



POLK COUNTY

Agricultural Center Complex

RFP #25-597

MARCOBAY
CONSTRUCTION

WHO WE ARE



JIMMY VESSELS

PRESIDENT / PROJECT EXECUTIVE

CBC047744



WILL YANCEY

SENIOR ESTIMATOR



BRIAN BUSING

DIRECTOR OF FIELD OPERATIONS

CGC1532521



SARA MCINTYRE

SPECIAL PROJECTS
LEAD





51+

Years of Continuous Operations in Polk County

\$197M

in Public Contracts since 1995

85%

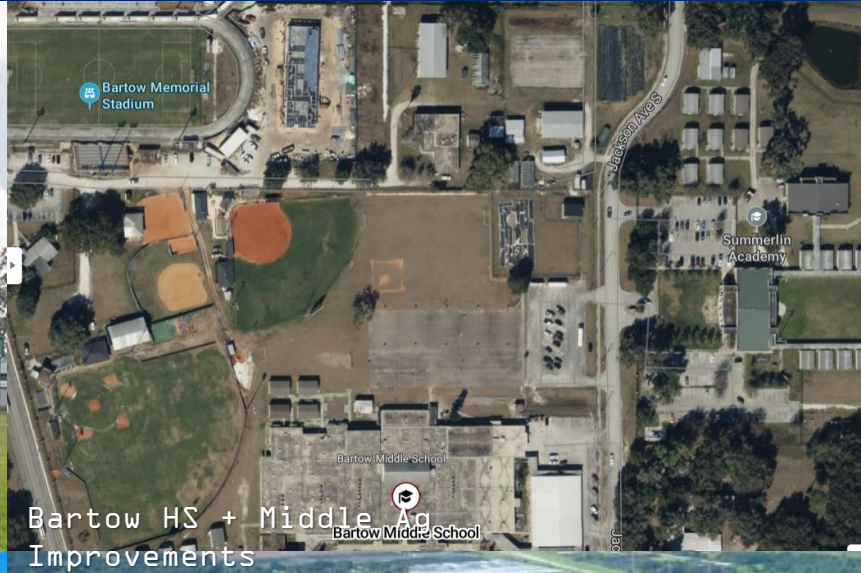
of Our Clients Return for Another Project, Annually



WHO WE ARE

RELEVANT EXPERIENCE

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WHO WE ARE

CMAR EXPERIENCE

THE
LUNZ
GROUP

POLK
COUNTY



Polk County Fire Station
No. 13



Polk County Roads & Drainage Annex
Facility



Polk County R&D Mapping & Survey PEMB
Office



Lake Myrtle Sports Complex Expansion



Haines City - City Hall Expansion



City of Apopka - Fire Station No. 6



PROJECT UNDERSTANDING.

Every great plan starts with listening.

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SITE CHALLENGES

2200 Homeland-Garfield Road, Bartow, FL 33830

- Unique site: former phosphate mine, wetlands
- Gas main easement runs diagonally across site → must construct around
- \$3M site allocation → will track site/vertical separately
- Limited primary site access
- Utility considerations: wells likely water source, filtration/treatment
- Septic as interim sewer → plan for clean-outs, odor control, pump-outs

Flood Zones - Cypress Trees

Utilities - Gas Easement

- Stormwater runoff from road



Homeland
*Home to Polk County's
Newest Agricultural Center*

PHASE I CONSIDERATIONS

Scope

- 2 Open-Air Arenas
- 2 Livestock Barns
- 1 Maintenance Building
- Restrooms

Operations & Maintenance

- Efficient
- Clean
- Cost-effective

Scheduling & Cost Control

- Overlapping civil, vertical, & utility work
- Early procurement of long-lead items
- 8 weeks bidding + 56 weeks construction
- \$18M Construction Budget (\$3M allocated to Site Work)

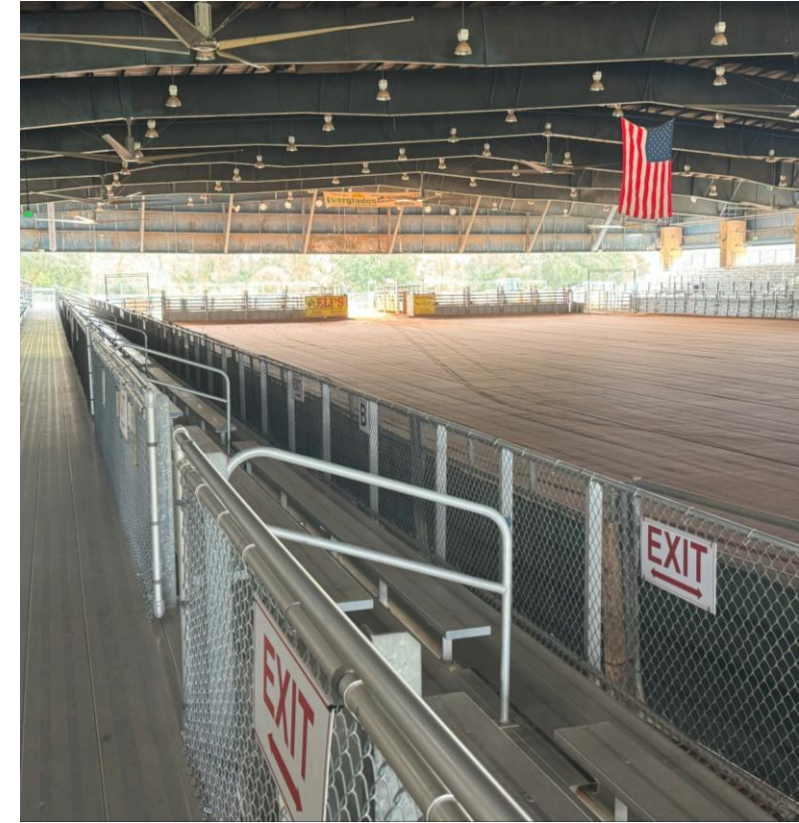
LESSONS LEARNED

Site Visit: Okeechobee Agri-Civic Center

- RV Hookup - overnight guests
- Modular stalls
- Wash stations outside of stalls
- Keeping restrooms close to main areas
- Consider and plan for economic impact on surrounding area

Contact

Josh Shorter, Manager
863-697-0917



LESSONS LEARNED

Survey: Westgate River Ranch Resort & Dude Ranch

- Fans / Airflow - No vent fans in roofs!
- Maintenance Consideration: have fuel on-site
- Variety of RV hook-ups
- Non-freezable water spickets > no permanent troughs
- Wash racks
- Extra considerations: solid sound system, rodeo bucking chutes, and a roping box

Contact

Raymond Duncan, GM & Rodeo Announcer
Raymond.duncan62@outlook.com



LESSONS LEARNED

Survey: Ag Educators

- Parking Logistics - keep separated
- Water: have plenty of it!
- Pig pens: sloped concrete & removeable pens
- Livestock barn - fit a tractor!
- Trailer Parking with RV hookups
- Student accessibility considerations



Contacts

Warner University + Florida Farm Bureau
Scarlett Jackson, Executive Director of Ag Programs
scarlett.jackson@warner.edu

Polk County School Board, District 6
Justin Sharpless
Justin.sharpless@warner.edu

Mulberry High School
Kathryn Gelb, Ag & FFA Teacher
Kathryn.Gelb@polk-fl.net



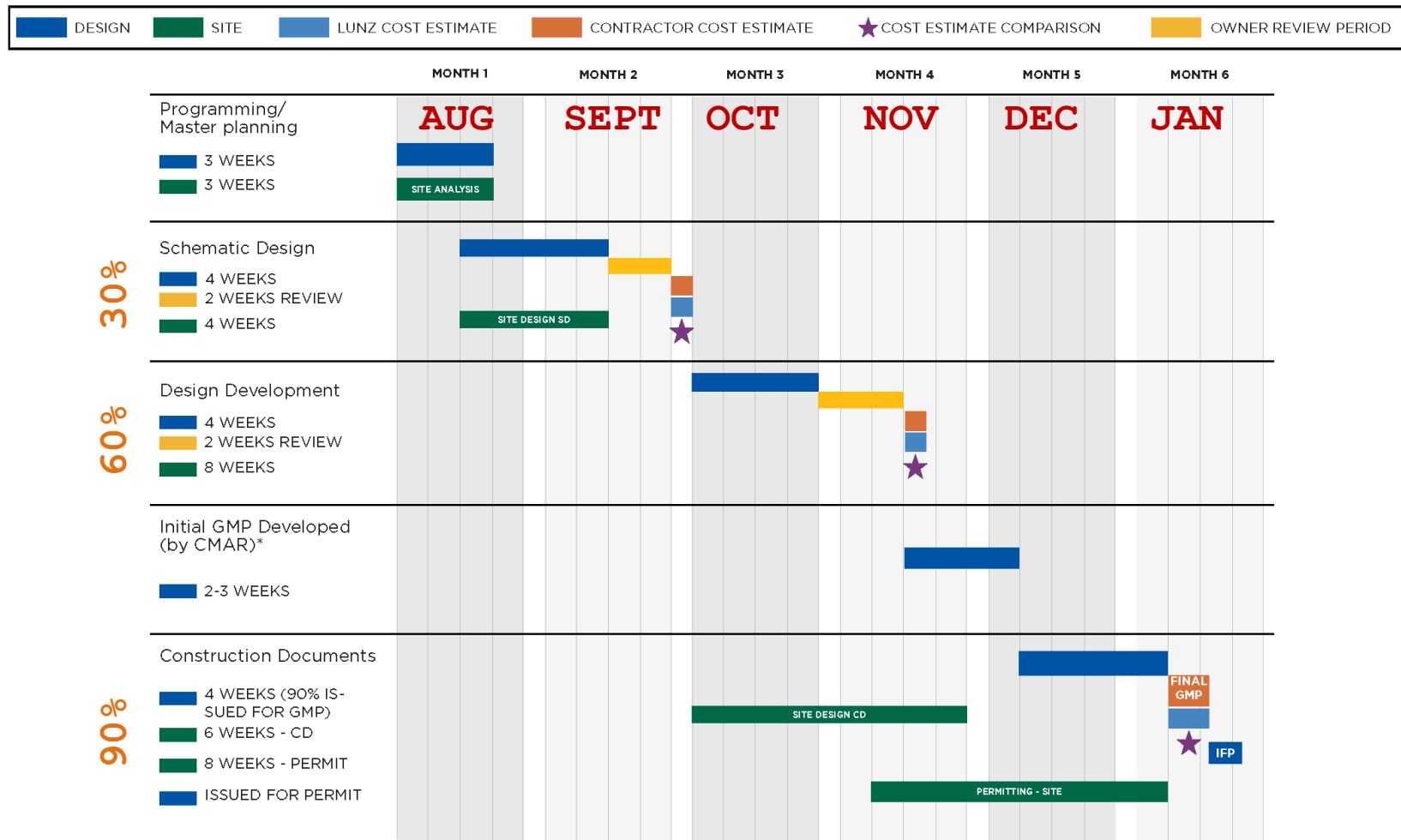


OUR APPROACH.

Clarity, collaboration, and accountability.
From day one to day done.

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Preliminary Design Schedule



CONSIDERATIONS

DD
Design

8 weeks

Bid

Permit
(12/28)

Construct
ion
(56 weeks)

OUR STRATEGY

- Deep Trade Network already on board
- A-Team known for Fast-Track Completion
- Overlap civil, foundations, barns/arena, vertical

PROJECT SEQUENCING

Goal: Smart from the Start

Built-In Advantage

Authorized steel systems partner - enabling early ordering and faster delivery of long-lead materials



Preliminary Questions
(based off limited data)

Sitework

- Has the site been design as a balanced site?
- Is fill dirt available from the proposed pond?
- Are there areas of dirt on site that could be over excavated for fill dirt?
- Are there areas of clay on site that could be used to stabilize subgrade?
- Is there any indication there is trash or debris buried on site?

PEMB

- Kirby Metal Building Dealer + Inland Building Direct Purchasing = Sales Tax Savings
- Incorporate standard PEMB details into design
- Create standard PEMB package that can be modified by number of bays
- PEMB columns to be on concrete piers to prevent deterioration

PRECONSTRUCTION

Clarity Up Front. No Surprises Later.

Preconstruction Services

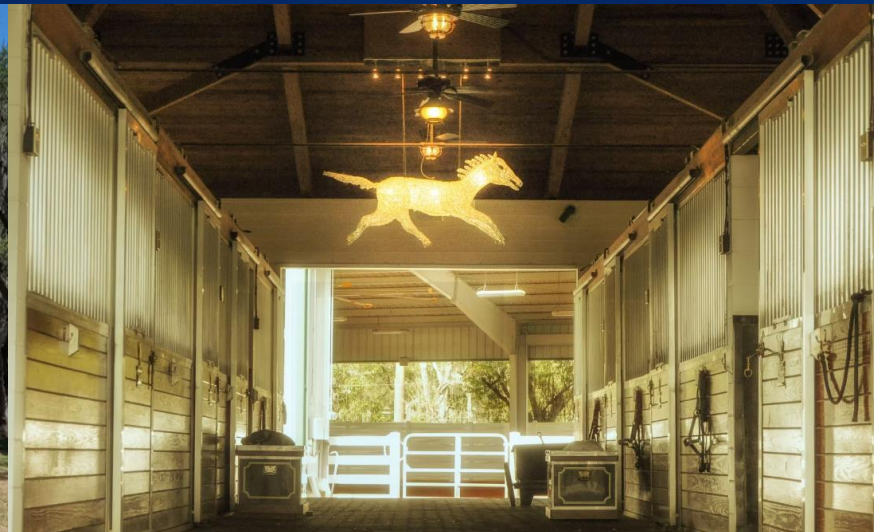
- Cost Estimates
- Value Engineering Options
- Constructability Analysis
- Schedule Development

GMP Development

- Scope/Bid packaging & solicitation
- Public advertisement
- 3 bids per trade presented in binder
- GMP finalized & contract signed

Phase I Considerations

- 8 weeks for Negotiations = tight
- Early procurement: steel, utilities, specialty systems
- Lunz vertical building construction estimate: \$15M





CONSTRUCTION

Coordinated. Safe. Built to Last.

Mobilization

Early logistics planning, fencing, signage, safety orientation, site security, staging.

Trade Coordination

Pre-install meetings, weekly 3-week look-aheads, daily superintendent walk-throughs.

QA/QC

Early plan reviews, material delivery inspections, daily QA/QC walks, and third-party testing.

OAC Meetings

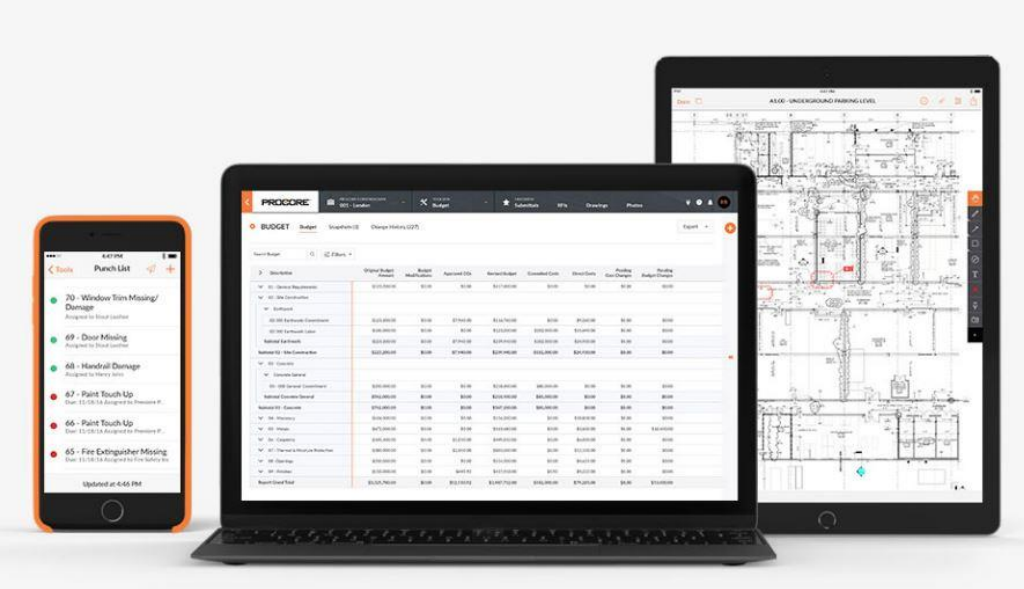
Structured weekly meetings with Polk County, The Lunz Group, and consultants.

Safety

Site-specific safety plans, heat/storm protocols, subcontractor safety buy-in, zero tolerance for life-safety issues.

Commissioning, Closeout, & Warranty

Early start on O&M manuals, systems commissioning with owner/end-user training, turnover of a "move-in ready" facility. Any Warranty issues tracked and addressed immediately.



CASE STUDY

SALVATION ARMY COMMUNITY & WORSHIP CENTER



Fast-Track Schedule:
Delivered within 12
months

Transparent GMP +
Cost Savings allowed
addition to Scope:
Audio Visual System
& upgraded flooring

Local Subconsultants + W/MBE Participation:

- Parry's Lawn & Landscaping - W/MBE
- Anthony Ogeerally Painting - W/MBE
- Ward's Heating & Air Conditioning
- Jim Williams Fence
- Quality Contractors
- Eagle Fire Protection
- Sunshine Interiors
- Joyner Lumber + Millwork
- Dixie Signs
- Lex Construction - W/MBE
- Kommercial Refrigeration
- Diversified Global Piping
- Florida Stucco Contractors
- E & A Cleaning - W/MBE
- Acoustical Services Inc.
- Maria & Alfredo Sod LLC - W/MBE



WHY MARCOBAY.

51 Years Strong. Still Local. Still Employee-Owned.

MARCOBAY
CONSTRUCTION



WHY MARCOBAY

Built by Polk County hands for Polk County People.

- 50+ Years of Operation
- Employee-Ownership = accountability at every level
- Partnership with The Lunz Group + Kimley Horn + RayL = seamless delivery
- On-going commitment to youth + our community

PROUD COMMUNITY PARTNERSHIPS

RIDGE LEAGUE  OF CITIES

 **JUNIOR LEAGUE**
GREATER LAKELAND

POLK COUNTY
PUBLIC SCHOOLS
CAREER ACADEMIES

 **LAKELAND
ECONOMIC
DEVELOPMENT
COUNCIL**

Marcobay acknowledges this project has been years in the making — driven by County leadership, the ag community, and local partners who've all stepped up to make it happen.

That shared investment, from both public and private sectors, mirrors our own philosophy at Marcobay: when we build, we build together — for Polk County, by Polk County

Thank You for the Opportunity.

Questions?

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