

# Make Buildings for Life.



**CITY OF  
GAINESVILLE**  
**NEW PUBLIC SAFETY FACILITIES**



3911 W Newberry Road  
Gainesville, Florida 32607  
o. 352.363.6070  
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[scorpioco.com](http://scorpioco.com)



PROPOSAL COVER PAGE (CCNA)

City of  
**Gainesville**

**Procurement Division**

(352) 334-5021(main)

Issue Date: 6/9/23

**REQUEST FOR PROPOSALS: #PWDA-230055-DH**

**Public Safety Facilities Construction Manager at Risk**

PRE-PROPOSAL MEETING:  Non-Mandatory  Mandatory  N/A  Includes Site Visit  
DATE: \_\_\_\_\_ TIME: \_\_\_\_\_  
LOCATION: \_\_\_\_\_

Legal ad (Gainesville Sun) publish date: June 15, 2023

QUESTION SUBMITTAL DUE DATE: July 6, 2023

**DUE DATE FOR UPLOADING PROPOSAL: July 14, 2023 at 3:00PM**

**SUMMARY OF SCOPE OF WORK:** City of Gainesville is seeking proposals from licensed contractor (hereinafter, referred to as proposer) to provide construction manager at risk services for public safety facilities.

For questions relating to this solicitation, contact: Diane Holder (holderds@gainesvillefl.gov)

Proposer is not in arrears to City upon any debt, fee, tax or contract:  Proposer is NOT in arrears  Proposer IS in arrears  
Proposer is not a defaulter, as surety or otherwise, upon any obligation to City:  Proposer is NOT in default  Proposer IS in default

Proposer who receive this solicitation from sources other than City of Gainesville Procurement Division or DemandStar.com MUST contact the Procurement Division prior to the due date to ensure any addenda are received in order to submit a responsible and responsive offer. Uploading an incomplete document may deem the offer non-responsive, causing rejection.

**ADDENDA ACKNOWLEDGMENT:** Prior to submitting my offer, I have verified that all addenda issued to date are considered as part of my offer: Addenda received (list all) # ADD#1

Legal Name of Proposer: Domenic Scorpio

DBA: DE Scorpio Corporation DBA Scorpio

Authorized Representative Name/Title: Domenic Scorpio - President and CEO

E-mail Address: domenic@scorpioco.com FEIN: 46-2621773

Street Address: 3911 West Newberry Rd. Gainesville, FL 32607

Mailing Address (if different): \_\_\_\_\_

Telephone: ( 352 ) 363-6070 Fax: ( 352 ) 363-6071

By signing this form, I acknowledge I have read and understand, and my business complies with all General Conditions and requirements set forth herein; and,

- Proposal is in full compliance with the Specifications.
- Proposal is in full compliance with the Specifications except as specifically stated and attached hereto.

SIGNATURE OF AUTHORIZED REPRESENTATIVE: \_\_\_\_\_

SIGNER'S PRINTED NAME: Domenic Scorpio DATE: 7-14-23

*This page must be completed and uploaded to DemandStar.com with your Submittal.*

E-Bidding Document - RFQ (CCNA) - Page 1 of 113



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scorpioco.com



July 14, 2023

City of Gainesville  
Attn: Diane Holder  
Procurement Division  
Gainesville, FL 32601

RFQ # PWDA-23005-DH Public Safety Facilities Construction Manager at Risk

Dear Ms. Holder,

We are pleased to submit this proposal to the City of Gainesville for the Public Safety Facilities Construction Manager at Risk. Scorpio was established to bring community-centered buildings to life, for life. There is no denying that the ability to partner with the City of Gainesville and its Public Safety and Public Works agencies, who are committed at the highest level to advancing our communities, speaks to the heart of our organization.

Our priority during each project is protecting the public, staff, and visitors. Second to that is treating those we partner with integrity and fairness. We promote teamwork, professionalism, excellence, and respect in everything we do. We believe these shared values will create the foundation for a successful partnership with the City, the Police and Fire Departments, and Public Works.

Scorpio has an excellent record of delivering successful projects for the City of Gainesville and other local organizations, government entities, and institutions. Our team members know how to deliver work in and for the City of Gainesville. To adequately serve the City's need for multiple new facilities, we propose two exceptional teams with the specific experience necessary to deliver each project on time and budget.

Additionally, Scorpio acknowledges and supports the role of the community in a project like this. With decades of delivering work in Gainesville, this team has forged strong relationships with the local subcontractor community, and we are committed to maximizing the amount of work contracted to local and diverse subcontractors.

At Scorpio, we look beyond. Beyond the project. Beyond the owner. We must look to the people who will use the buildings we create – and beyond even that to the impact we will have on the community. People need buildings that frame and enhance their lives. Owners need a return on investment. We deliver both through dedication to detail and enhancement of your budget. We call this approach community-centered construction. And there is no community we are more dedicated to than our own.

After reviewing our qualifications proposal and understanding how our values align with yours, we hope you will find these Scorpio teams exceptionally qualified. We look forward to once again serving the City of Gainesville with our construction management services and bringing your buildings to life, for life.

Sincerely,

**Domenic Scorpio**  
President and CEO



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ALACHUA COUNTY FIRE STATION #40

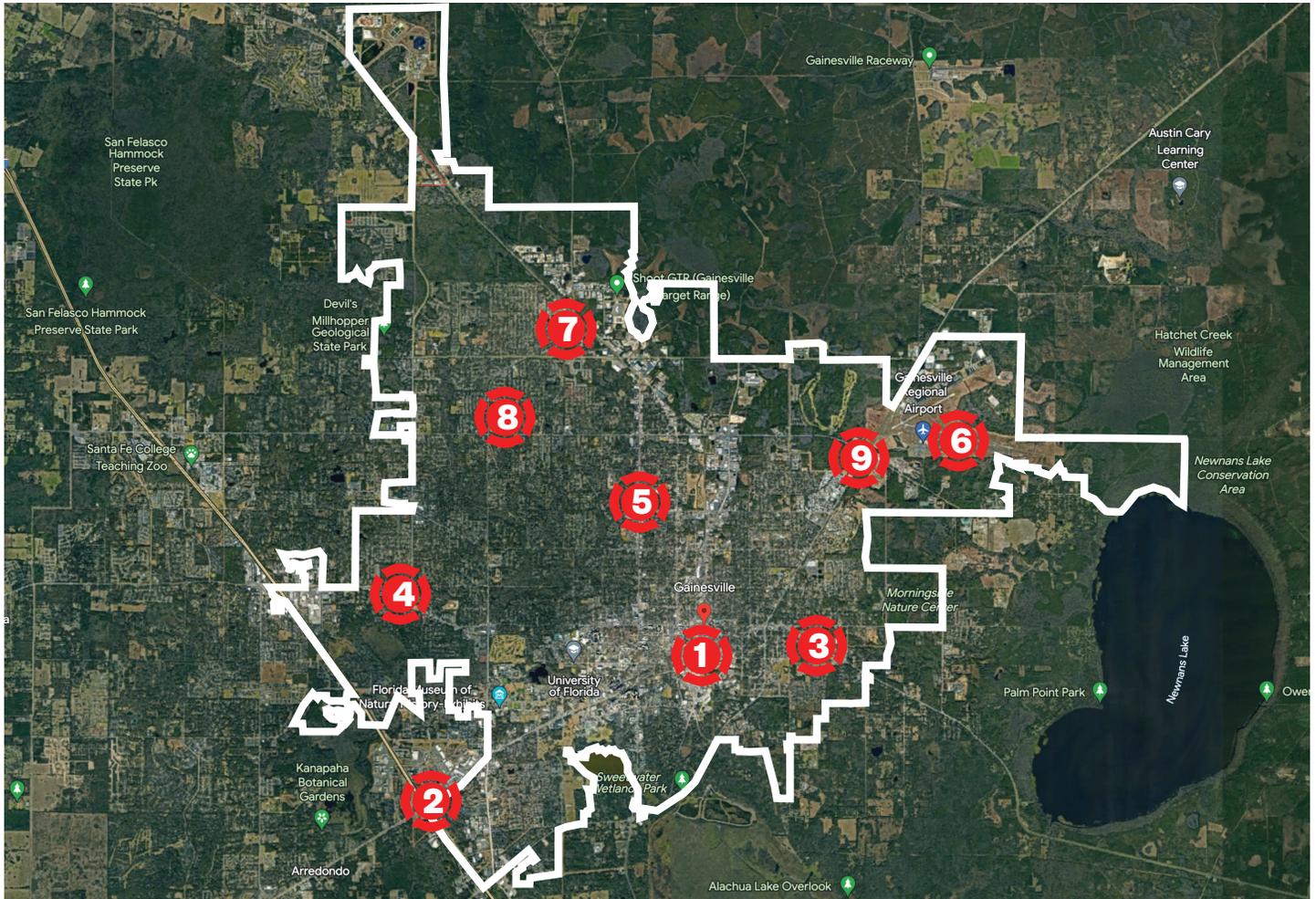


# TAB 1

Project Understanding



# Understanding Your Project



## PROJECT UNDERSTANDING:

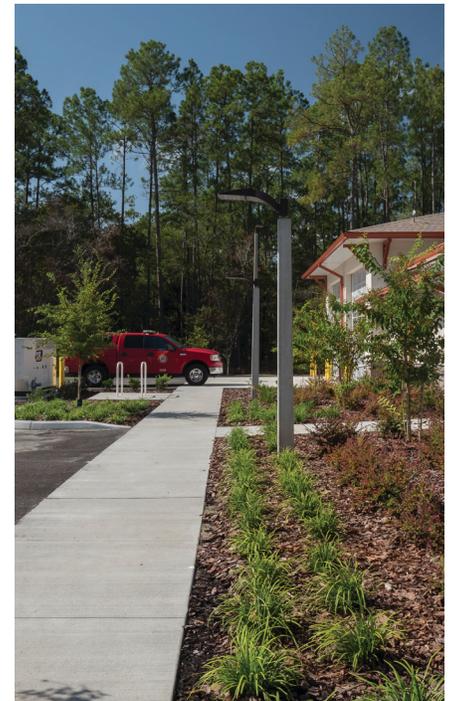
We understand that the City of Gainesville intends to award two construction management contracts to assist with a Master Plan of Public Safety and Public Works Facilities for the city that will span multiple years. We believe the city is looking to engage a true community partner who will work to identify opportunities to save time and money while working alongside city staff and the selected design firms of Monarch/DLR and The Lunz Group, both of which Scorpio has a successful history of delivering high-quality projects.

Scorpio is ready to provide services for all or a portion of the facilities listed below. We understand that these services may be provided under a single task assignment or multiple task assignments and may include all or a portion of services. We acknowledge that the sites may be at their current locations, new

locations, or are still to be determined and that buildings may be collocated on the same site or within the same facility.

Construct, renovate, or expand eight fire stations:

- Fire Station 2 – 2210 SW Archer Road
- Fire Station 3 – 900 NE Waldo Road
- Fire Station 4 – 10 SW 36th Street
- Fire Station 5 – 1244 NW 30th Ave
- Fire Station 7 – 5601 NW 43rd Street
- Fire Station 9 – 4213 SW 30th Ave
- Fire Station 10 – Waldo Rd at NE 39th Ave
- Fire Station 11 – Weyerhaeuser – North SR 121



**Construct, renovate, or expand the following public safety facilities:**

- Fire Training Facilities - 1025 NE 13th Street
- Community Resources Paramedic Program Facilities - 1025 NE 13th St
- Public Safety Hub Facilities (Headquarters) - 1025 NE 13th Street - Potentially includes Emergency Operations Center
- New Potential Headquarters Site
- Police HQ Administration - 545 NW 8th Ave - Potentially includes Emergency Operations Center, Evidence Storage, and Parking Garage.
- Southwest Public Safety Annex - Administration and Briefing Room

**Construct, renovate, or expand upon the following Public Works Facilities:**

- Public Works HQ Administration - 405 NW 39th Avenue
- Southwest Annex - Administration and Equipment & Material Storage.

It is our understanding that the following projects have received priority funding and are likely to be the first to move into design and construction:



1. Eastside Fire Station
2. Fire Department Headquarters
3. Southwest Public Safety Annex
4. Public Works Admin Hurricane Hardening and possible Parking Garage
5. Police HQ Administration Evidence Expansion



# Approach and Method



ALACHUA COUNTY FIRE STATION 40

## SCORPIO APPROACH + METHOD

### KNOW THE JOB. MANAGE THE RISK. DELIVER ON THE PLAN.

Decades of experience have tested and refined the processes by which Scorpio successfully delivers a project. We become fully integrated project team members implementing our proven approach and method to deliver success. Scorpio's methods break down hierarchies and encourage teamwork such that all essential players collaborate to optimize delivery, ultimately reducing conflicts and project challenges. We emphasize process optimization to provide better client value and more cost-efficient production. Collaborating closely with the City of Gainesville and the appropriate user groups, the Scorpio team will provide an established and proven process for maximizing value without compromising program scope, budget, or schedule.

Our dedicated professionals will provide expertise with planning, estimating cost, value engineering, constructability reviews, systems and material detail analysis, planning and scheduling, site logistics, subcontractor procurement, and ultimately the day-to-day management in delivering these Public Safety Projects.

Once selected, we will fully engage the City of Gainesville and the Fire Department to understand each project program fully. What are the conditions of satisfaction that will make this project a success? We have an outstanding reputation for delivering projects on time and (or under) budget, and our level of repeat business illustrates this. Our clients know that we work as their partners on every project. Most of our clients are public entities with strict budgets and set timelines. We work side-by-side to determine the most efficient and cost-effective ways to deliver their projects.

### EXTREME OWNERSHIP

Scorpio operates under a philosophy of extreme ownership, which extracts the highest level of commitment from every team member and fosters leadership at every level. Several teams within our organization work cohesively on all our projects. This approach allows team members to apply their expertise to your project, creating high quality in our delivery, efficiencies in our processes, and ultimately reducing the cost of our services. Scorpio's "Team of Teams" approach to managing the building of Gainesville's New Public Safety Facilities consists of the following:



### Administrative Team

President and CEO Domenic Scorpio leads our Team of Teams with decades of experience, long-standing relationships, and creative problem-solving. Jessica MacLaren, Finance and Administration Team Leader, ensures budgets and ODP are monitored, pay applications are reviewed, proper insurance and lien releases are secured, and financial risks to your project are mitigated.

### Preconstruction Team

Chris Gregory, Preconstruction Team Leader, is responsible for cost estimating and leading our 6S process for bidding on a job. In addition to estimating, he assists the operations team in procuring subcontractors and materials. He drives the entire project team through design and pre-con, focusing on managing budget and program requirements.

### Project Operations Team

For these projects, we have identified two teams that will be dedicated to the City of Gainesville. Team 1 will consist of Senior Project Manager Ryan Stroh, and Team 2 will be led by Senior Project Manager Tracy Koller. Ryan and Tracy will utilize Best Practices and monitor the jobs for consistency and compliance. They will work collaboratively with each of the Design Team members and oversee all aspects of the project. At the onset of each project, Ryan and Tracy will work closely with Chris Gregory, our Preconstruction Team Leader, to ensure potential risks are mitigated, budgets and specifications are accurate, and schedules are realistic. Ryan and Tracy will each be supported by Assistant Project Jenna Hollingsworth and Maverick Maensivu, respectively. Don Kellogg, our Project Operations Team Leader, will provide the oversight necessary to ensure each project stays on time and within budget, supporting Ryan and Tracy as needed.

### Field Operations Team

Field Managers Matthew Clark and Rick Solana have been selected based on their previous experience and success in constructing New Public Safety Facilities and other municipal facilities. Each will manage our craft and trade partners and lead the on-site team daily. Matthew and Rick will be the lead point of contact on their sites during and after construction to address any post-occupancy or warranty issues. Aaron Rogers, Field Operations Team Leader, will ensure the quality and schedule are maintained and provide a second set of eyes and additional support for Matthew and Rick.





# Preconstruction: Know the Job



## COORDINATION

Our process begins with communication. Clear and consistent communication is at the center of every successful project. The members of this Team have an outstanding track record of providing precisely that from Preconstruction through Warranty. Our team is committed to consistent communication with all stakeholders, clearly articulating the project needs and then focusing on the details necessary for delivering a high-quality project on time and budget.

## DESIGNING TO BUDGET

The pricing of each of the City of Gainesville's Public Safety Facilities will be a team effort led by Chris Gregory, Preconstruction Team Leader, working in collaboration with the Design Teams and with the Project Manager and Field Manager assigned. They are tasked with developing an elevated level of understanding of the project requirements, existing conditions, and, most notably, the City's priorities and goals.

As designs evolve, estimate updates will occur in real-time and continuously build upon the team's decisions. This approach drives the decision-making process of "Designing to Budget." Preconstruction Team Leader, Chris Gregory, will employ all his resources to review the project and provide a comprehensive value analysis. How do we build it better for less?

Our cost estimating, analysis, and control methodologies will be integrated into the overall design process and utilize BIM models

to ensure accurate and timely results. Our primary goal is to offer a balance of functionality, durability, and efficiency to maximize the scope of work and varied needs for the available budget. The process begins with the broadest view and continues with the smallest details.

As our team seeks to collaborate with all stakeholders to "Design to Budget," individual budget responsibility for each project system will be assigned to a design team member at the project's onset. The component is assigned a cost per square foot based on project or industry benchmarks. As the project moves through design, these systems' costs will be monitored to ensure the budget is held. For example, suppose a program or system complexity drives a change in the price assigned. In that case, this will be immediately identified, and a decision will be made involving the City, the Fire Department, the Design Team, and Scorpio regarding the identified changes' impact on the overall budget. This highly detailed estimating process provides information to track changes as they occur and forces design evolution discussion across the team.

Categories are created for all major systems and materials, and each category is priced at the Program Conceptual Design, Schematic Design, etc., until the design reaches 100% Conformed Construction Documents. This iterative pricing sequence will allow the team to discuss changes affecting the overall project budget, and the team, as a unit, will decide where to make scope and cost adjustments.

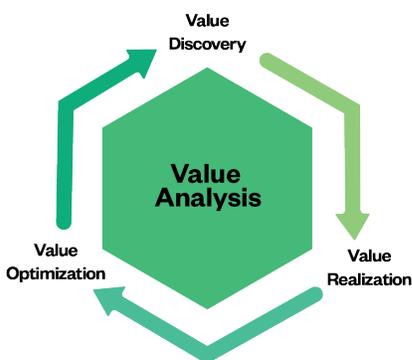


### UPDATING THE ESTIMATE

A milestone design estimate will be provided with a detailed list of notable changes from the last milestone estimate (i.e., Schematic Design, Design Development, and Construction Documents). These will be accompanied by Cost Event Logs used to manage decisions and changes as they occur. A Variance Report is generated between deliverables to offer a look back on a prior decision or change should it require revisiting. Our role is to provide accurate data, managed in an easy-to-understand format, to simplify decision-making throughout estimating.

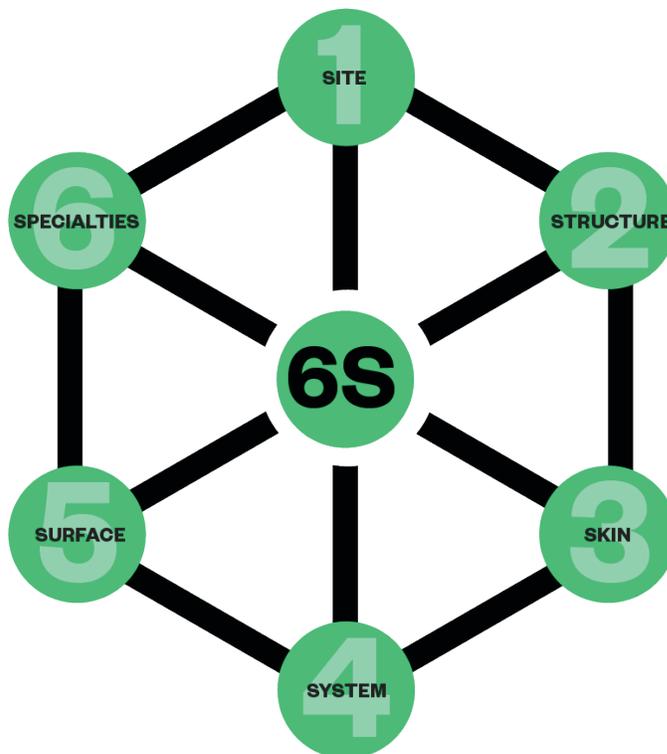
### VALUE ANALYSIS

Value analysis is a deliberate and organized approach to obtaining the optimum value for each dollar spent. The goal is to analyze the functional requirements of a project component and determine the best way to achieve the essential function at the lowest total cost without sacrificing Quality. For the City of Gainesville’s New Public Safety Facilities, we will use a proven process that draws on the entire Team’s expertise, creativity, and desired outcomes: staff, designers, engineers, and subcontractors.



*An example of our process for Lifecycle Analysis is provided as a supplement Work Product Book.*

A complementary tactic that is used in tandem is Lifecycle Analysis. This examines a specific product or system, its cost, and the likely length of use. This information is used to determine the best course of action when choosing a product that will meet the desired outcome for the owner and the budget in the short or long term. A product that may be less expensive to implement initially but requires replacement or maintenance more often will cost the owner more over the life of the building. However, purchasing a more expensive option with a longer “lifespan” may reduce costs over the long term. This can also be used when selecting energy-efficient appliances and MEP systems and the impact on utility bills. All of these factors must weigh into the final decision-making.



### SCORPIO’S 6S PROCESS

In everything we do, Scorpio executes as a team. Over the years, we have developed a specialized and detailed approach to project delivery called the 6S Process. The 6S Process assigns everyone on our team to one of six main categories (Site, Structure, Systems, Skin, Surfaces, and Specialties) with a designated “Captain” for each. Each Captain leads a team comprised of Division Experts. Division Experts routinely engage with the various subcontractors and suppliers in a specific trade to strengthen communication, an improved understanding of market conditions, and further relationships. This has proven a critical component in cost estimating for Scorpio, generating only the most accurate and trustworthy numbers.

At each milestone stage of design (i.e., Schematic Design, Design Development, etc.), a milestone design estimate will be provided with a detailed list of notable changes that occurred from the last milestone estimate and accompanied by a Cost Event Log that is used to manage decisions and changes as they occur. A variance report will be generated between deliverables to offer another look back in case a prior decision or change requires revisiting. Our estimating role is to provide accurate data, managed in an easily understood format, to simplify decision-making.



### CONSTRUCTABILITY REVIEW

A thorough Constructability Review will involve analyzing the entirety of the project(s) from a very broad perspective down to evaluating the smallest details. This review will determine those items that fall outside of the lines on the drawings but are critical in ensuring each of the City's projects is successful.

During the intensely collaborative process of the Constructability Review, we will establish exactly how the Team will build the project. Site constraints, systems coordination, and material and equipment availability are just a few items explored and discussed. How can we build it safer, faster, better, and more cost-effectively? The Constructability Review will drive the development of project schedules and validate the budgets and quality goals.

### EXISTING CONDITIONS

Initially, we will spend ample time verifying field issues and existing conditions and planning for the infrastructure costs that impact the budget. Our Team has the experience necessary to assist in recognizing issues that could affect the budget and the problem-solving skills to tackle any issue.

### DOCUMENT REVIEW

The goal of Document Review will be to save the City time and money by uncovering problems or potential problems that otherwise would be encountered during construction, such as errors, omissions, ambiguities, and conflicts within the plans. Better instructions equal fewer mistakes.

During the design and bidding phase of the New Public Safety Facilities, multiple members of Scorpio will provide thorough reviews of the design documents ensuring that all the details tie together. Our Team will confirm that the work requirements are precise and the documents are well-coordinated, providing accurate bidding and project administration. As we promote a team approach to every aspect of a project we manage, this is an area in which we demonstrate exceptional ability.



**ALACHUA COUNTY FIRE STATION 80**



### 3 PHASES OF PRECONSTRUCTION

The primary objectives of Preconstruction Services are to ensure potential risks are mitigated; budgets are accurate, schedules are realistic; but most importantly, that stakeholders are heard. Scorpio's number one goal during Preconstruction Services is to listen and understand the goals (and the concerns) of every team member at the table. In doing so, we can identify innovative solutions, provide accurate cost and schedule information, and ultimately deliver a project that meets the needs and exceeds the expectations of its owners and end users.

#### PHASE 1

Initial project evaluation involves creating a budget estimate and anticipated construction schedule based on the site use and necessary improvements, as well as selecting materials and building systems at the schematic design phase provided by the architect and reflecting the Team's understanding of the project. During this phase, discussion with potential trade and craft partners begins to generate interest and information. Additionally, one of the most critical aspects of this project will be our assistance with local agencies and authorities having jurisdiction. Here, our relationships and experience will bring valuable assistance to identifying and meeting these requirements.

- Evaluate existing infrastructure capacity, location, & proposed routing
- Validate structural system and building envelope costs and schedule implications
- Determine budget targets for Mechanical, Electrical, Plumbing, and Fire Protection systems

#### PHASE 2

Engage the Team for project value analysis to align the budget with the design and construction criteria. This includes evaluating the design as it progresses and evaluating site implications, systems and equipment specifications, life cycle data, and constructability. The availability of materials and labor is discussed with trade and craft partners. The Team is then presented with all cost-saving alternative solutions with detailed estimates and budgets. All suggestions are reflected with any potential impact to the project schedule.

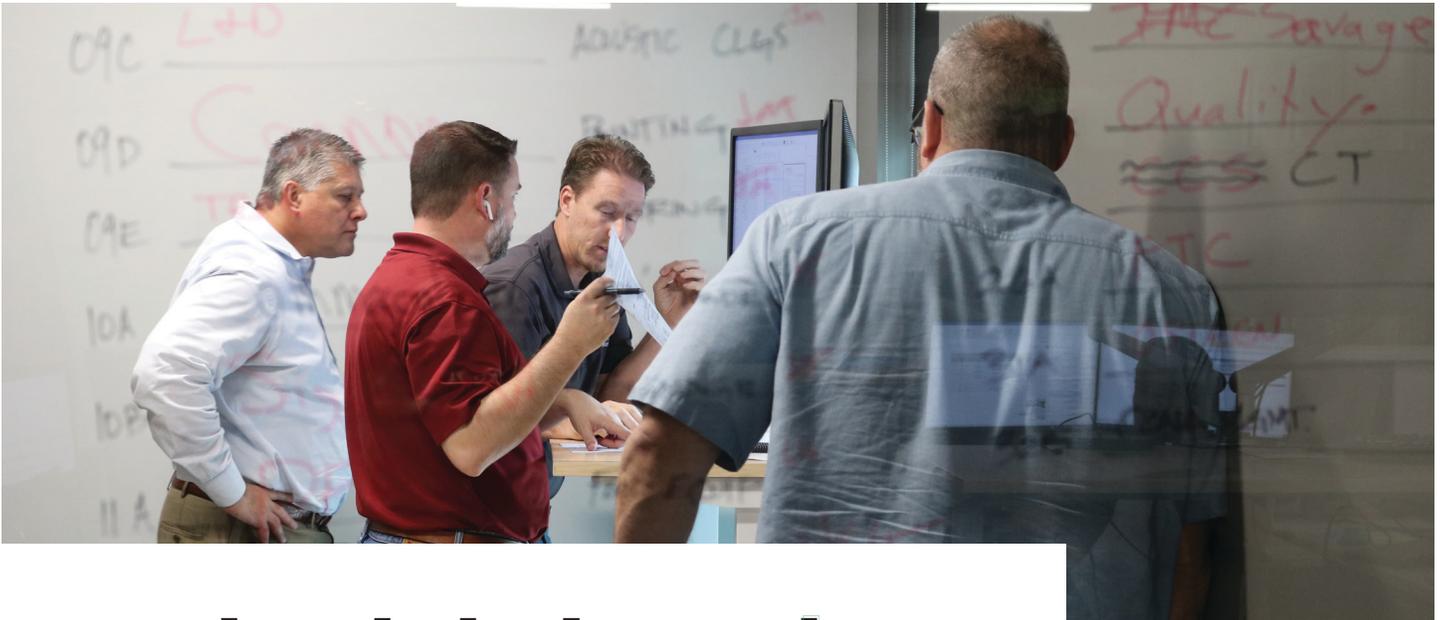
- Site permitting
- Prepare detailed project estimates utilizing industry-leading estimating systems
- Analyze conceptual estimate vs. budget requirements
- Provide life cycle cost analysis of specified materials
- Provide alternative solutions, including cost, schedule, and quality impact
- Review design documents for inaccuracies, oversights, and thoroughness
- Evaluate proposed materials, systems, and product delivery
- Identify long-lead delivery materials and equipment
- Target areas of concern
- Solicit subcontractors and supplier input
- Obtain team consensus

#### PHASE 3

Establish a Guaranteed Maximum Price (GMP) for the project. Once the design has been modified to reflect decisions made during Phase 2 Services, Scorpio will provide a detailed analysis of the documents to ensure accuracy and provide a detailed project schedule and GMP to build the project. Our firm will procure subcontractors in a competitive bid process to ensure maximum value is achieved.

- Building permits
- Develop GMP
- Review in detail the cost estimate with the design team and project stakeholders
- Solicit subcontractor input relative to market conditions
- Prepare final project costs
- Provide cash flow management
- Pre-qualify equipment and material vendors
- Develop comprehensive bid packages for each trade
- Hold prequalification subcontractor interviews
- Distribute bidding documents and receive proposals
- Perform a detailed quality analysis to develop a baseline for comparison
- Verify compliance with SREF, federal, state, and local regulations
- Provide a project-specific logistics plan
- Reinforce team concept at every opportunity
- Maintain an open-book policy





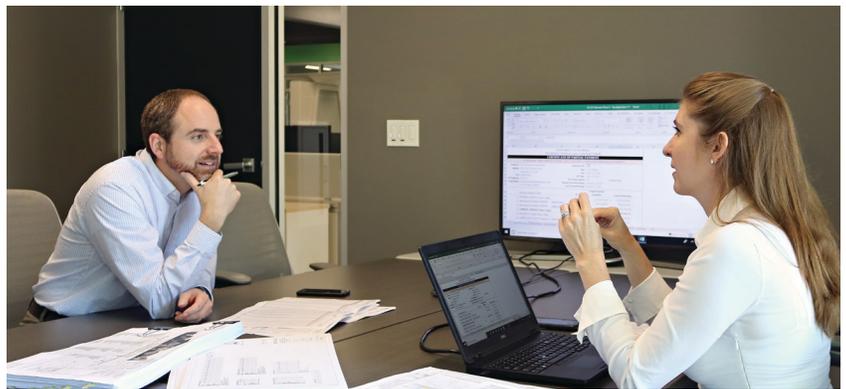
# a schedule is a plan, a plan for success.

## PLANNING + SCHEDULING

Scorpio will work with the City of Gainesville to review timelines and the opportunity to phase projects. One phasing strategy often utilized is an early release package (ERP). This typically involves utility and infrastructure work that can be completed while the design team finishes the 100% construction documents. The ERP can include structural and/or equipment elements with long lead procurement times. In both cases, the net result is twofold:

- 1. Construction starts sooner, reducing the volatile labor and materials market risks.**
- 2. Overall project schedule can be reduced.**

The entire team will collaborate early to develop a construction schedule that is meaningful and effective in communicating and managing the work. Once construction begins, the schedule will be monitored for planned versus actual events daily, continuously updated, and routinely shared up and downstream. The Team will always plan and adjust when there are shifts or disruptions to the schedule. Decades of experience have ensured that our projects are prepared with the “expect the unexpected” philosophy. This is why we have never failed to deliver a project on time.





# Project Operations - Manage the Risk



Consistent and effective communication is the cornerstone to the success of any project. Identifying expectations produces a roadmap for the delivery of that project. Both impact every aspect of a project’s management plan, from organization and record-keeping to job site management. Our team manages every project with an eye for communication, continuity, efficiency, accurate record-keeping, and reporting. We schedule routine meetings with the design team, owners, and user groups to ensure timely information sharing. Continuous exchange of information occurs daily to move open items through the process, ensuring schedule and budget adherence.

## DATA MANAGEMENT- SYSTEM AND SOFTWARE SUPPORT

The ability of each stakeholder in the City to have up-to-date access to information is paramount. Our team will administer this project with a commitment to continuity, record-keeping, and reporting. The software Scorpio utilizes to support project management is Procore. An industry-leading, secure, cloud-based data management software accessible to all project stakeholders. It is simple to navigate and provides instant access to project data from any computer or mobile device. The number of users is limitless, allowing us to collaborate in real-time with architects and their consultants, the owner’s representatives, and the project manager, as well as any others requesting access. Utilizing this tool is essential in maintaining organization, maximizing efficiency, and ensuring project documents are updated in real-time and readily available. This powerful software, combined with strict adherence to mandatory company procedures, ensures seamless and accurate coordination with the City of Gainesville.

As with every aspect of project management, our goal is to keep the entire experience centered on the New Public Safety Facilities. Therefore, we are dedicated to making the management and sharing of information as user-friendly as possible.

## MONTHLY REPORTING

Construction in the technology age is a fast-moving process that provides a seemingly endless number of ways to deliver information. Procore, with readily available access for all stakeholders, provides information about a project at your fingertips at a moment’s notice. However, owners often require a more traditional report each month to track the job’s progress in a format that can be shared with project stakeholders who may not be involved in the daily conversations or weekly meetings. Knowing this, Scorpio provides a customizable report that contains all the predetermined information in a single source format.

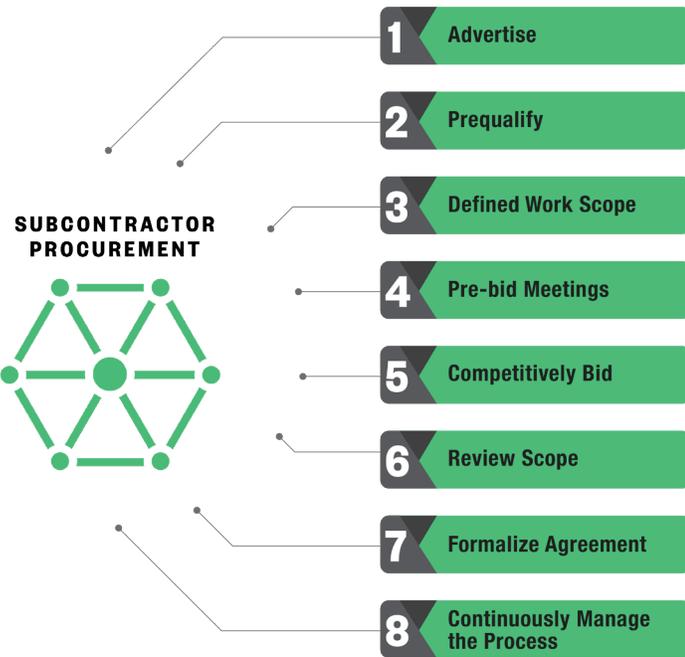
Documents such as Requests for Information (RFI) and submittal logs printed from the project management software, along with schedule updates, financial status, and pictures can provide a quick snapshot of the project you can hold in your hand or view on a screen. We will adjust these reports to meet the City’s specific needs in format and frequency.

## COMPETITIVE BIDDING FOR SUBCONTRACTS

Scorpio prides itself on our team members’ relationships with subcontractors over the past 35 years. With over 3,000 active subcontractors and vendors in our directory, we offer an unsurpassed depth of knowledge related to craft professionals’ capabilities in North Central Florida.

## PREQUALIFICATION AND PROCUREMENT

The first step is publicly advertising the work and promoting interest to the broader community. We always look to work with small and diverse local businesses. In a parallel effort, vendors already in our comprehensive database are electronically notified of the upcoming work. Subcontractors interested in the project are then asked to submit qualification criteria ensuring their experience matches the services needed.

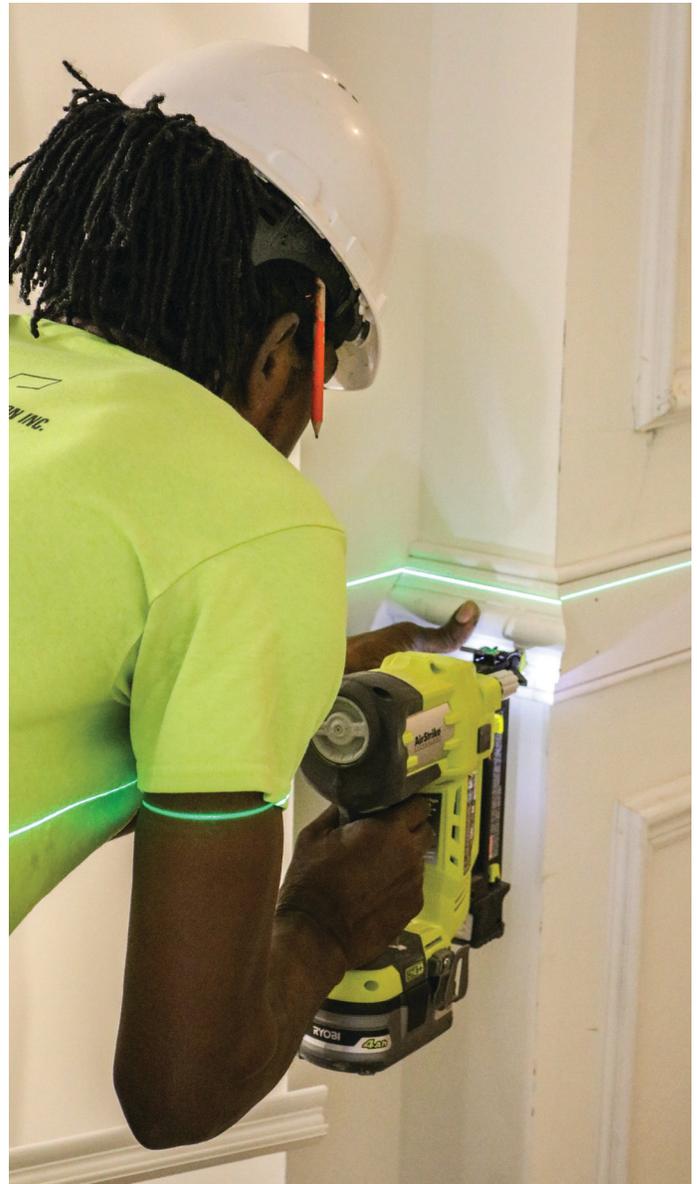


Once the qualified firms are identified, an electronic link is offered for the bidders to access information specific to the project. Bidders can download plans, specifications, scopes of work, and bid instructions through this directory. A project-specific portal allows a safe exchange of potentially sensitive project information (such as security systems, etc.) to a controlled group. Our portal also provides for an exchange of information, such as pre-bid RFIs, further ensuring that all bidders have equal access to the information necessary to submit a responsive bid.

At any time in the process, our team can view which bidders have downloaded information, how many times they have accessed the site, and their intent on bidding on the work. Participating bidders are invited to a pre-bid meeting, where the project expectations are communicated, and the site is walked through, allowing bidders to familiarize themselves with potential challenges in delivering the work. As the bid date nears, bidders are sent email reminders at intervals of seven, three, and one day before bidding, greatly enhancing bidder participation. When receiving bids, all team members will strictly adhere to the City of Gainesville procurement standards.

**Keep It Local**

We offer a depth of knowledge on the capabilities of craft professionals, both small and large, working in the City of Gainesville and the surrounding areas that are unsurpassed. Our team members have lived and/or worked in the City of Gainesville for decades, and we currently have two active projects there. In addition to our firm’s extensive database, each team member has many personal re-lationships from working on previous projects in the area. Our commitment to the City will be to maximize the participation of small and local businesses on each of the New Public Safety Facilities.





## How We're Making It A Reality

- Integrated into company plan
- Maintaining a network of firms
- Regular engagement
- Mentoring + partnering with smaller firms
- Workshops/Information Sessions
- Packaging Work Scope
- Maintain cash-flow: Pay on the 10th of the month



is maximizing Owner Direct Purchase (ODP), which we believe should be maximized to the best of its ability.

ODP is a valuable cost-saving tool but can increase work for an owner. Scorpio provides valuable insight into the most cost and time-effective ways to manage these purchases, many of which can be very large. Our management and accounting teams have years of experience working with projects that heavily utilize ODP.

Upon acceptance of the GMP, Senior Project Managers Ryan Stroh and Tracy Koller will prepare a list of items that may be desirable for ODP. Proposed items will be purchased in a single order from a single Contractor with a value greater than \$10,000. Ryan and Tracy, along with Scorpio's Project Administration and Accounting Jessica MacLaren, will work closely together to eliminate the burden of this program while ensuring all logical avenues for the cost savings associated with sales tax savings are explored. It is our goal to achieve the most savings possible.

### COST MANAGEMENT THROUGHOUT CONSTRUCTION

Nothing can cause more conflict or disruption to a project than the mismanagement of budgets. Established very early in pre-construction, budgets will be determined based on a project's goals and will create a framework for all decision-making. We will work closely with the City of Gainesville to ensure accurate information is used to maintain the budget.

Our team ensures that well-documented scopes of work, established standards of quality, and approved schedules will deliver each of the New Public Safety Facilities with little to no cost adjustments. Once the final budget is established and construction begins, our operations team will lead in delivering the final vision. Subcontractors pay applications, insurance, lien waivers, and change requests are continually reviewed for accuracy before releasing funds. Costs will be monitored continuously for actual versus projections. Scorpio's diligence and commitment to creating a true partnership are why we consistently deliver projects on or below budget.

During project construction, the team will focus on opportunities to maximize value by incorporating cost-saving strategies throughout the process without sacrificing quality.

### The Scorpio Guarantee

A key to Scorpio's success in the industry is our commitment to payment on the 10th of the month. Regardless of whether we have been paid, Scorpio guarantees payment to our subcontractors for the work they have performed. This gives our firm a remarkable advantage when recruiting subcontractors and soliciting competitive pricing. The best subcontractors prefer to work with Scorpio knowing their payment is secure. They give us the lowest bids on bid day and focus on Scorpio projects when their resources may be strained.

### OWNER DIRECT PURCHASE

We take an aggressive approach to Owner Direct Purchase (ODP). A key to providing cost control for a tax-exempt entity





### Schedule of Values and Workflow

Throughout construction, team members from Scorpio will monitor the project for its adherence to the Schedule of Values and Workflow. The Project Manager and Field Manager will ensure that “we bill the job as we build the job.” Vigilance in this area safeguards the budget and creates an early detection of potential issues related to a subcontractor’s performance and schedule.

### Monthly Pay App Reviews

To ensure that the work being billed matches the work that has been put into place, our team will conduct thorough Pay Application Reviews. This helps to eliminate potential conflict later in the process and ensures that the City has received exactly what is being paid for.

### Change Order Management

Added or reduced scopes of work will occur during the construction of any project. When they do arise, we will manage the process and complete an internal review to validate a subcontractor’s proposal for accuracy. This provides you with a level of comfort and clarity, knowing that changes presented

are being scrutinized at the same level as the original documents and opportunities for cost savings are being captured.

### Manage Scope Creep & Compliance Methodology

Scope creep refers to the tendency for a project’s requirements, goals, or objectives to gradually expand or change beyond their original scope. This is something that our team works to limit or prevent on every project. First and foremost, it is our responsibility to ensure the intent of the project, as well as all site conditions, are identified thoroughly at the onset of the project. Our team is experienced and routinely trained to identify areas that may lead to scope creep and bring them to the attention of the owners and the design team.

While some scope changes may be necessary for the success of the project, uncontrolled scope creep can result in delays and cost overruns. This team is dedicated to ensuring that does not occur. Regularly reviewing and updating the scope throughout the project’s lifecycle is essential. Utilizing our Change Management Process that outlines how scope changes will be requested, evaluated, approved, and implemented, as well as how they will impact the project’s schedule and budget is a critical component. By managing scope changes proactively, we ensure our projects stay on track and deliver the expected results.



# Field Operations - Deliver On The Plan



## CIRCULATION | SEPARATION | ISOLATION

### SAFETY ON THE SITE

Safety is the number one priority on all of our projects. Scorpio has a “zero tolerance” policy as our safety standard. Each project will have its own Project Specific Safety Plan. Our safety program addresses the safety of construction workers, the public, employees, and visitors through circulation, separation, and isolation. Circulation is addressed in several methods, such as signage, road crews, and roadblocks. Separation is achieved with fencing, barricades, and partitions. Isolation addresses a specific work scope that must tie into an existing building system or utility infrastructure that must be “isolated” not to affect the activity the system or utility supports.

### SAFETY OF THE PEOPLE

#### Oversight

The entire team is responsible for safety oversight, but the job site-specific management is the responsibility of each of the Field Managers. As a team, we identify the potential hazards of a given project, followed by a Project Specific Safety Plan that ensures constant circulation, separation, and isolation between work and the building occupants. Our safety plan addresses noise and dust considerations, traffic flow requirements, and timed material deliveries.

#### Education

Our Field Managers maintain Occupational Health and Safety Administration (OSHA) Certifications as a minimum education requirement. The Field Managers educate project stakeholders by communicating regularly. Construction workers must participate in a pre-job safety orientation that concludes with an easily identifiable hard hat sticker branding their completion of orientation. “Safety Talks” and “Tool Box Meetings” occur each morning before work commences to address general safety topics and specific daily work activities, explicitly citing safety awareness of such actions.

#### Enforcement

Everyone associated with the project is required to adhere to OSHA and Scorpio Safety Standards. There is no such thing as a second chance regarding safety enforcement on the job site. Safety standards and protocol violations are addressed by dismissing the construction worker from the project site immediately if deemed appropriate. They must participate in the safety orientation program again before returning to work on the project.



# ON TIME ON BUDGET 100% OF TIME



## SCHEDULE - ON TIME. EVERY TIME.

The two fixed resources on every project we manage are time and money. Our team understands that once these critical components are established, our primary responsibility is to hold everyone accountable for reaching the goal of being on time and on budget. We have done this time and time again through our client-oriented approach, which involves the client and stakeholders from the onset of the project through its completion. Our constant communication and collaboration engage the entire team so that we can complete projects efficiently. Whether for ADA studies or brand-new facility design, all receive the same scrutiny for budget savings, oversight for timeline adherence, and rapid problem-solving by principals and project managers. We provide single-source leadership and established procedures for all phases of a building project, including tracking mechanisms that ensure the alignment of all project goals, schedules, and budgetary requirements.

### CREATING AND MANAGING THE SCHEDULE

Schedules are the scaffolding for every project we manage. They are an essential management tool that enhances the decision-making process throughout a project. Tracy and Ryan will work with Matthew and Rick and collaborate early in the Preconstruction Phase with Preconstruction Team Leader Chris Gregory to create a construction schedule that is meaningful and effective in communicating and managing the work. Each of the New Public Safety Facilities' schedule will be built with industry-leading scheduling software and presented in critical path methods (CPM) and bar chart formats.

The schedules will be updated every two weeks. We will involve potential subcontractors for their feedback in developing preliminary schedules when critical. During the bidding process, subcontractors can review and comment on the durations and sequencing of work activities, as the schedules are ultimately incorporated into the subcontractor agreements.

### Progress

During construction, schedules will be used to continually compare actual progress to planned progress. Regularly performing these comparisons, deviations will be identified early, and a modified plan can be formulated before it affects actual construction. Matthew and Rick, working closely in the field and understanding the project progress better than anyone else, are the clear owners of the schedule once construction begins. Matthew and Rick will create regular updates and will be reviewed in detail with Ryan and Tracy, who regularly look to the bigger picture of the schedules and how those intricate details tie into the larger goals.

### Performance

Because of this continual updating, the plan is workable and realistic. Schedules are communicated formally during weekly meetings. Two-week look-ahead schedules are utilized to communicate the upcoming workflow with the subcontractors by Matthew and Rick. If potential delays are identified, our team will work to recover the lost time by re-sequencing work activities, adjusting the durations of future activities, extending workdays, and supplementing workforces.

Weather is always a factor in a construction project schedule. North Central Florida has its share of weather that can delay a project if not anticipated and planned for accordingly. The project leaders of this team are both local to North Central Florida and understand the seasons and how they impact construction. Guided by Field Operations Team Leader Aaron Rogers, an activity's duration is considered not just for how long it should take and how it ties into other activities but for the time of year it falls. Critical activities that can easily be affected by rain, such as foundations, will be given more time to complete if they must occur in the typically wetter times of the year.

A schedule is a plan, a plan for success. In construction, as in life, plans must be fluid to adjust to how things will transpire.



Unforeseen events regularly occur that affect a project's schedule. Corporate restructuring of a material supplier may shut down a factory and impact the manufacturing of components just as easily as a hurricane that misses Florida may impact a precast plant in another state and thereby affect delivery to a project. Scorpio's experienced and skilled professionals plan for and adjust for these occurrences because we know to expect the unexpected. This is why we have never failed to deliver a project on time.

### QUALITY CONTROL

Quality Control begins during preconstruction. Our approach ensures that construction documents are complete and well-coordinated. To support these objectives, we have developed a rigorous quality management process focusing on all aspects of the project delivery to ensure the documents clearly articulate the work through to completion. This effort is well-established and successfully executed by our team of experts. For each of the New Public Safety Facilities, we will hold ourselves and our subcontractors to the highest standards and continually strive to exceed your expectations. This will undoubtedly be crucial when planning and implementing our standards for our Quality Control Program.

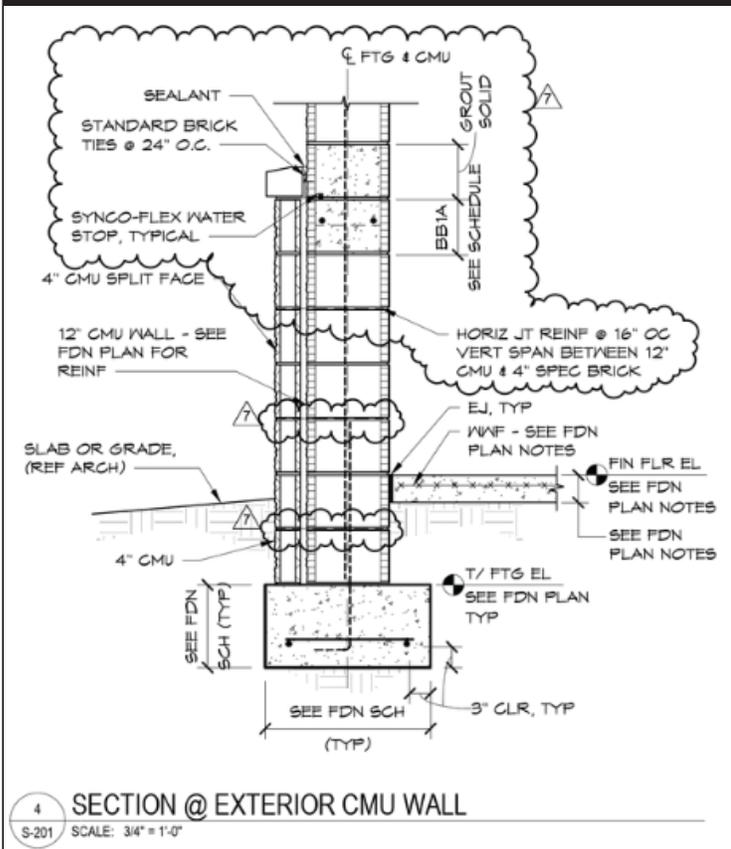
### ACCOUNTABILITY IS KEY

Quality Control is a key facet of each team member's job, and accountability is built into every team member's performance measures. Scorpio's Quality Control Program outlines the personnel and procedures utilized in maintaining the highest standards from project to project. Quality Control measures include organization, inspections and testing, documentation, remedial work, and warranty procedures for us and our subcontractors. Our team routinely collaborates to review and adjust the Quality Control Program to become more efficient and effective every day.

### FROM BEGINNING TO END

Openly communicating and providing access to information are best practices for proactively managing subcontractors and vendors and, thereby, quality. Our methodology includes specific milestone reviews during the design process, soliciting external peer reviews when necessary, and conducting ongoing training in quality-related issues. We work closely with architects and engineers to maximize value in program scope, budget, quality, and schedule as it relates to meeting the needs of utility relocation and maximizing building design.

## FIRE STATION 80 DETAILED INSPECTION OF WATERPROOFING





### SUBMITTAL AND SHOP DRAWING REVIEWS

During preconstruction, our approach ensures that construction documents are complete and well-coordinated. To support these objectives, we have developed a rigorous quality management process focusing on all aspects of the project delivery to ensure the documents clearly articulate the work through to completion. This effort is well-established and successfully executed by our team of experts.

Once construction documents are final, they are issued to prequalified subcontractors demonstrating the availability of resources to carry out the work. The project is competitively bid, followed by scope reviews with the apparent low bidders, and finally, the issuance of subcontracts as construction begins, Project Managers provide continuous oversight with the meticulous review of submittals and shop drawings. Our team is trained to look for inconsistency in the smallest details and clarify the desired outcome with the design team and/or the subcontractors.

### PRE-INSTALLATION MEETINGS AND MOCKUPS

An integral component of our Quality Control Program is our Pre-Installation Meetings. A Pre-Installation Meeting is performed to verify that the work accomplished in preparation for an installation meets the tolerances specified. These are conducted with the subcontractors to review the approved submittal data, manufacturer recommendations for material installation, mockup requirements, and third-party review of mockups. Mockups have become an invaluable tool to ensure that a specific product's look, quality, and installation meets everyone's expectations.

### MAINTAINING HIGH STANDARDS

As work commences, Matthew and Rick will perform Quality Assurance Inspections to ensure quality workmanship from all subcontractors. Any known deficiencies will be communicated on the spot and documented in the daily log for correction by the subcontractor. Corrections will be made as they are



identified before significant time is lost, and the cost of rework errors affects a subcontractor's ability to complete the project successfully. Matthew and Rick will also tour the active construction sites with the City of Gainesville team as work is done. Each part of the project is seen in real-time so that there are no surprises at completion. We find this to be crucial in delivering high-quality workmanship. For critical scopes of work, mockups will be field built to validate the quality standard. Once approved, these will be used as the benchmark for the remaining work.

In addition to daily communication between subcontractors and Matthew and Rick, formal weekly meetings will be conducted to address updates in contract documents, review progress, and communicate two and three-week schedule lookaheads. Formal meeting minutes will be published for all project stakeholders. This process will be adhered to until the project is 100% complete. A well-communicated project ensures that everyone is successful in delivering quality work.

### ROUTINE INSPECTIONS

Overall management of the Scorpio Quality Control Program is the responsibility of the Field Team Leader, Aaron Rogers. He regularly visits every project to review documentation, including constructability reviews and inspection reports, at which time he assesses questions or concerns with the client. Aaron has nearly 30 years of experience as Field Manager. He has developed relationships based on his high standards and mutual trust and respect.



## POST OCCUPANCY AND WARRANTY

Our commitment to a project continues long after the final cleaning and handing over the keys. We know how important it is for our clients to feel comfortable in their new space, understand how each system integrates, and be confident that should they need our help, we are only a phone call away. The peace of mind comes with a thorough warranty program, but more important is the realization that a partnership with Scorpio remains consistent so our clients get the most out of their building.

Properly operating and maintaining a new or renovated building is incredibly important. Our team coordinates training sessions so the right people know how to use and maintain the equipment and materials. We document and record training as a resource; as always, we are ready to help if there are questions.

The process for making a warranty claim was created to be simple and direct, as access to Tracy, Ryan, Rick and Matthew will be maintained with routine scheduled follow-up inspections. We can always take your calls, answer questions, and help. This is the level of customer service a true community partner offers, and Scorpio has built its reputation upon.

### WARRANTY AND SERVICE SUPPORT

Material, Equipment, and Systems Warranties are provided after projects. The warranty on a project delivered by Scorpio takes effect when the facility is officially turned over to the owner and its user groups. It remains in effect for one year.

We ask clients to notify our office of the potential warranty item with as much information available, including the person we will need to coordinate with regarding further action. Upon notification, a Warranty Claim Ticket is opened, and our warranty protocol is activated. This ensures that each request is assigned to the appropriate person(s) and acted upon within 24 hours (sooner if it is an urgent request). Upon satisfactory resolution of the item, we provide the client with a copy of the warranty claim form to document the issue and solution.

As part of the close-out procedures and documentation for each project, Scorpio provides the client/user groups with the following:

- Contractor Warranty
- Subcontractor Warranties
- Material Supplier Guarantees
- Inspections
- Test Reports
- Operation and Maintenance (O&M) Manuals
- Owner Training
- As-Built Drawings
- Approved Submittals
- Keys

PROJECT CLOSEOUT

1

### PHYSICAL COMPLETION OF WORK

- Substantial completion
  - Cleanup
  - Punchlist
- Demobilization
- Final completion

2

### COMMISSIONING

- Material or Equipment Testing
  - Owner Training
- Submission of Training Reports
- Testing and balancing (HVAC)
  - Indoor Air Quality Testing

3

### HANDOVER OF PROJECT DOCUMENTS / WARRANTIES

- As-built documentation
- As-built specifications / equipment manuals
  - Project guarantees
  - Material warranties
  - Final testing reports
  - Final lien waivers
- Attic stock or spare parts

4

### FINANCIAL CLOSEOUT OF DOCUMENTS

- Final review of project costs
- Submission of final requisition
- Reduction in retainage to 0% (or as governed by the contract)
- Final payments (as governed by the contract)
- Reconciliation of Owner Direct Purchase Program

5

### INSPECTION & SIGNOFF

- Warrantee inspections
- Architect's & Owner's punchlist inspection
  - Special Inspections
  - Technical Reports
- Building inspections
- Certificate of Occupancy



# Community Engagement



## YOUR COMMUNITY PARTNER

Before and during construction, the team, with your close involvement, will also be focused on your project's community engagement and marketing. Scorpio's Marketing Team will create a community engagement plan for the project, tailored to the unique needs and characteristics of the community it serves. This team comprises creative and strategic members engaged in design, marketing, media, and event planning for the last 20+ years. We offer these innovative communication services to our owners and clients, furthering the experience of working with Scorpio.

Community engagement on a construction project involves actively involving and collaborating with the local community throughout the various stages of the project. We aim to create a positive and inclusive experience where community members can provide input, express concerns, and feel heard and connected to the project. The ways we ensure engagement is through our proven processes:

- 1. Stakeholder identification:** Identifying critical stakeholders within the community who may be directly or indirectly affected by the construction project. This can include residents, local businesses, community organizations, schools, and other relevant groups.
- 2. Communication:** Establishing effective communication channels with the community is essential. This can include holding public meetings, establishing dedicated project

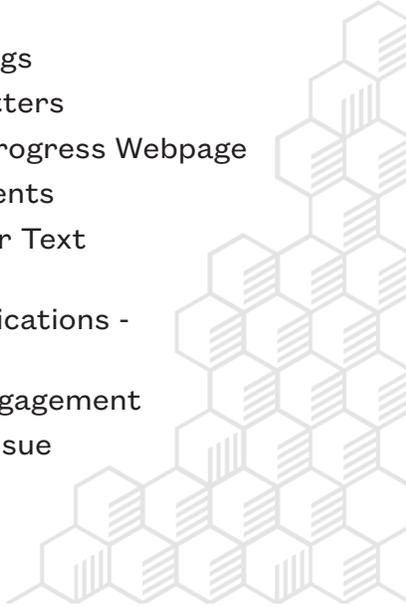
websites or social media platforms, distributing newsletters, or organizing information sessions to inform the community about the project's progress, timelines, and potential impacts.

- 3. Mitigation strategies:** Developing and implementing strategies to mitigate any potential negative impacts of the construction project on the community. This may involve noise reduction measures, traffic management plans, minimizing dust and air pollution, ensuring pedestrian and cyclist safety, and addressing concerns about access to local amenities.
- 4. Community involvement:** Encouraging community involvement in the project by offering opportunities for volunteering, apprenticeships, or employment. This can help foster a sense of ownership and pride within the community and provide economic benefits.
- 5. Education and awareness:** Providing educational materials or conducting workshops to raise awareness about the construction project's purpose and potential benefits. This can help dispel misconceptions, address concerns, and ensure the community clearly understands the project's objectives.
- 6. Ongoing engagement:** Maintaining regular communication and engagement with the community throughout the project's lifespan. This involves responding to inquiries, promptly addressing concerns, and keeping the community updated on any changes or developments.



## Dedicated Community Liason

- Informal Meetings
- Project Newsletters
- Construction Progress Webpage
- Open House Events
- Regular Email or Text Updates
- Visual Communications - Signage
- Social Media Engagement
- Feedback and Issue Resolution



1. Participation in local outreach programs at the city, county, and regional levels to attract Small, Minority, Disadvantaged, Veteran, and Woman-owned businesses.
2. Partnering with supplier diversity organizations and their members – attending events and chapter meetings which, in the past, has led to many introductions to skilled minority trades.
3. Attending supplier diversity trade shows and conferences.
4. Participating on panels at technical assistance workshops to assist businesses with bidding opportunities, networking, presentation, and other industry-specific processes.

The team will also assist small and diverse business enterprises during the construction, close-out, and warranty phase of any given project by:

- Providing flexible insurance limit requirements
- Helping to ensure that all safety and administration requirements are met
- Providing joint checks to material suppliers
- Providing fast and flexible payment options
- Providing fast project close-out and release of retainage
- Providing references for future clients and projects
- Guaranteed payment on the 10th of every month

### DBE AND WORKFORCE ENGAGEMENT

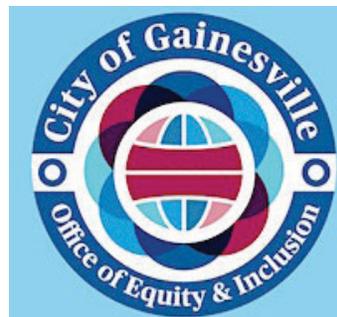
Our team understands the value a diverse workforce brings to the betterment of communities. The tone for Scorpio’s vendor diversity policies and goals is established at the top by Domenic Scorpio and executed at every company level, from our paper supplier to our steel providers.

Scorpio is committed to a 30% minimum goal of DBE participation on each of our projects. We have successfully achieved and exceeded this goal by utilizing several strategies to generate interest and attract diverse companies to our projects.

#### Some of which include:

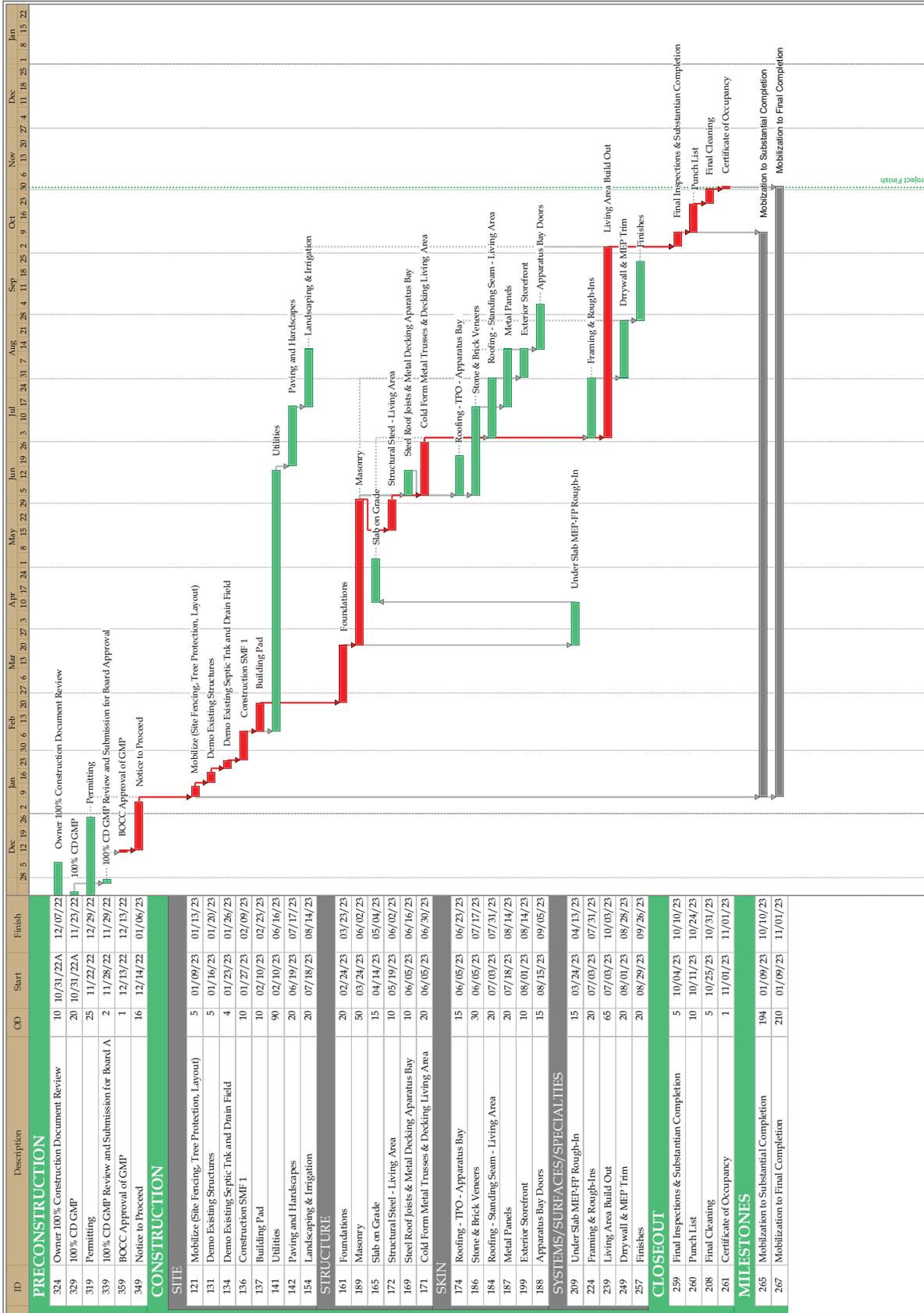
- Partnering with smaller diverse CM firms
- Using the State of Florida’s Office of Supplier Diversity
- Working with various City and County Small Business and Vendor Diversity Offices
- Participating in Mentor Protégé Programs
- Creating Information Sessions, Matchmaker Events, and Technical Assistance Workshops

For the New City of Gainesville New Public Safety Facilities, our Communication and Community Outreach team member Jennifer Denault and the project team will ensure we engage with as many small and diverse businesses as possible. Jennifer will create and execute a specific plan to maximize DBE participation on each project. The following strategies are just a few that have proven successful on past projects:





# SAMPLE SCHEDULE



ALACHUA COUNTY FIRE RESCUE  
FIRE STATION #80  
CONSTRUCTION DOCUMENTS MILESTONE SCHEDULE

Start Date: 03/01/22  
Finish Date: 11/01/23  
Data Date: 11/22/22



## CURRENT + PROJECTED WORKLOADS

Outlined here is our firm’s current and projected workload. Based on the information provided regarding these upcoming projects for the City, the proposed team members will be available to serve in the capacity required for a successful delivery, devoting the time and resources required. Scorpio has an exceptionally qualified team available to support the City of Gainesville for each of the New Public Safety Facilities. By proposing two dedicated teams for the City of Gainesville ensures our ability to meet the demands of multiple projects. Should additional resources be necessary, we have the team members and the availability to deliver.

Project Name	Contract Value	Stage of Completion	Owner/Phone/Email
UF Multiple Continuing CM Services Projects	\$5,008,010	varies by project	University of Florida - Frank Javaheri (352) 273-4027 fjavahe@ufl.edu
Santa Fe College Multiple Continuing CM Services Projects	\$1,011,032	varies by project	Santa Fe College - Rebecca Rogers (352) 395-5174 rebecca.rogers@sfcollge.edu
State of Florida Department of Juvenile Justice Multiple Continuing Services Projects	\$843,867	varies by project	State of Florida Department of Juvenile Justice - Robert Bass (850) 717-2756 Robert.bass@djj.state.fl.us
Clay County District Schools Keystone Heights Elementary School New Cafetorium and Classrooms	\$22,000,000	90%	Clay County District Schools - Bryce Ellis (904) 336-6853 bryce.ellis@myoneclay.net
School Board of Alachua County Westwood Middle School Redesign and Redevelopment	\$30,000,000	20%	School Board of Alachua County - Richard Rucker (352) 318-6603 ruckerrl@gm.sbac.edu
Marion County Public Schools New Central Warehouse	\$7,501,578	10%	Marion County Public Schools - Robert Knight (352) 671-6903 Robert.Knight@marion.k12.fl.us
Oak Hall School New Learning and Enrichment Center	\$3,343,721	10%	Oak Hall School - Jeff Malloy (352) 332-3609 jmalloy@oakhall.org
Alachua County Fire Station #80	\$5,935,276	60%	Alachua County Purchasing - Ramon Gavarrete (352) 374-5202 rgavarrete@alachuacounty.us
Radiant Credit Union New Lake City Branch	\$2,800,000	85%	Radiant Credit Union - Kelly Chesser (386) 462-3151 kelly@sunstatefcu.org
Clay County Department of Health- Flemming Island New Office Build Out	\$5,800,000	25%	Clay County - Gene R. Price (904) 529-4108 Gene.Price@ClayCountyGov.com
Clay County District Schools Bannerman Learning Center Site Work and Parking Renovation	\$800,000	10%	Clay County District Schools - Bryce Ellis (904) 336-6853 bryce.ellis@myoneclay.net
City of Tavares New Public Works Complex	\$19,300,000	10%	City of Tavares - John Rumble (352) 742-6209 jrumble@tavares.org
City of Brooksville New Public Works Facility	\$3,600,000	0%	City of Brooksville - Ron Snowberger (352) 540-3810 rsnowberger@cityofbrooksville.us
City of Fruitland Park New Public Safety Facility	\$9,200,000	0%	City of Fruitland Park - Gary LaVenía (352) 360-6727 glavenia@fruitlandpark.org
City of Newberry New City Hall	\$5,000,000	0%	City of Newberry - Mike New MNew@NewberryFL.gov

**SCORPIO COMPLETED PROJECT LIST 2018 - TO DATE**

<b>Scorpio Completed Projects List 2018 - 2023</b>				
<b>Market and Project Name</b>	<b>Value of Work Performed</b>	<b>Date Completed</b>	<b>Contact Name</b>	<b>Phone</b>
<b>CIVIC</b>				
City of Gainesville and Trimark 9th St Urban Walkway	\$ 1,829,625	3/5/2018	Bryan Harrington	(352) 376-6223
District 8 New Medical Examiners Office	\$ 2,021,335	9/28/2018	Ricardo Camacho	(352) 627-2217
City of Gainesville Pavement Project	\$ 1,121,236	7/23/2019	Jeff Norman	(352) 393-5115
City of Gainesville CRA GTEC Renovation	\$ 276,519	2/19/2021	Mo Deel	(352)393-8200
City of Wildwood New Municipal Services Bldg.	\$ 3,680,956	4/31/2023	Jeremy Hockenbury	(352)330-1343
<b>EDUCATION</b>				
UF VetMed Parking Lot	\$ 895,162	1/29/2018	Francisco Oquendo	(352) 273-4012
UF Vet Med Bldg 217 Renovation	\$ 1,372,313	3/20/2018	Francisco Oquendo	(352) 273-4012
SFC International Student Center	\$ 547,643	4/13/2018	Rebecca Rogers	(352) 395-5174
UF Clinical and Translational Research Building	\$ 269,224	5/5/2018	Francisco Oquendo	(352) 273-4012
SFC New Police Station	\$ 931,389	5/31/2018	Rebecca Rogers	(352) 395-5174
UF 603 Reitz Union CRC Addition	\$ 6,945,512	7/2/2018	Cydney McGlothlin	(352) 273-4028
SFC Classroom Renovation	\$ 294,525	7/15/2018	Rebecca Rogers	(352) 395-5174
SBAC Buchholz HS Chiller Replacemnt	\$ 351,389	8/2/2018	Richard Rucker	(352) 318-6603
UF-221 Norman Hall Library Renovation	\$ 2,504,452	8/17/2018	Frank Javaheri	(352) 273-4027
UF Architecture Bldg Renovations	\$ 474,856	8/27/2018	Mark Humbert	(352) 273-4014
SFC Bldg.A-B Transformers	\$ 368,791	11/6/2018	Rebecca Rogers	(352) 395-5174
UF Gamma Phi Beta New Sorority House	\$ 7,038,451	11/10/2018	Woody Ratterman	(303) 799-1874
UF BSB Lab Renovation II	\$ 439,258	11/21/2018	Francisco Oquendo	(352) 273-4012
UF Whitney Lab Research Village	\$ 1,571,673	11/28/2018	Francisco Oquendo	(352) 273-4012
UF Business Affairs Renovation	\$ 982,592	11/30/2018	Mark Humbert	(352) 273-4014
UF Comm Basement FA Upgrade	\$ 394,471	12/10/2018	Scott Whiddon	(352) 273-4031
UF UAA Katie Seashole Stadium Expansion/ Renovation	\$ 9,383,928	1/24/2019	Bill Smith	(352) 273-4030
UF MBI Ground Floor Renovation	\$ 1,191,676	5/28/2019	Robert Hatker	(352) 273-4000
UF Reitz Union Auditorium Renovation	\$ 1,578,725	6/11/2019	Francisco Oquendo	(352) 273-4012
UF Holland Law Renovation	\$ 383,828	6/14/2019	Francisco Oquendo	(352) 273-4012
SFC Learning Commons Renovation	\$ 1,037,597	7/8/2019	Rebecca Rogers	(352) 395-5174
UF Delta Gamma New Sorority House	\$ 7,933,424	7/15/2019	Susan Scannella	(904) 233-0787
UF Reitz Legal Services Renovations	\$ 222,706	7/15/2019	Francisco Oquendo	(352) 273-4012
UF Human Resource Services Building Renovation	\$ 1,854,666	8/7/2019	Robert Hatker	(352) 273-4000
UF HUB Academic Tech Renovation	\$ 246,214	8/19/2019	Francisco Oquendo	(352) 273-4012
UF UAA BHG Stadium Seating Renovation	\$ 314,500	8/30/2019	Bill Smith	(352) 273-4030
SBAC Stephen F. Parking Lot	\$ 236,143	9/23/2019	Richard Rucker	(352) 318-6603
UF-615 SS#2 Cable & Switchgear Replacement	\$ 4,063,171	12/2/2019	Tom Feather	(352) 273-4681
UF Ayers Medical Plaza Renovations	\$ 499,607	12/4/2019	Robert Hatker	(352) 273-4000
SFC Bldg S Student Healthcare Renovation	\$ 238,306	2/7/2020	Rebecca Rogers	(352) 395-5174
UF Peabody 3rd Floor Renovation	\$ 429,022	4/10/2020	Marie Brown	(352) 273-4000
Clay County District Schools KHS Site Improvements	\$ 498,619	4/14/2020	David Kramer	(904) 336-6849
UF Alpha Delta Pi New Sorority House	\$ 8,981,674	7/1/2020	Lohse Beeland	(352) 375-7436
UF Turlington Firehouse & JJ Renovations	\$ 329,911	8/7/2020	Francisco Oquendo	(352) 273-4012
UF-221 Norman Hall Expansion/Renovation	\$ 24,877,864	8/7/2020	Keith Humphreys	(352) 273-1479
SBAC Irby Elem Roof & HVAC	\$ 781,344	8/10/2020	Richard Rucker	(352) 318-6603
SBAC New Transition School	\$ 3,981,181	8/17/2020	Richard Rucker	(352) 318-6603
SFC Building B West Classrooms Renovations	\$ 230,115	10/6/2020	Rebecca Rogers	(352) 395-5174
UF College of Nursing Lab Renovation	\$ 1,358,114	10/16/2020	Anna Suggs Hoffman	(352) 273-6395
SBAC BHS Roof/HVAC Bldg 05 Renovation	\$ 1,287,206	10/20/2020	Richard Rucker	(352) 318-6603
UF Whitney Lab Cistern & FG Renovation	\$ 435,041	3/22/2021	Francisco Oquendo	(352) 273-4012
SBAC SFHS Auditorium Renovation	\$ 1,071,933	4/1/2021	Dennis Griffith	(352) 955-7400
UF 649 BSB 1st Floor Renovation	\$ 3,848,725	6/10/2021	Robert Hatker	(352) 273-4000



## SCORPIO COMPLETED PROJECT LIST 2018 - TO DATE

Market and Project Name	Value of Work Performed	Date Completed	Contact Name	Phone
<b>EDUCATION CONTINUED</b>				
UF MSB 4-440 Lab Renovation	\$ 1,095,203	6/14/2021	Gordon Burnham	(352) 273-4009
MCSB Osceola Middle School New Cafeteria	\$ 4,292,219	7/16/2021	Robert Knight	(352) 671-6903
UF Chick-Fil-A at Sun Terrace Renovation	\$ 292,717	7/21/2021	Greg Roberts	(352) 294-3574
SBAC Howard Bishop Middle School Redesign and Redevelopment	\$ 29,168,496	7/30/2021	Suzanne Wynn	(352) 955-7760
UF New Alpha Gamma Rho Fraternity House	\$ 6,345,805	8/20/2021	Mark Humbert	(352) 273-4014
UF MSB M-240 Lab Renovation	\$ 632,010	10/22/2021	Francisco Oquendo	(352) 273-4012
UF 642C-SW Campus Transportation Improvements	\$ 341,384	1/21/2022	Frank Javehari	(352) 273-4000
UF Peabody Hall Dean of Students Renovation	\$ 3,158,395	3/14/2022	Marie Brown	(352) 273-4000
MCPS - Liberty MS Fuel Tank	\$ 303,391	5/9/2022	Robert Knight	(352) 671-6903
UF MBI L5-135 Renovation	\$ 1,017,858	5/12/2022	Gordon Burnham	(352) 273-4009
DJJ Redwood Youth Center Renovations	\$ 972,166	6/1/2022	Robert Bass	(850) 717-2756
Oak Hall School New Guard House	\$ 419,305	8/1/2022	Jeff Malloy	(352)332-3609
SBAC CAT 2-3 EHS Band-Chorus Renovation	\$ 407,180	8/1/2022	Richard Rucker	(352) 318-6603
Clay County Public Schools KHES Playground/Court	\$ 889,398	8/31/2022	Mike Griffis	(904) 336-6829
UF UAA M 3 -Swim Dive Locker Room Renovation	\$ 1,427,000	9/2/2022	Bill Smith	(352) 273-4030
UF-638 New Student Health Center	\$ 19,780,000	3/30/2023	Keith Humphreys	(352) 273-1479
UF-357 CTB 1st /2nd Floor Renovation	\$ 1,884,839	4/4/2023	Keith Humphreys	(352) 273-1479
SBAC Sivia Center Renovation	\$ 816,332	5/10/2023	Jeff Garcia	(352) 955-7618
<b>HEALTHCARE</b>				
HCA Florida Emergency Room Renovation	\$ 1,000,397	2/23/2018	John Gerhold	(352) 333-4160
HCA Florida 2N Phase 1 Renovation	\$ 544,525	5/31/2012	John Gerhold	(352) 333-4160
HCA Florida Ambulance Canopy	\$ 363,905	2/10/2109	John Gerhold	(352) 333-4160
HCA ORMC Ocala Heart Renovation	\$ 1,337,437	2/14/2020	Ray Hopkins	
HCA Florida 2nd Floor 19-Bed Obs Renovation	\$ 2,271,180	2/28/2020	John Gerhold	(352) 333-4160
HCA Florida 2N & 3N Nurse Stations Renovation	\$ 208,507	5/27/2020	John Gerhold	(352) 333-4160
HCA Florida 2N Phase 3 Renovation	\$ 338,494	4/23/2022	John Gerhold	(352) 333-4160
HCA Florida Cath Lab 5 Renovation	\$ 996,213	3/4/2022	John Gerhold	(352) 333-4160
HCA Florida 5th FL Renovations	\$ 2,959,011	5/1/2022	John Gerhold	(352) 333-4160
HCA Florida 2nd Floor Renovations	\$ 3,413,307	10/28/2022	John Gerhold	(352) 333-4160
<b>COMMERCIAL/PRIVATE</b>				
PFG Fuel Station	\$ 987,428	6/10/2018	Rob Krakenburg	(352)378-8844
Trimark Cascades Apartments	\$ 11,237,603	7/30/2018	Bryan Harrington	(352) 376-6223
Woodbury Apartments	\$ 5,192,855	8/16/2018	Reid Fogler	(352) 514-5128
Koss Olinger Office Renovation	\$ 332,389	10/1/2018	Will Olinger III	(352) 373-3337
RTI BioPac Renovations	\$ 333,962	4/22/2019	Larry Goodall	(386) 418-8888
Frankel Media Group New Corporate Office	\$ 793,883	3/31/2020	Jeannette Baer	(352) 331-5558
Sharp Spring New Corporate Office	\$ 1,627,189	4/17/2020	Bill Varner	(352) 333-9333
Seacoast Bank Building (Formerly Drummond Bank)	\$ 4,942,570	7/24/2020	Melanie Shore	(352) 375-1819
5 Below Gainesville Plaza	\$ 886,778	9/14/2020	Matt Reilly	(334) 399-2883
Seacoast Bank 37th Blvd Improvements	\$ 504,007	12/28/2020	Melanie Shore	(352) 375-1819
Gainesville Airport Hangar Renovation	\$ 1,809,208	2/1/2021	Lynn Noffsinger	(352) 373-0249
Radiant CU-Live Oak Renovation	\$ 557,788	4/16/2021	Kelly Chesser	(386) 462-3151
Radiant CU Operations Bldg	\$ 2,503,809	9/30/2021	Kelly Chesser	(386) 462-3151
Pressure Technology Warehouse	\$ 3,390,889	12/20/2021	David Bowles	(215) 628-1975
Gainesville High Field MRI Renovation	\$ 613,314	1/17/2022	Tom Brown	(404) 434-2680
Radiant CU - Chiefland Renovation	\$ 463,147	8/18/2022	Kelly Chesser	(386) 462-3151
The New Swamp Restaurant	\$ 3,490,781	8/19/2022	Bryan Harrington	(352) 376-6223
Seacoast Bank 3rd Floor Renovation	\$ 803,260	4/10/2023	Melanie Shore	(352) 375-1819



# TAB 2

Proposed Project Staff



# ORGANIZATIONAL CHART

Our team of dedicated construction professionals are experienced and conduct business in an efficient and effective manner. From project inception to completion and beyond, our team is involved in a hands on, day-to-day fashion – ensuring you will receive exceptional service during the construction of the City of Gainesville New Public Safety Facilities.



**Domenic Scorpio**  
Principal-in-Charge



**LEED AP**  
BD+C

**PRECONSTRUCTION**

**PROJECT MANAGEMENT**

**FIELD SUPERVISION**

**ADMIN & ACCOUNTING**

**Chris Gregory**  
Preconstruction Team Leader



**LEED AP**

**Don Kellogg**  
Project Operations Team Leader



**LEED AP**  
BD+C

**Aaron Rogers**  
Field Operations Team Leader



**Jessica MacLaren**  
Project Administration + Accounting



**Jennifer Denault**  
DBE & Community Engagement



**TEAM 1**

**PROJECT MANAGEMENT**

**FIELD SUPERVISION**

**Ryan Stroh**  
Senior Project Manager



**Matthew Clark**  
Field Manager



**Jenna Hollingsworth**  
Assistant Project Manager



**Justin Zambelli**  
Field Manager



**TEAM 2**

**PROJECT MANAGEMENT**

**FIELD SUPERVISION**

**Tracy Koller**  
Senior Project Manager



**Richard Solana**  
Field Manager



**Maverick Maensivu**  
Assistant Project Manager



**Troy Underhill**  
Field Manager





# Why two teams?

Scorpio is proposing two specific teams so that the City of Gainesville is confident when awarding multiple projects. Should projects be released simultaneously, we have planned and dedicated the resources necessary to achieve success. Our intention is to be able to balance the City's work with our operations and incorporate into our annual planning to ensure the City of Gainesville's projects are the top priority.

Since each team presented here can handle two to three projects, depending on the size and complexity, we are confident in saying that we can manage up to six projects at a time. This strategy, if desired, will allow the City to release projects concurrently which can provide added savings in time and money. The City will not have to wait on any a team to become available to perform the necessary work.

## TEAM 1

### PROJECT MANAGEMENT



**Ryan Stroh**  
Senior Project Manager

### FIELD SUPERVISION



**Matthew Clark**  
Field Manager



**Jenna Hollingsworth**  
Assistant Project Manager



**Justin Zambelli**  
Field Manager

## TEAM 2

### PROJECT MANAGEMENT



**Tracy Koller**  
Senior Project Manager

### FIELD SUPERVISION



**Richard Solana**  
Field Manager



**Maverick Maensivu**  
Assistant Project Manager



**Troy Underhill**  
Field Manager



## Domenic Scorpio PRINCIPAL-IN-CHARGE

Domenic's Construction Management experience in local government and institutional projects is unparalleled and gives him the insight to overcome any project challenge. Over nearly three decades, he has led his companies in providing Construction Management Services for multiple government agencies throughout Central and North Central Florida. He ensures that decisions and commitments made in the preconstruction phase of the process are brought to fruition during construction. His history in this region, strong local craft and trade relationships, integrity, and open communication will ensure the successful delivery of the City of Gainesville for the Public Safety Facilities. **Domenic is available to devote the necessary time required to this project.**

### Education & Certifications

- Master of Science in Building Construction, UF
- Bachelor of Design in Architecture, UF
- FL Certified General Contractor, License #CGC061834
- GA Certified General Contractor, License #GCQA002489
- LEED Accredited Professional BD+C USGBC
- UF BCN Executive Committee
- Builders Association of North Central FL - Board of Directors
- CPR & First Aid Certification

**City of Residence**  
Gainesville, FL

**Years of Experience**  
Scorpio: 10  
Other Firms: 18

### PROJECT EXPERIENCE

- ACFR New Fire Station #23
- ACFR New Fire Station #40
- ACFR 2 New Fire Stations (with Lunz)
- City of Gainesville GTEC Renovations
- SFC Police Station
- UF New Student Health Care Center
- City of Fruitland New Public Safety Facility
- City of Wildwood New Public Works Facility (Lunz)
- City of Brooksville New Public Works Facility (Lunz)
- City of Tavares New Public Works Operations Center
- Marion County Schools New Central Warehouse
- City of Groveland New Empowerment Center
- Clay County Department of Health Renovations
- Clay County New Economic Development Facility
- Lake County New Emergency Operations Center
- Flagler County New Emergency Operations Center



**Education & Certifications**Bachelor of Science in  
Building Construction, UFLEED Accredited Professional,  
USGBCOSHA 30 Hour Safety  
CertificationABC Florida First Coast  
Chapter-Board Member  
2014-2017

ABC Next Gen Graduate

ABC Project Eagle Awards  
2013, 2014, 2016USF Sunshine State Safety  
Award 2009 & 2010**City of Residence**

Gainesville, FL

**Years of Experience**Scorpio: 7  
Other Firms: 12**Chris Gregory** PRECONSTRUCTION TEAM LEADER

Chris Gregory has 19 years of Construction Management experience leading efforts in both preconstruction and construction. Chris leads the estimating team through preconstruction, ensuring the client's tight timelines are met, and high standards are exceeded. A constant study of industry costs and trends, Chris offers the unique perspective of having estimated a majority of the projects that he was responsible for managing. Chris approaches every project with a partnership perspective. He provides the ability to navigate complex building challenges cost-effectively and is equipped to respond to a fast-paced environment. **Chris is available to devote the necessary time required to this project.**

**PROJECT EXPERIENCE**

- ACFR New Fire Station #23
- ACFR New Fire Station #40
- ACFR 2 New Fire Stations (with Lunz)
- City of Gainesville GTEC Renovations
- SFC Police Station
- UF New Student Health Care Center
- City of Fruitland New Public Safety Facility
- City of Wildwood New Public Works Facility (Lunz)
- City of Brooksville New Public Works Facility (Lunz)
- City of Tavares New Public Works Operations Center
- Marion County Schools New Central Warehouse
- City of Groveland New Empowerment Center
- Clay County Department of Health Renovations
- Clay County New Economic Development Facility

**Education & Certifications**Bachelor of Science in  
Journalism, UF

CPR &amp; First Aid Certification

**City of Residence**

Gainesville, FL

**Years of Experience**Scorpio: 6  
Other Firms: 14**Jennifer Denault** COMMUNITY ENGAGEMENT & OUTREACH

Jenn has successfully managed the marketing, communications, and media relations for high-profile projects in partnership with owners and clients. She is accustomed to and effective in curating content, planning and executing events, and enhancing communication with external and internal audiences. With over 20 years of non-profit management, administration, fundraising, and communications experience, Jenn will oversee strategic components of clients and user engagement throughout the project's lifecycle. She has unique expertise in coordinating efforts with multiple stakeholders, both public and private, to achieve common goals. **Jenn is available to devote the necessary time required to this project.**

**PROJECT EXPERIENCE**

- ACFR New Fire Station #23
- ACFR New Fire Station #40
- ACFR 2 New Fire Stations (with Lunz)
- SFC Police Station
- UF New Student Health Care Center
- City of Fruitland New Public Safety Facility
- City of Wildwood New Public Works Facility (Lunz)
- City of Brooksville New Public Works Facility (Lunz)
- City of Gainesville GTEC Renovations
- City of Tavares New Public Works Operations Center
- Marion County Schools New Central Warehouse
- City of Groveland New Empowerment Center
- Clay County Department of Health Renovations
- Clay County New Economic Development Facility

**Education & Certifications**

Bachelor of Science in Building Construction, UF  
 FL Certified General Contractor, License #CGC1517397  
 OSHA 30 Hour Safety Certification  
 LEED Accredited Professional BD+C, USGBC  
 Green Globes Professional  
 Asbestos Awareness Class IV Training  
 CPR & First Aid Certification  
 Builder's Association of North Central FL - Board of Directors

**City of Residence**

Newberry, FL

**Years of Experience**

Scorpio: 9  
 Other Firms: 11

**Don Kellogg** PROJECT OPERATIONS TEAM LEADER

Don has 20 years of broad and varied Construction Management experience focused primarily on projects of this size and scope. He has delivered many local government and civic-related projects and has worked with the directly with the City of Gainesville. Years of experience have provided Don with proficiency in every phase of construction, ensuring the successful delivery of each project. He is detail-oriented and a team player who ensures client expectations are exceeded. **Don is available to devote the necessary time required to this project.**

**PROJECT EXPERIENCE**

- ACFR New Fire Station #23
- ACFR New Fire Station #40
- ACFR 2 New Fire Stations (with Lunz)
- City of Gainesville GTEC Renovations
- SFC Police Station
- UF New Student Health Care Center
- City of Fruitland New Public Safety Facility
- City of Wildwood New Public Works Facility (Lunz)
- City of Brooksville New Public Works Facility (Lunz)
- City of Tavares New Public Works Operations Center
- Marion County Schools New Central Warehouse
- City of Groveland New Empowerment Center
- Clay County Department of Health Renovations
- Clay County New Economic Development Facility

**Education & Certifications**

Construction Training Courses, Santa Fe College  
 OSHA 30 Certification  
 CPR and First Aid Certification  
 Excavation and Trenching Safety Certification

**City of Residence**

Gainesville, FL

**Years of Experience**

Scorpio: 9  
 Other Firms: 17

**Aaron Rogers** FIELD OPERATIONS TEAM LEADER

Aaron Rogers oversees all field operations activities, including site logistics, safety, schedule, and quality control. His 27 years of experience working on large projects throughout Central and North Florida gives him a high degree of appreciation for the requirements of the City of Gainesville New Public Safety Facilities. His keen attention to detail ensures that the projects he assists in supervising are on time and of the highest quality. Aaron is a valuable resource with experience delivering over \$500M of construction. He is adept at working on all structures, systems, and finishes. He has developed the trust of industry professionals throughout Central and North Florida and is well respected as a team leader. **Aaron is available to devote the necessary time required to this project.**

**PROJECT EXPERIENCE**

- Alachua County Fire Rescue Fire Station #80
- Alachua County Fire Rescue Fire Station #23
- Alachua County Fire Rescue Fire Station #40
- City of Groveland Design Build Elese Tomlin Empower Center
- City of Tavares New Public Works Operations Complex
- City of Fruitland New Public Safety Facility
- City of Wildwood Municipal Services Building
- City of Brooksville Public Works Facility
- City of Gainesville GTEC Renovations
- City of Newberry New City Hall
- Marion County Schools New Central Warehouse

**TEAM 1****Education & Certifications**

Master of Science in Building Construction, UF

Bachelor of Science in Building Construction, UF

OSHA 30 Hour Safety Certification

CPR & First Aid Certification

**City of Residence**

Newberry, FL

**Years of Experience**

Scorpio: 7

Other Firms: 11

**Ryan Stroh** SENIOR PROJECT MANAGER

Ryan Stroh has 18 years of Construction Management experience. He has successfully completed millions of dollars worth of construction projects for state and local government agencies throughout north central Florida. Throughout his career, he has managed projects from preconstruction through closeout and warranty while maintaining communication between all partners. He is experienced in additions, new commercial construction, and renovations, emphasizing high-tech and office spaces. In addition, Ryan has delivered multiple LEED-certified and Green Globes-certified projects. **Ryan is available to devote 50% to this project.**

**PROJECT EXPERIENCE**

- Alachua County Fire Rescue Fire Station #80
- Alachua County Fire Rescue Surplus Warehouse Renovations
- City of Gainesville GTEC Building Renovations
- City of Wildwood Municipal Services Building
- City of Newberry New City Hall
- HCA Florida North Florida Hospital Multiple Projects
- University of Florida Multiple Projects
- Santa Fe College Multiple Projects
- Alachua County Fairgrounds New Pre-Engineered Metal Building
- Alachua County Civil Courthouse Renovations
- Alachua County Public Works Facility Renovations ca MacLaren

**TEAM 1****Education & Certifications**

Bachelor of Science in Building Construction, UF

OSHA 30 CPR/First Aid

**City of Residence**

High Springs, FL

**Years of Experience**

Scorpio: 3

Other Firms: 0

**Jenna Hollingsworth** ASSISTANT PROJECT MANAGER

Jenna is a resourceful, energetic, and detail-oriented building construction professional. She is routinely recognized for her exceptional organizational and communication skills. Jenna assists primarily with project documents, reviewing for completeness and accuracy. Her dedicated efforts keep projects moving in the right direction. Jenna is adept at creating efficiencies and is an excellent overall team player. **Jenna is available to devote 100% to this project.**

**PROJECT EXPERIENCE**

- Alachua County New Fire Station #80
- City of Gainesville GTEC Building Renovations
- City of Wildwood New Public Works Facility
- Radiant Credit Union Multiple Branch Renovations
- Radiant Credit Union Operations Building Renovation
- Radiant Credit Union New Lake City Branch
- SBAC Buchholz High School Gymnasium Renovations- New Roof and HVAC
- SBAC Santa Fe High School Auditorium Renovations
- Santa Fe College Building W Classroom Renovations
- Santa Fe College Building E Digital Media Renovations
- Santa Fe College Fine Arts Hall Renovation
- Santa Fe College S Building S Renovation
- Santa Fe College Building W Multiple Renovations
- HCA Florida- North Florida Hospital 2nd Floor Renovations
- HCA Florida- North Florida Hospital 3rd Floor Renovation

**TEAM 1****Education & Certifications**

OSHA 30-Hour Safety Certification  
CPR and First Aid Certification

**City of Residence**

Newberry, FL

**Years of Experience**

Scorpio: 7  
Other Firms: 19

**Matthew Clark** FIELD MANAGER

Matthew expertly manages subcontractors to maximize daily production in the field. He has over 19 years of experience in the construction industry and always advocates for the City of Gainesville's interest. Matthew is an excellent communicator and keeps a safe, clean work environment while delivering an exceptional quality product. He has extensive experience working for local municipalities and is currently working on a new Fire Station for Alachua County. Matthew is highly conscientious in communicating with the design team, City of Gainesville, and building occupants adjacent to his project sites. **Matthew is available to devote 100% to this project.**

**PROJECT EXPERIENCE**

- Alachua County New Fire Station #80
- City of Gainesville GTEC Building Renovation
- School Board of Alachua County Oak View Middle School New Classroom Building
- School Board of Alachua County Buchholz High School Gymnasium Renovations
- Santa Fe College Learning Commons and Library Renovation
- Santa Fe College Building B Classroom Renovations
- Santa Fe College Science Classroom and Chemistry Lab Renovations
- Santa Fe College Classroom Buildings A, B & K Renovations
- Santa Fe College Fine Arts Hall Renovation
- Santa Fe College Buildings A&B Transformer Replacement

**TEAM 1****Education & Certifications**

Bachelor of Science in Building Construction, UF  
OSHA 30 Hour Safety Certification  
CPR and First Aid Certification

**City of Residence**

Gainesville, FL

**Years of Experience**

Scorpio: 7  
Other Firms: 0

**Justin Zambelli** FIELD MANAGER

Justin is an energetic and hands-on Field Manager with 7 years of experience. Justin assisted on the construction of two local Fire Stations. He is currently completing the reconstruction of Westwood Middle School and was instrumental in the supervision of the UF New Student Healthcare Center. He is engaged in all aspects of daily on-site construction activity. His awareness of each activity in and around his projects and attention to jobsite organization is superb. Justin is customer focused, consistently exceeds client expectations, always seeking to creating win-win situations throughout the course of a project. **Justin is available to devote 100% to this project.**

**PROJECT EXPERIENCE**

- Alachua County New Fire Station #33
- Alachua County New Fire Station #40
- SBAC Westwood Middle School Redesign and Redevelopment
- UF New Student Health Care Center
- UF College of Education Expansion and Renovation
- UF Turlington Plaza Dining Services Renovations
- UF Keys Residential Complex Renovations
- UF Gamma Phi Beta New Sorority House
- UF Tri-Delta Sorority House Renovations
- Santa Fe College International Student Center Renovation

**TEAM 2****Education & Certifications**

Saint Stanislaus School  
 OSHA 30 Hour Safety Certification  
 CPR & First Aid Certification

**City of Residence**

Thomasville, GA

**Years of Experience**

Scorpio: 4  
 Other Firms: 27

**Tracy Koller** SENIOR PROJECT MANAGER

Tracy has 30 years of Construction Management experience. Over the course of his career, he has supervised and provided valuable leadership and direction for Preconstruction and Construction. With wide-ranging experience in design, development, planning, and construction, Tracy's comprehensive appreciation and understanding for each facet of the process is a desirable asset. Tracy has successfully managed over \$260M worth of development and construction throughout his career. He is dedicated team player, who promotes frequent and transparent communication with the design team, owners and clients, as well as craft and trade professionals..

**Tracy is available to devote 50% to this project.**

**PROJECT EXPERIENCE**

- City of Gainesville Pavement Project
- City of Tavares New Public Works Operations Facility
- Clay County Department of Health Renovations
- Clay County District School Keystone Heights Elementary New Cafetorium and Classrooms
- SBAC Howard Bishop Middle School Redesign and Redevelopment
- SBAC Oak View Middle School New Classroom Building
- SBAC New Transition School
- Marion County Public Schools Osceola Middle School New Cafeteria
- UF Center for Instructional Technology and Training Renovation
- UF Peabody Hall Renovation
- Santa Fe College Laboratory Renovations

**TEAM 2****Education & Certifications**

Bachelor of Science in Building Construction, UF  
 OSHA 30-Hour Safety Certification  
 Solidworks Professional 3D Modeling

**City of Residence**

Winter Park, FL

**Years of Experience**

Scorpio: 4  
 Other Firms: 1

**Maverick Maensivu** ASSISTANT PROJECT MANAGER

Maverick's experience in the field and the office provide a well-rounded approach to project management. As Assistant Project Manager, he will assist the Senior Project Manager and the Field Management team in all facets and phases of construction. Maverick is a construction professional who excels at relationship-building while providing additional leadership for the team. He is detail-oriented and quick to respond, offering exceptional technical oversight to the administration and coordination of projects. His time management skills and holistic approach to a project schedule make him an asset to the team. **Maverick is available to devote 100% to this project.**

**PROJECT EXPERIENCE**

- City of Tavares New Public Works Operations Center
- City of Groveland Elese Tomlin Community Empowerment Center (Preconstruction)
- School Board of Alachua County Howard Bishop Middle School Redesign and Redevelopment
- School Board of Alachua County New Transition School Board
- UF New Student Health Care Center
- UF Reitz Union Auditorium Renovation
- Santa Fe College International Student Center
- HCA- ORMC Ocala Heart Center Medical Office Renovation
- Frankel Media Group New Office Build-out
- Sharp Spring New Office Build-out

**TEAM 2****Education & Certifications**

US Navy Veteran

HTA Welding School

North Marion High School

CPR &amp; First Aid Certification

OSHA 30 Hour Safety

Certification

**City of Residence**

Ocala, FL

**Years of Experience**

Scorpio: 4

Other Firms: 14

**Rick Solana** FIELD MANAGER

Rick Solana is a safety conscious and detail-oriented project superintendent who provides clear direction to subcontractors on a daily basis. In addition to his 18 years of experience as a Field Manager, Rick is a skilled welder who served four years in the US Navy. He has delivered numerous large municipal projects in North Central Florida. Rick is regarded by many as steady and fair with an unparalleled work ethic. **Rick is available to devote 100% to this project.**

**PROJECT EXPERIENCE**

- St. Lucie County Fire Station #16
- St. Lucie County Fire Station #15
- City of Wildwood Municipal Services Building
- Marion County Public Schools New Central Warehouse
- Marion County Public School Osceola Middle School New Cafeteria
- Marion County Lowell Correctional Institution
- Marion County Marion County Courthouse Expansion
- Marion County Marion County Jail Expansion
- Marion Co Public Schools Ward-Highlands Elementary School Renovation
- Citrus County Public Schools Crystal River High School
- Marion Co Public Schools S. Ocala Elementary
- Broward County Hollywood Boardwalk Renovation

**TEAM 2****Education & Certifications**Associate of Arts,  
Santa Fe College

Red Cross First Aid &amp; CPR

Certified OSHA 30

**City of Residence**

Lake Butler, FL

**Years of Experience**

Scorpio: 5

Other Firms: 20

**Troy Underhill** FIELD MANAGER

Troy is the "boots on the ground" general of the project, ensuring all daily on-site construction activities are executed as planned. He is directly responsible for logistics, safety, scheduling, and quality control. Troy is exceptional at building lasting relationships with owners, architects, subcontractors and suppliers. He examines all project documents to establish a detailed understanding of the entire project. His hands-on approach ensures nothing is overlooked during construction. **Troy is available to devote 100% to this project.**

**PROJECT EXPERIENCE**

- City of Gainesville & Drummond Bank 37th Blvd Roadway and Site Improvements
- City of Alachua Operations Center
- District Eight New Medical Examiner's Office
- Department of Juvenile Justice Multiple Projects
- Oak Hall School New Enrichment Center
- UF College of Education Expansion and Renovation
- UF Dean of Students Peabody Hall Renovations
- UF UAA Swim & Dive Locker Room Renovations
- UF Communicore Research Lab Renovation
- SFC Bldg W Health Sciences Advisement Offices Renovation



**Jessica MacLaren** PROJECT ADMINISTRATOR/ACCOUNTANT

Jessica is a highly detail-oriented and cost-conscious accounting professional with over 19 years of experience. Her daily functions include accurate and timely reporting of job cost, client, trade contractor, and vendor requisition management, management of lien waivers and notices to owners, and trade contractor insurance verification. Jessica is also responsible for managing and reconciling the Owner Direct Purchase (ODP) of material and equipment for tax savings. Jessica manages every project with a level of organization focused on the details required should the job require an audit. **Jessica is available to devote the necessary time required to this project.**

**Education & Certifications**

Bachelor of Science in Accounting, UF

Construction Financial Management Association Certification

**City of Residence**

Ft. White, FL

**Years of Experience**

Scorpio: 9  
Other Firms: 10

**PROJECT EXPERIENCE**

- ACFR New Fire Station #23
- ACFR New Fire Station #40
- ACFR 2 New Fire Stations (with Lunz)
- SFC Police Station
- UF New Student Health Care Center
- City of Fruitland New Public Safety Facility
- City of Wildwood New Public Works Facility (Lunz)
- City of Brooksville New Public Works Facility (Lunz)
- City of Gainesville GTEC Renovations
- City of Tavares New Public Works Operations Center
- Marion County Schools New Central Warehouse
- City of Groveland New Empowerment Center
- Clay County Department of Health Renovations
- Clay County New Economic Development Facility

**WE  
HAVE  
THE**

PEOPLE  
RELATIONSHIPS  
EXPERIENCE  
QUALIFICATIONS  
STRATEGY  
KNOWLEDGE  
CONFIDENCE



Ron DeSantis, Governor

Melanie S. Griffin, Secretary

**STATE OF FLORIDA**  
**DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

**CONSTRUCTION INDUSTRY LICENSING BOARD**

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



**SCORPIO, DOMENICO EMILIO**

D E SCORPIO CORPORATION  
3911 WEST NEWBERRY ROAD  
GAINESVILLE FL 32607

**LICENSE NUMBER: CGC061834**

**EXPIRATION DATE: AUGUST 31, 2024**

Always verify licenses online at [MyFloridaLicense.com](http://MyFloridaLicense.com)

Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.

*State of Florida*  
*Department of State*

I certify from the records of this office that D.E. SCORPIO CORPORATION is a corporation organized under the laws of the State of Florida, filed on April 24, 2013.

The document number of this corporation is P13000037247.

I further certify that said corporation has paid all fees due this office through December 31, 2023, that its most recent annual report/uniform business report was filed on January 3, 2023, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this  
the Third day of January, 2023*

Secretary of State



Tracking Number: 9850679425CC

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

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



DESCORP-01

KWHITMAN

DATE (MM/DD/YYYY)

5/30/2023

### CERTIFICATE OF LIABILITY INSURANCE

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

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

<b>PRODUCER</b> Hub International Florida 2811 NW 41st Street Gainesville, FL 32606		<b>CONTACT NAME:</b> PHONE (A/C, No, Ext): (352) 377-2002 FAX (A/C, No): (352) 376-8393 E-MAIL ADDRESS:	
		<b>INSURER(S) AFFORDING COVERAGE</b>	
		<b>INSURER A : Valley Forge Insurance Company</b>	
		<b>INSURER B : The Continental Insurance Company</b>	
		<b>INSURER C : Bridgefield Employers Insurance Company</b>	
		<b>INSURER D : Westchester Surplus Lines Insurance Co.</b>	
		<b>INSURER E : Peleus Insurance Company</b>	
		<b>INSURER F :</b>	

<b>COVERAGES</b>	<b>CERTIFICATE NUMBER:</b>	<b>REVISION NUMBER:</b>
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THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input checked="" type="checkbox"/> OTHER: 5,000,000	X	7033952057	5/30/2023	5/30/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/PROP AGG \$ 2,000,000 <b>EBL AGGREGATE \$ 2,000,000</b>
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY		7033952043	5/30/2023	5/30/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000		7033952012	5/30/2023	5/30/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
C	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	830-52716	5/30/2023	5/30/2024	<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
D	<b>Pollution Liability</b>		G73527521 003	5/30/2023	5/30/2024	1,000,000/2,000,000
E	<b>Professional Liabil</b>		121 CTR 0200001-02	5/30/2023	5/30/2024	1,000,000/2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Certificate Holder is listed as an Additional Insured with regard to the General Liability policy.

<b>CERTIFICATE HOLDER</b>  CITY OF GAINESVILLE 200 E UNIVERSITY AVE. GAINESVILLE, FL 32601	<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 
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ACORD 25 (2016/03)

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## BOND LETTER



June 29, 2023

City of Gainesville Public Works  
PO Box 490 MS 58  
Gainesville, FL 32627-0490

**RE: D.E. Scorpio Corporation  
Letter of Bondability**

To Whom It May Concern:

It is the privilege of Hatcher Insurance and Swiss Re Corporate Solutions America Insurance Corporation to provide surety credit to D.E. Scorpio Corporation, with single project limits of \$70,000,000 and an aggregate uncompleted backlog of \$120,000,000. D.E. Scorpio Corporation has an impressive construction "track record", an impeccable reputation, and are generally regarded as being one of the finest construction firms in the State of Florida. Swiss Re Corporate Solutions America Insurance Corporation has an "A+" (Superior) Rating, a financial size category of XV (\$2 billion or greater) by AM Best and has US Treasury Limit of \$95,164,000.

If D.E. Scorpio Corporation is awarded a contract and requests that we provide the necessary Performance and/or Payment Bonds, we will be prepared to execute the bonds subject to our acceptable review of the contract terms and conditions, bond forms, appropriate contract funding and any other underwriting considerations at the time of the request.

Our consideration and issuance of bonds is a matter solely between D.E. Scorpio, and ourselves, and we assume no liability to third parties or to you by the issuance of this letter.

We trust that this information meets with your satisfaction. If there are further questions, please feel free to contact our office.

Sincerely,

William J. Palmer  
Attorney-in-Fact  
Florida Resident Agent

WJP/aw

*1411 Edgewater Drive, Suite 104 • P.O. Box 540689 • Orlando, FL 32854-0689  
Phone (407) 841-2686 • Fax (407) 841-2688*

*Commercial Insurance • Surety Bonds • Personal Insurance • Employee Benefits • PEO*



# TAB 3

Qualifications of Firm



## Building Trust

Scorpio was founded on the principal of implementing old-fashioned values and innovative solutions in delivering cost effective, quality construction projects. Sharing in this philosophy is our dedicated team of well-respected industry professionals – some of whom have worked with our founder, Domenic Scorpio, for decades. Our responsibility is to advocate in your interest throughout project delivery. Our team is loyal in achieving your project’s objectives. We have a unique understanding of the intricacies of local and state regulatory agencies, and offer the knowledge and trusted relationships to navigate every challenge expeditiously. We conduct business with professionalism and continually set the bar high for ourselves, resulting in a proven project delivery process.

## Construction Industry Leaders

Scorpio fosters a culture of highly motivated professionals that are passionate about the communities we serve and the relationships we develop. We maintain a collaborative approach to service which ensures the unique expertise of each individual is brought to bear on your project with one collective goal –

**EXCEEDING YOUR EXPECTATIONS IN EVERY PHASE OF PROJECT DELIVERY.**

## Our Story

After earning a Bachelor’s Degree in Architecture and a Master’s Degree in Building Construction from the University of Florida, Domenic Scorpio began his professional career in construction, in 1995.

In June of 2001, Domenic accepted a partnership offer from a prominent Gainesville contractor, quickly working his way into the role of Chief Operating Officer and qualifying agent of the company. Under Domenic’s leadership the company grew and expanded into seven locations in Florida and South Georgia, reaching gross revenues of \$250 Million annually.

In early 2013, while proud of the accomplishments of his prior partnership, the combination of Domenic’s entrepreneurial spirit and his desire to cultivate a culture focused on relationship-based management, Domenic established Scorpio. He, along with the loyal following of construction professionals, quickly proved the value of this philosophy to the community delivering challenging projects of varying size, scope, complexity, and budgets for some of the most well-respected and experienced clients in the area.

Over the last 10 years Scorpio has grown in size and reputation, while maintaining an intense focus on its core values and principals. Team members are added not only for their skill and experience but their ability to embrace and further our mission of bringing exceptional buildings to life, for life.

**53**  
TEAM MEMBERS

**2,000+**  
PROJECTS  
VALUED AT OVER  
**\$2**  
BILLION



# Scorpio. | 2023 TEAM



Regarding Scorpio's size, resources, and capabilities, our firm is an exceptional choice to deliver this project. We are an extremely experienced team with a depth of resources that will serve the City of Gainesville to a successful completion. We have a vast network of subcontractors and consultants in Gainesville and neighboring counties ready to serve on this project.



# Alachua County Government

CIVIC



## Alachua County Fire Station #33

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
Alachua County  
Fire Rescue  
Gainesville, FL  
Harold Theus, Chief  
p: 352.384.3132

**Architect (Contact)**  
Strollo Architects  
Jim Strollo, President,  
p: 407.423.5355

**Size**  
7,754 sf

**Final Construction Cost**  
\$2,281,427

**Completion Date**  
2017

Fire Station #33 is a one-story concrete masonry new construction facility of approximately 7,754 sf that houses 28 fire fighters and EMS personnel. Along with a four-bay apparatus area, the building is comprised of four dorm rooms and 3 full bathrooms, (1 ADA). The floor plan includes a full kitchen with commercial grade appliances, a living / dining area, an exterior covered patio, a fitness room, a shop area, a laundry room, a locker room, a decontamination room, a watch room with IT area above, and watch commander's office with a future officer dorm area. It was designed as an energy efficient structure meeting current Alachua County green standards and will be certified as Green and Sustainable under the guidelines established by the Green Building Initiative (Green Globes).



### Key Personnel



**Don Kellogg**  
Project Operations  
Team Leader



**Justin Zambelli**  
Field Manager



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# Alachua County Government CIVIC



## Alachua County Fire Station #40

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
Alachua County  
Fire Rescue  
Gainesville, FL  
Harold Theus, Chief  
p: 352.384.3132

**Architect (Contact)**  
Brame Heck Architects  
Billy Brame, Architect,  
p: 352.372.0425

**Size**  
5,684 sf

**Final Construction Cost**  
\$1,526,124

**Completion Date**  
2017

Fire Station #40 is a one-story new construction facility of approximately 5,684 SF located in Waldo FL that houses approximately 18 or more fire fighters and EMS personnel operating on three continuous shifts 7 days a week. Along with a two-bay apparatus area, the building is comprised of 7 dorm rooms and 4 full bathrooms (1 ADA accessible). The floor plan includes a full kitchen with commercial grade appliances, a living area, fitness and locker room, laundry/janitorial room, decontamination room, a maintenance workshop, storage rooms, and a covered outdoor patio area. The station was built with expansion in mind as room for a third bay in the future was a factor in all decisions. Fire Station #40 was designed as an energy efficient structure meeting current Alachua County green standards for structural as well as MEP, with zone driven HVAC supplying the heating and cooling throughout with state of art low energy consumption units. There is an intercom and paging system included for communication throughout the building and an emergency generator to integrate a backup power system. Interior finishes include plaster finishes, ceramic tiled bathrooms, acoustical ceilings, polished concrete floors and solid wood doors. The exterior of the building is protected by an asphalt shingled roof, cement plaster finish on walls with an accent band and color scheme that blends nicely into the rural area. Exterior windows are protected from catastrophic weather events by aluminum storm panels. A new parking area, paved driveway and landscaping compliments the exterior of the property.



### Key Personnel



**Don Kellogg**  
Project Operations  
Team Leader



**Justin Zambelli**  
Field Manager



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# Alachua County CIVIC



## Alachua County Two New Fire Stations

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
Alachua County  
Gainesville, FL  
Ramon Gavarrete  
Project Manager  
p. 352.374.5202

**Architect (Contact)**  
The Lunz Group  
Brad Lunz, Principal  
p. 407.930.9389

**Size**  
11,540 sf

**Estimated Construction Cost**  
\$13.6 M - for two in progress

**Substantial Completion Date**  
2023 (In Progress)

With growth comes the need for services. Additional fire stations offer increased access to emergency responders, reduced response times, and lower insurance rates for the growing number of Alachua County residents. This prototype approach for the four new fire stations planned reduced design fees and demonstrated fiscal responsibility.

The buildings are considered a 50-year facility with a metal roof, a sizeable three-vehicle apparatus bay, and all LED lighting. Clearly demarcated zones separate 'hot' carcinogen areas from decontamination zones and firefighter residential quarters. Exterior aesthetics include intentional touches such as hip roofs with gables and a brick, stone and metal panel finishes that will help the station blend in better near residential neighborhoods.

Stress reduction for our emergency responders is a top consideration inside the building. The residential area features a large day room, all gas appliances, a separate dining area, and can sleep up to ten. The fire alarm system has been updated to a 'ramping' alarm to reduce the shock of a sudden siren.

The station also features community spaces, including a training room that seats 30-40 and a lobby left unlocked as a safe haven for infant drop-offs.



### Key Personnel

 Chris Gregory Preconstruction Team Leader	 Aaron Rogers Field Operations Team Leader	 Don Kellogg Project Operations Team Leader
 Ryan Stroh Senior Project Manager	 Jenna Hollingsworth Assistant Project Manager	 Matthew Clark Field Manager



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# Santa Fe College HIGHER EDUCATION



## Santa Fe College Police Department Expansion and Renovation

**Construction Management**  
Expansion, Renovation

**Owner (Rep/Facility Mgr)**  
Santa Fe College Facilities Services, Gainesville  
Rebecca Rogers,  
Director of Facilities  
p. 352.395.5174

**Architect (Contact)**  
Kail Partners  
Danny Kail, Principal  
p. 352.871.4935

**Size**  
3,276 sf

**Final Construction Cost**  
\$931,389

**Substantial Completion Date**  
April 2018

### Key Personnel



**Don Kellogg**  
Project Operations  
Team Leader



**Aaron Rogers**  
Field Operations  
Team Leader

The Santa Fe College Police Station Renovation and Expansion required the efforts of a large team consisting of the college's administration, police department, architects, engineers and Scorpio. The building was designed to incorporate an existing facility and allow expansion into the future. It is a single-story building consisting of offices, a lobby, a break room, a secure detention area, and state of the art communications center. Surrounding the facility site, improvements included the construction of ADA parking areas, ADA sidewalks, landscaping, signage and connection to an on-site generator. The most challenging aspect of the project was to complete all work alongside the police department as they operate 24/7 and did not relocate during the project.

This Renovation and Expansion was a part of Scorpio's Continuing Services Contract with Santa Fe College which includes services for a large variety of projects in new construction, as well as expansions and renovations throughout campus including lab buildings, auditoriums, classrooms, faculty offices, athletic fields and facilities, and utility infrastructure projects. This provides experience with varying building systems for structure, exterior cladding, and roof assemblies as well as technologically advanced security systems, IT systems, equipment, and interior spaces. These systems provide cutting-edge learning environments and enhance the students' overall college experience campus-wide.



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# City of Gainesville CIVIC



## Community Reinvestment Area GTEC Building Office Renovation

**Construction Management**  
Renovation

**Owner (Rep/Facility Mgr)**  
City of Gainesville  
Mo Deel, Operations  
Coordinator  
p. 352.393.8212

**Architect (Contact)**  
Walker Architects  
Joe Walker, President  
p. 352.672.6448

**Size**  
2,000 sf

**Final Construction Cost**  
\$299,007

**Substantial Completion Date**  
February 2021

A department within the City of Gainesville, the Gainesville Community Reinvestment Area offers a suite of incentive programs designed to encourage beautification, economic development, and community partnerships within the designated redevelopment districts.

The Gainesville Technology Enterprise Center (GTEC) Building is located in East Gainesville on a 13.6-acre campus. The campus was created to be the area's first high-tech incubator, to provide early-stage technology start-up companies with the resources to help them grow and develop.

Designed by Walker Architects, the 2,000 s/f GTEC Building Renovation provides updated offices and a collaborative workspace with improved technology and communication infrastructure. New modern finishes, flooring, light fixtures, and furniture were installed to create a welcoming environment for the staff and community.



### Key Personnel

 Chris Gregory Preconstruction Team Leader	 Aaron Rogers Field Operations Team Leader	 Don Kellogg Project Operations Team Leader
 Ryan Stroh Senior Project Manager	 Jenna Hollingsworth Assistant Project Manager	



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# City of Wildwood CIVIC



## Municipal Services Building

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
City of Wildwood  
Jeremy Hockenbury,  
Public Works Director  
p. 352.330.1343

**Architect (Contact)**  
The Lunz Group  
Mark McLean  
p. 407.930.9389

**Size**  
26,500 sf

**Final Construction Cost**  
\$3.8M

**Substantial Completion Date**  
November 2022

The City of Wildwood new Municipal Services Complex is located on approximately 10.7 acres on the City of Wildwood's Public Works occupied compound. This project consisted of the construction of a new 6250 sf pre-engineered Fleet Maintenance building with 4 bays and office space, fueling station and a 2500 square feet equipment storage building. The project also includes the renovation of three existing buildings formerly used for school classrooms and cafeteria.

The renovated building houses the City's Utility Department and associated storage needs. The renovation of the three buildings included approximately 17,742 square feet of interior space. Other site improvements include the construction of secured parking areas, drives, landscaping, stormwater, signage, and on-site generators.



### Key Personnel

 Chris Gregory Preconstruction Team Leader	 Aaron Rogers Field Operations Team Leader	 Don Kellogg Project Operations Team Leader
 Ryan Stroh Senior Project Manager	 Jenna Hollingsworth Assistant Project Manager	 Richard Solana Field Manager





# Marion County Public Schools K-12 EDUCATION



## Marion County Public Schools Central Warehouse

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
Marion County Public Schools  
Robert Knight, Facilities  
Department Supervisor  
P. 352.671.6903

**Architect (Contact)**  
Level Architecture  
Adam Gayle  
P. 352.448.7788

**Size**  
65,000 SF

**Estimated Construction Cost**  
\$7.5M

**Estimated Completion Date**  
Scheduled October 2023

Construction of a new central warehouse for the Marion County Public Schools District. The project will be used to consolidate the central receiving and storage services in one facility.

It consists of a new 65,000 sft metal building with loading docks for incoming and outgoing shipments, conditioned storage, and build-out of an approx, 3,400 sft of office space. The project is located at the old phoenix center site in NE Ocala and will require extensive grading, paving, and utility upgrades including new water mains and stormwater retention.



### Key Personnel

 Chris Gregory Preconstruction Team Leader	 Aaron Rogers Field Operations Team Leader	 Don Kellogg Project Operations Team Leader
 Tracy Koller Senior Project Manager	 Maverick Maensivu Assistant Project Manager	 Richard Solana Field Manager



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# City of Tavares CIVIC



## City of Tavares New Public Works Operations Center

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
City of Tavares  
201 E Main Street  
Tavares, FL 32778  
John Rumble  
Purchasing Manager  
p. 352.742.6209

**Architect (Contact)**  
GatorSkitch  
Mike Latham, Principal  
p. 407.608.5677

**Size**  
30,000 sf

**Estimated Budget**  
\$19M

**Estimated Completion Date**  
May 2024

The City of Tavares will construct a regional workforce training and innovation center in partnership with Lake Technical College in what is considered one of the most innovative projects combining government and education resources that have ever been created.

The Public Works Operations Center will accommodate the complete operations of the Public Works division and serve as the new training location of Lake Tech's Diesel Systems Technology programs. Utilizing this innovative model, students can train in an authentic environment as they work alongside the City's technicians.

The project includes the following, which will be built on city-owned land: An 8,532-square-foot public works facility for the City. A combined 28,980-square-foot building includes a 9,350-square-foot vehicle fleet storage space, a 12,670-square-foot space for Lake Technical College's diesel mechanic program, and 6,960 square feet for the college's automotive program. Additionally, this complex will include a 10,540-square-foot operations building.

### PARTNERSHIP WITH

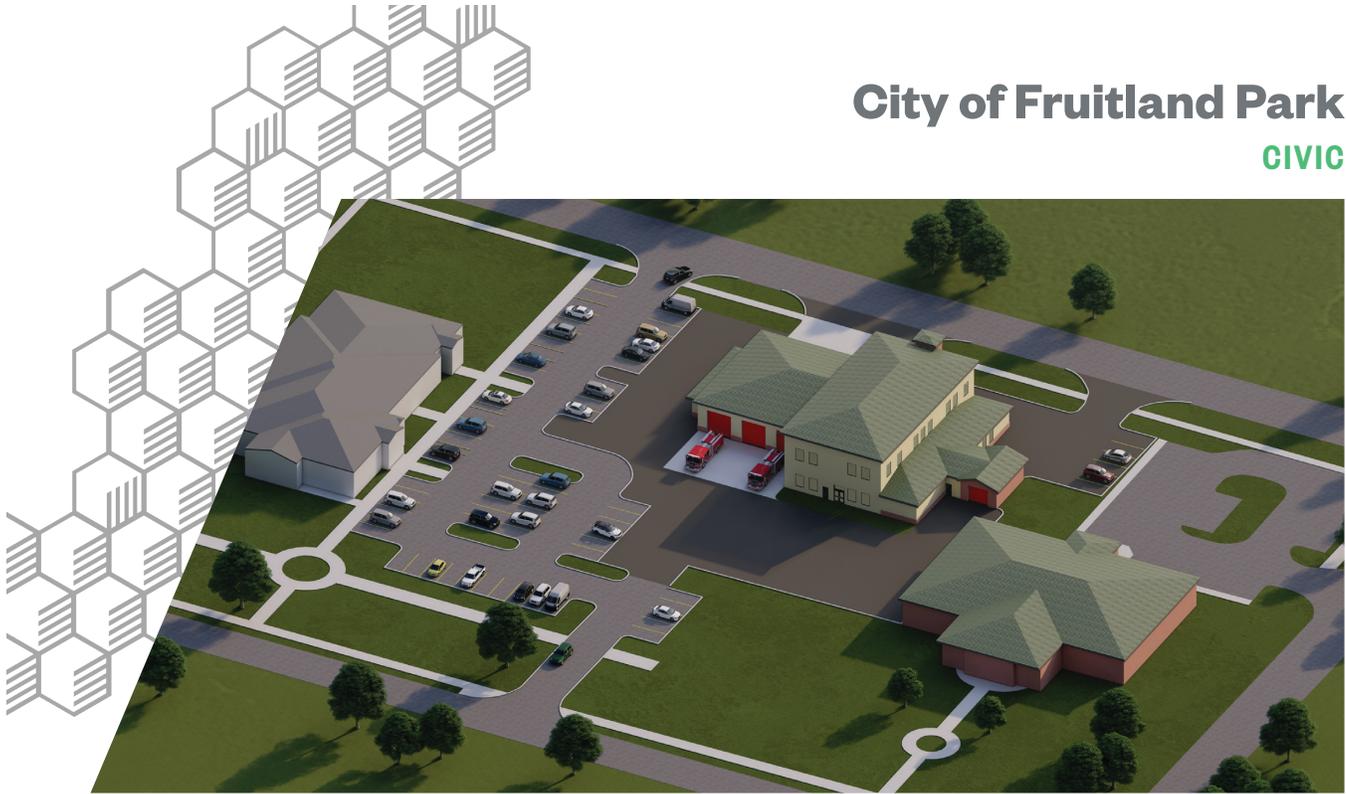


### Key Personnel

 <b>Chris Gregory</b> Preconstruction Team Leader	 <b>Aaron Rogers</b> Field Operations Team Leader	 <b>Don Kellogg</b> Project Operations Team Leader
 <b>Tracy Koller</b> Senior Project Manager	 <b>Maverick Maensivu</b> Assistant Project Manager	



# City of Fruitland Park CIVIC



## City of Fruitland Park New Public Safety Facility



**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
City of Fruitland  
506 W. Berckman St.  
Fruitland Park, FL 34731  
Gary Lavenia  
City Manager  
p. 352.360.6727

**Architect (Contact)**  
GatorSkitch  
Mike Latham, Principal  
p. 407.608.5677

**Size**  
20,707 sf

**Estimated Budget**  
\$9.2M

**Estimated Completion Date**  
September 2024

The City of Fruitland Park is building a new Public Safety Facility to meet the growing demands of the community. The new building will be situated between Fruitland Park City Hall and the Fruitland Park Library. The new building will be a two-story CMU Building that will house both Law Enforcement and the Fire Department. Site work will require the demolition of the existing Fire Station.

The new Police Station portion is designed for sixteen Law Enforcement Officers with offices for the Police Chief, a CID Captain, and Detectives. Additional space will be allocated for the Squad room, Shift Sergeants, an EOC Training Room, Intake and Interview rooms, Evidence Processing, and an Armory, along with an accreditation, training, and records room, CID Conference Room, a breakroom, storage, restrooms, showers, lockers, and a Sally Port.

The Fire Station side is designed to house eight Firefighters and accommodate three Apparatus Bays, including Gear Turnout and a Decontamination Room. A Galley Kitchen and Dining area will accommodate three shifts with "kitties" for food with refrigerators and pantries. There will be a Day Room, a shared Fitness Center with Law Enforcement, bunk room(s), restrooms, showers, and a laundry facility.



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### Key Personnel





# City of Brooksville CIVIC



## Brooksville Public Works Facility

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
Jon Dow  
City of Brooksville  
Assistant Public Works  
Director  
p. 352.540.3810

**Architect (Contact)**  
The Lunz Group  
James Pendley, Architect  
p. 407.930.9389

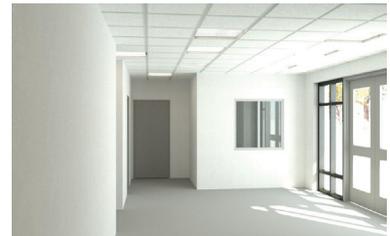
**Size**  
12,500 sf

**Estimated Construction Cost**  
\$3.6M

**Estimated Completion Date**  
July 2024

This project consists of site development and new construction of a 12,500-sf pre-engineered metal building for the City of Brooksville. This new facility will house offices for the City of Brooksville public works department and utility department as well as a conference/training room, lockers and showers, vehicle shop space, small engine repair, welding shop, sign shop, and warehouse space.

The site development includes new stormwater retention basins, a perimeter fence, site utilities, parking areas for the public, and vehicles to be serviced in one of the three service bays. The building is designed to allow for an additional 2,500 sf bay to be added onto the back of the building in a future phase. Construction is scheduled to begin fall of 2023 and be completed by the summer of 2024.



### Key Personnel

	<b>Chris Gregory</b> Preconstruction Team Leader		<b>Aaron Rogers</b> Field Operations Team Leader		<b>Don Kellogg</b> Project Operations Team Leader
---	--	---	--	---	---



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# Clay County CIVIC



## New Economic Development Facility

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
Clay County  
Gene Price  
Deputy Director of Facilities  
p. 352.327.0765

**Architect (Contact)**  
Walker Architects  
Joe Walker  
President  
p. 352.672.6448

**Size**  
30,000 sf

**Estimated Construction Cost**  
\$12M

**Estimated Completion Date**  
TBD

The County and the Economic Development Corporation are seeking to build a new facility to accommodate the work of these organizations and the continued growth of the county. Clay County Economic Development Corporation's mission is to create initiatives for sustainable economic growth by creating job opportunities.

The Clay County Building/Economic Development Services Facility will be a 2-story building, estimated up to 30,000 sq. ft. consisting of office spaces, conference rooms, storage, and a gym. This new facility is planned for the 1.4 acre site located at 633 N. Orange Ave. Green Cove Springs adjacent to the existing County Administration Building. The existing facility on the site, a former used car dealership, will need to be demolished. Environmental surveys indicate the site appears to be clean of any hazardous materials. This presents as a relatively straightforward build with ample area for laydown.

The goal will be to provide a comfortable and engaging space for employees and visitors, while maintaining a thoughtful and careful eye on the budget. Scorpio will join alongside Walker Architects to ensure a design that achieves the goals of quality and finish, while maintaining budget and schedule.



### Key Personnel

	<b>Chris Gregory</b> Preconstruction Team Leader		<b>Aaron Rogers</b> Field Operations Team Leader		<b>Don Kellogg</b> Project Operations Team Leader
---	--	---	--	---	---



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# City of Groveland

CIVIC



## Elsie Tomlin Empowerment Center

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
City of Groveland  
Chris Coghill  
156 S Lake Ave  
Groveland, FL 34736  
p. 352.429.2141 x2014

**Architect (Contact)**  
Walker Architects  
Joe Walker, President  
p. 352.672.6448

**Size**  
4,000 sf

**Estimated Construction Cost**  
\$2M

**Substantial Completion Date**  
TBD

With our Design Partner Walker Architects have developed an early Empowerment Center building design concept that pulls from a hybrid of traditional Florida vernacular styles, including Florida Cracker, Craftsman, Colonial and southern Victorian.

Crowned with a Colonial-style clock tower and metal cupola, and adorned by Victorian trim and Craftsman accents, the Main Entry to the Empowerment Center serves not only as the building's focal point, but also as a prominent and visual landmark to the surrounding city blocks. Exposed structural elements are feature components in our design. A mix of stained Cypress brackets, arches and columns anchored in battered Limestone bases and handcrafted southern brick provide the framework for the exterior facades. Close attention to proportions, distribution of claddings and subtle detailing help the new Empowerment Center to reference other Groveland structures, while remaining prominent within its surroundings. Finally, a second story covered outdoor balcony provides a scenic view of it all, and provides a convenient, semi-private outdoor amenity to the building's users.

The Empowerment Center interior features multiple zones which provide varying degrees of access to administrative staff and citizens. A bubbling fountain encourages visitors to enter a public foyer area that leads to heavily-trafficked zones like the small business incubator hub, game room/library, and computer labs. More private administrative offices and meeting rooms are accessed from secured corridors that span the length of the building, while a back staircase and ADA-lift provide access to the second floor balcony. Optional second floor offices, which house quieter rooms for the Director and other staff members are easily incorporated into the upper roof line of this design with additional dormer windows and accessible attic trusses.



### Key Personnel

	<b>Chris Gregory</b> Preconstruction Team Leader		<b>Aaron Rogers</b> Field Operations Team Leader		<b>Don Kellogg</b> Project Operations Team Leader
---	--	---	--	---	---



## Scorpio.

MAKE BUILDINGS  
FOR LIFE.



PREVIOUS FIRM EXPERIENCE

# University of Central Florida

HIGHER EDUCATION



## UCF Public Safety Center

UCF built its new Public Safety Center to replace the outdated police station that was located in the heart of an extremely active campus. This three-story building houses several offices, lecture halls, and a fitness center to be utilized by the officers. The 34,000 square foot complex was awarded with silver LEED accreditation and can now accommodate all the storage space needed for evidence and record keeping. The building also has three holding cells and a dispatch call center to ensure the highest level of safety for the students.

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
University of Central Florida,  
Orlando  
Gary Ameral  
p. 407.823.1566

**Architect (Contact)**  
Ponikvar & Associates,  
Jack Ponikvar, President  
p. 352.372.1378

**Size**  
34,000 sf

**Final Construction Cost**  
\$8,000,000

**Substantial Completion Date**  
July 2011

PREVIOUS FIRM EXPERIENCE

This project is representative of key Scorpio Co. personnel experience and not Scorpio Co. firm experience.



PREVIOUS FIRM EXPERIENCE

# Lake County Government

CIVIC



## Emergency Operations Center

The new Emergency Operations Center was built to replace the existing EOC in order to sufficiently withstand natural disasters, providing critical systems to ensure facility sustainability. This project features reinforced concrete walls, roof envelope systems, and designed to withstand 160 mph winds and the 500 year flood plain. Specifically designed for joint-use to accommodate the Communications Department for the Sheriff, Fire and EMS as well as the Department of Emergency Management to include vehicular setbacks, CCTV surveillance cameras, and advanced security access systems. The EOC section of the facility contains an Incident Command Center with all associated support rooms, food service facilities, dormitories, and offices/conference areas for all elected officials.

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
Lake County Government,  
Tavares, FL

**Architect (Contact)**  
Architects Design Group

**Size**  
28,415 sf

**Final Construction Cost**  
\$6,600,000

**Substantial Completion Date**  
March 2013

PREVIOUS FIRM EXPERIENCE

This project is representative of key Scorio Co. personnel experience and not Scorio Co. firm experience.



PREVIOUS FIRM EXPERIENCE

# Flagler County Government CIVIC



## Emergency Operations Center

Designed to replace an existing, obsolete center, this state-of-the-art 26,000 square foot facility features a self-sufficient GSF hurricane-safe facility, serving as the heart of county government operations under emergency conditions. The entire building envelope was constructed efficiently via tilt-wall construction, and can endure hurricane winds in excess of 140 mph. The facility also houses the Central Data Center, 911 operations, training rooms, staff offices and additional support areas. The facility contains all necessary systems to house staff 24 hours a day, 7 days weekly during emergency situations. It includes sleeping quarters to kitchen facilities, and includes a 24-hour emergency backup power and communications system.

**Construction Management**  
New Construction

**Owner (Rep/Facility Mgr)**  
Flagler County Government,  
Bunnell, FL

**Architect (Contact)**  
DJ Design, Inc

**Size**  
26,000 sf

**Final Construction Cost**  
\$3,571,083

**Substantial Completion Date**  
April 2006

PREVIOUS FIRM EXPERIENCE

This project is representative of key Scorpio Co. personnel experience and not Scorpio Co. firm experience.



# TAB 4

Forms



# VERIFICATION FORM

## CONSULTANT VERIFICATION FORM

### **REGISTERED TO DO BUSINESS IN THE STATE OF FLORIDA**

Is Proposer registered with Florida Department of State's, Division of Corporations, to do business in the State of Florida?

YES  NO (refer to Part 1, 1.6, last paragraph)

If the answer is "YES", provide a copy of SunBiz registration or SunBiz Document Number (# P13000037247)

If the answer is "NO", please state reason why: \_\_\_\_\_

### **DIVERSITY AND INCLUSION (Applies to solicitations above \$50,000)**

Does your company have a policy on diversity and inclusion? YES  NO

If yes, please attach a copy of the policy to your submittal.

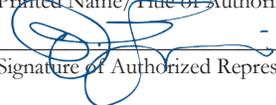
*Note: Possessing a diversity and inclusion policy will have no effect on the City's consideration of your submittal, but is simply being requested for information gathering purposes.*

Domenic Scorpio

Proposer's Name

Domenic Scorpio - President and CEO

Printed Name/Title of Authorized Representative

  
Signature of Authorized Representative

7-14-23  
Date

### **LOCAL PREFERENCE (Check one)**

Local Preference requested:  YES  NO

A copy of the following documents must be included in your submission if you are requesting Local Preference:

- Business Tax Receipt
- Zoning Compliance Permit

### **QUALIFIED SMALL BUSINESS AND/OR SERVICE DISABLED VETERAN BUSINESS STATUS (Check one)**

Is your business qualified, in accordance with the City of Gainesville's Small Business Procurement Program, as a local Small Business? YES  NO

Is your business qualified, in accordance with the City of Gainesville's Small Business Procurement Program, as a local Service-Disabled Veteran Business? YES  NO

*This page must be completed and uploaded to DemandStar.com with your Submittal.*

E-Bidding Document - RFQ (CCNA) - Page 88 of 113



# BUSSINESS TAX STATEMENT 2023

Your payment was processed. Print this tax receipt for your records. It was also sent to [domenic@scorpioco.com](mailto:domenic@scorpioco.com)



## Online Business Tax Receipt<sup>(1)</sup>

Business Name **D.E. SCORPIO CORPORATION  
DOMENIC E SCORPIO -  
CONTRACTOR**

Business Tax ID **40280**

This constitutes your business tax receipt for 10/1/2022 - 9/30/2023.

Your business tax(es) for the fiscal year **10/1/2022 - 9/30/2023** are as follows:

### Business Categories

ID	Service Name	Tax Amount	Explanation of Calculations
1000	STATE LICENSE/CERTIFICATION REQUIRED	\$0.00	
1360	CONTRACTOR-GENERAL-UNLIMITED	\$131.25	Business category flat fee of \$131.25
6801	COMMERCIALLY ZONED	\$0.00	
****	Payment	(\$131.25)	Posted on 9/1/2022
<b>TOTAL DUE:</b>		\$0.00	

Please note that the maximum charge for any single service is \$525

Amount Due on **Thursday, September 22, 2022** is **\$0.00**

(1) This page will serve as your business tax receipt for the fiscal year 10/1/2022 - 9/30/2023.

Payments must be time-stamped by 11:59 pm on Monday, October 03, 2022 in order to avoid late fees.

Please, note that a home occupation permit may be required for this location, someone will contact you upon review of the information



### DRUG-FREE WORKPLACE FORM

The undersigned bidder in accordance with Florida Statute 287.087 hereby certifies that

Domenic Scorpio

does:

(Name of Proposer)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for the drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

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

Proposer's Signature

7-14-23

Date



# W-9

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.  
**D.E. Scorpio Corporation**

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

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) ▶ \_\_\_\_\_  
 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.  
Requester's name and address (optional)

6 City, state, and ZIP code

7 List account number(s) here (optional)

### Part I Taxpayer Identification Number (TIN)

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

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

Social security number

				-				
--	--	--	--	---	--	--	--	--

or

Employer identification number

4	6	-	2	6	2	1	7	7	3
---	---	---	---	---	---	---	---	---	---

### 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 ▶ April 15, 2023

### 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 1



## ADDENDUM NO. 1

Date: July 11, 2023

Bid Date: July 14, 2023  
at 3:00 P.M. (Local Time)

Bid Name Public Safety Facilities Construction Manager at Risk

Bid No.: PWDA-230055-DH

NOTE: This Addendum has been issued only to the holders of record of the specifications.

The original Specifications remain in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary:

1. Any questions shall be submitted in writing to the City of Gainesville Purchasing Division by 3:00 p.m. (local time), July 5, 2023. Questions may be submitted as follows:  
Email: [holderds@gainesville.org](mailto:holderds@gainesville.org)
2. Please find attached:
  - a. Copy of the cone of silence information (Financial Procedures Manual Section 41-524 Prohibition of Lobbying in Procurement Matters)).

The following are answers/clarifications to questions received:

3. Question: Section 3.1 (page 7) provides the Proposal Format and Section 3.2 provides the Content of Proposal. The Content of the Proposal is not included in the instructions for the format. Would you like the proposal to be formatted as section 3.1 with responses to those items and then as Section 3.2 with the responses to the Content? However with this organization:
  - a. 3.2.a RFP Cover Page would be moved ahead of 3.1.
  - b. Licenses would be duplicated under 3.2bb and 3.2.f.
  - c. Qualifications would possibly be duplicated in 3.1 Qualification of Firm and 3.2C. Statement of Qualifications

Answer: Proposals can be assembled as preferred by the vendor provided all items are addressed; vendor should ensure the proposal flows well. Typically, proposals received include a preface with the RFP Cover Page and Opening Letter, followed by the items listed 3.1, followed by a separate section or appendix with forms, licenses and any other supporting documents, however, it is up to the vendor to decide what order to assembly the documents.

4. Question: 3.2.c (page 7) says to *Provide a Statement of all Qualifications that will communicate the capabilities of the proposer to successfully complete the project.* Is there a specific Statement of Qualifications that is to be completed? Or what is expected to be included in the Statement of Qualifications?

Answer: There is no specific statement of qualifications that is to be completed; vendors must ensure their proposals communicates what qualifications the vendor has to complete the scope of work listed in Part 2 of the RFP.

Addendum #1-1



# ADDENDUM 1

Bid Number: PWDA-230055-DH  
Bid Name: Public Safety Facilities Construction Manager at Risk

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 1 by his or her signature below, **and a copy of this Addendum to be returned with proposal.**

### CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 1 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER:

BY:

Domenic Scorpio - President and CEO

DATE:

7-14-23

Addendum #1-2



# ADDENDUM 1

Bid Number: PWDA-230055-DH  
Bid Name: Public Safety Facilities Construction Manager at Risk

## CITY OF \_\_\_\_\_ FINANCIAL SERVICES GAINESVILLE PROCEDURES MANUAL

### 41-524 Prohibition of Lobbying in Procurement Matters

Except as expressly set forth in Resolution 170116, Section 9, during the Cone of Silence as defined herein no person may lobby, on behalf of a competing party in a particular procurement process, City Officials or employees, except the Procurement Division or the procurement designated staff contact person. Violation of this provision shall result in disqualification of the party on whose behalf the lobbying occurred.

Cone of Silence period means the period between the issue date which allows for immediate submittals to the City of Gainesville Procurement Division in response to an invitation to bid, or a request for proposal, or qualifications, or information, or an invitation to negotiate, as applicable, and the time that City Officials or the Procurement Division, or City Department awards the contract.

Lobbying means when a person seeks to influence or attempt to influence City Officials or employees with respect to a decision of the City, except as authorized by procurement procedures.



## Exceptions to the RFP

---

Scorpio has read entire RFP. We understand there will be no exceptions under this solicitation.

## Claims Information

---

Scorpio, including its Qualifying Agent and Directors, HAS NOT been involved in litigation, claim(s), bid or contract disputes(s) filed by or against the related to the services that the Firm provides in the regular course of business.

## Legal Information

---

Scorpio, including its Qualifying Agent and Directors, HAVE NEVER failed to comply with or have been the subject of an investigation of an alleged violation of state or federal laws to permitting, environmental, or equal employment regulations, safety issues, or contract crime (involving fraud, bribery, collusion, conspiracy or material misrepresentation).

We conduct business in a highly professional manner, treat all participants with respect, and remain committed to building on our legacy of trust-delivering quality construction projects on time and within budget.



# TAB 5

Unique Capabilities



**Scorpio.**

City of Gainesville

REQUEST FOR PROPOSALS: #PWDA-230055-DH

Public Safety Facilities Construction Manager at Risk

---

# Example of Value Analysis

3911 W Newberry Road  
Gainesville, Florida 32607

o. 352.363.6070

f. 352.363.6071

scorpioco.com

CGC 061834

**Make  
Buildings  
for Life.**



## OUR COMMITMENT

The following document is provided as an example of the extensive nature of Scorpio's investment in assisting with "designing to budget". This Value Analysis report was generated during the Preconstruction Services for Alachua County Fire Rescue Station # 9 that was later renamed #33.

Our team is committed to working with the City of Gainesville, dedicating this same level of energy and effort should we be selected for this project.

## **FIRE STATION #9, Gainesville**

### **Introduction:**

This section summarizes Scorpio's pre-construction services efforts for delivering Fire Station #9, to be located in Gainesville, Florida. As communicated to our firm, the project budget of \$1,350,000 was established approximately two years ago. At the time the budget was established, the site location had yet to be identified. The project plans and specifications provided for pre-construction services are dated October 12, 2015. The Scorpio engaged the project immediately following Alachua County BOCC approval of the CM Services Agreement, which was formally executed on February 24, 2016. The efforts described in this analysis have taken place over the past 60 days.

### **Summary:**

As currently designed, the project consists of approximately 7,750 SF (9,700 under roof). It is a single story structure to be constructed with painted split-face CMU, light gauge metal trusses and a metal roof. Interior partitions are metal stud framing and drywall. Mechanical, Plumbing, Fire Protection and Electrical systems are consistent with requirements of a Fire Station.

Our effort indicates the project will cost significantly more than the intended budget. This can be attributed to excessive site costs, a strong construction economy, and a shortage of workforce in all crafts. The amount of construction activity in Alachua County at present has construction costs trending upwards at a considerable pace. They are projected to continue to do so in the foreseeable future.

### The Estimated Cost of Construction for Fire Station #9, **as Designed:**

- Building Cost: \$1,884,503
- Site Cost: \$512,813
- **Total Cost: \$2,397,316** \*See Appendix 1A for details

The project design and estimate was reviewed by the project team, inclusive of the architects, engineers, and facilities management personnel. In an effort to reduce the cost of construction without significantly impacting the programmatic needs of the Fire Station, twenty five (25) items were identified for value engineering analysis. Each item was evaluated by its affects on cost, quality, maintenance, life cycle and aesthetics. Each were given a rating of Good, Fair, or Poor. Of the 25 items reviewed, 18 items were recommended to be incorporated into the project, resulting in a combined cost savings of \$399,626.

### The Estimated Cost of Construction for Fire Station #9, **Value Engineered (VE):**

- Building Cost: \$1,521,512
- Site Cost: \$476,178
- **Total Cost: \$1,997,690** \*See Appendix 1B for details

**Value Engineering:**

The items presented as acceptable VE Options by the design, construction, and facilities management team are detailed below. A complete list of VE Options Reviewed is presented in Appendix 1C.

**VE #7: Cost Savings, \$18,500**

Description: Remove Requirement to Scarify/Shave 1/4" Concrete. This process is not necessary if the concrete slab is grinded during the curing process. This is a means and methods process and will not affect the quality of the finished slab.

- Cost: Good
- Quality: Good
- Maintenance: Good
- Life Cycle: Good
- Aesthetic: Good

**VE #8: Cost Savings, \$4,448**

Description: Vinyl Base ilo Stained Wood Base. Vinyl base is typical in commercial applications provides a good maintenance alternative to wood.

- Cost: Good
- Quality: Fair
- Maintenance: Good
- Life Cycle: Good
- Aesthetic: Fair

**VE #7: Grinding ilo Scarifying**



**Vs. Scarifying**



**VE #8: Vinyl Base ilo Wood Base**



### VE #10: Cost Savings, \$6,750

Description: Storefront ilo Curtainwall. In a single story application such as this fire station, the more acceptable product is the storefront assembly over the curtainwall system.

- Cost: Good
- Quality: Good
- Maintenance: Good
- Life Cycle: Good
- Aesthetic: Good

### VE #11: Cost Savings, \$3,800

Description: Standard 20 ga Metal Studs ilo 20 ga Structural Studs. For interior partition construction, the standard studs are more than sufficient for long term wear and tare. These are contained within the wall cavity and not viewed in the space.

- Cost: Good
- Quality: Good
- Maintenance: Good
- Life Cycle: Good
- Aesthetic: NA

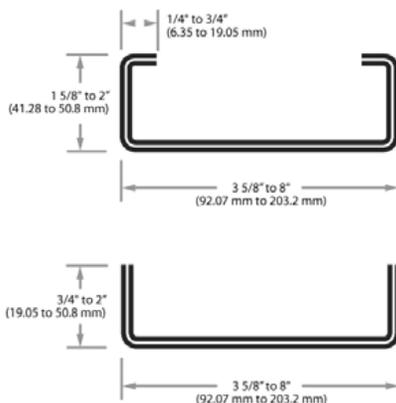
VE #10 Store Front



Vs. Curtainwall



### VE #11: Standard 20 ga Metal Stud Vs. 20 ga Structural Stud



**VE #12: Cost Savings, \$3,200**

Description: Alternate Acoustical Ceiling Grid and Tile. The sound absorption characteristics will remain the same. The proposed ceiling tile will lay flush with the grid system in lieu of sitting into the grid system as originally specified.

- Cost: Good
- Quality: Fair
- Maintenance: Good
- Life Cycle: Fair
- Aesthetic: Fair

VE #12 Ceiling Tile Flush with Grid



Vs Ceiling Tile Laid into Grid



**VE #13: Cost Savings, \$3,700**

Description: Delete Tile Wainscot in Bathrooms. The new finish will be painted drywall with an epoxy based paint, in lieu of ceramic tile on the wet walls. Tile will still be included at the shower enclosures.

- Cost: Good
- Quality: Fair
- Maintenance: Fair
- Life Cycle: Fair
- Aesthetic: Fair

VE #13: Epoxy Based Paint on Wet Walls



VE #16: Ceramic Tile Wainscot



**VE #16: Cost Savings, \$7,500**

Description: Infrared Heaters in Apparatus Bay ilo Heated Hot Water Heaters. Eliminates the need for a hot water tank. Infrared heaters are electric and generally are pretty efficient.

- Cost: Good
- Quality: Good
- Maintenance: Good
- Life Cycle: Good
- Aesthetic: Fair

**VE #17: Cost Savings, \$15,000**

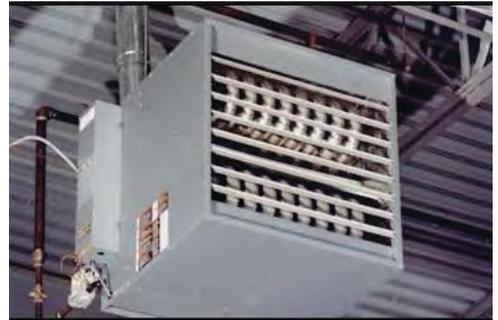
Description: Alternate Light Fixtures - maintain LED. This option requires a high level of coordination between the light fixture supplier and project engineer to ensure the alternates perform as well as the basis of design. Light fixtures will remain efficient LED bulbs.

- Cost: NA
- Quality: Poor
- Maintenance: Poor
- Life Cycle: Poor
- Aesthetic: Poor

VE #16 Infrared Heaters



Vs. Heated Hot Waters



VE #17 Alternate Light Fixtures

Vs Originally Specified Lights



**VE #21: Cost Savings, \$6,787**

Description: Delete Glazing at Apparatus Bay. This option will minimally reduce the amount of natural day-lighting into the apparatus bays. The roll up doors have a significant amount of glazing and should provide an abundance of natural light.

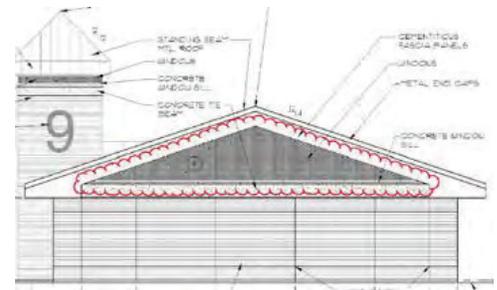
- Cost: Good
- Quality: Good
- Maintenance: Good
- Life Cycle: Good
- Aesthetic: Fair

**VE #22: Cost Savings, \$6,580**

Description: Eliminate Job Site Trailer Requirement. The project specifications established a contract requirement for the CM to provide a job site trailer to work out of. While the trailer provides a secure place for the on-site CM staff to perform their office work and conduct meetings, we can also make alternative plans to assist in the cost reduction strategy.

- Cost: Good
- Quality: Good
- Maintenance: Good
- Life Cycle: Good
- Aesthetic: Good

**VE #21 Delete Glazing at Apparatus Bay**



**VE #22: Eliminate Job Trailer**



**VE #23: Cost Savings, \$243,204**

Description: PEMB Entire Structure, CMU at Living Quarters. This proposes to redesign the structure to a pre-engineered metal building. The sides of the apparatus bay and the entire roof structure will be metal, while the living quarters will remain painted CMU.

- Cost: Good
- Quality: Fair
- Maintenance: Fair
- Life Cycle: Fair
- Aesthetic: Poor

**VE #24: Cost Savings, \$2,001**

Description: Polished Floor ilo Rubber Flooring. Continue the polished concrete flooring into the weight training room and eliminate rubber flooring. After market rubber mats will be placed around exercise equipment.

- Cost: Fair
- Quality: Fair
- Maintenance: Poor
- Life Cycle: Fair
- Aesthetic: Fair

VE #23 Pre-Engineered Bldg.



Vs. Split Faced Block



VE #24: Polished Concrete



Vs Rubber Flooring

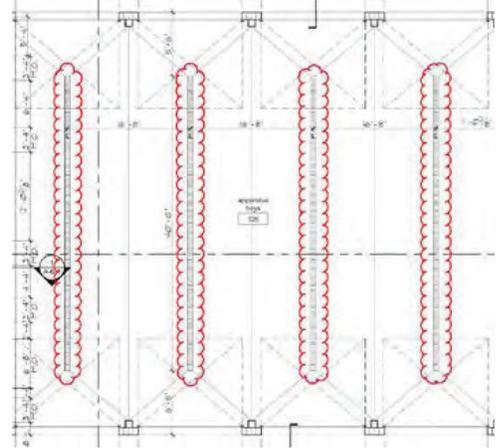


**VE #25: Cost Savings, \$3,600**

Description: Shorten Trench Drains By Half. While longer trench drains make for quick work of removing water from within the apparatus bays when necessary, the frequency of this convenience does not substantiate the cost. This reduction will not adversely affect any of the criteria below.

- Cost: Good
- Quality: Good
- Maintenance: Good
- Life Cycle: Good
- Aesthetic: Good

VE #25 Shorten Trench Drains by Half

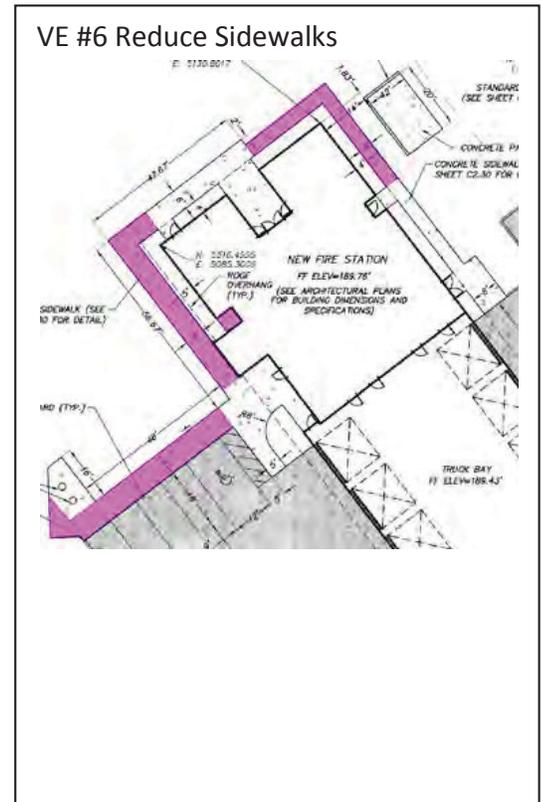




**VE #6: Cost Savings, \$3,500**

Description: Reduce Sidewalks. This suggestion is to eliminate the sidewalk at the parking lot, and eliminate the sidewalks to the patio. Pedestrians can walk on the asphalt paving until they reach accommodating sidewalks.

- Cost: Good
- Quality: Fair
- Maintenance: Good
- Life Cycle: Good
- Aesthetic: Fair



**VE #14: Cost Savings, \$3,519**

Description: One Flag Pole ilo Two Flag Poles. The design currently shows two flag poles. Only one was requested for the project. The second is being eliminated.

- Cost: NA
- Quality: NA
- Maintenance: NA
- Life Cycle: NA
- Aesthetic: NA

VE #14 One Flag Pole



Vs Two Flag Poles



**VE #18: Cost Savings, \$5,000**

Description: Asphalt Paving, 1.5" thickness ilo 2". 1.5" is typical by FDOT standards and suitable for this application. 2" would certainly make the parking and drives more durable against long term ware and tare, but not enough to substantiate the higher cost.

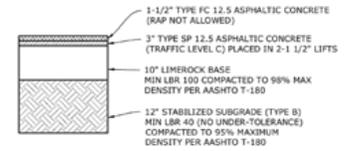
- Cost: Good
- Quality: Fair
- Maintenance: Fair
- Life Cycle: Fair
- Aesthetic: NA

**VE #19: Cost Savings, \$4,154**

Description: Delete HVAC Wall. This wall was designed to screen the HVAC condensing units from view on the exterior. With surrounding landscaping, the units should be masked appropriately to draw little notice.

- Cost: Good
- Quality: NA
- Maintenance: Good
- Life Cycle: NA
- Aesthetic: Fair

**VE #18 Asphalt at 1.5" Thickness**

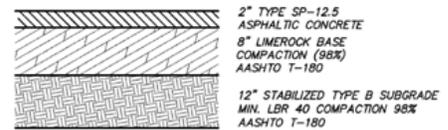


NOTE:  
 1. EXTEND SUBGRADE IF BEYOND BACK OF CURB.  
 2. ANY SUBSOIL EXCAVATION THAT MAY BE REQUIRED SHALL BE IDENTIFIED IN ACCORDANCE WITH FDOT SPECIFICATIONS AND REMOVED 24" BELOW THE BASE.  
 3. THE 1-1/2" FRICTION COURSE SHALL BE PLACED 90 DAYS PRIOR TO THE EXPIRATION OF THE ONE YEAR WARRANTY PERIOD.

**TYPICAL ASPHALT PAVEMENT SECTION  
 (FIRE TRUCK LANE-SEE PLAN FOR LOCATION)**

N.T.S.

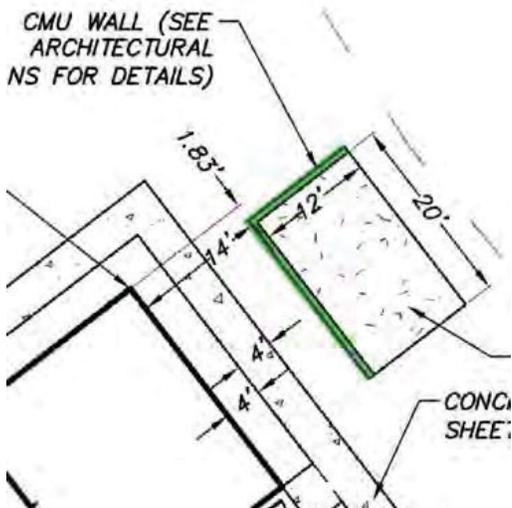
**Vs 2" Thickness**



**HEAVY DUTY  
 ASPHALT DETAIL**

NTS

**VE #19: Delete HVAC Wall**



**VE #20: Cost Savings, \$20,000**

Description: Reduce Landscaping. The minimum standard requirement for City of Gainesville Landscape Ordinance is costing the project approx. \$73,000. This cost is excessive for a project of this scale. Alternative solutions to achieve the desired outcome must be addressed by the landscape architect.

- Cost: Fair
- Quality: Fair
- Maintenance: Fair
- Life Cycle: Fair
- Aesthetic: Fair



**VE Items of all site elements are labeled and demarcated below**

-  Deleted sidewalks
-  One flagpole ilo two flagpoles
-  Asphalt paving, 1.5" ilo 2"
-  Delete HVAC wall
-  Reduce landscaping



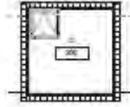
**Conclusion:**

By incorporating all of the value engineering items presented above, the project is expected to cost approximately \$2,000,000. The associated site cost of \$476,178 represents more than 35% of the originally established budget, with extremely limited opportunities for additional value engineering.

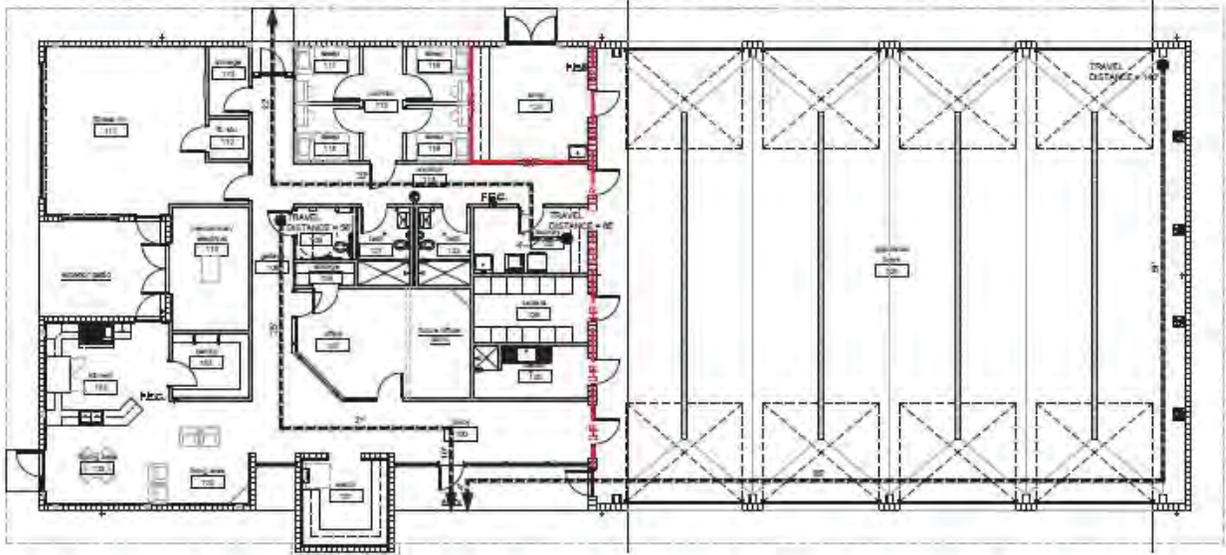
If additional funds are not available to increase the budget to reflect the current cost of construction, the building size will need to be reduced by 50% of the programmed needs for this fire station to maintain the originally established budget of \$1,350,000.

- Building Cost: \$873,822
- Site Cost: \$476,178
- Total Cost: \$1,350,000 \*See Appendix 1D for a floor plan comparison

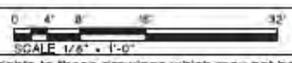
CURRENT DESIGN



2 i.t. equip. m. - life safety  
1/8" = 1'-0"



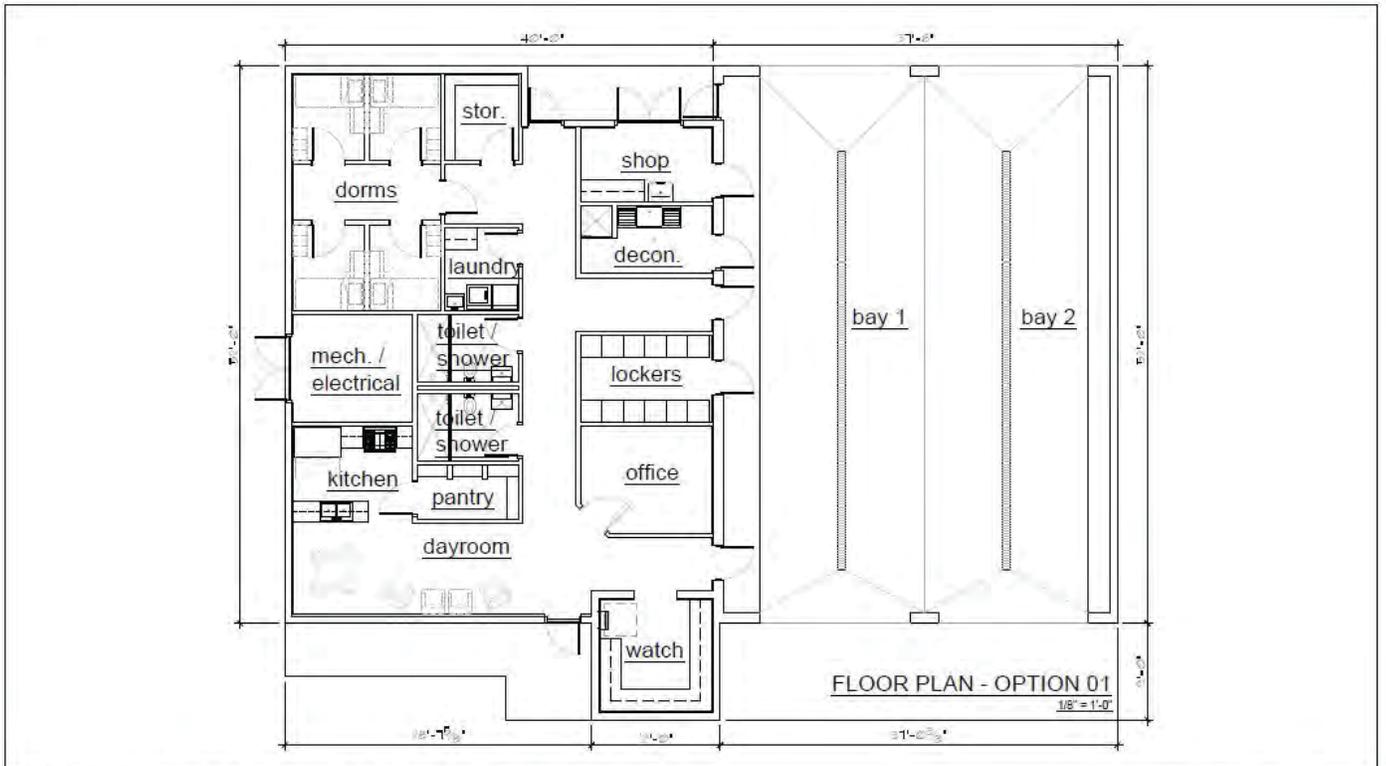
1 floor plan - life safety



1/8" = 1'-0"

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REVISED TO ACHIEVE ORIGINAL BUDGET



FLOOR PLAN - OPTION 01 (4,060 SQ. FT.)

project name:  
Alachua County  
New Fire Rescue Station #9 - Revised



scale: as noted  
drawn: GC  
check:  
date: May 11, 2016  
project no.: 1202.008

Sheet No.  
Sketch No.  
**SK-01**

We hope you find the information contained in this Proposal aligns with your expectations for delivering Construction Management Services.

We look forward to serving you in this capacity.

Thank you.



**Scorpio.**

# Make Buildings for Life.