

PROF

Cover Letter3

TAB 1: VENDOR PROFILE

Statement of Interest & Understanding of Project5
Firm Profile/Firm History9
Attachment 3: Reference Form11
Program Manager Information13

TAB 2: FORMS

Attachment 1: Submittal Form16
Attachment 4: Team Composition Form19
Key Personnel Resumes20
Proof of SunBiz Registration38
W-9 Form39
Addendum #140
Proof of Insurance42

TAB 3: PROPOSED SOLUTION

Project Approach & Process44

TAB 4: SUBCONTRACTORS/JOINT VENTURES

List of Subcontractors50

TAB 5: COMPLETED PRICING SHEET

Attachment 2: Pricing Sheet52

TAB 6: FINANCIAL STABILITY

Financial Stability Statement54

TAB 7: LITIGATION

Litigation Outcome Statement65

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

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.

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

21-0927

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