



Irby Engineering & Construction, Inc.

Tel: (850) 439-0877
Fax: (850) 469-0351

94 E Garden Street
Pensacola, Florida 32502
www.irbyengineering.com
info@irbyengineering.com

FL Cert. Auth. 00009511
FL Qual. Bus. 21517

May 26, 2009

Dear Mr. Spears,

Irby Engineering and Construction is pleased to submit our qualifications for request for proposal No. 2009-01 Construction Owners Representative for The Community Maritime Park Project.

Irby Engineering and Construction personnel are experienced in providing construction owners representation for large, public works and mixed-use projects. Experience includes negotiating and managing design-build agreements, overseeing design, engineering and construction general contracts, compliance with design guidelines, budgeting, scheduling, and communication for complex, large public works and mixed use developments.

I believe that our company has the ability to work with the City of Pensacola and Community Maritime Park Association to successfully complete this project.

We acknowledge receipt of amendment one.

Thank you for the opportunity to present this proposal. If you have any questions please feel free to contact me at (850) 439-0877

Sincerely,


Joseph G. A. Riccio, Jr. PE
Vice President

Enclosed: Statement of Qualifications

Statement of Interest and Qualifications Construction Owners Representative Community Maritime Park Project

**Irby Engineering and Construction, Inc
94 E. Garden St.
Pensacola, Florida 32502**

May 27, 2009



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Company History:

Irby Engineering and Construction, Inc. was originally established as “Irby Engineering and Inspections” in December 1999. Julian Irby, PE, formerly a Commander in the Navy Civil Engineer Corps, formed the company with a focus on engineering design and inspection services. Over time, the company changed its focus to include construction services, and the firm was incorporated under the name, “Irby Engineering & Construction, Inc” in January 2002. For the next several years the company experienced exponential growth in both personnel and revenue.

The original company offices were located on Pace Boulevard in Pensacola. When this location suffered significant storm damage from Hurricane Ivan, the company relocated to its current location at 94 East Garden Street in downtown Pensacola. In September 2005, Irby Engineering & Construction was recognized by the Pensacola Downtown Improvement Board with its “Golden Brick Award” for significant physical improvement of Irby’s Garden Street location.

The widespread destruction that resulting from Hurricane Ivan created an extraordinary demand for engineering design and construction services as local residents and businesses began to rebuild. As a result of the tremendous amount of work, the company expanded quickly to meet the needs of its clients. Since Hurricane Ivan, the company has performed design, repair, and construction projects ranging from roof replacement and home repair to large multi-million dollar Gulf-front condominium restoration.

In 2007 the company continued its growth by becoming a subcontractor member of the Del-Jen, Inc. team at Naval Air Station Pensacola. In this capacity, Irby Engineering operates a team of 24 personnel providing engineering support services to the Naval Air Station, including, professional and general engineers, facility planners and estimators, program managers and support staff who perform project planning, design review and cost estimating.

In the company’s ten-year history, Irby Engineering & Construction has grown from a small, one-man operation to a multi-disciplined design/build organization. The company currently employs 31 full-time employees, including five registered engineers, two general engineers, and three state-certified general contractors with over a century of combined experience. The company has relationships with two highly respected architects and standing multi-task-order contracts with nearly fifty subcontractors representing a broad array of engineering and construction capabilities.

Principal Officers:



Julian B. Irby, PE – President

Will have Over-site of CMPA - Construction Owners Representative Project.

Mr. Irby has 25 years of experience in facilities planning, design, construction, renovation, and maintenance. All told, he has executed over \$360 million in construction, renovation and design projects, including high rise complexes, residential single and multiple family units on and off waterfront, commercial and private piers, industrial facilities, aircraft hangars, horizontal projects including road paving and runways, sewer and water systems and electrical distribution systems with the largest single project valued at over \$58 million. Mr. Irby is a former United States Navy Civil Engineer Corps Commander. He is also a registered professional engineer and state certified general contractor in Florida and holds a Masters degree in Engineering from the University of Florida.



Joseph G.A. Riccio, Jr., PE – Vice President

Mr. Riccio is a former United States Navy Captain who served active duty for over 27 years in the Civil Engineer Corps. While on active duty, Mr. Riccio was responsible for the successful management and completion of a number of complex, multi-million dollar projects, which were completed on time and within budget. One example of the many projects that Mr. Riccio effectively managed was the construction of the \$330 million full-service residential technical training complex for the Naval Aviation Technical Training Center (NATTC) on board Naval Air Station Pensacola. Facilities included classrooms, dormitories, administrative buildings, utilities, roads and integrated state-of-the-art fiber optic communications system. The project was completed on time (only 22 months), on budget and without litigation. After leaving the Navy, Mr. Riccio worked in Iraq as the

in-country staff program manager for the U.S. reconstruction of hospitals, medical centers and schools. Mr. Riccio led a team of 121 architects, engineers and support personnel in identifying requirements, developing construction projects, and managing program and project scope, schedule and budget. Mr. Riccio is a registered professional engineer in Florida, Virginia and Rhode Island, and Master degree in Civil and Environmental Engineering from the University of Rhode Island. Mr. Riccio is also a certified general contractor in the state of Florida.



Erik Remo – Chief Financial Officer

Mr. Remo has over 15 years of experience in Information Technology/Information Systems administration and support. He has designed and implemented accounting systems supporting multi-million dollar operations, and has implemented and administered computer network systems supporting hundreds of users. Mr. Remo has several years of engineering and business education from Louisiana State University. He also has several years of technical, field construction, and planning experience and is a certified general contractor in the state of Florida.

Company Licensure, Certification, and Resumes:

Irby Engineering and Construction is a corporation in the State of Florida. The company's business, construction, and engineering licenses, qualifying it as an engineering and construction company in the state of Florida, are listed below:

- Florida Board of Professional Engineers, Certificate of Authorization:..... 00009511
- Qualified Business License:..... QB 21517
- City of Pensacola Occupational License:..... 24307
- Escambia County Business License:..... 84879

Julian B. Irby, PE

Summary:

- Master of Engineering, University of Florida
- Licensed Professional Engineer and Certified General Contractor in the State of Florida
- 25 experience in Engineering and Construction Management
- Active member of Society of American Military Engineers (SAME)

Qualifications:

1983, Mr. Irby received a direct commission through the U.S. Navy Civil Engineer Corps Collegiate Program.

From March 1984 to March 1986, Mr. Irby was assigned as the Shops Engineer onboard Naval Air Station Memphis, Millington, Tennessee. During this tour he was named Navy Finalist for the Federal Energy Efficiency Award.

From March 1986 to July 1988, Mr. Irby was assigned as the Resident Officer in Charge of Construction Republic of Palau. During this tour, he also acted as the Officer in Charge of Construction Marianas, Program Management Officer for a period of six months. He had charge over \$19M of construction contracts.

From August 1988 to December 1989, Mr. Irby attended postgraduate school at the University of Florida, earning a Master of Engineering degree with an overall GPA of 3.93.

From January 1990 until August 1992, Mr. Irby was assigned to the Navy Public Works Center, Pensacola, serving as the Center's Activity Civil Engineer and later as the Senior Activity Civil Engineer and Engineering Officer. He had charge over the Public Works Center's utilities recapitalization program with a total value of \$25M.

From August 1992 to July 1994, Mr. Irby was assigned to U.S. Naval Mobile Construction Battalion ONE serving as the ALFA Company Commander and Detachment Officer in Charge, and deploying to Somalia, Sicily, and Guam.

From August 1994 to June 1995, Mr. Irby attended the U.S. Naval War College, earning a Master of Arts degree in National Security and Strategic Studies.

From July 1995 to June 1997, Mr. Irby was assigned as the Officer in Charge, THIRD Naval Construction Brigade, Detachment Civic Action Teams on Guam. During this tour he was in charge of operational and logistics support for 17 construction teams performing \$26M of construction.

From July 1997 to December 1999, Mr. Irby served as the Engineering Branch Chief, United States Strategic Command, Offutt Air Force Base, Nebraska. He had charge over the Commander in Chief's annual congressional markups for a \$100 million military construction program for all strategic air and naval bases.

From January 2000 to September 2000, Mr. Irby served as the Facilities Planning & Programming/Execution Officer, Chief of Naval Education and Training, Pensacola, Florida.

He had charge over planning and programming for a CNET's \$137 million real property maintenance program.

From October 2000 to December 2003 Mr. Irby was the Resident Officer in Charge of Construction Pensacola. He had charge over nearly 270 construction and facilities supports contracts with a total annual work-in-place value of \$220 million.

December 1999 to Present Mr. Irby is President of Irby Engineering and Construction. As President Mr. Irby has oversight of administrative, business, construction, and design activities. In nine years the company has grown from a one man operation to a multi-disciplined design/build organization with 31 full-time employees. Mr. Irby has overseen design and/or construction in excess of \$50 million as president of Irby Engineering and Construction, Inc.

Mr. Irby is a registered Professional Engineer and Certified General Contractor in the State of Florida. He is also a member of the Society of American Military Engineers, the American Society of Civil Engineers and the National Association of Home Builders.

His military decorations included the Defense Meritorious Service Medal (2), the Navy and Marine Corps Meritorious Service Medal, the Navy and Marine Corps Commendation Medal (3) and the Navy and Marine Corps Achievement Medal (2). He was also a Seabee Combat Warfare Officer.

Education:

M. S. Engineering, University of Florida

Licenses:

Registered Professional Engineer in Florida

Certified General Contractor in the State of Florida

JOSEPH G. A. RICCIO, JR., P.E.

Summary:

Over 20 years of senior/executive level leadership and diverse experience in facilities planning, engineering and management, including maintenance, services, utilities, construction, safety, transportation, environmental engineering and associated budgeting. Proven record of achieving objectives and customer satisfaction. Outstanding communication and organizational skills.

Qualifications:

- 2005 – Present Vice President, Irby Engineering and Construction, Pensacola, FL
Managing a team of 24 personnel composed of professional and general engineers, facility planner and estimators, program managers and staff providing engineering support services to on NAS Pensacola, including project planning, design review and cost estimating.
- 2004 - 2005 Program Manager, Iraq Reconstruction Program, URS Corporation, Baghdad, Iraq
Initially led joint venture between the Louis Berger Group and URS Corporation to provide program and project management to reconstruct ministry headquarters buildings, renovate hospitals, construct primary healthcare centers, and renovate/construct schools. Subsequently, led expanded team of 121 architects, engineers and support personnel to manage a total program of \$2.8 billion. Expanded responsibilities included construction of roads and bridges; modernization of airports, ports and railroad stations; construction of communications networks, postal facilities, courthouses and training academies. Identified requirements, developed construction projects, and managed program and project scope, schedule and budget.
- 2003 – 2004 National Director, Navy Facilities Planning, and Operations Manager, Military Facilities Planning, URS Corporation, Phoenix AZ
Developed corporate strategies to increase share of Navy and Marine Corps facilities planning market, orchestrated teaming of experts from around the country to meet specific client requirements, and led multi-office teams in the execution of Air Force, Army, Navy and Marine Corps master planning, requirements assessments and regional and facility consolidation studies. Focused areas included mission relocation assessments and subsequent project development. Task manager and site visit team leader for the physical inspection of various U.S. Air Force munitions facilities around the United States.
- 1999 – 2002 Director, Facilities Management, Chief of Naval Education & Training, Pensacola, FL
Principle corporate advisor and program manager for facilities management related issues, including environmental planning; master planning; plant operations and maintenance; family housing and capital facility redevelopment. Developed and directed \$230 million annual budget supporting 10 sites with a plant value of over \$5.3 billion.
- 1998 - 1999 Dep. Director, Installation Management, Commander in Chief, U. S. Atlantic Fleet, Norfolk, VA
Senior Executive Position. Oversaw corporate policy, management and execution of programs supporting 23 shore installations valued at \$13 billion with an annual budget of over \$1 billion. Principle programs included master planning; facilities management;

environmental planning and compliance; capital facility redevelopment; infrastructure operations; and morale, welfare and recreational programs.

- 1996 – 1999 Director, Facilities Management, Commander in Chief, U. S. Atlantic Fleet, Norfolk, VA
Principle advisor and program manager for facilities management, operations, maintenance, capital improvements and transportation issues. Developed and directed \$140 million annual corporate budget.
- 1994 - 1996 Dep. Director of Construction and Service Contracts, Naval Air Station Pensacola, FL
Directed administration of over 200 construction and facility support contracts, valued at \$410 million, and directed staff of 74 personnel. Contracts included new buildings, roads, utilities, renovations and associated designs and specifications; and base services. Held Level III (highest for DOD) Contracting Officer's Warrant. Orchestrated formal partnerships with clients, regulatory agencies and contractors to motivate win-win strategies.
- 1991 – 1994 Chief Operating Officer, Navy Public Works Center, Pensacola, FL
Directed operations for public works business, with over 700 personnel and annual revenues over \$78 million. Developed budgets and provided environmental planning, operations and compliance support; engineering; utilities; transportation; and maintenance for 11 sites in Florida and other Gulf Coast states.
- 1988 – 1991 Resident Officer in Charge of Construction, Naval Submarine Base, Kings Bay, GA
Directed administration of over \$200 million in contracts to construct U. S. Navy's newest Trident submarine base. Projects included critical infrastructure facilities, such as, the deepest covered drydock in the Western Hemisphere; submarine refit wharves; 200 units of family housing; dormitories; utilities; roads; administrative, training and industrial facilities.
- 1986 – 1988 Executive Officer, Naval Mobile Construction Battalion SEVEN, Gulfport, MS
Second in Command of 700 man contingency construction battalion with deployments to Spain, Italy and Guam supporting both the Atlantic and Pacific theaters. In 1987, the battalion was recognized as the best battalion in the Atlantic theater and formally commended by the U. S. Coast Guard for construction of critical operational facilities in the Pacific theater on time and within budget.

Education:

M. S. Civil and Environmental Engineering, University of Rhode Island

B. S. Civil and Environmental Engineering, University of Rhode Island

Licenses:

Registered Professional Engineer in Florida, Virginia & Rhode Island

Certified General Contractor in the State of Florida

CONOR P. GRACE

Summary:

- Bachelor of Science in Civil Engineering; Florida Engineer Intern.
- Eight years experience in Air Force and Navy Civil Engineering, five years in supervisory positions.
- Extensive work in construction management (\$40 million), environmental compliance, plans and programs, and readiness.
- Versed in cost estimating, funds procurement, site layout, design, and contract management.
- Currently enrolled in Master of Science in Administration program with focus on Acquisition and Contract Administration.
- Active member of Society of American Military Engineers (SAME)
- SECRET security clearance.

Qualifications:

2008-Present: General Engineer, Irby Engineering and Construction, Naval Air Station Pensacola, Florida

- Developed government funding packages for 17 major construction and repair projects valued at over \$50 million.
- Created integrated project list presentation to secure funding for \$178 million in construction and \$92 million in repair.
- Provided base mechanical assessment quality assurance; established baseline performance standards for maintenance program.
 - Evaluated inspection of all systems (HVAC, elevators, fire alarms, fire suppression, etc.) in over 325 facilities in 2 months.
- Developed detailed cost estimate and scope of work for historic restoration of fire-damaged Imogene Theater in Milton, FL.
- Recommended and pursued implementation of new public works process for electronic design reviews in lieu of hard copies; will save government time and money, and will greatly benefit environment.

2007-2008: Civil Engineer, Northrop Grumman Technical Services, 1st Special Operations Civil Engineer Squadron, Hurlburt Field, Florida

- Managed \$1.8 million camp ground construction project, \$640 thousand sea wall repair project, and \$450 thousand obstacle course relocation project.
- Developed tracking system for Simplified Acquisition of Base Engineering Requirements (SABER) projects; accounted for all submittals for over 40 projects valued at over \$5 million.
- Revamped base's Facility Board presentation; tracked programming status of over 150 future projects worth over \$630 million.
- Initiated indefinite demand, indefinite quantity (IDIQ) contract to provide protective distribution system (PDS) for all base secure communications projects.
- Led complete rewrite of SABER contract to improve quality and timeliness of future construction projects.

2006-2007: Engineering Flight Deputy Chief, 1st Special Operations Civil Engineer Squadron, Hurlburt Field, Florida

- Managed operations and maintenance, military construction, and SABER programs, project programming, community planning, space allocation, surveying and drafting.

- Supervised flight of 29 people responsible for 51 projects in construction valued at over \$38 million and 50 projects in design valued at over \$115 million.
- Kept installation commander apprised of all construction via weekly project updates.

2006: J7 (Engineer) Director, Combined Joint Special Operations Air Component, Balad AB, Iraq

- Single-handedly managed all construction, maintenance, repair, long-range planning, service contracts, and grounds maintenance for 600 person camp supporting all Special Operations air assets in Iraq and Afghanistan.
- Managed over 30 projects worth \$31 million over five month period.
 - Led \$22 million aircraft ramp and maintenance facility project to provide parking space for all special operations C-130s.
 - Completed \$3.3 million billeting compound to bed down all 600 special operations personnel.
 - Programmed construction and designed floor plan for \$2 million hardened facility for 100 personnel providing command and control for all theater operations.
- Developed first-ever comprehensive plan for future construction; briefed commander weekly on plan changes.

2004-2006: Readiness Flight Officer, 16th Civil Engineer Squadron, Hurlburt Field, Florida

- Commanded 15 troops responsible for Chemical, Biological, Radiological, Nuclear, and high-yield Explosive awareness training for 9,000 personnel, HAZMAT response and training, WMD response and training, base Emergency Management program, \$2M in deployable assets, and deployment training for 266 squadron personnel.
- Led installation's Survival Recovery / Emergency Operations Center through 12 named tropical storms, including Hurricanes Ivan, Dennis, and Katrina. Key member of base ride-out team during Ivan and Dennis evacuations.
- Completely revised installation's Emergency Management Plan based on lessons learned in storms and accident responses.
- Led wing to "Excellent" Ability to Survive and Operate (ATSO) rating, "Outstanding" ATSO Command and Control rating, and "Outstanding" Civil Engineer rating in Air Force Special Operations Command Operational Readiness Inspection.

2003-2004: Readiness Flight Officer, 49th Civil Engineer Squadron, Holloman AFB, New Mexico

- Commanded 13 troops responsible for Chemical, Biological, Radiological, Nuclear, and high-yield Explosive awareness training for 4,000 personnel, HAZMAT response and training, WMD response and training, base Full Spectrum Threat Response program, \$2M in deployable assets, and deployment training for 300 squadron personnel.
- Focal point for alternate Space Shuttle landing site plans and exercises.

2002-2003: Plans and Programs Element Chief, 49th Civil Engineer Squadron, Holloman AFB, New Mexico

- Led 4-person element responsible for project programming worth over \$100M.
- Secured P-341 emergency MILCON funding for \$1.3M Deployment Control Center; integral in moving all Air Force engineering beddown assets and F-117 Stealth Fighter support to Operations ENDURING and IRAQI FREEDOM.
- Managed Military Construction, Operations and Maintenance, Medical, Non-Appropriated Fund, and Military Family Housing programs.

2002: Engineering Flight Commander, 376th Expeditionary Civil Engineer Squadron, Manas AB, Kyrgyzstan

- Managed \$5 million in construction projects over 5 month period; part of second team on the ground in Kyrgyzstan.
- Led project to construct \$2.5 million munitions storage area.
- Designed and managed construction of air cargo storage yard with 3 expeditionary facilities; central hub for all personnel and cargo moving into and out of Afghanistan.
- Planned/developed industrial area to house vehicle wash rack, equipment storage facility, and morgue.
- Project engineer for aircraft arresting system to allow fighter jets to safely land on civilian runway.
- Programmed over \$20 million in future construction projects.

2001-2002: Environmental Flight Officer, 49th Civil Engineer Squadron, Holloman AFB, New Mexico

- Led HAZMAT remediation at two aircraft crash sites and countless Disaster Control Group exercises; removed over 600 cubic yards of contaminated soil in just 3 days following F-4 crash; reopened base's only runway capable of moving beddown assets to Afghanistan.
- Led 40-person spill cleanup team; ensured personnel trained and equipment ready to respond to all major HAZMAT incidents on and off base.
- Performed base-wide environmental compliance inspections of hazardous waste accumulation points, flammable storage lockers, material safety data sheets, etc.

Education:

Present Master of Science in Administration, Acquisition and Contract Administration, University of West Florida, Pensacola, Florida
2006 Contracting for Civil Engineers Course, Air Force Institute of Technology
2004 SABER Management Course, Air Force Institute of Technology Squadron
2003 Airfield Pavement Construction Inspection Course, Air Force Institute of Technology
2003 Project Programming Course, Air Force Institute of Technology
2001 Hazardous Waste Operations and Emergency Response Course, Industrial Environmental Safety Management Consulting, Naperville, Illinois
2001 Bachelor of Science in Civil Engineering, Tulane University, New Orleans, Louisiana

Key Project Personnel Assigned:

Julian B. Irby, PE – Project Leader

Mr. Irby has 25 years of experience in facilities planning, design, construction, renovation, and maintenance. He has executed over \$360 million in construction, renovation and design projects, including high rise complexes, residential single and multiple family units on and off the waterfront, commercial and private piers, industrial facilities, aircraft hangars, horizontal projects including road paving and runways, sewer and water systems and electrical distribution systems with the largest single project valued at over \$58 million. Mr. Irby is a former United States Navy Civil Engineer Corps Commander. He is also a registered professional engineer and state certified general contractor in Florida and holds a Master degree in Engineering from the University of Florida.

Mr. Irby will be available for the duration of Phase 1 Public Improvements.

Conor P. Grace, EI – Project Manager

Mr. Grace has 8 years of experience in construction management, facilities operations and maintenance, project planning and programming, design, environmental engineering, and emergency management. In his career he has executed over \$40 million in construction projects and is well versed in all stages of the contracting process. Mr. Grace served six years as a United States Air Force engineer and deployed twice in support of Operations Enduring and Iraqi Freedom. While at Hurlburt Field, Florida, Mr. Grace led base preparation, evacuation, and recovery efforts for Hurricanes Ivan and Dennis ensuring the safety of over 20,000 personnel. Conor graduated from Tulane University with a Bachelors degree in Civil Engineering and is a Florida Engineer Intern.

Mr. Grace will be available for the duration of Phase 1 Public Improvements.

Construction Manager/Quality Assurance/Safety Oversight

If the Construction Owner's Representative contract is awarded to Irby Engineering and Construction, local individuals from the Pensacola area will be hired to fill these positions. We are currently in discussion with two individuals who each have over 20 years of regional construction management and safety experience. The two individuals will together provide the responsibility of construction manager, quality assurance and safety.

Individual Experience:

Julian B. Irby, PE:

Mr. Irby has over 25 years of experience in construction, renovation and design projects, including high rise complexes, residential single and multiple family units on and off waterfront, commercial and private piers, industrial facilities, aircraft hangars, horizontal projects including road paving and runways, sewer and water systems and electrical distribution systems with the largest single project valued at over \$58 million. All told, he has executed over \$360 million in projects.

His experience includes the following:

- Mr. Irby was assigned as the Resident Officer in Charge of Construction Republic of Palau. During this tour, he also acted as the Officer in Charge of Construction Marianas, Program Management Officer for a period of six months. He had charge of over \$19 million of construction contracts. Mr. Irby also was the Officer in Charge, THIRD Naval Construction Brigade, Detachment Civic Action Teams on Guam. During this tour he was in charge of operational and logistics support for 17 construction teams performing \$26 million of construction.
- Mr. Irby was assigned to the Navy Public Works Center, Pensacola, serving as the Center's Activity Civil Engineer and later as the Senior Activity Civil Engineer and Engineering Officer. He had charge over the Public Works Center's utilities recapitalization program with a total value of \$25 million. Mr. Irby then served as the Facilities Planning & Programming/Execution Officer, Chief of Naval Education and Training, (CNET) Pensacola, Florida. He had charge over planning and programming for CNET's \$137 million real property maintenance program.
- Mr. Irby was the Resident Officer in Charge of Construction for Naval Air Station Pensacola. He had charge of over nearly 270 construction and facilities supports contracts with a total annual work-in-place value of \$220 million.
- Mr. Irby is currently President of Irby Engineering and Construction. As president, Mr. Irby has oversight of administrative, business, construction, and design activities. In ten years, the company has grown from a one man operation to a multi-disciplined design/build organization with 31 full-time employees. Mr. Irby has overseen design and/or construction in excess of \$50 million as president of Irby Engineering and Construction.

Joseph G. A. Riccio, Jr. PE:

Mr. Riccio has over 30 years of facilities engineering experience, including programming, planning, design, construction, operations and maintenance. Further, his 'win-win' focus has effectively facilitated formal partnerships with government officials (including environmental regulatory and historical preservation agencies), contractors, and the public to achieve objectives within stringent constraints. In the United States, Mr. Riccio directed over \$610 million in various planning, design and construction projects, with the largest single contracts being \$203 million and \$106 million.

His experience includes the following:

- Mr. Riccio successfully led a team managing design and construction of a \$330 million full-service residential training complex on a 200 acre site at the Naval Air Station in Pensacola, Florida. Facilities included administrative, training and dormitory buildings, utilities, roads and communications. The project was completed on time (only 22 months), on budget and without litigation.
- Mr. Riccio directed the administration of over \$200 million in contracts to construct the U.S. Navy's newest Trident submarine base in Kings Bay, Georgia. Projects included critical infrastructure facilities such as utilities, roads, communications and water facilities, including the deepest covered dry-dock in the Western Hemisphere.
- Mr. Riccio directed a \$2.8 billion program to reconstruct Iraq's facility infrastructure. As the in-country corporate program manager and senior engineer, he led a team of 121 architects, engineers and support personnel in identifying requirements, developing construction projects, overseeing designs, and managing program and project scope, schedule and budget related to medical facilities, schools, office buildings, roads, bridges and communication systems. Mr. Riccio received a Citation from the Envoy of President of the United State for his contribution.

Conor P. Grace, EI:

Mr. Grace has 8 years of experience in construction management, facilities operations and maintenance, project planning and programming, design, environmental engineering, and emergency management. In his career he has executed over \$40 million in construction projects and is well versed in all stages of the contracting process.

His experience includes the following:

- Mr. Grace was assigned as the Engineering Flight Commander, 376th Expeditionary Civil Engineer Squadron, Manas Air Base, Kyrgyzstan. While there he managed \$5 million in construction projects and programmed \$20 million in future construction projects. He designed and managed construction of an air cargo storage yard with 3 expeditionary facilities which was the central hub for all personnel and cargo moving into and out of Afghanistan.
- Mr. Grace was assigned as Engineering Director for the Combined Joint Special Operations Air Component, Balad Air Base, Iraq. While there he single-handedly managed all construction, maintenance, repair, long-range planning, service contracts, and grounds maintenance for the 600 person camp. He managed over 30 projects worth \$31 million over the five month period. Projects included a \$22 million aircraft ramp and maintenance facility and a \$3.3 million compound to bed down all 600 special operations personnel. Mr. Grace programmed construction and designed the floor plan for a \$2 million hardened facility for 100 command and control personnel and developed the camp's first comprehensive plan for future construction.
- Mr. Grace was assigned as Engineering Flight Deputy Chief, 1st Special Operations Civil Engineer Squadron, Hurlburt Field, Florida. He managed the operations and maintenance, military construction, and SABER programs, project programming,

community planning, space allocation, surveying and drafting. Mr. Grace supervised 29 people responsible for 51 projects in construction valued at over \$38 million and 50 projects in design valued at over \$115 million.

- Mr. Grace was a civil engineer for Northrop Grumman Technical Services at Hurlburt Field, Florida. During his time there he managed a \$1.8 million camp ground construction project, \$640 thousand sea wall repair project, and \$450 thousand obstacle course relocation project. He was responsible for accounting for all submittals on more than 40 ongoing projects valued at over \$5 million, and he revamped the base's Facility Board presentation which tracked the programming status of over 150 future projects worth over \$630 million. He led a complete rewrite of the base's Simplified Acquisition of Base Engineering Requirements (SABER) contract to improve quality and timeliness of future construction projects.
- Mr. Grace is a general engineer with Irby Engineering and Construction at NAS Pensacola. He has developed government funding packages for 23 major construction and repair projects valued at over \$52 million, created an integrated project list presentation to secure funding for \$178 million in construction and \$92 million in repair projects. Mr. Grace provided base mechanical assessment quality assurance on over 325 facilities to establish baseline performance standards for the HVAC systems.

Adam H. Sammis:

Mr. Sammis has 3.5 years of experience in construction management, project planning and estimating. In this short time he has directly managed and estimated \$2 million in construction projects and accurately estimated an additional \$3 million in projects.

His experience includes the following:

- Mr. Sammis estimated the construction of a \$700,000 addition for the USAF at Hurlburt Field, FL. Irby Engineering was awarded the project and it was completed on time and on budget.
- Mr. Sammis estimated, scheduled, and managed the construction of a \$1.4 million Gymnasium and Fellowship Hall for Redeemer Lutheran Church and School. The project was completed on time and on budget.
- Mr. Sammis estimated, scheduled, and is managing the construction of a \$285,000 Building to house East Hill Christian Schools K-5. This project is scheduled to finish on time and on budget.

Firm Experience:

MAJOR CONSTRUCTION PROJECTS IN PROGRESS OR COMPLETED:

Project Title: East Hill Christian School K-5 Building

Project Description: Design and construction of a 4721 sq/ft building for the schools K-5 students.

Owner: East Hill Christian School

Architect: (Engineer): Irby Engineering & Construction

Contract Amount: \$0.3M

Percent Complete: 85%

Schedule Completion Date: Jul 2009

Point of Contact: David Sapp – 850-525-5917

Project Title: Redeemer Lutheran Gymnasium and Fellowship Hall

Project Description: Design and construction of a 14,000 sq/ft gym and fellowship hall.

Owner: Redeemer Lutheran Church

Architect: (Engineer): Irby Engineering & Construction

Contract Amount: \$1.4M

Date of Completion: October 2008

Percentage of In House Forces: 10%

Point of Contact: Don Summers – 850-982-4259

Project Title: 413 FLTS Addition Bldg 90070

Project Description: Construction of a 2200 sq/ft addition to an existing building, including significant life safety upgrades to the existing building.

Owner: USAF – Hurlburt Field, FL

Architect: (Engineer): 16th Civil Engineering Squadron, Hurlburt Field FL

Contract Amount: \$0.7M

Date of Completion: March 2008

Percentage of In House Forces: 5%

Point of Contact: USAF – Hurlburt Field, FL Contracting Office – 850- 884-7602

Project Title: SEASPRAY CONDOMINIUMS

Project Description: Restoration and reconstruction of the association-owned portions of three condominium buildings comprising 155 condos and public spaces.

Owner: SEASPRAY

Architect: (Engineer): Irby Engineering & Construction, Inc.

Contract Amount: \$36M

Date of Completion: December 2006

Percentage of In House Forces: 5%

Point of Contact: Marshal O'Neil – 205-822-4000

Project Title: First National Bank Hurricane Damage

Project Description: Restoration work on the three buildings to repair hurricane damage.

Owner: First National Bank of Florida

Architect: (Engineer): Alex McCrory, Architect

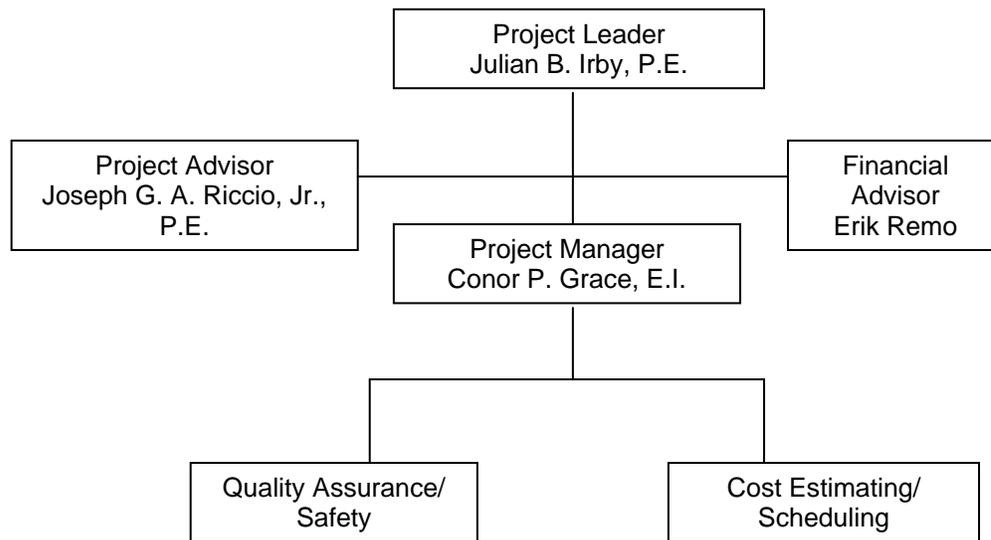
Contract Amount: \$1.8M

Date of Completion: March 2006

Percentage of In House Forces: 25%

Point of Contact: Bill Pieler – 850-479-9610 x 4145

Organization & Approach:



The Community Maritime Park Construction Owners Representative project will be under the operational control of Mr. Irby. The Project Manager and person on-site to manage day to day issues will be Mr. Grace. Both Mr. Irby and Mr. Grace have extensive experience in project management and will maintain close coordination to ensure that the project is completed on time and on budget. Mr. Grace will be joined on-site by two Construction Manager/Quality Assurance/Safety Representatives. Both will have extensive experience in government and private construction and will work closely with Mr. Grace on all aspects of the project.

The resident team will be supported by Mr. Riccio, Mr. Remo and Mr. Sammis from our home office as needed. Mr. Riccio will act in an advisory roll to both Mr. Irby and Mr. Grace throughout the project. Mr. Remo will provide financial oversight and Mr. Sammis will provide cost estimating and scheduling assistance. The team will be supported, as required, by specialized expertise in the region.

Irby Engineering & Construction envisions providing the following core services as the Construction Owners Representative:

- Negotiating and/or overseeing design-build agreements.
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- Liaison with contractors for trouble shooting, decision making and conflict resolution.
- Cost estimating and value engineering
- Provide regular progress updates to CMPA and City Officials

- Conduct meetings with developer, CMPA and City Officials as required
- Monitor the pre-construction phase to ensure issues implying risk, cost or delay are adequately addressed.
- Ensure along with CMPA staff and City Staff compliance with all regulatory approvals.
- Review of plans, specifications and special instructions to contractors
- Make final inspections, report on completed projects and oversee close-out procedures.

References:

East Hill Christian School
David Sapp – 850-525-5917

Redeemer Lutheran Church and School
Don Summers – 850-982-4259

United State Air Force, Hurlburt Field, FL
Contracting Office – 850- 884-7602

Sea Spray Condominiums
Marshal Oneil – 205-822-4000

First National Bank of Florida
Bill Pieler – 850-479-9610 x 4145

Small, Minority & Local Business Participation:

Irby Engineering and Construction is a service-disabled veteran-owned small business. The company currently employs 31 full-time employees and has a total net worth of approximately \$500,000. The company is located in downtown Pensacola on Garden Street, less than one mile from the future location of the Community Maritime Park.

It is Irby Engineering and Construction's intent to use all local personnel and at least twenty percent minority participation on site.

Irby Engineering & Construction fully supports the City of Pensacola's Small Business Enterprise Program.

Compliance with Evaluation Criteria:

Staff/Team Qualifications:

- a. Education and qualifications of individual staff members selected to work on this project:

Mr. Irby holds a Master Degree in Engineering from the University of Florida. Mr. Irby is a Certified General Contractor in the State of Florida with 25 years of experience in design and construction projects. Throughout his naval career and as the president of Irby Engineering and Construction Mr. Irby has contracted and managed over \$360 million in design/build projects

Mr. Riccio holds a Master Degree in Civil and Environmental Engineering from the University of Rhode Island and is a Certified General Contractor in the State of Florida. Mr. Riccio has over 30 years of facilities engineering experience, including programming, planning, design, construction, operations and maintenance. He has directed over \$610 million in various planning, design and construction projects, the largest single contracts being \$203 million and \$106 million. Mr. Riccio will act as an advisor on this project.

Mr. Grace holds a Bachelor Degree in Civil Engineering from Tulane University. Mr. Grace has 8 years of experience in construction management, project planning and programming, design, and environmental engineering. In his career he has executed over \$40 million in construction projects and is well versed in all stages of the contracting process.

- b. Demonstrated knowledge of overall scope of work required:

Irby Engineering and Construction and its employees have extensive experience in project planning, scheduling, cost estimating, contracting, and construction management. As a design build firm the company routinely assist clients in all aspects of the development, design and construction process. Irby Engineering and Construction is involved from the early stages of planning/design through final construction, providing assistance to clients in making realistic choices to get "best value" considering there objectives, budget and time constraints.

- c. Demonstrated specialized expertise of the company, principals, and project staff providing owners representation as a primary line of business or primary contracted service:

Irby Engineering and Construction as a firm has executed \$50 million in design and construction projects since it was founded in 2000, with its largest project valued at \$36 million.

Mr. Irby and Mr. Riccio are both Certified General Contractors in the State of Florida with 55 years of combined experience in design and construction projects. Throughout their careers they have directed over \$970 million in various planning, design and construction projects.

Mr. Grace has 8 years of experience in construction management, project planning and programming, design, and environmental engineering. He has executed over \$40 million in construction projects.

- d. Demonstrated knowledge of the principals and practices of construction owner representation specifically, relevant engineering, architecture, and related principals, constructability, and means and methods, productivity, scheduling, procurement management, construction labor issues, safety, and, especially, cost management and value engineering of large public works and multi-use projects:

Mr. Irby and Mr. Riccio have extensive experience as the owner's representative in multi-million dollar complex projects. While serving in the Navy, they both served as warranted contracting officers entrusted with the taxpayer's funds, and as the Resident Officer In Charge of Construction, were responsible for delivering quality facilities, on budget and on time. As such, they were responsible for contractual integrity, including procurement management, negotiating changes, construction labor issues and cost management; as well as representing the client's interests in the execution of the work, including constructability, design review, value engineering, scheduling, means and methods, and safety.

- e. Demonstrated knowledge with pertinent federal, state and local laws and ordinances governing development, including ADA:

As a Florida certified general contractor and licensed engineering firm Irby Engineering and Construction has direct knowledge of local, state, and federal development codes. Irby Engineering and Construction has designed and/or managed construction of both commercial and residential projects throughout Northwest Florida.

As a design/construction firm Irby Engineering and Construction is compelled to be knowledgeable of all applicable construction laws, regulations, and codes, including ADA.

- f. Previous, successful projects of a similar scope, size, cost, and phasing with strict implemented urban design or architecture standards and guidelines:

The principles of Irby Engineering and Construction, Inc. have been the owner's representative for several complex projects of various sizes. At the Naval Air Station, Pensacola, Mr. Riccio was the owners representative for building a full service training campus on a 200-acre site adjacent to Pensacola Bay, including eight three-story dormitories, one six-story dormitory, a medical-dental facility, recreation and dance club, ball fields, classroom and office facilities all in a 22-month period. The campus was designed within strict architectural standards and phased to begin construction before all the designs were completed. Many challenges materialized, including uncovering items of archeological significance. In the end, the project was completed on time, on budget and without litigation.

In 2005 Irby Engineering and Construction designed, managed, and constructed the renovation of its Garden Street office which resulted in the project being the recipient of the Downtown Improvement Boards "Golden Brick" award.

g. Demonstrated experience with contract negotiation and administration:

Mr. Irby and Mr. Riccio were both Warranted Contracting Officers and members of the Department of Defense Acquisition Professional Community.

Between Mr. Irby, Mr. Riccio, and Mr. Grace, hundreds of construction projects of various sizes and complexity have been managed, including contract and change order negotiations.

h. Demonstrated knowledge and experience regarding jobsite safety for similar projects:

Mr. Irby, Mr. Riccio, and Mr. Grace all have been trained with regard to OSHA and Corps of Engineer safety requirements and have experience implementing them on projects of various sizes.

Mr. Riccio's concern for safety resulted in the workforce under his management achieving an unprecedented 800,000 accident free labor hours over the course of executing projects of various sizes.

i. Demonstrated experience in urban environments requiring close interaction among affected parties, staging of activities, and cost occurring as the results of heightened coordination efforts:

In the last ten years Irby Engineering and Construction has managed residential and commercial construction projects throughout Northwest Florida. Including building a 14,000 sq/ft gymnasium on an active school campus, a 150-unit 3-building occupied condominium reconstruction project, multiple residential homes in established neighborhoods, and a 4,700 sq/ft classroom building on an active campus.

j. Experience acting on behalf of non-profits, government, or institutional clients with limited staff capacity to coordinate and interpret the technical demands of complex construction activity:

In addition to the experience discussed above, Irby Engineering and Construction has acted on behalf of Redeemer Lutheran Church and School to design and construct a \$1.4 million gymnasium and fellowship hall. Currently Irby Engineering and Construction is working with East Hill Christian School on a \$285 thousand classroom building.

k. Demonstrated capability and experience in effecting cost savings, value engineering, containing cost, ensuring on-time and quality construction, and otherwise fulfilling owners project objectives, through implementation of its COR responsibilities:

In addition to the experience previously mentioned above, Irby Engineering and Construction has managed over \$45 million worth of construction projects in the last 5 years. These projects were all completed with an average of 90% subcontracting. Irby Engineering and Construction's ability to schedule, estimate, manage and provide quality assurance to subcontractors led to these projects being completed on time, on budget and fulfilling the owner's objectives.

Scheduling, Budgeting, and Communications:

- a. Current workload and commitment of key project staff to project:

Key personal being committed to this project are available immediately and will be committed throughout Phase 1.

- b. Ability to be available and effectively represent CMPA at all times:

Irby Engineering and Construction will have a mobile office located on-site at the CMPA project and will have the team available during construction of Phase 1. Further, with its home office located less than one mile from the CMPA project Irby Engineering and Construction will easily be able to augment and support the personnel on site.

- c. Demonstrated ability to meet project schedules:

As discussed above,

Irby Engineering and Construction has managed over \$45 million worth of construction projects in the last 5 years, all of which were on schedule.

Mr. Riccio led a team managing design and construction of a \$330 million full-service residential training complex at the Naval Air Station in Pensacola, Florida. The project was completed on time in only 22 months.

- d. Demonstrated ability to evaluate productivity of project construction and service providers:

In addition to the experience discussed above, as a general contractor, it is Irby Engineering and Construction's responsibility to schedule and provide quality assurance to subcontractors. This demonstrated ability has led to \$50 million in construction projects being completed on time and on budget.

- e. Demonstrated ability to coordinate projects of similar size, scope, and cost:

In addition to the discussion above, Irby Engineering and Construction employees have managed projects as large as \$330 million. Mr. Irby and Mr. Riccio have both held the position of Resident Officer in Charge of Construction for the United States Navy. In this capacity both oversaw various planning, design and construction projects.

f. Demonstrated skill in meeting budgetary requirements:

Irby Engineering and Construction is accustomed to having to meet budgetary requirements. The experience with Redeemer Lutheran Church and East Hill Christian School are examples of this. Both clients were on limited budgets and had specific needs. Irby Engineering and Construction was able to satisfy these needs within their budgets and without cost overruns.

Mr. Riccio, Mr. Irby, and Mr. Grace all have experience in meeting budgetary requirements at various stages of projects from planning and design through construction.

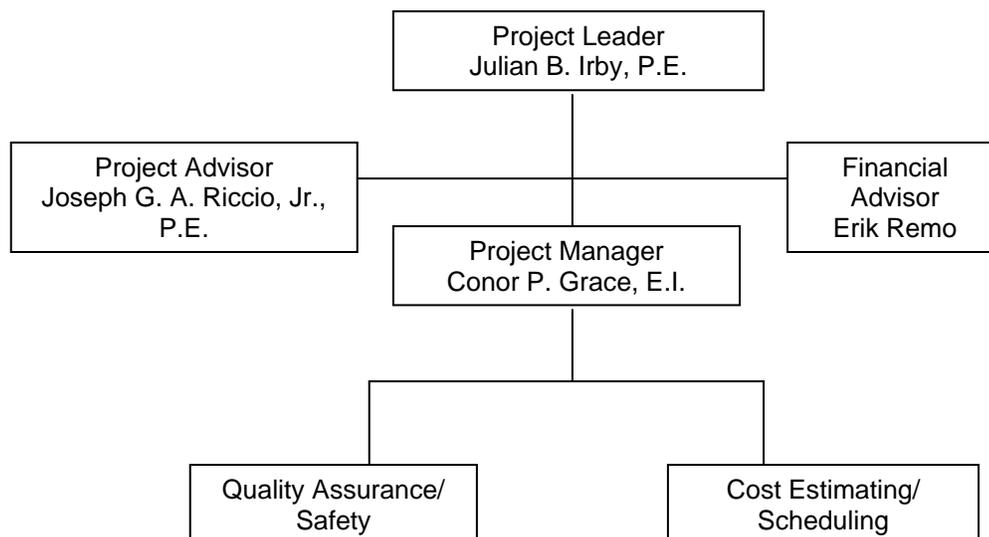
g. Demonstrated ability to ensure quality requirements throughout project:

As engineers, project managers and contracting officers, the individuals at Irby Engineering and Construction have experience in developing and reviewing submittals and reviewing material testing to ensure quality requirements are met.

h. Demonstrated verbal and written reporting skills including representing CMPA with various media:

Mr. Irby, Mr. Riccio and Mr. Grace have extensive experience in preparing and presenting briefings. All three individuals have experience in briefing senior military and government officials. Mr. Irby and Mr. Riccio both have formal training in media relations and have experience briefing civic leaders, congressmen, and senators. All three are well versed in Power Point.

Project Approach and Services to be provided:



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Small/Minority Business Participation:

Irby Engineering and Construction is a Service Disabled Veteran Owned Small Business.

Local Business Participation:

Irby Engineering and Construction is located in downtown Pensacola at 94 E. Garden St. less than on mile from the project location.