



City of Gainesville CMAR Public  
Safety Facilities

RFP No. PWDA-230055-DH  
July 14, 2023

**27**  
PUBLIC SAFETY  
FACILITIES

**21**  
MULTI-PROJECT  
PROGRAMS

YOUR  
**FLORIDA**  
**LOCAL**  
GOVERNMENT  
EXPERTS



3185 South Congress Avenue  
Delray Beach, FL 33445  
o 561.361.6700 | f 561.361.6979

[www.kaufmanlynn.com](http://www.kaufmanlynn.com)

CGC 021732

Diane Holder  
City of Gainesville  
200 E University Avenue,  
Gainesville, FL 32601

July 14, 2023

Dear Ms. Holder and Selection Committee Members:

For over 30 years, Kaufman Lynn Construction has been a trusted provider of quality construction services. With a specialization in public facilities, we have partnered with local governments throughout Florida to successfully build their fire rescue, police and public works facilities. As an experienced and proactive partner, we bring valuable lessons learned and innovative solutions from our extensive portfolio of similar projects.

**We understand the services to be performed and have the required dedicated resources and experience.**

The ability of the KL team to address your needs to build and enhance these important public safety facilities is demonstrated in this qualification package and summarized below.

## PARTNERSHIP FOCUSED

KL will be a **PROACTIVE PARTNER** with the City of Gainesville and work in complete collaboration with your selected design team to accomplish your program vision. We will conduct extensive discussions with your team to make key schedule, cost, and performance decisions. As an advisor we will provide options for utilizing the right components to help speed up construction, reduce costs (initial and long-term) and provide better functionality at each public safety facility. The success of these City of Gainesville public safety facilities will be a direct result of our collaborative attitude and dedication to achieving your goals.



## PROJECT-SPECIFIC TECHNICAL KNOWLEDGE

In addition to recently completed public safety/public works facilities, we are currently involved in the preconstruction or early stages of construction for four fire stations, two police and two public works facilities. This means we don't just know how fire stations have traditionally been built but also understand how these facilities are evolving to become safer and more efficient.

27

### PUBLIC SAFETY FACILITIES

Riviera Beach Fire Station 88, which opened last month, is a prime example of replacing substandard facilities with a NextGen fire station. Fire Station #88 reflects the most advanced thinking in first responder technology available today and addresses both the physical and mental wellbeing of firefighters. Our experience and expertise make us uniquely qualified to make a difference in constructing public safety facilities for the City of Gainesville.



THREE DEDICATED ON-SITE TEAMS WITH RELEVANT EXPERIENCE

The City has set out a comprehensive program that includes new construction, redevelopment, reconstruction, expansion, remodel and/or relocation of fire rescue, police, and public works facilities. To manage the program efficiently and effectively, we have assembled a team of dedicated construction professionals with years of relevant experience. **In fact, we are proposing three on-site management teams!**

**21**  
**MULTI-PROJECT PROGRAMS**

This depth of resources means we will have sufficient levels of on-site expertise even if the City decides to advance multiple projects simultaneously.

KNOWLEDGE OF LOCAL MARKET CONDITIONS

We are currently building in Gainesville and are fully aware of local permitting procedures and material availability. Our proposed project executive Nate Coker spends 50% of his time in Gainesville. He has developed productive working relationships with the building department and public works and understands preferences and potential bottlenecks. With this knowledge, we take proactive steps to avoid potential roadblocks that could delay construction.

With Kaufman Lynn Construction as your partner, you can trust that we will bring our expertise, attention to detail, and commitment to excellence to every aspect of the public safety facilities program. We look forward to working closely with the City of Gainesville to create fire rescue, police and public works facilities that exceed expectations and provide a safe and efficient environment.

Sincerely,

Michael I. Kaufman  
Chief Executive Officer

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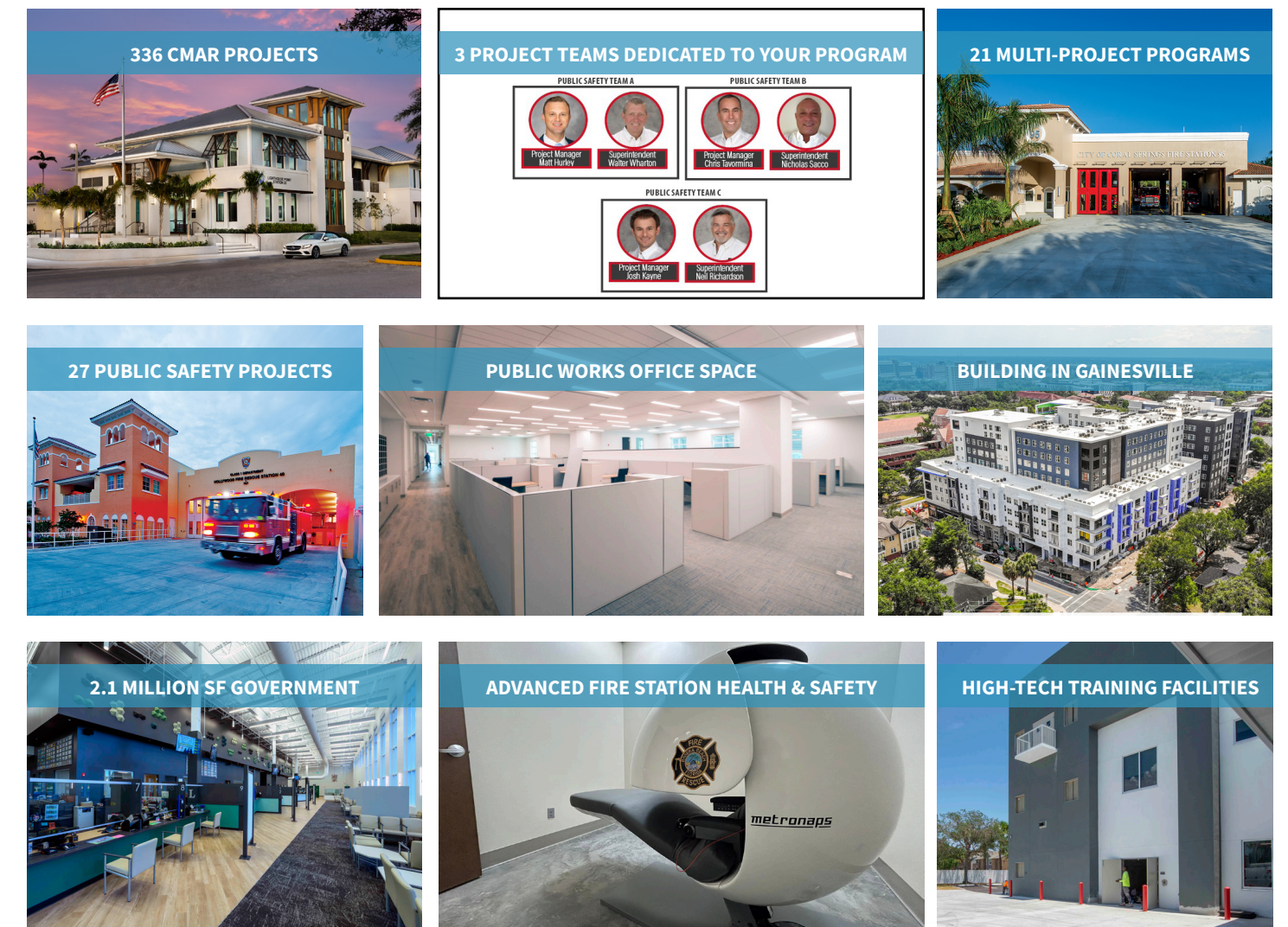
## TAB 1: PROJECT UNDERSTANDING AND APPROACH

The City is embarking on a 10-year program to modernize public safety infrastructure. This comprehensive undertaking spans multiple building types and ranges from remodeling existing structures to the construction of new facilities.

The GFR Growth and Expansion Feasibility Master Plan prepared in 2021 provides an assessment of current conditions as well as recommendations for the future development of emergency services within the City. But there are still many questions that need to be answered and decisions to be made. Especially since this program expands beyond the scope of the plan to include police and public works facilities.

As construction manager we will be an active partner in developing the overall program approach as well as the design and construction of individual projects within the program. Our approach combines industry best practices in construction management with in-depth knowledge of the specific nuances of fire rescue, police and public works facilities and the realities of building in Gainesville.

### RESOURCES AND EXPERIENCE TO MATCH YOUR PROGRAM NEEDS



PLANNING AND SUPPORTING A MULTI-YEAR PUBLIC FACILITY PROGRAM

KL consistently manages multi-project programs, completing them on-time and within budget. We will work with the City of Gainesville to determine the ideal phasing of the projects included in the program. This includes:

- » Review of existing reports
- » Baseline budgeting
- » Prioritization of need
- » Analysis of efficiencies of scale

We anticipate that some of the projects will overlap. That’s why we’ve proposed 3 distinct PM-Superintendent teams to synchronize the specialized work involved within your program. Our team brings a dynamic set of strengths to establish every goal of your multi-project program from preconstruction through completion.

CASE STUDY: Riviera Beach Fire Rescue Facilities Program

KL was selected as Design Builder for the city’s fire rescue facilities program in 2021 and recently delivered Fire Station 88, the first project under the program. While the City has plans to eventually redevelop all fire rescue services facilities some program elements needed to be addressed right away. So, in addition to operations for unit 88, the station also houses Riviera Beach Fire Rescue Administration and serves as the City’s temporary Emergency Operations Center. Taking a wholistic approach, the design build team made sure the facility has flexibility built in to accommodate changes to the spaces down the road.

Simultaneously, KL provided cost estimates for various sites and helped the City determine the best sequence for the remaining facilities. Fire Station 87 is getting ready for construction and plans for the additional four facilities are under way.



WHY IT MATTERS



**John Huddleston** and **Jeff Zalkin** have been key members of the preconstruction team for the overall program and have up-to-the-minute cost data available. That, combined with the relationships they have developed with key suppliers and trade contractors, means they will provide accurate pricing and a wealth of cost-saving options for the Gainesville program.



**Chris Tavormina** and **Nick Sacco** were the project manager and superintendent for Fire Station 88. Over the course of the project, they have developed a deep appreciation and understanding of the work of firefighters, the toll the work takes on them, and most importantly, how to build facilities that improve the life of firefighters as well as operational efficiencies.

APPLYING LOCAL KNOWLEDGE

Gainesville is experiencing a building boom. Five large student housing projects are racing to open in time for the new school year and many others are getting under way. This level of activity is impacting the availability of trades and material, specifically concrete, and straining the resources of the building department.

Here is how we apply our understanding of local market conditions:

PERMITTING AND CLOSE-OUT

As mentioned, the building department has a lot of permit reviews to process with a limited number of staff. Our schedules will reflect this reality and allocate extra time for permit reviews. To mitigate any delay, we recommend timing permitting and close-out inspections for the public safety projects outside summer months if possible.

MOT PERMITTING

It is critical to get public works involved with logistics planning as it relates to construction entrances and exits, shut downs etc. We will communicate with Valerie and Matt at public works prior to presenting any logistics plan to the team to assure a smooth MOT permitting process.

STORM, SANITARY, AND POWER PERMITTING

We understand that the City routes any requests for storm, sanitary and power through the local utility company GRU and account for additional review in our schedules.

SCHEDULING OF CONCRETE POURS

There is a limited number of concrete truck drivers available in the Gainesville market. By law, these drivers cannot work beyond a set amount of hours each week. In our experience, it is not uncommon that drivers hit their maximum hours by Thursday. If that occurs, concrete pours scheduled for later in the week have to be rescheduled. This can easily delay a project by several weeks.

To eliminate this risk, we will schedule concrete pours as early in the week as possible. And since early Monday morning pours are popular, this means scheduling with the contractor well in advance.



**Project Executive Nate Coker** and **Superintendent Walter Wharton** bring extensive local expertise and knowledge through their CMAR project experience in Gainesville, currently wrapping up the 1200 and 5th project near the University of Florida campus.

Their familiarity with the city’s processes, traffic patterns, subcontractors, and environment means that your program will be spearheaded and managed with your precise needs and goals in mind.

# EXPERIENCE TO MAKE A DIFFERENCE IN YOUR FIRE STATIONS

In addition to a portfolio of 14 completed fire stations, we currently have 4 fire stations either in preconstruction or the early stages of construction. We know exactly how station designs are changing to be safer for the firefighters. Our dedicated experience and knowledge will make a difference for the City’s public safety facilities, including critical fire station components.

It is an unfortunate fact that Firefighters face increased risks due to the profession they chose. It is incumbent on us to build facilities that lower the interaction with contaminants.

At KL we understand the risks and have worked hand-in-hand with architects to mitigate those risks. We are firm believers that the stations should be designed beyond minimum NFPA 1500 standards and implement best practices from the numerous stations we have built.

## IMPLEMENTING HOT ZONE DESIGN

The exposure to carcinogens is not restricted to the scene of the fire. Materials settle on the uniforms and equipment and are carried back to the station. To address the arrival of carcinogens in the building and prevent the inadvertent migration of contaminated materials within the structure, stations must be set up smarter. Elements of this approach include:

### CONTAIN THE CONTAMINANTS

All spaces that house apparatus, tools, equipment or personal protective equipment (PPE) used in emergency responses belong in the HOT Zone. Cleaning and equipment washdown will occur in the HOT Zone in spaces that are convenient and purpose built.

The apparatus bays, apparatus equipment storage, EMS storage, workroom, self-contained breathing apparatus (SCBA) storage rooms, PPE storage room, decontamination area with commercial laundry and extractor are all considered part of the HOT Zone.

### SEPARATE OCCUPANTS FROM CONTAMINANTS

We can create a healthy living and working environment by consolidating all occupied spaces in the COLD Zone. These spaces are arranged to serve individual functions without concern for contamination. The COLD



Zone spaces include administrative spaces, offices, workrooms, meeting rooms and associated spaces. All public spaces like lobbies, community rooms and public toilets are also part of the COLD Zone. Finally, all living and sleeping spaces like the day room, dining room, kitchen, exercise room, bunkrooms, lockers, toilets, laundry and dedicated janitor closet are also included.

### ADDITIONAL CONSIDERATIONS

Common practices of storing the gear in open racks in the apparatus bays should be eliminated. This practice increases the exposure of the gear to further degradation by UV exposure and increased contamination by apparatus exhaust. It also allows the off-gassing of carcinogens into an open work environment, possibly including migration of the vapors into the living quarters.

### CONTROL CROSSOVER BETWEEN ZONES

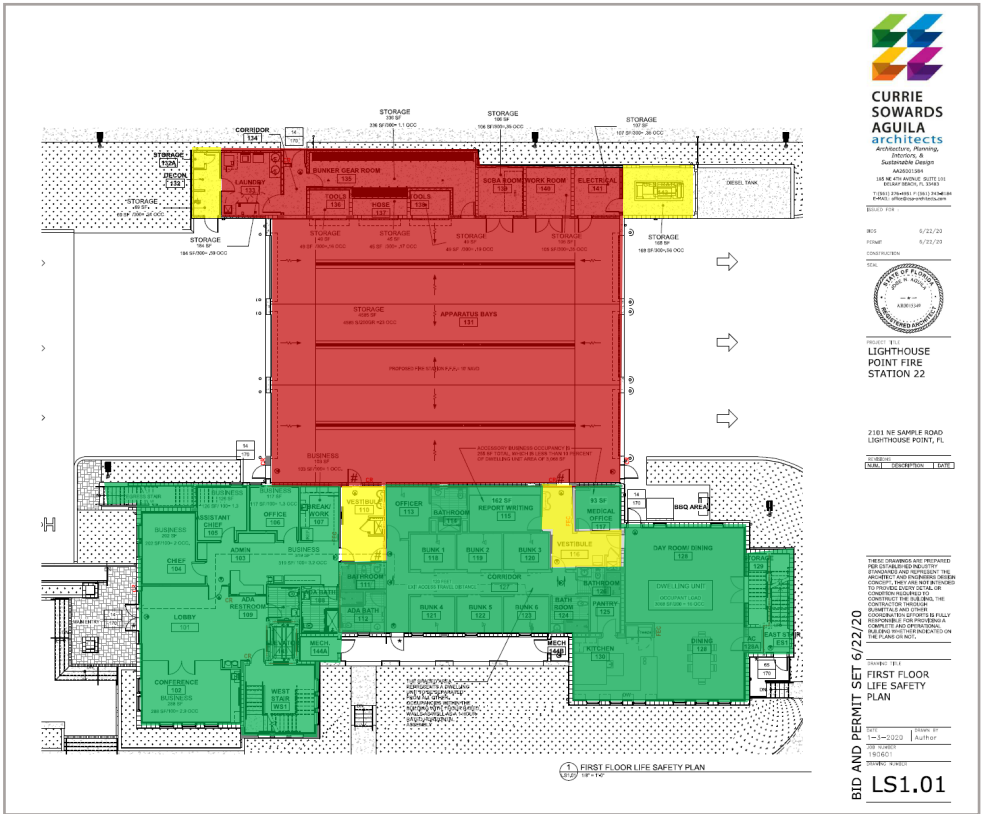
To limit the exposure to contaminants within the HOT Zone, personnel movement between the HOT and COLD Zones should be controlled. Vestibules are a common method to provide a transition from one zone to another and can be closed off completely to separate the zones. This also allow the air systems to transition from one zone to another reducing the chance of cross contamination from the HOT Zone to the COLD Zone.

## CASE STUDY: Lighthouse Point Fire Station & EOC

Kaufman Lynn Construction recently completed construction on the Lighthouse Point Fire Station 22 and EOC and was a part of the configuration process to refine the design to implement the latest safety techniques.

As you can see from the drawing below the station is set up to contain carcinogens in the HOT Zone (red) and include spaces for Laundry, Bunker Gear, etc that is separate from the Apparatus Bay space itself. There are transition spaces (yellow) connecting the HOT Zone (red) to the COLD Zone (green) spaces ensuring proper transition eliminating cross containment. A best practice is having storage spaces included with the Apparatus Bay which can also be accessed externally and are considered medium level risk; thus, are also coded yellow).

One key factor in the design which is a must in new/updated Fire Station construction is the complete separation of the gear, laundry, and associated spaces from the living quarters. This is achieved by placing these spaces on the opposite side of the Apparatus Bay than the Living Quarters and is a key strategy in keeping potential contaminants away from Firefighters.



KEY COMPONENTS OF YOUR FIRE STATIONS

APPARATUS BAY CONSTRUCTION

A major factor in the function of a fire station is the quality and durability of the apparatus bay. Successful construction of this area of the facility is not just about achieving a good-looking finished floor, but how it is built below that finished floor. The strength of the substrate is the key factor for a successful apparatus bay.

KL inspects and verifies every step of the construction, specifically the stabilized sub-base, rock base material, thickness and flexural mix of concrete with reinforcing steel of the apparatus bay construction.

TRANSITION APRON

The weight of fire trucks can chip the edge of the concrete drive where the building meets the drive apron. This is often due to the change thickness which is often engineered by different engineers under the architect.

KL will work with the design team and their engineers to provide a thickened apron slab at the building foundation in order to prevent chipping and cracking in the future.



KL provides extra attention to the apparatus bay substrate construction to ensure a long-lasting floor is built to withstand the weight of current and future trucks.



**BUILDING ENHANCED APRON SLABS: RIVIERA BEACH FIRE STATION #88**  
As part of our Building Better Buildings program, KL offered to enhance the fire apparatus bay slab by strengthening the original 6-inch concept. The team coordinated a 4:00 AM slab pour to achieve an 8-inch slab with 2 mats of rebar in it to reinforce the slab itself. Of our own accord, we added this enhancement after researching the specs on the 54,000 lb fire trucks to ensure the optimum strength of the slab.

**Local Hose Based System**

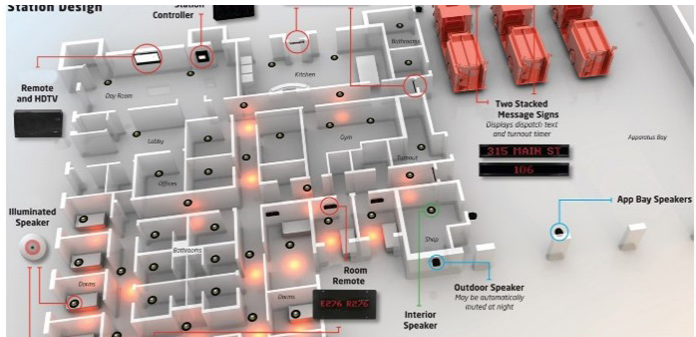
- + Time tested technology
- + Removes 100% diesel emissions
- First cost to purchase (3x cost)
- Replacement cost
- Apparatus location becomes fixed
- Potential injury risk

**Building Dilution System**

- + Lower first cost
- + System automatically starts/stops
- + Apparatus can move freely
- Replacement cost of filters
- Particulates not 100% removed

TECHNOLOGY COORDINATION

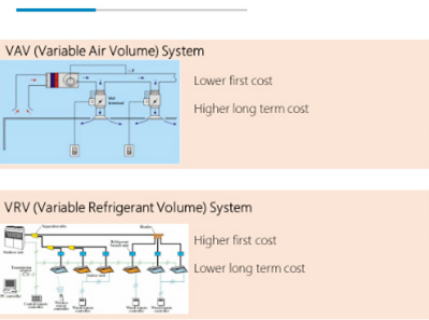
A fire station is full of technology. Many of these systems will be provided by different vendors and possibly installed by different subcontractors. KL will take ownership of the process and coordinate all systems even if it is a direct purchase by the City to ensure that when we turn over the facility it is fully functional and has been tested and commissioned.



DORM ROOMS

A key satisfaction factor for firefighters has proven to be the ability to control the temperature in their own space. The traditional system (VAV) is one that just enables the control of air flow volume. The newer and preferred system by firefighters is the VRV system that allow temperature control at the room level. In addition to the temperature control, items such as lighting, sound insulation, security/access control, and personal storage are all key factors in creating effective spaces for the fire fighters. One item to discuss is the use of motion sensors for lighting control in the dorm rooms – KL has found that many fire fighters do not like that solution as lights can turn on if the person moves around in their bed.

DORM ROOMS



EQUIPMENT SELECTION

Commercial-grade equipment will be utilized in the facilities, and the weight of some of the kitchen and laundry equipment may require reinforcing the foundation in that area.


Also, some of the equipment will be larger than standard openings, so early product selection will ensure that the building is designed to accommodate the movement of equipment and handle its weight. These are just a few of the early preconstruction coordination efforts that KL will ensure proper decisions are being made, eliminating conflicts, change orders, and future issues post-construction for the City.



KL will take a proactive approach to making sure the building can handle the equipment that the City of Gainesville selects to ensure it works as expected. Each corresponding space will support the upgrades, new technology, and flexibility needs for your public safety facilities to effectively serve the City and fire rescue teams.

FIRE TRAINING TOWERS

When we build fire towers, it’s our team’s mission to synchronize advanced systems and fire rescue safety for a training experience that will prepare fire rescue personnel with a controlled, yet authentic experience. We will work with the City and respective fire rescue teams to establish fire tower construction that will incorporate this approach.



**BUILDING A NEXT GEN FIRE TOWER: RIVIERA BEACH FIRE STATION #88**

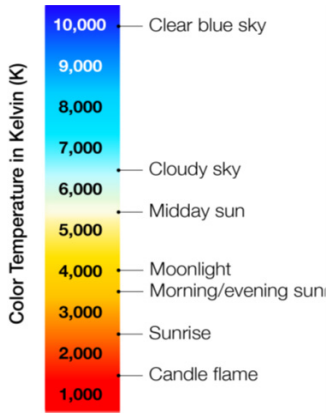
*The original training tower used by the Fire Station 88 team was a small 2-story structure built in the utilities plant. With this project, they will now have a state-of-the-art 3-story training tower complete with sprinkler devices to learn how to work with. During training, they will have the capability to smoke out the building to simulate real life fire emergency conditions. Repel anchors were also installed on the building for firefighters to practice repelling off the roof.*

CIRCADIAN LIGHTING

Circadian lighting is a lighting system designed to tap into the proven cycles our bodies follow each day (our circadian rhythm), based on the position, duration, and color of natural sunlight at any given time. Disruption of the circadian rhythm can lead to sleep deprivation in addition to many other severe health problems.

Firefighting work schedules require 24-hour coverage, 7 days per week, 365 days each year with most firefighters working 24-hour shifts. Due to this type of work schedule, daytime sleep following night work is more difficult due to light streaming through windows. Circadian lighting is a proven solution that can be implemented to mitigate the effects of sleep deprivation and improve the quality of sleep you receive on or off shift, regardless of how little it is.

Installing circadian lighting in fire stations helps firefighters follow the natural sleep/wake cycles of the human body which strategically has the power to positively affect their health, alertness, productivity, and more. **The image to the right shows the type of light needed to keep the body’s natural circadian rhythm:** exposure to bright, blue-rich white light during the day, and softer, amber hues at night.



**The image below is an example of circadian lighting inside a building.** The lighting direction, timing, intensity, color, wavelength and the aesthetic of light are all taken into consideration to create a solution that is suitable for the various tasks carried out within a building.



BUILDING A FIRE STATION OF THE FUTURE

KL knows that the City of Gainesville has pioneered groundbreaking initiatives to enhance emergency response capabilities throughout the community as well as offer unique public safety training programs for first responders and recruits. The City’s innovative focus in this area, along with the RFP’s ambitious program of facility projects, perfectly aligns with KL’s expertise in constructing stations built for the next generation of fire rescue.

HEALTH AND WELLNESS SPACES & FEATURES

We know that the fire station of the future offers outstanding protection for the teams that rely upon them. Through our collaboration with municipalities and fire rescue teams, we’ve identified the innovative features that make a difference. Knowing the risks firefighters face every day, both when responding to an emergency and after exposure to harmful contaminants and traumatic situations, it’s critical that their stations fully support their physical and psychological health. In addition to previously mentioned technological features in this approach that we can bring to the City of Gainesville’s program, we’ve built cutting-edge fire station components like:

- » Individual saunas to expel carcinogens from the body that are absorbed through the skin
- » Bullet-resistant/Bullet-proof spaces
- » Mental health rooms with relaxation pods
- » Accomodations for on-site therapy dogs
- » Decontamination showers close to the entrance for immediate accessibility
- » Comfortable social spaces
- » Zoned alert systems to prevent sleep deprivation and support cardiac health
- » Automated station functions

KL understands how constructing efficient and advanced fire rescue stations directly safeguards the fire rescue team itself. For your 8 fire stations, KL is dedicated to fulfill the unique components desired for each individual station.

BUILT TO PROTECT: RIVIERA BEACH FIRE STATION #88



SAFEGUARDING FIRE RESCUE TEAMS

“Cancer is the number 1 killer of firefighters...Imagine what a firefighter faces every time they walk into a structure fire and face the chemicals that are being developed from those fires...The exposures that they’re exposed to can travel back and they do travel back with them into the firehouse. From the time the firefighter hits this station, things are already happening to eliminate those exposures. This is a

perfectly built station from our perspective as the Florida Fire Fighter Safety & Health Collaborative... As you walk through this station, you’ll see embodied in this not just a cancer prevention model, but also assistance regarding mental wellness. Mental wellness is an issue for the fire service. As a matter of fact, the state of Florida is recognized for suicide as one of the main killers for firefighters...Everything from the corridors that you’re walking through and the fact that they thought of actually having showers immediately available as a firefighter comes into the fire station, not going to the living quarters, are embodied in this. They have saunas to help the firefighter detoxify. They have a sound room and they have specialized equipment to help the firefighter ease the mental side of this job. It is a dangerous job and it is made less dangerous because of the implementations that have been made in this station.” - **Retired Battalion Chief, Director, Florida Firefighter Safety & Health Collaborative Sam Eaton**

CREATING SPACES THAT SUPPORT THE CRP INITIATIVE

Kaufman Lynn is a **COMMUNITY BUILDER** and we are passionate about building spaces that optimize the wellbeing of a community and its ability to thrive.

Part of the City’s scope includes space needs for the Community Resource Paramedicine Program (CRP). We understand the important mission of CRP Program community outreach medical services. Vulnerable members of the community rely upon the CRP program’s consistent delivery of medical assistance and advisement. We will work hand-in-hand with the City to define their CRP space program goals that will best support its needs to advance this incredible community service.



The CRP Program mission includes:

- Medication management
- Understanding complex chronic diseases
- Navigating the healthcare system
- Evidence-based approach to disease management
- Case management
- Telehealth
- Mobile vaccinations, testing, and treatment

Therefore, it’s important that we create welcoming and productive environments as well as areas supporting medical and technological needs. Our team has a diverse background in municipal office, medical office, and clinic facilities and we will apply that experience to advance the City of Gainesville’s CRP community initiatives and care.

MEDICAL RESOURCE SPACES

KL will coordinate with the City to assist in:

- Building CRP spaces that support specific medical service needs
- Creating technical office and medical office spaces
- Establish designated, secure space for CRP vehicles/mobile clinics



ADDRESSING OTHER KEY COMPONENTS OF YOUR FACILITIES

PUBLIC WORKS AND STORAGE NUANCES

We have built many advanced public safety and modern government administration projects and understand the elements needed to have the facilities included in your scope function effectively for years to come.

ADMINISTRATION OFFICES

The pictures on the right show open space and private office solutions from the recently completed Jupiter Police HQ. KL will build these spaces strategically and coordinate key aspects in preconstruction such as power/data locations. This also includes other items like the temperature sensors needed to keep the spaces optimal for occupancy and longevity.



BRIEFING AND MEETING ROOMS

These are spaces where we can find a lot of value. Whether you’re hosting multiple outside agencies or conduct large in-house briefing sessions, flexibility and floorspace are must-have components. We’ll present options such as low-profile flooring to add for future flexibility and durability as well as the space-saving Skyfold Partition system which is an alternative to the bulky conventional partitions that tuck into the wall.



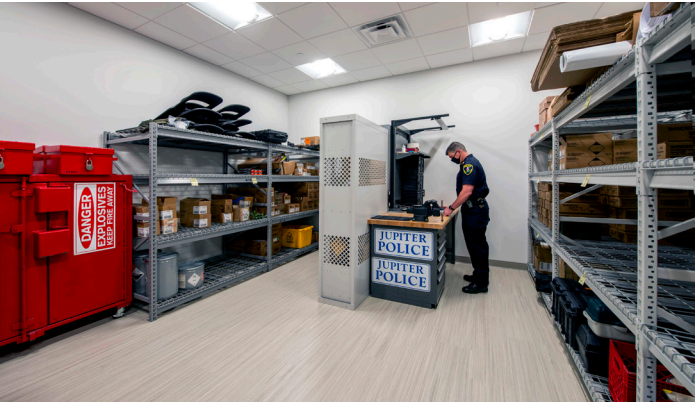
Traditional Partition



Skyfold Partition

EVIDENCE ROOM/EVIDENCE PACKING

These spaces should be defined early in preconstruction so the details can be built in. Such details include recessing the floor where the sliding storage shelves are located as well as providing for refrigeration and electrical solutions for both built-in and external units.



PRECISE SCHEDULING FOR THE CITY'S PUBLIC SAFETY PROGRAM

All components of the project program - budgeting, planning, design, and construction - need to work in tandem so that each public safety facility can open as desired. To keep everyone accountable and working towards the same objective we create and use a variety of schedules, each with its own emphasis and purpose:

- » **Master schedule:** The master schedule includes all activities from finance, design, community outreach, and construction.
- » **In-depth design and permitting schedule:** Incorporating a detailed breakdown of design activities and durations to allow for all required permits supports the design team in meeting critical milestones.
- » **In-depth construction schedule:** Throughout the construction process, we continue to evaluate and optimize the schedule through pull planning - a collaborative process that promotes partnership with our trade contractors through an active, solutions oriented approach to scheduling and coordination
- » **2-week look-ahead schedule:** The short term schedules are reviewed with subcontractors at weekly meetings to assure proper staffing onsite
- » **Catch-up schedule (if needed):** In the case of any delays we work with the subcontractors to create a specific plan how to overcome the delay.

THE SCHEDULE AS A LIVING DOCUMENT

In order to be effective, schedules need to reflect what is occurring and incorporate new information as it becomes available. Therefore schedules are updated in real time as things occur. The master schedule is updated on a weekly basis and is reviewed with all parties including the City, design and construction teams to ensure the project is tracking for an on-time completion.



SCHEDULES BUILT AROUND CLIENT NEEDS

»»»

**Case Study: Simultaneous Built of Coral Springs Fire Stations #43 and #95**

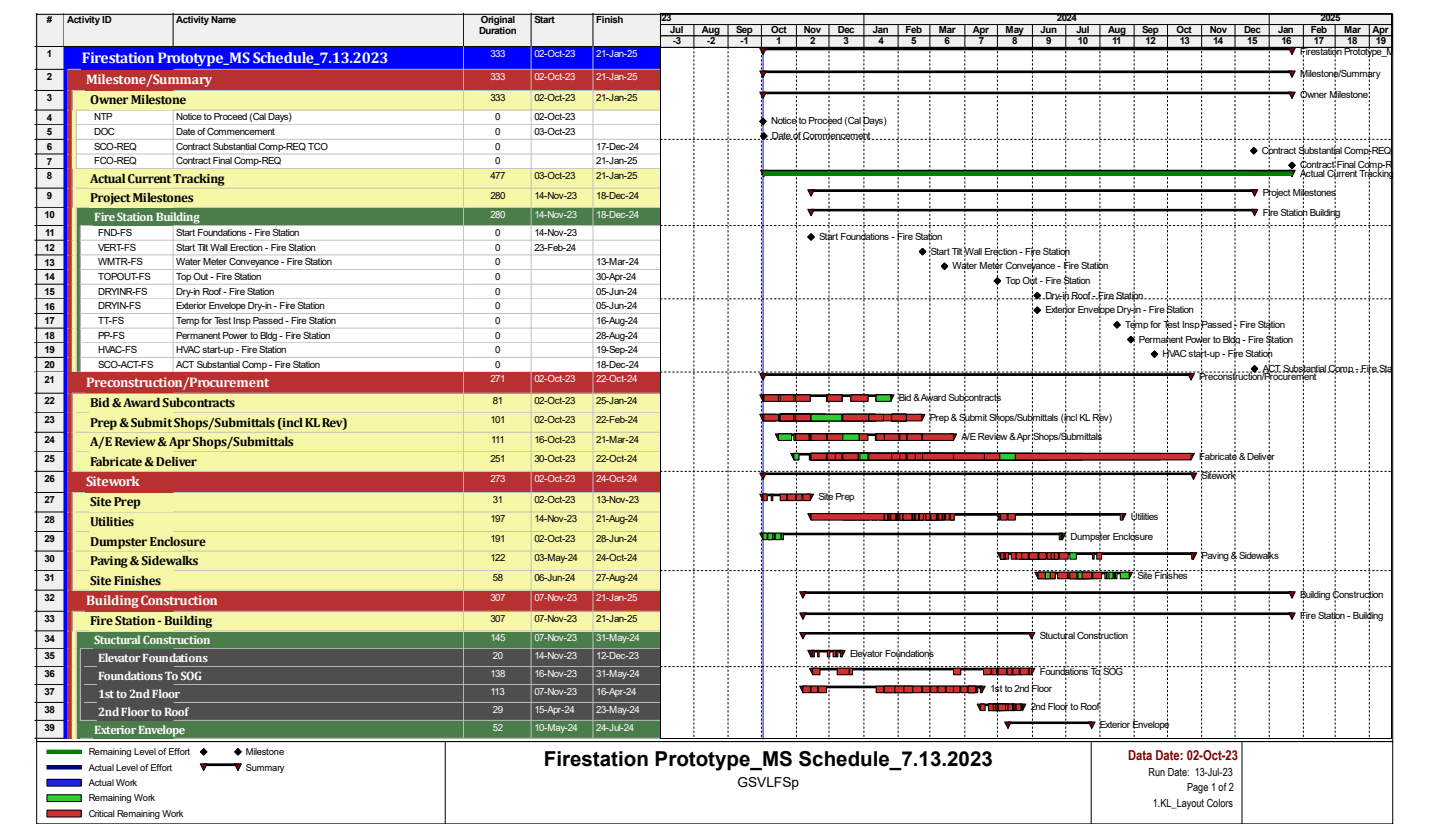
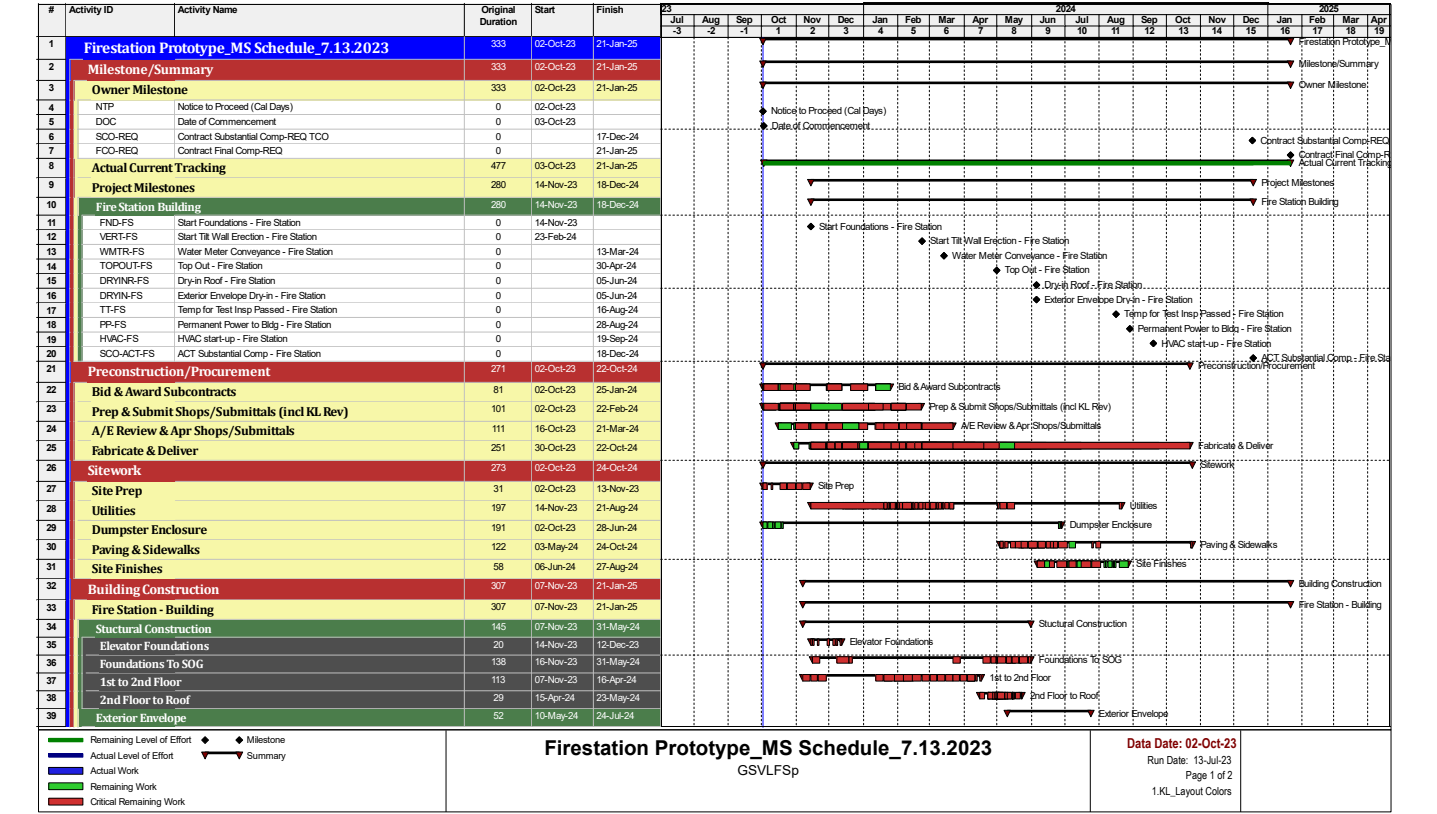
KL built two stations recently for the City of Coral Springs and they both were active Fire Stations prior to replacement. We provided on-site temporary facilities for Fire Station 95 and fast-tracked the construction of that station. Fire Station 43 operations was moved off site due to the site constraints.

KL provided the City the options early in order for them to make the best plan for servicing the community while the new fire stations were being constructed and the final solution was keeping the site operational during construction as opposed to shutting them both down and forcing service relocations for both stations during construction. This proactive planning by KL helped the City's operations and saved them money finding two new sites to operate from.

At the request of the City of Coral Springs, all scheduled efforts to complete Fire Station #95 first were reversed to complete the second station, #43, ahead of #95. Our coordination and scheduling not only accomplished this but turned over both projects early.

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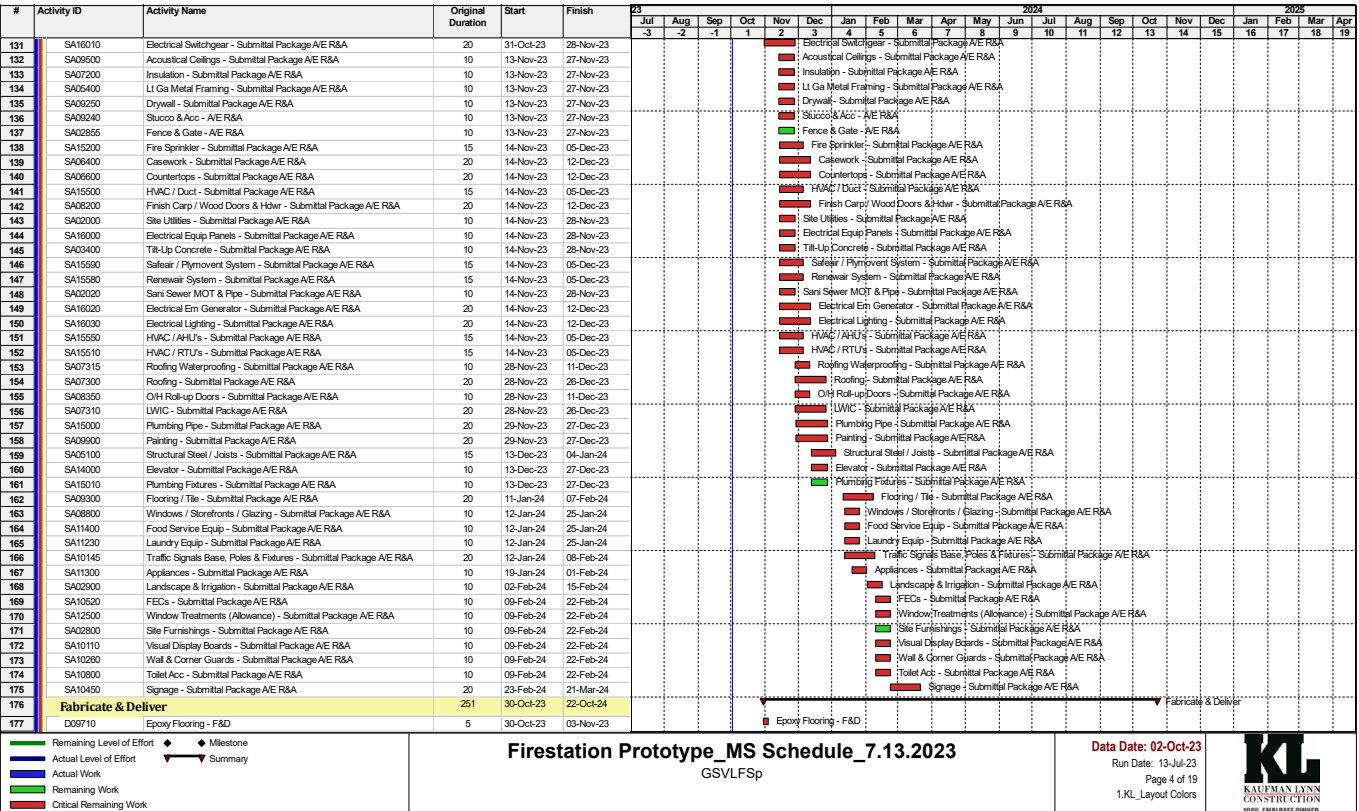
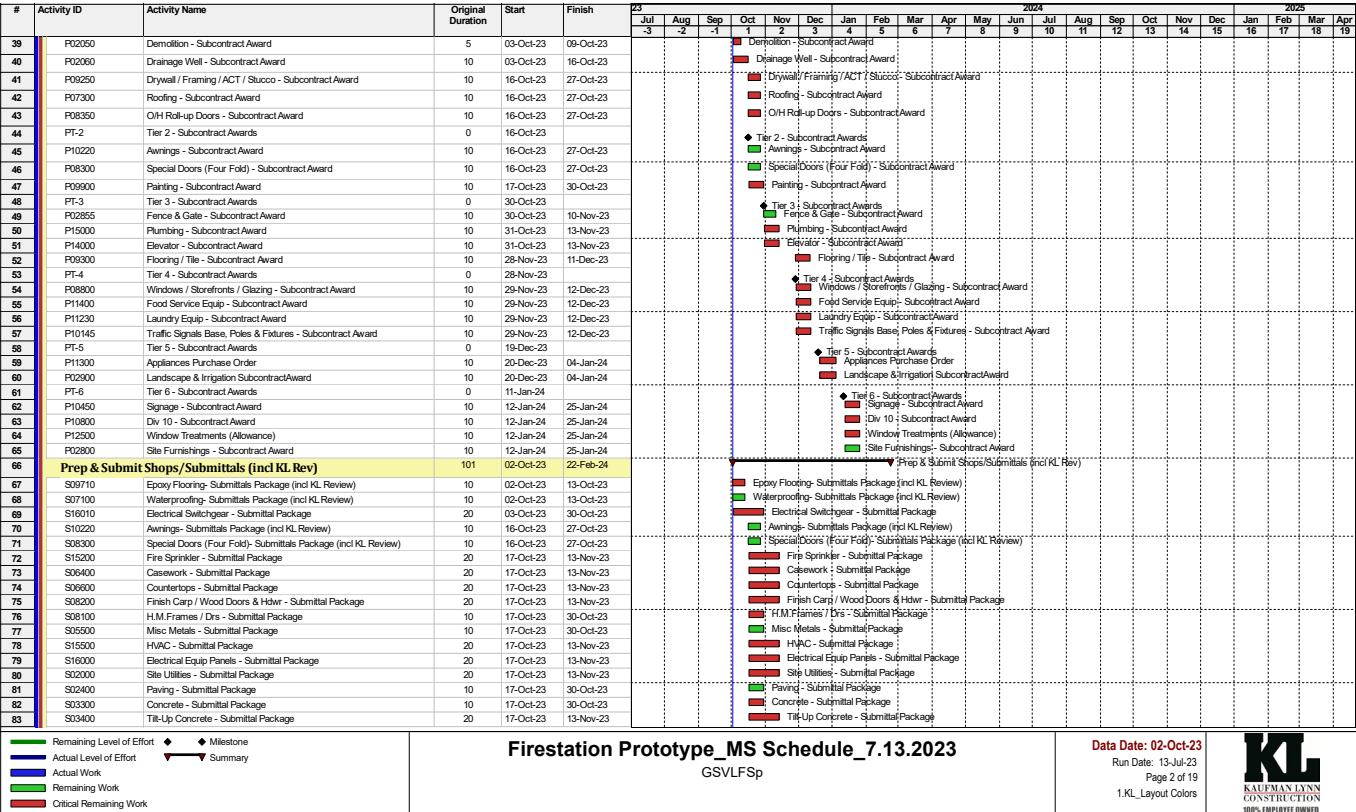
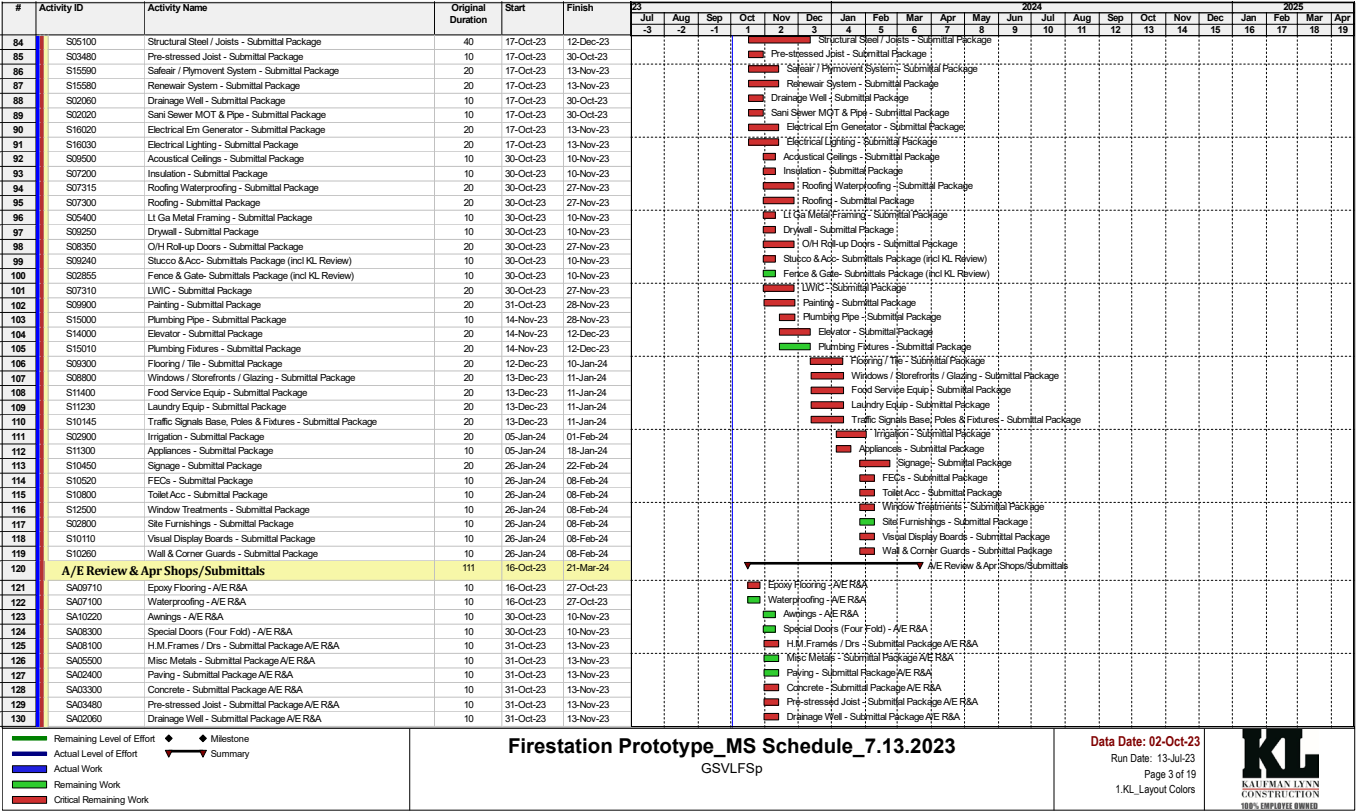
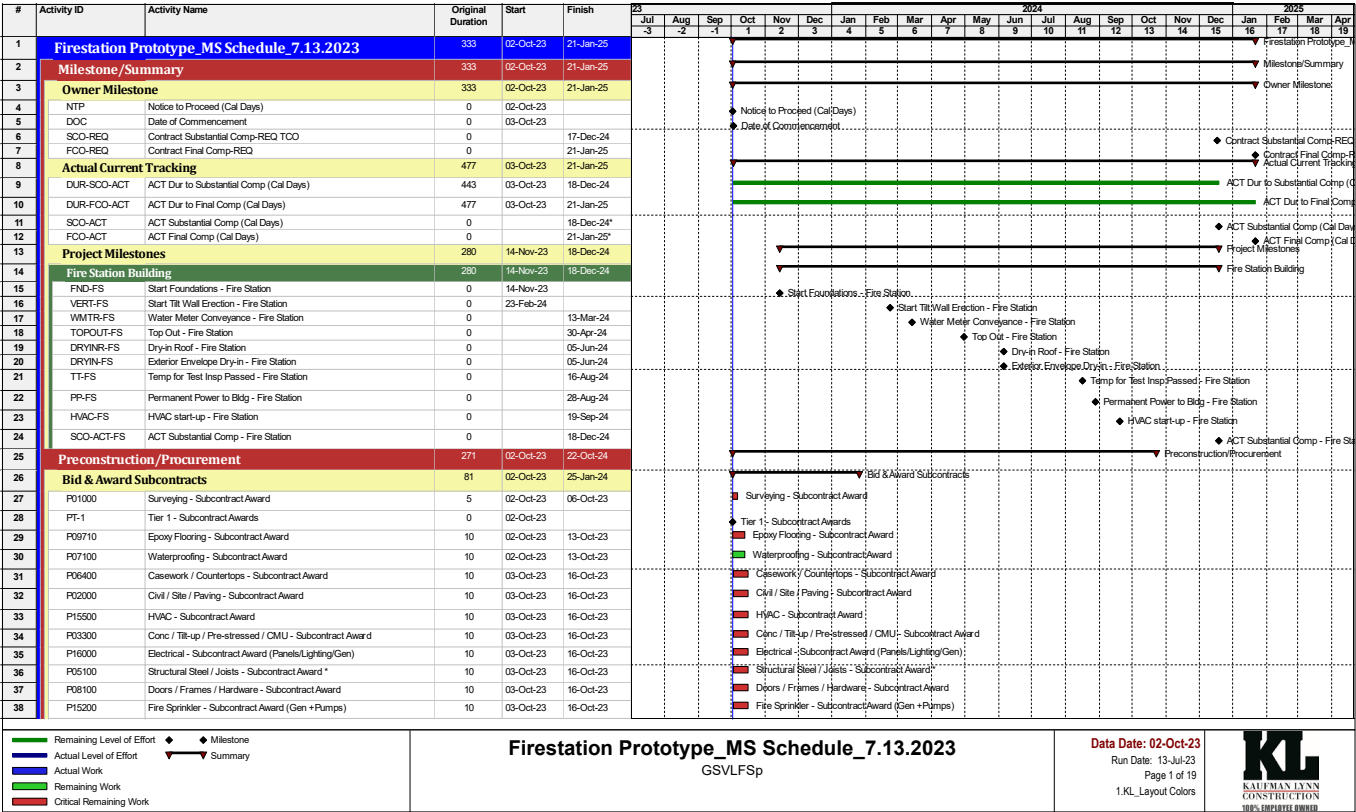
MASTER SCHEDULE



Tab 1: Project Understanding and Approach

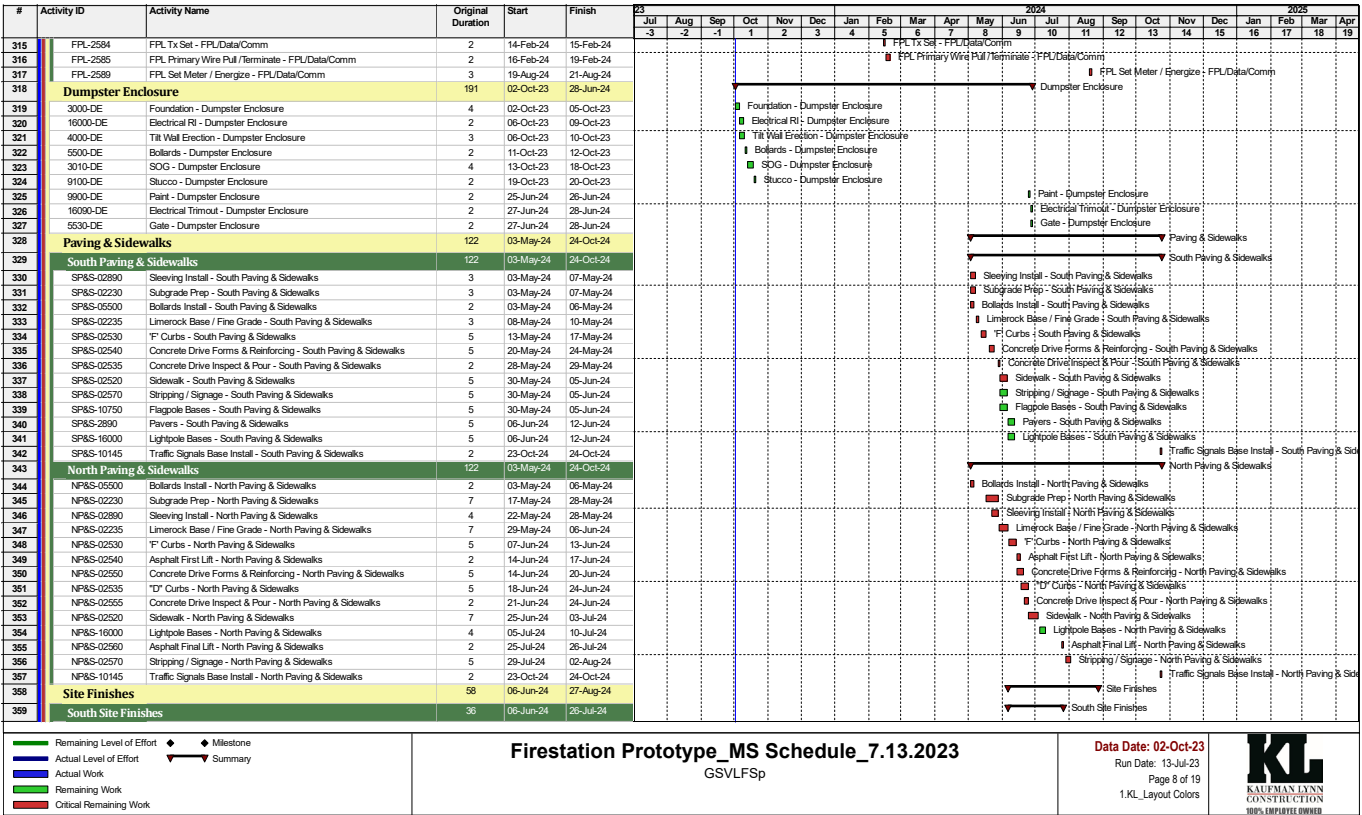
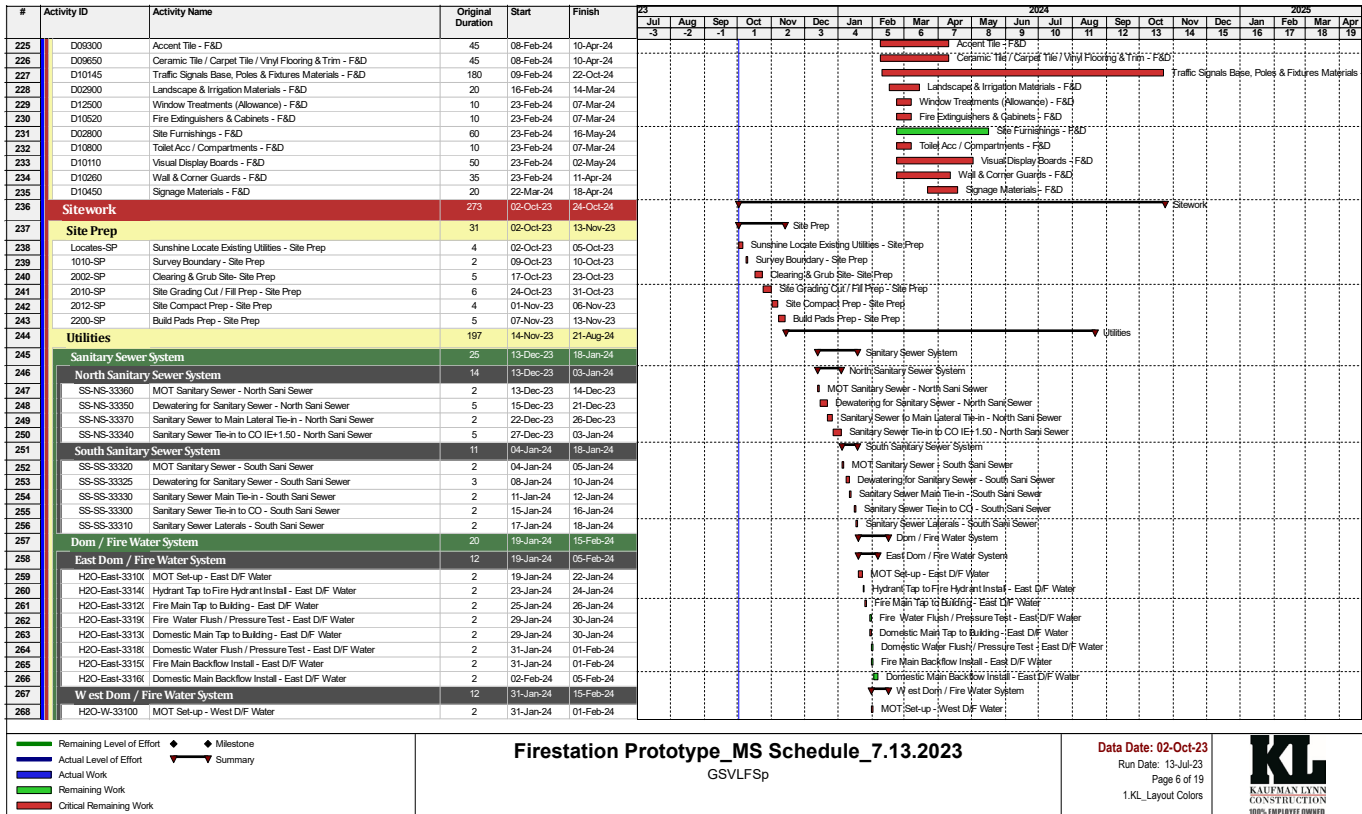
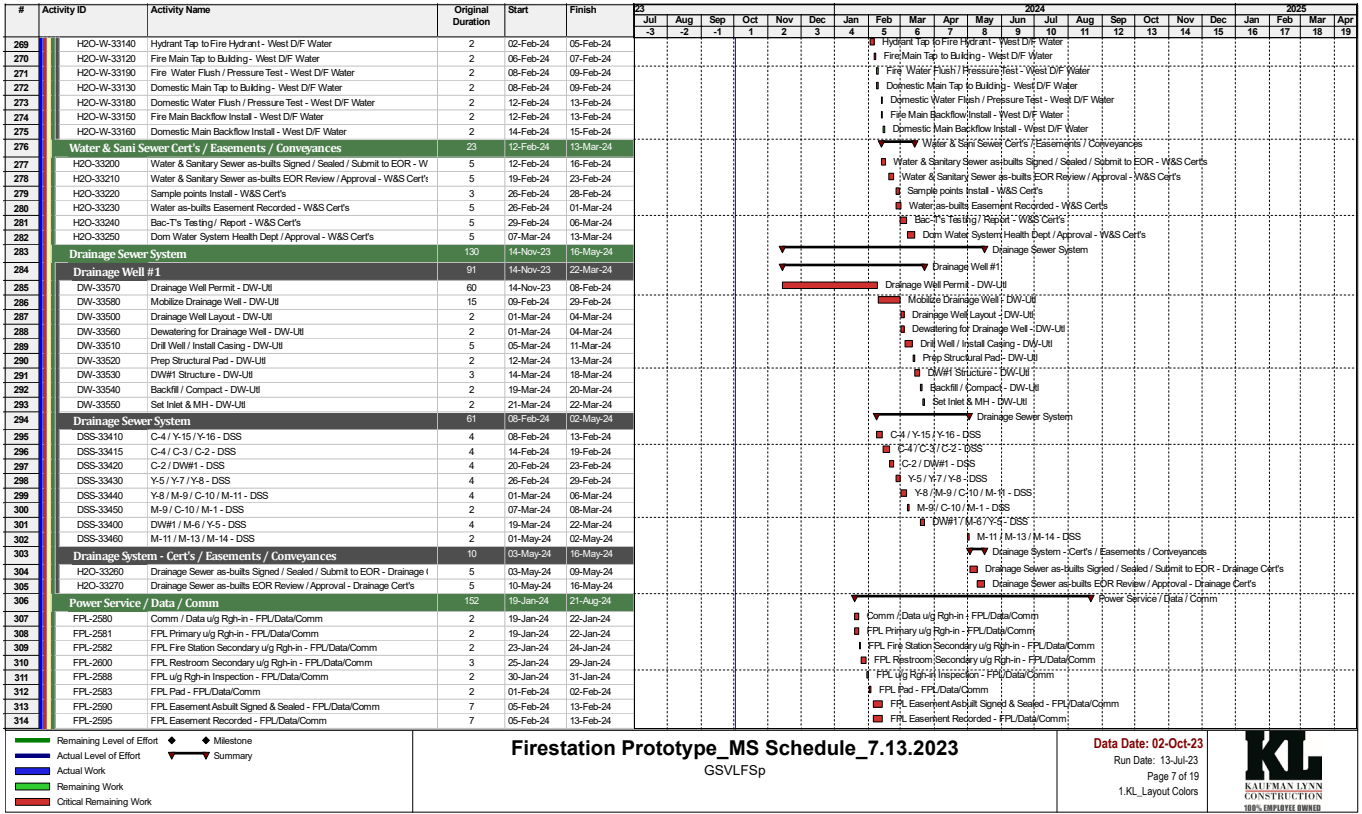
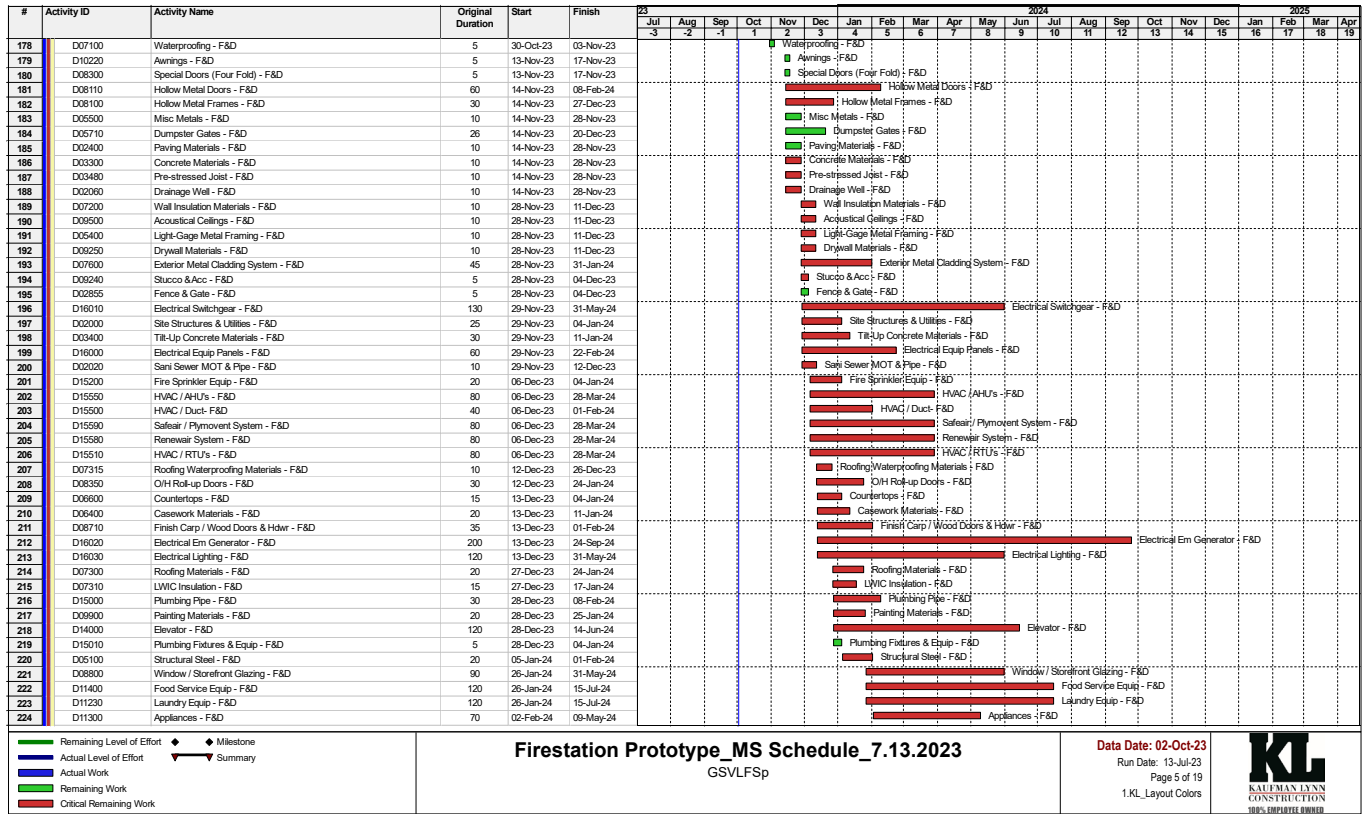
Tab 1: Project Understanding and Approach

DETAILED SCHEDULE

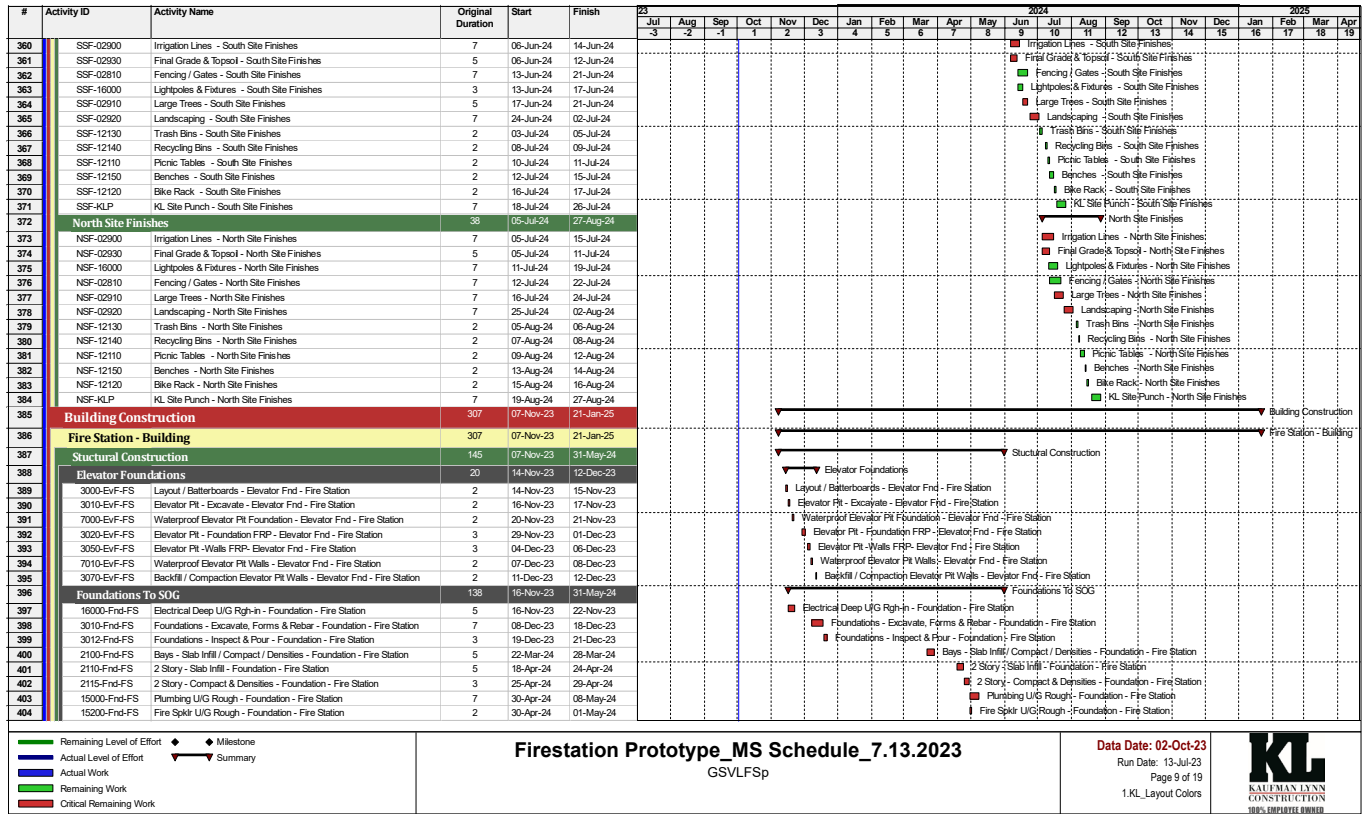


Tab 1: Project Understanding and Approach

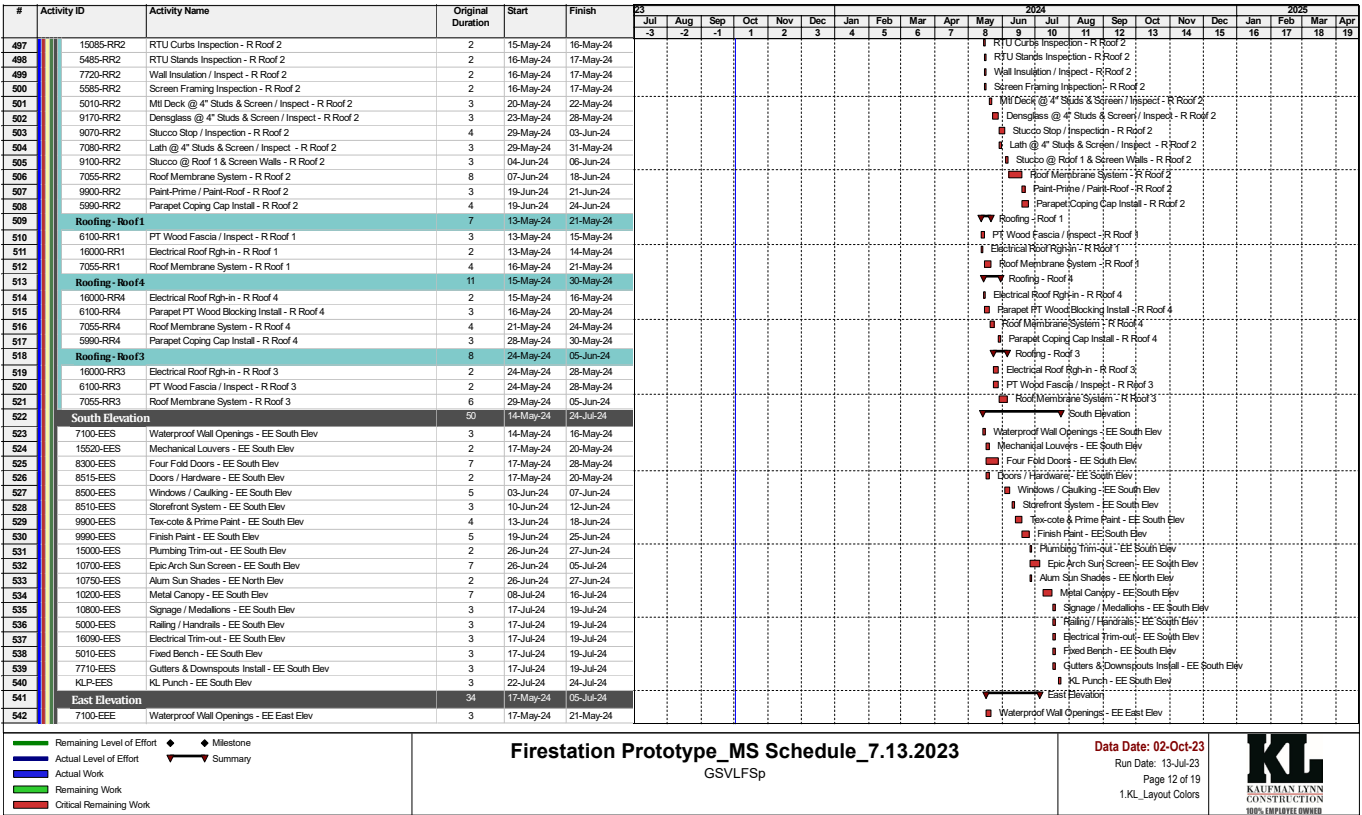
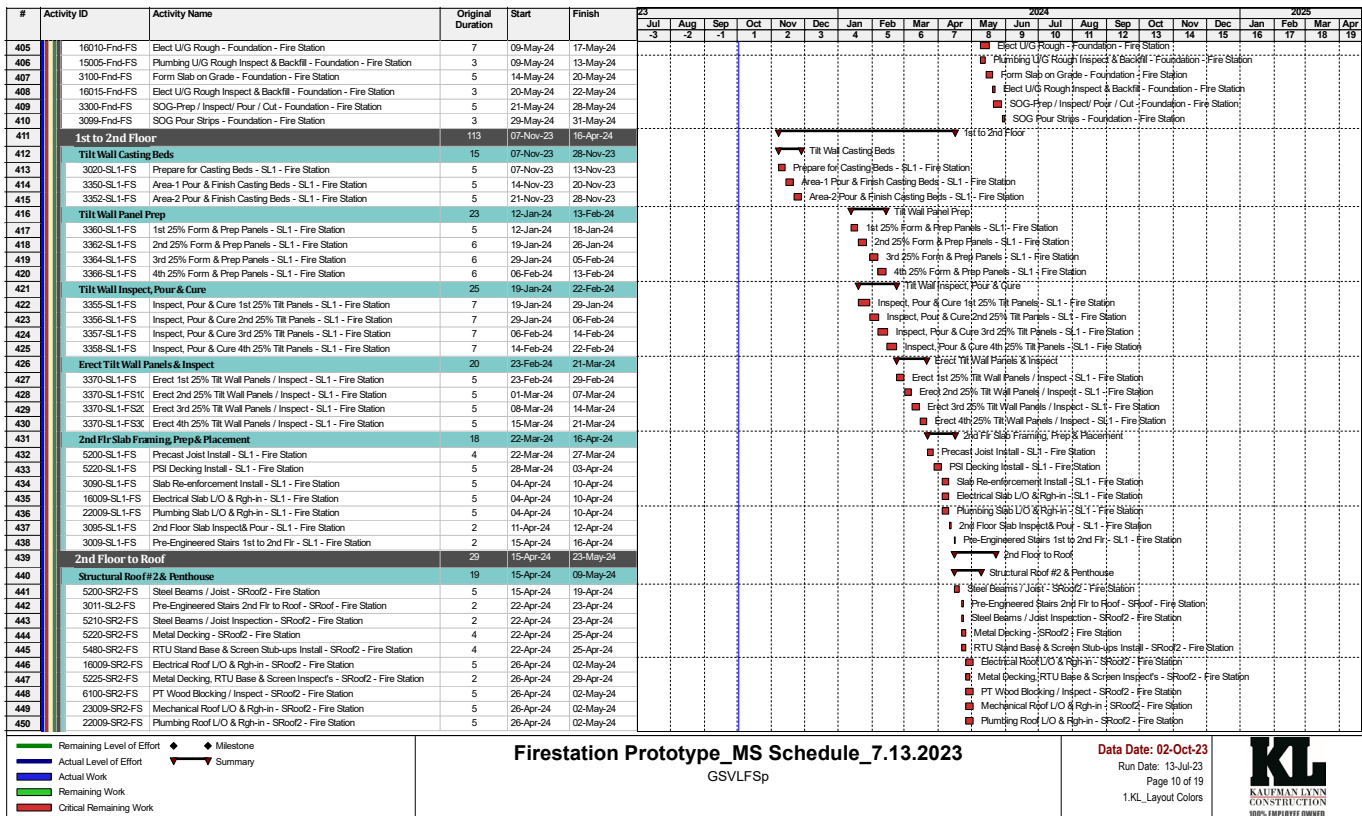
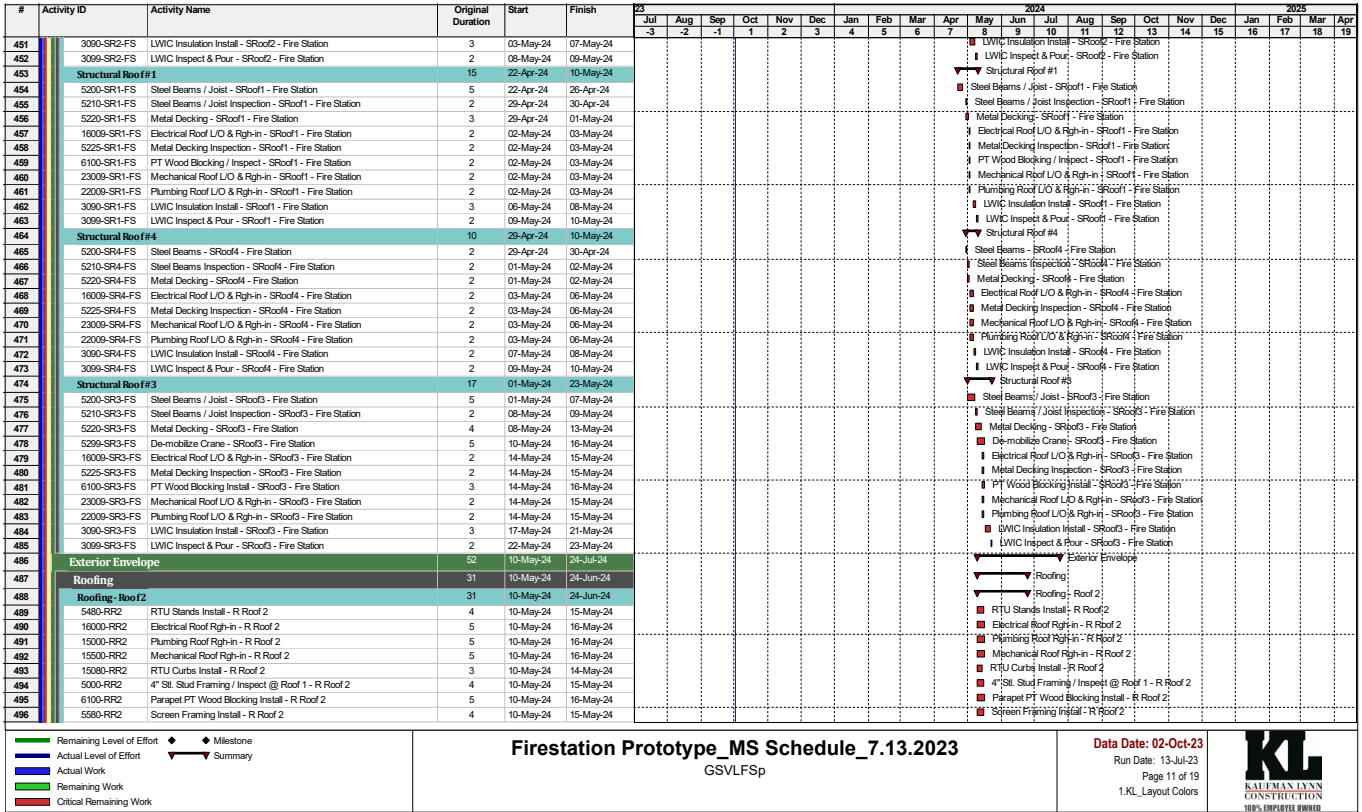
Tab 1: Project Understanding and Approach



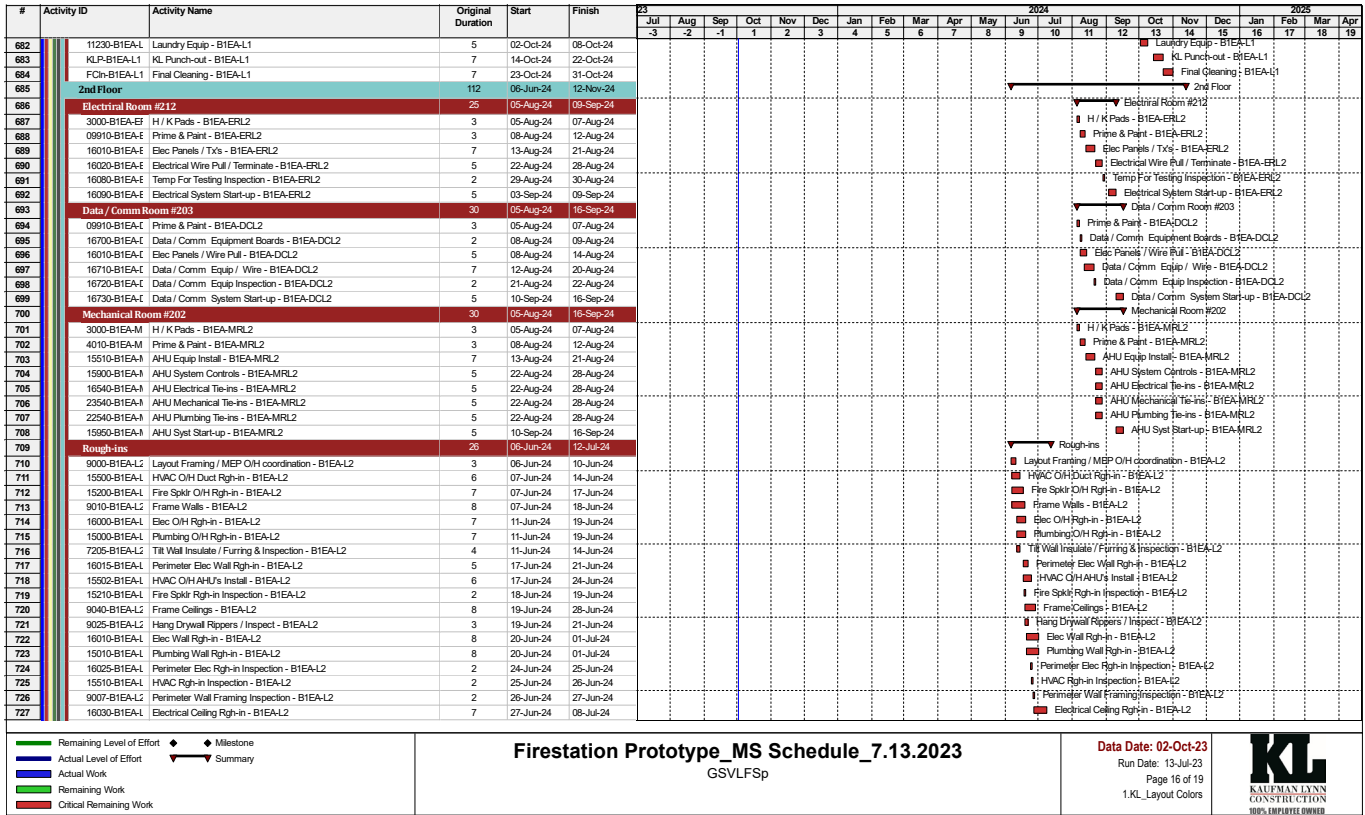
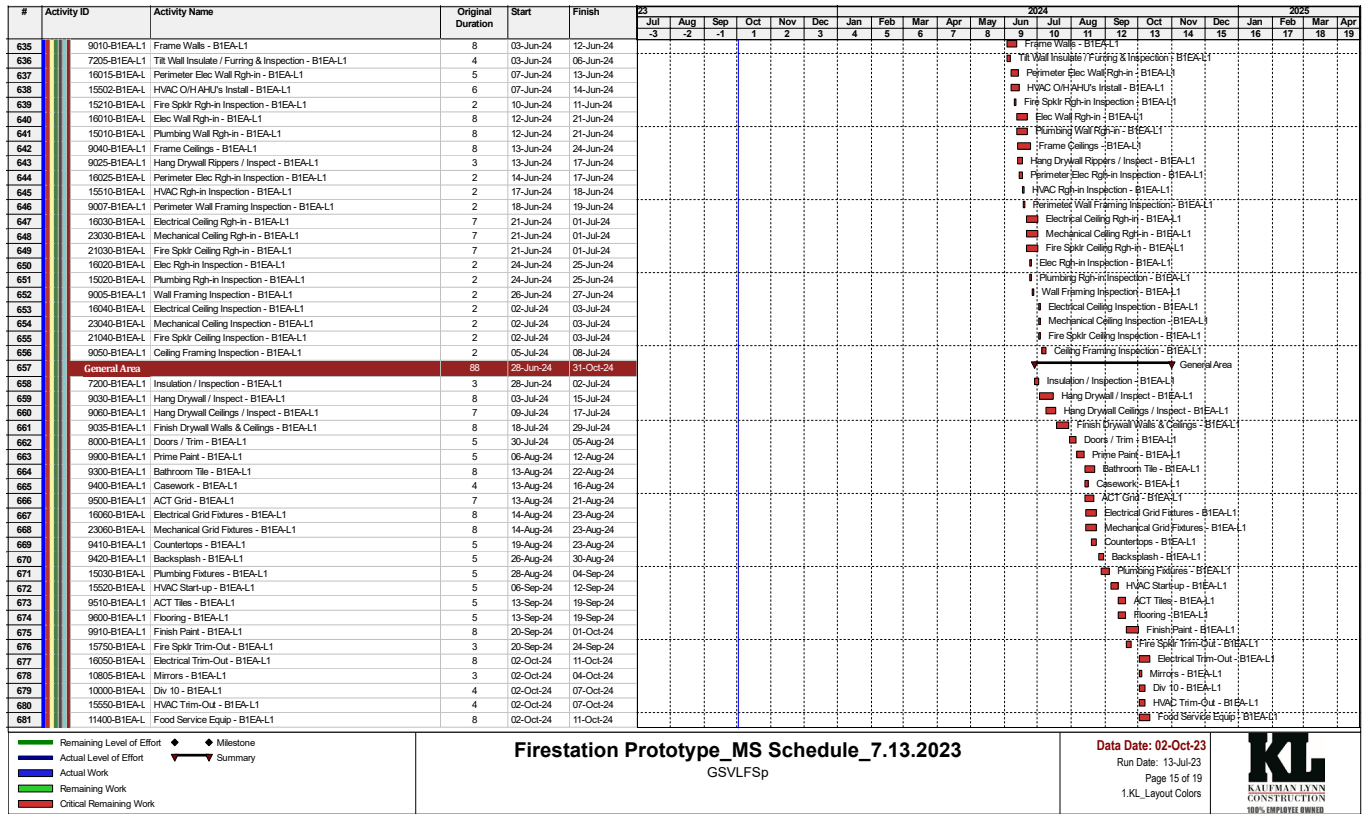
Tab 1: Project Understanding and Approach



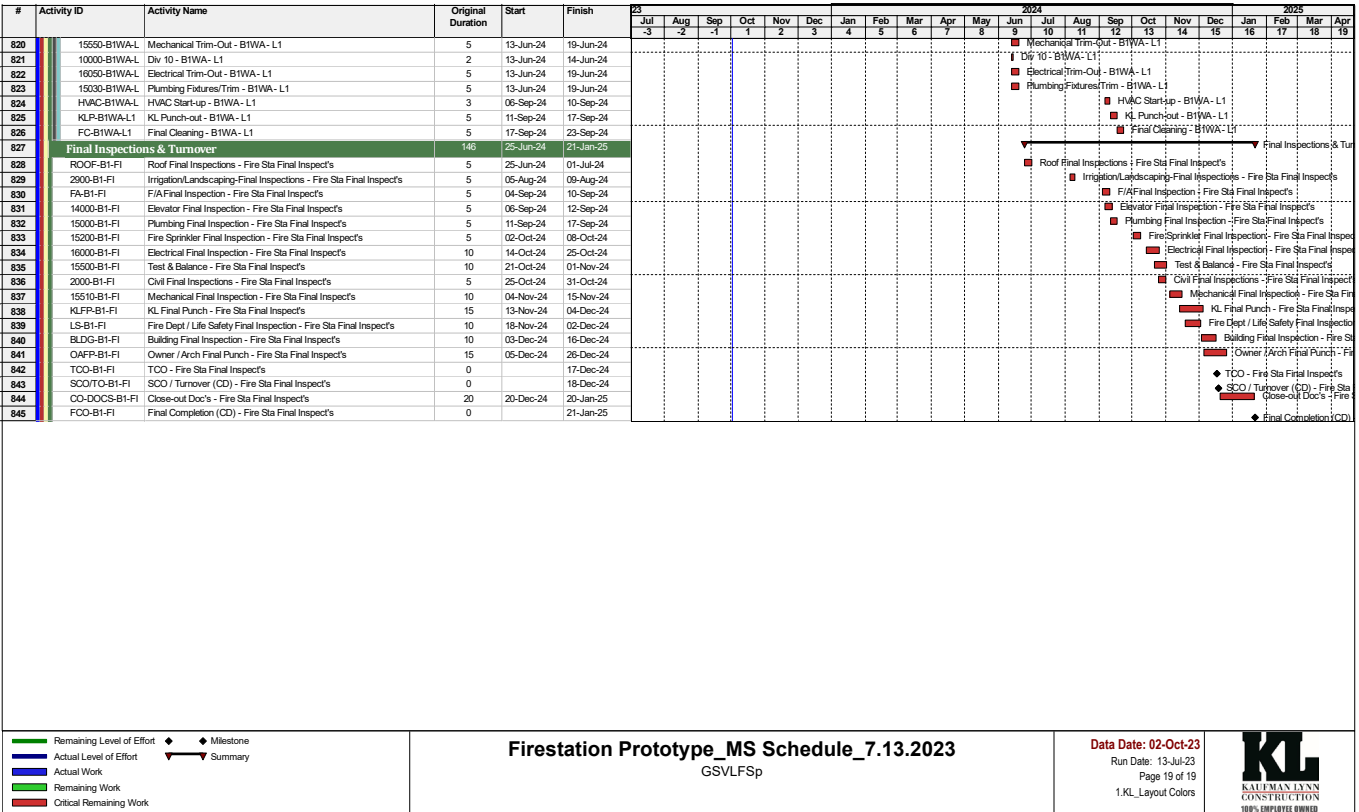
Tab 1: Project Understanding and Approach



### Tab 1: Project Understanding and Approach



### Tab 1: Project Understanding and Approach



## IN-HOUSE EXPERTISE

Our capabilities include:

- 

26  City of Gainesville Public Safety Facilities CMAR - Project #PWDA-230055-DH



## TAB 2: PROPOSED PROJECT STAFF

The City has set out an ambitious program that includes new construction, redevelopment, reconstruction, expansion, remodel and/or relocation of:

- 8 Fire Stations
- 1 Fire Training Facility
- CRP Program Facilities
- Public Safety Hub
- Phalanx Building
- 2 HQ Administration Facilities
- Southwest Annex
- Public Works

To manage the program efficiently and effectively, we have assembled a team of dedicated construction professionals with years of relevant experience.

**Garret Southern, Senior Vice President of Operations** is responsible for the allocation of work between the team members and will set the expectation for client service. **Nate Coker, Project Executive** will lead the process and will be actively involved from pre-construction through final completion.

During pre-construction, Kaufman Lynn Construction will support the design team with timely input into cost and constructability.

**Many of the team members are actively working on other Gainesville and state-of-the-art public safety facility projects, as well as public works and multi-project programs.** They have built trusting working relationships with the ideal subcontractor workforce that will us to be effective immediately.



TEAM ORGANIZATION

We have set up our team to be responsive, accountable, and consistent so we can deliver superior services on every assignment under the Public Safety Facilities program for the City.

RESOURCES TO HANDLE MULTIPLE SITES SIMULTANEOUSLY

The scope of The City’s public safety facility projects means that there will be multiple construction projects going on at the same time. Having an experienced 3-squad team of construction professionals and 18 KL estimators at the ready means that we will have the resources to work on multiple sites effectively.

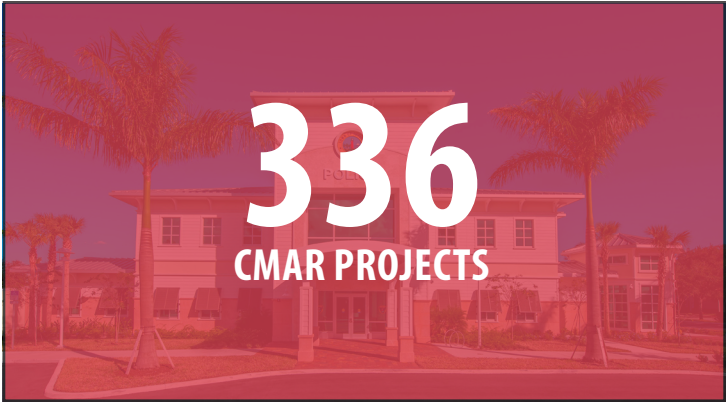
ORGANIZED FOR SUCCESS

A KL leadership team oversees the program to ensure a continuity of services and results. Under them, we have identified three separate and proven teams that can be building in accordance to each facility’s unique needs simultaneously. The sequenced projects will be led by team members that helped lead very similar programs successfully. Our 3 teams will be dedicated to the program and we will work with the City to sequence the stations and administration facilities to maximize operational savings while reducing overall schedule.

FIRE STATION EXPERTS

KL has completed 14 advanced fire stations in Florida and we’ve assembled a team of our most experienced fire station construction professionals to ensure the success and longevity of the 8 fire stations and training facility identified in the program. Members of our proposed team completed the 3-bay Coral Springs Fire Stations #43 & #95 which were built from the ground up simultaneously. **KL Team B just completed construction of Riviera Beach Fire Station 88, which embodies all the components befitting a next generation fire station where advanced technology meets durability.** Our team is made up of professionals who bring the project specific experience and local process knowledge that will prove to be a valuable asset to the City of Gainesville.

We specialize in building using the CM at Risk delivery method and building for municipalities. Our processes are completely transparent and we seek to engage the local community whenever possible.



Our depth of fire station/public safety experience means we can handle multiple projects at the same time.



PROGRAM LEADERSHIP TEAM

Senior Vice President  
Garret Southern

Project Executive  
Nate Coker

Preconstruction Lead  
John Huddleston

PUBLIC SAFETY TEAM A

Project Manager  
Matt Hurley

Superintendent  
Walter Wharton

PUBLIC SAFETY TEAM B

Project Manager  
Chris Tavormina

Superintendent  
Nicholas Sacco

PUBLIC SAFETY TEAM C

Project Manager  
Josh Kayne

Superintendent  
Neil Richardson



CORPORATE SUPPORT

Design Coordinator  
Jeff Zalkin

Safety Director  
Winston Newman

Scheduling  
Mina Fawzy



## GARRET SOUTHERN, LEED AP BD+C

SENIOR VICE PRESIDENT

EXPERTISE  
IN THESE  
COMPONENTS OF  
YOUR PROGRAM



FIRE STATIONS



PUBLIC WORKS/EOC



ADMIN OFFICES



LEED

### BACKGROUND

Garret is a planner. Starting with a goal in mind, he can quickly identify the steps needed to achieve the goal. Based on his extensive experience, he sets appropriate timelines and measures. Just as important is his ability to communicate priorities and assess required resources. He is a mentor and has the buy-in from his team, so projects move smoothly.

Garret's expertise includes governmental, educational, office, residential and commercial facilities. His responsibilities include the operation in all fields of administration, policies and procedures, and the overall day to day construction duties like team leadership, project organization, managing cost control and financial reporting as well as preparing project and cash flow schedules, and assisting the estimating department in preconstruction efforts.

### EDUCATION

B.S. Building Construction,  
University of Florida

### CERTIFICATIONS

LEED AP BD+C

### YEARS OF EXPERIENCE/WITH KL

28/10

### PERCENTAGE OF INVOLVEMENT

30%

### RELEVANT EXPERIENCE



#### CORAL SPRINGS FIRE STATIONS #43 & #95

CORAL SPRINGS, FL

16,000 SF | \$6.6 MILLION

*Demolition of both existing fire stations. New construction of two identical 8,000 SF fire stations. Included a commercial kitchen, living quarters and extensive sitework. This was a complex effort that required KL to adjust timetables and maintain operations in a temporary facility. Assignment: Senior Vice President*

**Oakland Park Fire Station #9, Oakland Park, FL**  
15,000 SF | \$16.6 million | CMAR

**Palm Beach Sheriff's Office District 1 Headquarters, West Palm Beach, FL**  
25,000 SF | \$9.4 million | CMAR

**Palm Beach State College Public Safety Training Building, Lake Worth, FL**  
17,427 SF | \$5.8 million

**Pompano Beach EOC/Fire Administration, Pompano Beach, FL**  
15,000 SF | \$20.7 million | CMAR

**Miami Beach Fire Station 1 & 911 Call Center, Miami Beach, FL**  
20,000 SF | \$6.5 million | CMAR | **LEED GOLD**

**Coral Springs Municipal Complex, Coral Springs, FL**  
68,000 SF | \$34.0 million

**Broward College Institute of Public Safety, Deerfield Beach, FL**  
53,000 SF | \$11.9 million | CMAR

**Pompano Beach Public Services Complex Renovation, Pompano Beach, FL**  
\$6.6 million | CMAR



## NATE COKER, LEED GA

PROJECT EXECUTIVE

EXPERTISE  
IN THESE  
COMPONENTS OF  
YOUR PROGRAM



FIRE STATIONS



STORAGE



ADMIN OFFICES



LEED

### BACKGROUND

Nate's experience includes public safety, governmental, educational, storage, and healthcare facilities. Nate is a native Floridian, he graduated from the University of Florida with a degree in building construction.

He is accountable for estimating, planning, budgets, client/subcontractor/staff relations, cost management, purchasing, schedules, quality control, project documentation, logistics and execution of multiple projects. In addition to oversight, additional primary goals are to ensure quality, accountability and efficiency.

### EDUCATION

B.S. Building Construction,  
University of Florida

### CERTIFICATIONS

LEED GA

### YEARS OF EXPERIENCE/WITH KL

17/10

### PERCENTAGE OF INVOLVEMENT

100%

### RELEVANT EXPERIENCE



#### 1200 & 5TH

GAINESVILLE, FL

473,000 SF | \$66.8 MILLION

*New construction of an 8-story, 232-unit apartment complex a few blocks from the University of Florida campus. Amenities include a rooftop pool, fitness center with sauna, yoga room, and retail space on the ground level. Assignment: Project Executive*

**Miami Beach Fire Station 1 & 911 Call Center, Miami Beach, FL**  
20,000 SF | \$6.5 million | CMAR | **LEED GOLD**

**JM Family Headquarters, Deerfield Beach, FL**  
609,806 SF | \$150 million

**Pompano Beach Pier Parking Garage, Pompano Beach, FL**  
239,646 SF | \$20.6 million

**Congress CubeSmart Self Storage, Delray Beach, FL**  
132,000 SF | \$9.2 million | CMAR

**Moore Haven Correctional & Rehabilitation Facility, Moore Haven, FL**  
\$1.2 million | CMAR

**Southwest Center Miramar, Miramar, FL**  
90,000 SF | \$23.1 million | **LEED**

**KL Global Headquarters, Delray Beach, FL**  
23,000 SF | \$4.8 million | CMAR



BACKGROUND

Matt is a results-oriented, hands-on construction professional with 12 years experience. He is well versed in the areas of construction safety, sustainable construction, electronic documentation and problem solving.

He is accountable for estimating, planning, budgets, client/subcontractor/ staff relations, cost management, purchasing, schedules, quality control, project documentation, logistics and execution of multiple projects. In addition to oversight, additional primary goals are to ensure quality, accountability and efficiency.

EDUCATION

Sustainable Construction Management, Palm Beach State College

Business Administration, Lynn University

CERTIFICATIONS

LEED AP BD+C  
30+ Hours OSHA

YEARS OF EXPERIENCE/WITH KL

12/10

PERCENTAGE OF INVOLVEMENT

100%

TEAM A

MATT HURLEY, LEED AP BD+C

PROJECT MANAGER

EXPERTISE  
IN THESE  
COMPONENTS OF  
YOUR PROGRAM



RELEVANT EXPERIENCE



CORAL SPRINGS FIRE STATIONS #43 & #95

CORAL SPRINGS, FL

16,000 SF | \$6.6 MILLION

Demolition of both existing fire stations. New construction of two identical 8,000 SF fire stations. Included a commercial kitchen, living quarters and extensive sitework. This was a complex effort that required KL to adjust timetables and maintain operations in a temporary facility. Assignment: Project Manager

Palm Beach Sheriff's Office District 1 Headquarters, West Palm Beach, FL  
25,000 SF | \$9.4 million | CMAR

Palm Beach State College Public Safety Training Center Security Building, Lake Worth, FL  
\$1.8 million | CMAR

PBSC Fire Training Tower, Lake Worth, FL  
5-stories | \$1.9 million | CMAR

Hollywood 2nd Floor City Office Buildout, Hollywood, FL  
32,930 SF | \$5.6 million

Palm Beach State College Courthouse Simulation Building & Gymnasium, Lake Worth, FL  
\$17.2 million | CMAR | LEED SILVER

Wheat Capital Margate Self Storage, Coral Springs, FL  
100,000 SF | \$8.5 million | CMAR

PBSC Central Energy Plant, Lake Worth, FL  
5,200 SF | \$3.2 million | CMAR



BACKGROUND

Walter has 50 years of construction experience including the simultaneous construction of fire stations, complex renovations, and extensive experience working with municipal clients. He also has experience with commercial, retail, institutional and medical construction. As superintendent, his duties include quality control oversight for all subcontractors, coordination of weekly safety meetings and monthly safety inspections, on-site coordination of subcontractor performance, communication and teamwork, preparation of requests for information (RFIs), tracking review of submittals, preparation of two-week look ahead schedule and filing and journaling meeting minutes, job logs and daily reports.

CERTIFICATIONS

Florida CGC060674  
LEED GA  
30+ Hours OSHA

EDUCATION

Building Construction Technology and Construction Management, Palm Beach State College

YEARS OF EXPERIENCE/WITH KL

50/24

PERCENTAGE OF INVOLVEMENT

100%

TEAM A

WALTER WHARTON, CGC, LEED GA

SUPERINTENDENT

EXPERTISE  
IN THESE  
COMPONENTS OF  
YOUR PROGRAM



RELEVANT EXPERIENCE



CORAL SPRINGS FIRE STATIONS #43 & #95

CORAL SPRINGS, FL

16,000 SF | \$6.6 MILLION

Demolition of both existing fire stations. New construction of two identical 8,000 SF fire stations. Included a commercial kitchen, living quarters and extensive sitework. This was a complex effort that required KL to adjust timetables and maintain operations in a temporary facility. Assignment: Project Manager

1200 & 5th, Gainesville, FL  
473,000 SF | \$66.8 million

Boca Police and Fire Training, Boca Raton, FL  
100,000 SF | \$9.0 million | CMAR

St. Mark's Episcopal Campus Phased Remodel/Expansion, Palm Beach Gardens, FL  
85,947 SF | \$18.8 million | CMAR | LEED Silver

Temple Beth El Schaefer Campus Renovation and Expansion, Boca Raton, FL  
50,000 SF | \$11.4 million | CMAR

Maltz Jupiter Theater Expansion & Fire Safety Modernization, Jupiter, FL  
55,630 SF | \$29.3 million | CMAR

Temple Beth El Beck Family Campus, Boca Raton, FL  
23,840 SF | \$7.1 million | CMAR | LEED Silver

Boca Raton Downtown Library, Boca Raton, FL  
41,932 SF | \$10.8 million | CMAR

Supervisor of Elections Warehouse, West Palm Beach, FL  
82,500 SF | \$497,279 | CMAR



BACKGROUND

Chris Tavormina has more than 20 years of construction experience, specializing in public safety projects.

His responsibility as Project Manager includes developing and maintaining the project schedule, coordinating with the Owner’s representatives and architect, managing cost control and financial reporting, supervising field staff, design participation, bidding, contract negotiation, facilities inspection and coordination of preventative maintenance.

EDUCATION

B.S. Construction Management,  
Florida International University

CERTIFICATIONS

10+ Hours OSHA

State Certified General Contractor

YEARS OF EXPERIENCE/WITH KL

23/4

PERCENTAGE OF INVOLVEMENT

100%

TEAM B

CHRIS TAVORMINA, CGC

PROJECT MANAGER



RELEVANT EXPERIENCE



RIVIERA BEACH FIRE STATION #88

RIVIERA BEACH, FL 28,000 SF | \$16.6 MILLION

*Design and construction of a two-story, 28,000 SF fire station using a HOT Zone facility layout. The project consists of four apparatus bays, sleeping and private restroom facilities for male and female firefighters, locker rooms, exercise room, kitchen, dining room, lounge/dayroom, offices, a training fire tower, decontamination area and a fire operations center. Assignment: Project Manager*

Riviera Beach Fire Station #87/Administration/EOC, Riviera Beach Beach, FL  
28,000 SF | \$18.5 million

Highland Beach Fire Station 6, Highland Beach, FL  
9,500 SF |\$8.5 million | CMAR

Wellington Bay Senior Living, Clubhouse, & Guardhouse, Wellington, FL  
215,000 SF | \$20.0 million

Hollywood Station, Hollywood, FL  
10-stories | \$78 million

Regency Pointe Apartments, Miami, FL  
3-stories | \$13.2 million

La Perla Ocean Residences, Sunny Isles Beach, FL  
43-stories | \$32.0 million

Hollywood Station Lofts, Hollywood, FL  
88 units | \$19 million



BACKGROUND

Nicholas has 37 years of professional experience in the construction industry. He has a strong history of concurrently directing multiple projects to successful completion through effective management and team collaboration. He is a dedicated and motivated superintendent with a construction background in public safety, K-12, historical, multifamily, commercial, and hospitality. As superintendent, his duties include overall responsibility for project progress, quality control oversight for all subcontractors, coordination of weekly safety meetings and monthly safety inspections, on-site coordination of subcontractor performance, communication and teamwork, preparation of Requests for Information (RFIs), tracking review of submittals, preparation of two-week look ahead schedule, job logs and daily reports.

CERTIFICATIONS

30 Hours OSHA

EDUCATION

B.S. Business Administration  
Monmouth University

YEARS OF EXPERIENCE/WITH KL

37/2

PERCENTAGE OF INVOLVEMENT

100%

TEAM B

NICHOLAS SACCO

SUPERINTENDENT



RELEVANT EXPERIENCE



RIVIERA BEACH FIRE STATION #88

RIVIERA BEACH, FL 28,000 SF | \$16.6 MILLION

*Design and construction of a two-story, 28,000 SF fire station using a HOT Zone facility layout. The project consists of four apparatus bays, sleeping and private restroom facilities for male and female firefighters, locker rooms, exercise room, kitchen, dining room, lounge/dayroom, offices, a training fire tower, decontamination area and a fire operations center. Assignment: Project Manager*

Riviera Beach Fire Station #87/Administration/EOC, Riviera Beach Beach, FL  
28,000 SF | \$18.5 million

Highland Beach Fire Station 6, Highland Beach, FL  
9,500 SF |\$8.5 million | CMAR

Emergency Operations Center, NJ  
\$12.0 million

High-End Corporate Office Buildout, Miami, FL  
10,000 SF | \$1.2 million

Infinity Auto Dealership  
\$3.0 million

Hilton Garden Hotel Conversion, West Palm Beach, FL  
10-stories | \$25.0 million

Old Boynton Beach High School Renovation, Boynton Beach, FL  
\$10.5 million | CMAR

Residential Building, Manhattan, NY  
8-stories | \$40 million



BACKGROUND

Josh has 20 years of construction experience with 12 years of experience personally installing, maintaining, and supervising electrical systems. He is a State Master Electrician and is our MEP and low voltage specialist with experience installing, maintaining and supervising electrical systems. His responsibility as Project Manager includes developing and maintaining the project schedule, coordinating with the Owner’s representatives and architect, managing cost control and financial reporting, supervising field staff, design participation, bidding, contract negotiation, facilities inspection and coordination of preventative maintenance.

EDUCATION

Studied at La Salle University

CERTIFICATIONS

30 Hours OSHA

Journeyman Electricians License

State Masters Electricians License

YEARS OF EXPERIENCE/WITH KL

20/5

PERCENTAGE OF INVOLVEMENT

100%

TEAM C

JOSH KAYNE

PROJECT MANAGER

EXPERTISE  
IN THESE  
COMPONENTS OF  
YOUR PROGRAM



RELEVANT EXPERIENCE



OAKLAND PARK FIRE STATION #9

OAKLAND PARK, FL

15,000 SF | \$16.6 MILLION

New construction of a 15,000 SF state-of-the-art Fire Station. The facility includes operational spaces, including a 3-bay vehicle apparatus area, support spaces, officers' quarters, eight bunkrooms, a dayroom, kitchen, dining area, fitness room, storage rooms, and a personnel decontamination-laundry area. Assignment: Project Manager

JM Family Headquarters, Deerfield Beach, FL  
609,806 SF | \$150 million

Miami Dolphins Stadium Renovation & Security Upgrade, Miami Gardens, FL  
\$500 million

Lauderhill Performing Arts Center and Library, Lauderhill, FL  
\$20.0 million

Oakland Park City Park, Oakland Park, FL  
21,471 SF | \$5.9 million

Dalmar Hotel, Fort Lauderdale, FL  
26-stories | \$70 million

Panorama Tower, Miami, FL  
83-stories | \$350 million

Sabia Beach Condos, Pompano Beach, FL  
19-stories | \$50 million



BACKGROUND

Neil is a construction professional with over 35 years of experience on many diverse projects. He has worked in the public safety, governmental, commercial, multifamily, hospitality, and self storage sectors.

As superintendent, his duties include quality control oversight for all subcontractors, coordination of weekly safety meetings and monthly safety inspections, on-site coordination of subcontractor performance, communication and teamwork, preparation of two-week look ahead schedule and filing and journaling meeting minutes, job logs and daily reports.

CERTIFICATIONS

30+ Hours OSHA

10+ Hours OSHA

Forklift Operator Certified

EDUCATION

High School Diploma

YEARS OF EXPERIENCE/WITH KL

38/8

PERCENTAGE OF INVOLVEMENT

100%

TEAM C

NEIL RICHARDSON

SUPERINTENDENT

EXPERTISE  
IN THESE  
COMPONENTS OF  
YOUR PROGRAM



RELEVANT EXPERIENCE



LIGHTHOUSE POINT FIRE STATION / EOC

LIGHTHOUSE POINT, FL

24,300 SF | \$6.0 MILLION

Construction of a 16,100 SF fire station/EOC center and of a 8,200 SF community center. Features emergency vehicle parking stalls, vehicle exhaust systems, sleeping quarters, storage, training room, decontamination area, kitchen, office, generator & an EOC on the second floor. Assignment: Superintendent

Jupiter Police HQ, Jupiter, FL  
36,000 SF | \$16.8 million | CMAR

Jupiter Town Hall, Jupiter, FL  
42,000 SF | \$22.4 million | CMAR

FBI Headquarters, Washington, DC  
2,300,000 SF | \$70 million

Lighthouse Point Community Center, Lighthouse Point, FL  
8,200 SF | \$2.2 million | CMAR

Manley Pembroke Pines Self Storage, Pembroke Pines, FL  
114,000 SF | \$6.9 million

Temple Beth El Beck Family Campus Classroom Addition, Boca Raton, FL  
16,233 SF | \$3.2 million

Palm Beach Lakes High School Renovation, West Palm Beach, FL  
300,000 SF | \$7.8 million | CMAR

Temple Judea, Coral Gables, FL  
12,000 SF | \$3.8 million | CMAR



JOHN HUDDLESTON  
PRECONSTRUCTION LEAD

EXPERTISE  
IN THESE  
COMPONENTS OF  
YOUR PROGRAM



BACKGROUND

John’s 46 years of experience in government and public safety construction from renovation to new construction throughout Florida pinpoint him as an ideal preconstruction team member for your project.

John has been the preconstruction lead for the majority of recent and ongoing public safety projects. For this project, John’s responsibilities include bid strategy planning, value engineering capabilities, subcontractor networking / relationships, spreadsheet design and implementation, owner/architect correspondence and estimating department employee training and budget controls.

EDUCATION

B.A.,  
Rollins College

YEARS OF EXPERIENCE/WITH KL

46/2

PERCENTAGE OF INVOLVEMENT

40%

RELEVANT EXPERIENCE



**RIVIERA BEACH FIRE STATION #88**  
RIVIERA BEACH, FL 28,000 SF | \$16.6 MILLION  
*Design and construction of a two-story, 28,000 SF fire station using a HOT Zone facility layout. The project consists of four apparatus bays, sleeping and private restroom facilities for male and female firefighters, locker rooms, exercise room, kitchen, dining room, lounge/dayroom, offices, a training fire tower, decontamination area and a fire operations center. Assignment: Precon Lead*

**Riviera Beach Fire Station #87/Administration/EOC, Riviera Beach Beach, FL**  
28,000 SF | \$18.5 million | Design-Build

**Highland Beach Fire Station 6, Highland Beach, FL**  
9,500 SF |\$8.5 million | CMAR

**Miami Beach Fire Station 1 & 911 Call Center, Miami Beach Beach, FL**  
20,000 SF | \$6.5 million | CMAR

**Palm Beach Sheriff’s Office District 1 Headquarters, West Palm Beach, FL**  
25,000 SF | \$9.4 million | CMAR

**Cape Coral Public Safety Facility, Cape Coral, FL**  
105,000 SF | \$19.1 million | CMAR

**Oakland Park Fire Station 9, Oakland Park, FL**  
111,450 SF | \$17.0 million | CMAR

**Palm Springs Police Department Expansion, Palm Springs, FL**  
14,000 SF | \$10.0 million | CMAR

**Oakland Park Public Works/EOC/Maintenance Facility, Oakland Park, FL**  
42,538 SF | \$22.0 million | CMAR



JEFF ZALKIN, LEED AP  
DESIGN COORDINATOR

EXPERTISE  
IN THESE  
COMPONENTS OF  
YOUR PROGRAM



BACKGROUND

Jeff Zalkin has been involved in public sector projects for the past 25 years primarily focused on municipal and educational facilities.

He understands the nuances of municipal facilities, more specifically public safety facilities and will be a point person working with the architect during preconstruction to ensure the final product meets all City of Gainesville project program goals.

EDUCATION

M.B.A.,  
Florida International University

B.S.,  
University of Florida

CERTIFICATIONS

LEED AP

YEARS OF EXPERIENCE/WITH KL

25/6

PERCENTAGE OF INVOLVEMENT

20%

RELEVANT EXPERIENCE



**LIGHTHOUSE POINT FIRE STATION / EOC**  
LIGHTHOUSE POINT, FL 24,300 SF | \$6.0 MILLION  
*Construction of a 16,100 SF fire station/EOC center and of a 8,200 SF community center. Features emergency vehicle parking stalls, vehicle exhaust systems, sleeping quarters, storage, training room, decontamination area, kitchen, office, generator & an EOC on the second floor. Assignment: Design Coordinator*

**Oakland Park Fire Station 9, Oakland Park, FL**  
111,450 SF | \$17.0 million | CMAR

**Miami Beach Fire Station 1 & 911 Call Center, Miami Beach Beach, FL**  
20,000 SF | \$6.5 million | CMAR

**Jupiter Municipal Complex, Jupiter, FL**  
36,000 SF | \$16.8 million | CMAR

**Palm Beach State College Public Safety Building**  
98,540 SF | \$23.2 million | CMAR

**Cape Coral Public Safety Facility, Cape Coral, FL**  
105,000 SF | \$19.1 million | CMAR

**Miramar Police Headquarters, Miramar, FL**  
80,000 SF | \$24.1 million | CMAR

**Palm Beach Sheriff’s Office District 1 Headquarters, West Palm Beach, FL**  
25,000 SF | \$9.4 million | CMAR

**Riviera Beach Fire Station #88, Riviera Beach, FL**  
SF | \$16.6 million | Design-Build



WINSTON NEWMAN  
SAFETY DIRECTOR

EXPERTISE  
IN THESE  
COMPONENTS OF  
YOUR PROGRAM



BACKGROUND

Winston is a safety professional with established hands-on experience in commercial and industrial safety operations with deep technical competency in a multitude of unique and complex construction projects. He has a track record of successfully managing multiple large-scale projects simultaneously through the entire life cycle of construction with history of low incidence. He has extensive experience in risk/safety management, needs analysis, safety culture establishment, mentoring, and contractor insurance programs. In his 15 years of experience, he has a history of effectively coordinating and managing compliance operations for medium and large organizations.

EDUCATION

B.S. Economics,  
University of Florida

CERTIFICATIONS

- Certified Safety Professional (CSP)
- OSHA Outreach Trainer (500 Hours)
- Construction Health & Safety Technician (CHST)

YEARS OF EXPERIENCE/WITH KL

15/1

PERCENTAGE OF INVOLVEMENT

20%

RELEVANT EXPERIENCE



**OAKLAND PARK FIRE STATION #9**  
OAKLAND PARK, FL  
15,000 SF | \$16.6 MILLION  
*New construction of a 15,000 SF state-of-the-art Fire Station. The facility includes operational spaces, including a 3-bay vehicle apparatus area, support spaces, officers' quarters, eight bunkrooms, a dayroom, kitchen, dining area, fitness room, storage rooms, and a personnel decontamination-laundry area. Assignment: Safety Director*

**Oakland Park Fire Station 9, Oakland Park, FL**  
111,450 SF | \$17.0 million | CMAR

**Miami Beach Fire Station 1 & 911 Call Center, Miami Beach Beach, FL**  
20,000 SF | \$6.5 million | CMAR

**Riviera Beach Fire Station #87/Administration/EOC, Riviera Beach Beach, FL**  
28,000 SF | \$18.5 million | Design-Build

**Cape Coral Public Safety Facility, Cape Coral, FL**  
105,000 SF | \$19.1 million | CMAR

**Oakland Park Public Works, EOC, & Maintenance Facility, Oakland Park, FL**  
42,538 SF | \$26.5 million | CMAR

**Palm Beach Sheriff's Office District 1 Headquarters, West Palm Beach, FL**  
25,000 SF | \$9.4 million | CMAR

**Highland Beach Fire Station 6, Highland Beach, FL**  
9,500 SF | \$8.5 million | CMAR

TAB 3: QUALIFICATIONS OF FIRM

Founded in 1989, Kaufman Lynn Construction is a full-service commercial contractor with decades of similar project experience. KL is a **local Florida government facility expert** and brings that knowledge and experience to your project, ensuring that the City's Public Safety Facilities are completed on time and on budget.

Our firm has a broad range of experience across an array of project types including fire station, administrative office, EOC, police station, and other government facilities. **As a local general contractor and construction manager**, KL uses multiple delivery methods, but primarily uses Construction Management at Risk.

**Kaufman Lynn is 100% employee**

**owned**, which means every employee has a vested interest in the success of your project. Our CEO, Michael Kaufman, and President, Chris Long, will work closely with your project team to ensure it is executed effectively and timely.

Accurate pricing, dedication to job safety, aggressive scheduling, and owner satisfaction are the core principles of our success. Our goal is a seamless project completion and smooth delivery for each and every owner.

By blending best-in-class cost savings alternatives with stringent quality control processes, Kaufman Lynn Construction continues to be a respected industry leader in building public and private projects throughout Florida.

YEARS IN BUSINESS:  
34 years (Founded in 1989)

SERVICES:  
Preconstruction  
Construction Management  
Design-Build Construction  
General Construction

FORM OF ORGANIZATION:  
Corporation

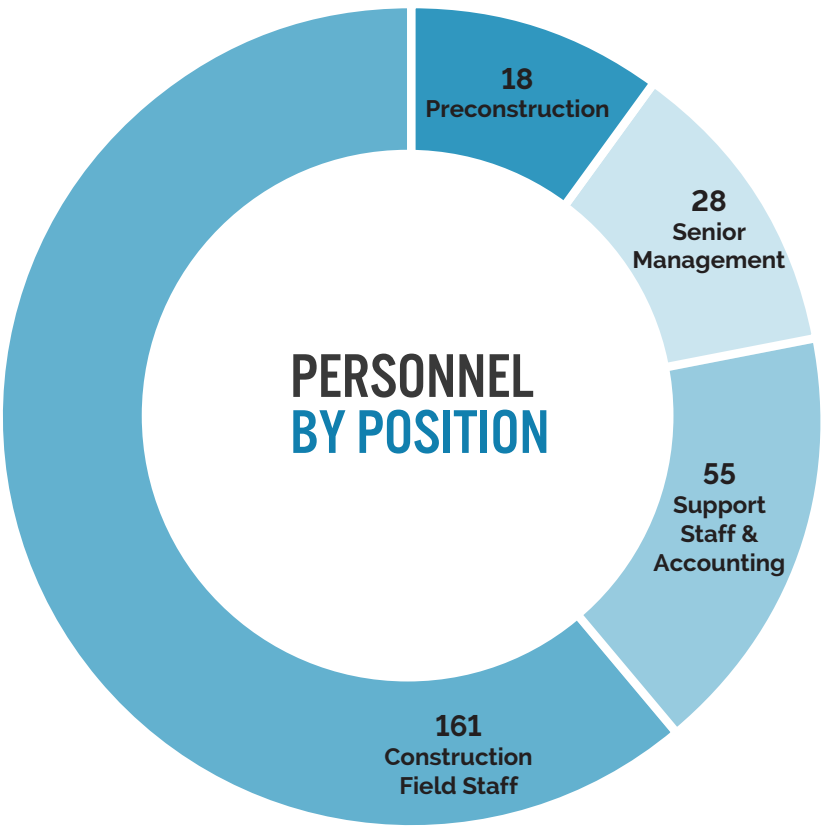
OFFICES:  
**Headquarters:** 3185 South Congress Avenue, Delray Beach, FL 33445  
**Southwest Florida:** 9420 Bonita Beach Road, Suite 100, Bonita Springs, FL 34135  
**North Carolina:** 800 Westmere Ave., Suite 404, Charlotte, NC 28208

EMPLOYEES:  
262

262  
FULL-TIME  
TEAM  
MEMBERS

THE KL TEAM

Our culture attracts problem solvers, people who want to use their talent and expertise to make a difference for their clients rather than serve a corporate structure. All of KL's professionals adhere to our company values of Integrity, Ingenuity and Initiative in doing whatever it takes to get the job done right.



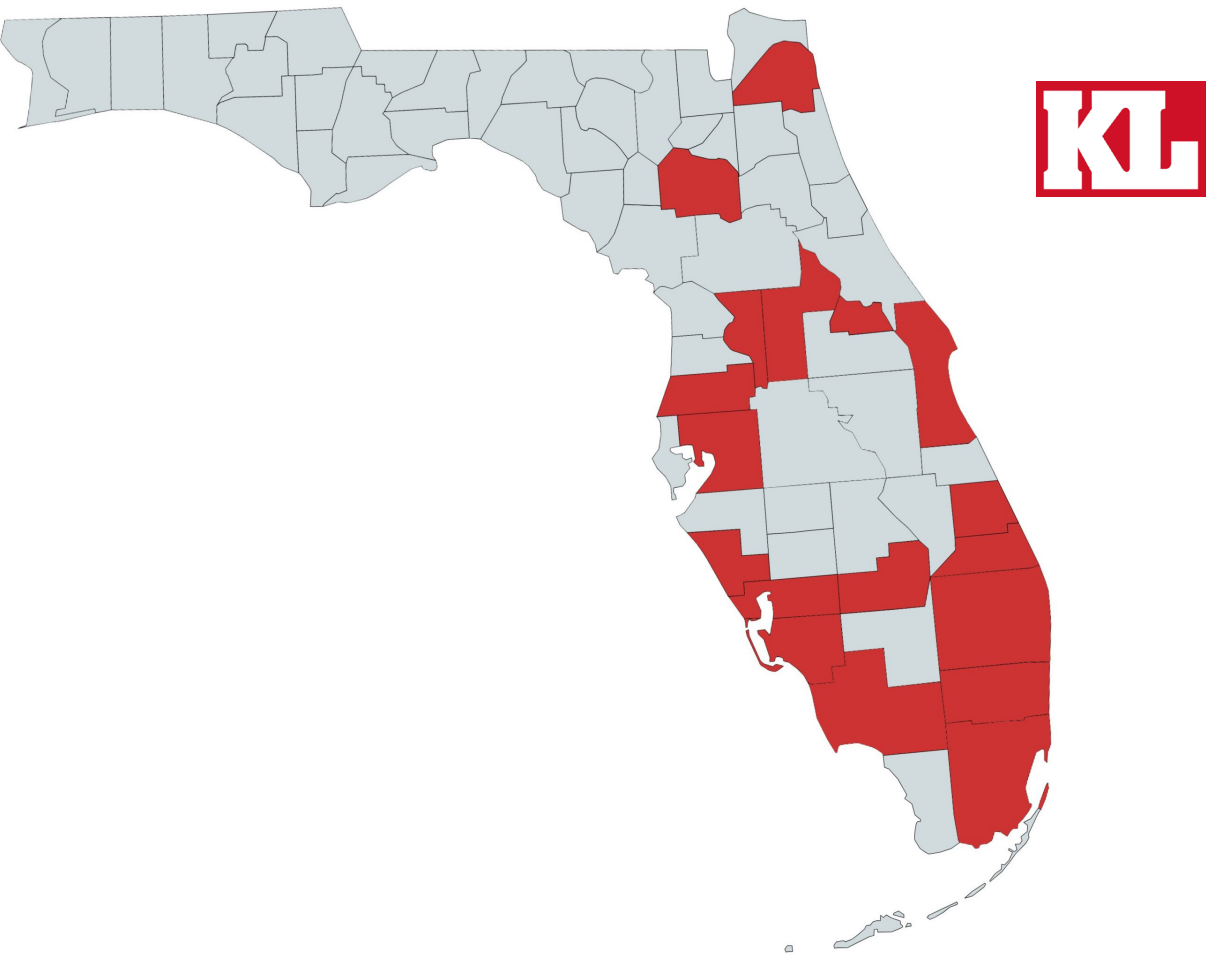
FLORIDA BUILDERS WITH THE RESOURCES YOUR PROGRAM REQUIRES

Simultaneously, Kaufman Lynn manages projects with boots on the ground in Northern Florida, Southern Florida, and Florida’s East Coast. Throughout our 34 years of Florida-wide construction work, we have made it our priority to ensure our project teams and support staff are accessible to our clients at all times in every project location county.

Kaufman Lynn has a record of outstanding project success throughout Florida, achieved with the thorough understanding of each location’s unique building codes and local land development regulations. Because we are currently building the UFORA mixed-use multifamily project in the City of Gainesville, our team has strong relationships with the local workforce, knowledge of material availability, traffic patterns, and costs.

Through the entire span of your program, we are prepared to factor in The City’s seasonal conditions and build each facility with those conidtions in mind. From incorporating local climate projections into our schedules to preparing jobsites for environmental emergencies, our team is equipped to handle all Florida jobsite conditions through tried-and-true procedures.

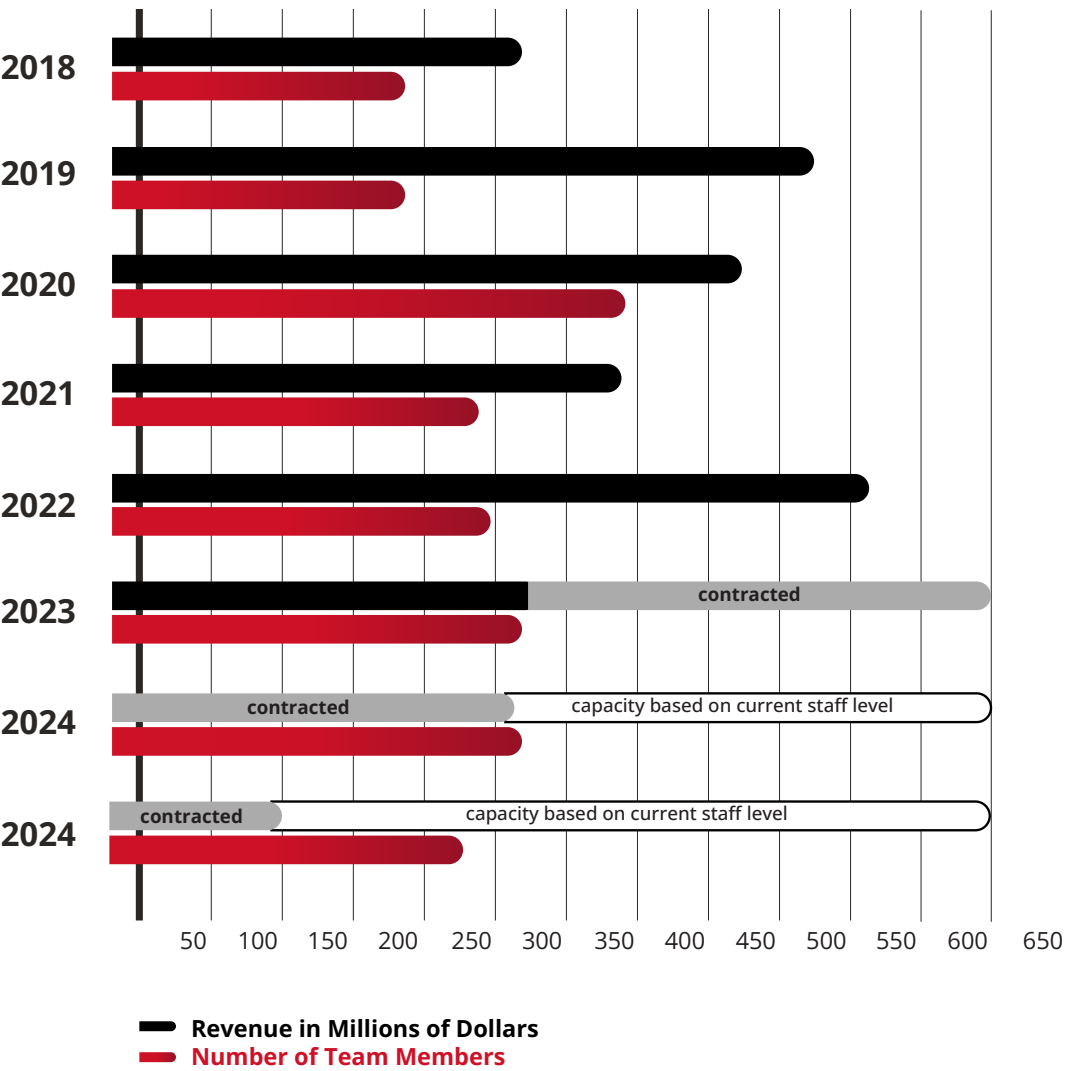
Red = Counties with KL Projects



Historic Workload and Capacity

The chart below illustrates our revenue in relation to staff size. Between the work that has already been completed (black bars) and the work that is currently contracted for (grey bars), we are poised to complete approximately \$600 million in work in 2023.

Without any changes in staffing levels and accounting for contracted work, we have the resources to take on an additional \$300+ million worth of construction work.



Since our 1989 founding, Kaufman Lynn has come to specialize in public safety facilities throughout Florida. The following are KL project that focus on public safety; however, many more projects KL has built include public safety components within the overall facility beyond these 27 projects. We understand the nuances of public safety facilities.

POLICE ONLY FACILITIES

- Cape Coral Police Training Facility
- Jupiter Police Headquarters
- Palm Beach Sheriff’s Office Annex
- Pompano Beach Public Safety Renovations
- Palm Springs Police Department Expansion

MIXED (POLICE/FIRE) FACILITIES

- Coconut Creek EOC & 911 Call Center
- Collier County Heritage Bay Government Center
- Coral Springs Municipal Complex
- Boca Raton Police and Fire Training Facility
- Hollywood Beach Public Safety
- Hollywood 56th Ave Public Safety
- Miami Beach Fire Station 1 & 911 Call Center
- Oakland Park Emergency Operations Center
- Lighthouse Point Fire Station 22/ Administration/EOC
- Pompano Beach Emergency Operations Center
- Riviera Beach Fire Station 88 and Admin Center (Temporary Admin, Temporary EOC)
- Riviera Beach Fire Station 87/ Administration/EOC

FIRE ONLY FACILITIES

- Boca Raton Fire Station 5
- Boca Raton Fire Station 31
- Coral Springs Fire Station 43
- Coral Springs Fire Station 95
- Highland Beach Fire Station 6
- Oakland Park Fire Station 9
- Riviera Beach Fire Station 86
- Riviera Beach Fire Station 89 Renovation



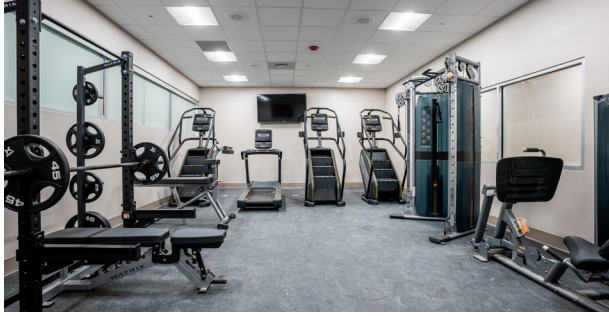
Riviera Beach Fire Station 88 and Admin Center

Riviera Beach, Florida

Design and construction of a two-story, 28,000 SF fire station using a HOT Zone facility layout. The project features 4 apparatus bays, sleeping and private restroom facilities for firefighters, locker rooms, exercise room, kitchen, dining room, lounge/dayroom, 9/11 memorial facade, offices, a training fire tower, decontamination area and a second floor fire operations/admin center.

Project Completion Date:	June 2023
Project Size:	28,000 SF
Construction Cost:	\$16.6 million
Delivery Method:	Design-Build
Names of Key Individuals:	Mike Kaufman, Garret Southern, Chris Tavormina, Nicholas Sacco, Winston Newman, John Huddleston, Jeff Zalkin
Owner Reference:	John Curd, City of Riviera Beach 600 Blue Heron Blvd, Riviera Beach, FL 33404 561-843-0976 jcurd@rivierabeach.org

THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP





Fire Station	Fire Station
Offices	Public Safety
Multi-Project	LEED
Hurricane Hardened	Hurricane Hardened
Advanced Security	Advanced Security
EOC	Offices



# Riviera Beach Fire Station 87/Amin/EOC

Riviera Beach, Florida

Design and construction of a new construction of a 2-story state-of-the-art 28,000 SF fire station consisting of 4 apparatus bays and an Emergency Operations Center. This project also includes demolition of the existing fire station.



Anticipated Completion Date:	September 2024
Project Size:	28,000 SF
Construction Cost:	\$18.5 million
Delivery Method:	Design-Build
Names of Key Individuals:	Mike Kaufman, Garret Southern, Winston Newman, John Huddleston, Jeff Zalkin

# Hollywood Fire Rescue and Beach Safety Complex

Hollywood, Florida



New construction of a 2-story Public Safety Building with a 3 bay Fire Station, Beach Safety and Community Redevelopment Agency offices and parking and renovation of an existing 1-story historic structure. This shell design, along with impact rated windows, has the ability to withstand 155 mph wind and storm conditions equal to or greater than a Category 5 storm. **LEED Silver.**



Completion Date:	June 2012
Project Size:	41,689 SF new; 2,565 SF renovation
Construction Cost:	\$6.6 million
Delivery Method:	Design-Bid-Build
Key Individuals:	Mike Kaufman
Owner Reference:	Jitendra Patel, City of Hollywood 1621 North 14th Ave, Hollywood, FL 33022 954.921.3930 jpatel@hollywood.fl.org



THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP



- Public Safety
- Offices
- Fire Rescue Training
- Meeting Room
- Fire Stations
- Replacement Facilities
- Multi-project
- Hurricane Hardened



# Hollywood 56th Ave Public Safety & Maintenance Facility

Hollywood, Florida

New construction of a 26,515 SF public safety maintenance and training facility for the City of Hollywood Fire Department. Included over 10 acres of site improvements, and the construction of a new turn, constructed under MOT conditions and built to FDOT specifications with thermoplastic striping, signage, landscaping, city sidewalks, and concrete curbing, lane on a heavily-traveled city street.



Completion Date: March 2017  
 Project Size: 16,000 SF  
 Construction Cost: \$6.6 million  
 Delivery Method: CMAR  
 Key Individuals: Mike Kaufman  
 Owner Reference: Jack Mathison, M&M Recreation Services  
 4425 SW 27th Terrace  
 Dania Beach, FL 33312  
 305.673.7120  
 Jmathison3@bellsouth.net

THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP

# Coral Springs Fire Station 43 & 95

Coral Springs, Florida

Total demolition of two existing fire stations. New construction of two-8,000 SF fire station, featuring three apparatus bays. Includes commercial grade kitchens, living quarters/dorm rooms and also included extensive site work. This was a complex logistical effort that required KL to adjust timetables and complete construction with an active station operating in a temporary facility.



Project Completion Date: March 2017  
 Project Size: 16,000 SF  
 Construction Cost: \$6.6 million  
 Delivery Method: Design-Bid-Build  
 Names of Key Individuals: Mike Kaufman, Garret Southern, Matt Hurley, Walter Wharton, Jeff Zalkin  
 Owner Reference: Frank Babinec, City of Coral Springs  
 2801 Coral Springs Drive  
 Coral Springs, FL 33065  
 954.344.1142  
 fbabinec@coralsprings.org

THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP



Fire Station	Fire Station
EOC	Offices
Offices	Storage Spaces
Hurricane Hardened	Hurricane Hardened
Advanced Security	Advanced Security
Storage Space	Multi-Project



# Lighthouse Point Fire Station 22/EOC/ Maintenance Facility

Lighthouse Point, Florida

New construction of a 16,100 SF fire station. The Category 5+ hurricane rated facility houses 24 firefighter/paramedics, two chief officers and will include 3 drive through emergency vehicle parking stalls, vehicle exhaust systems, individual sleeping quarters, bunker storage, medical storage training room, decontamination area, kitchen and day room, office, generator and an EOC on the second floor.

Completion Date:	November 2022
Project Size:	16,100 SF
Construction Cost:	\$7.6 million
Delivery Method:	CMAR
Names of Key Individuals:	Mike Kaufman, Garret Southern, Jeff Zalkin
Owner Reference:	Jennifer Oh, City of Lighthouse Point 2200 NE 38th St Lighthouse Point, FL 33064 954.943.6500 joh@lighthousepoint.com

THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP



# Oakland Park Fire Station 9

Oakland Park, Florida

New construction of a 15,000 SF state-of-the-art Fire Station. The facility includes operational spaces, including a 3-bay vehicle apparatus area, support spaces, officers' quarters, eight bunkrooms, a dayroom, kitchen, dining area, fitness room, storage rooms, and a personnel decontamination-laundry area. These areas are a critical element of the facilities 'hot zone' design to provide a safe working environment for the City's fire fighters and paramedics.

Anticipated Completion Date:	March 2024
Project Size:	15,000 SF
Construction Cost:	\$16.6 million
Delivery Method:	CMAR
Key Individuals:	Mike Kaufman, Garret Southern, Winston Newman, Josh Kayne, John Huddleston, Jeff Zalkin
Owner Reference:	Sierra Marrero, City of Oakland Park 3650 NE 12th Avenue Oakland Park, FL 33334 954.274.0581 sierra.marrero@oaklandparkfl.gov





- Fire Station
- Offices
- Hurricane Hardened
- LEED



# Boca Raton Fire Station #5

Boca Raton, Florida



The project included the demolition of an existing fire station and new construction of a 13,000 SF facility. The fire station includes four emergency vehicle bays, kitchen, offices, living quarters, decontamination room, gymnasium, locker room, and common area. **LEED Certified.**



Completion Date:	July 2009
Project Size:	13,000 SF
Construction Cost:	\$2.9 million
Delivery Method:	CMAR
Key Individuals:	Mike Kaufman

THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP

# Highland Beach Fire Station #6

Highland Beach, Florida

New construction of a 2-story, 9,500 SF fire station utilizing the hot-zone concept. Project features 2 apparatus bays, 8 bunk rooms, decontamination areas, kitchen and dayroom, and administration space.



Anticipated Completion Date:	April 2024
Project Size:	9,500 SF
Construction Cost:	\$8.5 million
Delivery Method:	CMAR
Key Individuals:	Mike Kaufman, Chris Tavormina, Nicholas Sacco, Winston Newman, Jeff Zalkin
Owner Reference:	Eric Marmer, Town of Highland Beach 3614 South Ocean Blvd Highland Beach, FL 33487 561.278.4548 emarmer@highlandbeach.us



- Fire Station
- Offices
- Multi-Use
- Hurricane Hardened
- Training Space



- Public Safety
- Offices
- Multi-Project
- Hurricane Hardened
- Advanced Security
- Briefing Room
- EOC
- Training Spaces

## Miami Beach Fire Station 1

Miami Beach, Florida

New construction of a 20,000 SF fire station with a 911 Emergency Call Dispatch Center, equipment bays, living spaces, offices, a kitchen, a gym, support facilities and a minimum of 32 parking spaces.

Anticipated Completion Date: April 2024  
 Project Size: 20,000 SF  
 Construction Cost: \$6.5 million  
 Delivery Method: CMAR  
 Names of Key Individuals: Mike Kaufman, Garret Southern, Winston Newman, John Huddleston, Jeff Zalkin  
 Owner Reference: Colette Satchell, City of Miami Beach  
 1700 Convention Center Drive,  
 Miami Beach, FL 33139  
 786.526.4447  
 ColetteSatchell@miamibeachfl.gov



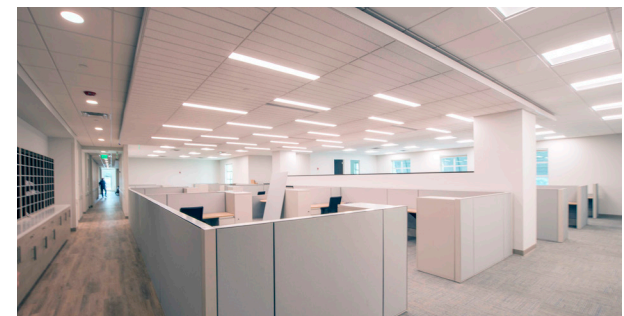
## Jupiter Police Headquarters

Jupiter, Florida

New construction of a 39,000 SF Police Department has been designed to withstand 192 mph winds and also houses the town's IT data center and serves as the emergency operations center. The project also includes a veterans' memorial and site improvements, as well as the demolition of an existing Police Department building, and other structures after completion of the new facility. **KL is now working on Phase II to build the new Jupiter Town Hall.**

Completion Date: September 2020  
 Project Size: 39,000 SF  
 Construction Cost: \$16.8 million  
 Delivery Method: CMAR  
 Names of Key Individuals: Mike Kaufman, Neil Richardson, Jeff Zalkin  
 Owner Reference: Michael Villella, Town of Jupiter  
 561.741.2218  
 michaelv@jupiter.fl.us

THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP





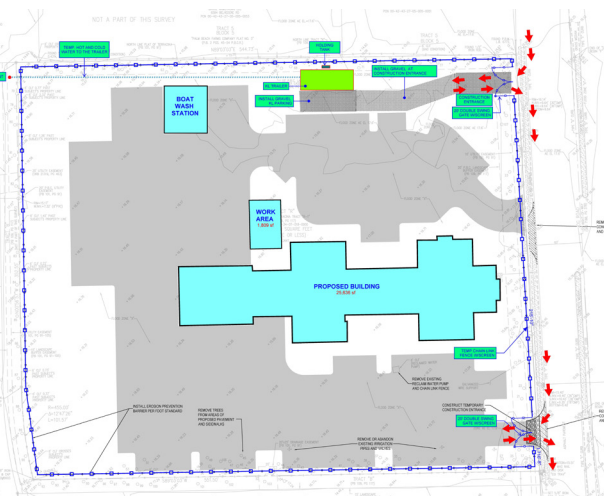
Public Safety	EOC
Offices	Offices
Storage Spaces	Training Spaces
Hurricane Hardened	Hurricane Hardened
Advanced Security	Advanced Security
Meeting Rooms	
Multi-Project	



# **Palm Beach Sheriff's Office District 1 Headquarters**

West Palm Beach, Florida

New construction of a 25,000 SF building to house the new PBSO District 1 substation, new Marine Unit facility with vehicle repair shop, a specialty vehicle storage shelter, and all associated site improvements.



Anticipated Completion Date:	September 2024
Project Size:	25,000 SF
Construction Cost:	\$9.4 million
Delivery Method:	CMAR
Names of Key Individuals:	Mike Kaufman, Garret Southern, Matt Hurley, Jeff Zalkin, John Huddleston, Winston Newman
Owner Reference:	Fernando Del Dago, Palm Beach County 561.233.5276 fdeldago@co.palm-beach.fl.us

# **Palm Springs Police Department Expansion**

Palm Springs, Florida

New construction of an approximately 14,000 SF two-story building, the renovation and hardening of the existing one-story Police Department building, and all associated site improvements including sufficient public and secured parking, access roads, drainage, and utility infrastructure.

Anticipated Completion Date:	April 2024
Project Size:	14,000 SF
Construction Cost:	\$10.0 million
Delivery Method:	CMAR
Names of Key Individuals:	Mike Kaufman, Winston Newman, Jeff Zalkin, John Huddleston
Owner Reference:	Theresa Gonzalez, Village of Palm Springs 561.584.8200 procurement@vpsfl.org



- Public Safety
- Offices
- Training Spaces
- Hurricane Hardened
- Advanced Security
- Storage Space
- Training Space
- Multi-use
- Offices
- Hurricane Hardened
- EOC
- Meeting Rooms
- Public Works



# Cape Coral Police Training Facility

Cape Coral, Florida

New construction of a safe and efficient police training facility for the City of Cape Coral Police Department with a fully functional 50-yard gun range a 300 SF shoot house, and a 1,600 SF open air pavilion. The range includes 25 individual 4' wide lanes. The facility also includes office space, restrooms, Weapon cleaning room, ammunition room, and storage. Hurricane rated to 160 mph wind rating.

Anticipated Completion Date:	TBD
Project Size:	4,000 SF
Construction Cost:	\$6.0 million
Delivery Method:	CMAR
Names of Key Individuals:	Mike Kaufman, John Huddleston, Jeff Zalkin, Winston Newman



# Coral Springs Municipal Complex & EOC

Coral Springs, Florida

New construction of a 5-story, 68,000 SF municipal facility and freestanding, 4-level parking garage. The complex includes an Emergency Operations Center, City Commission chambers, general offices, meeting rooms, and a one stop shop for citizen services.

Completion Date:	February 2018
Project Size:	68,000 SF
Construction Cost:	\$34.0 million
Delivery Method:	Negotiated
Names of Key Individuals:	Mike Kaufman, Garret Southern, Jeff Zalkin



THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP



Public Works	EOC
Offices	Offices
Meeting Spaces	Public Works
Hurricane Hardened	Hurricane Hardened
Advanced Security	Advanced Security
Multi-use	Multi-Project
	Storage Space

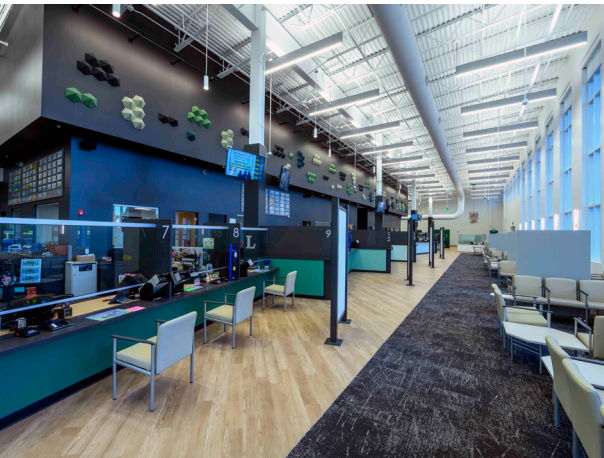


# Heritage Bay Government Services Center

Naples, Florida

The project consists of a new 22,780 SF single story administrative building encompassing a Tax Collector's office and other constitutional offices as well as a public meeting place. The new structure was constructed with tilt-up walls and has a mono-sloped high roof with other flat roof areas.

This building also houses satellite offices for the property appraiser, supervisor of elections and select services of the clerk of courts.



Anticipated Completion Date:	January 2022
Project Size:	22,780 SF
Construction Cost:	\$11.7 million
Delivery Method:	CMAR
Names of Key Individuals:	Mike Kaufman, Jeff Zalkin
Owner Reference:	Rob Stoneburner 239.252.8171 rstoneburner@colliertax.com

THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP

# Oakland Park Public Works/EOC/Maintenance Facility

Oakland Park, Florida

New construction of a public works facility/EOC on a 5 acre site. Components of the project include 21,400 SF operations/EOC building, 8,220 SF warehouse, and a 12,918 SF fleet maintenance building. The operations/EOC building will be a Level E Category 5 emergency operations center and houses the public works department staff. There will be a new mechanical chiller yard and two missile-impact rated emergency generators.

Anticipated Completion Date:	July 2024
Project Size:	42,538 SF
Construction Cost:	\$22 million
Delivery Method:	CMAR
Key Individuals:	Mike Kaufman, Garret Southern, Jeff Zalkin, Josh Kayne, Winston Newman, John Huddleston
Owner Reference:	Sierra Marrero, City of Oakland Park 3650 NE 12th Avenue Oakland Park, FL 33334 954.274.0581 sierra.marrero@oaklandparkfl.gov





- EOC
- Offices
- LEED
- Hurricane Hardened
- Advanced Security
- Storage Space
- Meeting Rooms



## Coconut Creek Public Works/EOC

Riviera Beach, Florida



The project includes the demolition of the existing public works facility and the construction of a 24,500 SF, two-story replacement building. The new facility provides offices for the Public Works administration, engineering and staff, Police Department records storage and staff and houses the City's Emergency Operations Center as well as a consolidated Regional 911 Dispatch Center. The building is designed to withstand winds of up to 155 mph. **LEED Silver.**

Anticipated Completion Date: July 2013  
 Project Size: 24,500 SF  
 Construction Cost: \$6.9 million  
 Delivery Method: General Contractor  
 Names of Key Individuals: Mike Kaufman

Owner Reference: Jim Berkman, City of Coconut Creek  
 954.973.6780  
 jberkman@coconutcreek.net



THIS PROJECT WAS COMPLETED ON TIME AND WITHIN THE GMP

## 1200 & 5th

Gainesville, Florida

New construction of an 8-story, 232-unit apartment complex a few blocks from the University of Florida campus. Amenities include a rooftop pool, fitness center with sauna, yoga room, and retail space on the ground level.

Anticipated Completion Date: August 2023  
 Project Size: 473,000 SF  
 Construction Cost: \$66.8 million  
 Delivery Method: CMAR  
 Key Individuals: Mike Kaufman, Nate Coker, Walter Wharton, Winston Newman, Jeff Zalkin



CHANGE ORDER PROCESS

At Kaufman Lynn Construction, we focus on a seamless CM at Risk process and problem-solving. **Our 34 years of project success and client satisfaction demonstrate our commitment to taking action, creative solutions, early implementation of value engineering, BIM models, and detailed scheduling to minimize the need for change orders.**

CHANGE ORDER NEGOTIATION

When they do occur, change orders can occur for a variety of reasons including positive ones such as when additional funds become available and an owner can add scope that was previously outside the budget. The troublesome change orders are the ones required to pay for unanticipated costs for existing scope. To minimize those kinds of change orders requires a clear understanding of the owner’s and architect’s intentions, building type experience, construction expertise and attention to detail.

We start with a thorough review of construction documents and specifications. During this review, we identify any discrepancies, deficiencies or ambiguities. We communicate these to the owner and architect to gain clarification. Once these items are addressed, we develop detailed scope descriptions for each trade and communicate with the subcontractors to assure full understanding of all requirements.

Before awarding any subcontracts, we compare each bid to the scope documents in a line by line review. We then address any discrepancies or ambiguities with the subcontractor and make necessary corrections to the bid, so that the scope bought matches the required scope. This thorough review process eliminates a significant cause for potential change orders. During construction, we review all owner initiated change orders for constructability. We then offer viable options and alternatives to reduce or even eliminate cost and schedule impacts.

CASE STUDY: RIVIERA BEACH FIRE STATION #88



modulus which were long lead items. By changing the structural design to components that were more available, we allowed for faster construction, thereby saving costs on general conditions. Making these kinds of adjustments allowed for funds to be used for items that would make an impact.

MAINTAINING AN AGGRESSIVE SCHEDULE

With firefighters working out of temporary facilities, Kaufman Lynn was challenged to deliver the new facility as quickly as possible. We set and kept an aggressive design and construction schedule, completing both in under two years.

At the start of 2022 construction costs continued to escalate at a rapid pace. To avoid impacts to the project budget, we bought out the project early and opted to store some material on site. The station opened in record time, being designed and built in 21 months with a construction duration of 14 months. Opening on time, KL was able to incorporate owner directed change orders during constructiong without it impacting the overall schedule.

PROJECT MANAGEMENT SERVICES

We are a company that not only oversees construction of buildings from start to finish, offering onsite, adaptable problem solving; but we have the experience, intelligence and innovative capabilities necessary to foresee potential probems and create solutions on the move. **Our objective is to present a problem free building environment by guiding your project around unforeseen obstacles with adept proficiency.**

While established processes create the framework for our interactions, project teams have the authority to make decisions in the field to address the myriad of variables that make up a construction project.

DESIGN REVIEWS

As Construction Manager, our effort throughout the development of a project is as a design assist partner to the project team. We lend support to the design team through our “hands on” knowledge of constructability, pricing accuracy, market conditions, life cycle cost analysis, technical material and systems validation, energy efficiency vs. first cost analysis, schedule expertise, subcontractors and vendor selection, long lead and critical equipment procurement, LEED recommendations, and code experience, to name a few

In addition, we act as the conduit of communication to all team partners during the life of the design process, because clear, concise and continual discussion and documentation are components to the success of the design stage.

REVIEW FOR CODE COMPLIANCE AND QUALITY

Because the review process is critical in establishing the quality of the project, we involve our independent quality assurance/building envelope consultant in this process. Together we review the drawings and specifications from all design disciplines and all consultants. This review focuses on final code and zoning solutions, appropriate systems distribution, materials selected and the building envelope. (Please see Quality

Control section below for more detail)

We also compare original design schemes and working drawings to inform the owner of changes that may exceed previously established budgets or life cycle expectations, we compare the owner’s program vs. the design documents. We review plans and specifications with respect to completeness of the documents.

BUDGET ESTIMATING

We base the first budget/estimate on schematic plans and early specifications after soliciting some critical sub-contractor design assist input and preparing a complete quantitative analysis with graphical take-off. Since many items are still undetermined at this stage, we include allowances for items undetermined but likely to be need-ed. Based on overall cost at this point, we may introduce Value Management options to assure the target budget is not exceeded.

As the team progresses through the design phases, we solicit input from additional subcontractors, and begin working towards a tighter cost parameter, identifying contingencies necessary within the project cost. At this point we perform a gap analysis to assure that no “holes” or “overlaps” are evident in the estimated amount. We also conduct a complete review of Value Management options to adjust cost to within the target amount and discuss wish list items for possible inclusion in the bud-get.

OPTIONS ANALYSIS: SAVING TIME & COSTS WHILE MAINTAIN-ING HIGH FUNCTIONALITY & QUALITY

Beyond giving accurate costs for what is shown, we provide alternative approaches or “menu’s” for different aspects of construction installations and means and methods. These options can bring significant cost and time savings to the project while maintaining the high level of function and quality envisioned.

As the project team moves through the many design charrettes, we identify alternatives for systems, materials, equipment and their associated cost and time for evaluation and decision by the project team. Before final construction document pricing, the project team completes a final review of the “Options Log”. This assures the entire team that no good idea has been lost

through design, and offers a last look at the “wish list” items that now may be affordable based on best value for every dollar spent.

**EVALUATING LEED STRATEGIES TO STAY “GREEN” WHILE STAYING WITHIN THE BUDGET**

Our team of LEED Accredited Professionals has experience evaluating strategies, implementing practices, finding resources and weighing cost/benefits for each LEED point to blend budget decisions with energy efficient, environmentally-friendly construction. Kaufman Lynn is well versed in providing “green” cost savings alternatives on projects in addition to construction methods to ensure the greatest accumulation of points for building certification.

**VALUE ENGINEERING**

In the Kaufman Lynn Construction world, Value Engineering optimizes the allocation of projected funds (the budget) without reducing the quality of a project. Unlike many other construction managers, we do not simply try to find a cheaper product that “cheapens the design”, we seek to find more economical but equal or better option that remains consistent with the project team’s vision and life cycle limits.

**LIFE CYCLE COST ANALYSIS: MAKING SURE THAT “LESS EXPENSIVE NOW” DOESN’T TRANSLATE TO “HIGH LONG-TERM OPERATIONS COSTS”**

Life Cycle Cost Analysis is an integral part of the value management process, providing an assessment of costs associated with each of the various options under consideration. Life cycle costs can be applied to any component of a facility, but generally focuses on the plumbing, mechanical and electrical systems.

A complete life cycle cost analysis will not only take into account the initial costs of equipment, materials and installation, but also the cost of the future re-installations in present dollars. This is an important point of clarification; if equipment for example has to be replaced every ten years, the costs of inflation that will take place between now and the last replacement needs be considered in the true life cycle cost of the product or system.

Utilizing our in-house multidisciplinary estimating

capabilities, Kaufman Lynn Construction will guide the project team in making informed decisions in the evaluation of all options brought to the table.

**CONSTRUCTABILITY ANALYSIS  
THINKING THROUGH THE “HOW”**

Ideally, we provide a constructability analysis during the design-development stage, working with the design professionals to identify design to construction inconsistencies, dissimilar materials issues, installation sequencing voids, and options for systems and materials going into the final design. Through this operations led process, we analyze critical building components including roofing materials, mechanical systems, building envelope integrity, finishes, etc. After review, we provide the client a comprehensive listing of discoveries, with alternative solutions that incorporate the most cost effective approach for every area where there are alternatives to be considered. Further, we analyze specific project exterior conditions (i.e., location of activities, scheduled events, etc.) and include thoughtful recommendations to site logistics, traffic flow, staging and parking.

**SCHEDULING  
ACCURATE AND MEANINGFUL SCHEDULES ESTABLISHED EARLY TO GUIDE THE PROJECT**

Once selected, the project team prepares a preliminary schedule. The schedule will include durations for permitting, material procurement, submittals and fabrication, in addition to the construction activities and commissioning periods. Each area of the project will be separated to allow clear visibility of the flow and sequence of work required for that part of the project. Our scheduling software, Primavera P6, interfaces with our project management software, Procore, which means that many reporting issues monitored by Procore are automatically updated when changes to the schedule occur.

Our subcontractors submit their evolving schedules throughout the course of preconstruction to ensure every activity is properly accounted for in our final comprehensive plan. Before construction begins, our subcontractors and suppliers are required to submit their final sequencing, durations and level of detail schedule. The final construction schedule is then incorporated into each subcontractor’s contract as a measure to ensure

their adherence to the master schedule.

**SCHEDULING CONTINUITY FROM PRECONSTRUCTION THROUGH CONSTRUCTION**

The project manager is responsible for the schedule throughout the project. During construction, the schedule is reviewed with the Superintendent and the Project Executive weekly, daily if needed. Then, at the weekly subcontractor meeting, the Project Manager creates a two-week look-ahead schedule and distributes it to all appropriate subcontractors and suppliers.

**EVEN THE SMALLEST DETAILS ARE TRACKED ON OUR SCHEDULES**

We include every possible item in the schedule, down to when we put the handles on the doors, to make sure we synchronize all aspects of work and every material delivery. We give special attention to items on the “critical path” which are areas that must be done within a particular time in order to bring a project in on time or early. While other areas of work can be altered more easily, these areas of work, such as the building shell construction and interior framing and drywall, must be put in place in order to have the next step of the project take place.

To ensure an accurate scheduling process for all shop drawings and submittals, we create a comprehensive procurement schedule as a primary section to our overall CPM schedule. Each submittal and scheduling activity is clearly identified with early start, late start, early finish and late finish dates and then made part of the critical path of the project. This section of our critical path schedule is monitored daily and updated weekly at a minimum. Then it is distributed to our project subcontractors and suppliers.

Prior to commencement of construction, we create a comprehensive shop drawing/submittal log with our project management software, Procore. This log is updated daily and reviewed at all weekly subcontractor and owner meetings. The status section of this log alerts all parties responsible for the next step in the submittal/ shop drawing process and provides them with a deadline that is derived directly from the critical path schedule.



*Pull planning allows us to collaboratively develop a plan for each phase of the project with all those that will be included in executing the work.*

**QUALITY CONTROL**

We understand that a building is not simply a short term investment, but one which is designed to last decades. The client is paying for and entitled to a building that is built with care and meets the goals of the entire project delivery team. Our proactive approach to quality and coordination assures that we consistently meet these goals.

**DEDICATION TO AWARD WINNING QUALITY**

Our quality control plan begins during preconstruction by only soliciting subcontractor and material bids from pre-qualified vendors. Our acceptable base-line quality level standards are well known to our subcontractors as many have been providing services for Kaufman Lynn Construction for more than 20 years.

During construction, we ensure quality through our daily quality inspections along with weekly jobsite meetings. Our weekly meetings include subcontractors, owners and design professionals. Since our meetings require thorough jobsite inspection by all parties, any question of quality is immediately addressed. This immediate reaction prevents a budding problem from taking root. If a problem is discovered it is immediately corrected.

**INTENSE OVERSIGHT OF SUBMITTALS WITH AN EXTRA SET OF EYES TO SUPPORT THE DESIGN TEAM**

We include our Quality Assurance Consultants to review all systems as they relate to paint, exterior finishes, windows, roofing, waterproofing and caulking BEGINNING in the design and budgeting process. We begin our process by meeting with Palm Beach County staff and the entire design team to ensure all systems are compatible. We then work with our preconstruction staff to review submittals with a checklist of what must be included such as: manufacturer product data, details and installation instruction, preparations procedures, qualifications of installers, shop drawings with sequencing for installation, notice of acceptance (if necessary), wind calculations, special requirements and a sample copy of the warranty. We then review all submittals to make sure that proper waterproofing components, materials and installation processes are being submitted in compliance with the contract documents. Our consultant reviews the construction details, products and systems prior to us bidding and providing the Guaranteed Maximum Price to an owner. The benefit is that when we get to the GMP we are clear that the systems on the Construction plans are compatible with one another and in conformance with all the current building codes required for the project.

**NOTHING REPLACES “PLANS IN HAND” INSPECTIONS AND REGULAR COMMUNICATION BY OUR SUPERINTENDENTS**

During construction, we ensure quality through our daily quality inspections along with weekly jobsite meetings. Every day our superintendents walk miles checking on quality regardless of the size of the building footprint. Our superintendents use tablets in the field that are continually updated with the most recent plans noting any new changes. Checking subcontractors work against the plans any concerns can be shown to the foremen in a simple, up-to-date format. Any issues that need to be reviewed by the design team, are photographed and send to the entire team for review and response. This immediate reaction prevents a budding problem from taking root or allows us to discover it quickly to find a remedy without impacting the schedule. This process is in addition to our weekly onsite meetings that include subcontractors, owners and design professionals where we walk the jobsite to allow all parties to inspect current work and any question of quality is addressed.

**HIGHLY CAPABLE SUPERINTENDENTS SUPPLEMENTED WITH CONTINUED TRAINING**

Kaufman Lynn Construction constantly strives to improve our quality and performance through continuing education seminars, self-analysis and in-house training for our professionals. We optimize design and construction techniques, which consistently produce projects that exceed our clients’ expectations.

**INDEPENDENT QUALITY CONTROL REVIEWS**

As part of our “Building Better Buildings” Program, SG & P, attends jobsite meetings and is a part of all of our pre-installation meetings for major building components. Together we review installation procedures and the consultant acts as an additional set of eyes during preparation, application and installation of building components particularly those relating to the exterior envelope of the building.

Our consultant reviews the contract documents as well as performs visual inspections on ”in progress” installation procedures and again at final inspection to compliment our existing quality control methods and processes. He provides written reports with photographs that are reviewed by the on-site project team in addition to the Project Executive. The reports include corrective actions taken or employed from his observations and discussions with subcontractors and the superintendent. At the conclusion of the project we turn over a complete book to the owner with a full description of what issues were addressed to ensure them of a superior building for years to come.



**BUILDING BETTER BUILDINGS**  
*Kaufman Lynn Construction’s “Building Better Building” Program includes detailed inspections of the exterior building envelope leading to better Indoor Air Quality, lower maintenance and a longer life of the building.*

**ESTABLISHING A GUARANTEED MAXIMUM PRICE**

Prior to bidding the project, we generate market awareness by initiating project trade workshops. These workshops provide all interested subcontractors and vendors the opportunity to: 1) meet with the project team, 2) review and discuss the plans and specification and the project in general, and 3) get clear understanding of timelines and sequencing of activity. These face to face sessions are invaluable to provide assessment of the trade and vendor capability, notwithstanding workload and labor resource.

**COMPREHENSIVE BID FOR ON-TARGET FINAL PRICE**

With local market subcontractor and vendor interest at a high point, the final GMP estimate is prepared. Using BuildingConnected, all interested prequalified subcontractors are offered access to online drawings and specifications.

During the development of this GMP, subcontractors are evaluated for their responsiveness to the bid documents, the quality and completeness of their proposal as well as the price for performing the work. Our goal is to secure a minimum of 5 proposals from qualified subcontractors for each scope discipline. Prior to reviewing the subcontractor and vendor bids, Kaufman Lynn Construction’s estimators perform quantity and scope takeoffs on all major scopes of work included in the project. Through the use of Kaufman Lynn Construction’s On Screen Take Off program, each component of work to be estimated can be highlighted and quantified, creating a complete scope sheet to compare to subcontractor pricing.

These quantified and vetted subcontractor and vendor costs will be formatted in project summary form for final approval of the GMP, which now is inclusive of complete cost of work, preconstruction costs, approved Value Management and Options Analysis items, wish list items, general conditions and associated soft costs, final contingency amounts, and project fee. All this leads to a price that is final.

**COMPLETE TRANSPARENCY THROUGHOUT THE PROCESS**

Our recommendation for subcontractors includes a detailed but easy to read “bid leveling sheet” which lists not only the bid as submitted by the subcontractors but also an analysis of the bid by our estimating team which clearly identifies any scope that may be missing from the bid or any substitutions made. The cost of these items is included and new totals calculated so that the County can compare “apples to apples”. The bid leveling sheet provides an easy to read summary, in addition we provide the County with full back-up of all bids received.

**COST CONTROL**

KL’s proven, proactive approach to preconstruction, including the detailed scopes released to subcontractors and thorough analysis of bids, is the primary reason why we have an exceptionally low amount of contractor initiated change orders.

For us, change order review is not just pricing up a change but reviewing alternatives to help find the best options. We become a client advocate in coming up with best value solutions. Our project manager Brandon Rastok excels at this. You can rest assured that before we submit any change order request, we have fully vetted both the issue causing the need for a change and the best option for addressing the issue.

In the case of owner initiated change orders we conduct a full constructability review and then offer viable options and alternatives to reduce or even eliminate cost and schedule impacts of the requested changes.

**CONTROLLING COST**



**OPEN BOOK and FULL TRANSPARENCY!**

**BUILDING JOB RESERVES INSTEAD OF RELYING ON CONTINGENCY FUNDS**

To help assure predictability from a budget perspective, we recommend the establishment of both a contractor and an owner contingency. An owner contingency simplifies our clients’ internal budget request process for items they may want to add or change during construction. Though we track and account for monies expended, it is completely up to the client how it is spent.

The contractor contingency is used strictly to offset items not accounted for in the budget but required to complete the scope. We consider this fund a safety net and our philosophy is to protect this fund as potential savings. Instead of relying on the contingency fund, we create job reserves. As mentioned before, we continuously look for ways to reduce costs without affecting scope or quality. These savings are tracked in the job reserve and can offset most if not all costs for items that would otherwise be paid through contingency. **As a result, we routinely return contingency to our clients at the end of the project.**

**MANAGEMENT OF OWNER FURNISHED MATERIALS PROGRAM**

To take advantage of Palm Beach County’s tax exempt status, we recommend implementing an Owner Furnished Materials Program on this project. **As a builder with an expertise in the public and not-for-profit markets, our project management and accounting processes are fully prepared to accommodate the requirements of the program.**

Though Palm Beach County will pay suppliers directly for any material purchased, we will manage the entire process for you. That includes negotiation, preparation of purchase order information, material delivery and inspection, and verification of invoices. All directly purchased material is tracked and reported in our monthly reports to you and a final account of savings is prepared at close out of the project. **On average, this process results in savings of 1% - 1.5% of the cost of work.**

**CLAIMS MANAGEMENT**  
**We focus on avoiding claims, rather than manage them, by giving gravity to relationships over finance.**

We believe that developing a team camaraderie heightens awareness and responsibility to the project from all team members. When project teams are fully engaged, the processes, objectives and goals easily integrate into the success of each partner and create a synergy that moves the project through its daily hurdles to successful completion, eliminating the need for any type of claim submission.

Kaufman Lynn initiates and leads this risk management process on behalf of our client by clearly understanding client expectations and pro-actively detailing same to all subcontractors and vendors. We “deep dive” into all subcontract scope to assure complete and code compliant work, quality level expectations, installation durations aligned with project schedule, resource availability and work hour requirements.

**REPORTING SYSTEMS**  
Construction is a collaborative activity, pooling the knowledge and experience of many people. After an initial kick-off meeting, **we suggest weekly meetings with the entire team for complete and accurate exchanges of information and maximum accountability.**

Kaufman Lynn Construction (KL) uses Procore, an on-demand construction software platform designed to facilitate document management and team communication. By hosting documents online, they are available to all team members. **Owners have 24/7 access to contract documents, change orders, RFI’s, meeting minutes, schedules and progress photos.** All team members can access the information in real time (24/7) on their tablets, phones or computers to keep everyone up to date on progress. RFI’s are tracked and users can easily see the status. Even more importantly the process of responding to an RFI is as simple as sending an email, which assures use of the software by team members.

However, we understand that not all interested parties in a construction project are part of the project team. Which is why we provide a weekly project “snapshot” to the client and design team. **On a single page, we summarize accomplishments of the current week and provide a look-ahead for the next week.** This provides an easy way for our client’s to keep their associates informed and engaged.



**Ways we keep you informed**  
*In addition to in-person meetings, we use webconferencing to quickly bring together multiple people to discuss specific items of the project and review construction documents together. As the owner, you have access to our online construction management program, Procore, which gives you access to documents and which we use to track the various components of the project. Of course, any KL team member is only a phone call away. In addition, we provide a weekly project summary with photos which is ideal to keep your constituents informed and engaged.*

We prepare a project manual which provides a comprehensive summary of the project in terms of the team organization, project goals for schedule and budget, and project approach with clear delineations of the responsibilities of individual team members. In addition, the project manual contains **information about agreed upon processes and procedures, including the flow of information and the decision process for the review and approval of shop drawings and submittals, progress and change orders as well as other communication and coordination between the team.**

**PROJECT CLOSE-OUT**  
To accomplish a true and complete closeout process, Kaufman Lynn Construction creates a ‘closeout matrix’ which details the requirements listed in the contract documents and our in house requirements we believe necessitate successful turn-over documents. The information from the matrix is submitted to all subcontractors to aid them in finalizing their portion of the closeout process at the 75% mark of the project.

The project site staff keeps and maintains all permit records and ‘as-built’ drawings which are reviewed as needed and updated weekly by each subcontractor. These “final” as-built plans are then copied appropriately and included as part of the closeout documents turned over to the college.

By requiring all trades to work from our form/procedure, we are able to maintain an efficient and organized approach to tracking which trades have submitted the necessary documents and those who have not. This aids in avoiding time being wasted due to interpreting and sorting through each individual subcontractors’ own format in order to pull out the necessary information

TAB 4: REQUIRED DOCUMENTS

The Kaufman Lynn Construction closeout process would include the following correspondence at minimum:

- 1. Approved shop drawings, submittals and samples
- 2. Commissioning reports and final approvals
- 3. Material and equipment warranties
- 4. Product maintenance and operations manuals
- 5. As-Built plans
- 6. Owner training acknowledgment letters
- 7. Permits, Certificates of Completion
- 8. Complete project directory
- 9. Recorded instructions to operate and maintain key systems

Finally, by requiring standard templates to work from, subcontractors are familiar with the procedure, have been educated accordingly and know what to anticipate at projects close in order to be paid in full.

WARRANTY PERIOD SERVICES

Kaufman Lynn Construction’s project closeout does not end with the Certificate of Occupancy. We stand behind our work. Prior to the warranty expiration periods, our project manager sets up a walk through with the owner’s staff to identify items in need of warranty repairs. In addition, due to our corporate philosophy of being an extension of our owners’ staff and our desire for long term relationships, Kaufman Lynn Construction has a history of taking care of its clients and projects after the warranty period expires.

CLIENT TESTIMONIALS: YOUR PROVEN PARTNER THROUGH THE PROGRAM’S ENTIRETY

Kaufman Lynn’s unique project management service methodology along with our dedication to client satisfaction, collaboration, and creative problem solving produce stand-out project success stories. Below are just some of our government client references that highlight the quality of work we can provide for the City of Gainesville’s Public Safety Facilities project program.

“Kaufman Lynn completed the City’s largest and most complex public safety project. I commend KL with being able to complete the construction of the new facility within our time and budget constraints while operating under difficult conditions.”

- Bob Wertz, SPM, City of Hollywood

“I have personal experience with five other general contractors and NONE can match the highly competent and professionalism of Kaufman Lynn.”

- Thomas Wood, Fire Chief, City of Boca Raton

“Kaufman Lynn built two fire stations concurrently and each one was completed within budget and on-time – actually ahead of schedule. Throughout the process Kaufman Lynn demonstrated a focus on partnership and communication.”

- Alexander Hernandez, Chief Building Official, City of Coral Springs

“As the largest project in our recent General Obligation Bond, your team set the bar for how CM at Risk projects should be delivered: through partnership, teamwork and exceptional execution.”

- Gregg Harris, Manager of Capital Projects, City of Hallandale Beach

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) # Addendum 1, issued July 11,2023

Legal Name of Proposer: Kaufman Lynn Construction, Inc.  
DBA: Kaufman Lynn Construction, Inc.  
Authorized Representative Name/Title: Michael I. Kaufman  
E-mail Address: mkaufman@kaufmanlynn.com FEIN: 65-0098115  
Street Address: 3185 South Congress Ave, Delray Beach, FL 33445  
Mailing Address (if different):  
Telephone: ( 561 ) 361-6700 Fax: ( 561 ) 361-6979

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: [Signature]  
SIGNER'S PRINTED NAME: Michael I. Kaufman DATE: July 13, 2023

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



## 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: [holdersd@gainesville.org](mailto:holdersd@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 3.2f.*
  - 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 assemble 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

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: Kaufman Lynn Construction, Inc.

BY:  Michael I. Kaufman, CEO

DATE: July 11, 2023

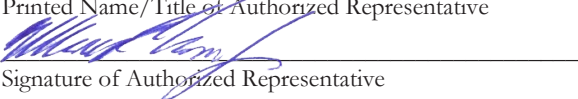
c. Provide a Statement of all Qualifications that will communicate the capabilities of the proposer to successfully complete the project

We are Florida's Public Safety Experts with ongoing experience in the City of Gainesville. As demonstrated in this qualifications package, Kaufman Lynn Construction possesses the experience, qualified team, program approach, methodology, subcontractor base, technology, and resources to successfully complete this project.

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 (# K60557)  
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.*  
Kaufman Lynn Construction, Inc.

Proposer’s Name  
Michael I. Kaufman, Chief Executive Officer  
Printed Name/Title of Authorized Representative  
    July 13, 2023  
Signature of Authorized Representative    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

# POLICY ON DIVERSITY AND INCLUSION

The following pages include a copy of Kaufman Lynn Construction’s policy on diversity, inclusion, anti-harassment, anti-discrimination, and anti-retaliation, by which we comply.

## ANTI-HARASSMENT, ANTI-DISCRIMINATION, & ANTI-RETALIATION POLICY

Kaufman Lynn Construction, Inc. (the “Company”) does not and will not tolerate any type of unlawful harassment, discrimination, or retaliation of our associates, applicants, subcontractors, customers, or any other business partner in the workplace and/or at work-related or company-sponsored social gatherings.

The term “harassment or discrimination” includes, but is not limited to epithets, negative stereotyping, offensive or denigrating jokes or comments, slurs, and other verbal, visual displays, written or physical conduct relating to an individual’s protected class including but not limited to race, color, sex (including same-sex sexual harassment), religion, national origin, citizenship, age, disability, pregnancy or any other status protected by federal, state or local law (“Protected Characteristic”). “Harassment” also includes sexual advances, requests for sexual favors, offensive touching, and other verbal, graphic, physical conduct, or electronic communications of a sexual nature involving either member of the opposite or the same sex.

The Company will also take all reasonable steps, when made aware, to prevent and eliminate harassment of, discrimination against, and/or retaliation against Company associates, should it occur, by visitors, customers, clients, and vendors.

The Company also strictly prohibits the unlawful or improper use of Company communication systems and equipment in violation of this policy. Improper use includes any harassing, offensive, discriminatory, demeaning, insulting, defaming, threatening, intimidating, obscene, and/or sexually suggestive written, recorded, or electronically transmitted (“e-mail”, social media, text, and voice mail) messages, jokes, stories, or pictures that inappropriately reference someone’s Protected Characteristic. Company communications systems and equipment include but are not limited to interoffice mail, standard postal mail, instant messaging, Teams, Zoom, Klix, texting, electronic mail (“e-mail”), courier services, facsimiles, telephone systems, personal computers, computer networks, social media websites, blogs, online services, Internet connections, computer files, video equipment and tapes, tape recorders and recordings, pagers, cell phones, and bulletin boards.

## ANTI-RETALIATION

The Company strictly prohibits any kind of retaliation due to an associate’s protected activity. “Protected activity” means (a) an associate’s opposition to an unlawful employment practice, or (b) participation in an investigation, proceeding, or hearing under employment law. “Retaliation” means any adverse action against an associate because they complained about harassment or discrimination, opposed harassment or discrimination, or took part in an investigation or lawsuit. Adverse actions include but are not limited to demotions, disciplinary action, change in shift/hours, salary reductions, and loss of employment opportunities.

## FILING A COMPLAINT OF HARASSMENT, DISCRIMINATION, OR RETALIATION

Whether you have experienced harassment, discrimination, and/or retaliation or have witnessed the same occur to another associate, all complaints or concerns regarding harassment, discrimination, and/or retaliation by any manager, co-worker, associate, vendor, client, or non-associate MUST be reported immediately or as soon as possible. Whom the improper conduct is reported to depends upon the department in which you work (or the department in which the person experiencing the improper conduct works), as follows:

- Operations Department (project teams): Report to your Senior Vice President with a copy to the Director of Human Resources.
- Finance & Accounting/IT: Report to the Controller with a copy to the Director of Human Resources.
- Risk Management: Report to the Chief Legal Official with a copy to the Director of Human Resources.
- Preconstruction: Report to the Vice President of Preconstruction with a copy to the Director of Human Resources.
- Marketing/Business Development/Human Resources: Report to the President with a copy to the Director of Human Resources.
- Scheduling: Report to the Executive Vice President with a copy to the Director of Human Resources.
- If the offender is the person you are required to report the improper conduct to, report the complaint directly to the Director of Human Resources instead.

The above-identified person(s) will meet with the person experiencing the improper conduct to discuss the underlying facts and to complete the Employee Complaint Intake Form, which will remain confidential. The matter will be thoroughly investigated in a timely and professional manner, and where appropriate, disciplinary action will be taken. Associates cannot subject non-associates with whom they work to improper conduct, and they should use the complaint procedure if a non-employee with whom they work engages in such conduct.

YOU WILL NOT BE PENALIZED IN ANY WAY FOR MAKING A GOOD-FAITH REPORT OF SUCH POSSIBLE IMPROPER CONDUCT. IF ANY ASSOCIATE RETALIATES AGAINST YOU FOR MAKING A REPORT OF POSSIBLE IMPROPER CONDUCT, PLEASE REPORT SUCH RETALIATION TO THE APPROPRIATE PERSON(S) AS SET FORTH ABOVE.

## INVESTIGATIONS

The Company will promptly investigate reports of harassment, discrimination, and retaliation. Associates are required to cooperate in an official investigation pursued by the Company and/or its legal representative. Subject to applicable law, regulation, and/or pronouncement, the Company will maintain

confidentiality under legitimate and reasonable business justifications and to the extent consistent with a thorough investigation. If the Company reasonably requires strict confidentiality and any person does not maintain such confidentiality, such person may be subject to disciplinary action up to and including immediate termination of employment.

DISCIPLINE

Any employee at any level found to have engaged in harassment, discrimination, or retaliation in violation of the law and/or this policy will be subject to appropriate disciplinary action, up to and including discharge from employment.


VIOLATION OF THIS POLICY MAY SUBJECT AN ASSOCIATE TO DISCIPLINARY ACTION, UP TO AND INCLUDING IMMEDIATE DISCHARGE.

DRUG-FREE WORKPLACE FORM

The undersigned bidder in accordance with Florida Statute 287.087 hereby certifies that  
Kaufman Lynn Construction, Inc. 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  
July 13, 2023  
\_\_\_\_\_  
Date

W-9

LICENSES/CERTIFICATIONS

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

**Request for Taxpayer  
Identification Number and Certification**  
Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

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

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
Kaufman Lynn Construction, Inc.

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

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.  
☐ Individual/sole proprietor or single-member LLC  
☒ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate  
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ☐  
**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.  
3185 S. Congress Avenue

6 City, state, and ZIP code  
Delray Beach, FL 33445

7 List account number(s) here (optional)

Requester's name and address (optional)

**Part I Taxpayer Identification Number (TIN)**  
Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.  
**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.  

Social security number								
<input type="text"/>	<input type="text"/>	<input type="text"/>	-	<input type="text"/>	<input type="text"/>	-	<input type="text"/>	<input type="text"/>
or								
Employer identification number								
<input type="text"/>	<input type="text"/>	<input type="text"/>	-	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**Part II Certification**  
Under penalties of perjury, I certify that:  
1. 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  
2. 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  
3. I am a U.S. citizen or other U.S. person (defined below); and  
4. 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 February 27, 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-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.

City of Naples 23-007 Naples Playhouse Parking Garage - Construction Manager at Risk (CMAR) - RFQ Cat. No. 10231X Form **W-9** (Rev. 10-2018) 19

State of Florida  
Department of State

I certify from the records of this office that KAUFMAN LYNN CONSTRUCTION, INC. is a corporation organized under the laws of the State of Florida, filed on January 24, 1989.


The document number of this corporation is K60557.

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 4, 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 Fourth day of January, 2023



  
Secretary of State

Tracking Number: 6218826064CU  
To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.  
<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

LICENSES/CERTIFICATIONS



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

KAUFMAN, MICHAEL I

KAUFMAN LYNN CONSTRUCTION, INC

3185 SOUTH CONGRESS AVE

DELRAY BEACH FL 33445-7324

LICENSE NUMBER: CGC021732

EXPIRATION DATE: AUGUST 31, 2024

Always verify licenses online at MyFloridaLicense.com



Do not alter this document in any form.

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

EXCEPTIONS TO THE RFP

Kaufman Lynn Construction, Inc. takes no exceptions to the RFP.

CITY OF DELRAY BEACH

BUSINESS TAX RECEIPT  
& CONTRACTOR REGISTRATION

156016

RESTRICTION: MICHAEL I KAUFMAN

OWNER/QUALIFIER KAUFMAN MICHAEL ISREAL

BUSINESS NAME: KAUFMAN LYNN CONSTRUCTION INC

LOCATION: 3185 S CONGRESS AVE

CLASSIFICATION: CONTRACTOR-GENERAL

RECEIPT NO 23 00062399

CONTROL NO 148024

DATE ISSUED: 9/01/22

BUSINESS TAX FEE: 190.30

DELINQUENT FEE: .00

TRANSFER FEE: .00

KAUFMAN LYNN CONSTRUCTION INC

3185 S CONGRESS AVE

DELRAY BEACH FL 33445

TOTAL AMOUNT PAID: 190.30

BUSINESS TAX RECEIPT ISSUED FOR THE PERIOD  
OCTOBER 1 2022 TO SEPTEMBER 30 2023

BUSINESS TAX RECEIPT MUST BE  
CONSPICUOUSLY DISPLAYED TO  
PUBLIC VIEW AT BUSINESS LOCATION

Notice: This business tax receipt becomes NULL and VOID if ownership, business name, or address is changed. Applicant must apply for Transfer. Address changes need zoning approval.

## FLORIDA LITIGATION HISTORY IN THE LAST 10 YEARS

**QUALIFICATION STATEMENTS REGARDING LITIGATION AND LIST OF ARBITRATIONS/LITIGATION WITHIN LAST TEN YEARS**


Kaufman Lynn Construction, Inc. focuses on resolving disputes during pre-suit stages. Because of Kaufman Lynn Construction, Inc.'s commitment, its litigation history is minimal.

Kaufman Lynn Construction, Inc. has never had an action or any litigation on a public project against any municipality or governmental entity. Kaufman Lynn Construction Inc. has never had a criminal proceeding brought against it. Below is a list of arbitrations and lawsuits involving subcontractors or suppliers that were filed on public projects within the last (10) years.


As one of the largest construction companies headquartered in Florida, at any given time the company is faced with minor litigation or threats of litigation incidental to the construction industry. This is particularly the case with our residential and multi-family projects, which because of particular market factors, are prone to increased potential for litigation. There has not been and there are no pending claims that might result in a loss of damages that would materially impact Kaufman Lynn Construction, Inc. or its principals, officers, directors, or shareholders. Should you have any questions or need any additional information or clarifications, please do not hesitate to contact Joshua M. Atlas, Chief Legal Officer by phone at (561) 361-6700 or by email at [jatlas@kaufmanlynn.com](mailto:jatlas@kaufmanlynn.com).

TYPE OF CLAIM	INCIDENT DATE/ DATE FILED	ADVERSE PARTY PROJECT	CASE NUMBER COUNTY, STATE CASE STYLE	DESCRIPTION OF CLAIM	STATUS
FINAL PAYMENT	MAR. 2016	K.D.G. INC. DBA WILDCAT DEMOLITION FT. LAUDERDALE HIGH SCHOOL	CACE-16-002025 AAA ARBITRATION BROWARD COUNTY, FLORIDA	COMPETING CLAIMS BY A SUBCONTRACTOR FOR FINAL PAYMENT AND BY KAUFMAN LYNN CONSTRUCTION, INC. FOR REIMBURSEMENT FOR PROPERTY DAMAGE CAUSED BY THE SUBCONTRACTOR.	DISMISSED WITH PREJUDICE UPON CONFIDENTIAL SETTLEMENT OCT. 2016
FINAL PAYMENT	JUL. 2015	FIRESTOP SYSTEMS, INC. FT LAUDERDALE HIGH SCHOOL	AAA ARBITRATION 01-15-0004-7853 BROWARD COUNTY, FLORIDA	DISPUTE OVER FINAL PAYMENT AND HOLD-BACK.	AWARD DISMISSED ALL CLAIMS AND COUNTERCLAIMS MAY 2016
PAYMENT	JUN. 2014	KWOIN CONSTRUCTION CLAUDE PEPPER COMMUNITY CENTER	CACE-14-012216 ARBITRATION BROWARD COUNTY, FLORIDA	COMPETING CLAIMS BY A SUBCONTRACTOR FOR FINAL PAYMENT AND BY KAUFMAN LYNN CONSTRUCTION, INC. FOR REIMBURSEMENT OF SUPPLEMENTATION COSTS.	ABRITRATION AWARD AGAINST SUBCONTRACTOR JUN. 2015
FINAL PAYMENT	JUL. 2014	LUNA DEVELOPMENT BOCA LIBRARY	01-15-0003-7753 AAA ARBITRATION BROWARD COUNTY, FLORIDA	DISPUTE OVER CHANGE ORDERS AND CLAIM FOR REIMBURSEMENT OF PAYMENTS TO SUBCONTRACTOR AS PART OF FINAL CLOSE-OUT.	ARBITRATION AWARD AGAINST SUBCONTRACTOR DEC. 2015

## INSURANCE

	<h1 style="text-align: center;">CERTIFICATE OF LIABILITY INSURANCE</h1>		DATE (MM/DD/YYYY) 6/22/2023						
			2/28/2024						
<p>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.</p>									
<p><b>IMPORTANT:</b> 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).</p>									
<b>PRODUCER</b> Lockton Companies 1185 Avenue of the Americas, Suite 2010 New York NY 10036 646-572-7300	<table border="1" style="width: 100%;"> <tr> <td colspan="2"><b>CONTACT NAME:</b></td> </tr> <tr> <td><b>PHONE (A/C, Ho, Ext):</b></td> <td><b>FAX (A/C, No):</b></td> </tr> <tr> <td colspan="2"><b>E-MAIL ADDRESS:</b></td> </tr> </table>			<b>CONTACT NAME:</b>		<b>PHONE (A/C, Ho, Ext):</b>	<b>FAX (A/C, No):</b>	<b>E-MAIL ADDRESS:</b>	
<b>CONTACT NAME:</b>									
<b>PHONE (A/C, Ho, Ext):</b>	<b>FAX (A/C, No):</b>								
<b>E-MAIL ADDRESS:</b>									
<b>INSURED</b> 1466290 Kaufman Lynn Construction, Inc. 3185 S. Congress Avenue Delray Beach FL 33445	<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>						
	INSURER A : Starr Indemnity & Liability Company		38318						
	INSURER B : Allied World National Assurance Company		10690						
	INSURER C : --- SEE ATTACHMENT ---								
	INSURER D :								
	INSURER E :								
INSURER F :									

COVERAGES		1st	CERTIFICATE NUMBER:		19672069	REVISION NUMBER:		XXXXXXXX			
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		Y	N	1000026020231	2/28/2023	2/28/2024	EACH OCCURRENCE \$ 2,000,000		
	<input type="checkbox"/>	CLAIMS-MADE	<input checked="" type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000		
	<input checked="" type="checkbox"/>	\$0 Deductible							MED EXP (Any one person) \$ 10,000		
	<input type="checkbox"/>								PERSONAL & ADV INJURY \$ 2,000,000		
	<input type="checkbox"/>	GEN'L AGGREGATE LIMIT APPLIES PER:							GENERAL AGGREGATE \$ 4,000,000		
	<input type="checkbox"/>	POLICY	<input checked="" type="checkbox"/> PRO JECT	<input type="checkbox"/>	LOC				PRODUCTS - COMP/OP AGG \$ 4,000,000		
	<input type="checkbox"/>	OTHER:							\$		
A	<input checked="" type="checkbox"/>	AUTOMOBILE LIABILITY		Y	N	1000672995231	2/28/2023	2/28/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000		
	<input checked="" type="checkbox"/>	ANY AUTO OWNED AUTOS ONLY		<input type="checkbox"/>	SCHEDULED AUTOS NON-OWNED AUTOS ONLY				BODILY INJURY (Per person) \$ XXXXXXXX		
	<input checked="" type="checkbox"/>	HIRED AUTOS ONLY		<input checked="" type="checkbox"/>					BODILY INJURY (Per accident) \$ XXXXXXXX		
	<input type="checkbox"/>								PROPERTY DAMAGE (Per accident) \$ XXXXXXXX		
	<input type="checkbox"/>								\$ XXXXXXXX		
B	<input checked="" type="checkbox"/>	UMBRELLA LIAB		<input checked="" type="checkbox"/>	OCCUR	N	N	0311-7332	2/28/2023	2/28/2024	EACH OCCURRENCE \$ 10,000,000
	<input type="checkbox"/>	EXCESS LIAB		<input type="checkbox"/>	CLAIMS-MADE						AGGREGATE \$ 10,000,000
	<input type="checkbox"/>	DED	<input checked="" type="checkbox"/> RETENTION \$ 10,000								\$ XXXXXXXX
A	<input checked="" type="checkbox"/>	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY		Y/N	N	100000527100	2/28/2023	2/28/2024	<input checked="" type="checkbox"/> PER STATUTE	<input type="checkbox"/> OTH-ER	
	<input type="checkbox"/>	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)		<input checked="" type="checkbox"/> N	N/A						E.L. EACH ACCIDENT \$ 1,000,000
	<input type="checkbox"/>	If yes, describe under DESCRIPTION OF OPERATIONS below									E.L. DISEASE - EA EMPLOYEE \$ 1,000,000
	<input type="checkbox"/>										E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C	<input type="checkbox"/>	See Attached		N	N	See Attached	2/28/2023	2/28/2024			
<b>DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)</b> Re: City of Gainesville RFP #PWDA-230055-DH Public Safety Facilities Construction Manager at Risk which is due July 14th. Budget is \$425-\$450/sf for the prototype Budget is \$350/sf for Community Resource Paramedic services building. \$380/sf for Public Safety Hub \$283/sf for Training Space.  *** See attached ***											

<b>CERTIFICATE HOLDER</b>  <b>19672069</b> City of Gainesville Public Works PO Box 490 MS 58 Gainesville, FL 32627-0490	<b>CANCELLATION</b> See Attachments  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  <b>AUTHORIZED REPRESENTATIVE</b> 
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ACORD 25 (2016/03)

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CONTINUATION DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISIONS (Use only if more space is required)	
City of Gainesville Public Works, The City of Gainesville, Florida, a Municipal Corporation, its officials, employees and volunteers are included as Additional Insureds on a primary and non-contributory basis on the General Liability and Automobile Liability as required by written contract. 30-day notice of cancellation included.	

Attachment Code: D567233 Master ID: 1466290, Certificate ID: 19672069

Carriers					
Policy	Eff Date	Limits	Carrier	Policy	Ded.
Excess Layer 1	2/28/2023-2/28/2024	Ea: \$15,000,000 Agg: \$15,000,000	Starr Indemnity & Liability Co	1000588246231	
Excess Layer 2	2/28/2023-2/28/2024	Ea: \$10,000,000 Agg: \$10,000,000	Gemini Insurance Co.	CEX09604359-02	
Excess Layer 3	2/28/2023 - 2/28/2024	Ea: \$15,000,000 Agg: \$15,000,000	Endurance American Specialty Insurance Co.	ELD30003990602	
Property & Equipment	2/28/2023-2/28/2024	Listed: \$325,000 Unlisted: \$25,000 Leased or Rented Items: \$300,000	Zurich American Ins Co.	CPP0111634-07	\$5,000

Attachment Code: D605032 Master ID: 1466290, Certificate ID: 19672069



City of Gainesville Public Works  
PO Box 490 MS 58  
Gainesville,FL32627-0490

Dear Kaufman Lynn Construction, Inc. certificate holder:

In an effort to meet demand for instant electronic delivery of certificates, Lockton Companies now provides paperless delivery of Certificates of Insurance. Thank you for your patience and willingness to help us lessen our environmental footprint.

To fulfill your certificate delivery, we need your email address. Please contact us via one of the methods below with your Holder ID number, email address, and phone number in the event we have any questions.

Your Holder ID number is 19672069.

- Email: [Northeast-TSA@lockton.com](mailto:Northeast-TSA@lockton.com)
- Toll-free automated phone service: 866-218-4018

If this certificate is no longer needed or valid, please notify us.

Thank you,

Lockton Companies

BONDING CAPACITY



NHC

NIELSON, ROSENHAUS & ASSOCIATES  
A NIELSON HOOVER GROUP COMPANY



June 28, 2023

City of Gainesville Public Works  
PO Box 490 MS 58  
Gainesville, FL 32627-0490  
Attn: Facilities Manager

RE: Kaufman Lynn Construction, Inc.  
Project: RFP #PWDA-230055-DH, Public Safety Facilities Construction Manager at Risk

To Whom It May Concern:

This is to advise you that our office provides Bid, Performance, and Payment Bonds for Kaufman Lynn Construction, Inc. Their surety is Hartford Fire Insurance Company, which carries an A.M. Best Rating of A+ XV and is listed in the Department of the Treasury’s Federal Register.

Based upon normal and standard underwriting criteria at the time of the request, we should be in a position to provide Performance and Payment Bonds for projects up to \$150,000,000 for a single bond and \$700,000,000 in the aggregate. We obviously reserve the right to review final contractual documents, bond forms and obtain satisfactory evidence of funding prior to final commitment to issue bonds. We cannot assume liability to any third party, including you, if we do not execute said bonds.

Kaufman Lynn Construction, Inc. is an excellent contractor, and we hold them in the highest regard. We feel extremely confident in our contractor and encourage you to offer them an opportunity to execute any upcoming projects.

This letter is not an assumption of liability, nor is it a bid or performance and payment bond. It is issued only as a bonding reference requested by our respected client.

If you should have any questions, please do not hesitate to give me a call.

Sincerely,

Brett Rosenhaus  
Florida Licensed Agent

220 Congress Park Drive  
Suite 100  
Delray Beach, FL 33445  
P: 561.454.8210  
F: 561.455.4787  
W: nielsonbonds.com

SMALL BUSINESS PARTICIPATION

S/M/WBE PARTICIPATION PLAN

While we are not a Small or Service Disabled Veteran Business, Kaufman Lynn Construction has an excellent track record of utilizing small, minority, and women businesses from the local area. We go to great lengths to generate local market awareness of the project prior to bidding a project, which includes advertisements, trade meetings and project specific job fairs.

OVERVIEW OF OUR PLAN FOR YOU

We will create and execute a project specific outreach event for S/M/WBE subcontractors. It will be an evening event at an appropriate location in the City to explain our plan, outline the project and assist local subcontractors and suppliers with prequalification and local residents with project employment opportunities.

We will create awareness of our program featuring the public safety program and Kaufman Lynn’s efforts to provide employment and contracting opportunities through Gainesville news media, the Gainesville Chamber of Commerce, local minority business groups, and county agencies that assist minority businesses.

Once our subcontractors and suppliers are hired and our local workforce matched with larger subcontractors, we will then create compliance protocols and reporting to show the extensive inclusion efforts and success in our local outreach.

FOR SUBCONTRACTORS AND SUPPLIERS:

While we have a large number of prequalified subcontractors working with us, we will extend our outreach beyond our current in-house list through our many actions. At our outreach event, we’ll explain the project and provide assistance with prequalification for those not already prequalified with our company. Kaufman Lynn operations team members will conduct one-on-one discussions with each subcontractor and supplier to learn about their company and to include them in our bid process. This event is especially beneficial for smaller subcontractors who qualify in all areas except bonding capacity. For them, depending on the trade, we will provide two options:

- Provide “coupling” with a larger bondable contractor (like a mentor-protégée program)
- Break down bid packages into smaller projects that will not require bonding

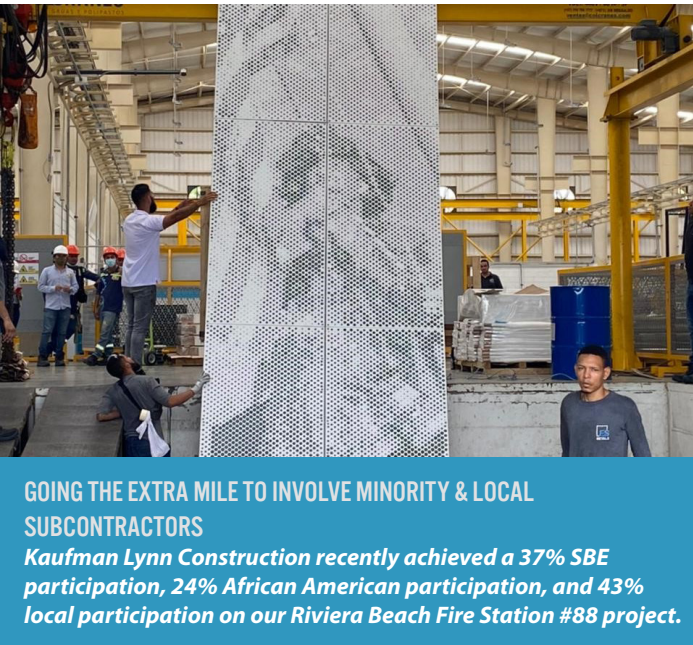
SPECIFIC APPROACHES FOR S/M/WBE FIRMS  
WE PROVIDE SPECIAL CONSIDERATION FOR SMALLER PALM BEACH BASED AND DBE SUBCONTRACTORS AND SUPPLIERS

Our contracts typically outline payment to subcontractors and suppliers within 30 days of receipt and approval of end-of-month invoice (assuming we have been paid by the Owner). For smaller subcontractors and suppliers that have been determined to be unable to financially capitalize their labor and/or materials for their project, we employ our Quick /Direct Pay system.

**QUICK PAY FOR LABOR COSTS** — Once qualified, Kaufman Lynn will pay a subcontractor every 2 weeks. They will prove their “work in place” and we pay them within 48 hours to pay their workers to keep their business cash flow fluid.

**DIRECT PAY FOR MATERIALS COSTS** — Once qualified, Kaufman Lynn will pay material invoices directly to a supplier once submitted to us by the subcontractor. This alleviates financial outlays that typically aren’t reimbursed for 30 – 60 days under normal contract conditions.

KL commits to achieving any mandatory  
S/M/WBE subcontracting goal applied to  
the construction phase of this project.



LIVING WAGE POLICY COMPLIANCE

Living Wage requirements, Ordinance 020663, as amended in Ordinance 030168, and in Ordinance 180999, and as shown on the City’s web page, applies to contracts solicited by the City after midnight on March 31, 2021.

Section 2-619. – Living Wage Requirements.

(a) The following are requirements of each service contractor/subcontractor:

- (1) A service contract or/subcontractor shall pay a living wage to each of its covered employees during the time they are providing the covered services.
- (2) A copy of the living wage rate shall be posted by the service contractor/subcontractor in a prominent place where it can easily be seen by the covered employees and shall be supplied to any covered employee upon request.
- (3) Each service contractor shall make all of its service subcontractors aware of the requirements of this division and shall include the contract provisions listed in the Sample Contract under the Living Wage paragraph in each of its service subcontracts to ensure compliance with this article. The city shall not be deemed a necessary or indispensable party in any litigation between the service contractor and a subcontractor.
- (4) A service contractor/subcontractor shall not discharge, reduce the compensation of, or otherwise retaliate against any covered employee for filing a complaint, participating in any proceedings or otherwise asserting the requirement to pay a living wage under this division. A covered employee who claims their employer has not paid them a living wage as required by this division may file a written complaint with the city.
- (5) Each service contractor/subcontractor shall produce payroll records, and any other requested documentation to the city as necessary for the city to audit or investigate compliance with or a reported violation of this division.

The adjusted Living Wage for this contract will be \$15.00 per hour (Living Wage with Health Benefits) or \$17.25 per hour if Health Benefits are not offered. The living wage for this contract will increase annually on the anniversary date of the contract at the City’s prevailing living wage rate, which is updated October 1 each year.

In accordance to the Living Wage Policy Compliance detailed on Pages 14 - 15 of the City of Gainesville RFP #PWDA-230055-DH Public Safety Facilities Construction Manager at Risk RFP, Kaufman Lynn Construction, Inc. understands and agrees to the above stated requirements.

# SUSTAINABLE CONSTRUCTION

“Green” solutions can greatly reduce the operating costs of an upgraded facility and may be desirable even if they require higher initial costs. To find the best overall solutions for our clients, we start the process to sustainable design and construction with a ‘question and answer’ workshop with LEED accredited in-house professionals and your staff. This conversation allows us to set meaningful and affordable goals and objectives. Whether the goal is to achieve LEED certification or not, we provide our clients a host of energy saving suggestions as well as alternative systems as part of Kaufman Lynn’s Standard Operating Procedures.

KL’s team of 17 LEED Accredited Professionals and LEED Green Associates has experience evaluating strategies, implementing practices, finding resources and weighing cost/benefits for each option to blend budget decisions with energy efficient, environmentally-friendly construction.

Kaufman Lynn is well versed in providing “green” cost savings alternatives on LEED projects in addition to construction methods to ensure the greatest accumulation of points for building certification. We implement “Green Building Techniques” even on projects that are not pursuing LEED Certification as part of our standard everyday practice. We recycle up to 90% of all construction debris on our jobsites by supplying each construction site with recycling containers. We provide pollution and erosion control; we have a concrete truck washout area on each site to prevent any soil contamination; we also pay very close attention to the Indoor Air Quality during construction. In our interior finishes we use low VOC paints, adhesives and sealants and we always achieve very high percentages of recycled content in our building materials.

Kaufman Lynn has completed 27 LEED certified projects, including LEED Silver and LEED Gold Projects. Some of our projects that have achieved LEED Certification are as follows:

## THE FOLLOWING IS A PARTIAL LIST OF KAUFMAN LYNN LEED PROJECTS:



# 27 LEED PROJECTS



## SUSTAINABLE CONSTRUCTION PRACTICES

- Standard practice include:
- **recycling of construction debris**
  - **pollution and erosion control**
  - **concrete truck washout areas to prevent any soil contamination.**

## PUBLIC ENTITY CRIME STATEMENT

Section 287.133 (2)(a), Florida Statutes, contains the following provisions: “A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or proposer under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s. 287.017 for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list.”

In accordance to the Public Entity Crimes Statement detailed on Pages 15 - 16 of the City of Gainesville RFP #PWDA-230055-DH Public Safety Facilities Construction Manager at Risk RFP, Kaufman Lynn Construction, Inc. confirms that no Kaufman Lynn Construction, Inc. person(s) or affiliate(s) have been placed on the convicted vendor list.

## NON-DISCRIMINATION POLICY AND COMMERCIAL NON-DISTRIMINATION REQUIREMENT

As a condition of entering into this agreement, the company represents and warrants that it will comply with Title VI and Title VII of the Civil Rights Act of 1964 and all other federal, state or local laws prohibiting discrimination. The company shall not discriminate on the basis of race, color, religion, gender, national origin, marital status, sexual orientation, age, disability or gender identity, or other unlawful forms of discrimination in the solicitation, selection, hiring, commercial treatment of subcontractors, vendors, suppliers or commercial customers, nor shall the company retaliate against any person for reporting instances of such discrimination.

The City reserves the right to investigate any claims of illegal discrimination by the Proposer and in the event a finding of discrimination is made and upon written notification thereof, the Proposer shall take all necessary steps to cure and rectify such action to the reasonable satisfaction of the City. The company understands and agrees that a violation of this clause shall be considered a material breach of this agreement and may result in termination of this agreement, disqualification of the company from participating in City contracts, or other sanctions. This clause is not enforceable by or for the benefit of, and creates no obligation to, any third party.

In accordance to the Non-Discrimination Policy and Commercial Non-Discrimination Requirement detailed on Page 15 of the City of Gainesville RFP #PWDA-230055-DH Public Safety Facilities Construction Manager at Risk RFP, Kaufman Lynn Construction, Inc. understands and will comply with the above stated requirement.





Kaufman Lynn Construction, Inc.  
3185 South Congress Avenue  
Delray Beach, FL 33445  
561.361.6700

**KL** KAUFMAN LYNN  
CONSTRUCTION