

Continuing CM Professional Services for Minor Projects





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October 30, 2023

City of Gainesville
Attn: Gayle Dykeman
Procurement Division
Gainesville, FL 32601

RFQ # FPUR-230010-GD Continuing CM Professional Services for Minor Projects

Dear Ms. Dykeman,

We are pleased to submit this proposal to the City of Gainesville for the Continuing Construction Management Services for Minor Projects. When Scorpio was established, it was to bring community-centered buildings to life, for life. There is no denying that our continued partnership with the City of Gainesville, who is committed at the highest level to advancing our communities, speaks to the heart of our organization.

Our priority during each project is protecting the public citizens, owners, users and all who visit our great city. Second to that is treating those we partner with integrity and equality. We promote teamwork, professionalism, excellence, and value in everything we do. We believe these shared values will continue the foundation for a successful partnership with the City of Gainesville, Gainesville Regional Utilities, and the Public Works departments.

Scorpio has an excellent record of delivering successful projects for the City of Gainesville and other local organizations, government entities, and institutions. Our team members know how to deliver work in and for the City of Gainesville. The success of every project is attributed to a team of teams. We're ready to engage with your design teams early to ensure the vision of your project is carried out from preconstruction to closeout. To effectively serve the City on multiple minor projects, we propose an exceptional team with decades of experience delivering this type of work on time and in budget.

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

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

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

Sincerely,

Domenic Scorpio
President & CEO

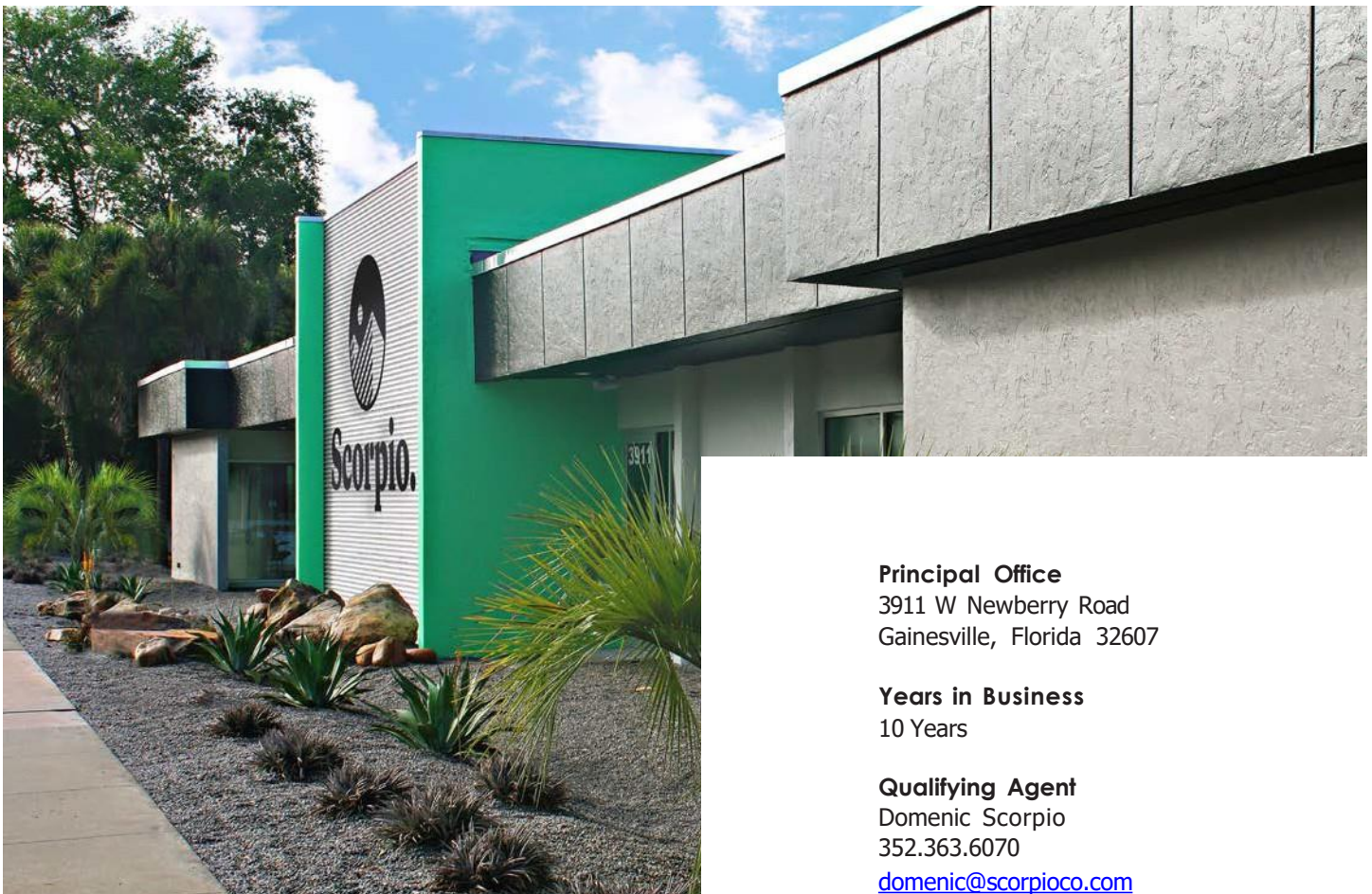


About Scorpio

Scorpio is a devoted team of seasoned construction professionals who build to enliven communities and beautify cities. Through experience, we have cultivated a reputation for exceptional leadership across all aspects of construction. Practice has armed us with the knowledge and level-headedness to trust our instincts and approach every puzzle with ingenuity and discernment.

Our team welcomes new ideas and unique obstacles. We are progressive and agile, embracing the need to evolve and master new tools, technologies, and processes to offer the best service to clients and the best results for people who use our buildings. From project inception to completion, we seek the most effective, sustainable solutions to construction challenges. We work to ensure that every building brings enduring benefit to the people who use them.

Our work bonds us to each other, our clients, and the people who live, work, and play in the buildings we make. In construction management there is no magic formula when it comes to fulfilling the client’s ambition. Our approach is simple: **Catch the vision. Honor the budget. Work smart. Make it well. Get it done. Repeat.**



Principal Office
3911 W Newberry Road
Gainesville, Florida 32607

Years in Business
10 Years

Qualifying Agent
Domenic Scorpio
352.363.6070
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Our Story

After earning a Bachelor’s in Architecture and a Master’s in Building Construction from the University of Florida, Domenic Scorpio began his professional career in construction in 1995. In June of 2001, Domenic accepted a partnership offer from a prominent Gainesville contractor, quickly working his way into the role of Chief Operating Officer and qualifying agent of the company. Under Domenic’s leadership the company grew and expanded into seven locations in Florida and South Georgia, reaching gross revenues of \$250 Million annually.

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

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

Building Trust

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

Scorpio fosters a culture of highly motivated professionals who are passionate about the communities we serve and the relationships we develop. We maintain a collaborative approach to service, which ensures the unique expertise of each individual is brought to bear on your project with one collective goal: **exceeding your expectations in every phase of project delievery.**



56 Team Members

150+ Collective Years Experience

2k+ Projects Valued at Over \$2B



TAB A

Project Understanding & Approach





Approach and Method

Know the job. Manage the risk. Deliver on the plan.

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

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

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

Extreme Ownership

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

Administrative Team

President and CEO Domenic Scorpio leads our Team of Teams

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

Preconstruction Team

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

Project Operations Team

For the City of Gainesville's Continuing Services Contract, we will make the best team member available to serve as your Project Manager, depending on the project's specifics. Each of our Project Managers utilizes Best Practices and monitors the job for consistency and compliance. They work collaboratively with each of the Design Team members and oversee all aspects of the project. They ensure potential risks are mitigated, budgets and specifications are accurate, and schedules are realistic. Don Kellogg, Project Operations Team Leader, supports each of our Project Managers. He provides additional experience and oversight necessary to deliver successful projects.

Field Operations Team

Field Managers will be selected based on their previous experience and success for each municipal facilities. Each will manage our craft and trade partners and lead the on-site team daily. They will be the lead point of contact on their sites during and after construction to address any post-occupancy or warranty issues. Aaron Rogers, Field Operations Team Leader, will ensure the quality and schedule are maintained and provide a second set of eyes and additional support for each Field Manager.





Know the Job

Coordination

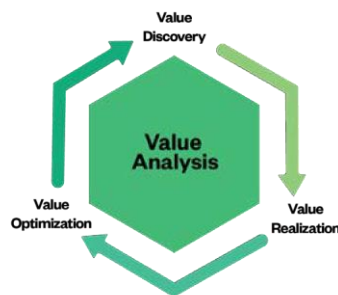
Our process begins with communication. Clear and consistent communication is at the center of every successful project. The members of this Team have an outstanding track record of providing precisely that from Preconstruction through Warranty. Our team is committed to consistent communication with all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

Cost Estimating and Cost Control

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

Value Analysis

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



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

A complementary tactic that is used in tandem is Lifecycle Analysis. This examines a specific product or system, its cost, and the likely length of use. This information is used to determine the best course of action when choosing a product that will meet the desired outcome for the owner and the

budget in the short or long term. A product that may be less expensive to implement initially but requires replacement or maintenance more often will cost the owner more over the life of the building. However, purchasing a more expensive option with a longer “lifespan” may reduce costs over the long term. This can also be used when selecting energy-efficient appliances and MEP systems and the impact on utility bills. All of these factors must weigh into the final decision-making.

Constructability Review

A thorough Constructability Review will involve analyzing the entirety of the project(s) from a very broad perspective down to evaluating the smallest details. This review will determine those items that fall outside of the lines on the drawings but are critical in ensuring each of the City’s projects is successful. During the intensely collaborative process of the Constructability Review, we will establish exactly how the Team will build the project. Site constraints, systems coordination, and material and equipment availability are just a few items explored and discussed. How can we build it safer, faster, better, and more cost-effectively? The Constructability Review will drive the development of project schedules and validate the budgets and quality goals.

Existing Conditions

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

Document Review

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

During the design and bidding phase of the City of Gainesville’s Continuing Contract for CM Services, multiple members of Scorpio will provide thorough reviews of the design documents ensuring that all the details tie together. Our Team will confirm that the work requirements are precise and the documents are well-coordinated, providing accurate bidding and project administration. As we promote a team approach to every aspect of a project we manage, this is an area in which we



Project Operations - Manage Risk

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

Data Management - System and Software Support

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

Monthly Reporting

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

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

Competitive Bidding for Subcontracts

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



Prequalification and Procurement

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

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

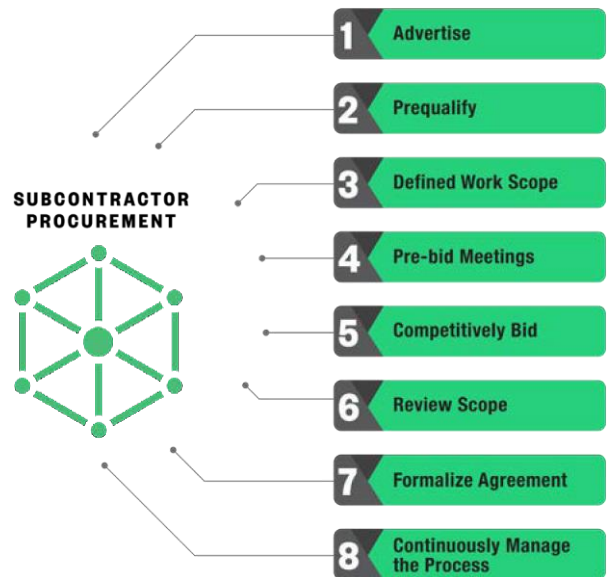
At any time in the process, our team can view which bidders have downloaded information, how many times they have accessed the site, and their intent on bidding on the work. Participating bidders are invited to a pre-bid meeting, where the project expectations are communicated, and the site is walked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

Keep It Local

We offer a depth of knowledge on the capabilities of craft professionals, both small and large, working in the Gainesville area. Our commitment to the City will be to maximize the participation of small and local businesses on each of the City of Gainesville’s projects.

Commitment to Payment

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





Owner Direct Purchase

We take an aggressive approach to Owner Direct Purchase (ODP). A key to providing cost control for a tax-exempt entity is maximizing Owner Direct Purchase (ODP), which we believe should be maximized to the best of its ability.

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

Upon acceptance of the GMP, Project Managers will prepare a list of items that may be desirable for ODP. Proposed items will be purchased in a single order from a single Contractor with a value greater than \$5,000. They, along with Scorpio’s Project Administration and Accounting Jessica MacLaren, will work closely together to eliminate the burden of this program while ensuring all logical avenues for the cost savings associated with sales tax savings are explored. It is our goal to achieve the most savings possible.

Cost Management Throughout Construction

Nothing can cause more conflict or disruption to a project than the mismanagement of budgets. Established very early in pre-construction, budgets will be determined based on a project’s

goals and will create a framework for all decision-making. We will work closely with the City of Gainesville to ensure accurate information is used to maintain the budget.

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

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

Schedule of Values and Workflow

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



Monthly Pay App Reviews

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

Change Order Management

Added or reduced scopes of work will occur during the construction of any project. When they do arise, we will manage the process and complete an internal review to validate a subcontractor's proposal for accuracy. This provides you with a level of comfort and clarity, knowing that changes presented are being scrutinized at the same level as the original documents and opportunities for cost savings are being captured.

Manage Scope Creep & Compliance Methodology

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



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



CIRCULATION | SEPARATION | ISOLATION

Field Operations - Deliver on the Plan

Safety on the Site

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

Safety of the People

Oversight

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

Education

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

Enforcement

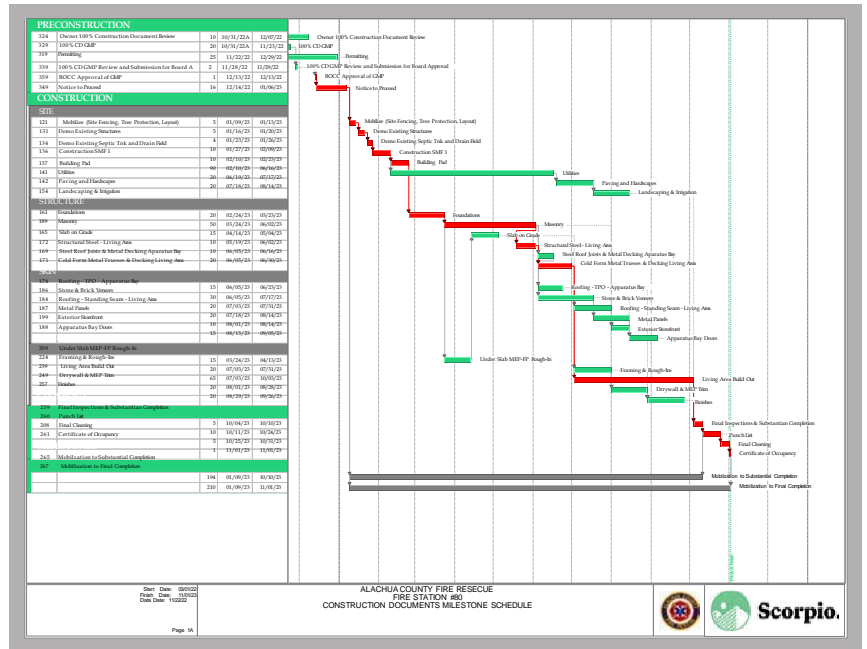
Everyone associated with the project is required to adhere to OSHA and Scorpio Safety Standards. There is no such thing as a second chance regarding safety enforcement on the job site. Safety standards and protocol violations are addressed by dismissing the construction worker from the project site immediately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

Schedule - On time. Every time.

The two fixed resources on every project we manage are time and money. Our team understands that once these critical components are established, our primary responsibility is



ON TIME
ON BUDGET
100% OF TIME



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

Creating and Managing the Schedule

Schedules are the scaffolding for every project we manage. They are an essential management tool that enhances the decision-making process throughout a project. Project Managers and Field Managers will collaborate early to create a construction schedule that is meaningful and effective in communicating and managing the work. Each projects' schedule will be built with industry-leading scheduling software and presented in critical path methods (CPM) and bar chart formats.

The schedules will be updated every two weeks. We will involve potential subcontractors for their feedback in developing preliminary schedules when critical. During the

bidding process, subcontractors can review and comment on the durations and sequencing of work activities, as the schedules are ultimately incorporated into the subcontractor agreements.

Progress

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

Performance

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

Weather is always a factor in a construction project schedule. North Central Florida has its share of weather that can delay



a project if not anticipated and planned for accordingly. An activity's duration is considered not just for how long it should take and how it ties into other activities but for the time of year it falls. Critical activities that can easily be affected by rain, such as foundations, will be given more time to complete if they must occur in the typically wetter times of the year.

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

Quality Control

Quality Control begins during preconstruction. Our approach ensures that construction documents are complete and well-coordinated. To support these objectives, we have developed a rigorous quality management process focusing

on all aspects of the project delivery to ensure the documents clearly articulate the work through to completion. This effort is well-established and successfully executed by our team of experts. For each project, we will hold ourselves and our subcontractors to the highest standards and continually strive to exceed your expectations. This will undoubtedly be crucial when planning and implementing our standards for our Quality Control Program.

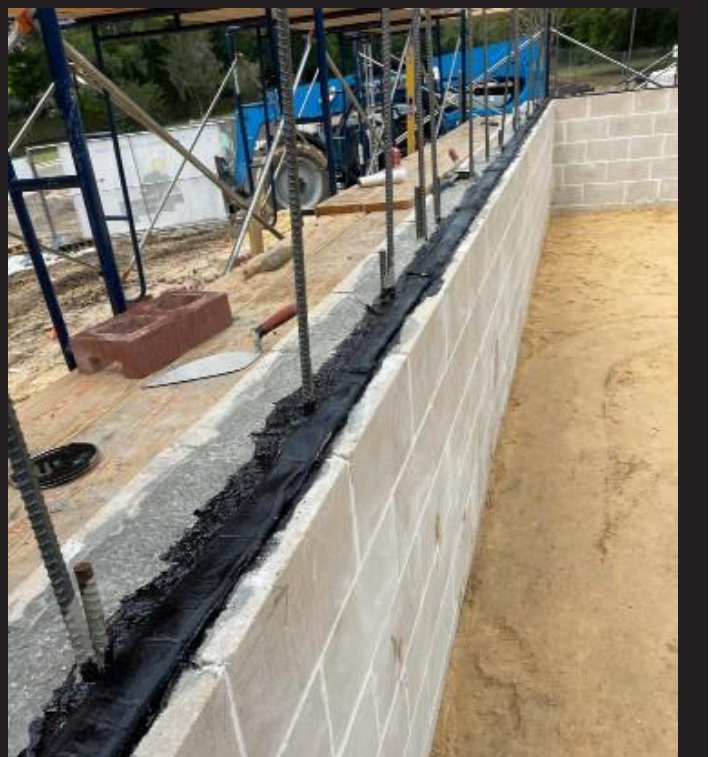
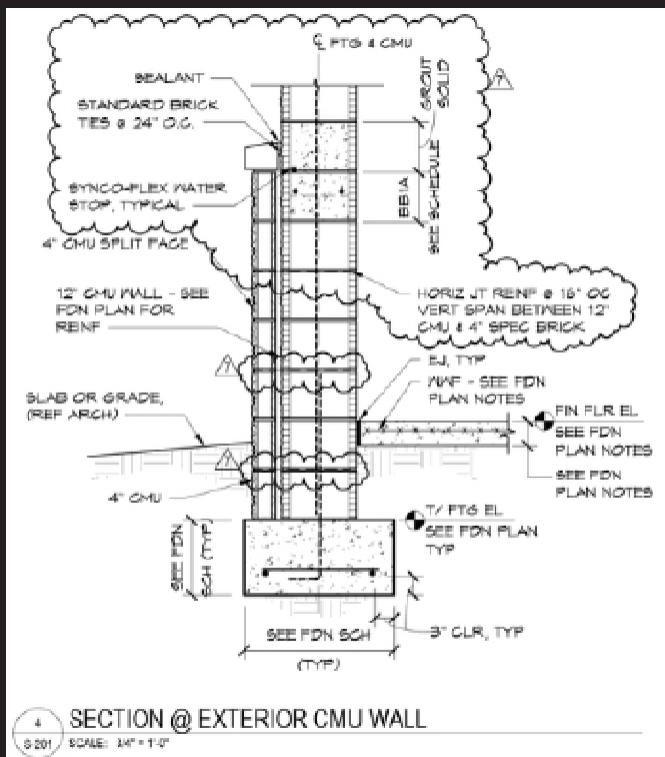
Accountability is Key

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

From Beginning to End

Openly communicating and providing access to information

Fire Station 80 Detailed inspection of waterproofing





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

Submittal and Shop Drawing Reviews

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

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

Pre-Installation Meetings and Mockups

Pre-Installation Meetings are an integral component of

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

Maintaining High Standards

As work commences, Field Managers will perform Quality Assurance Inspections to ensure quality workmanship from all subcontractors. Any known deficiencies will be communicated on the spot and documented in the daily log for correction by the subcontractor. Corrections will be made as they are identified before significant time is lost, and the cost of rework errors affects a subcontractor’s ability to complete the project successfully. They will also tour the active construction sites with the City of Gainesville team as work is done. Each part of the project is seen in real-time so that there are no surprises at completion. We find this to be crucial in delivering high-quality workmanship. For critical scopes of work, mockups will be field built to validate the quality standard. Once approved, these will be used as the benchmark for the remaining work.

In addition to daily communication between subcontractors and Field Managers, formal weekly meetings will be conducted to address updates in contract documents, review progress, and communicate two and three-week schedule lookaheads. Formal meeting minutes will be published for all project





stakeholders. This process will be adhered to until the project is 100% complete. A well-communicated project ensures that everyone is successful in delivering quality work.

Routine Inspections

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

Post Occupancy and Warranty

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

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

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

Warranty and Service Support

Material, Equipment, and Systems Warranties are provided after projects. The warranty on a project delivered by Scorpio takes effect when the facility is officially turned over to the owner and its user groups. It remains in effect for one year. We ask clients to notify our office of the potential warranty item with as much information available, including the person we will need to coordinate with regarding further action. Upon notification, a Warranty Claim Ticket is opened, and our warranty protocol is activated. This ensures that each request is assigned to the appropriate person(s) and acted

upon within 24 hours (sooner if it is an urgent request). Upon satisfactory resolution of the item, we provide the client with a copy of the warranty claim form to document the issue and solution.

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

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

PROJECT CLOSEOUT



TAB B

Proposed Project Staff





The following team members have been selected for the City of Gainesville and GRUs Continuing CM Services for Minor Projects. We have additional resources in these areas to call upon if needed. Each team will provide the services necessary for successful construction management for the City of Gainesville and GRU. Each member can be contacted at (352) 363-6070. All Qualifications for these team members are outlined in detail on their enclosed resumes.

PROJECT OPERATIONS

These team members utilize Best Practices and monitor every job for consistency and compliance. They work collaboratively with Design Team members and oversee all aspects of the project. They ensure potential risks are mitigated, budgets and specifications are accurate, and schedules are realistic. They maintain constant communication with all stakeholders.



FIELD OPERATIONS

These team members manage our craft and trade partners and lead the project's on-site team daily. They serve as the lead point of contact on the site during and after construction to address any post-occupancy or warranty issues. These team members ensure that safety, quality, and schedule are always maintained.



PROJECT SUPPORT

Outreach ensures local trade partners and vendors are maximized, communication with stakeholders is accurate and consistent, and engagement is extended to local community partners. Preconstruction drives the entire project team through design and pre-con, focusing on managing budget and program requirements. Accounting ensures budgets and CDP are monitored, pay apps are reviewed, insurance and lien releases are secured, and financial risks are mitigated.





Team Scorpio

Scorpio is an experienced team with a depth of resources and capabilities to successfully serve the City of Gainesville and GRU. We have a vast network of subcontractors and consultants in Gainesville ready to serve on projects.

We have the people, relationships, experience, qualifications, strategy, knowledge and confidence.





PRINCIPAL-IN-CHARGE

Domenic Scorpio

Domenic began his career working specifically on Continuing Services for Minor Projects Contracts. During his role as Project Manager, he delivered over 150 minor projects valued at approx. \$50MM. Later, as an active Executive Manager, Domenic provided the leadership and oversight in delivering more than 1,400 minor projects for 10 State Agencies across Florida, totaling approx. \$200MM in value. His experience provides him the insight to overcome any project challenge. He offers expertise in conceptual estimating, value analysis, planning, logistics and scheduling. Domenic’s experience with UF Minors, coupled with his integrity and open, honest communication ensures the continued successful delivery of the City of Gainesville and GRU’s Continuing Contract for Construction Management Services.

EDUCATION & CERTIFICATIONS

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

CITY OF RESIDENCE

Gainesville, Florida

YEARS OF EXPERIENCE

Scorpio: 10

Other Firms: 19

PROJECT EXPERIENCE

- City of Gainesville Continuing Construction Management Services for Multiple Projects
- SBAC Annual Task Order Contract
- UF Continuing CM Services Contact
- SFC Continuing Services Contract
- Marion County Continuing Construction Management Services
- State of Florida DJJ Construction Management Services Northeast Region
- GRU Construction Management for Minor Projects
- Alachua County 4 New Fire Stations
- UF Job Order Contracting General Contracting Lot 1
- UF College of Education Historic Norman Hall Expansion and Renovation
- HCA Florida North Florida Hospital
- City of Wildwood Municipal Services Building
- City of Tavares New Public Works Operations Center



PROJECT OPERATIONS TEAM LEADER

Don Kellogg

Don has 20 years of broad and varied Construction Management experience focused primarily on CM Continuing Service Contracts. He has delivered many complex projects and is accustomed to working on projects with serious site constraints and logistical challenges. He has been responsible for managing these projects from inception to post-occupancy. Years of experience have provided Don with proficiency in the preconstruction phase, ensuring the successful delivery of each project. He is detail-oriented and a team player who ensures client expectations are exceeded.

EDUCATION & CERTIFICATIONS

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

CITY OF RESIDENCE

Newberry, Florida

YEARS OF EXPERIENCE

Scorpio: 10
Other Firms: 10

PROJECT EXPERIENCE

- City of Gainesville Continuing Construction Management Services for Multiple Projects
- SBAC Annual Task Order Contract
- UF Continuing CM Services Contract
- SFC Continuing Services Contract
- Marion County Continuing Construction Management Services
- State of Florida DJJ Construction Management Services Northeast Region
- GRU Construction Management for Minor Projects
- Alachua County 4 New Fire Stations
- UF Job Order Contracting General Contracting Lot 1
- HCA Florida North Florida Hospital Multiple Projects
- City of Wildwood Municipal Services Building
- City of Tavares New Public Works Operations Center



FIELD OPERATIONS TEAM LEADER

Aaron Rogers

Aaron oversees all field operations activities, including site logistics, safety, schedule, and quality control. His 27 years of experience working on large projects throughout Central and North Florida gives him a high degree of appreciation for the requirements of the City of Gainesville’s Continuing Contract for CM Services. His keen attention to detail ensures that the projects he assists in supervising are on time and of the highest quality. Aaron is a valuable resource with experience delivering over \$500M of construction. He is adept at working on all structures, systems, and finishes. He has developed the trust of industry professionals throughout Central and North Florida and is a respected team leader.

EDUCATION & CERTIFICATIONS

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

CITY OF RESIDENCE

Gainesville, Florida

YEARS OF EXPERIENCE

Scorpio: 10
Other Firms: 17

PROJECT EXPERIENCE

- City of Gainesville Continuing Construction Management Services for Multiple Projects
- SBAC Annual Task Order Contract
- UF Continuing CM Services Contract
- SFC Continuing Services Contract
- Marion County Continuing Construction Management Services
- State of Florida DJJ Construction Management Services Northeast Region
- Alachua County 4 New Fire Stations
- City of Wildwood Municipal Services Building
- City of Tavares New Public Works Operations Center



SENIOR PROJECT MANAGER

Ryan Stroh

Ryan has over 17 years of Construction Management experience, successfully completing millions of dollars-worth of construction projects under Continuing CM Services Contracts. Throughout his career, he has been responsible for managing projects from preconstruction through closeout and warranty, while ensuring that communication between all partners is well-maintained. He is experienced in new construction, renovations, and additions with an emphasis on research laboratories. In addition, Ryan has delivered multiple LEED certified and Green Globes certified projects.

EDUCATION & CERTIFICATIONS

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

CITY OF RESIDENCE

Gainesville, Florida

YEARS OF EXPERIENCE

Scorpio: 7
Other Firms: 10

PROJECT EXPERIENCE

- City of Gainesville Continuing Construction Management Services for Multiple Projects
- SBAC Annual Task Order Contract
- UF Continuing CM Services Contract
- SFC Continuing Services Contract
- Alachua County 4 New Fire Stations
- City of Wildwood Municipal Services Building
- HCA Florida -North Florida Hospital Continuing Services for Multiple Projects
- UF Orthopaedics CT Machine Replacement
- UF Veterinary Medicine Bldg 217 Renovations
- UF MSB 2nd Floor Institute of Aging Renovations
- UF Grinter Hall Ground Floor Renovation
- UF Tigert Hall Ground Floor Renovation
- UF Communicore Basement FA Upgrade
- Santa Fe College Bldg Y Learning Commons
- Santa Fe College Bldg S Renovations



SENIOR PROJECT MANAGER

Logan Gertner

Logan brings his recent experiences delivering multiple major projects. Logan’s responsibilities for the building of two major hospitals include serving as the MEP central point of contact for all stakeholders, estimating and management of budgets, reviewing shop drawings, processing RFI’s, engineer meetings, and managing all related subcontractors. Logan’s management style and temperament have proven to be a substantial asset. His outstanding working relationships and team-building skills naturally cultivate a “can-do” attitude from all parties.

EDUCATION & CERTIFICATIONS

- Bachelor of Science in Building Science, Appalachian State University
- OSHA 30 Hour Safety Certification
- CPR & First Aid Certification
- LEED Green Associate

CITY OF RESIDENCE

Newberry, Florida

YEARS OF EXPERIENCE

Scorpio: 3.5
Other Firms: 10.5

PROJECT EXPERIENCE

- UF Annual Campus Continuing Services for Minor Projects
- UF New Student Health Care Center
- UF Health Neuromedicine Hospital
- UF Health Heart & Vascular Hospital
- UF Clinical and Translational Research Building
- Alpha Gamma Rho New Fraternity House
- Alpha Delta Pi New Sorority House
- Delta Gamma New Sorority House
- Gamma Phi Beta New Sorority House
- Pressure Technology, Inc. New High Bay Manufacturing Facility
- HCA-North Florida Regional Medical Center Continuing Services for Multiple Projects
- UF New Student Health Care Center



ASSISTANT PROJECT MANAGER

Jenna Hollingsworth

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

EDUCATION & CERTIFICATIONS

- Bachelor of Science in Building Construction, UF
- OSHA 30 CPR/First Aid

CITY OF RESIDENCE

High Springs, Florida

YEARS OF EXPERIENCE

Scorpio: 3
Other Firms: 0

PROJECT EXPERIENCE

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



ASSISTANT PROJECT MANAGER

Andy Cowart

Andy's years of experience in the field and in the office provide a well-rounded approach to project management. In his role as Assistant Project Manager, he will be responsible for assisting the Project Manager and Field Manager in all facets and phases of construction. He is a well regarded construction professional who excels at relationship building while providing additional leadership for the team. Andy is an excellent communicator who is quick to respond, offering exceptional technical oversight to the administration and coordination of projects. His time management skills and holistic approach to project schedules will make him an asset to the team.

EDUCATION & CERTIFICATIONS

- Associate of Arts, Santa Fe College
- CPR & First Aid

CITY OF RESIDENCE

Gainesville, Florida

YEARS OF EXPERIENCE

Scorpio: 6
Other Firms: 15

PROJECT EXPERIENCE

- UF Annual Campus Continuing Services for Minor Projects
- UF Grinter Hall Renovations
- UF McKnight Brain Institute Laboratory Renovation
- UF College of Education Expansion and Renovation
- School Board of Alachua County Continuing Task Order Contract for Minor Projects
- School Board of Alachua County Howard Bishop Middle School Redesign and Redevelopment
- School Board of Alachua County New Transition School
- School Board of Alachua County Eastside High School Renovations
- Clay County School District Keystone Heights Elementary School New Cafetorium and Renovations
- City of Wildwood New Municipal Services Building



SENIOR FIELD MANAGER

Jason Russell

Jason is a safety-conscious and detail-oriented senior field manager who provides clear direction to subcontractors on a daily basis. In addition to his many years of experience as a superintendent, Jason is a licensed electrical journeyman who has completed various industrial electrical installations, including nuclear power houses, coal-burning power houses, chemical plants, and auto factories. He has delivered numerous projects for both the University of Florida and Santa Fe College.

EDUCATION & CERTIFICATIONS

- Santa Fe College A.S. Building Construction Technology
- State Certified Residential Contractor CRC1328751
- Journeyman Electrician
- Red Badge Security Background Clearance

CITY OF RESIDENCE

Trenton, Florida

YEARS OF EXPERIENCE

Scorpio: 5
Other Firms: 21

PROJECT EXPERIENCE

- UF Annual Campus Continuing Services for Minor Projects
- Santa Fe College Annual Campus Continuing Services for Minor Projects
- UF College of Nursing Innovation and Learning Lab
- UF Substation 2 Cable and Switchgear Replacement
- UF Career Connections Center Expansion and Renovation
- UF Basic Science Building Lab Renovation II
- UF Reitz Union Multiple Renovations
- UF Children’s Medical Services 1st & 2nd Floor Renovation
- UF Greek Housing Lots
- UF Medical Science Building 2nd Floor Institute of Aging Renovation



FIELD MANAGER

Matthew Clark

Matthew expertly manages subcontractors to maximize daily production in the field. He has over 15 years of experience in the construction industry and always advocates in the owner’s interest when unforeseeable circumstances arise. He keeps a safe, clean work environment while delivering an exceptional quality product. He is extremely conscientious and excellent in communicating with building occupants adjacent to his project work spaces.

EDUCATION & CERTIFICATIONS

- Residential Contractor License #1330231
- OSHA 30 Hour Safety Certification

CITY OF RESIDENCE

Keystone Heights

YEARS OF EXPERIENCE

Scorpio: 6.5
Other Firms: 11.5

PROJECT EXPERIENCE

- School Board of Alachua County Continuing Task Order Contract for Minor Projects
- UF Annual Campus Continuing Services for Minor Projects
- Santa Fe College Annual Campus Continuing Services for Minor Projects
- HCA-North Florida Regional Medical Center Continuing Services for Multiple Projects
- Alachua County Fire Station #80
- Santa Fe College Bldg Y Learning Commons
- Oak View Middle School Renovation
- IT Pro TV Corporate Office Renovation/New Horizons Learning Center
- WHP Inc. Office Renovation
- Santa Fe Ford Service Drive Renovation



FIELD MANAGER

Jimmy Logan

Jimmy Logan has learned the construction management industry from the ground up. He was quickly identified as a leader and awarded for his dedication to detail and hard work. Jimmy's reputation has garnered managers' attention at his previous organizations, and he has proven himself with every challenge he has accepted. His ten years of hands-on experience and relationship-building with numerous craft and trade professionals in the area have provided him the ability to deliver exceptional work ahead of schedule and on budget. His attention to detail, strong work ethic, and excellent communication skills are assets to every project he supervises.

EDUCATION & CERTIFICATIONS

- OSHA 30
- OSHA Hazard Communication
- OSHA Electrical Safety for Employees
- OSHA Physical Health Hazards in Construction
- Infection Control Risk Assessment (ICRA) for Healthcare Construction
- FEMA Emergency Management Certification
- First Responder Certification

CITY OF RESIDENCE

Trenton, Florida

YEARS OF EXPERIENCE

Scorpio: 2
Other Firms: 9

PROJECT EXPERIENCE

- UF-357 Clinical Translation Research Building First and Second Floors
- UF-200 New Public Safety Facility
- UF-200A Centrax Renovations
- UF Health Shands GI Exam Room Renovations
- UF Health Shands 1st Floor Hyperbaric Renovations
- UF Academic Research Building 4th Floor
- UF Vet Med Dermatology Labs & Corridors Renovation
- UF IFAS Multiple Projects
- UF Continuing CM Services Contract
- Alachua County New Agriculture & Equestrian Center
- NFRMC Patient Suite Renovations
- City of Bellview Public Works IT Room



FIELD MANAGER

Paul Shealy

Paul has a construction background spanning over 19 years. His most recent industry experience is renovations for the Santa Fe College. He is responsible for the daily on-site construction activity. His awareness of all activity in and around his projects and attention to jobsite organization is superb. Paul has become an expert at creating a safe separation between construction activity and customers, and performs work with minimal disruption to the daily functioning of surrounding areas. He is well respected by the local trade contractor community and is regarded as being direct but fair. Paul consistently exceeds client expectations.

EDUCATION & CERTIFICATIONS

- Associate of Applied Science in Building Construction Management, Santa Fe College
- OSHA 30 Hour Safety Certification CPR and First Aid Certification
- GRU Academy Graduate

CITY OF RESIDENCE

Macclenny, Florida

YEARS OF EXPERIENCE

Scorpio: 8
Other Firms: 12

PROJECT EXPERIENCE

- School Board of Alachua County Task Order Contract
- University of Florida Annual CM Services
 - UF Whitney Research Lab for Marine Science - St. Augustine, FL
 - UF IFAS Entomology Office - Jay, FL
 - UF IFAS Extension Office - Live Oak, FL
 - UF IFAS Marianna Laboratory - Marianna, FL
- Santa Fe College Continuing Services
- Duval County School Board Baldwin Middle-High School
- Flagler County School Board Buddy Taylor/Wadsworth Elementary K-8
- Boys and Girls Club of Alachua County Phase 1 and 2 Renovations



PROJECT DEVELOPMENT TEAM LEADER

Erik Anderson

Erik’s 20-plus years of commercial construction industry experience in a variety of roles gives him a broad perspective to lead the team and process with excellence. He has been a business partner with a successful specialty subcontracting company as well as lead CM preconstruction and operations teams. A true team player, he excels at problem solving and finding practical win-win solutions quickly. He understands that a successful construction project requires strong communication from preconstruction through closeout. His role is to ensure our client remains the top priority and we exceed their expectations throughout the entire process.

EDUCATION & CERTIFICATIONS

- Master of Science in Building Construction, UF
- Bachelor of Science in Building Construction, UF
- FL Certified General Contractor License #CGC1517210
- LEED Accredited Professional BD+C USGBC
- Green Globes Professional
- Santa Fe College, Tech Advisory Board
- Builder’s Association of North Central FL - Past AVP, BOD
- CPR & First Aid Certification
- OSHA 30 Hour Safety Certification

CITY OF RESIDENCE

Gainesville, Florida

YEARS OF EXPERIENCE

Scorpio: 1
Other Firms: 21

PROJECT EXPERIENCE

- City of Gainesville Continuing Construction Management Services for Multiple Projects
- SBAC Annual Task Order Contract
- UF Continuing CM Services Contact
- SFC Continuing Services Contract
- Marion County Continuing Construction Management Services
- State of Florida DJJ Construction Management Services Northeast Region



PRECONSTRUCTION TEAM LEADER

Chris Gregory

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

EDUCATION & CERTIFICATIONS

- Bachelor of Science in Building Construction, UF
- LEED Accredited Professional, USGBC
- OSHA 30 Hour Safety Certification
- ABC Florida First Coast Chapter-Board Member 2014-2017
- ABC Next Gen Graduate
- ABC Project Eagle Awards 2013, 2014, 2016
- USF Sunshine State Safety Award 2009 & 2010

PROJECT EXPERIENCE

- UF Continuing CM Services Contact
- Marion County Continuing Construction Management Services
- Alachua County 4 New Fire Stations
- City of Gainesville GTEC Renovations
- SFC Police Station
- City of Newberry City Hall
- SBAC Howard Bishop Middle School Redesign and Redevelopment
- SBAC Westwood Middle School Redesign and Redevelopment
- Clay County District Schools Keystone Heights Elementary School Reno and New Cafetorium

CITY OF RESIDENCE

Gainesville, Florida

YEARS OF EXPERIENCE

Scorpio: 7
Other Firms: 12



ACCOUNTING & PROJECT ADMINISTRATION

Jessica MacLaren

Jessica MacLaren has 19 years of experience providing accurate and timely job cost reporting, client, trade contractor and vendor requisition management, lien waivers and notice to owners, and trade contractor insurance verification. For the last ten and a half years, Jessica has worked closely with clients, sharpening her ability to predict needs and requests. She is responsible for Owner Direct Purchase reconciliation, document management, accounting, and administration of audits for all projects. Jessica is a highly detail-oriented and cost-conscious administrative & accounting professional.

EDUCATION & CERTIFICATIONS

- Bachelor of Science in Accounting, UF 2003
- Construction Financial Management Association Certification

CITY OF RESIDENCE

Fort White, Florida

YEARS OF EXPERIENCE

Scorpio: 10
Other Firms: 9

PROJECT EXPERIENCE

- City of Gainesville Continuing Construction Management Services for Multiple Projects
- SBAC Annual Task Order Contract
- UF Continuing CM Services Contract
- SFC Continuing Services Contract
- Marion County Continuing Construction Management Services
- State of Florida DJJ Construction Management Services Northeast Region
- Alachua County 4 New Fire Stations
- UF College of Education Historic Norman Hall Expansion and Renovation
- HCA Florida North Florida Hospital
- UF Job Order Contracting - General Contracting Lot 1
- Sumter County School Board Continuing Construction Management Services
- GRU Construction Management for Minor Projects

TAB C

Qualifications of Firm





City of Gainesville CIVIC



Continuing Construction Management Services Multiple Projects

Construction Management
New Construction

Owner (Rep/Facility Mgr)
City of Gainesville
Mo Deel
p. 352.393.8200

Engineer (Contact)
CHW, Inc
Gerry Dedenbach, Partner
p. 352.331.1976

Size
Varies by Project

Construction Cost
Contract to Date: \$3,783,012
Less than \$2M per project

Completion Dates
Renews July 1 annually,
2017 to date

The Continuing CM Services contract for the City of Gainesville was awarded to Scorpio in 2017. It is utilized for projects that have a construction budget of less than \$2M. Typical projects include, but are not limited to, roadway, storm water, streetscaping, lighting, creek and/or wetland restoration, structures, solid waste projects, infrastructure improvements, water, wastewater and reclaimed water underground piping as well as water treatment and water reclamation plant equipment, structure rehabilitation or new construction, remodeling, park improvements, commercial buildings, Model Block homes, Historic rehabilitation and/or adaptive reuse, and more.

One such project Scorpio has managed for the City of Gainesville was a large infrastructure project involving multiple stakeholders including: city agencies, private developers, local utility providers, area businesses and residents. The extension of the Urban Walkway required a phased approach. Phase One would deliver 70% of the Urban Walkway project and allow for an expedited reopening of 4th Avenue. Phase Two involved demolition and installation of a 72" RCP crossing 5th Avenue and coordination with the active creek. All together the project crossed five roadways and resurfaced more than 14 businesses and multiple neighborhood blocks with power, fiber-optic, cable, and phone lines with minimal downtime.

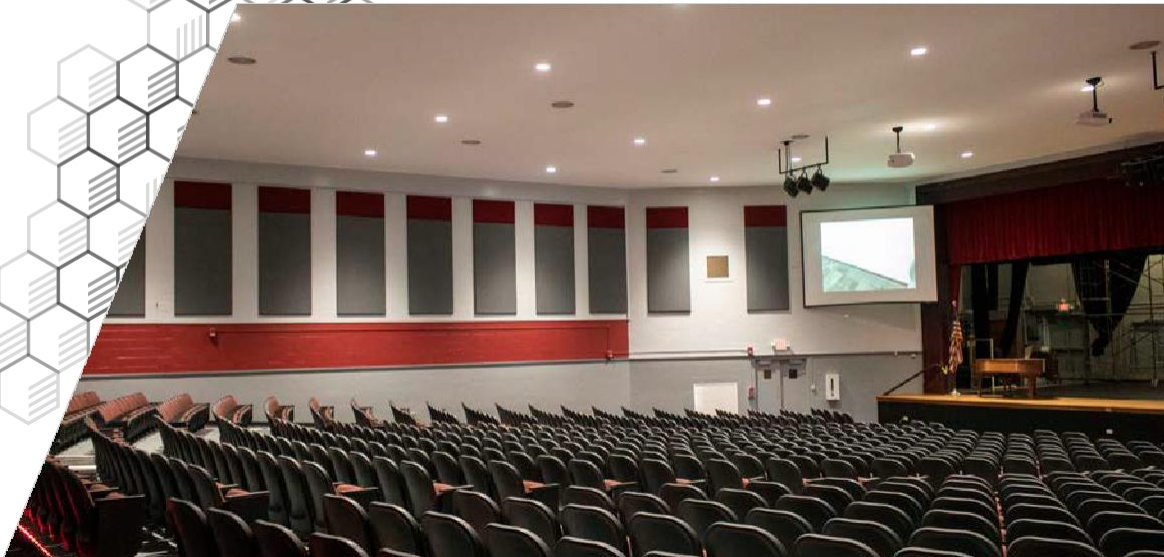


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School Board of Alachua County

K-12 EDUCATION



Annual Task Order Contract

Construction Management
Renovation

Owner (Rep/Facility Mgr)
School Board of Alachua County, Gainesville
Richard Rucker,
Project Manager
p: 352.955.6850

Architect (Contact)
Kail Partners
Gainesville, FL
Danny Kail, Principal
p: 352.871.4935

Size
Varies

Final Construction Cost
Varies

Contract to Date:
\$8,095,598
(Single Project <\$4M)

Substantial Completion Date
Varies

The School Board of Alachua County Task Order contract provides Scorpio the opportunity to supervise and coordinate the overall construction of projects required by Alachua County Public Schools Facilities Department, estimated to cost more than \$50,000, but less than \$4,000,000. including, but not necessarily limited to new construction, renovations and remodeling, demolition associated with renovations and remodeling. This includes hiring and of supervising specialty contractors for specific tasks (i.e. plumbing, electrical, HVAC, site work, etc.).

Scorpio has completed a number of projects under this contract including the replacement of a chiller at Buchholz High School, an extensive parking and pavement project at Stephen Foster Elementary School, and the Reroofing and HVAC replacement at Terwilliger Elementary School. These projects each required intense coordination and scheduling to meet the demands of the user groups while ensuing schedules were met and safety remained a top priority.



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University of Florida HIGHER EDUCATION



University of Florida Continuing CM Services Contract

Construction Management
New Construction, Expansion,
Renovation

Owner (Rep/Facility Mgr)
UF Department of Planning,
Design & Construction,
Gainesville, FL
Francisco Oquendo, Asst.
Director of Construction
p: 352.273.4012

Architect (Contact)
Walker Architects
Gainesville, FL
Joe Walker
Principal
p: 352.672.6448

Size
Varies by Project

Total Construction Cost
2014 - YTD: \$46,681,390
(Single Project <\$4M)

Substantial Completion Date
2014 - Present

Scorpio has successfully delivered over 56 projects of \$4M or less for the University of Florida under this Continuing Services Contract over the last eight years throughout North and Central Florida.

Typically, the contract for an assigned project will begin at the 60% Construction Document stage but may include preconstruction activities. This may include budget studies and estimates, and value engineering, analysis of the design documents for constructability, coordination, detailing, materials and systems, development and maintenance. Construction schedule, production of detailed jobsite management plans, strategies for the procurement of trade contracts, and development of a Guaranteed Maximum Price (GMP) proposal are based on 60 or 100% Construction Documents.

The scope of these projects is basic to extensive systems and infrastructure upgrades, renovations, remodels, additions, expansions, and new construction of varying sizes and complexity. These minor projects include classrooms, wet labs, BSL 1, 2, & 3 labs, animal holding facilities, cold rooms, clean rooms, server rooms, auditoriums, faculty and administration spaces, retail and food service, re-roofs, exterior facade upgrades, exterior and interior pointing up and patching, asbestos abatement, ADA walkways, ramps, bathrooms, fire alarm and sprinkler systems, emergency exit lighting, specialty flooring, specialty equipment, elevators, air handling units, chillers and cooling towers.



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Santa Fe College HIGHER EDUCATION



Santa Fe College Continuing Services Contract

Construction Management
New Construction,
Expansion, Renovation

Owner (Rep/Facility Mgr)
Santa Fe College
Facilities Services,
Gainesville, FL
Rebecca Rogers, Director
p: 352.395.5174

Architect (Contact)
Kail Partners
Gainesville, FL
Danny Kail, Principal
p: 352.871.4935

Size
Varies by Project

Final Construction Cost
2014 - YTD: \$8,450,258
(Single Project <\$4M)

Substantial Completion Date
Varies by Project

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



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Marion County CIVIC



Continuing Construction Management Services

Construction Management
Varies by Project

Owner (Rep/Facility Mgr)
James Huber
Marion County
p.352.671.8745

Architect (Contact)
Rispoli & Associates
Architecture Inc
Ocala, FL
Joe Rispoli
p. 352.620.0909

Size
Varies by Project

Final Construction Cost
Varies by Project

Substantial Completion Date
Varies by Project

This contract consists of construction management services performed unilaterally for Marion County or in close coordination and cooperation with Marion County's Architect/Engineer for projects less than \$4M. These services apply to both preconstruction and construction phases of each project and include services related to all Architectural, Engineering, and Special Consultant disciplines as well as all aspects of project construction including programming and conceptual design, schematic design, design development, construction documents, bidding (subcontract), and construction.

Within this contract, Scorpio provides a preliminary evaluation of a project program, project budget, and schedule requirements as well as consultation and recommendations on construction feasibility, time requirements, value engineering (VE), and budgeting. We are required to publically advertise projects and follow a competitive bid process. Scorpio manages long-lead and owner direct purchase items identification, scheduling, and ordering. We ensure Equal Employment Opportunity and Affirmative Action services if required by the funding sources on an individual project basis. Scorpio manages the complete construction of each project through the coordination of all testing, surveys, and reports through the warranty and post-occupancy phases.



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State of Florida Department of Juvenile Justice

CIVIC



Construction Management Services Northeast Region

Construction Management
New Construction, Expansion
and Renovation

Owner (Rep/Facility Mgr)
State of FL Dept of Juvenile
Justice
Robert Bass
Facilities Manager
p. 850.717.2756

Architect (Contact)
Varies by Project

Size
Varies by Project

Contract to Date
\$2,254,785
Single Project <\$2M

Substantial Completion Date
Varies by Project

Scorpio was first awarded the Department of Juvenile Justice Construction Management Services for the Northeast Region in 2015. The firm was re-awarded this contract again in 2020.

Complete Construction Management(CM) Services on a continuing basis involving individual project contracts for one (1) or more of the above listed regional service areas. Typical projects include, but are not limited to: New building construction, sewer treatment plant construction, private roads and bridges, storm water retention systems, general site work and repairs and renovations to existing facilities, professional engineering design, and environmental remediation services, estimating services, inspections and construction administration.

Individual projects issued have estimated construction costs not exceeding \$2,000,000. Includes Gilchrist, Levy, Alachua, Bradford, Union, Baker, Nassau, Duval, Clay, St. Johns, Putnam, Flagler, Volusia, Lake, Marion, Citrus, Sumter, Hernando County, and other counties as may be determined necessary.



Scorpio.

**MAKE BUILDINGS
FOR LIFE.**

TAB D

Value Added





Community Engagement

Your Community Partner

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

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

1. Stakeholder Identification

Identifying critical stakeholders within the community who may be directly or indirectly affected by the construction project. This can include residents, local businesses, community organizations, schools, and other relevant groups.

2. Communication

Establishing effective communication channels with the

community is essential. This can include holding public meetings, establishing dedicated project websites or social media platforms, distributing newsletters, or organizing information sessions to inform the community about the project’s progress, timelines, and potential impacts.

3. Mitigation Strategies

Developing and implementing strategies to mitigate any potential negative impacts of the construction project on the community. This may involve noise reduction measures, traffic management plans, minimizing dust and air pollution, ensuring pedestrian and cyclist safety, and addressing concerns about access to local amenities.

4. Community Involvement

Encouraging community involvement in the project by offering opportunities for volunteering, apprenticeships, or employment. This can help foster a sense of ownership and pride within the community and provide economic benefits.

5. Education and Awareness

Providing educational materials or conducting workshops to raise awareness about the construction project’s purpose and potential benefits. This can help dispel misconceptions, address concerns, and ensure the community clearly understands the project’s objectives.

6. Ongoing engagement

Maintaining regular communication and engagement with the community throughout the project’s lifespan. This involves responding to inquiries, promptly addressing concerns, and keeping the community updated on any changes or developments.



Dedicated Community Liason

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



DBE and Workforce Engagement

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

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

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

Our Communication and Community Outreach team and the Project Team will ensure we engage with as many small and diverse businesses as possible. Our Community Outreach Team will create and execute a specific plan to maximize DBE participation on each project. The following strategies are just a few that have proven successful on past projects:

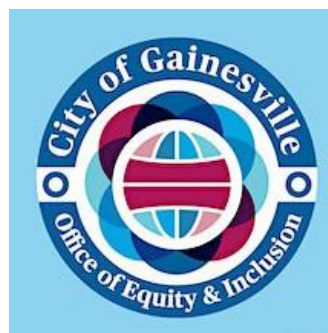
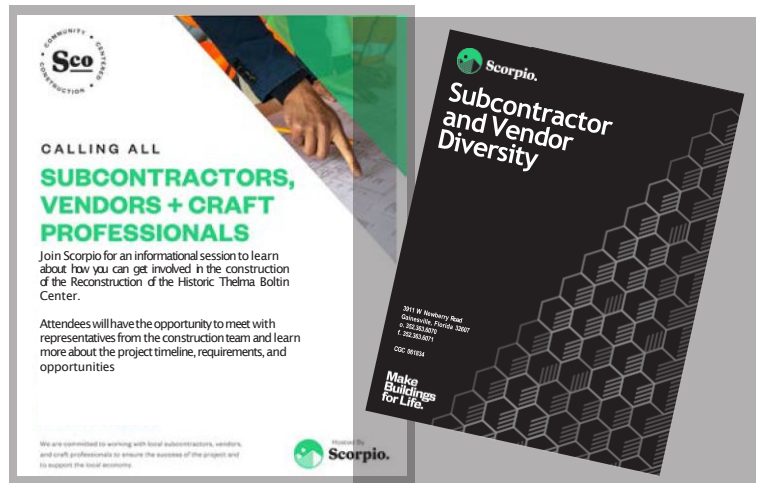
1. Participation in local outreach programs at the city, county, and regional levels to attract Small, Minority, Disadvantaged,

Veteran, and Woman-owned businesses.

2. Partnering with supplier diversity organizations and their members – attending events and chapter meetings which, in the past, has led to many introductions to skilled minority trades.
3. Attending supplier diversity trade shows and conferences.
4. Participating on panels at technical assistance workshops to assist businesses with bidding opportunities, networking, presentation, and other industry-specific processes.

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

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





Sustainable Construction Practices

LEED & Green Globes Experience and Certifications

Scorpio believes in sustainable design and building practices. We are active members of the United States Green Building Council (USGBC) and we are well versed in the delivery of sustainable projects. Members of our firm are LEED Accredited Professionals as designated by the USGBC. The accomplishments of our team members include delivering the First LEED Accredited Project for the State University System, the First LEED Platinum Project in Florida, and the First LEED Platinum Athletic Facility in the United States. We have performed LEED accreditations on a total of thirty-five (35) projects. In addition, we employ Green Globes Certified Professionals.

Florida Green Building Coalition Commercial Building

Our team is also accustomed to the standards dictated by the FGBC for Commercial Building. Should this be a desired designation we will work with the design team to review the certifying checklist along with the FGBC Reference Guide. Collectively, along with the Owner, the team will determine which credit points will be pursued (or targeted). Best practices suggest the Owner to authorize one of the design team members to be the Designated Professional. Members of our firm have served in a comparable role in the past compiling the appropriate documentation for each achieved credit point as the design process evolves. This designee also serves as the communication contact with FGBC during the certification review process. Whether LEED, Green Globes or Florida Green Building Coalition we stand ready to ensure the achievement of your sustainability goals.



Our team has collectively performed LEED accreditations on more than 35 projects.



TAB E

Required Documents





REQUIRED FORM A

(Page 1 of 2)

RESPONDENT VERIFICATION FORM

**REQUEST FOR QUALIFICATIONS
FPUR-230010-GD
Continuing Construction Management Professional Services for Minor Projects**

1. RESPONDENT CONTACT INFORMATION

Legal Name of Respondent's Company (as reported to IRS): D. E. Scorpio Corporation
 DBA: Scorpio
 Authorized Representative Name/Title: Domenic Scorpio, President and CEO
 E-mail Address: Domenic@scorpioco.com
 Street Address: 3911 W Newberry Road
 City, State, Zip: Gainesville, Florida 32607
 Mailing Address (if different): _____
 City, State, Zip: _____
 Telephone: (352) 363-6070 Fax: (352) 363-6071

2. DECLARATIONS OF DEBT AND DEFAULT

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

3. ACKNOWLEDGEMENT OF ADDENDA

Respondents who receive this bid 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 this offer, I have verified that all addenda issued to date are considered as part of my offer.

Addenda received (list all) # NA



REQUIRED FORM A
(Page 2 of 2)

4. LOCAL PREFERENCE (Refer to 8.2 for qualifying information)

Local Preference requested:

- YES
- NO

A copy of your *Business Tax Receipt* should be included in your submission if you are requesting Local Preference:

5. QUALIFIED SMALL BUSINESS AND/OR SERVICE DISABLED VETERAN BUSINESS STATUS

(Refer to 8.3 for qualifying information)

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

6. FEDERAL EMPLOYMENT IDENTIFICATION NUMBER

FEIN: 46-2621773

7. REGISTERED TO DO BUSINESS IN THE STATE OF FLORIDA

Is Respondent registered with Florida Department of State's, Division of Corporations, to do business in the State of Florida? YES NO (refer to Part 1, 1.6, last paragraph)

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

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

8. DIVERSITY AND INCLUSION

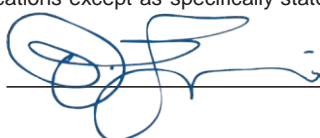
Does your company have a policy on diversity and inclusion? YES NO

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 OWNER's consideration of your submittal, but is simply being requested for information gathering purposes.

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

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

SIGNATURE OF AUTHORIZED REPRESENTATIVE: 

SIGNER'S PRINTED NAME: Domenic Scorpio

DATE: October 30, 2023



Your payment was processed. Print this tax receipt for your records. It was also sent to domenic@scorpioco.com



Online Business Tax Receipt⁽¹⁾

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

Business Tax ID **40280**

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

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

Business Categories

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

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

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

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

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

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



**REQUIRED FORM B
DRUG-FREE WORKPLACE**

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

Domenic Scorpio does:
Name of Respondent

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 firm complies fully with the above requirements.

Respondent's Signature

October 30, 2023

Date



**REQUIRED FORM C
E-VERIFY CERTIFICATION FORM**

If awarded:

The Contractor shall comply with all applicable requirements of Section 448.095, Florida Statutes, including but not limited to: 1) the Contractor shall register with and use the U.S. Department of Homeland Security's E-Verify system to verify the work authorization status of all new employees of the Contractor during the term of this Agreement; and 2) the Contractor shall expressly require any subcontractors performing work or providing services pursuant to this Agreement to likewise register with and use the U.S. Department of Homeland Security's E-Verify system to verify the work authorization status of all new employees of the subcontractor during the term of this Agreement. Section 448.095, Florida Statutes, states the statute must be construed in a manner that is fully consistent with any applicable federal laws or regulations, and therefore this section does not apply to this Agreement to the extent that this section would be inconsistent with any federal laws or regulations that are applicable to this Agreement.

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

D. E. Scorpio Corporation DBA Scorpio

Bidder's Name

Domenic Scorpio/President & CEO

Printed Name/Title of Authorized Representative

Signature of Authorized Representative

October 30, 2023

Date



**REQUIRED FORM D
CUSTOMER PROJECT HISTORY**

NAME OF RESPONDENT: Domenic Scorpio

Provide information for three projects of similar scope performed within the past three (3) years. You may include photos or other pertinent information. Please verify that the contact information you are providing is current and correct.

Customer Name:	City of Gainesville		
Address:	PO Box 490 Station 32, Gainesville, FL 32602		
City, State, Zip	Gainesville, FL		
Point of Contact:	Mo Deel	Phone Number:	(352) 393-8200
E-mail:	-		
Project Description:	Continuing Construction Management Services Multiple Projects		
Project Cost:	\$3,783,012 to date; Less than \$2M per project		
Project Start Date:	2017	Project Finish Date:	Renews annually 7/1

Customer Name:	School Board of Alachua County		
Address:	620 East University Ave., Gainesville, FL 32601		
City, State, Zip	Gainesville, FL		
Point of Contact:	Richard Rucker	Phone Number:	(352) 955-6850
E-mail:	-		
Project Description:	Annual Task Order Contract		
Project Cost:	\$8,095,598 to date; Less than \$4M per project		
Project Start Date:	2022	Project Finish Date:	2023

Customer Name:	University of Florida Department of Planning, Design & Construction		
Address:	P.O. Box 115050, Gainesville, FL 32611		
City, State, Zip	Gainesville, FL		
Point of Contact:	Francisco Oquendo	Phone Number:	(352) 273-4012
E-mail:	-		
Project Description:	Continuing CM Services Contract		
Project Cost:	\$46,681,390 to date; Less than \$4M per project		
Project Start Date:	2014	Project Finish Date:	Continuing

Continuing Construction Management for Minor Projects | 230010 | Page 23 of 24



**REQUIRED FORM D
CUSTOMER PROJECT HISTORY**

NAME OF RESPONDENT: Domenic Scorpio

Provide information for three projects of similar scope performed within the past three (3) years. You may include photos or other pertinent information. Please verify that the contact information you are providing is current and correct.

Customer Name:	Santa Fe College Facilities Services		
Address:	3000 NW 83rd Street, Gainesville, FL 32606		
City, State, Zip	Gainesville, FL		
Point of Contact:	Rebecca Rogers	Phone Number:	(352) 395-5174
E-mail:	-		
Project Description:	Continuing Services Contract		
Project Cost:	\$8,450,258 to date; Less than \$4M per project		
Project Start Date:	2014	Project Finish Date:	Continuing

Customer Name:	Marion County		
Address:	2631 SE Third St., Ocala, FL 34471		
City, State, Zip	Ocala, FL		
Point of Contact:	James Huber	Phone Number:	(352) 671-8745
E-mail:	-		
Project Description:	Continuing Construction Management Services		
Project Cost:	Less than \$4M per project		
Project Start Date:	01/2021	Project Finish Date:	06/2025

Customer Name:	State of Florida Department of Juvenile Justice		
Address:	2737 Centerview Dr, Alexander Building, Suite 1300		
City, State, Zip	Tallahassee, FL 32399-3100		
Point of Contact:	Robert Bass	Phone Number:	(850) 717-2756
E-mail:	-		
Project Description:	Construction Management Services Northeast Region		
Project Cost:	\$2,254,785 to date; Less than \$2M per project		
Project Start Date:	2015	Project Finish Date:	Continuing

Continuing Construction Management for Minor Projects | 230010 | Page 23 of 24



Minimum Qualifications

Scorpio has read the RFP in full and is confident this response meets all minimum qualifications under section 2.3.

Statement of Qualifications

Scorpio has read the RFP in full and is confident this response meets all criteria found under section 4.1.

Please refer to Tab C, Qualifications of Firm for a list of past project experience, and Tab A, Project Understanding and Approach, for a more detailed response to these criteria.



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

Request for Taxpayer Identification Number and Certification

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

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
D.E. Scorpio Corporation

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

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.
 Individual/sole proprietor or single-member LLC
 Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____
 C Corporation
 S Corporation
 Partnership
 Trust/estate
 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) _____
(Pages to BCOO-Bn mainlined outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
Requester's name and address (optional)

6 City, state, and ZIP code

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

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

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

Social security number
ITO OJ [] [] [] []


or
Employer identification number
4 6 - 2 6 2 1 7 7 3

Part II Certification

Under penalties of perjury, I certify that:

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

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

Sign Here **Signature of U.S. person**  Date ▶ **April 15, 2023**

General Instructions

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

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

Purpose of Form

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

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-8 (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.



State of Florida Department of State

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

The document number of this corporation is P13000037247.

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

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

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




Secretary of State

Tracking Number: 9850679425CC

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

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



Ron DeSantis, Governor

Melanie S. Griffin, Secretary



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

CONSTRUCTION INDUSTRY LICENSING BOARD

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

SCORPIO, DOMENICO EMILIO

D E SCORPIO CORPORATION
3911 WEST NEWBERRY ROAD
GAINESVILLE FL 32607

LICENSE NUMBER: CGC061834

EXPIRATION DATE: AUGUST 31, 2024

Always verify licenses online at MyFloridaLicense.com



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

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

Claims Information

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

Legal Information

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

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



DESCORP-01

CBOUCHARD

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 10/3/2023

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

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

PRODUCER: Hub International Florida, 2811 NW 41st Street, Gainesville, FL 32606. CONTACT NAME, PHONE: (352) 377-2002, FAX: (352) 376-8393. INSURER(S) AFFORDING COVERAGE: INSURER A: Valley Forge Insurance Company (20508), INSURER B: Bridgefield Employers Insurance Company (10701), INSURER C: Westchester Surplus Lines Insurance Co. (10172), INSURER D: Peleus Insurance Company (34118).

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

Table with columns: INSR LTR, TYPE OF INSURANCE, ADDL INSD, SUBR WVD, POLICY NUMBER, POLICY EFF (MM/DD/YYYY), POLICY EXP (MM/DD/YYYY), LIMITS. Rows include Commercial General Liability, Automobile Liability, Workers Compensation, Pollution Liability, and Professional Liab.

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) RE: Request for Qualifications - FPUR - 230010-GD. Certificate holder is included as additional insured as respects to General Liability and Auto Liability when required by written contract.

CERTIFICATE HOLDER: City of Gainesville, 200 E University Ave, Gainesville, FL 32601. CANCELLATION: SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.



October 2, 2023

City of Gainesville	Gainesville Regional Utilities (GRU)
200 E University Ave	301 SE 4 th Avenue
Gainesville, FL 32601	Gainesville, FL 32601

**RE: Request for Qualifications – FPUR-230010-GD
 Continuing Construction Management Professional Services for Minor Projects
 D.E. Scorpio Corporation
 Letter of Bondability**

To Whom It May Concern:

It is the privilege of Hatcher Insurance and Swiss Re Corporate Solutions America Insurance Corporation to provide surety credit to D.E. Scorpio Corporation, with single project limits of \$70,000,000 and an aggregate uncompleted backlog of \$120,000,000. D.E. Scorpio Corporation has an impressive construction “track record”, an impeccable reputation, and are generally regarded as being one of the finest construction firms in the State of Florida. Swiss Re Corporate Solutions America Insurance Corporation has an “A+” (Superior) Rating, a financial size category of XV (\$2 billion or greater) by AM Best and has US Treasury Limit of \$95,035,000.

If D.E. Scorpio Corporation is awarded a contract for the referenced project and requests that we provide the necessary Performance and/or Payment Bonds, we will be prepared to execute the bonds for each phase of the project, with a potential construction cost of up to \$4,000,000 subject to our acceptable review of the contract terms and conditions, bond forms, appropriate contract funding and any other underwriting considerations at the time of the request.

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

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

Sincerely,

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

WJP/aw

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Thank You

We hope you find the information contained in this proposal aligns with your expectations for delivering Construction Management Services. We look forward to serving you in this capacity.

