/New Jersey** Principal-in-Charge for region-wide IDIQ contract. Provide customer executive-level point of contact, ensure that task-order teams are properly resourced and are meeting quality and performance standards.

**U.S. National Institute of Standards and Technology IDIQ, Gaithersburg, MD** Construction Executive for repairs and alterations under an IDIQ program for NIST's 579-acre campus in Gaithersburg, MD. Projects were conducted in occupied facilities and included renovations, upgrades, and commissioning in a variety of space types.

**D.C. Department of General Services IDIQ, Washington, DC** Principal-in-Charge on Procon's IDIQ contract for DC DGS repairs and alterations program. Provide customer executive-level point of contact, ensure that task-order teams are properly resourced and are meeting quality and performance standards.

**Project Manager**  
Bovis Lend Lease, Miami, FL

**2005-2010**

**Overtown Transit Village Phase II (324,000 SF/\$58 million), Miami, FL** Construction project management for \$58-million new construction federal office building consisting of 324,000 SF of office space and a 145,000 SF parking garage. Created, implemented, and managed a quality control program utilizing hand-held tablets to minimize subcontractor rework and improve.

**Metropolitan One Project (1 million SF/\$110 million), Miami, FL** Project management for \$110 million new construction of residential high-rise consisting of 1 million SF inclusive of 42 floors, 12-story parking garage, retail space, full high-end restaurant, and amenities deck.

**University of Miami Clinical Research Building and Wellness Center, Miami FL. (\$55 million)** Construction of an 18-story medical office building with 13 story precast garage and 2-story structural steel Wellness Center. Served as Project Engineer including managing submittals, documents, and RFI log.



## procon:consulting

### Kristin Vranicar, CCM, CQM, EIT

Cost Estimator

#### QUALIFICATIONS

Kristin Vranicar has 10 years of experience in the construction industry working as construction manager and general contractor managing complex, high-security, federal projects in occupied facilities. She has extensive experience developing programs of requirements, establishing budgets, leading procurement processes, and evaluating contractor cost proposals. She has performed hundreds of independent cost estimates, evaluated contractor cost proposals for base bids and change orders, and performed negotiations on behalf of clients. Additionally, Kristin is adept at design management, procurement, quality control and inspections, conflict resolution, construction coordination, and coordinating project communication and activities. She has strong technical, interpersonal, communications, and problem solving skills. Kristin's specialized computer software skills include Prolog, Primavera P6, MS Project, MS Office Suite, and AutoCAD.

#### EDUCATION

**B.S., Civil Engineering**, The Ohio State University  
Certified Construction Manager (CCM)  
Construction Quality Management Certified (CQM)  
Civil Engineer in Training (EIT)  
OSHA 30-hour Training

#### RELEVANT PROFESSIONAL EXPERIENCE

Procon Consulting LLC, Arlington, VA

2014 - Present

**FDIC Program Management, Arlington, VA** Developed capital improvement plan for FDIC headquarters buildings. Analyzed plan for budgeting, efficient sequencing, and mitigating risks. Assisted with Program Management Plan development. Identified efficiencies for current project development and delivery and provided recommendations for new processes and improvements. Chaired monthly meetings with FDIC stakeholders to ensure coordination across divisions, status update, and tracking of initiatives.

**FDIC Training Center Modernization, Arlington, VA (53,000 SF/\$13 million)** Providing construction management support for the Training Center Modernization at Virginia Square. Services include capturing existing conditions, identifying issues, change management, reviewing contractor schedule, and chairing progress meetings. Assisting FDIC in developing an internal webpage to communicate the project to all FDIC staff members. Tracking follow-on contracts with FDIC stakeholders to ensure a smooth transition from construction to Owner occupancy and use. Provided assistance during the design and procurement phases. Performed design reviews, developed solicitation documents, developed a plan for a safe pre-bid site visit, and provided technical assistance to the Technical Evaluation Panel (TEP) by serving as an advisor during contractor proposal reviews.

**FDIC Construction Management Services Contract, Arlington, VA and Washington, DC** Provided project management services for multiple, concurrent, projects. Developed change order and modification procedures for the FDIC construction program. Maintained project documentation including minutes, submittals, RFIs, and payment applications. Reviewed, analyzed, and processed change orders, and kept contract logs. Provided monthly project reporting dashboards tracking project budget, schedule, and risk. Analyzed and provided risk assessments for key activities. Performed monthly general contractor schedule reviews. Reviewed and presented recommendations for enhancement of general contractor scopes of work and solicitations.

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## Kristin Vranicar, CCM, CQM, EIT (continued)

### Cost Estimator

- **Air Handler Unit Replacement** Refurbishment of four air handlers for Buildings A and B at VASQ.
- **HVAC Upgrades, Renovations, and Replacement** Chilled water plants and pump replacement, and refurbishment of air handlers and associated equipment at 1776 F Street and 550 17th Street.
- **Large Electrical Equipment Replacement** Demolition and replacement of major electrical equipment, creation of new electrical room, and addition of BAS controls and utility metering upgrades at VASQ.
- **550 Studio Project** Review of A/E proposal and schedule for 550 Studio Project

**GSA Office of Leasing U.S. Department of State Repairs and Alterations, Washington, DC** Project manager on multiple repair and alterations projects in State Department facilities. Maintained project documentation using GSA's ePM system including minutes, submittals, RFIs, and payment applications. Coordinated and performed design reviews. Coordinated security requirements for project site access and construction contractor clearances with DoS Diplomatic Security. Reviewed construction contractor schedule. Provided project schedule updates to DoS Office of Real Property Management in weekly tracking meetings. Analyzed general contractor schedules, estimated project phasing, and identified critical activities. Developed weekly progress reporting. Reviewed, analyzed, and processed change orders and kept contract logs. Implemented project close-out client training prior to occupancy.

- **SA-1 Floors 12 and 13** Design-build (D-B) project encompassed the renovation of office space, including upgrading electrical, voice, data, lighting, and cooling systems.
- **Renovation of Human Smuggling and Trafficking Center Offices** Phased D-B renovation of leased office space including upgrading voice/data cabling to meet DOS technology standards, electrical upgrades, ductwork, and HVAC upgrades to tie into existing system.
- **HST Vaults 3 and 4 Electrical Upgrade** Power and HPAC motor upgrades at Harry S. Truman building. Upgrade of existing switchgears, transformers, and associated components that are approaching the end of their life-cycle.

**GSA Office of Leasing, Washington, DC** Provided Project Management services for the U.S. Department of State on behalf of the GSA Office of Leasing for multiple concurrent projects. Maintained project documentation using GSA's ePM system, including minutes, submittals, RFIs, and payment applications. Analyzed general contractor schedules, estimated project phasing, and identified critical activities. Developed weekly progress reporting. Reviewed, analyzed, and processed change orders, and kept contract logs. Implemented project close-out procedures and ensured the client received proper training prior to occupancy.

- **American Red Cross Building Renovation, Washington, DC (\$14 million)** A \$14-million occupied renovation and tenant fit-out for The Department of State.
- **SA-39 Renovation (78,730 SF/\$11 million)** An \$11-million phased renovation of 78,730 SF of office space in an occupied leased building.
- **SA-01A and SA-01B (2,405 SF)** Design Manager for 2,405 SF office fit out in an occupied leased building.

**Grunley Construction**  
Rockville, MD

2013 - 2014

**FDIC Headquarters Modernization, Washington, DC (260,000 SF/\$27 million)** Project Engineer for \$27-million modernization and HVAC retrofit project in 260,000 SF occupied office building. Coordinated and communicated with the construction management team regarding project status. Prepared submittals and requests for information. Developed method of subcontractor identification and approval for the construction of a secure space. Helped proactively identify potential problems to minimize risk to schedule and costs.

## Kristin Vranicar, CCM, CQM, EIT (continued)

Cost Estimator

**German Embassy Renovation, Washington, DC (\$45.3 million)** Assistant Project Manager for \$45.3-million renovation and fit-out of the German Embassy. Coordinated and communicated with designers, subcontractors, and the client to develop effective solutions to mitigate disparities between design and implementation, improving constructability. Managed material required on the project by expediting deliveries and creating and implementing a material tracking log that tracked date of submission, assessed lead times, and delivery dates.

**Turner Construction Company**  
Columbus, OH

**2011 - 2013**

Prepared take-offs for owner change orders while quantifying the value against items previously installed. Processed and distributed requests for information, submittal packages, and bulletins. Ran comparative analysis between design and execution for quality control and assurance focusing on rebar placement and post tension cables for concrete slabs, beams, and columns.

## procon:consulting

### Chris Murray, LEED AP

Senior Cost Estimator

#### QUALIFICATIONS

Chris Murray is an innovative construction executive with over 20 years of experience working on projects ranging in size from \$10 million to over \$250 million. He is recognized for leveraging a unique combination of organizational skills, technical proficiencies, financial acumen, creativity, and an innate ability to inspire multiple stakeholders with differing agendas to work together to maximize the return on investments made by all involved. Chris builds solid working relationships and establishes trust with clients, designers, subcontractors, and other project stakeholders.

#### EDUCATION

**B.S., Civil Engineering**, Clemson University, Clemson, SC, 2000

#### SELECT ESTIMATING EXPERIENCE

**Architect of the Capitol Campus, Washington, DC**

Provided estimates for numerous repair and replacement projects ranging in value from \$10,000 to \$200,000.

**Lanier Village Estates, Gainesville, GA**

Estimating for a \$40-million assisted living facility.

**Overtown Transit Village Phases I and II, Miami FL**

Estimating for two commercial office buildings for the Miami-Dade County Department of General Services.

**U.S. Department of State, Washington, DC**

Provided estimates for multiple projects including building renovations and infrastructure.

#### RELEVANT PROFESSIONAL EXPERIENCE

**Senior Project Manager**

**2016 - Present**

Procon Consulting LLC, Arlington, VA

Provides executive leadership to multiple construction management teams. Oversees budgets, schedules, resource allocation, quality control efforts, and overall performance of construction management personnel. Leads teams through all phases of the construction process from design development to pre-construction through successful completion and close-out, completing each one on time and under budget. Report project financial and schedule status to clients on a regular basis. Trains, mentors, and develops staff. Sought by subordinates, peers, senior leadership, and designers for input or expertise.

**Senior Project Manager**

**2015 - 2016**

Turner Construction Company

Provided pre-construction planning including a detailed project schedule for a \$114-million Design-Build (D-B) academic building for the U.S. Navy's Naval Facilities Engineering Command (NAVFAC) at the U.S. Naval Academy in Annapolis, MD. The schedule was cited by NAVFAC as being instrumental in the award of the project to Turner. Developed, maintained, and managed project construction schedules using Primavera and Suretrak scheduling software. Established the sequence of procurement of materials and equipment including activities for submittals, approvals, fabrication, delivery, and installation. Utilized schedules to determine the impact of individual events or

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## Chris Murray, LEED AP (continued)

Senior Cost Estimator

changes in the work before they took place to allow both the Contractor and Owner to make more informed decisions with regard to these types of issues.

Managed all phases of the pre-construction effort including procurement, planning and detailed project scheduling for a \$158-million Guaranteed Maximum Price contract for construction of the four-star Conrad Hotel at the CityCenterDC Development in Washington, DC.

### Project Manager

2010 - 2015

Jacobs Engineering Group

Provided comprehensive construction management services for numerous complex, high-profile projects. Managed the coordination of architectural and engineering disciplines during design and construction phases of work on multiple projects. Created and implemented a detailed project schedule and chaired weekly meetings. Analyzed and negotiated Contractor change order requests. Reviewed and provided detailed analyses of the Contractor's Project Schedules to avert significant claims. Reviewed and approved Contractor applications for payment. Led the commissioning effort for all electrical, mechanical, physical, and electronic security systems. Performed thorough design reviews and coordinated agency design reviews for incorporation into the final Design Documents. Experience included:

### Project Manager

1998 - 2010

Bovis Lend Lease, Inc.

Provided all aspects of construction project management for major construction projects. Managed and led projects including the coordination of multiple subcontractors, vendors, designers, developers, and government agencies. Provided comprehensive constructability reviews to designers prior to construction. Accountable for the development, coordination, and execution of all construction management activities and personnel on a day-to-day basis. Created, implemented, and administered all operational procedures, project controls, and processes to ensure that contractual obligations were met and that designers met their required deadlines. Compiled monthly payment applications with assistance from the Project Accountant and met with the client, designers, and lenders to gain approval to allow payments to be processed. Initiated and managed the RFI, submittal, change order, and close-out processes.

Identified substantial shortfalls in an inherited \$30-million budget, restructured the budget, and secured \$15 million in additional tenant improvement the same project to transform it from a projected loss to one that exceeded its contract profit by 67%. Received the Miami Office M.V.P. award from the Vice President/Principle-in-Charge as a result. Formulated a comprehensive spreadsheet that encompassed all project procurement, budgeting, cost controls, and forecasting to supplement the company's standard accounting software application. This provided the flexibility necessary to effectively analyze and forecast cost to ensure maximum profitability and became the model for the rest of the Miami Office. Coordinated and managed the estimating, bidding, and subcontract award process on the \$58-million project, generating \$2.5 million in savings from the original contract budget.



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**Detail by Entity Name**

Florida Limited Liability Company  
AXIAS (FL) LLC

Filing Information

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<b>Event Date Filed</b>	11/23/2020
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Principal Address

1228 E. 7th Avenue,  
STE 305  
Tampa, FL 33605

Changed: 02/24/2021

Mailing Address

225 REINEKERS LANE  
C/O AXIAS INC. - SUITE 200  
ALEXANDRIA, VA 22314

Registered Agent Name & Address

LEE, STEPHEN  
6509 MAIDEN SEA DRIVE  
APOLLO BEACH, FL 33572

Address Changed: 11/23/2020

Authorized Person(s) Detail

NONE

Annual Reports

**No Annual Reports Filed**

Document Images

[11/23/2020 -- CORLCRACHG](#)

[View image in PDF format](#)

[11/03/2020 -- Florida Limited Liability](#)

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Form **W-9**  
(Rev. October 2018)  
Department of the Treasury  
Internal Revenue Service

**Request for Taxpayer  
Identification Number and Certification**

**Give Form to the  
requester. Do not  
send to the IRS.**

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type.  
See Specific instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
Axias (FL) LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

Individual/sole proprietor or single-member LLC     C Corporation     S Corporation     Partnership     Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ C

**Note:** Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  
Exempt payee code (if any) \_\_\_\_\_  
Exemption from FATCA reporting code (if any) \_\_\_\_\_  
*(Applies to accounts maintained outside the U.S.)*

5 Address (number, street, and apt. or suite no.) See instructions.  
1228 East 7th Avenue, Suite 305

6 City, state, and ZIP code  
Tampa, FL 33605

7 List account number(s) here (optional)

Requester's name and address (optional)

**Part I Taxpayer Identification Number (TIN)**

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

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

**Social security number**

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or

**Employer identification number**


8	5	-	3	9	1	2	1	6	0
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**Part II Certification**

Under penalties of perjury, I certify that:

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

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

**Sign Here** Signature of U.S. person ▶ 

Date ▶ 2/4/2021

**General Instructions**

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

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

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*

ADDENDUM NO. 1

21-0927



Office of Procurement Services

P.O. Box 7800 • 315 W. Main St., Suite 441 • Tavares, FL 32778

**SOLICITATION:** On-Call Construction Cost Estimating Services

06/17/2021

Vendors are responsible for the receipt and acknowledgement of all addenda to a solicitation. Confirm acknowledgement by including an electronically completed copy of this addendum with submittal. Failure to acknowledge each addendum may prevent the submittal from being considered for award.

THIS ADDENDUM CHANGES THE DATE FOR RECEIPT OF PROPOSALS TO JULY 1, 2021.

**QUESTIONS/RESPONSES**

Question 1. For Section “2. Forms”, would the County please clarify what type of response they are looking for regarding “Descriptive Literature”?

**Answer 1. Any literature provided by the vendor that their discretion that may add support to their proposal**

Q2. Does the County want respondents to include resumes for all proposed staff or only for the Program Manager?

**R2. Please provide the resumes for the proposed staff.**

Q3. For “Section 5. Completed Pricing Sheet”, the second item requests “supporting documentation for proposed pricing”. What is the County looking for in regard to supporting documentation?

**R3. This is for any documentation, at the vendor’s discretion, to clarify any of the items on the pricing sheet.**

Q4. In Section 1.0 – part 1.2 (Attachments – page 2 of 5) – Attachment 2 is the Pricing Sheet and Attachment 4 is Team Composition Form. however, in Section 6.0-E-2 (Delivery and Submittal Requirements - page 3 of 5) Attachment 2 is named the Team Composition Form. Please clarify.

**R4. Section 1.2 ATTACHMENTS shall now read:**

**Attachment 1 – Submittal Form**

**Attachment 2 – Pricing Sheet**

**Attachment 3 – References Form**

**Attachment 4 – Team Composition**

**ACKNOWLEDGEMENT**

Firm Name: Axias FL, LLC

I hereby certify that my electronic signature has the same legal effect as if made under oath; that I am an authorized representative of this vendor and/or empowered to execute this submittal on behalf of the vendor.



**ADDENDUM NO. 1**

**21-0927**

Signature of Legal Representative Submitting this Bid: *Steve Lee*

Date: 7/1/2021

Print Name: Steve Lee

Title: Vice President

Primary E-mail Address: [slee@axiasinc.com](mailto:slee@axiasinc.com)

Secondary E-mail Address: [lgregg@axiasinc.com](mailto:lgregg@axiasinc.com)



**CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)  
07/30/2020

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

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must 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).

<b>PRODUCER</b>  Weis Insurance Agency John Weis (680336R) 7061 Brookfield Plz Springfield 22150 - 2915	<b>CONTACT NAME:</b> MariaFernanda CSR <b>PHONE (A/C, No, Ext):</b> 703 644 6063 <b>FAX (A/C, No):</b> 703 644 2429 <b>E-MAIL ADDRESS:</b> staff.jweis@farmersagency.com - CC: jweis@farmersagent.com														
	<table border="1"> <thead> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> </thead> <tbody> <tr> <td>INSURER A :Twin City Fire Insurance Company (One Harford)</td> <td>0091</td> </tr> <tr> <td>INSURER B :Travelers - Property Casualty Company.</td> <td>25623</td> </tr> <tr> <td>INSURER C :Federal Insurance Company</td> <td>20281</td> </tr> <tr> <td>INSURER D :</td> <td></td> </tr> <tr> <td>INSURER E :</td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </tbody> </table>		INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A :Twin City Fire Insurance Company (One Harford)	0091	INSURER B :Travelers - Property Casualty Company.	25623	INSURER C :Federal Insurance Company	20281	INSURER D :		INSURER E :		INSURER F :
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**INSURED**  
  
 AXIAS, INC  
 1228 E 7th Avenue  
 Ste 200  
 Tampa, FL 33605

**COVERAGES** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES DESCRIBED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY CONDITIONS, EXCLUSIONS AND CONDITIONS OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR ANY POLICY MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:	30 SBA TY 0916	04/01/2020	04/01/2021	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	30 SBA TY 0916	04/01/2020	04/01/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000	30 SBA TY 0916	04/01/2020	04/01/2021	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input checked="" type="checkbox"/> Y <input type="checkbox"/> N / A If yes, describe under DESCRIPTION OF OPERATIONS below	UB-7J174816-20-42-G	07/13/2020	07/13/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C	Professional Liability	82349293	05/01/2020	05/01/2021	Each Claim/Aggregate Limit: \$ 2,000,000 Retention : \$ 25,000.00

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
 Management Consulting Services Operations.  
 1st Location: 225 Reinekers Lane, Ste 200 Alexandria, VA 22314 - 2nd Location: 1077 30th Street, NW First Floor, Washington DC 20007 - 3rd Location: 216 Main Street, Ste 204D Edwards, CO 81652 - 4th Location: 197 Route 18, Suite 3000 East Brunswick, NJ 00816 -

<b>CERTIFICATE HOLDER</b>  FOR INSURED USE ONLY.	<b>CANCELLATION</b>  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  

# SOLUTION

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### Approach to Cost Management

We pride ourselves in hiring the best professionals in every service field we provide. Our mindset is that if we treat and pay our staff better than anyone else in the industry, they will have no reason to ever leave. It is hard to find good people, and if you find them, you'd better keep them. We employ diverse professionals who not only have experience in cost estimating, but also in construction, bid negotiations, constructability, construction contracting, etc., which greatly benefits our clients in that we look at every project from multiple angles and perspectives to ensure that we always provide our clients with estimates that are well thought out and representative, to the best of our ability, of the owner's dreams/wishes and the designers' intent.

Our estimators are certified by the governing body of the estimating profession here in the United States, AACE International, and as such are certified in understanding estimating processes and procedures and provide service of a high professional standard.

Over time we have had several Indefinite Quantity Indefinite Delivery Contracts (IDIQ's) which each can produce a number of tasks. We're accustomed to reacting on short notice and providing cost estimates and/or budgets on multiple tasks under one contract. Some tasks large and some small. We are always at the ready for tasks that may come up at any time and that require short turnaround delivery. We've been doing this for a long time and the way we set our team up is such that the tasks or requests come in through a central point of contact, assisted by a second individual in case the main point of contact is unavailable. The task then gets disseminated amongst the various estimators depending on the type of project. If it is a mechanical or electrical heavy project, it would be led by our senior MEP estimator and if it is architectural, structural or civil heavy, it would be led by one of our senior A, S, C estimators.

Whether an estimate is due in two weeks, one week or a few days, we are always ready to perform and can produce an estimate in a short amount of time, while always ensuring that our clients receive an estimate that accurately reflects the drawings and/or anticipated scope, concise and clear, separated into whichever packages or layouts our clients may require for any specific submission.

At Axias, 90% of our work comes from repeat clients, which speaks to our character, integrity, reputation and effectiveness. We like to think that once we earn a client's trust, we have a client for life. Over time we have figured out what works and what does not. Our leadership and staff take great pride in what we do. We understand that our clients have other options as well and thus do not take any relationship lightly. We work on them and through constant communication and relationship building we create a "two-way trust system" where it becomes second nature to pick up a phone and ask questions openly and frankly and have constructive conversations about any project.

### Feasibility Budget Preparation

The feasibility budget cost estimating on most projects begins with the preparation of a Project Control Budget (PCB), generated from existing cost data that we have for similar facilities, initial design concepts and program information. This stage of cost control is designed to align the program with available funds, and to allocate them appropriately to the multiple components of the budget.



The budget developed can be represented as a triangle, or circle as represented in the graphic above, that balances the three elements of the cost of a building, as follows:

- **Scope:** the program required and design intent
- **Performance:** the experience of the building, its look and feel, quality levels and sustainability/energy use characteristics
- **Budget:** the available funding to accomplish the objectives

Having a balanced alignment between these three elements that reflects the aspirations of all stakeholders is key. Projects really have to start right to finish right, so getting this balance correct at the outset, then maintaining it as the project progresses, is critical to the project achieving its original objectives.

To develop the budget or Cost Model, we employ a proactive approach to information gathering. We work closely with the design team in order to ensure that the Cost Model developed adequately reflects:

- The required program mix (affects Scope)
- Building massing and geometry (affects Scope)
- Expectations of the design team and the Owner for quality of materials and engineering systems (Performance)
- Sustainability and other energy conservation goals (Performance)
- Logistical constraints and conditions existing at the site (Budget)
- Potential access and staging restrictions (Budget)
- Anticipated schedule for construction, phasing and swing space requirements (Scope and Budget)
- All probable contractual and procurement conditions (Budget)

The intent is to uncover and consider many of the potential cost drivers prior to the commencement of the design phase.

Once this data is collected, we prepare preliminary quantities for all the building components. These quantities are measured directly from the documents or by utilizing experience and a system of control quantities established from similar projects. The final step in the process is the establishment of appropriate unit prices. This is achieved from a number of resources. The first such resource is our experience in general price levels within the market and our exposure to costs presented by numerous subcontractors and contractors. The second resource is direct quotes from subcontractors and suppliers.

The third and final resource is building the unit rate up from first principles (i.e. a process whereby labor rates, productivity factors and overhead costs are combined with material costs and equipment costs to determine a unit rate).

An important aspect of our service, particularly during early stage cost planning, is benchmarking against other comparable projects. The benchmarking of the project provides an initial indication of how the building compares to others. It helps highlight the unique design or programmatic aspects of the building. This helps in identifying areas that differ or are unexpected and that can be researched, explained or reviewed. We anticipate close interaction with the Owner and the design team throughout the design process, and, subject to approval, to interact with them, asking appropriate questions and contributing our expertise on a continuing basis as the design progresses.

In order to accurately prepare an estimate, it is important for the team to be familiar with the site location. We typically will visit the site to review the constraints under which the work will be performed. The costs and restrictions of working in the location, such as staging areas, traffic control and availability of parking will be factored into the estimate. The impacts of likely ordinances that might restrict work or deliveries to certain hours or otherwise restrict the phasing and scheduling of construction work will also be assessed.

The budget can be developed in two formats at this stage. The CSI format will present the trade breakdown and will help procurement decisions and tracking. The elemental/ systems format can also be prepared to enable benchmarking, and to reflect design decisions and tracking. The elemental format is important to help ensure that a balanced approach is established for the cost model, and that all systems of the building are adequately represented. This typically shows costs for the foundations, structure, enclosure, interior fit-out, MEP systems, site work and general conditions and fee. Particularly at this early stage, design options are still being explored, and the exact system and associated trade are being compared. For example, a CMU exterior wall can be compared with a glazed curtain wall option, and an appropriate design solution developed that falls within the budget for exterior wall. This systems-based cost model serves as a basis for design cost control for the remainder of the design. As such, the cost model must be reasonable and achievable, reflect the functional requirements of the program and building, and balance the aspirations of the owner within an acceptable budget for construction. If the initial cost model exceeds the funds available for construction, we will assist in the development of a program and design that are aligned with the budget and develop a corresponding cost model. The final budget driven cost model can become a target for the cost of each individual building system during the design stage.

In preparing the cost model we can ensure that risks that may impact the project are identified and addressed. We identify the level of risk (high, medium, low), assess the likelihood of the risk occurring, and establish a value (time as well as cost) associated with the risk. As risk generally carries a cost premium, it is important to identify the stakeholder best able to bear the risk. We can also identify the risk management strategy for each issue and make recommendations to the Owner so that each risk is effectively controlled and mitigated, without excessive contingencies or other premiums. Each estimate will contain a contingency allocation that identifies and prioritizes specific areas of potential cost volatility and reflects the risk analysis. We will continually track these items to dynamically manage the budget and mitigate any potential impacts by providing viable corrective actions.

Of course, the cost of a new building is not limited to the construction cost, and an important part of our approach in establishing budgets and aligning expectations is in developing appropriate soft costs, if requested. We can draw upon our extensive experience and resources to develop a comprehensive itemization of soft cost items, including design fees, insurances, furniture, fittings & equipment, project management and other professional services. If required we work closely with the Owner to develop appropriate budgets for each of these elements that reflect the Owner's requirements, culture and approach.

Our service will be highly interactive with the Owner and other appropriate stakeholders, and will be performed through meetings, presentations and active dialog. At the conclusion of this phase, a great deal of knowledge will have been gained by all parties, and it is important to

capture this knowledge so that it forms a basis for the design process going forward. The Axias cost report format has been specifically developed to capture and present this knowledge in this way. It will clearly capture all the knowledge and expertise described above, and present it in a concise format that explains how budgets were developed, assumptions made and agreed, and how the underlying risks are reflected. This document will serve as a key resource for the team as we move into the next phase.

### **Design Stage Estimates**

We have focused a large part of the narrative for our approach on the Preliminary Budget Preparation, because it represents our firm belief in the need for accurate and early budget development that aligns expectations and reflects the realities within which the building will be designed, procured, constructed and operated. Time spent in establishing this budget and the early stage will pay off now as the actual design work commences. The cost model developed both in CSI and systems format will provide a foundation for cost control and management throughout the design phases, providing a yardstick to measure design options and evaluate approaches. For example, there is a key interplay between the exterior enclosure and the mechanical systems of the building, and investments made in one system should result in savings in the other, ensuring the overall cost remains in budget. During the conceptualization phase, criteria design phase and detailed design phase, we will continue to work as an integral member of the design team helping ensure an optimal design within the established budget. The elements of the process are similar to those used to establish the budget, with risk assessment, benchmarking, market analysis continuing to play a key role in our service. However, the level of quantification and the level of pricing are more detailed as the level of design information becomes more defined, and the interactions become more distinct and specific. Contingencies will reduce as risks are mitigated and controlled, and design solutions are finalized. At the completion of each design stage Axias will prepare a Change Analysis report that outlines the changes that have taken place between each design phase. We will make recommendations for cost reductions and opportunities to gain better value.

Further, at every step of each phase Axias performs an internal quality control process which maintains a series of verification points to ensure that consistent methods are applied, and mistakes are avoided on all projects. All projects are completed within the framework of a project specific management plan, tailored to the specific needs and objectives of that project, matching deliverables and process with appropriate staffing.

Particular attention is paid to the identification and mitigation of risk. All projects are assigned a peer reviewer who has particular expertise in the required building type for this contract. This reviewer will work in concert with the project team to ensure quality and identify risks and will have the ultimate sanction on releasing reports to the Owner.

At each design stage we can reconcile our estimate with the Construction Manager (CM), if one has been retained by the owner. Our approach is to bring the depth of knowledge gained from over one hundred projects a year in the local market, our strong expertise in the building type nationally and our understanding of program and cost drivers, and blend it with the perspective of the CM. This will ensure that the estimates accurately reflect the design, construction and market, with no hidden contingencies or excessive amounts to reflect unknowns or risks. The reconciled estimates will ensure that the Owner is able to negotiate a GMP from the best possible position, in full knowledge of all factors and conditions.

### **Construction Phase Cost Control**

During construction the focus shifts from predictive cost estimating to reactive cost management of any changes in the work. Changes arise from a number of different sources—unforeseen conditions, owner-generated changes, drawing errors and omissions, code issues or contractual claims. Also, changes can arise from on-going proactive cost management, either generated by the design team or the general contractor, where one of the parties proposes a better-value substitution (sometimes known as Value Engineering Change Proposals or VECPs).

## Project Approach & Process

For all reviews of changes, we can first assist the owner in establishing the ground rules in the contract documents (covering mark-ups, sources of data such as NECA and so forth), agree a format with the general contractor, and require the general contractor to first review change proposal from subcontractors before compiling and forwarding to the owner. Changes should also be reviewed by the design team for entitlement—is it really a change to the scope and are there any credits due? We then review the pricing against the contract and industry norms, leading to an independent estimate or assessment for presentation to the general contractor, and subcontractors involved. Wherever possible the value of the change should be agreed before the work is installed, otherwise the owner's leverage to agree a fair and reasonable price is greatly diminished.



# S B S

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*Financial Stability Statement* .....54

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*Litigation Outcome Statement* .....65

## List of Subcontractors

For this pursuit, the subcontractors that are on the Axias team are:

1. Procon Consulting

The information regarding the key personnel, along with their roles, can be found in Attachment 4: Team Composition on page 19 of our response.

# PRICING

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ATTACHMENT 2 - PRICING SHEET

21-0927

On-Call, Construction Cost Estimating Services

**Axias FL, LLC**

**SAVE AND SUBMIT AS AN EXCEL FILE**

The Contractor will furnish all labor, materials, tools, transportation and equipment necessary to provide on-call construction cost estimating services to Lake County. Services will be performed in accordance with the specifications listed. Prices must be quoted per estimated hours. Actual hours are unknown and are estimated for evaluation purposes only.

ITEM #	PERSONNEL CLASSIFICATION	TYPICAL WORK TASKS	HOURLY RATE
1	Principal	Client liason, team lead and quality control.	\$195.00
2	Facilities Condition Manager	Inspection and condition assessment of buildings	\$145.00
3	Auditor Claims Analyst	Contract compliance and claims analysis	\$135.00
4	Scheduler	Construction scheduling and analysis	\$115.00
5	Chief Estimator (Architectural / Structural Civil)	Estimating and change order reviews, life cycle costing	\$145.00
6	Senior Estimator (Mechanical/ Electrical)	Estimating and change order reviews, life cycle costing	\$135.00
7	Estimator	Estimating and change order reviews	\$100.00
8	Administrator	Administrative assistance to team	\$45.00

**Please list any additional classifications that your proposes to be added**

ITEM #	PERSONNEL CLASSIFICATION	TYPICAL WORK TASKS	HOURLY RATE
9	Certified Value Specialist and Risk Analyst	Value engineering and risk analysis	\$175.00
10	Construction Manager	Constructability, bid, general conditions, bid documentation	\$155.00
11			
12			
13			

Lake County is exempt from all taxes (Federal, State, Local). A Tax Exemption Certificate will be furnished upon request for any direct purchasing. Contractor will be responsible for payment of taxes on all materials purchased by the Contractor for the project.

Lake County will not accept nor authorize payment for travel time or expenses of service personnel to any of Lake County's facility locations. The hourly rate must commence on the job site. Billable time will be for service work performed.

This is an indefinite quantity contract with no guarantee use of services. The County does not guarantee a dollar amount to be expended on any contract resulting from this solicitation.

# MANAGEMENT

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Axias FL, LLC is a branch office of Axias, Inc. headquarterd in Alexandria, VA. In order to prove our financial stability, as requested on page 3 of the RFP, we are providing A Dun and Bradstreet report ran in June 2021 for that office.

Please refer to the following pages for this report.

**dun & bradstreet**

**Axias, Inc.** DUNS: 07-880-0014

Quick View Report

Company Information	
225 Reinekers Ln Ste 200 Alexandria, VA 22314	
This is a <b>single location</b> location.	
<b>Telephone</b>	(703) 706-0400
<b>Chief Executive:</b>	DIRECTOR(S): THE OFFICER(S)
<b>Stock Symbol:</b>	NA
<b>Year Started</b>	2013
<b>Employees</b>	29
<b>Financial Statement</b>	
<b>Sales</b>	NA
<b>Net Worth</b>	NA
<b>History:</b>	NA
<b>Financial Condition:</b>	NA
<b>Financing:</b>	NA
<b>SIC:</b>	1522 8711 1542 1541 8742
<b>Line of Business:</b>	Mgmt consulting svcs, engineering services, industrial bldg cnstrn, nonresidential cnstrn, residential construction
<b>Corporate Family:</b>	
This business is a single location of the corporate family.	

Scores

**PAYDEX®**

**80** ▲

ON TERMS

**Based on up to 24 months of trade.**  
**D&B PAYDEX® Key**

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

**Credit Limit Recommendation**

Risk Category  
**Low**

Conservative Credit Limit  
**\$25k**

Aggressive Credit Limit  
**\$45k**

## D&B Rating ®

Rating  
**--**

The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 06/24/2013

D&B Rating	Date Applied
--	2013-06-24

The Summary Analysis section reflects information in D&B's file as of June 7, 2021

## D&B Viability Rating

**3** Viability Score

Compared to ALL US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

**2** Portfolio Comparison

Compared to ALL US Businesses within the D&B Database:

- Model Segment: **Established Trade Payments**
- Level of Risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**



B

**Data Depth Indicator**

G Descriptive A Predictive

**Data Depth Indicator:**

- Rich Firmographics
- Extensive Commercial Trading Activity
- Basic Financial Attributes

I

**Company Profile**

Financial Data	Trade Payments	Company Size	Years in Business
<b>Not Available</b>	<b>Available (3+Trade)</b>	<b>Medium</b>	<b>Established</b>

Compared to ALL US Businesses within the D&B Database:

- Financial Data: **Not Available**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Medium: Employees: 10-49 or Sales: \$100K-\$499K**
- Years in Business: **Established: 5+**

## History & Operations

### History

The following information was reported: **06/05/2021**

Officer(s):  
 MARTIN JACOBS, PRES  
 SCOTT CULLEN, PRIN  
 MARK LURIA, PRIN  
 SCOTT CULLEM, SEC

**DIRECTOR(S):**  
 THE OFFICER(S)

The Virginia Secretary of States business registrations file showed that Axias, Inc. was registered as Corporation on January 23, 2013, under file registration number 07602287. Business name changed from Hanscomb Consulting, Inc. to Axias, Inc. by charter amendment on October 29, 2020.  
 Business started 2013.  
 MARTIN JACOBS. Work history unknown.  
 SCOTT CULLEM. Work history unknown.  
 MARK LURIA. Antecedents not available.  
 SCOTT CULLEM. Antecedents not available.  
 Business address has changed from 211 N Union St Ste 100, Alexandria, VA, 22314 to 8418 Rainbow Bridge Ln, Springfield, VA, 22153.  
 Business address has changed from 8418 Rainbow Bridge Ln, Springfield, VA, 22153 to 1800 Diagonal Road, Alexandria, VA, 22314.  
 Business address has changed from 1800 Diagonal Road, Alexandria, VA, 22314 to 1800 Diagonal Road, Suite 330, Alexandria, VA, 22314.  
 Business address has changed from 1800 Diagonal Road, Suite 330, Alexandria, VA, 22314 to 225 Reinekers Ln Ste 200, Alexandria, VA, 22314.

### Operations

06/05/2021

Description:

Provides management consulting services, specializing in construction project management. Provides engineering services, specializing in building construction consulting. Contractor of industrial buildings. Contractor of nonresidential buildings, specializing in new construction of commercial or office buildings. Contractor of residential buildings, specializing in new hotel/motels.

**Employees:** 29 which includes officer(s).

**Facilities:** Occupies premises in building.

## SIC & NAICS

**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

- 8742 0402 Construction project management consultant
- 8711 0401 Building construction consultant
- 1541 9905 Industrial buildings, new construction, nec
- 1542 0101 Commercial and office building, new construction
- 1522 0105 Hotel/motel, new construction

**NAICS:**

- 236210 Industrial Building Construction
- 236220 Commercial and Institutional Building Construction
- 541330 Engineering Services
- 541611 Administrative Management and General Management Consulting Services

## Payments

### PAYDEX®

The D&B PAYDEX® is a unique, dollar weighted indicator of payment performance based on up to 8 payment experiences as reported to D&B by trade references.

3 Month PAYDEX®

**80** ▲

When weighted by dollar amount, payments to suppliers average ON TERMS terms.

Based on payments collected over the last 3 months

24 Month PAYDEX®

**80** ▲

When weighted by dollar amount, payments to suppliers average ON TERMS terms.

Based on payments collected over the last 24 months

When dollar amounts are not considered, then approximately 100 of the company's payments are within terms.

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

### Payments Summary

Total (Last 24 Months): 8

	Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	Days Slow			
					31	30-80	81-90	90
<b>Top Industries</b>								
Business consulting	1	\$250.00	\$250.00	100%	0	0	0	0
Nonclassified	1	\$100.00	\$100.00	100%	0	0	0	0
<b>Other Categories</b>								
Cash experiences	5	\$450	\$250	--	--	--	--	--
Unknown	1	\$250	\$250	--	--	--	--	--
Unfavorable comments	0	\$0	\$0	--	--	--	--	--
Placed for collections with D&B:	0	\$0	\$0	--	--	--	--	--
Other	0	N/A	\$0	--	--	--	--	--
Total in D&B's file	8	\$1,050	\$250	--	--	--	--	--

The highest Now Owes on file is \$100

The highest Past Due on file is \$0

There are 8 payment experience(s) in D&Bs file for the most recent 24 months, with 4 experience(s) reported during the last three month period.

## Payments Details

Total (Last 24 Months): 8

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/f (Mo. )
05/2021	Ppt	\$100	\$100	\$0	--	1 mo
04/2021	Ppt	\$250	\$0	\$0	--	4-5 mos
04/2021	(003)	\$50	--	--	Cash account	1 mo
04/2021	(004)	\$50	--	--	Cash account	1 mo
11/2020	(005)	\$50	\$0	\$0	Cash account	6-12 mos
09/2020	(006)	\$250	--	--	Cash account	1 mo
10/2019	(007)	\$50	--	--	Cash account	6-12 mos
06/2019	(008)	\$250	\$0	\$0	--	--

Payments Detail Key: ■ 30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## Banking and Finance

### Statement Update

Key Business Ratios from D&B

We currently do not have enough information to generate the graphs for the selected Key Business Ratio.

- This Company

### Key Financial Comparisons

	(\$)	(\$)	(\$)
<b>This Company's Operating Results Year Over Year</b>			
Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA
<b>This Company's Assets Year Over Year</b>			
Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA
Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non Current	NA	NA	NA
Total Assets	NA	NA	NA
<b>This Company's Liabilities Year Over Year</b>			
Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current Liabilities	NA	NA	NA
Total Current Liabilities	NA	NA	NA
Other Long Term and Short Term Liabilities	NA	NA	NA
Deferred Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities and Net Worth	NA	NA	NA



We currently do not have any recent financial statements on file for your business. Submitting financial statements can help improve your D&B scores. To submit a financial statement, please call customer service at 800-333-0505.

### Key Business Ratios

	This Company	Industry Median	Industry Quartile
<b>Solvency</b>			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA
<b>Efficiency</b>			
Collection Period	NA	NA	NA
Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
<b>Profitability</b>			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA
Return on NetWorth	NA	NA	NA

### Public Filings

#### Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	3	10/01/19

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

#### Judgments

We currently don't have enough data to display this section

#### Liens

We currently don't have enough data to display this section

Suits

We currently don't have enough data to display this section

UCC Filings

**Collateral:** Account(s) including proceeds and products - General intangibles(s) including proceeds and products - Contract rights including proceeds and products  
**Type:** Original  
**Sec.Party:** BRANCH BANKING AND TRUST COMPANY, FALLS CHURCH, VA  
**Debtor:** HANSCOMB CONSULTING, INC.  
**Filing No.:** 14123138692  
**Filed With:** SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA  
**Date Filed:** 12/31/14  
**Latest Info Received:** 02/23/15

**Collateral:** Inventory including proceeds and products - General intangibles(s) including proceeds and products - Equipment including proceeds and products  
**Type:** Amendment  
**Sec.Party:** BRANCH BANKING AND TRUST COMPANY, FALLS CHURCH, VA  
**Debtor:** HANSCOMB CONSULTING, INC.  
**Filing No.:** 15110259962  
**Filed With:** SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA  
**Date Filed:** 11/02/15  
**Latest Info Received:** 01/15/16  
**Original Filing No.:** 14123138692  
**Original UCC Filed Date:** 12/31/14

**Type:** Continuation  
**Sec.Party:** BRANCH BANKING AND TRUST COMPANY, FALLS CHURCH, VA  
**Debtor:** HANSCOMB CONSULTING, INC.  
**Filing No.:** 19100170061  
**Filed With:** SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA  
**Date Filed:** 10/01/19  
**Latest Info Received:** 10/09/19  
**Original Filing No.:** 14123138692  
**Original UCC Filed Date:** 12/31/14

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Government Activity

Summary

**Borrower (Dir/Guar):** NO  
**Administrative Debt:** NO  
**Contractor:** YES  
**Grantee:** NO

**Party excluded**

**from federal program(s):** NO

Possible Candidate:

**Labor Surplus Area:** N/A

**Small Business:** YES (2021)

**8(A) Firm:** N/A

The public record items contained herein may have been paid, terminated, vacated, or released prior to today's date

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

**Special Events**

N/A

**Corporate Linkage**

**Parent**

Company Name	DUNS #	City, State
AXIAS, INC.	07-880-0014	ALEXANDRIA, VIRGINIA

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# ITTIGATION

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## Litigation Outcome

Axias FL, LLC has not been involved in any litigation or proceedings in the past three (3) years in which the firm has been involved in any matter related to professional activities.