

PROPOSAL SUBMITTAL INSTRUCTIONS

Proposers must submit their proposal prior to 2:00 p.m. on the receiving date. Proposals must be submitted in a “sealed” parcel or electronically through Polk County’s secure website, Kiteworks. Proposals will be publicly opened at 2:00 p.m. on the receiving date.

Sealed Parcel Submittal:

If you are submitting a sealed parcel proposal submit one (1) original marked ORIGINAL and five (5) copies marked COPY of the proposal in a sealed parcel to the Procurement Division. The parcel should be labeled “RFP #25-597, Construction Manager at Risk – New Agricultural Center Complex” and marked with the proposer’s name and address. The Proposals may be mailed or delivered to:

**Polk County Procurement Division
330 West Church Street, Room 150
Bartow, FL 33830**

To assist with labeling the sealed parcel, please cut along the outer border and affix this label. Be sure to include the name of the company submitting the proposal where requested.

Sealed Proposal. DO NOT OPEN	
RFP Number	25-597
RFP Title	Construction Manager at Risk – New Agricultural Center Complex
Due Date/Time:	August 27, 2025, prior to 2:00 pm
Submitted by:	Marcobay Construction, Inc.
Deliver To:	Polk County Procurement Division 330 West Church Street, Room 150, Bartow, Florida 33830

Proposals may be mailed, express mailed or hand delivered. It is the Proposers responsibility to ensure their package is delivered to the Procurement Division prior to 2:00 p.m. on the Receiving date and time referenced above. Proposals delivered at 2:00 p.m. or later will not be accepted.



August 27, 2025

Polk County Procurement Division
330 West Church Street, Room 150
Bartow, Florida 33830

RE: RFP #25-597 – Construction Manager at Risk (CMAR) – New Agricultural Center Complex

Dear Selection Committee,

Marcobay Construction, Inc. is honored to submit our qualifications to serve as Construction Manager at Risk for the new Polk County Agricultural Center Complex. As a Polk County-based contractor with more than 50 years of continuous operations, Marcobay has partnered with both public and private owners to deliver facilities that are on time, within budget, and built to last. Our firm was founded in Lakeland in 1974, and today more than 85% of our annual work comes from repeat clients—evidence of the trust we’ve built in this community.

We understand the importance of this project as a **regional hub for agriculture and community events**, and the scope it entails: a main, open-air arena, two stall barns, paddock areas, restrooms, concessions, a maintenance building, RV and trailer parking, and full site development with stormwater and utility systems. The program will require not only expertise in constructing pre-engineered metal buildings, but also careful attention to phasing, logistics, and specialized site infrastructure.

We have assembled a team that has successfully delivered similar CMAR projects throughout Polk County and Central Florida, including the shared Agricultural Area Improvements at Bartow Middle & Bartow Senior High School, the Ag Barn at Tenoroc High School, Roosevelt Academy Ag Barn, the PEMB Riding Arena at Spring Lane Ranch, and the 35-acre expansion of the Lake Myrtle Little League Baseball Complex, to name a few. We also managed the new construction of pre-engineered, open playcourt canopies at 57 Polk County schools over the course of one year. These projects demonstrate our ability to manage **fast-track schedules, complex sitework, and high-profile community facilities** with transparency and accountability.

Our approach is built on **open-book GMP delivery, rigorous constructability reviews, and proactive value engineering**. We maximize tax savings through Owner Direct Purchase programs, provide real-time schedule and budget visibility through Procore, and ensure quality from first inspection through warranty. With The Lunz Group already engaged as the Architect, our past partnership on projects such as Catapult 3.0 and multiple projects with the Ruthvens allows us to start this project with a proven team dynamic in place.

Marcobay is committed to delivering a **cost-certain, schedule-driven, and durable Agricultural Center Complex** that Polk County can rely on for decades to come. We are grateful for the opportunity to be considered and look forward to partnering once again to deliver a facility that reflects the County’s vision for its agricultural community.

Sincerely,



Jimmy Vessels, President



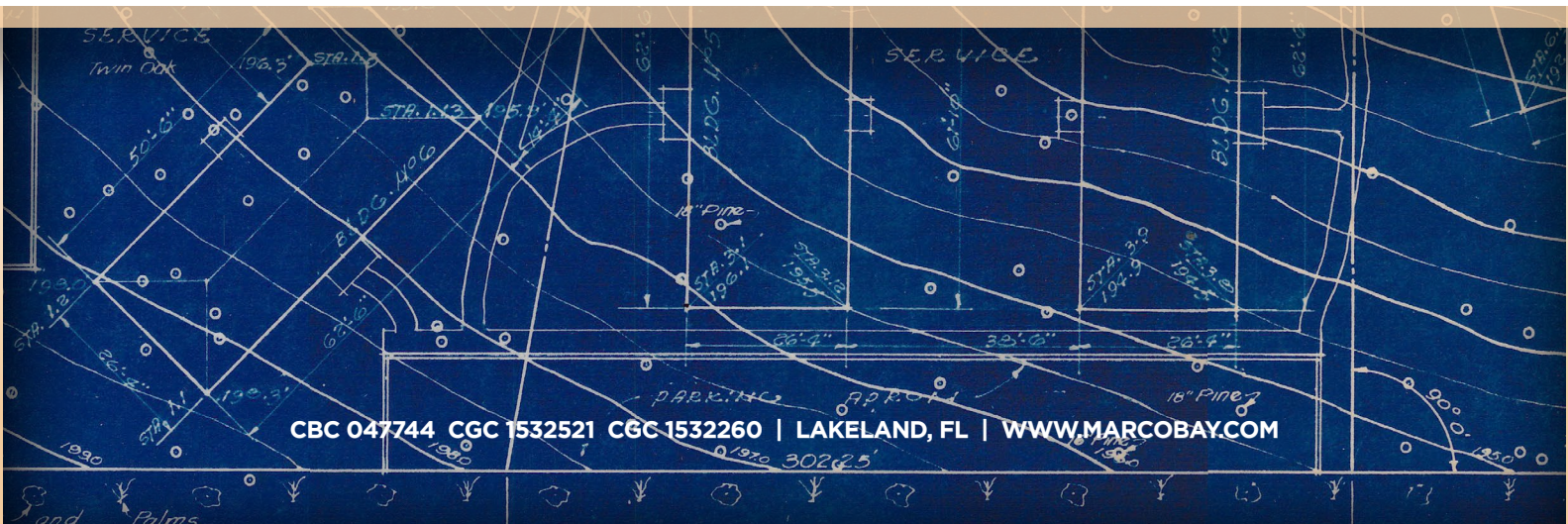
MARCOBAY CONSTRUCTION

respectfully submits our qualifications in response to

Polk County Board of County Commissioners

RFP #25-597

New Agricultural Center Complex



TAB 1: Executive Summary

Polk County BOCC - RFP 25-597

EXECUTIVE SUMMARY

We are Marcobay Construction, Inc.

As a Polk County-born builder with **50+ years** of continuous operations, we've partnered with public and private owners across Florida and the Southeast to deliver spaces that perform—on time, within budget, and without surprises. Our approach is simple: align early, communicate constantly, manage risk proactively, and finish strong. **It's why more than 85% of our annual work comes from repeat clients.**

FIRM & CONTACT

Proposer: Marcobay Construction, Inc.

Primary Contact: Jimmy Vessels, President

Address: 3810 Drane Field Rd, Ste 16, Lakeland, FL 33811

Phone: (863) 680-2293

Email: jvessels@marcobay.com

WHO WE ARE

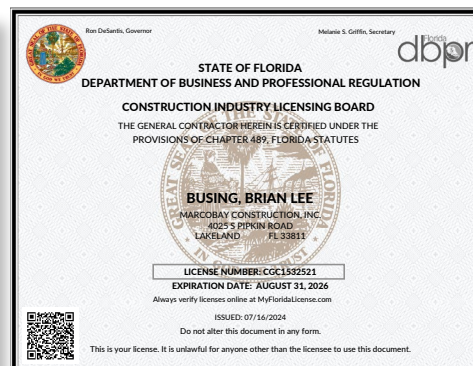
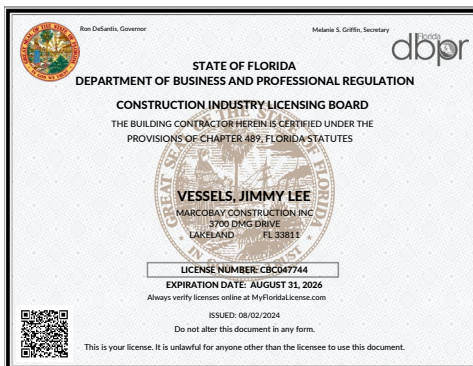
Years in Business: 51 (est. 1974)

Full-Time Employees: 16

Bonding Capacity: Single \$50M / Aggregate \$100M

SERVICES PROVIDED

- General Contracting
- Pre-construction Services
- Construction Management
- Design-Build
- Construction Management at-Risk
- Fast-Track Delivery
- Tilt-Up Construction



LITIGATION & DISPUTES

Marcobay has not been terminated for cause and has not defaulted on a contract. We have no material litigation affecting performance or bonding; any routine industry matters over the past decade were resolved without impact. Documentation is available upon request.

DRUG-FREE WORKPLACE

Marcobay Construction, Inc., is a Drug-Free workplace and requires all employees to take a drug test pre-employment.



TAB 2: Approach to Project

Polk County BOCC - RFP 25-597

PROJECT UNDERSTANDING & PRE-CONSTRUCTION SERVICES

Marcobay understands that delivering the Agricultural Center Complex requires not only traditional CMAR services but also careful planning around **site-specific challenges**. The project site, a former phosphate mine now used as a disc golf park and trail system, presents unique conditions for development. Access is limited to a single entry point across a railroad crossing, and maintaining safe, reliable access for construction traffic will be a priority in our logistics planning.

During pre-construction, Marcobay will provide:

- **Budget Estimating** – Develop reliable estimates at DD and CD phases. We recognize that the County has allocated \$3+ million for site improvements, and our estimates will separate site and vertical work to monitor compliance with this allocation.
- **Value Engineering** – Identify alternatives for utilities, site circulation, and structural systems that protect scope while reducing cost. For example, evaluating water supply options (private vs. city water) as the civil design develops.
- **Constructibility Reviews** – Proactively evaluate drawings for concurrency opportunities, such as starting arena foundation packages while site improvements are ongoing.
- **Master Schedule** – Develop a critical path schedule that aligns with grant funding requirements and the target of civil and vertical permit drawings by December 28th.
- **Long-Lead Item Procurement** – Marcobay identifies and advances procurement of critical long-lead materials such as structural steel, MEP equipment, and Pre-Engineered Metal Building (PEMB) systems. As an authorized Kirby Building Systems dealer, we can procure PEMB packages directly, providing competitive pricing, streamlined fabrication, and priority production scheduling. This ensures the arena and barns can be delivered efficiently, supporting the County's requirements for cost control, quality, and speed of execution.

COMPETITIVE BIDDING & GMP DEVELOPMENT

Marcobay administers a transparent subcontractor procurement process:

- **Competitive Subcontractor Bidding** – Solicit at least three bids per trade, targeting local and W/MBE firms where possible. Prequalify bidders for financial strength, safety record, and capacity.
- **General Conditions & Fee Negotiations** – Present a clear summary of general conditions and staffing plans, negotiated openly with Polk County to align resources with project requirements.
- **GMP Compilation** – Assemble an open-book Guaranteed Maximum Price (GMP) that includes subcontractor bids, allowances, contingencies, and general conditions. The County receives full visibility into bid results, buyout savings, and CM fee.
- **Early Procurement** – Identify and secure long-lead materials (PEMB systems, specialty site utilities) prior to GMP finalization where advantageous to maintain schedule.

OWNER DIRECT PURCHASE (ODP) & SALES TAX SAVINGS

Marcobay has a proven record of delivering millions in Owner savings through Polk County's ODP program. For this project we will:

- Administer ODP purchase orders directly with vendors for major trades (structural steel, PEMB packages, concrete, MEP equipment).
- Provide detailed ODP tracking logs to reconcile sales tax savings in real time.
- Ensure seamless integration of ODP items into subcontractor scopes for installation.
- Return savings to the Owner without compromising warranties, coordination, or schedule.

TAB 2: Approach to Project

Polk County BOCC - RFP 25-597

MANAGEMENT & CONSTRUCTION APPROACH

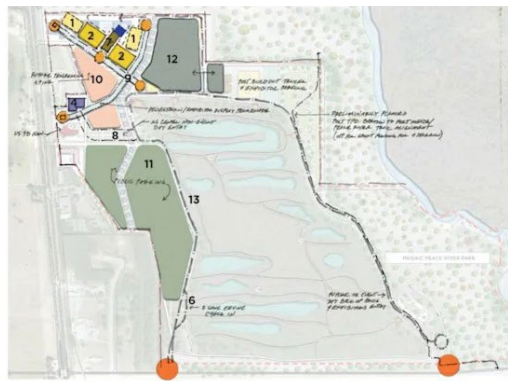
Our construction methodology is **built on communication, accountability, and efficiency**:

- **Site Logistics & Safety** – Develop a logistics plan for laydown, equipment circulation, and safety. Enforce a safety-first culture supported by weekly toolbox talks, daily job hazard analysis, and OSHA-compliant oversight.
- **Subcontractor Coordination** – Utilize Procore to track RFIs, submittals, and change events. Maintain weekly subcontractor coordination meetings to ensure alignment with schedule.
- **Phased Construction** – Sequence site infrastructure first (utilities, stormwater, parking), followed by arena, barns, and support facilities. This approach minimizes risk and accelerates building turnover.
- **Communication with the Owner/Architect** – Conduct weekly OAC meetings with Polk County and The Lunz Group to review budget, schedule, quality, and outstanding items.

QUALITY & CONTRACT COMPLIANCE

Marcobay enforces strict QA/QC measures to ensure the County receives durable, code-compliant facilities:

- **QA/QC Program** – Independent review of drawings, submittals, and mock-ups led by our QA/QC Manager.
- **Inspections & Testing** – Coordinate with third-party testing agencies and AHJs, ensuring efficient approvals and compliance with concurrency requirements.
- **Mock-Ups & Standards** – Establish first-work benchmarks for arenas, barns, and concessions to set quality expectations.
- **Closeout Readiness** – Begin turnover preparation early, ensuring Polk County receives complete O&M manuals, training, and warranties at occupancy.



1	PADDOCKS
2	OPEN AIR ARENAS
3	MAINTENANCE BUILDING
4	FUTURE BUILDING PROGRAM
5	SITE ENTRY
6	2-LANE EQUINE CHECK-IN
7	LIVESTOCK BARN
8	NON-EVENT DAY ENTRY
9	PEDESTRIAN/EXHIBITOR DISPLAY PROMENADE
10	FUTURE GROWTH ALONG PROMENADE
11	PUBLIC PARKING
12	POST BUILDOUT TRAILER & EXHIBITOR PARKING
13	GENERAL ACCESS



Site Evaluation

Our approach addresses the key issues identified during the pre-bid meeting: limited site access, extensive site development, concurrency, unknown water source, grant funding deadlines, and the need to construct within a fixed budget.

With our proven CMAR process, strong partnership with The Lunz Group, deep Polk County roots, and authorized Kirby dealer status, we are uniquely positioned to deliver the Agricultural Center Complex on schedule, within budget, and at the quality standard expected by the County.

TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



DATE OF COMPLETION

February 22, 2016

ADDRESS

905 Lake Myrtle Park Drive,
Auburndale, FL

GMP AMOUNT

\$5,617,298

SIZE

Buildings: 16,000 SF
Fields: 35 acres

CLIENT CONTACT

Cody McGhee,
Director of Parks & Recreation
(p) 863.965.5545

CHANGE ORDERS

Total: \$10,722

RELEVANCIES

- CMAR
- Public Entity
- Polk County
- Assigned Team

LAKE MYRTLE LITTLE LEAGUE COMPLEX

Client: City of Auburndale

SCOPE OF WORK

Marcobay Construction completed the 35-acre expansion of the Lake Myrtle Little League Complex, transforming the venue into a multi-field tournament hub. The project added new natural-turf baseball fields arranged in pods for simultaneous play, each built with engineered sub-grades, under-drainage, properly graded infields, warning tracks, and safety netting. Team facilities include shaded **metal-roof dugouts**, bullpens, batting cages, and foul-line accessories sized for high-cycle tournament use.

To support the fields and fans, Marcobay delivered a full suite of site and building improvements: **mass grading and storm-water ponds; domestic water, fire, sanitary, electrical, and communications extensions; a smart, zoned irrigation system; sports-lighting infrastructure and controls;** shaded bleachers with ADA routes to every field; and a new restroom/**concession building with storage**. The expansion also added parking and access drives, bus/coach drop-off, pedestrian safety features, ticketing gates, and branded scoreboards and way-finding.

Sequenced construction allowed ongoing league play elsewhere in the complex while work progressed, and first-work mockups for backstops, dugouts, and infield sections set the quality standard from day one. The result is a tournament-ready complex that increases capacity, improves player and spectator experience, and brings more families, and economic activity to Polk County.

TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



DATE OF COMPLETION

October 19, 2017

ADDRESS

4427 Spring Lane,
Lakeland, FL 33811

CONTRACT AMOUNT

\$375,000

SIZE

27,280 SF

CLIENT CONTACT

Heather Shea, Owner
(p) 863-393-4850

CHANGE ORDERS

None

RELEVANCIES

- Open-Air Arena
- PEMB
- Site Improvements
- Location: Polk County

SHEA COVERED RIDING ARENA

Client: Spring Lane Ranch, LLC.

SCOPE OF WORK

Marcobay Construction served as the Construction Manager for the Shea Covered Riding Arena at Spring Lane Ranch, a premier equestrian facility in Lakeland, Florida. This open-air, covered equine center was designed and constructed to support a wide range of programs including training, instruction, equine rehabilitation for all breeds and disciplines, and show-prep clinics. The facility also doubles as a flexible venue, hosting exhibitions and corporate gatherings.

Delivered on a fast-track schedule, **the project leveraged Marcobay's expertise as an authorized Kirby Building Systems dealer to streamline procurement, fabrication, and installation.** The facility was constructed using a Kirby Pre-Engineered Metal Building (PEMB) system, allowing for cost efficiency, speed of delivery, and long-term durability.

The arena features a 124-foot clear span ridge frame with an overall footprint of 129' x 220'. The KirbyRib II roof system was selected for its proven performance in Florida's climate, with a vented raised ridge providing natural ventilation. With 18'-8" eave heights and a completely open-air design, the structure offers ample clearance, circulation, and comfort for both horses and riders.

Site improvements included the demolition and relocation of existing fencing with salvaged materials, installation of a new driveway apron in accordance with Polk County LDC standards, and upgrades to drainage and inlet systems. The sidewalls feature full wall deletions to 14 feet, maximizing natural light and cross-ventilation while maintaining year-round functionality.

TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



DATE OF COMPLETION

September 1, 2018

ADDRESS

1000 Dunson Rd,
Davenport, FL, 33896

GMP AMOUNT

\$8,765,706

SIZE

63,797 SF

CLIENT CONTACT

Ralph Frier, Executive Director
(p) 863.419.3199

CHANGE ORDERS

11 Change Orders due to
Client Requests
Total: \$457,706

RELEVANCIES

- CMAR
- Public Entity
- Fast-Track Schedule

NEW MIDDLE SCHOOL CAMPUS

Client: Ridgeview Global Studies Academy / Polk County Public Schools

SCOPE OF WORK

Marcobay Construction completed the new middle school campus expansion for Ridgeview Global Studies Academy in Davenport, Florida, supporting grades 6 through 8. The project included the construction of five new buildings--four single-story and one gymnasium--for a total of approximately 56,000 square feet of new educational space.

The buildings were thoughtfully designed and constructed to support core curriculum and enrichment activities, and included:

- Twenty-one (21) classrooms, (seven per grade level), including science demonstration classrooms
- A culinary arts lab and an additional elective classroom
- A full administrative suite
- A dedicated band room
- A multi-purpose/student dining facility with a full-service kitchen
- A gymnasium with a regulation-size basketball court, telescoping bleachers, and boys' and girls' locker rooms

Marcobay's scope of work also included full site clearing and development, along with off-site road improvements to support increased traffic flow and accessibility.

TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



DATE OF COMPLETION

October 27, 2020

ADDRESS

3700 Bannon Island Road
Haines City, FL 33844

GMP AMOUNT

\$41,074,065

SIZE

120 acres / 190,000 SF

CLIENT

McLand Holdings, LLC.

CLIENT CONTACT

Patrick Huston, Project Manager
(e) patrick.huston@carvana.com

CHANGE ORDERS

15 change orders due to scope
additions per Owner
Total: \$2,300,000

RELEVANCIES

- Contract: GMP
- PEMB
- Extensive Site-Development
- Fast-Track Schedule
- Location: Polk County

INSPECTION & MAINTENANCE FACILITY

Client: Carvana / McLand Holdings, LLC.

SCOPE OF WORK

Marcobay Construction delivered Carvana's Central Florida Inspection & Maintenance Facility, a prototype building and the first of its kind in Florida. Situated on a 120-acre site with extensive site development and underground utilities, nearly half of the overall contract was dedicated to extensive site work and included more than \$12 million in heavy-duty asphalt and concrete pavement to support vehicle logistics. The site also featured a car wash facility, on-site petroleum/fuel systems, and a security guard booth. The 190,000 SF pre-engineered metal building (PEMB) by Kirby Building Systems, was constructed to house advanced equipment for vehicle inspection, repair, and reconditioning. Delivered under a fast-track CMAR contract, the facility highlights Marcobay's ability to manage large-scale infrastructure, specialty systems, and prototype industrial construction for high-profile national clients.



TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



DATE OF COMPLETION

February 5, 2018

ADDRESS

1111 Forest Park St
Lakeland, FL 33803

GMP AMOUNT

Original: \$3,682,000
Final: \$3,068,454

SIZE

Athletic Center: 38,000 SF

PROJECT DURATION

14 months

CLIENT CONTACT

Matt Green, CFO
(p) 863.688.2771
(e) mattgreen@lcsonline.org

CHANGE ORDERS

Deductive CO from DPO +
Sales Tax Savings

Total Cost Savings: \$613,546

PHASE II - ATHLETICS CENTER

Client: Lakeland Christian School

SCOPE OF WORK

Marcobay Construction served as CMAR for the Roger Evans Athletic Center at Lakeland Christian School, a two-story, 23,008 SF facility featuring a state-of-the-art strength-and-conditioning center, coaches' offices, and locker rooms. Delivered under a GMP contract, the project achieved substantial cost savings of more than \$600,000 through the strategic use of Owner Direct Purchase orders and sales tax savings, reducing the final cost to \$3,068,454 from the original \$3,682,000 contract amount. Completed on schedule with a TCO in February 2018, the project also included additional scope with a separate press box, concessions building, and storage facility, enhancing the school's athletic complex and providing long-term value to its student-athletes and staff.

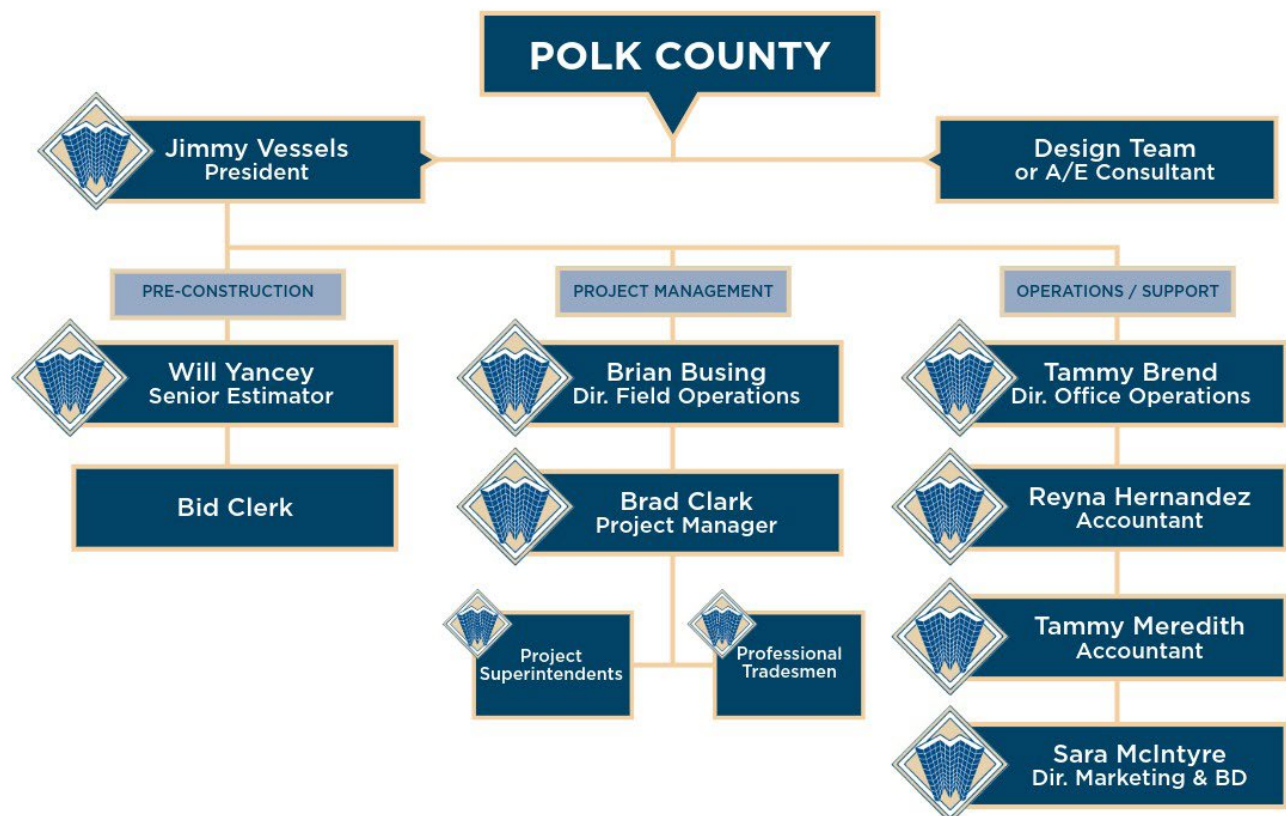
OTHER RELEVANT PROJECTS COMPLETED FOR LCS:

YEAR	PROJECT	ORIGINAL	FINAL	SCOPE
2018	LCS RISE	\$1,057,988	\$1,504,000	
2018	Baseball Fields & Dugout	\$249,000	\$249,000	
2017	Cafeteria Courtyard Canopy	\$262,000	\$262,000	4,700 SF pre-engineered aluminum canopy & covered walkway system
2012	Canopy Installation	\$105,790	\$105,790	
2008	Elementary / Middle School Expansion	\$8,793,961	\$8,187,193	New 3-story 71K SF tilt wall school, new maintenance facility, and renovation of early childhood education building
2007	Phase I - Athletic Fields & Maintenance Building	\$2,638,293	\$2,075,964	Soccer & Football fields, and grand stands, with lights + other campus improvements

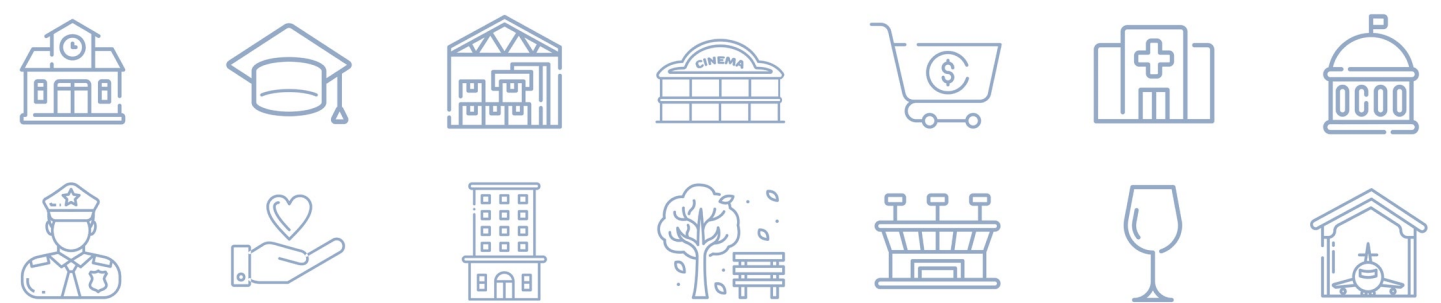
TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597

ORGANIZATIONAL STRUCTURE



MARKET SECTORS WE SERVE



TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



JIMMY VESSELS

President

Jimmy Vessels brings more than 41 years of construction management experience, including **over three decades at Marcobay Construction**. As President, he leads the execution of projects ranging from new school campuses to large-scale industrial builds. **Jimmy has extensive experience managing all aspects of CMAR construction**, including new builds, phased renovations, and occupied work. His leadership ensures projects meet scheduling milestones, adheres to budget goals, and exceed district expectations for quality and safety.

CREDENTIALS

Certified Building Contractor
State of Florida
CBC047744

OSHA Safety (30-Hour)

YEARS OF EXPERIENCE

41 years in Construction

YEARS AT MARCOBAY

35 Years at Marcobay

OFFICE LOCATION

Lakeland, FL

REFERENCES

Brandon Clark, President
The Ruthvens
(p) 863.450.9540
(e) brandon.clark@ruthvens.com

Wesley Beck, President
Aspyre Properties
(p) 863.686.9000
(e) wesley@wesleybeck.com

RELEVANT EXPERIENCE

Lake Myrtle Little League Complex Expansion
\$5.6M | 35 acres | ROLE: Project Manager

Ridgeview Global Middle School Expansion
\$8.7M | 21K SF | ROLE: Project Manager

Tenoroc High School Ag Barn
ROLE: Project Manager

Bartow Middle / Bartow High School Ag Area Improvements
ROLE: Project Manager

Carvana Inspection & Maintenance Facility
\$41M | ROLE: Project Manager

Lakeland Christian School Athletic Complex
\$1.9M | 22K SF | ROLE: Project Manager

Horizon Elementary - New Campus
\$18M | 105K SF | ROLE: Project Manager

Winter Haven High School - Renovations
\$2.2M | 19K SF | ROLE: Project Manager

Combee Elementary - New Classroom Addition
\$4.2M | 29K SF | ROLE: Project Manager

Sleepy Hill Elementary - New Campus
\$17M | 105K SF | ROLE: Project Manager

Okeechobee Achievement Academy
\$5.8M | ROLE: Project Manager

Davenport School of the Arts - New Construction
\$29.8M | 140K SF | ROLE: Project Manager

Polk County Schools - PEMB Playcourt Canopy Construction
\$2.5M | 57 Schools | ROLE: Project Manager

TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



WILL YANCEY

Senior Estimator

Since joining Marcobay in 2007, Will Yancey has served as a key contributor in the company's pre-construction and estimating efforts. **With over 18 years of experience, he currently leads the estimating department as Senior Estimator**, bringing a deep expertise in cost analysis, bid strategy, and scope development across a broad range of market sectors.

Will provides detailed, accurate cost projections from conceptual budgeting through GMP delivery. He is known for his ability to collaborate with design teams, owners, and subcontractors alike to identify cost-saving opportunities without compromising project intent.

EDUCATION

Southeastern University
Pastoral Studies

CREDENTIALS

OSHA Safety (30-Hour)

YEARS OF EXPERIENCE

24 years in Construction

YEARS AT MARCOBAY

18 Years at Marcobay

OFFICE LOCATION

Lakeland, FL

REFERENCES

Steve Scruggs, President
Lakeland EDC
(p) 863.687.3788
(e) sscruggs@lakelandedc.com

Brandon Clark, President
The Ruthvens
(p) 863.450.9540
(e) brandon.clark@ruthvens.com

RELEVANT EXPERIENCE

Ridgeview Global Middle School Expansion
\$8.7M | 21K SF | ROLE: Estimator

Lake Myrtle Little League Complex Expansion
\$5.6M | 35 acres | ROLE: Estimator

Carvana Inspection & Maintenance Facility
\$41M | ROLE: Project Manager

Catapult 3.0 New Office Building
\$6.5M | 40K SF | ROLE: Estimator

Ridgeview Global Middle School Expansion
\$8.3M | 64K SF | ROLE: Senior Estimator

Lakeland Christian School Athletic Complex
\$1.9M | 22K SF | ROLE: Estimator

Horizon Elementary - New Campus
\$18M | 105K SF | ROLE: Estimator

Winter Haven High School - Renovations
\$2.2M | 19K SF | ROLE: Estimator

Combee Elementary - New Classroom Addition
\$4.2M | 29K SF | ROLE: Estimator

Sleepy Hill Elementary - New Campus
\$17M | 105K SF | ROLE: Estimator

Okeechobee Achievement Academy
\$5.8M | ROLE: Estimator

TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



BRIAN BUSING

Director of Field Operations

Providing leadership and oversight across all active job sites, Brian ensures project execution aligns with safety standards, schedule demands, and quality expectations. As Director of Field Operations, not only does Brian support field teams, he also collaborates with Marcobay's executive and pre-construction teams to inform constructibility reviews and manpower planning.

Brian's field-first mindset, combined with his calm and practical approach to problem solving, ensures that each team is equipped for success from the ground up.

EDUCATION

Florida Southern College
Criminology

CREDENTIALS

Certified General Contractor
State of Florida
CGC1532521
OSHA Safety

YEARS OF EXPERIENCE

14 years in Construction

YEARS AT MARCOBAY

8 Years at Marcobay

REFERENCES

Ralph Frier, Executive Director
Ridgeview Global Studies Academy
(p) 863.419.3199
(e) ralph.frier@rgsa.com

Matt Hedgren, Captain
The Salvation Army
(p) 863.853.2214
(e) matt.hedgren@uss.salvationarmy.org

RELEVANT EXPERIENCE

- Ridgeview Global Classroom Addition
\$8.7M | 21K SF | ROLE: Superintendent
- Salvation Army Worship & Community Center
\$8M | 38K SF | ROLE: Director of Field Operations
- JDA Memorial - JAGG Electric Tenant Improvements
\$1.3M | 173K SF | ROLE: Director of Field Operations
- JDA S.Pipkin Rd - New Shell Storage Warehouse
\$8.7M | 156K SF | ROLE: Superintendent
- Lakeland Central Park - New Shell Warehouse - BLD 200
\$8M | 705K SF | ROLE: Superintendent
- Lakeland Central Park - New Shell Warehouse - BLD 300
\$8M | 261K SF | ROLE: Director of Field Operations
- Lakeland Central Park - Ashley Furniture Build Out - BLD 300
\$6M | 261K SF | ROLE: Director of Field Operations



TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



BRAD CLARK
Project Manager

As an experienced Project Manager, Brad oversees project planning, coordination, and closeout across multiple market sectors. Known for his clear communication and client-focused delivery, Brad collaborates with estimating, operations, and field teams to ensure projects are executed safely, on time, and within budget, while maintaining Marcobay's high standards for quality and customer satisfaction.

EXPERIENCE

Casa San Alfonso Affordable Homes & Clubhouse
ROLE: Project Manager

Lincoln Pace Rd - New Shell Storage Warehouses
\$27.6M | 500K SF | ROLE: Project Manager

Salvation Army Worship & Community Center
\$8M | 38K SF | ROLE: Project Manager

JDA MCI Conklin Metals Spec Office Tenant Improvements
\$620K | 111K SF | ROLE: Project Manager

JDA Memorial - New Shell Storage Warehouse
\$15M | 173K SF | ROLE: Project Manager

JDA S.Pipkin Rd - New Shell Storage Warehouse
\$8.7M | 156K SF | ROLE: Superintendent

EDUCATION

The University of South Florida
Architecture

Sante Fe Community College
Construction Science

CREDENTIALS

OSHA Safety (30-Hour)

YEARS OF EXPERIENCE

22 years in Construction

YEARS AT MARCOBAY

3 years at Marcobay

REFERENCES

Cantey Heath, R.E. Manager

JDA

(p) 803.261.4273

(e) cheath@johnsondevelopment.net

Matt Hedgren, Captain

The Salvation Army

(p) 863.853.2214

(e) matt.hedgren@uss.salvationarmy.org



TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



MATT REITH
Senior Superintendent

As Senior Superintendent for Marcobay Construction, Matt Reith brings over 20 years of construction experience, including more than a decade dedicated to educational, institutional, and commercial work across Central Florida. With deep field expertise and a background supporting both ground-up and renovation projects, Matt leads day-to-day job site operations with a focus on safety, schedule integrity, and quality craftsmanship.

Matt has played key roles on numerous public facilities, including multi-building ground-up schools, classroom additions, and complex demolition-and-rebuild efforts. In addition to his leadership in the field, he has served as a Warranty Coordinator and Assistant Superintendent on large-scale CMAR projects, managing final closeouts, punch list completion, and owner turnover. His collaborative approach and attention to sequencing make him a reliable and solutions-oriented superintendent on time-sensitive jobs.

CREDENTIALS

OSHA Safety (30-Hour)

YEARS OF EXPERIENCE

20 years in Construction

YEARS AT MARCOBAY

19 years at Marcobay



RELEVANT EXPERIENCE

Davenport School of the Arts
\$29.8M | 140K SF | ROLE: Asst. Superintendent

Lake Myrtle Little League Complex Expansion
\$5.6M | 35 acres | ROLE: Superintendent

Sleepy Hill Elementary - New Campus
\$16.6M | 105K SF | ROLE: Asst. Superintendent

Horizon Elementary - New Campus
\$18M | 105K SF | ROLE: Asst. Superintendent

Combee Elementary - New Classroom Addition
\$4.2M | 29K SF | ROLE: Asst. Superintendent

Berkley Elementary - New Classroom Addition
\$1.5M | 10K SF | ROLE: Asst. Superintendent

Lakeland Christian School - Campus Stair Case/Elevator Add.
ROLE: Asst. Superintendent

Lakeland Christian School - Gymnasium Classroom Remodel
ROLE: Asst. Superintendent

Pace Rd - Warehouse Hyundai Tenant Improvements
ROLE: Superintendent

TAB 3: Experience, Expertise, Personnel & Technical Resources

Polk County BOCC - RFP 25-597



ANTHONY SLIGH

Superintendent

As a Licensed Certified General Contractor, Anthony serves as a Superintendent at Marcobay with enhanced technical authority and regulatory insight. Anthony brings strong hands-on expertise in schedule management, quality control, subcontractor coordination, and safety compliance. His CGC license enables him to interpret plans, manage inspections, and ensure code compliance at every state of construction. He is detail-oriented and solution-focused, working closely with project managers and stakeholders to drive successful outcomes both practically and efficiently.

EDUCATION

Covenant College
Business Law

CREDENTIALS

Certified General Contractor
State of Florida
CGC1532260
OSHA Safety (30-Hour)

YEARS OF EXPERIENCE

10 years in Construction

YEARS AT MARCOBAY

5 Years at Marcobay

RELEVANT EXPERIENCE

JDA S.Pipkin Rd - New Shell Storage Warehouse
\$8.7M | 156K SF | ROLE: Superintendent

Keymark Drane Field Rd - New Shell Storage Warehouse
\$10.5M | 76K SF | ROLE: Superintendent

Ruthvens 3150 County Line Rd Bays 3-4 - Tenant Improvements
ROLE: Superintendent

Ruthvens 3515 Reynolds Rd Bays 5-6 - Tenant Improvements
ROLE: Superintendent

Ruthvens 3919 Airpark Dr Bays 17-19 - Tenant Improvements
ROLE: Superintendent

Ruthvens 5865 New Tampa Hwy Bays 5-6 - Tenant Improvements
ROLE: Superintendent

Ruthvens 5865 New Tampa Hwy Bays 7-9 - Tenant Improvements
ROLE: Superintendent

Fancy Farms - Hurricane Fence & Brick Repair
ROLE: Superintendent



TAB 4: Scheduling and Cost Control

Polk County BOCC - RFP 25-597

APPROACH TO SCHEDULING

SCHEDULING SYSTEM

Marcobay utilizes a Critical Path Method (CPM) scheduling system generated in Microsoft Project and integrated into Procore Project Management. This ensures every activity is tracked from notice-to-proceed through turnover, with clear accountability for subcontractors and vendors. The master CPM schedule will include all major milestones—site development, utilities, arena, barns, concessions, and closeout—broken into logical work packages to allow concurrency and fast-tracking where feasible.

Schedules are continuously updated based on subcontractor input, field progress, and material delivery. We supplement the CPM schedule with three-week look-ahead schedules reviewed in weekly OAC and subcontractor meetings, ensuring near-term activities stay on track.

SUBCONTRACTOR COORDINATION

Marcobay enforces subcontractor adherence to schedule through:

- Weekly subcontractor coordination meetings focused on near-term milestones.
- Look-ahead schedules issued to each subcontractor, signed off as part of weekly accountability.
- Direct reporting in Procore, where subcontractors upload progress photos, daily logs, and delivery updates.
- Escalation protocols: issues are identified, corrective actions are assigned, and recovery plans are implemented to bring tasks back into compliance.

LEVEL OF DETAIL

Marcobay's schedules track activities to the trade and phase level, including:

- Site access improvements (railroad crossing, staging areas).
- Sitework and utilities (stormwater, city water coordination).
- PEMB procurement and erection for arena and barns.
- Concessions, restrooms, and maintenance buildings.
- Finishes, landscaping, and punch list.

We integrate shop drawing logs, submittal tracking, RFIs, and ASIs into Procore, which ties directly to the schedule. This ensures design clarifications are answered quickly and do not disrupt the critical path.



TAB 4: Scheduling and Cost Control

Polk County BOCC - RFP 25-597

COST CONTROL APPROACH

COST CONTROL

Marcobay's cost control system is built on open-book transparency:

- **Budget Reports** – Provide monthly cost-to-complete reports showing commitments, pending changes, and contingency status.
- **Owner Direct Purchase (ODP)** – Administer ODP for major packages (steel, PEMB, concrete, MEP), returning significant sales tax savings directly to the County.
- **Change Management** – All potential changes are logged in Procore, priced, and presented for County approval prior to commitment.
- **Forecasting** – Track actual costs vs. GMP to ensure alignment and proactively identify trends.

Example: On the Lakeland Christian School Roger Evans Athletic Center, Marcobay saved the Owner more than \$600,000 from the original GMP by implementing an ODP program and providing continuous VE throughout design and construction.

ITEMS OUTSIDE THE “COST OF WORK”

We separate and manage these items in the open so there are no surprises:

- **Pre-construction Phase Services:** Time-phased, deliverable-based level of effort tied to milestones (SD/DD/CD). Hours and tasks are capped and tracked monthly.
- **General Conditions:** Built from the schedule up (staffing, trailers/IT, temp utilities, protections, site services, safety/QA) and reconciled monthly. Adjusts up or down only with approved scope/schedule changes.
- **CM Fee:** A fixed, transparent percentage applied to Cost of the Work and shown as its own line—no fee on ODPs, permits, or sales tax per County direction.
- **Bond:** Pass-through at the actual rate; we competitively source and show invoices.

INDICATIVE PERCENTAGES:

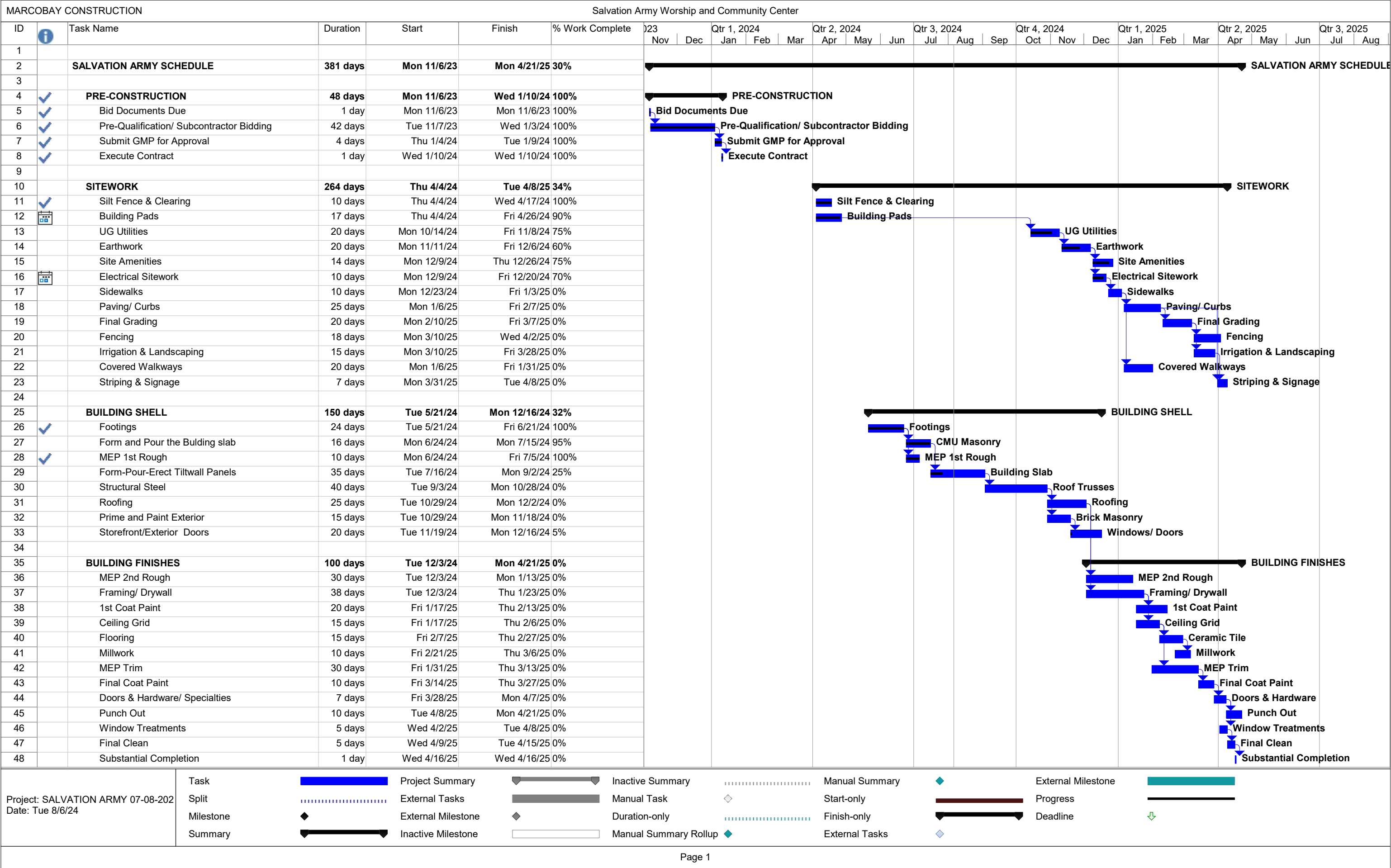
(for a project of this size; informational only, not a final offer)

- **General Conditions** (incl. precon): ~5%
- **CM Fee:** ~5%
- **Performance & Payment Bond:** ~0.9-1.0%

SUMMARY

Our systems provide Polk County with clear visibility, proactive problem-solving, and full transparency. By combining CPM schedules, weekly look-aheads, tech integration, and open-book reporting, we ensure accountability and budget certainty. Our track record of delivering complex projects on time and within budget—including schools, community facilities, and large-scale tilt-wall/PEMB structures—demonstrates our readiness to execute the Agricultural Center Complex with the speed, discipline, and transparency this project requires.







COST CONTROL-FINAL SOV RECAP-JOB #885 REVISED-5/05/2025

	ORIGINAL CONTRACT SOV	CURRENT JOB COST	
GENERAL CONDITIONS	\$ 260,000.00	\$ 260,000.00	
SWPPP SERVICES	\$ 5,000.00	\$ -	
CONCRETE WASHOUT PIT	\$ 10,000.00	\$ 10,000.00	
SOIL POISONING	\$ 12,480.00	\$ 12,480.00	
FENCE-ADDED SCOPE	\$ -	\$ 55,436.00	
CONCRETE	\$ 3,353,800.00	\$ 3,592,167.24	
STRUCTURAL STEEL MATERIAL	\$ 1,564,875.00	\$ 1,448,457.30	
STRUCTURAL STEEL ERECTION	\$ 224,000.00	\$ 224,000.00	
LADDER FALL PROTECTION	\$ 2,500.00	\$ -	
MISC IRON	\$ 9,360.00	\$ -	
WOOD BLOCKING	\$ 4,680.00	\$ 4,680.00	
ROUGH HARDWARE	\$ 1,560.00	\$ 1,560.00	
ROOFING & SHEET METAL	\$ 688,000.00	\$ 688,000.00	
HM DOORS & HARDWARE	\$ 8,500.00	\$ 8,500.00	
DOCK DOORS & DOCK EQUIPMENT	\$ 206,986.00	\$ 211,956.46	
STOREFRONT GLASS	\$ 268,660.00	\$ 235,337.00	
PAINTING	\$ 125,723.00	\$ 103,360.00	
INTERIOR FJ CAULKING	\$ 60,328.00	\$ 20,000.00	PARTIAL FJ & COLUMN JOINTS ONLY
TP CAULKING	\$ 44,545.00	\$ 44,545.00	
SW CAULKING	\$ 5,000.00	\$ 5,000.00	
FIRE EXTINGUISHERS	\$ 4,000.00	\$ 4,000.00	
SIGNS	\$ 2,250.00	\$ 28,795.24	INCLUDES DS,AAS & MCB DOCK LABOR
DOCK CANOPY	\$ 68,200.00	\$ 68,200.00	
ENTRY CANOPY	\$ 113,880.00	\$ 113,880.00	
FIRE SPRINKLER	\$ 479,052.00	\$ 479,052.00	
PLUMBING	\$ 79,374.00	\$ 79,374.00	
HVAC	\$ 32,468.00	\$ 14,988.00	
ELECTRICAL	\$ 340,172.00	\$ 367,752.00	INCLUDES PE CO#1-5
ELECTRICAL INFRASTRUCTURE	\$ 132,380.00	\$ 132,380.00	
CONTINGENCY	\$ 75,000.00	\$ -	APPLIED TO OVERAGES & CREDIT BELOW
SUBTOTAL	\$ 8,182,773.00	\$ 8,213,900.24	
FEE	\$ 450,053.00	\$ -	FEE RECALCULATED BELOW
SUBTOTAL W/FEE	\$ 8,632,826.00	\$ 8,213,900.24	SUBTOTAL LESS FEE
8" CONCRETE PAVING IN TRUCK COURT	\$ 622,450.00	\$ -	INCLUDED IN CONCRETE
REVISED PANELS	\$ (304,055.00)	\$ -	INCLUDED IN CONCRETE
ORIGINAL CONTRACT AMOUNT	\$ 8,951,221.00	\$ 8,213,900.24	SUBTOTAL-SUB COST & GCs
CO#1-REVISED CONCRETE PAVING	\$ (86,100.00)	\$ 450,053.00	REVISED FEE-ACTUAL \$451,764.51
CURRENT CONTRACT AMOUNT	\$ 8,865,121.00	\$ 8,663,953.24	CURRENT JOB COST W/FEE
LESS FINAL JOB COST W/FEE	\$ (8,663,953.24)		
CO#2-FINAL RECAP-DEDUCT \$201,167.76	\$ 201,167.76		

TAB 5: Polk County Entity

Polk County BOCC - RFP 25-597

POLK COUNTY ENTITY

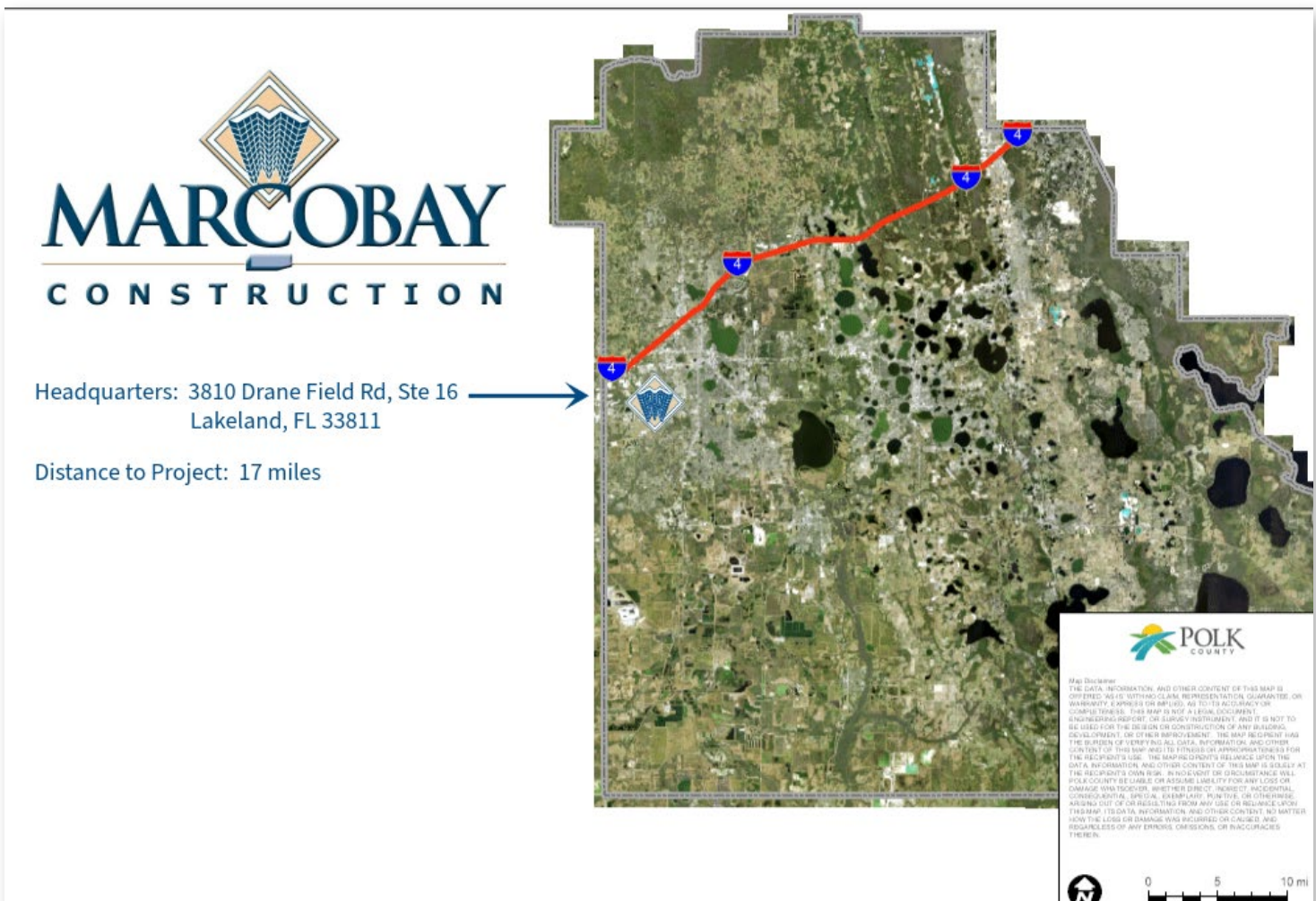
Since 1974.

Marcobay Construction, Inc. anchors more than five decades of continuous operations in Polk County--***one of the few commercial contractors born here and still building here.***

The blueprint design used throughout our presentation isn't just decorative--it's an original, hand-drawn blueprint from an early Lakeland project and reflects what we've stood for ever since: lasting structures, long-term relationships, and a legacy built on trust, craftsmanship, and community.

WHAT THIS MEANS FOR POLK COUNTY

- Local decision-makers and field staff a short drive from any County site
- Deep bench of Polk-based subcontractors and suppliers
- Familiarity with local AHJs, permitting, and utility coordination
- Dollars and jobs that stay in the local economy



TAB 6: Certified Woman or Minority Business Enterprise

Polk County BOCC - RFP 25-597

W/MBE STATUS

While Marcobay Construction, Inc. is not a Certified Woman or Minority Business Enterprise, we recognize the importance of diversity and are dedicated to supporting and empowering underrepresented groups in our field.

We understand that Polk County awards points for certified firms and we fully support that intent. While we are not eligible for those points as prime, we will meet or exceed County participation goals through W/MBE participation and suppliers.

DOCUMENTATION

At trade award/GMP, we will submit valid W/MBE certificates for each participating firm from one of the County-recognized agencies, including:

- **Florida Minority Supplier Development Council (FMSDC)**
- **Women's Business Enterprise National Council (WBENC)**
- **State of Florida Office of Supplier Diversity (OSD)**
- **Florida Department of Transportation (FDOT)**
- **U.S. Small Business Administration (SBA)**
- **Federal Aviation Administration (FAA)**
- **Other Florida governmental agencies (case-by-case)**

W/MBE PARTICIPATION PLAN

What you can count on:

- **Local outreach:** Use Polk County vendor lists and our database to invite certified firms to every trade; host pre-bid info sessions and one-on-one scope calls.
- **Transparent buyout:** Open-book leveling; award on best value with a focus on certified participation.
- **Mentor & support:** Help with insurance/bonding requirements, submittal templates, and schedule planning; prompt pay flow-downs.
- **Track & report:** Maintain a live W/MBE log (commitments, dollars invoiced/paid) and include it in monthly OAC reports; corrective action if pacing lags.



TAB 7: Timely Completion of Projects

Polk County BOCC - RFP 25-597

CURRENT & FUTURE WORKLOAD

Marcobay Construction maintains the resources and staff necessary to deliver multiple large-scale projects without compromising schedule or quality. Founded in Lakeland in 1974, Marcobay has grown to include a strong core team of Project Managers, Superintendents, Estimators, and field personnel supported by long-standing subcontractor partnerships.

Because more than 85% of our annual work comes from repeat clients, our pipeline is predictable and supported by long-term relationships. This allows us to align the right team with the right project at the right time.

DAILY ABILITY TO HANDLE SCOPE

Marcobay's project approach is built on daily, proactive coordination:

- **Project Manager** – Oversees day-to-day operations, subcontractor coordination, and communication with the Owner and Architect. Provides weekly updates to Polk County and ensures schedule adherence.
- **Superintendent** – Manages daily on-site operations, including subcontractor sequencing, logistics, and quality assurance. Responsible for enforcing safety protocols and maintaining productivity on the jobsite.
- **Estimator/Project Engineer** – Supports the team with buyout, cost tracking, ODP administration, and documentation.
- **QA/QC Manager** – Provides independent review of submittals, inspections, and compliance throughout construction.

Our staffing model ensures that each aspect of the project, from site development (\$3M allocation), to PEMB procurement/erection, to interior build-out and site amenities, has clear accountability. Daily field reports, weekly subcontractor meetings, and rolling three-week schedules ensure tasks are actively monitored and adjusted as needed.

STAFF CAPACITY

Marcobay has the depth to staff large projects while maintaining continuity across our portfolio. The team proposed for the Ag Center Complex have all successfully delivered CMAR projects of equal or greater complexity in Polk County.

Our field bench allows us to supplement resources during peak phases (utilities, PEMB erection, finishes) without impacting other projects. This flexibility, combined with our subcontractor base built over 50 years in Polk County, ensures daily workload demands are met without compromise.

COMMITMENT TO ON-TIME DELIVERY

Our track record speaks to our ability to finish projects on or ahead of schedule. For example, the Salvation Army Worship & Community Center was delivered in just 12 months on a fast-track schedule, and the Catapult 3.0 facility was completed on time despite complex site and utility requirements, as well as a worldwide pandemic.

For the Agricultural Center Complex, our focus on early procurement of long-lead items (PEMB, MEP equipment), concurrency between site and vertical work, and tight coordination with The Lunz Group ensures Polk County's timeline—including civil and permit drawings by December 28th—will be met.

Survey Questionnaire – Polk County

RFP 25-597, Construction Manager at Risk – New Agricultural Center Complex

To: Cody McGhee (Name of Person completing survey)
City of Auburndale (Name of Client Company/Consultant)
 Phone Number: 863-965-5545 Email: cmcghee@auburndalefl.com

Subject: Past Performance Survey of Similar work:

Project name: Lake Myrtle Sports Complex Expansion

Name of Vendor being surveyed: Marcobay Construction, Inc.

Cost of Services: Original Cost: \$5,606,575 Ending Cost: \$5,617,298

Contract Start Date: _____ Contract End Date: _____

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the Consultant /individual again) and 1 representing that you were very unsatisfied (and would never hire the Consultant /individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

NO	CRITERIA	UNIT	SCORE
1	Ability to manage cost	(1-10)	10
2	Ability to maintain project schedule (complete on-time/early)	(1-10)	10
3	Quality of workmanship	(1-10)	10
4	Professionalism and ability to manage	(1-10)	10
5	Close out process	(1-10)	10
6	Ability to communicate with Client's staff	(1-10)	10
7	Ability to resolve issues promptly	(1-10)	10
8	Ability to follow protocol	(1-10)	10
9	Ability to maintain proper documentation	(1-10)	10
10	Appropriate application of technology	(1-10)	10
11	Overall Client satisfaction and comfort level in hiring	(1-10)	10
12	Ability to offer solid recommendations	(1-10)	10
13	Ability to facilitate consensus and commitment to the plan of action among staff	(1-10)	10

Printed Name of Evaluator Cody McGhee

Signature of Evaluator: Cody McGhee

Please fax or email the completed survey to: smcintyre@marcobay.com

Survey Questionnaire – Polk County

RFP 25-597, Construction Manager at Risk – New Agricultural Center Complex

To: Ralph Frier (Name of Person completing survey)

Ridgeview Global Studies Academy (Name of Client Company/Consultant)

Phone Number: 863-419-3199 Email: ralph.frier@rgsa.com

Subject: Past Performance Survey of Similar work:

Project name: Ridgeview Global Studies Academy - New Middle School

Name of Vendor being surveyed: Marcobay Construction, Inc.

Cost of Services: Original Cost: \$8,308,00 Ending Cost: \$8,765,706

Contract Start Date: 1/3/2018 Contract End Date: 9/1/2018

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the Consultant /individual again) and 1 representing that you were very unsatisfied (and would never hire the Consultant /individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

NO	CRITERIA	UNIT	SCORE
1	Ability to manage cost	(1-10)	10
2	Ability to maintain project schedule (complete on-time/early)	(1-10)	10
3	Quality of workmanship	(1-10)	8
4	Professionalism and ability to manage	(1-10)	10
5	Close out process	(1-10)	10
6	Ability to communicate with Client's staff	(1-10)	10
7	Ability to resolve issues promptly	(1-10)	10
8	Ability to follow protocol	(1-10)	10
9	Ability to maintain proper documentation	(1-10)	10
10	Appropriate application of technology	(1-10)	10
11	Overall Client satisfaction and comfort level in hiring	(1-10)	10
12	Ability to offer solid recommendations	(1-10)	10
13	Ability to facilitate consensus and commitment to the plan of action among staff	(1-10)	10

Printed Name of Evaluator Ralph H. Frier

Signature of Evaluator: Ralph H. Frier

Please fax or email the completed survey to: smcintyre@marcobay.com

Survey Questionnaire – Polk County

RFP 25-597, Construction Manager at Risk – New Agricultural Center Complex

To: Patrick Huston (Name of Person completing survey)

Carvana, LLC. (Name of Client Company/Contractor)

Phone Number: 480-213-1804 Email: patrick.huston@carvana.com

Total Annual Budget of Entity _____

Subject: Past Performance Survey of Similar work:

Project name: Carvana Vehicle Inspection Center

Name of Vendor being surveyed: Marcobay Construction, Inc.

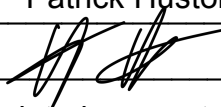
Cost of Services: Original Cost: \$38,774,065.00 Ending Cost: \$41,074,065

Contract Start Date: 12/18/2019 Contract End Date: contract: 12/18/2020
CO: 11/25/2020

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the Contractor /individual again) and 1 representing that you were very unsatisfied (and would never hire the Contractor /individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

NO	CRITERIA	UNIT	SCORE
1	Ability to manage cost	(1-10)	9
2	Ability to maintain project schedule (complete on-time/early)	(1-10)	10
3	Quality of workmanship	(1-10)	10
4	Professionalism and ability to manage	(1-10)	10
5	Close out process	(1-10)	9
6	Ability to communicate with Client's staff	(1-10)	10
7	Ability to resolve issues promptly	(1-10)	10
8	Ability to follow protocol	(1-10)	10
9	Ability to maintain proper documentation	(1-10)	9
10	Appropriate application of technology	(1-10)	10
11	Overall Client satisfaction and comfort level in hiring	(1-10)	10
12	Ability to offer solid recommendations	(1-10)	10
13	Ability to facilitate consensus and commitment to the plan of action among staff	(1-10)	10

Printed Name of Evaluator Patrick Huston

Signature of Evaluator: 

Please fax or email the completed survey to: smcintyre@marcobay.com

Survey Questionnaire – Polk County

RFP 25-597, Construction Manager at Risk – New Agricultural Center Complex

To: Jessica Lawson (Name of Person completing survey)
Peace River Center (Name of Client Company/Consultant)
Phone Number: 863-519-0575 Email: jessica.lawson@peacrivercenter.org

Subject: Past Performance Survey of Similar work:

Project name: Peace River New Crisis Center

Name of Vendor being surveyed: Marcobay Construction, Inc.

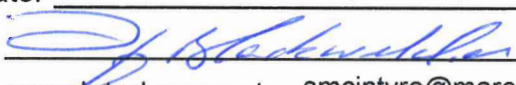
Cost of Services: Original Cost: \$3,937,875 Ending Cost: \$3,582,875

Contract Start Date: _____ Contract End Date: 10/19/2017

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the Consultant /individual again) and 1 representing that you were very unsatisfied (and would never hire the Consultant /individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

NO	CRITERIA	UNIT	SCORE
1	Ability to manage cost	(1-10)	9
2	Ability to maintain project schedule (complete on-time/early)	(1-10)	8
3	Quality of workmanship	(1-10)	9
4	Professionalism and ability to manage	(1-10)	9
5	Close out process	(1-10)	6
6	Ability to communicate with Client's staff	(1-10)	9
7	Ability to resolve issues promptly	(1-10)	9
8	Ability to follow protocol	(1-10)	8
9	Ability to maintain proper documentation	(1-10)	7
10	Appropriate application of technology	(1-10)	9
11	Overall Client satisfaction and comfort level in hiring	(1-10)	9
12	Ability to offer solid recommendations	(1-10)	9
13	Ability to facilitate consensus and commitment to the plan of action among staff	(1-10)	9

Printed Name of Evaluator David F. Blackwelder, Project Manager

Signature of Evaluator: 

Please fax or email the completed survey to: smcintyre@marcobay.com

Survey Questionnaire – Polk County

RFP 25-600, Construction Manager at Risk – Sheriff's Office/Polk County Joint-Use Warehouse & Facilities Management Administration Building

To: Laura Taylor (Name of Person completing survey)

Catapult Lakeland, Inc. (Name of Client Company/Contractor)

Phone Number: 863-687-3788 Email: ltaylor@lakelandedc.com

Total Annual Budget of Entity _____

Subject: Past Performance Survey of Similar work:

Project name: Catapult 3.0

Name of Vendor being surveyed: Marcobay Construction, Inc.

Cost of Services: Original Cost: \$6,568,427.25 Ending Cost: \$7,217,018

Contract Start Date: NOC 10/25/2018 Contract End Date: Shell COC - 6/5/2020
Interior TCO - 3/6/2020

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the Contractor /individual again) and 1 representing that you were very unsatisfied (and would never hire the Contractor /individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

NO	CRITERIA	UNIT	SCORE
1	Ability to manage cost	(1-10)	10
2	Ability to maintain project schedule (complete on-time/early)	(1-10)	10
3	Quality of workmanship	(1-10)	10
4	Professionalism and ability to manage	(1-10)	10
5	Close out process	(1-10)	10
6	Ability to communicate with Client's staff	(1-10)	10
7	Ability to resolve issues promptly	(1-10)	10
8	Ability to follow protocol	(1-10)	10
9	Ability to maintain proper documentation	(1-10)	10
10	Appropriate application of technology	(1-10)	10
11	Overall Client satisfaction and comfort level in hiring	(1-10)	10
12	Ability to offer solid recommendations	(1-10)	10
13	Ability to facilitate consensus and commitment to the plan of action among staff	(1-10)	10

Printed Name of Evaluator Laura L Taylor

Signature of Evaluator Laura L Taylor

Please fax or email the completed survey to: SMcIntyre@marcobay.com

August 12, 2025

POLK COUNTY, A POLITICAL SUBDIVISION OF THE STATE OF FLORIDA
ADDENDUM #1

RFP 25-597, Construction Manager at Risk (CMAR) – New Agricultural Center Complex

This addendum is issued to clarify, add to, revise and/or delete items of the RFP Documents for this work. This Addendum is a part of the RFP Documents and acknowledgment of its receipt should be noted on the Addendum.

Contained within this addendum: Questions and answers.

Tabatha Shirah

Tabatha Shirah

Procurement Analyst

Procurement Division

This Addendum sheet should be signed and returned with your submittal. This is the only acknowledgment required.

Signature: _____

Printed Name: Jimmy Vessels

Title: President

Company: Marcobay Construction, Inc.

Addendum #1

Question 1: Can the County allow us to submit Polk County Survey Questionnaires that were solicited and completed by our clients for previous Polk County RFP's?

Answer 1: 1) Yes, surveys from prior RFP submittals may be used if they meet the following criteria.

- i. The survey questions are the same
- ii. The scope of work of the prior RFP survey you are submitting is similar to the scope of the work of this RFP.
- iii. The survey submitted is for one of the projects identified under Tab 3.
- iv. If submitting a survey from a prior RFP, please manually strike through the RFP number and name on the top of the survey and write in the appropriate RFP number and name that matches the RFP you are submitting a proposal for.

Question 2: The RFP states that the proposal must be submitted in a 3-ring binder. Would Polk County accept a spiral-bound format instead, provided that all requested tabs and documentation are included and clearly organized?

Answer 2: Spiral-bound is acceptable format.

Question 3: 1) Electronic submissions via Kiteworks, are we still required to submit one original and five hard-copy binders, or may we submit only the electronic package? 2) The RFP lists separate Tabs in PDF format. Should we upload five individually labeled PDFs (e.g. "RFP 25-599 Tab 1.pdf"), or combine everything into one bookmarked PDF?

Answer 3: 1) For electronic submissions via Kiteworks, only the electronic package is required. Hard copies are required only for non-electronic submissions.
2) Individual labeled PDF's for each Tab.

Question 4: Want to confirm that Exhibit 1 is not required to be included with each survey questionnaire, and that it is only provided as a reference for completing the top portion of the survey?

Answer 4: Exhibit 1 is detailed instructions on how to prepare and send performance surveys. It is not to be submitted with questionnaire.

Question 5: 1) Regarding Tab 6 of this RFP, please advise if proposers will be allocated points for inclusion of MBE sub-consultants.
2) We've noticed several municipalities removing this particular qualification from the scoring criteria and our request is if the County would give any consideration to doing so?

RFP 25-597, Construction Manager at Risk (CMAR) – New Agricultural Center Complex

Addendum #1

- Answer 5:** 1) Yes proposers will be allocated points for women or minority business enterprises as defined in Tab 6 on page 10 & 11 of Bid Package.
2) The County does not intend to remove this scoring criteria at this time.

Question 6: List of the contractors that attended the mandatory pre-bid meeting?

Answer 6: Attendance for the pre-proposal meeting is posted on the RFP's webpage. Which you can access at the following link: www.polk-county.net/bid-form/rfp-25-597/

Question 7: Address for project site?

Answer 7: The site is located on County owned property at 2200 Homeland-Garfield Road, Bartow, Florida 33830.

Proposers Incorporation Information

(Submittal Page)

The following section should be completed by all bidders and submitted with their bid submittal:

Company Name: Marcobay Construction, Inc.

DBA/Fictitious Name (if applicable): _____

TIN #: 59-1509590

Address: 3810 Drane Field Rd, Suite 16

City: Lakeland

State: Florida

Zip Code: 33811

County: Polk

Note: Company name must match legal name assigned to the TIN number. A current W9 should be submitted with your bid submittal.

Contact Person: Sara McIntyre

Phone Number: 863-680-2293 ext 216

Cell Phone Number: 863-670-1234

Email Address: SMcIntyre@marcobay.com

Type of Organization (select one type)

- ☐ Sole Proprietorship
- ☐ Partnership
- ☐ Non-Profit
- ☐ Sub Chapter
- ☐ Joint Venture
- ☒ Corporation
- ☐ LLC
- ☐ LLP
- ☐ Publicly Traded
- ☐ Employee Owned

State of Incorporation: Florida

The Successful vendor must complete and submit this form prior to award. The Successful vendor must invoice using the company name listed above.

AFFIDAVIT CERTIFICATION IMMIGRATION LAWS

SOLICITATION NO.: RFP 25-597, Construction Manager at Risk--New Agricultural Center Complex

POLK COUNTY WILL NOT INTENTIONALLY AWARD COUNTY CONTRACTS TO ANY CONSULTANT WHO KNOWINGLY EMPLOYS UNAUTHORIZED ALIEN WORKERS, CONSTITUTING A VIOLATION OF THE EMPLOYMENT PROVISIONS CONTAINED IN 8 U.S.C. SECTION 1324 a(e) {SECTION 274A(e) OF THE IMMIGRATION AND NATIONALITY ACT ("INA").

POLK COUNTY MAY CONSIDER THE EMPLOYMENT BY ANY CONSULTANT OF UNAUTHORIZED ALIENS A VIOLATION OF SECTION 274A(e) OF THE INA. SUCH VIOLATION BY THE RECIPIENT OF THE EMPLOYMENT PROVISIONS CONTAINED IN SECTION 274A(e) OF THE INA SHALL BE GROUNDS FOR UNILATERAL CANCELLATION OF THE CONTRACT BY POLK COUNTY.

BIDDER ATTESTS THAT THEY ARE FULLY COMPLIANT WITH ALL APPLICABLE IMMIGRATION LAWS (SPECIFICALLY TO THE 1986 IMMIGRATION ACT AND

SUBSEQUENT AMENDMENTS)

Company Name: Marcobay Construction, Inc.

Signature: _____

Title: President

Date: July 22, 2025

State of: Florida

County of: Polk

The foregoing instrument was acknowledged before me by means of ☒ physical presence or ☐ online notarization, this 22 day of July, 2025, by Jimmy Vessels (name) as President (title of officer) of Marcobay Construction, Inc. (entity name), on behalf of the company, who ☒ is personally known to me or ☐ has produced _____ as identification.

Notary Public Signature: _____

Printed Name of Notary Public: Sara Scoynes

Notary Commission Number and Expiration: HH482188 1/17/2028

(AFFIX NOTARY SEAL)



SARA A. SCOYNES
Notary Public
State of Florida
Comm# HH482188
Expires 1/17/2028

EMPLOYMENT ELIGIBILITY VERIFICATION (E-VERIFY) CERTIFICATION

(Florida Statutes, Section 448.095)

PROJECT NAME: 25-597, Construction Manager at Risk--New Agricultural Center Complex

The undersigned, as an authorized officer of the contractor identified below (the "**Contractor**"), having full knowledge of the statements contained herein, hereby certifies to Polk County, a political subdivision of the State of Florida (the "**County**"), by and on behalf of the Contractor in accordance with the requirements of Section 448.095, Florida Statutes, as related to the contract entered into by and between the Contractor and the County on or about the date hereof, whereby the Contractor will provide labor, supplies, or services to the County in exchange for salary, wages, or other remuneration (the "**Contract**"), as follows:

1. Unless otherwise defined herein, terms used in this Certification which are defined in Section 448.095, Florida Statutes, as may be amended from time to time, shall have the meaning ascribed in said statute.

2. Pursuant to Section 448.095(5), Florida Statutes, the Contractor, and any subcontractor under the Contract, must register with and use the E-Verify system to verify the work authorization status of all new employees of the Contractor or subcontractor. The Contractor acknowledges and agrees that (i) the County and the Contractor may not enter into the Contract, and the Contractor may not enter into any subcontracts thereunder, unless each party to the Contract, and each party to any subcontracts thereunder, registers with and uses the E-Verify system; and (ii) use of the U.S. Department of Homeland Security's E-Verify System and compliance with all other terms of this Certification and Section 448.095, Fla. Stat., is an express condition of the Contract, and the County may treat a failure to comply as a material breach of the Contract.

3. By entering into the Contract, the Contractor becomes obligated to comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility," as amended from time to time. This includes but is not limited to utilization of the E-Verify System to verify the work authorization status of all newly hired employees, and requiring all subcontractors to provide an affidavit attesting that the subcontractor does not employ, contract with, or subcontract with, an unauthorized alien. The Contractor shall maintain a copy of such affidavit for the duration of the Contract. Failure to comply will lead to termination of the Contract, or if a subcontractor knowingly violates the statute or Section 448.09(1), Fla. Stat., the subcontract must be terminated immediately. If the Contract is terminated pursuant to Section 448.095, Fla. Stat., such termination is not a breach of contract and may not be considered as such. Any challenge to termination under this provision must be filed in the Tenth Judicial Circuit Court of Florida no later than 20 calendar days after the date of termination. If the Contract is terminated for a violation of Section 448.095, Fla. Stat., by the Contractor, the Contractor may not be awarded a public contract for a period of 1 year after the date of termination. The Contractor shall be liable for any additional costs incurred by the County as a result of the termination of the Contract. Nothing in this Certification shall be construed to allow intentional discrimination of any class protected by law.

Executed this 22nd day of July, 2025.

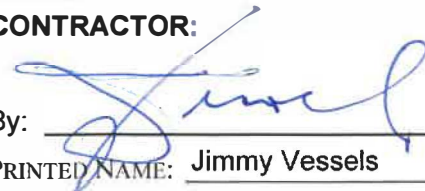
ATTEST:

By: 

PRINTED NAME: Tammy Brend

Its: Director of Operations

CONTRACTOR:

By: 

PRINTED NAME: Jimmy Vessels

Its: President

POLK COUNTY LOCAL BUSINESS TAX APPLICATION FORM**ACCOUNT NO. 29199****CLASS: B+****PAYMENT DUE BY: 09/30/2025**

OWNER NAME	LOCATION
JIMMY L VESSELS	3700 DMG DR LAKELAND

BUSINESS NAME AND MAILING ADDRESS MARCOBAY CONSTRUCTION MARCOBAY CONSTRUCTION 3700 DMG DR LAKELAND, FL 33811	CODE 230150	ACTIVITY TYPE CONTRACTOR GENERAL
--	------------------------------	---

SIGN HERE**rhernandez@marcobay.com**SIGNATURE INDICATES APPLICANT READ AND UNDERSTANDS THE APPLICATION
AFFIDAVIT ON THE BACK OF THE FORM AND AFFIRMS THE INFORMATION PROVIDED IS
TRUE AND CORRECT.**AMOUNT DUE: 57.75****PAID - 3432582 07/23/2025 HSP TP 57.75 MARCOBAY CONSTRUCTION****For Your Information: What You Need To Know About Tangible Personal Property**

Every individual or firm doing business and located in Polk County is also subject to the tangible personal property requirement.

An initial tangible personal property tax return is required to be filed with the Polk County Property Appraiser's Office by April 1st of the year after the business opens. The initial return is required if the business owns or leases any personal property, without regard to the value of that personal property. In subsequent years, however, no return is required unless the combined value of all business equipment is more than 25,000 dollars.

To file an initial tangible personal property tax return or for additional information, visit Polk County Property Appraiser's Office website, polkpa.org.

POLK COUNTY LOCAL BUSINESS TAX RECEIPT**ACCOUNT NO. 29199****CLASS: B+****EXPIRES:****09/30/2026**

OWNER NAME	LOCATION
JIMMY L VESSELS	3700 DMG DR LAKELAND

BUSINESS NAME AND MAILING ADDRESS MARCOBAY CONSTRUCTION MARCOBAY CONSTRUCTION 3700 DMG DR LAKELAND, FL 33811	CODE 230150	ACTIVITY TYPE CONTRACTOR GENERAL
--	------------------------------	---

PROFESSIONAL LICENSE (IF APPLICABLE)
DBPR CBC047744**OFFICE OF JOE G. TEDDER, CFC * TAX COLLECTOR**THIS POLK COUNTY LOCAL BUSINESS TAX RECEIPT MUST BE CONSPICUOUSLY
DISPLAYED AT THE BUSINESS LOCATION**PAID - 3432582 07/23/2025 HSP TP 57.75 MARCOBAY CONSTRUCTION**



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

SLIGH, ANTHONY DAVID

MARCOBAY CONSTRUCTION, INC
3700 DMG DR
LAKELAND FL 33811

LICENSE NUMBER: CGC1532260

EXPIRATION DATE: AUGUST 31, 2026

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

ISSUED: 07/29/2024

Do not alter this document in any form.

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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

BUSING, BRIAN LEE

MARCOBAY CONSTRUCTION, INC.
4025 S PIPKIN ROAD
LAKELAND FL 33811

LICENSE NUMBER: CGC1532521

EXPIRATION DATE: AUGUST 31, 2026

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

ISSUED: 07/16/2024

Do not alter this document in any form.

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Ron DeSantis, Governor

Melanie S. Griffin, Secretary



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

CONSTRUCTION INDUSTRY LICENSING BOARD

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

VESSELS, JIMMY LEE

MARCOBAY CONSTRUCTION INC
3700 DMG DRIVE
LAKELAND FL 33811

LICENSE NUMBER: CBC047744

EXPIRATION DATE: AUGUST 31, 2026

Always verify licenses online at MyFloridaLicense.com

ISSUED: 08/02/2024

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.



**Request for Taxpayer
Identification Number and Certification**

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

**Give form to the
requester. Do not
send to the IRS.**

Before you begin. For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See Specific Instructions on page 3.	1 Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.) MARCOBAY CONSTRUCTION, INC.	
	2 Business name/disregarded entity name, if different from above.	
	3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. ☐ Individual/sole proprietor ☐ C corporation ☒ S corporation ☐ Partnership ☐ Trust/estate ☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) Note: Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. ☐ Other (see instructions) _____	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____ (Applies to accounts maintained outside the United States.)
	3b If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions ☐	
	5 Address (number, street, and apt. or suite no.). See instructions. 3700 DMG Drive	Requester's name and address (optional)
6 City, state, and ZIP code Lakeland, Florida 33811		
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. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
			-						
or									
Employer identification number									
5	9	-	1	5	0	9	5	9	0

Part II Certification

Under penalties of perjury, I certify that:

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

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

Sign Here	Signature of U.S. person 	Date 7/24/2025
------------------	--	-----------------------

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.

What's New

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they



July 24, 2025

Re: **Marcobay Construction, Inc.**

We are pleased to advise you that **Marcobay Construction, Inc.** has a surety relationship with **Liberty Mutual Insurance Company**, which carries an A.M. Best Rating of A XV and a Department of Treasury's Federal Register listing of \$1,897,231,000..

Based upon normal and standard underwriting criteria at the time of the request, we should be in a position to provide Performance and Payment Bonds when requested by Marcobay Construction, Inc. Their single job limit is \$50,000,000.00 with a \$100,000,000.00 aggregate work program. **Liberty Mutual Insurance Company** reserves the right to review bond issuance based on the underwriting criteria in effect at the time the bonds are requested; subject to acceptable contract terms, bond forms, and evidence of financing acceptable to both the Contractor and the Surety.

This letter is issued as a bonding reference. Neither we nor **Liberty Mutual Insurance Company** assume liability to any third party, including you, if bonds are not provided.

Marcobay Construction, Inc. maintains an excellent reputation of exceeding owner expectations by providing quality projects on time and within budget. We recommend them to you very highly and invite any additional inquiries you may have.

Sincerely,
Liberty Mutual Insurance Company

Kevin Wojtowicz
Surety Specialist and Licensed Agent