

**REQUEST FOR STATEMENT OF QUALIFICATIONS (RSOQ)  
 CONSTRUCTION MANAGER AT RISK (CM@R) FOR FIRE/MEDICAL  
 ADMINISTRATION FACILITY  
 RSOQ# 18-FD03302018**

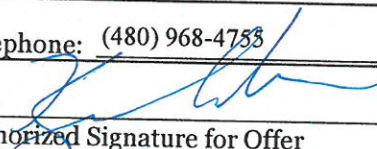
**INTRODUCTION**

The City of Maricopa will accept competitive sealed Statements of Qualifications for a Construction Manager at Risk for the Fire Administration Facility at the address or physical location until the date and time detailed below. The Qualifications shall be delivered to the location listed below, and shall be in the actual possession of the City on or prior to the exact date and time indicated below. Late offers will not be considered. **Offers shall be submitted in a sealed package with "RSOQ 18-FD03302018 Construction Manager at Risk (CM@R) for the Fire Administration Facility" and the Offeror's name and address clearly indicated on the front of the package.** All offers shall be completed in ink or typewritten. Offerors are strongly encouraged to carefully read the **entire** Request for Statement of Qualifications.

Offer Due Date:	June 07, 2018
Offer Time:	2:00 p.m. Arizona Time
Number of Qualifications:	1 unbound original (labeled) and five (5) bound paper copies
Contact:	Kathleen Shipman, Purchasing Manager
E-Mail:	<a href="mailto:Kathleen.Shipman@maricopa-az.gov">Kathleen.Shipman@maricopa-az.gov</a>
Mailing Address:	39700 W. Civic Center Plaza, Maricopa, AZ 85138
Location:	39700 W. Civic Center Plaza, Maricopa, AZ 85138

**OFFER**

To the City of Maricopa: The undersigned on behalf of the entity, firm, company, partnership, or other legal entity listed below offers on its behalf to the City an offer that contains all terms, conditions, specifications and amendments in the Notice of Request for Statement of Qualifications issued by the City. Any exception to the terms contained in the Notice of Request for Statement of Qualifications must be specifically indicated in writing and are subject to the approval of the City prior to acceptance. The signature below certifies your understanding and compliance with the Terms and Conditions contained in the Request for Statement of Qualifications package issued by the City.

Arizona Transaction (Sales) Privilege Tax License Number: <u>07226044</u>	For clarification of this offer contact: Name: <u>Keith Sabia</u> Email: <u>ksabia@willmeng.com</u>
Federal Employer Identification Number: <u>86-0410806</u>	Telephone: <u>(480) 968-4753</u>
<u>Willmeng Construction, Inc.</u> Company Name	 Authorized Signature for Offer
<u>2048 N. 44th St., Ste. 200</u> Address	<u>Keith Sabia</u> Printed Name
<u>Phoenix</u> <u>Arizona</u> <u>85008</u> City              State              Zip Code	<u>Principal-in-Charge</u> Title

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\* Willmeng's SOQ is organized according to the Qualifications Format and Required Responses stipulated on page 18-19 of the RFQ.

\*\* We acknowledge receipt of Addenda No.1

June 7, 2018

Kathleen Shipman, BSB, CPPM  
Purchasing Manager  
Financial Services  
City of Maricopa  
39700 West Civic Center Plaza, Maricopa, AZ 85138

We acknowledge receipt of Addenda No. 1



RE: Construction Manager-at-Risk for Fire/Medical Administration Facility

Dear Ms. Shipman and members of the Selection Committee:

As your partner throughout the design and construction process, Wilmeng understands how critical the Fire/Medical Administration Facility is to your community, and we want to help fulfill your goals with ease and confidence! Wilmeng as a firm brings the right combination of aptitude and attitude to this endeavor from several perspectives:

**The "Right Fir" to Add Value to the City:** Wilmeng focuses on the "right fir" for each potential project. The extensive knowledge and experience of our proposed team and firm directly relates to fire administration facilities. Completing 50+ ground-up and TI office projects per year, as well as 48 municipal and public safety facilities, our team understands current design and space utilization trends, sustainable features and safety standards necessary so you have a high-performing facility for years to come. With this experience and understanding, we will be a valued partner in implementing your vision into the facility. Keith Sobbia, Project Executive, is well recognized as an expert in municipal and public safety facilities, and has executed them with our proposed Project Manager, Jason Alvarado and Superintendent, Andy Hindson. Andy's recent experience working on multiple projects at the Volkswagen Proving Grounds connects him with many City of Maricopa building and fire inspectors, and gives him a unique resume working within the Maricopa community. Keith, Jason and Andy—including a Preconstruction Director who is an expert in municipal CMARs—will provide an exceptional experience!

**CMAR Experts to Drive Value During Preconstruction:** Wilmeng will assist during the design to enhance the decision-making process. With a team that has collectively built 53 CMAR projects, we will contribute our builder expertise during the pre-construction phase to achieve the right balance of program requirements, design intent, budget, schedule and quality. Wilmeng as a firm, and indeed each of our proposed team members, has experienced first-hand the benefits of early collaboration with project stakeholders, influencing system-level decisions when they are most impactful to the project.

**A Passion to Support the Public Safety Community:** Wilmeng's team is the most experienced and eager to build your Fire/Medical Administration Facility! They have completed many typical municipal facilities, and possess the CMAR resumes that align perfectly with your scope of work. Also, they have proactively identified several issues and recommended solutions specific to YOUR Fire/Medical Administration Facility. This team's Maricopa experience with constructing Fire Station No. 575, right next door, defines the perfect experience to oversee your next project in the Heritage District for the City. Our passion is a sincere desire to serve the City of Maricopa and the surrounding community with a client and design collaboration to make your project successful.

Wilmeng Construction appreciates the opportunity to propose on this important project to the City of Maricopa. We hope that our approach to the scope, and the issues and challenges we have identified in this SOQ resonate with you. Our team looks forward to further discussing how we can help deliver the Fire/Medical Administration Facility the Maricopa way!

b. Name of persons who are authorized to make representations on behalf of the Offeror:  
Keith Sobbia, Principal | Project Executive, Email: ksobbia@wilmeng.com, Cell: (480) 466-2181, Fax: (480) 557-6788

c. A statement that the individual who signs the transmittal letter is authorized to bind the Offeror to contract with the City:  
Keith Sobbia, Principal at Wilmeng Construction, Inc., is authorized to bind into contract with the City of Maricopa and Wilmeng Construction, Inc.

Sincerely,

  
Keith Sobbia  
Principal | Project Executive

  
Team who  
built Maricopa  
Fire Station  
No. 575

  
48  
Municipal  
projects  
completed by  
team members

**50+**  
Ground-up  
and TI office  
projects  
per year

**53**  
CMAR  
projects  
completed in  
the last five  
years



**a. Primary line of business? Provide a general description of the firm and/or team that is proposing.**

Founded in 1977, Willmeng Construction, Inc. has operated under our present name for 41 years. Willmeng is a 100% Arizona owned and operated construction company providing general contracting, design-build, Construction Manager-at-Risk, and Job Order Contracting services to Arizona clients for 41 years. Willmeng currently employs 120 individuals who share the Willmeng philosophy of building relationships through client satisfaction and building with integrity. We have an unyielding commitment to creating a superior project experience so that our clients become our partners, selecting us for future projects and recommending Willmeng to their industry colleagues. It is because of this client-focused approach to every project that we have become the go-to contractor for our clients' construction needs.

**b. Does your firm have at least one office located in the State of Arizona?**

Willmeng is 100% owned and operated Arizona contractor.

**c. Discuss the structure of your firm. If a private firm, state whether a corporation, partnership, sole proprietorship, or combination. Provide a listing of all principals and/or owners. Indicate the length of time the firm has been in business under the current business name as well as any previous business names.**

Willmeng is organized as a corporation established in Phoenix, Arizona in 1980. Willmeng officers include:

James Murphy | President  
Thomas Jarvis | Vice President of Sales & Pre-Leasing  
Isam Chandour | Vice President/Chief Estimator  
Mike Mongelli | Chief Operating Officer  
Keith Sabia | Principal-in-Charge  
Cody Phelan | Principal-in-Charge

Willmeng was incorporated in 1980 in the State of Arizona.

**d. Resumes for each key team member shall be limited to a maximum length of two (2) pages and should be attached as an appendix to the Statement of Qualifications.**

As requested, resumes for key personnel are included in the appendix.

**Firms are to submit on copy of a statement from an A- or better surety company to the Company's bonding capacity. This statement and self addressed packet in a separate sealed envelope, marked "CONFIDENTIAL". The outside of this sealed envelope should identify the firm and project.**

A statement of Willmeng's bonding capacity is included in a separate sealed envelope per the RFQ.

Willmeng is bonded by Great American Insurance Company. They are a Treasury Listed, "A+" (Excellent) Best rated surety company and have been able to meet the surety needs of Willmeng.



**CONSTRUCTION MANAGER AT RISK (CM@R)  
FOR FIRE/MEDICAL ADMINISTRATION FACILITY**

**LICENSED CONTRACTOR**

**SECTION**

**Contractor shall provide documentation that the Offeror is licensed under the applicable laws of the State of Arizona. Please include copies of any and all licenses held by members of the Project Team (include in appendix).**

Willmeng is an Arizona licensed General Contractor providing construction services in the valley for over 40 years.

A copy of Willmeng's ROC license is included in the appendix.



**a. Provide a general description of the firm and that team that is proposing to provide the contracted services. Provide an organizational chart that shows key team members and identifies the location from which they will perform their work.**

Founded in 1977, Willmeng Construction, Inc. is a 100% Arizona owned and operated construction company providing general contracting, Construction Manager-at-Risk, design-build, and Job Order Contracting services to Arizona clients for 41 years. Willmeng currently employs 120 individuals who share the Willmeng philosophy of building relationships through client satisfaction and building with integrity. We have an unyielding commitment to creating a superior project experience so that our clients become our partners, selecting us for future projects and recommending Willmeng to their industry colleagues. It is because of this client-focused approach to every project that we have become the go-to contractor for our clients' construction needs.

The collective experience of the Willmeng team provides the City of Maricopa with a superbly qualified CMAR partner to plan, design and construct your new Fire/Medical Administration Facility. Having the right combination of CMAR experience, public safety and municipal expertise, and Maricopa knowledge; our team is uniquely positioned to anticipate issues specific to this scope of work.

We can't state enough how important the leadership of Keith Sabia, Project Director, is to this project's success. Keith is an expert in the CMAR approach with an extensive resume on municipal projects and previous successful experience with the City of Maricopa and with similar projects. He has been working with our proposed Project Manager, Jason Alvarado, for more than ten years on projects relevant to the Fire/Medical Administration Facility.

In addition to Keith's experience, Jason has a history of successfully completing 10 municipal projects for various cities throughout Arizona, including for the City of Maricopa.

Jason's management style reflects true leadership through a hands-on approach as he encourages all stakeholders and team members to provide their expertise and input for the betterment of the project ahead. Jason's experience includes the construction of the Maricopa Fire Station No. 575.

Jason has also completed several additional projects for the cities of Phoenix, Buckeye and the Town of Gilbert.

Moreover, Jason has spent the majority of his career working with Keith Sabia. Under Keith's tutelage, Jason has become an expert builder, having served in both superintendent and project management capacities.

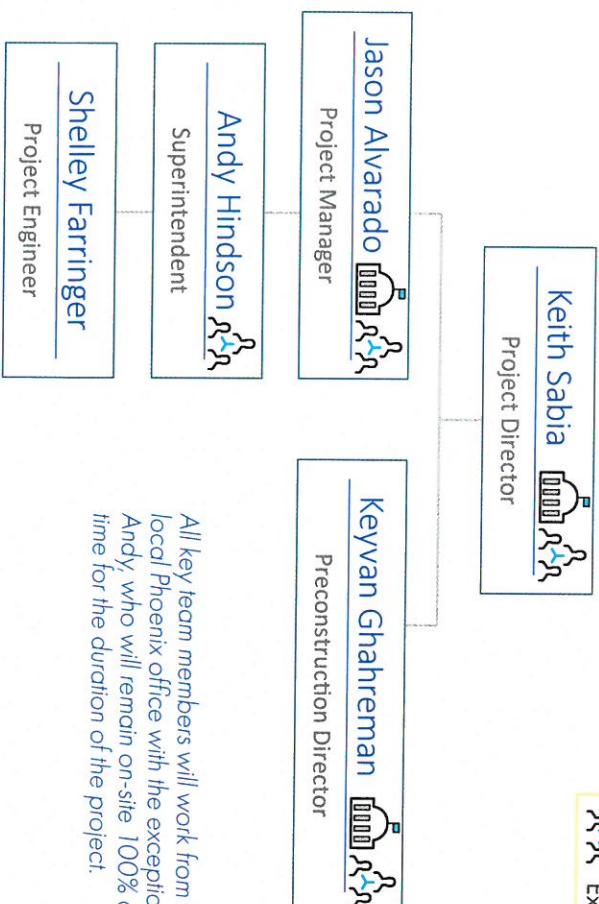
Jason will attend all project meetings and will play a key role during the design and construction phases, providing his expertise and can-do attitude to progress the team and project in a forward direction.

Jason will be supported during the pre-construction phase by Keyvan Ghahreman, who has built his career delivering facilities through CMAR services. Throughout the entire design process, Keyvan will utilize a proven system to manage the project budget from initial programming, along with providing constructability and value added option reviews that support the developing design process.

This will ensure the City is receiving the best value through cost-effective system and material selections.

During construction, Jason will work closely with Superintendent Andy Hindson, who will be on site 100% of the time, supervising all aspects of the day-to-day activities, including schedule, safety and quality control. Andy will establish, implement and manage a project specific quality control plan and will oversee subcontractor coordination meetings and look-ahead schedules for the project team and subcontractors.

Supporting the entire team every step of the way will be our Project Engineer, Shelley Farringer. Shelley's organized and methodical approach to administering the project will serve the team well in establishing and meeting its commitments.



All key team members will work from the local Phoenix office with the exception of Andy, who will remain on-site 100% of his time for the duration of the project.

*b. Identify at least three comparable projects in which the firm served as the Construction Manager at Risk during design and construction phases (without providing construction services), and/or General Contractor. Special consideration will be given to firms that have provided Construction Manager at Risk services on similar successful projects.*

The following firm projects represent Willmeng's and the team's expertise with similar vital components as those included in the scope of this project. These projects highlight our experience in municipal design and construction, administrative office experience, development on larger parcels, site and infrastructure development, experience with multiple stakeholders, experience as a team and our CMAR expertise.

*d. Identify the location of the firm's principal office, and percent of the work to be done locally.*

Willmeng's principal office is located at 2048 North 44th Street, Suite 200 in Phoenix, AZ. This is the home office location of all Willmeng key staff on this project. Willmeng is a 100% Arizona owned and operated general contractor, therefore all work will be completed locally.



**RELEVANCE**

- CMAR Project
- Same Team as proposed
- Full preconstruction services
- Site Development
- Multiple Stakeholders
- Infrastructure development

**GILBERT FIRE STATION NO. 9**

**GILBERT, AZ**

This facility is a new, 13,700 SF, 4-bay fire and rescue station developed on 3.1 acres of land in southeast Gilbert. The station includes living quarters, exercise room, kitchen, dispatch room, offices, a decontamination room and apparatus space to support up to four engines and/or rescue equipment. The all-masonry structure includes insulated concrete walls to provide higher energy efficiency. The facility reflects the Town of Gilbert's prototype fire station design while incorporating many improvements from previous Town of Gilbert facilities.

<b>2. ROLE OF FIRM:</b>	CMAR Contractor	
<b>3. ORIGINAL CONST. COST: FINAL CONST. COST:</b>	Orig.: \$4,998,000 Est. Final: \$4,998,000	
<b>4. CONSTRUCTION DATES:</b>	11/2017 - 8/2018	
<b>5. PARTICIPATION IN PARTNERING:</b>	This project was a true CMAR delivery with a highly collaborative process throughout design and construction.	
<b>6. PROJECT OWNER:</b>	Town of Gilbert	
<b>7. REFERENCE INFORMATION:</b>	Town of Gilbert James Nelson (602) 885-7513	Town of Gilbert Jack Gierak (480) 503-6176





**RELEVANCE**

- CMAR Project
- Some Team as Proposed
- Large Site
- Full Preconstruction Services
- Site Development
- Multiple Stakeholders
- Utility Coordination
- Offsite Improvements
- ROW Improvements

**GILBERT CHRISTIAN SCHOOLS**

**GILBERT, ARIZONA**

The new K-8 campus includes 60,342 SF of new facilities on 10 acres of newly developed site. The facility is comprised of four separate buildings including classrooms, labs, administration facilities, a multi-purpose room and a gymnasium. The tight design and construction schedule, compounded by the lengthy timeframe required to finalize financing, permitting and zoning created up-front delays that further compressed the construction schedule. The school's opening date was achieved because Willmeng crafted a faith-based agreement with the owners to commence construction early. The project was finished in late July 2017, just before the start of the school semester, and now serves approximately 450 students.

<b>2. ROLE OF FIRM:</b>	CMAR Contractor
<b>3. ORIGINAL CONST. COST:</b> <b>FINAL CONST. COST:</b>	Orig.: \$8,459,754 Final: \$8,521,564
<b>4. CONSTRUCTION DATES:</b>	10/2016 - 7/2017 - <i>On Time!</i>
<b>5. PARTICIPATION IN PARTNERING:</b>	This project was delivered on time and under budget in a highly collaborative CMAR process with multiple stakeholders.
<b>6. PROJECT OWNER:</b>	Gilbert Christian Schools
<b>7. REFERENCE INFORMATION:</b>	Gilbert Christian Schools, Jim Desmarchais, (480) 699-1215 Deutsch Architecture Group David Calcaterra, (602) 840-2929



**RELEVANCE**

- CMAR Process
- Large Site
- Office Building
- Full Preconstruction Services
- Site Development
- Utilities Coordination

**CAMBRIDGE WEST**

**CHANDLER, AZ**

Cambridge West is an approximately 65,000 SF, two-story, Class A office building. Located on a 5-acre site. Cambridge West is in the vicinity of the Chandler Municipal Airport. Butler Design Group in Phoenix is the designer of the project. The shell is composed of tilt-up concrete panels, and the interior build-out includes high-end tile floors and walls, wood plank ceilings, and level 5 finish drywall. Construction will be completed in June 2018.

<b>2. ROLE OF FIRM:</b>	General Contractor with Negotiated GMP
<b>3. ORIGINAL CONST. COST:</b> <b>FINAL CONST. COST:</b>	Orig.: \$7,085,341 Est. Final: \$7,920,482
<b>4. CONSTRUCTION DATES:</b>	7/2017 - 6/2018
<b>5. PARTICIPATION IN PARTNERING:</b>	This project is being delivered on time and within budget in a highly collaborative CMAR process.
<b>6. PROJECT OWNER:</b>	Cambridge Financial Services
<b>7. REFERENCE INFORMATION:</b>	Butler Design Group, Inc. Toby Rogers, (602) 218-4785 Cambridge Financial Services Eric Pyles, (480) 219-8522

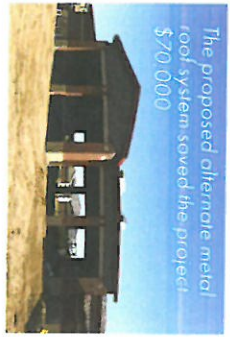
a. Discuss a basic scope of work you would utilize to accomplish all of the requirements contained within the Scope of Services. Note the major issues and potential risks your team has identified for this project and how you intend to address those issues.

**PRE-CONSTRUCTION SERVICES**

**1** Lead project planning and scheduling for both the design and construction phases: The City of Maricopa is looking for a partner who will enhance the value of the project by supporting intelligent decision-making. As such, Willmeng takes ownership for planning and scheduling throughout the design and construction process. As soon as we engage in the Fire/Medical Administration project, we will develop an overall project schedule that will consider not only construction, but also design, trade procurement, permitting, and material procurement.

**2** Provide for construction phasing and scheduling: Willmeng always takes a proactive approach to planning and scheduling to fulfill the needs of a project. Two of our proposed team members – Keith Sobia and Jason Alvarado – worked on the 60,000 SF Gilbert Christian School Greenfield campus. The tight design and construction schedule, compounded by the lengthy time frame required to finalize financing, permitting and zoning created up-front delays that further compressed the construction schedule. The school's opening date was achieved because Willmeng crafted a faith-based agreement with the owners to commence construction early, and developed a well-managed plan to execute. This project provides one of our best examples of our abilities to deliver despite seemingly unsurmountable time constraints. For more information on this success story, please follow this link: <https://vimeo.com/236498106/c7c0fd37b1>

**3** Provide alternative systems evaluation and constructability studies: Our team is familiar with the emerging trends in public facility design and construction, and have analyzed numerous alternatives to enhance value to our municipal clients.



**Willmeng**

This graphic demonstrates Willmeng's approach to holistically evaluating alternate systems, thereby facilitating informed decision-making.

<p><b>Option 1</b></p> <p><b>Hollow Metal Sidelite and Drivall</b></p> <p>Cost: \$6 - \$8' w/ Wall Area</p> <p>Pros:</p> <ul style="list-style-type: none"> <li>- Ease of installation</li> <li>- Materials readily available</li> <li>- Long Life Span</li> <li>- Added wall space</li> </ul> <p>Cons:</p> <ul style="list-style-type: none"> <li>- Harder to maintain (great scratches and scuffs)</li> <li>- Large opportunity to bring natural light into interiors</li> </ul> <p>Schedule: No major issues</p>	<p><b>Option 2</b></p> <p><b>Hollow Metal Glass System</b></p> <p>Cost: \$18 - \$20 w/ Wall Area</p> <p>Pros:</p> <ul style="list-style-type: none"> <li>- Allows for draping of interior spaces</li> <li>- More open feel</li> <li>- Easy to maintain</li> </ul> <p>Cons:</p> <ul style="list-style-type: none"> <li>- Coordination with drwall tolerances</li> <li>- No flexibility</li> <li>- Lack of privacy</li> <li>- Lack of wall space</li> </ul> <p>Potential lead time issues</p>	<p><b>Option 3</b></p> <p><b>Bulk-Joint Glass System</b></p> <p>Cost: \$25 - \$28 w/ Wall Area</p> <p>Pros:</p> <ul style="list-style-type: none"> <li>- Clean / open look &amp; feel</li> <li>- Allows for draping of interior spaces</li> <li>- Easy to maintain</li> </ul> <p>Cons:</p> <ul style="list-style-type: none"> <li>- Increased coordination with drwall tolerances</li> <li>- Quality of caulked joints</li> <li>- Lack of privacy</li> <li>- Lack of wall space</li> </ul> <p>Potential lead time issues</p>	<p><b>Option 4</b></p> <p><b>Demountable Partition System</b></p> <p>Cost: \$38 - \$40 w/ Wall Area</p> <p>Pros:</p> <ul style="list-style-type: none"> <li>- Fast assembly</li> <li>- Flexibility for future configurations</li> <li>- Can provide interesting mix of materials</li> <li>- Extensive up-front coordination</li> <li>- Modifications &amp; Changes can be costly</li> </ul> <p>Cons:</p> <ul style="list-style-type: none"> <li>- Longest schedule impacts due to extensive shop drawing, review, and fabrication process</li> </ul> <p>Schedule:</p>
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During the preconstruction phase of our current Gilbert Fire Station No. 9 project, the design team proposed a new metal roofing system that resulted in a significant cost premium. Our team recommended a system used on previous similar successful projects, which was accepted by the client.

**4** Advise the City of ways to gain efficiencies in project delivery and reduce overall delivery time: One method of gaining efficiencies in project delivery is facilitating quick decision-making. As the team evaluates material or systems options, part of our role as the CMAR is to provide the most complete information we can to facilitate intelligent and timely decisions. The above graphic is an example of how we provide a complete analysis, weighing multiple factors in the selection of office front systems, to facilitate quick decisions-making.

**5** Provide long-lead procurement studies and initiate procurement of long-lead items: We develop our purchasing schedule based on the overall project schedule, thereby tying material required by field dates to purchasing dates. The purchasing schedule takes into account submittal lead times, review and approval durations, fabrication time frames, and shipment. When the date of delivery does not align with material required by field, we initiate measures for early procurement or work with the team to accelerate the submittal review process.

**6** Participate in partnering sessions with the project team: Trust is earned by both following through on commitments, and by getting to know individuals on a personal level. Partnering sessions create a setting where people become a little more vulnerable than they typically are during the course of their busy workdays, enabling individuals to coalesce into a team. Willmeng's culture is focused on organizational health, and we therefore wholeheartedly promote partnering sessions to foster a high-performing team.

**7** Participate in regular scheduled project coordination meetings: A critical aspect of the CMAR approach is spending the necessary time with the City of Maricopa and Perlman Architects to thoroughly understand program requirements and design intent. Attending project coordination meetings is critical to our preconstruction efforts, and is a first step in helping us "fill in the gaps" when design elements are not yet incorporated into project documentation. During preconstruction, we will proactively engage with the City and Perlman outside of regularly-scheduled meetings to get the clearest understanding of the design direction to budget accurately and reliably.

**8** Participate in constructability reviews at various levels of design: Throughout the design phase, our team of builders will work with the City of Maricopa and our design partners to determine if means and methods,

or construction materials and systems, that provide better efficiency at a better value can be incorporated into the project. As project documents progress, our team will continue this effort to ensure the budget, schedule and quality expectations are fulfilled.

**9 Provide value engineering:** The Willmeng team believes strongly that to best support your goals, we can provide the greatest value when we are engaged early in the design process. We pride ourselves on providing timely, accurate and reliable information, enabling the project team to make intelligent decisions that support the business. This is the ultimate goal of our efforts to enhance value to the process and project.

**10 Provide detailed cost estimating and knowledge of marketplace conditions:** Willmeng provides more than 500 estimates during various stages of design per year to our clients and design partners. From initial programming with block diagrams and test fits to construction documents issued for permit, we constantly draw upon our cost database to provide accurate and reliable estimates for our clients. With the volume of work we perform – both ground-up and interiors – we are true market experts with a clear understanding of material and labor availability, which helps us formulate our pricing and procurement strategies from project to project.

**11 Develop and maintain the project cost model:** Under the CM@R approach, one of our first tasks will be developing a project cost model. Once we become familiar with the parameters and vision of the project, we utilize our extensive database of cost information and knowledge of market conditions to create an accurate and reliable cost model. This cost model becomes the baseline budget for the project and also the basis for all future estimate benchmarking.

**12 Concur with plans and specifications prior to construction:** Willmeng's goal as your CM@R is to assist the team in developing plans and specifications that not only fulfill Maricopa's project requirements and vision, but also deliver the best value for the City. As described above, through value analysis and constructability efforts with the team, we will work diligently to develop plans and specifications that deliver a high-performing facility.

**13 Submit a Guaranteed Maximum Price (GMP) for City review and negotiation:** As your CM@R, Willmeng's job is to account for all scope that can be gathered from review of the available documents, understanding of the program requirements in form and function, and discernment of the design intent by closely working with the design team. Assuming no major scope is added after the GMP is established, the appropriate allowances and contingencies should be in place such that the agreed upon cost should not be exceeded. Willmeng views GMP development as a highly collaborative process in which the team agrees on the reasons for and amounts of contingencies and allowances. We will only use contingencies with Owner approval and will implement a plan where contingency is released back to the project or major design and construction milestones.

**CONSTRUCTION SERVICES**

**1 Serve as the general contractor during construction:** Willmeng Construction has been in business since 1977, and specializes in both ground-up and tenant improvement projects. At the heart of Willmeng's culture lies the desire to do more than our fair share. We believe strongly in nurturing great relationships among our clients, design partners, and trade contractors, which affords us many opportunities to enhance the building experience for our customers. We strive to be exceptional builders, and our team is committed to providing exceptional service as your building partner.

**2 Coordinate with various utilities:** Our team's experience working in the City of Maricopa has given us the opportunity to collaborate with the Development Services and Building Safety teams top to bottom. Having constructed Maricopa's Fire Station No. 575, Keith Sabia and Jason Alvarado worked closely with City staff to assure that our plan was acceptable. Additionally, during the construction of FS No. 575, we worked hand-in-hand with Global Water Resources – Maricopa's water utility - to assure water service was expeditiously brought to the new station.

**3 Arrange for procurement of materials and equipment:** Once the new Fire/Medical Administration Facility transitions into construction, we create a purchasing schedule that tracks all materials that are required to

perform the work. This schedule includes submittal lead times, submittal review timeframes, fabrication durations, transit to the job (as applicable), and day of delivery. So on a trade-by-trade basis, we proactively track all materials down to the day they need to arrive on site to support the work.

**4 Schedule and manage site operations:** Willmeng's approach to managing the schedule and site operations is to utilize Last Planner Scheduling, which is the process of involving the individual foremen in project planning to eliminate waste and increase efficiency and ownership. The foremen develop Weekly Work Plans (WWP's) and discuss them with the other trades at our weekly subcontractor coordination meeting. By focusing the foremen only on those tasks which advance the critical path AND release the next trade, we eliminate wasted activity and increase efficiency. By requiring the foremen to participate in the planning process, we create a predictable and reliable workflow, which is critical for meeting schedule commitments.

**5 Provide quality controls:** Willmeng's approach to quality is a culmination of best practices and lessons learned throughout our 41-year history. Our seasoned team of building professionals regularly shares our experience and expertise to develop a quality control program specific to every project. The detail shown here is one example of how we would manage the quality of interior finishes.



*This detail shows several different trades coming together in one location, which can be difficult to execute in the field. In such cases, we would recommend stand-alone or in-place mock-ups to demonstrate the proper quality expectations.*

**6 Bond and insure the construction:** Throughout Willmeng's 40+ year history, we have never missed a schedule, and we have never defaulted on a project. As such, we have never called upon our surety to augment or complete our work. Our long record of dependability and

financial strength enables us to meet the City of Maricopa's insurance requirements, and our current bonding capacity is \$90M per project and \$200M aggregate.

**7 Comply with all federal, state and local permitting requirements:** Willmeng develops a schedule in preconstruction that works backward from substantial completion through construction, permitting, procurement, pricing, and design. We recognize that permitting is often the source of delays in starting projects on time. With our team's experience working in Maricopa, we know the people and processes to proactively account for the correct permitting time frames in our schedule.

**8 Maintain a safe work site for all project participants:** To effectively implement a strong safety program, a company must be organizationally focused on instilling a safety culture. Willmeng's focus on safety is grounded in a firm-wide commitment to get our people home to their families safely at the end of each day. Willmeng's safety program is led by our Safety Director, John Bingham. John oversees the implementation of three pillars of our safety program:

- Willmeng Loss Control and Safety Manual
- Site Specific Safety and Health Plans
- Subcontractor Safety Management Plans

**9 Provide commissioning and closeout services, if applicable:** In our experience, commissioning is most successful when a commissioning agent is hired early in the design process. By clearly setting building performance and measurement goals from the beginning of mechanical and electrical design, a facility is more likely to operate as intended, and a good commissioning agent can be a real asset to the team in this respect. On the City of Maricopa Fire Station No. 575 project, Keith and Jason used Total Building for the commissioning agent. During design and construction, the team went through all the processes for select systems with full MEP participation. Our team is familiar with the commissioning process, and will work in partnership with the design team to execute a commissioning plan.

Just as we view commissioning as integral to the entire design and construction process, so do we view closeout. Willmeng's closeout services begin from our initial

**Willmeng**

involvement in the project. As we develop our submittal register, we include all closeout materials that need to be tracked to achieve final completion. Once trade contractors are hired, and as part of the preconstruction process for each trade, we review and closely manage all closeout requirements and expectations.

**b. Describe systems used for planning, scheduling, estimating and managing construction. Briefly describe the firm's experience on partnering, quality control, dispute resolution, and safety management.**

**SYSTEMS**

**Planning/  
Scheduling:**  
Microsoft  
Project® Critical Path Method Scheduling is used to create and manage all schedules.

**Managing  
Construction:**  
Procore®  
is a software package utilized to manage all aspects of construction. It provides visual project documentation and control, and provides a collaborative platform where all project documentation is maintained and tracked in real-time.

**Estimating:**  
In addition to using proprietary estimating software populated with thousands of unit costs, our team utilizes Modelogix® to develop early and accurate estimates based on historical cost parametric and building data

**Partnering:** Partnering and collaboration is a part of the Willmeng culture. Our goal as your CMAR partner is to be an extension of the City's team. We will work with Perlman to create an open and collaborative environment, which encourages the City to participate in the project's buying decisions to ensure quality and maintainability of the completed facility. Our CMAR team will coordinate the design and construction by integrating with Perlman through proactive communication, building trust and accountability to ensure we are a high performing team.

**Quality Control:** During the construction phase, we have implemented an electronic quality control procedure utilizing iPads in the field, and Bluebeam Revue. Bluebeam allows us to do visual quality control checklists and coordinate them with our subcontractor teams. This has cut down on rework, and has sped up our turnover of punch lists to an average of less than five days on our projects.

**Dispute Resolution:** We believe in proactive solution management and rarely have a dispute elevate beyond the project manager level. By empowering our team at the project level, we are consistently able to manage the challenges that arise on any project. Should the need require the Project Manager or Director presence, Keith and/or Jason can be onsite within 2-3 hours to meet with City staff. Willmeng is committed to achieving the complete satisfaction of the City and will make every attempt to resolve all concerns in the best interest of the project and the City.

**Safety Management:** The team will create a Project Specific Safety Program, built on our Corporate Safety Standards. Willmeng's safety programs are unmatched, resulting in safe jobsites and an impeccable safety record. With our considerable experience building a wide variety of product types, our safety program is implemented with these three pillars:

- Willmeng Loss Control & Safety Manual
- Site Specific Safety & Health Plans
- Subcontractor Safety Management Plans

**c. Discuss the major issues your team has identified on this project and how you intend to address those issues**

As the City of Maricopa's CMAR, our goal as your construction partner is to leverage our collective builder expertise during the design and pre-construction phases to help set up the Fire/Medical Administration Facility for success. We appreciate the opportunity to be a part of your team early in the design process so that we can help guide the project toward the right balance of program requirements, design intent, budget, schedule, and quality. Our intent is to turn over a high-performing building that will endure the harsh conditions of the Desert Southwest. Based on our team's experience building in and for the City of Maricopa, the following issues will be at the forefront of our approach to the project:

**ISSUE: PRESENCE OF SULFATES IN SOILS**

Sulfates in the upper layers of soils can occur due to saline-sulfate rich groundwater in some agricultural areas. When soil is undisturbed, the presence of sulfates is typically benign. But when these soils are disturbed and exposed to oxygen, sulfuric acid forms. The presence of acid sulfates is very destructive to concrete structures, causing foundations and slabs to erode and degrade over time. Our previous experience building Maricopa's Fire Station No. 575, which sits directly north of the Fire/Medical Administration Facility site, provides a good lesson learned when preparing for new construction in Maricopa.



*These images show the effects of sulfate attack on a shallow foundation and grade beam.*

**SOLUTIONS:**

To mitigate this issue, Willmeng recommends using Type V Portland Cement in concrete mixtures coming in contact with soils. Type V cement is designed to be resistant to sulfate attack, and is a widely recognized method to prevent severe damage to concrete structures in the presence of soil sulfates. Although more expensive than other types of Portland Cement, Type V will be a necessary part of the concrete specification. During Willmeng's constructability reviews, we will assure that this type of cement is specified in the documents and priced accordingly.

As further protection measures, we will also recommend "wrapping" shallow spread footings in aggregate base course (ABC) gravel, and stem walls in an asphaltic emulsion waterproofing and ABC gravel. Even with a Type V cement, water within soils can migrate deep into concrete structures, and these additional measures serve as another barrier to prevent long-term degradation.

**ISSUE: BUILDING SITE WITHIN AO FLOOD ZONE**

Based on our team's experience building Fire Station No. 575, we are aware that the Fire/Medical Administration Facility will be situated within a Zone AO flood plain, which correlates to a 1%-annual-chance of flooding in the 1' – 3' range. With a national increase in severe weather occurrences over the last 20 years, this flood zone designation creates a real risk of flooding in the new facility.

**SOLUTIONS:**

Providing proper civil engineering, along with raising the floor elevation will protect the building from flooding risks. As we review the documents during scheduled design milestones, our team will verify that the elevations of the building slab and parking lots have been properly considered. Based on our previous experience, we would recommend that the parking lots remain within the flood zone to better direct potential flood waters away from the building and into designated storm structures. We have seen this critical step in document review overlooked in the past, but this is a simple precaution to assure the building will be high-performing once completed and occupied.



*This FEMA flood map clearly shows the project site's presence within flood zone AO*

**ISSUE: COORDINATION WITH GLOBAL WATER RESOURCES**

Keith Sabio and Jason Alvarado's experience on Fire Station No. 575 provided valuable lessons in coordinating with Global Water Resources (GWR). GWR has its own set of standards for storm, sewer, and domestic water lines that tend to be more stringent than typical City or County codes. For example, GWR's design and construction standards call for restrained joints at all T's and valves. At pipe bends, GWR's standards also call out restrained joints in addition to typical concrete thrust blocks.



**SOLUTIONS:**

Having worked with GWR in the past, our team will be proactive in assuring GWR's standards and processes are accounted for as we plan the Fire/Medical Administration Facility.

- We will estimate all wet utilities, applying our previous experience with GWR's standards.
- Our team will proactively arrange for collaboration between the City of Maricopa's and GWR's inspectors, to make sure both entities are brought into the standards that must be achieved for wet utility installations.
- As we build the overall project schedule, our permitting section will account for not only the City's review time frame, but also GWR's.

**ISSUE: MAXIMIZING USABLE BUILDING AREA**

**SOLUTIONS:**

This facility will serve many administrative purposes and will house a diverse staff, and the City desires a reliable and efficient facility that will meet the current and future needs of Maricopa. To provide a new state-of-the-art facility as the RFQ describes, the new Fire/Medical Administration Facility should have a degree of flexibility to make the most of the space it has. This can be a challenge from a constructability standpoint, as certain building aspects like technology, sound transfer, and privacy must be well-planned and executed for the facility to function as desired.

Willmeng will assist during the design process to enhance how spaces may be utilized. As a builder who works on more than fifty office projects per year, we are familiar with space utilization trends and strategies to get the most out of spaces. The Willmeng team will support and promote designing and building flexible spaces that can be utilized for different functions and reconfigured for future uses. As such, during our constructability reviews and options analysis, we will provide reliable feedback to the team that supports intelligent decision-making for space flexibility.

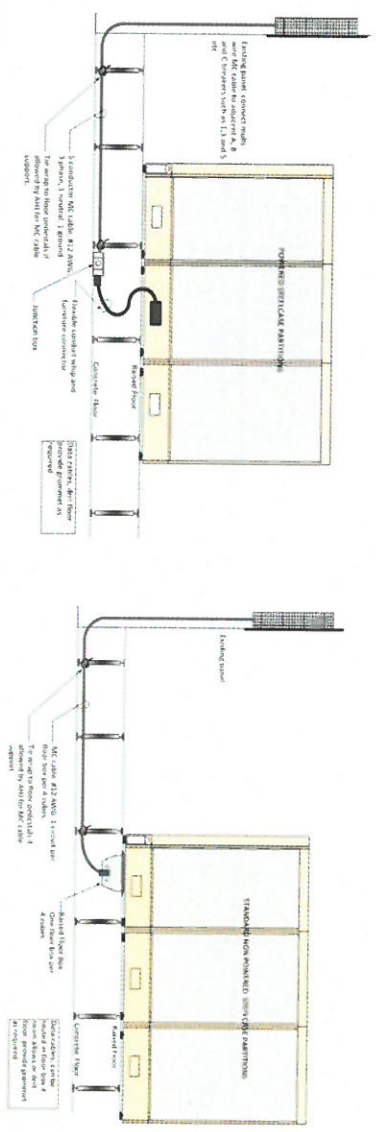
**ISSUE: MAXIMIZING BUILDING VALUE**

**SOLUTIONS:**

Willmeng's approach to any project we perform is to help our clients get the most value for their money. This is one of the major benefits of the CMAR approach. By using builder expertise to influence design decisions early in the process, our clients are able to make critical systems-level decisions when they have the greatest impact on cost and schedule. We understand that the City of Maricopa has a limited budget to deliver the new Fire/Medical Administration Facility, and our intent is for the City to get the most for every dollar it spends.

Item	Level 1-A	Level 1-B	Level 2-A	Level 2-B	Totals	Unit cost	Extended Cost
Work Stations	172	110	312	144	738		
J-Boxes as designed	26	16	45	17	104	\$ 421.00	\$ 43,784.00
Alternate Floor Boxes	54	38	99	46	237	\$ 577.00	\$ 136,749.00
							\$ 180,533.00
							\$ 92,955.00
							\$ (70,000.00)
							\$ 22,955.00

Premium to install floor boxes in lieu of j-boxes with whips  
 Approximate savings for non-powered furniture in lieu of powered  
 Overall premium to use floor boxes and non-powered furniture  
 in lieu of j-boxes with whips and powered furniture. \$ 22,955.00



This analysis was used to help a client determine the most cost-effective way to use work stations on a raised access floor (RAF). RAF can provide for enhanced flexibility in room layouts as the needs of various departments change over time. This particular example elucidates the cost of powering work stations using sub-floor-mounted j-boxes with whips versus floor boxes integrated into the RAF.



**Structural Analysis:  
CMU / Tilt-Up / Steel Frame  
20,000 SF Office Building**



Structural Type	Concrete Masonry Unit (CMU)	Tilt-Up Concrete	Structural Steel
<b>Description</b>	15' floor-to-floor / 2-story / 10,000 SF floor plate CMU exterior with some color and articulation Tie steel columns with steel post and deck system	15' floor-to-floor / 2-story / 10,000 SF floor plate Tilt-up concrete exterior with some color and articulation Tie steel columns with steel post and deck system	15' floor-to-floor / 2-story / 10,000 SF floor plate Column and beam steel system Concrete over metal deck disks Spray fireproofing not required for 2-story
<b>Structure and Enclosure Schedule</b>	<b>8 weeks</b>	<b>8 weeks</b>	<b>10 weeks</b>
<b>Parametric Quantities</b>	Structure Height (with parapet) Long Dimension Short Dimension	38 FT 125 FT 80 FT	38 FT 125 FT 80 FT
<b>SITWORK IMPACTS</b>	Waste slab preparation and demolition	6,480 SF	...
<b>FOUNDATIONS/STRUCTURE IMPACTS</b>	Continuous Footings Spread Footings Footing Spoils Structural Walls Exterior Framing and Sheathing Elevator Structure	72 CY 23 CY 105 CY 15,580 SF 15,580 SF 20,000 SF	88 CY 23 CY 122 CY 15,580 SF 15,580 SF 20,000 SF
<b>TOTAL OF WORK</b>	<b>\$640,063</b>	<b>\$615,104</b>	<b>\$721,286</b>
<b>COST \$/SF</b>	<b>\$32.00</b>	<b>\$30.76</b>	<b>\$36.06</b>

**Clarifications:**  
1. Only structural components and those impacted by the structural system selection are included in this analysis.  
2. This analysis includes spread footings for all options.

This is an example of a structural pricing analysis, which evaluates the cost differences between concrete masonry unit, tilt-up concrete, and steel framing. This is the type of systems-level analysis we conduct early in the design process to choose systems which yield the highest value.

**d. Describe your firm's project management approach and team organization during preconstruction and construction phase services.**

The City of Maricopa needs the specialized expertise in building state-of-the-art public safety and office administration facilities. With only one chance to build your Fire/Medical Administration Facility right, it should fulfill your current and future needs, and it should last for decades.

It is for this reason we approach this project with a collaborative group of experts in public safety and office administration facilities. As you can see from the experience of our proposed team members, they have



successfully built 48 municipal facilities and over 15 offices throughout Arizona, which provides the City with unparalleled expertise. The value to the City of Maricopa in this approach is a large base of knowledge, utilizing best practices that will ensure your facility is designed and constructed with the current industry standards and lessons learned for efficiency, reliability, safety and security and is functional and sustainable to better serve the needs of your fast-growing community.

Willmeng will engage and promote, from the beginning, a collaborative team effort between the City, Perimon Architects and Willmeng to achieve the desired results and

goals for your new Fire/Medical Administration Facility. Willmeng will provide the experience and knowledge of the CM-At-Risk process, developing creative solutions to maximize your project value and complete the facility within the schedules established during the preconstruction process. Our team's goal is to provide timely and accurate information to support intelligent decision-making when those decisions have the greatest cost and schedule impacts to the project.

The project will be led by Keith Sabio as the single point of contact for the entire CMAR team. Remaining hands-on throughout the project, Keith will lead the project through the preconstruction process and through project completion and close-out.

**During Preconstruction:** Keith will be supported by Keyvan Chahreman, who has built his career delivering facilities through CMAR services. Throughout the entire design process, Keyvan will utilize a proven system to manage the project budget from initial programming, along with providing constructability and value added option reviews that support the developing design process. This will ensure the City is receiving the best value through cost-effective system and material selections. During the design phase, Keyvan will not only draw upon our team's extensive historical cost database, but will also solicit subcontractor recommendations helping to ensure the design is in line with the budget.

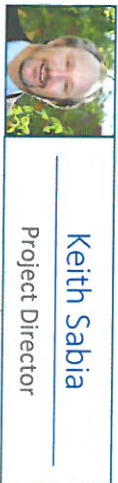
**During Construction:** As Project Manager, Jason Avarado will manage all aspects of the project progress, specifically the budget and schedule. He will interact with City stakeholders, keeping them informed of construction issues and progress. Project Superintendent, Andy Hindson, will be on site 100% of his time during construction, supervising all aspects of the day-to-day activities, including schedule, subcontractor coordination, safety and quality control. He will assist with equipment start-up, final inspections and owner occupancy.

**a. Provide a general description of the firm and/or team that is proposing to provide CM@R services and general construction services. Explain the legal organization of the proposed firm or team. Provide an organization chart showing key personnel.**

Incorporated in 1977, Willmeng Construction, Inc. is a 100% Arizona established, owned and operated General Contractor specializing in municipal, office and industrial projects through design-build. Construction Manager-at-Risk and negotiated delivery methods. Over the past 41 years, Willmeng has completed over 600 municipal, TI, industrial and office projects similar to your Fire/Medical Administration Facility.

Willmeng is organized as a corporation established in Phoenix, Arizona. Willmeng officers include:

- James Murphy | President
- Thomas Jarvis | Vice President
- Isam Ghondour | Vice President
- Mike Mongelli | Chief Operating Officer
- Keith Sabia | Principal-in-Charge
- Cody Phelan | Principal-in-Charge



**Keith Sabia**  
Project Director



**Jason Alvarado**  
Project Manager



**Keyvan Ghahreman**  
Preconstruction Director



**Andy Hindson**  
Superintendent



**Shelley Farringer**  
Project Engineer

The value added benefit our team brings to the City of Maricopa:

- Team that completed Maricopa Fire Station No. 575
- Up-to-date knowledge of office design trends and space utilization
- Expertise in new site and infrastructure development
- Expertise in CM-at-Risk Approach

**b. Provide the following information:**

1. List the Arizona professional and contractor licenses held by the firm/team and the key personnel who will be assigned to this project. Provide the license number and explain if held by an individual or the firm (include in the appendix);

Willmeng is an Arizona licensed general contractor. All licenses listed below are held by the firm:

AZ Corporation Commission:

File Number: 01334704

Corporation in Good Standing

AZ General Contractors License:

AZ ROC B-01 082904

Exp. 04/30/2020

2. Identify any contract or subcontract held by the firm or officers of the firm, which has been terminated within the last five years. Identify any claims arising from a contract that resulted in litigation or arbitration within the last three years. Briefly describe the circumstances and the outcomes.

Neither Willmeng nor it's officers has had a contract or subcontract terminated. Secondly, Willmeng has had no claims arising from a contract which resulted in litigation or arbitration.

3. Provide a statement from an A- or better surety company to your company's bonding capacity. This information will be confidential and will not be made part of the public record. As indicated in Special Terms and Conditions, Item 10, this information will be returned to you (include in the appendix);

A statement from our surety company is provided in a separate sealed envelope as requested.

Willmeng is insured through Great American Insurance Company, a Treasury Listed "A+" (Excellent) Best rated surety company.



**Based on the defined Scope of Services as listed starting on page 16 please provide a summary response as to how your firm anticipates achieving the required services.**

The City of Maricopa is utilizing CMAR project delivery to best utilize a building partner's knowledge and skills throughout the design and construction process. This entails a scope of work focused on maintaining budget, schedule and quality expectations while working collaboratively with the City and Perlman Architects.

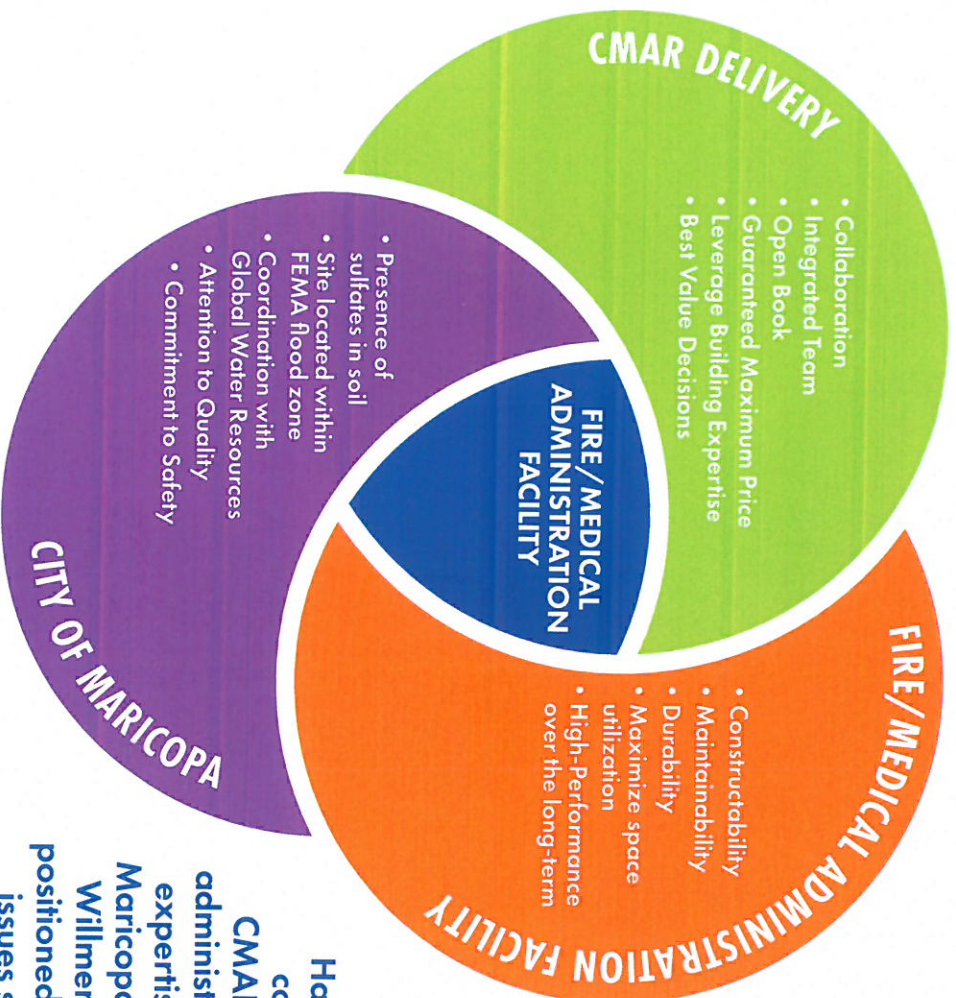
Successfully delivering the Scope of Services stated in the RFQ takes the right combination of aptitude and attitude. Our aptitude comes from the experience and expertise our team brings as builders of dozens of municipal projects. Our attitude comes from Willmeng's deep-seeded culture of service and striving to do more than our fair share. This combination results in a team committed to providing an exceptional customer and partner experience.

We will do this by performing the "blocking and tackling" that our clients often tell us is missing from their experiences with other contractors. During pre-construction, we use On-Screen Takeoff (OST) software and an expansive unit cost database to provide detailed information that clearly describes the basis of our pricing. We take our estimates several steps further by spending the time with the City and Perlman Architects to understand program requirements and the design intent to "fill in the gaps" when not all information has been documented. Our goal is to always provide the most complete estimate possible: an estimate that not only captures quantifiable information, but also the vision of the project. Along the way, we will provide constructability reviews and options analysis that contemplate the risks and challenges we foresee on the project such as the presence of sulfates in the soil, the location of the site within a FEMA flood zone, coordination with Global Water Resources, and maximizing value for the long-term performance of the facility.

During construction, our team will remain diligent in monitoring and managing cost and schedule. By involving trade foremen in planning the work during our subcontractor coordination meetings, we create a network of commitments among the trades, which facilitates a more predictable and reliable schedule. This schedule is tied

into our material procurement schedule, which we use to proactively track all materials down to the day they need to arrive on site to support the work. Our construction team manages project cost by performing monthly projections to assure that the GMP is not exceeded, and that contingencies are released back to the project at schedule milestones agreed-upon with the City. Throughout the process our team of builders develops and promotes quality and safety plans specific to the project.

The CMAR approach is a collaborative effort. Throughout design and construction we will provide accurate and reliable information to support intelligent decision-making. The type of information we provide has been demonstrated on the previous pages. Having the right combination of CMAR expertise, municipal experience, and site specific knowledge, Willmeng is uniquely positioned to anticipate issues specific to this scope of work.



**Having the right combination of CMAR experience, administration facility expertise and City of Maricopa knowledge; Willmeng is uniquely positioned to anticipate issues specific to this scope of work.**

**ATTACHMENT A**

(Page 1 of 2)

**SUBSTITUTE W-9 FORM**

**PART I: COMPANY INFORMATION:**

1. Name (as shown on Income Tax Return): Willmeng Construction, Inc.
2. Business Name (if different from above): Same as above
3. DUNS #: 06-301-0268
4. Federal employer identification number (or SSN): 86-0410806
5. Type of organization (check one):
 

<input type="checkbox"/> Individual/Sole Proprietor <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Other: _____	<input type="checkbox"/> Limited Liability Company* <b>*Choose the tax classification</b> <input type="checkbox"/> Disregarded Entity <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership
-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------
6. Order Address: 2048 N. 44th St., Suite 200, Phoenix, AZ 85008  
 (Order address) (City) (State) (Zip code)
7. Remittance address (if different from above): Same as above  
 (Remittance address) (City) (State) (Zip code)
8. Contact person for bid invitations: Keith Sabia
9. Phone Number: (480) 968-4755 x29 Fax Number: (480) 557-6788
10. Email address of contact person: ksabia@willmeng.com
11. Applicant is a (check one):
 

<input type="checkbox"/> Factory Representative <input type="checkbox"/> Manufacturer <input type="checkbox"/> Retail dealer <input type="checkbox"/> Consultant	<input type="checkbox"/> Jobber <input type="checkbox"/> Authorized distributor <input checked="" type="checkbox"/> Contractor <input type="checkbox"/> Other: _____
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------
12. Indicate if the business is registered as a minority or woman-owned company.  
 Minority-owned       Woman-owned       Not Applicable
13. How long has the company been in business? \_\_\_\_\_
14. Does applicant currently hold a valid business license issued by the City of Maricopa?  
 Yes       No

**ATTACHMENT A**  
 (Page 2 of 2)

**SUBSTITUTE W-9 FORM**

**PART II: COMMODITY OR SERVICE DESCRIPTION**

COMMODITY/SERVICE DESCRIPTION *(this section must be completed):*  
 General construction services

**PART III: APPLICANT TERMS & CERTIFICATION**

**Terms:**

The City of Maricopa may take up to 30 calendar days after the receipt of vendor's invoice to render payment unless other arrangements are made through a written contract. Applicant's signature below signifies acceptance of those terms.

**Under Penalties of perjury, I certify that:**

1. The number shown on this form is my correct federal employer identification number.
2. I am not subject to backup withholding because of failure to report interest and dividend income.
3. I am a U.S. person (including a U.S. resident alien).  
*(NOTE: 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).*

4. The following business ownership classifications are applicable:

Disadvantaged Business Enterprise Ownership Classification (Select Only One (1)):

- |                                                                                |                                                                          |
|--------------------------------------------------------------------------------|--------------------------------------------------------------------------|
| <input checked="" type="checkbox"/> 1 Non-Small/Non-Minority/Non-Disabled      | <input type="checkbox"/> 8 Small Business/Disabled Owner                 |
| <input type="checkbox"/> 2 Small Business (Per A.R.S §41-1001.14)              | <input type="checkbox"/> 9 Minority Woman Owned Business                 |
| <input type="checkbox"/> 3 Minority Owned Business [Per 15 CFR §1400.1(a)]     | <input type="checkbox"/> 10 Disabled-Minority Owned Business             |
| <input type="checkbox"/> 4 Woman Owned Business                                | <input type="checkbox"/> 11 Disabled-Woman Owned Business                |
| <input type="checkbox"/> 5 Owned By Disabled Individual (Per A.R.S §41-1492.5) | <input type="checkbox"/> 12 Small Business/Minority-Woman Owned          |
| <input type="checkbox"/> 6 Small Business/Minority Owned                       | <input type="checkbox"/> 13 Small Business/Disabled-Minority Owned       |
| <input type="checkbox"/> 7 Small Business/Woman Owned                          | <input type="checkbox"/> 14 Small Business/Disabled-Minority-Woman Owned |

"The Internal Revenue Service does not require your consent to any provision of this document other than the certifications required to avoid backup withholding."

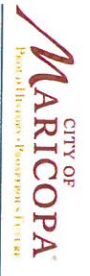
Keith Sabia

**Name** *(Please print)*  
 Principal In Charge

**Title** *(Please print)*

**Signature**  
 June 07, 2018

**Date**



**CONSTRUCTION MANAGER AT RISK (CM@R)  
FOR FIRE/MEDICAL ADMINISTRATION FACILITY**


**DISCLOSURES OF  
CONFLICT OF INTEREST  
SECTION**

The offeror shall include a statement that no conflicts of interest exist as defined by Arizona Revised Statutes, Title 38, Chapter 3, Article 8. In the event any professional or personal financial interest, does exist the nature of the relationship shall be disclosed to the City and examined by the City of the material facts of the disclosure. The above reference statute shall govern the actions of the city in the event a conflict exists.

There are no conflicts of interest present with Willmeng or any of Willmeng's team members.



**ATTACHMENT B**  
**PARTICIPATION IF BOYCOTT OF ISRAEL**

	<b>Participation if Boycott of Israel</b>		<b>State of Arizona</b> <b>State Procurement Office</b> 100 N 15th Ave., Suite 201 Phoenix, AZ 85007
		PAGE OF 1	

All materials submitted as part of a response to a solicitation are subject to Arizona public records law and will be disclosed if there is an appropriate public records request at the time of or after the award of the contract. Recently legislation has been enacted to prohibit the state from contracting with companies currently engaged in a boycott of Israel. To ensure compliance with A.R.S. §35-393.01 this form must be completed and returned with the response to the solicitation and any supporting information to assist the State in making its determination of compliance.

As defined by A.R.S. §35-393.01:

1. "Boycott" means engaging in a refusal to deal, terminating business activities or performing other actions that are intended to limit commercial relations with Israel or with persons or entities doing business in Israel or in territories controlled by Israel, if those actions are taken either:
  - (a) In compliance with or adherence to calls for a boycott of Israel other than those boycotts to which 50 United States Code section 4607(c) applies
  - (b) In a manner that discriminates on the basis of nationality, national origin or religion and that is not based on a valid business reason
2. "Company" means a sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, limited liability company or other entity or business association, and includes a wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate.
3. "Direct holdings" means all publicly traded securities of a company that are held directly by the state treasurer or a retirement system in an actively managed account or fund in which the retirement system owns all shares or interests.
4. "Indirect holdings" means all securities of a company that are held in an account or fund, including a mutual fund, that is managed by one or more persons who are not employed by the state treasurer or a retirement system, if the state treasurer or retirement system owns shares or interests either:
  - (a) together with other investors that are not subject to this section.
  - (b) that are held in an index fund.
5. "Public entity" means this State, a political subdivision of this STATE or an agency, board, commission or department of this state or a political subdivision of this state.
6. "Public fund" means the state treasurer or a retirement system.
7. "Restricted companies" means companies that boycott Israel.
8. "Retirement system" means a retirement plan or system that is established by or pursuant to title 38.

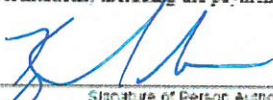
All offerors must select one of the following:

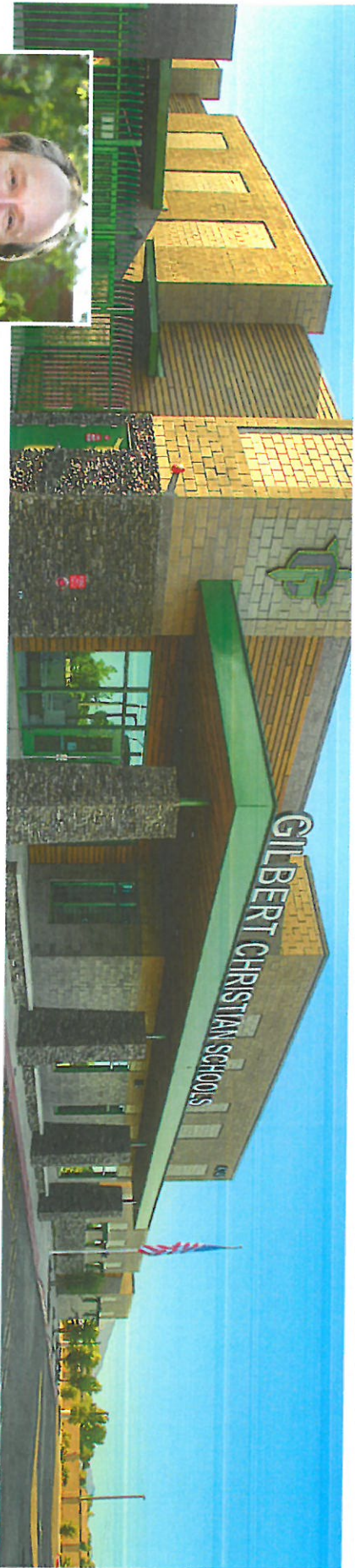
- My company **does not** participate in, and agrees not to participate in during the term of the contract a boycott of Israel in accordance with A.R.S. §35-393.01. I understand that my entire response will become public record in accordance with A.A.C. R2-7-0317.
- My company **does** participate in a boycott of Israel as defined by A.R.S. §35-393.01. :

By submitting this response, proposer agrees to indemnify and hold the State, its agents and employees, harmless from any claims or causes of action relating to the State's action based upon reliance on the above representations, including the payment of all costs and attorney fees incurred by the State in defending such an action.

**Willmeng Construction, Inc.**

Company Name  
 2048 N. 44th St., Suite 200  
 Address  
 Phoenix, AZ 85008  
 City State Zip

  
 Signature of Person Authorized to Sign  
**Keith Sabia**  
 Printed Name  
**Principal In Charge**  
 Title



**INDUSTRY EXPERIENCE:**  
35 years

**WILLMENG EXPERIENCE:**  
2 years

**EDUCATION:**  
Norwalk Community College  
– General Studies

**VALUE ADDED TO THE CITY**





## KEITH SABIA | Project Executive

With over 30 years of construction experience, Keith has a reputation for his successful completion of 35 municipal facilities throughout Arizona, including the Maricopa Fire Station No. 575. As Project Executive, Keith will work closely with the City, Perلمان and the Willmeng team during preconstruction and construction. Keith will remain the single point-of-contact for all team members and will ensure the projects goals are implemented and successfully executed by the team.

As an expert in public safety construction, Keith, understands the functionality requirements of the end user. Keith is also a CMAR expert, working seamlessly with the Perلمان and the team through all phases of preconstruction and construction to deliver a high quality facility.

### PROJECT EXPERIENCE

- Gilbert Fire Station No. 9 | Gilbert, AZ   
Role: Project Manager
- Gilbert Christian School | Gilbert, AZ   
Role: Project Manager
- Maricopa Fire Station No. 575 | \$2.5M
- Phoenix Fire Training Facility | \$20M
- Phoenix 911 Fire Dispatch and EOC Facility | \$5M
- Phoenix-Mesa Gateway Airport Rescue & Fire Fighting Facility | \$6.2M
- Buckeye Fire House No. 3 | \$4.1M
- Gilbert Fire Station No. 5 | \$4M
- Gilbert Fire Station No. 6 | \$4M
- Yavapai County Juvenile Justice Facility | \$5M



## JASON ALVARADO | Project Manager

Jason is responsible for the day-to-day documentation and the overall progress of the Fire/Administration Facility. He will manage subcontractor involvement and costs and will assist with preconstruction. Relying on his municipal and public safety experience, City of Maricopa experience and his knowledge gained during his years spent in the field, Jason will work with Perlman during preconstruction to determine the most efficient way to physically build this project.

**INDUSTRY EXPERIENCE:**  
18 years

**WILLMENG EXPERIENCE:**  
1.5 years



**EDUCATION:**  
B.S., Construction Management, Arizona State University

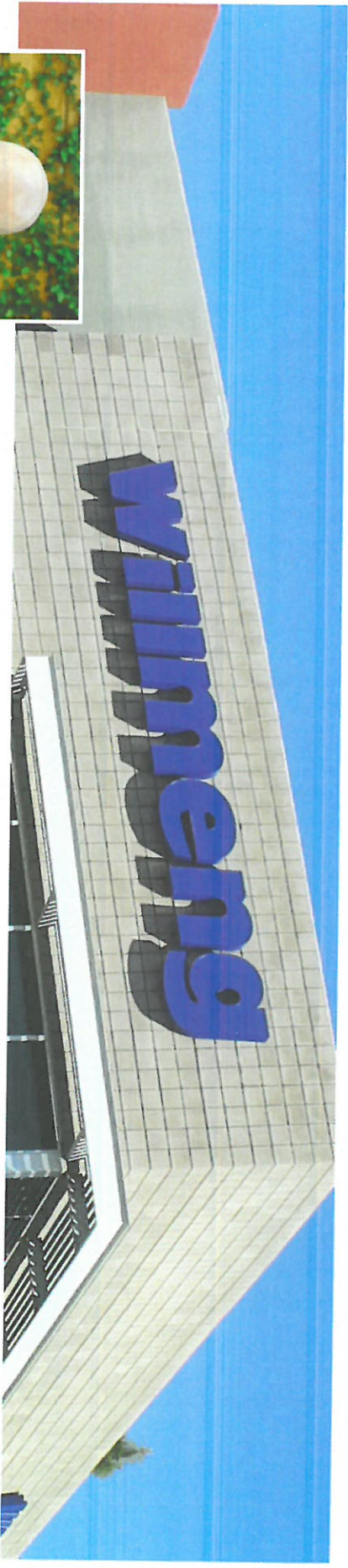
### VALUE ADDED TO THE CITY



Jason has prior municipal experience with Perlman and has also worked with Keith for over 15 years completing 15 municipal projects for various cities throughout Arizona, including the Maricopa Fire Station No. 575.

### PROJECT EXPERIENCE

- Gilbert Fire Station No. 9 | Gilbert, AZ 
- Role: Project Manager
- Gilbert Christian - New Campus | Gilbert, AZ 
- Role: Project Manager
- Maricopa Fire Station No. 575 | \$2.5M
- Phoenix Fire Training Facility | \$20M
- Phoenix 911 Fire Dispatch and EOC Facility | \$5M
- Buckeye Fire House No. 3 | \$4.1M
- Mesa Fire & Medical Station No. 220 | \$20M
- Phoenix Fire Station No. 50 | \$2.3M
- Phoenix Fire Station No. 54 | \$2.6M
- Gilbert Fire Station No. 7 | \$4M



**INDUSTRY EXPERIENCE:**

21 years

**WILLMENG EXPERIENCE:**

1 year

**EDUCATION:**

MS, Construction Management - Arizona State University

## KEYVAN GHAHREMAN LEED-AP, BD+C | Preconstruction Director

As Preconstruction Services Director, Keyvan works closely with the team on all budgeting, scheduling, and project coordination. His responsibilities are focused on the preconstruction phase including estimating, options analysis, and constructability review, assuring that the project will be estimated the way it will actually be built. Throughout the design process, Keyvan is responsible for maintaining the budget with accurate and reliable estimates, while maintaining the programs requirements and design intent.

**PROJECT EXPERIENCE**

- **Town of Fountain Hills Administrative Building | Fountain Hills, AZ**
  - (1) **Project Description:** This 31,000 SF municipal building houses various administration functions for the Town. Among other program elements, this project includes the Mayor's office, Town Manager's office, City Council Chambers, Information Technology and several departments that support the Town's administration.
  - (2) **Role:** Preconstruction Director (3) **Original Contracted Cost:** \$5.45M **Final Const. Cost:** \$5.4M
  - (4) **Const. Dates:** 5/2004 - 7/2005 (5) **Owner:** Town of Fountain Hills
  - (6) **References:** Tim Pickering (480) 577-0949 | Kent Willcox, SmithGroup, (602) 824-5337
- **Maricopa County Public Health Facility | Phoenix, AZ**
  - (1) **Project Description:** This 54,000 SF, new public health center included ADEQ monitoring and a below grade parking garage. (2) **Role:** Preconstruction Director (3) **Original Contracted Cost:** \$12M; **Final Const. Cost:** \$12M
  - (4) **Const. Dates:** 2/2004 - 4/2005 (5) **Owner:** Maricopa County
  - (6) **References:** Ellen Dean (602) 266-9200 | Neil Terry, Orcutt Winslow (602) 257-1746
- **Banner Health Mesa Corporate Office Conversion | \$36.6M**
- **Phoenix Sky Harbor International Airport - Infrastructure Cabling | \$29.7M**
- **ASU Psychology Building Renovation | \$14M**
- **College of Engineering, Science & Laboratory Facility - New Laboratory at Northern Arizona University | \$34M**
- **Scottsdale Princess 101 Mixed-Use Development | \$16.7M**
- **USAA Phoenix Norterra Corporate Campus Phase 1-A | \$157.8M**
- **Freeport McMoran Center Mixed-Use Development | \$103.5M**
- **Freeport McMoran Center Tenant Improvements | \$12.7M**

**VALUE ADDED TO THE CITY**







**INDUSTRY EXPERIENCE:**  
27 years

**WILLMENG EXPERIENCE:**  
5 years

**CERTIFICATION/REGISTRATION:**  
OSHA 30-Hour

**VALUE ADDED TO THE CITY**




## ANDY HINDSON | Superintendent

Andy will be on site and in charge of coordinating and supervising all field construction efforts, subcontractors and vendors. He will create and implement a project specific quality control plan and lead job-site safety requirements. He will also prepare and manage all look-ahead schedules for the team and subcontractors. Andy will assist in end user move-in and equipment start-up, as well as owner turnover and building occupancy, assuring that punch list and closeout happen expeditiously.

Andy is a highly-skilled, detail oriented Superintendent with extensive experience in all phases of construction oversight. Exhibiting excellent communication methods, Andy interfaces positively with owners, architects, developers, subcontractors and state and local building inspectors.

### PROJECT EXPERIENCE

- Cambridge | Chandler, AZ   
Role: Project Superintendent
- San Tan Montessori High School | Gilbert, AZ  
**(1) Project Description:** The new high school consists of a 33,754 SF single-story classroom facility comprised of two buildings. Each building will contain 13 classrooms, administrative offices, laboratories, a kitchen and restroom facilities. The project will also include a new 29,349 SF gymnasium with basketball courts, lockers, storage areas, a lobby, multi-use dining facility, coaches office, and weight room. A parking lot, landscape and site utilities are also included. **(2) Role:** Project Superintendent **(3) Original Contracted Cost:** \$11M; **Final Const. Cost:** Exp. \$11M - in progress, on budget **(4) Const. Dates:** 9/2015 - 10/2018 - in progress, on schedule **(5) Owner:** San Tan Montessori School, Inc. **(6) References:** Kristofer Sippel, (480) 222-0811 | Sam Tomlin, (602) 769-8321
- Volkswagen - Automotive Proving Ground | Maricopa, AZ  
**(1) Project Description:** Installation of a 4,000 SF prefabricated metal building expansion attached to an existing building. Business laboratory to include vehicle bays, intake vent louver and utilities. Lighting and utilities installation. This campus was completely occupied and operational and all work required extensive coordination to ensure zero disruption to the existing operations. **(2) Role:** Project Superintendent **(3) Original Contracted Cost:** \$1M; **Final Const. Cost:** Exp. \$1M **(4) Const. Dates:** 9/2015 - 2/2016 **(5) Owner:** Volkswagen Group America, Inc. **(6) References:** John Hamme, 602.758.7437 | Thomas Ladewig, 248.936.8240



**DISCLAIMER**

The data supplied below is based on your specific request(s) and is correct to the best of our knowledge as of the date and time it was extracted from our data files. The information is provided without personal research or analysis. The data is subject to change on a daily basis. You may obtain additional public records related to any licensee, including dismissed complaints and nondisciplinary actions and orders, by contacting the ROC directly. If this information is required for legal purposes, you may request an affidavit or certified copies for a fee as specified in A.R.S. 32-1104A3. Please read our Standard Disclaimer at [www.azroc.gov/Legal/Disclaimer.html](http://www.azroc.gov/Legal/Disclaimer.html)

Please note: The company or individuals listed on this license may hold other Arizona contracting licenses. To view information, status and complaint history for the past two years on other licenses held, go to the License Inquiry page and do a "Company Name and Personnel" search by entering the name of the company or individuals listed on the license.

Details for License Number 082904 (Tuesday, April 10, 2018 2:35:27 PM)			
Contractor		License	
Name/ Address/ Phone	Status/ Action	Class   Type   Entity	Issued/Renewal
Willmeng Construction Inc 2048 N 44th St Ste 200 Phoenix, AZ 85008-3297 Phone:	<b>CURRENT</b>	B-1   COMMERCIAL   CORPORATION	First Issued: <b>05/10/1989</b> Renewed Thru: <b>04/30/2020</b>

License Class & Description

**Comments**

- [QP DECEASED DP 1/18/06]

**Qualifying Party and Personnel**

The Qualifying Party listed below is associated with this license. All other persons named, if any, are associated with the company. They are not all necessarily associated with this license.

Name Isam Osman Ghandour	Name Isam Osmar Ghandour
Position QP <span style="border: 1px solid black; padding: 2px;">Qual. Date 05/10/1989</span>	Position OFFICER
Name James Paul Murphy	Name Jack Clare Willmeng
Position OFFICER	Position FORMER QP/None <span style="border: 1px solid black; padding: 2px;">Inactivation Date 11/29/2005</span>

**Complaint Information**

Complaints against this contractor are listed below. Complaints that were cancelled, resolved or settled without a corrective work order or dismissed are not included. Contact the Registrar of Contractors at 602-542-1525 or toll-free statewide at 1-877-MY AZROC (1-877-692-9762) to identify the ROC office location you need to visit to view complete complaint documentation.

<b>Open:</b> 0	This is the number of complaints against this contractor that are currently open except those in which an agency inspection has not occurred or a violation was not found. Upon adjudication some complaints are found to be without merit and are dismissed.						
<b>Closed Cases</b>							
<b>Disciplined:</b> 0	This is the number of complaints that resulted in discipline against this contractor.						
<b>Resolved/Settled/Withdrawn:</b> 0	This is the number of complaints closed against this contractor that were resolved or settled by the contractor or withdrawn by the complainant after issuance of a corrective work order or formal citation.						
<b>Denied Access:</b> 0	This is the number of complaints against this contractor that were closed without corrective work being performed because the contractor was denied access by the complainant.						
<b>Bankruptcy:</b> 0	This is the number of complaints against this contractor that were closed because the contractor is in bankruptcy.						
<b>Bond [ 1 ] Information</b>							
Number	Effective	Amount	Paid	Available	Company	Notes	
CA8214739	12/24/2008	\$100,000.00	\$0.00	\$100,000.00	GREAT AMERICAN INSURANCE COMPA		
<b>Bond [ 2 ] Information</b>							
Number	Effective	Cancelled	Amount	Paid	Available	Company	Notes
1212628	02/09/2000	12/01/2008	\$15,000.00	\$0.00	\$15,000.00	INTERNATIONAL BUSINESS & MERCA	
<b>Bond [ 3 ] Information</b>							
Number	Effective	Amount	Paid	Available	Company	Notes	
961510C	05/10/1989	\$15,000.00	\$0.00	\$15,000.00	Indemnity Company of California		

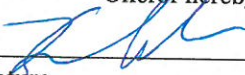
**SOLICITATION RSOQ 18-FD03302018**  
**AMENDMENT 1**  
**Construction Manager at Risk**

An **original signed** copy of this Amendment shall be received by the City of Maricopa Purchasing Office with your proposal, or prior to the solicitation due date and time. This solicitation is amended as follows:

1. Vendor submitted questions with answers are attached to this Amendment as Attachment 1.

**Please be sure to include a signed original of this Amendment Form with your submittal. Failure to include a signed original Amendment will result in your firm being deemed as non-responsive.**

***ALL OTHER PROVISIONS OF THE SOLICITATION SHALL REMAIN UNCHANGED***

Offeror hereby acknowledges receipt and understanding of the above Amendment		
	07/08/2018	Willmeng Construction, Inc.
Signature	Date	Company Name
Keith Sabia, Principal In Charge		2048 N. 44th St., Suite 200
Name and Title		Address
		Phoenix, AZ 85008
	City	State Zip

**VENDOR SUBMITTED QUESTIONS AND ANSWERS**  
**CONSTRUCTION MANAGER AT RISK, 18-FD03302018**

Q1. Can you tell us who the architect is for the Fire/Medical Admin Facility project?

A1. The architect for this project is Perlman Architects of Arizona.