

DIGITAL

MARC TAYLOR INC.

OWNER'S REPRESENTATIVE

WEBB COUNTY FAIRGROUNDS



RFQ #2020-009 SUBMITTED THURSDAY MAY 14, 2020



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May 14, 2020

MARC TAYLOR INC.

Mr. Juan Guerrero
Webb County Purchasing Department
1110 Washington Street, Suite 101
Laredo, Texas 78040

Subject: Owner's Representative for the Webb County Fairgrounds Project
Request for Qualifications 2020-009

Dear Members of the Selection Committee,

Marc Taylor Inc. (MTI) is pleased to submit our RFQ response for this once-in-a-lifetime, multi-use community and family entertainment events center. We understand that the existing facilities have served well beyond their expected life span. To meet the needs of Laredo's population growth, , now is the time to modernize the Webb County Fairgrounds to better support entertainment options, agricultural education activities, equestrian competitions, and other community events. MTI will ensure that Webb County's best interests are protected by providing a dedicated team skilled in the successful development of these types of multipurpose venues. We have assembled our best resources to manage this fairgrounds renovation project and are 100% committed to its success.

Our team's experience on large, fast-tracked multi-use facilities such as these will provide confidence and the reassurance needed to Webb County, the LIFE organization and the rest of the development team. The MTI team fully embraces the opportunity to work with multiple stakeholders who have different goals and priorities, as we have successfully achieved this many times in the past.

The MTI team brings the following benefits to Webb County:

- \$600M in Texas-based projects
- Completed 25 major complex renovation retrofit projects
- Top programming deliverable experts with 160+ years of collective experience
- A strong and deep knowledge of equestrian and multi-use entertainment facilities
- Expert design phase management resources – proven track record of protecting budgets
- Expertise as an Owner's Representative, Program Manager, Preconstruction Manager & Construction Manager

Our passion is working on high-profile, fast-track and technically complicated sports projects where early planning and management significantly influence the project outcome. Our team brings tremendous lessons learned to this program and understands how to deliver a multi-use sports complex on schedule and under budget.

We look forward to sharing our qualifications with you and working as Webb County's advocate



Marc Taylor (602) 799-6693
President/CEO mtaylor@marc-taylor.com
Marc Taylor Inc.

TAB 1 - Description of applicant firm's history and number of years of experience providing owner's representative services, specifically the Services described herein.

READY TO PERFORM.

Established in 2007, Marc Taylor Inc. (MTI) is a nationally recognized firm of experts in managing large, multipurpose, educational, performing arts, sports and entertainment venues evolving from the feasibility stage thru final occupancy. The firm has an award-winning history of providing successful program, design and construction phase management services, and has worked for municipalities that own event centers as well as the professional sports teams that occupy those event centers.

Marc Taylor, President and Chief Executive Officer with MTI, will lead the MTI team and serve as your lead representative. Marc has a decorated history providing successful design and construction phase management services on high-profile fast-track projects. Marc has 25 years of extensive experience in this industry and has a broad-based background working across the county, including Texas with public owners / developers. In the role of Owner's Representative, Marc is accustomed to working with and managing a multitude of stakeholder groups serving as Program Manager, Technical Consultant, PM/CM, Cost Estimator, Preconstruction Manager and Construction Manager. Marc understands the complete development process and will be a tremendous asset for Webb County on the creation of this year-round community gathering destination.

Our team, and the professionals at MTI, have a combined total of more than 150 years of experience in their field and will ensure a fluid process through contract negotiations, design, construction and close out. MTI's involvement and responsibilities have encompassed all stages of project management from the earliest stages of project programming, contract development, total project cost planning, and funding analysis through construction and phased occupancies. The firm has \$5 Billion dollars in dedicated preconstruction management and program management services in the Construction Management at Risk, Design-Build, Design-Bid-Build and Job Order Contracting alternative delivery methods. In just the last 5 years, MTI has worked on over \$1 Billion of new and renovations projects, protecting the Owner's interests in a wide range of capacities.



35+

iconic multi-use sports and entertainment venues

\$2B



11+

performing and theatrical projects

\$500M



180+

CM@R and D/B projects

\$5B



175+

Renovation Projects

\$5B

TAB 2 - List of current and past assignments for which owner's representative services were provided, including description of projects, if the entity for which the services were provided is public or private, the size of any public entity for which services were provided, construction date and value, architect, contractor and staff member(s) assigned to each project;

- 1 Houston Astros & Washington Nationals / FITTEAM Ballpark of the Palm Beaches
- 2 Texas Rangers & Kansas City Royals / Surprise Recreation Campus
- 3 Gilbert Regional Park
- 4 Desert Sky Multipurpose Sports Complex
- 5 Scottsdale Multi-use Event Center & Stadium Renovations
- 6 Peggy Adams Animal Rescue League Renovation

YOUR ARENA + ENTERTAINMENT VENUE EXPERT

“Whether it was presenting information to the County, dealing with permits and the City, negotiating pricing with the contractor, providing reports to ownership, or just managing the enormity of the project, they were diligent and insightful.”

Arthur Fuccillo
Partner/Project Manager
Washington Nationals



HOUSTON ASTROS & WASHINGTON NATIONALS

FITTEAM Ballpark of the Palm Beaches

Marc Taylor Inc. served as Owner's Representative for Palm Beach County, the Houston Astros and Washington Nationals. Managed the development agreement, design phases, procurement, and oversaw construction through occupancy on the development of a joint multi-use city park and Spring Training facility that includes an approximately 8,500-seat ballpark, party decks, suites, visiting team clubhouse, ticketing, bullpens, canopies, offices and other supporting components. The Washington Nationals Spring Training complex includes an approximately 56K SF clubhouse, two Major League practice fields, four Minor League practice fields, agility fields, batting tunnels and other supporting training spaces. The Houston Astros Spring Training complex includes an Approximately 55K SF clubhouse, two Major League practice fields, four Minor League practice fields, agility fields, batting tunnels and other training spaces. The city park includes a playground, four lighted basketball courts, splash park and nearly two miles of walking trails. The project also called for the remediation of 460K yards of trash within Florida EPA standards.

Project Value: \$158M

Project Owner(s): Palm Beach County, Houston Astros and Washington Nationals

Project Dates: April 2015 – February 2017

Project Type (Public or Private):

Public - 50%; Private - 50%

Size of Public Entity: 1.49M

Architect: HKS

Contractor: Hunt Construction Group

Project Staff Members:

- Marc Taylor
- Anthony Stevenson
- Ben Cating
- Ryan Lantz
- *Proposed on the Webb County team*



Project Similarities

- Youth/Amateur Sports Camps/Clinics/Tournaments
- Non-Profit Fundraising Events/Experiences
- Concert Series/Music Festival
- UFC Fight Nights
- World Series Watch Parties
- Corporate Team Building Outings/Meetings
- Collegiate Baseball Tournaments

TEXAS RANGERS & KANSAS CITY ROYALS - SURPRISE RECREATION CAMPUS

Marc Taylor Inc. provided contract negotiation design phase management, cost estimating, procurement services, program management, construction management and owner's representation for the City of Surprise including both new construction and renovation of existing athletic training structures for the 75K SF Spring Training Complex for the Texas Rangers and Kansas City Royals. The project was phased between major and minor league clubhouse areas. Eight hydrotherapy pools were installed along with a second-floor vertical expansion, multipurpose buildings and full-service commercial-grade kitchen.

Project Value: \$25M

Project Owner(s): City of Surprise

Project Dates: March 2015 – January 2016

Project Type (Public or Private): Public

Size of Public Entity: 138K

Architect: Populous

Contractor: Hunt Construction Group

Project Staff Members:

- Marc Taylor
- Jim Lathen
- Anthony Stevenson

- *Proposed on the Webb County team*



Project Similarities

- Signature Community Events (ie: July 4th Spectacular, Fall Festival)
- Food Truck Showcase
- K-12 STEM Field Trips
- High School/College Graduation Ceremonies
- 5K Fun Runs
- Collector Car Shows/RV Shows
- Community Block Party/Festival
- Ballpark Movie Nights
- Hot Air Balloon Festival



GILBERT REGIONAL PARK

Serving as Owner's Representative for the Town of Gilbert on this contract which included two separate sites with two different CMAR contractors. The 272-acre Gilbert Regional Park will be the largest park in Gilbert, Arizona completed in three phases including entry monuments, a seven-acre amenity lake, hiking/running trails, iconic playground, 4K SF interactive splash pad, ramadas, 16 pickleball courts, 6 tennis courts, 6 volleyball courts, 10-acre event lawn, amphitheater, offsite improvements, ASR well, water/sewer infrastructure and 300 parking spaces. This project also features multipurpose buildings and corporate pavilions, pedestrian bridges, aquatics, skate park, mountain bike trails and various athletic fields and anchored to a public private water park that includes a wave pool – surf – ski park.

Project Value: \$240M total (Phase 1/1B: \$65M)

Project Owner(s): Town of Gilbert

Project Dates: June 2017 – Present

Project Type (Public or Private): Public

Size of Public Entity: 248K

Architect: Dig Studio

Contractor: Haydon Building Corp.

Project Staff Members:

- Marc Taylor
- Anthony Stevenson
- Jim Lathen
- Ben Cating
- Brian Quintana
- Ryan Lantz
- *Proposed on the Webb County team*

Project Similarities

- Weddings/Receptions
- Equestrian Trails
- Multipurpose Youth/Adult Sports Tournaments
- Iconic Sports Amenities
- Concerts/Theatre-Style Plays/STEM Programming
- Food and Arts Festivals
- Movie Night at the Park
- Firework Shows



DESERT SKY MULTIPURPOSE SPORTS COMPLEX

The Gilbert Desert Sky Sports Complex includes 13 multipurpose event/sports fields, outdoor multipurpose sports arena and other park amenities such as a recreational lake, trails, playground, RV parking, food truck plaza, concessions, dog parks, restrooms, water/sewer infrastructure and parking. This project was built in an existing flood-controlled basin and in heavy coordination with the Maricopa County Flood Control District which was required to maintain proper hydraulic functions of the area along with coordination from Union Pacific Railroad.

Project Value: \$75M total
(Phase 1: \$25M)

Project Owner(s): Town of Gilbert

Project Dates: June 2017 – November 2019

Project Type (Public or Private): Public

Size of Public Entity: 248K

Architect: Kimley Horn & Associates

Contractor: Hunter Contracting Company

Project Staff Members:

- Marc Taylor
- Jim Lathen
- Brian Quintana
- Anthony Stevenson
- Ben Cating
- Ryan Lantz
- *Proposed on the Webb County team*

Project Similarities

- Dog Parks
- Adult Obstacle Courses
- Concerts/Theatre-Style Plays/Yoga
- Food and Art Festivals
- Drive-In Movies
- Multipurpose Youth/Adult Sports Tournaments
- Firework Shows



SCOTTSDALE MULTIUSE EVENT CENTER & STADIUM RENOVATIONS

Served as Owner's Representative for the City of Scottsdale providing cost estimating, construction management, reconciliation, scheduling, life cycle cost analysis, bid and constructability reviews and value engineering. The phased, multi-year project is set in the City's historic downtown. Key elements of the renovation/retrofit include conversion of the existing stadium to a multi-use facility designed to integrate dual uses, two-story clubhouse/event center, press level, upgrades to the stadium seating bowl, main entry plaza, and modifications to the stadium and outfield berm areas, ADA, code upgrades as well as a complete technology replacement (ie: CCTV, access control, stadium sound, AV, DAS WiFi, broadcast and video coaching).

Project Value: \$65M

Project Owner(s): City of Scottsdale

Project Dates: May 2018 – 2020 (Phase 1) and 2021 (Phase 2)

Project Type (Public or Private): Public

Size of Public Entity: 255K

Architect: Populous

Contractor: Hunt Construction Group

Project Staff Members:

- Marc Taylor
- Anthony Stevenson
- Jim Lathen
- Ben Cating
- Brian Quintana
- Ryan Lantz
- *Proposed on the Webb County team*

Project Similarities

- Weddings/Receptions
- Youth Sports Leagues
- Industry Conferences/Corporate Meetings
- High School/College Reunions
- Signature Community Events (ie: Veteran's Day Tribute, Hop and Hops)
- Tough Mudder/Turkey Trot Running Events



PEGGY ADAMS ANIMAL RESCUE LEAGUE RENOVATION

Provided preconstruction PM services, including contract negotiation, design phase management, constructability and cost estimating for the project which includes a new center featuring the latest advances in showcasing rescues and interactive spaces allowing for increased animal enrichment and decreased noise levels. Weather wise play areas for exercise and behavioral training, dynamic adoption counseling areas, classroom facilities, the expansion of current life-saving programs in the Grace Pavilion, including a neonatal Kitten Nursery, Foster Care Program and Wellness Clinic.

The expanded campus features the Berman Memorial Gardens and the Pet Columbarium adjacent to a new dog-bone themed pond with a ¼ mile walking trail and nature preserve.

Project Value: \$19.9M

Project Owner(s):
Peggy Adams Animal Rescue League
Board of Directors

Project Dates: June 2018 - June 2020

Project Type (Public or Private): Private

Size of Public Entity: 1.49M

Architect: Jackson Ryan Architects

Contractor: Kast Construction

Project Staff Members:

- Marc Taylor
- Jim Lathen
- Brian Quintana
- *Proposed on the Webb County team*

Project Similarities

- Animal Shelter
- Veterinarians
- Short & Long Term Boarding
- Training
- Social Spaces



Peggy Adams
ANIMAL RESCUE LEAGUE



TAB 3 - Identify the applicant's principals, managers and key staff members who would be assigned to the Project and describe the professional qualifications, experience and expertise of each such person with regard to the services detailed herein.

YOUR PROJECT TEAM



We work to ensure design collaboration with all Webb County departments and stakeholders, including:

- County officials
- Design/Build team
- Surrounding community
- City and State entities

ARCHITECT

Hanson Professional Services

MARC TAYLOR

OWNER'S REPRESENTATIVE

Marc Taylor Inc.

CONTRACTOR

TBD

MTI Internal Team:

- Marc Taylor pg 12
- Brian Quintana pg 13
- Bob Hawthorne pg 14
- Jim Lathen pg 15
- Ryan Lantz pg 16

**BOB HAWTHORNE, AIA
SENIOR PROJECT
MANAGER, DESIGN**

Marc Taylor Inc.

**BRIAN QUINTANA
SENIOR PROJECT
/ CONSTRUCTION
MANAGER**

Marc Taylor Inc.

**RYAN LANTZ
SPORTS EVENTS
PLANNER**

Marc Taylor Inc.

MTI Consultants:

- Anthony Stevenson pg 17
- Steve Guise pg 18
- Mike Depew pg 19
- Ben Cating pg 20

DESIGN AND CONSTRUCTION PHASE SUPPORT STAFF

**JIM LATHEN
CHIEF ESTIMATOR,
CSA/MEP**

Marc Taylor Inc.

**ANTHONY STEVENSON, PE
ENGINEERING / INSPECTIONS**

Lloyd Consulting Engineers

**BEN CATING
AUDIO/VISUAL
SPECIALIST**

Idibri

**STEVE GUISE
EQUESTRIAN SPECIALIST**

Guise & Associates

**MIKE DEPEW
EQUESTRIAN FOOTINGS / SOILS TESTING**

Environmental Technical Services (ETS)

**MARC
TAYLOR**



**OWNER'S
REPRESENTATIVE**

SIMILAR PROJECT EXPERIENCE

- Houston Astros/Washington Nationals, FITTEAM Ballpark of the Palm Beaches
- Texas Rangers/Kansas City Royals Surprise Recreation Campus
- San Francisco Giants/Scottsdale Stadium Multiuse Events Center
- Seattle Mariners/San Diego Padres Peoria Sports Complex
- Oakland Athletics/Hohokam Stadium and Fitch Park
- Cleveland Indians/Cincinnati Reds Goodyear Ballpark
- Gilbert Regional Park
- Desert Sky Multipurpose Sports Complex
- Peggy Adams Animal Rescue League Renovation
- Arizona State University, Sun Devil Stadium
- Utah State University, Merlin Olsen Field at Maverik Stadium

Marc Taylor will be the lead Owner’s Representative for your project and will act as Webb County’s primary contact from feasibility through construction and occupancy. Marc will lead his team and consultants and will be responsible for all project communications, contract compliance, schedule, and budget required to meet the development agreement / program.

Marc Taylor is the Owner and CEO of Marc Taylor Inc. (MTI) with over \$5B in total project experience and a decorated history providing successful design and construction phase management services on high profile, fast-track, multi-phased projects. Marc is highly skilled in preconstruction design phase management, cost estimating, CPM scheduling, value engineering, owner’s representation, technical consulting and program/project management. He has extensive experience working with public/private owners, developers, along with national and international design and construction management firms.

His primary role will be to use his vast knowledge and background in sports development, thereby streamlining coordinating with the entire team, managing stakeholders, identification of end user groups and finalizing a complete operable program deliverable with cost, logistics, contract execution and schedule analysis required to create a sound phasing plan.

EDUCATION

- Glendale Community College, Glendale, Arizona
- Southern Utah University, Cedar City, Utah

REPRESENTATIVE CLIENTS

- Houston Astros
- Crane Group
- Texas Rangers
- Dallas Unified School District
- Killeen Independent School District
- Baylor Richardson Medical Center
- Utah State University
- Arizona State University Athletics
- Palm Beach County
- City of West Palm
- Maricopa County
- U.S. Federal Government

SIMILAR PROJECT EXPERIENCE

Gilbert Regional Park

Chinle Sport Arena & Natatorium

Desert Sky Multipurpose Sports Complex

Window Rock Sports Arena

San Francisco Giants/ Scottsdale Stadium Multiuse Events Center

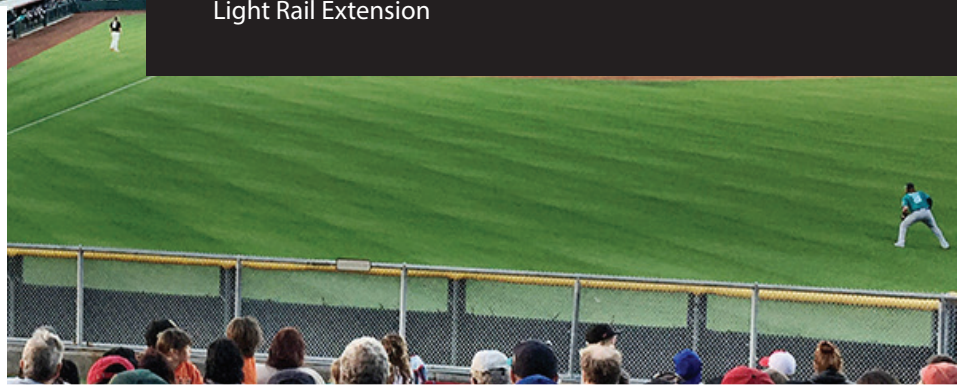
Peggy Adams Animal Rescue League Renovation

Valley Metro Gilbert Road Light Rail Extension

BRIAN QUINTANA



SENIOR PROJECT / CONSTRUCTION MANAGER



Brian Quintana will be the Senior Project Manager/Construction Manager. Brian has an extensive background in cost estimating and project management. He will support Marc Taylor to enforce contract requirements, document controls, quality, and construction obligations required by Webb County.

He is an accomplished Senior Program Manager and Cost Estimator having completed over \$3B in both horizontal and vertical construction projects throughout the United States.

Brian's extensive experience in project management, preconstruction and cost management allows him to be exceedingly proficient providing owners with project related data by way of feasibility studies, program and design-level cost estimates, master planning, functional use estimates, cost reconciliation audits, value engineering, life-cycle cost analysis, bid ability review, CPM scheduling, exposure reports, and constructability reviews, to name a few.

Brian's vast project experience encompasses a multitude of industry sectors including sports/entertainment, streets/transportation, hospitality/retail, hospitals, K-12 / higher education, and a multitude of municipal facilities.

EDUCATION

Colorado State University, Ft. Collins
Bachelor of Arts
Construction Management

Dale Carnegie Graduate 2003

Arizona Builders Alliance
Leadership Development Forum
LDF Graduate

SIMILAR PROJECT EXPERIENCE

- Houston Astros/Washington Nationals
- FITTEAM Ballpark of the Palm Beaches
- Texas Rangers/Kansas City Royals
- Surprise Recreation Campus
- Oakland Athletics/Hohokam Stadium and Fitch Park
- Cleveland Indians/Cincinnati Reds
- Goodyear Ballpark
- Arizona State University / Sun Devil Stadium
- Eiffel Tower II/Paris Casino Resort
- Harrah's Hotel and Casino
- Four Seasons Sheraton Hotel
- Horseshoe Hotel and Casino

**BOB
HAWTHORNE, AIA**



**SENIOR PROJECT
MANAGER,
DESIGN**

Bob Hawthorne is a registered Architect with extensive experience in sports and entertainment venues. Bob will act as a Senior Project Manager as it relates to quality of the design documents, permitting, and enforcement of design standards.

As a registered Architect, Bob has a tremendous background managing preconstruction and design phase services on high-profile projects from master planning through occupancy. For over three decades, he has provided hands-on leadership for the successful planning, design, construction and occupancy of his clients' projects.

As Senior Project Manager, Mr. Hawthorne has oversight over the purpose and status of the project. Using this oversight to support project-level activity to ensure the overall program goals are met, by providing a decision-making capacity along with a team-oriented approach. He can identify and manage cross-project dependencies resulting in a project program that is on budget, on schedule and meets contractual requirements with design and construction teams, along with regulatory agencies.

EDUCATION

- University of San Francisco – San Francisco, CA
Organizational Behavior, BS
- California Polytechnic State University – San Luis Obispo, CA
Architecture, MS
Executive Program

SIMILAR PROJECT EXPERIENCE

Houston Astros/Washington Nationals
FITTEAM Ballpark of the Palm Beaches
Texas Rangers/Kansas City Royals
Surprise Recreation Campus
Oakland Athletics/Hohokam Stadium and Fitch Park
Cleveland Indians/Cincinnati Reds
Goodyear Ballpark
Gilbert Regional Park
Desert Sky Multipurpose Sports Complex
Peggy Adams Animal Rescue League Renovation
Arizona State University / Sun Devil Stadium
Utah State University / Romney Stadium Renovation

JIM LATHEN



**CHIEF
ESTIMATOR,
CSA/MEP**

Jim Lathen will serve as Chief Estimator. He will provide real-time cost estimates and reconciliation with the architect and contractor to ensure Webb County gets fair market value. Jim will be performing bidability reviews against the bid documents prior to accepting a Guaranteed Maximum Price with the contractor.

With over 35 years of project management, construction management and risk management experience, Jim Lathen provides technical services for the firm including construction cost estimating, value engineering, design management, bid-ability/constructability reviews and scheduling. Jim has overseen the design process, estimating, procurement, construction and closeout on over \$3B of both vertical and horizontal projects throughout the Southwestern United States.

Jim is an expert at providing detailed construction cost estimates for civil, structural, architectural, mechanical, electrical, plumbing and special systems. He is highly proficient working in Construction Manager at Risk, Design-Bid-Build, Design Build and Job Order Contract delivery methods. Jim specializes in bidding, planning and budgeting for every delivery method, giving him a well-rounded approach to managing construction projects. His primary objective is to provide accurate cost estimating and value engineering to each project to ensure the project meets its goals.

EDUCATION

Schweiger's Refrigeration Tech School
Square D Electrical Distribution Training
Federal Pacific Electrical Distribution
Training
Carrier Heat-Pump and Refrigeration

SIMILAR PROJECT EXPERIENCE

- Goodyear Ballpark and Recreational Complex
- Cleveland Indians / Player Development Complex
- Cleveland Indians / Player Development Complex
- FITTEAM Ballpark of the Palm Beaches
- Gilbert Regional Park
- Desert Sky Multipurpose Sports Complex
- SF Giants/Scottsdale Stadium Multiuse Events Center

**RYAN
LANTZ**



**SPORTS
EVENTS
PLANNER**

Ryan Lantz, Multipurpose Sports Event Planner, is accustomed to managing a wide variety of multipurpose sports venues in a event management and operational capacity. Ryan will support Webb County in the early planning and design phases, as well as the Furniture, Fixtures & Equipment (FF&E) move in. Ryan will support CIP planning and asset management amongst the stakeholders.

EDUCATION

The Ohio State University –
Columbus, OH
Business/Marketing, BS

Mr. Lantz oversees the sports operations division at Marc Taylor Inc. (MTI) and is responsible for various business aspects of the organization such as strategic focus, marketing initiatives and business pursuits. Prior to joining MTI, Lantz worked in Major League Baseball for 15 seasons with the Cleveland Indians as Director of Arizona Operations overseeing facility operations, capital improvement projects, marketing and community outreach/public relations initiatives as well as all revenue generating opportunities such as ticket sales, sponsorships and concessions at the team’s Player Performance Center and Spring Training complex in Goodyear, AZ. Ryan’s experience and strong background in multi-use facility-related operations was instrumental in facilitating a smooth close out and on-time CO for the Scottsdale Multipurpose Complex Stadium Renovation project, Spring Training home of the San Francisco Giants.



ANTHONY STEVENSON, PE



**ENGINEERING /
INSPECTIONS**

SIMILAR PROJECT EXPERIENCE

- University of California, Berkeley Memorial Stadium
- Ventura Community College, Track & Field Facility
- University of Utah, McCarthy Field
- University of Arizona, Stadium/Beardown Field
- Arizona State University, Sun Devil Stadium
- Northern Arizona University, J. Lawrence Walkup Stadium
- State Farm Stadium, Arizona Cardinals
- Salt River Fields at Talking Stick, Diamondbacks/Rockies
- Summerlin Ballpark, Las Vegas Aviators
- Camelback Ranch Spring Training, White Sox/Dodgers
- Ballpark of the Palm Beaches, Nationals/Astros

Anthony Stevenson will assist in all engineering reviews, field profiles, permits, public utility easements, third party utility coordination and onsite inspections for Webb County. As a principal with Lloyd Civil and Sports Engineering, Mr. Stevenson is a former collegiate athlete and licensed civil engineer. His focus has always been sports, athletic fields and civil engineering, which has allowed him to work on a wide range of national and international sports facility projects both as a designer, owners rep and construction manager. Anthony has worked in the industry for 20 years, with an emphasis on complex sports projects.

His expertise encompasses a wide range of program, design and construction phase services to meet the difficult phased schedules. This includes but is not limited to providing utility assessments, material testing and inspections, quality assurance and controls, along with coordination and management of civils budgets and maintenance requirements for athletic playing surfaces. His clients benefit from this engineering background which allows his projects to start on time, bolstered by his ability to coordinate the team, permitting agencies and building officials on tight schedules. He has a master's degree in environmental engineering which has provided Mr. Stevenson with the knowledge to address storm water quality issues and water reuse systems. His research and thesis in microbial activity has provided a solid foundation for his understanding of soil chemistry and agronomy.

Lloyd Sports + Engineering is a nationally-recognized firm that specializes in the planning, design, and construction management of new and renovated sports facilities around the country. Lloyd has more than 30 years of experience in providing these services for a variety of clients including municipalities and professional sports teams. Lloyd's engineers and facility managers have successfully completed similar projects as part of the Owner's Representative team with MTI.

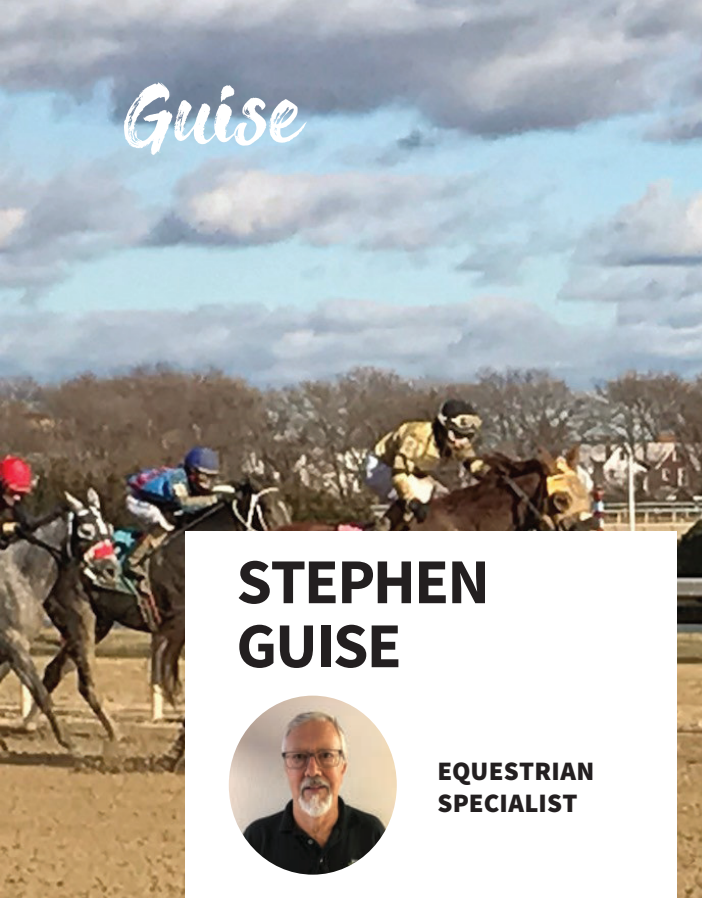
Notable completed projects include the University of Phoenix Stadium, M&T Bank Stadium, Sloan Park, St. Louis Riverfront Stadium, Oakland A's Spring Training Facility and Hohokam Stadium Renovation, and Birmingham Barons Regions Field.

EDUCATION

- Arizona State University
- Masters of Science
- Environmental Engineering
- Bachelor of Science
- Civil Engineering
- Professional Engineer

PROFESSIONAL REGISTRATIONS

- NV #22832
- AZ #47175
- CA #71123



STEPHEN GUISE



**EQUESTRIAN
SPECIALIST**

SIMILAR PROJECT EXPERIENCE

Lone Star Racetrack
Santa Anita Park Track Replacement
Los Angeles Equestrian Center
Rattner's Equestrian Facility
Remington Park
Gulfstream Park
Golden Gate Fields
Paso Robles Horse Park
Pittsburgh Pirates / Pirate City Spring
Training Complex
San Diego Padres Petco Park
Fresno Grizzlies Chukchansi Park

LA Galaxy StubHub Center
UCLA Sports Complex & Football
Practice Field Renovation
Menlo College Baseball Field Complex
Cerritos College Football/Soccer Fields
Soka University Sports Complex
Plymouth State University Football Field
University of Tulsa Soccer Field
Long Beach State University Blair Field
Santee Park and Sports Complex
Los Angeles Historical Park



Stephen Guise will ensure equestrian related components are properly planned and coordinated. Stephen is an agronomist and nationally recognized sports turf consultant with over 35 years of sports field construction and maintenance experience. He has consulted on numerous municipal, collegiate and professional sports field projects throughout the United States and also has extensive experience with Equestrian facilities. Stephen is currently the Turf Consultant for the Paso Robles Horse Park and was previously the Director of Facilities and Grounds at Santa Anita Park. Over the past 25 years, he concentrated his expertise in the design and maintenance of equestrian footings as it relates to stability and compression GMAX forces to the Equestrian athlete.

As the Director of Facilities and Grounds at Santa Anita Park, Stephen managed a 360-acre Equestrian Racetrack used for thoroughbred racing, Hunter/Jumper events, car shows, concerts, community gatherings, including Olympics and Breeder Cup events. Various surfaces were installed to handle the numerous Equestrian events as well as loadbearing soils for high traffic areas on turf. Guise also consulted on the design and construction of the Paso Robles Horse Park. This 300-acre complex was constructed as a Hunter/Jumper facility for all levels of Equestrian and community events, and a three-acre equestrian turf rootzone was installed at competition and warmup arenas with GGT footings. This allowed facility management the opportunity to stage USEF "A" rated Equestrian competitions in addition to year-round events such as collegiate soccer matches, concerts, black tie events, carriage and car shows. RV parking areas with full hookups were added with concession buildings, restrooms, and permanent barns, storage barns, and maintenance and office facilities.

EDUCATION

University of Rhode Island
BS Agriculture and Resource Technology -
Soils and Turf Management

PROFESSIONAL AFFILIATIONS

- Sports Turf Managers Association
- Southern California Turfgrass Council
- American Society for Testing and Materials
- International Racing Surfaces Association

PROFESSIONAL ACHIEVEMENTS

- American Society for Testing and Materials: Award of Appreciation
- Sports Turf Managers Professional Club
- Sports Turf Manager Associations: National President's Award
- CA Landscape Contractors License: C27 # 719391, 1995 - Present
- NM Landscape Contractors License: MS06#87005 2001 - Present

ETS Environmental Technical Services

MIKE DEPEW



**EQUESTRIAN
FOOTINGS /
SOILS TESTING**

SIMILAR PROJECT EXPERIENCE

Fort Worth Stockyard and Oklahoma City Fairgrounds Arena
Circuit of the Americas Motor Racetrack
Abilene Christian University Wildcat Stadium
Amon Carter Stadium, Texas Christian University
Legacy Stadium, Katy ISD
McLane Football Stadium, Baylor University
Banc of California Stadium, Los Angeles Football Club
Florida Atlantic University, Schmidt Family Complex
New Era Field, NFL Buffalo Bills
Red Bull Arena, MLS New York Red Bulls
Ross-Ade Stadium Renovation, Purdue University
Sporting Park, Sporting KC
U.S. Bank Stadium, NFL Minnesota Vikings
Williams-Brice Stadium, University of Mississippi

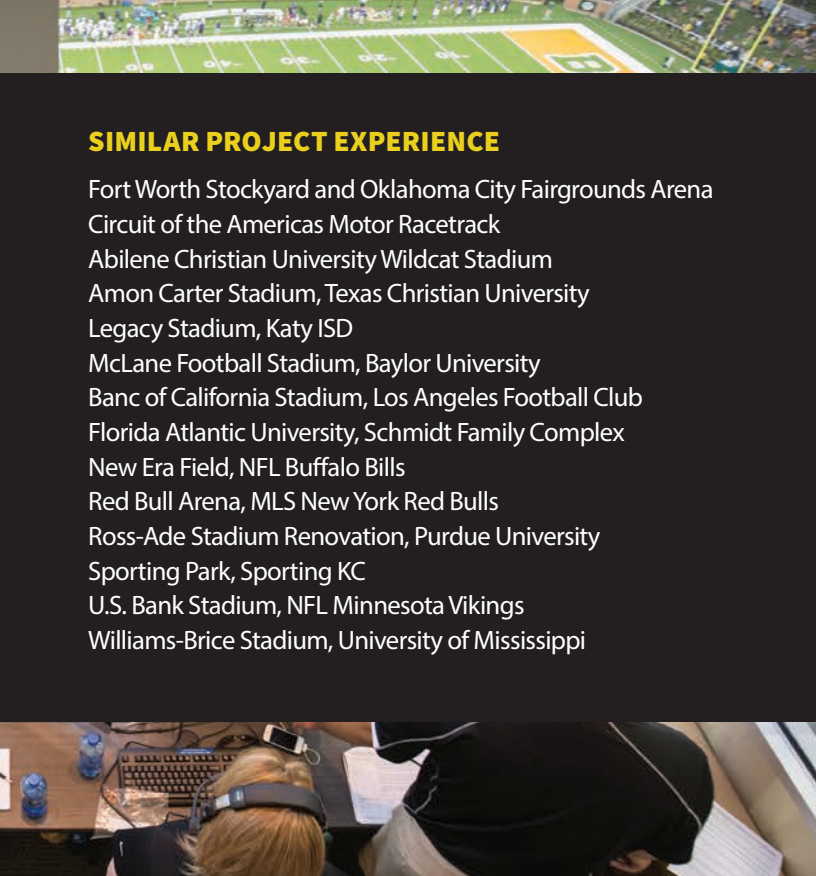
Mike DePew will support the entire project team in the early planning of material selection, quality, and materials testing during construction for equestrian footings and other soils testing required in this multisport venue.

Throughout his 30+ year career, Mike has primarily focused on sports and urban turf and commercial landscapes, equestrian footings applications, and stormwater management (turf-soil biofiltration).

Mike has consulted on the management, renovation, and design of Equestrian Footings for racetracks, rodeo venues, and dressage/jumper arena (turf and dirt). Mike is a long-time serving subcommittee chair for two ASTM standards committees for Natural Play Surfaces and for Equestrian Footings and has been instrumental in the development of many important industry standards. Michael is also the Technical Chair for a non-profit group Safe Arena Footings (SAF).

EDUCATION

Brigham Young University – Provo, UT
Agronomy/Soil Science, BS
Horticulture/Turfgrass Science, BS
Texas A&M University – College Station, TX
Agronomy/Soil Science, MA
Brigham Young University – Provo, TX
Agronomy/Environmental Science, MS



BEN CATING



AUDIO/VISUAL SPECIALIST

SIMILAR PROJECT EXPERIENCE

- Fort Worth Stockyard and Oklahoma City Fairgrounds Arena
- Circuit of the Americas Motor Racetrack
- Abilene Christian University Wildcat Stadium
- Amon Carter Stadium, Texas Christian University
- Legacy Stadium, Katy ISD
- McLane Football Stadium, Baylor University
- Banc of California Stadium, Los Angeles Football Club
- Florida Atlantic University, Schmidt Family Complex
- New Era Field, NFL Buffalo Bills
- Red Bull Arena, MLS New York Red Bulls
- Ross-Ade Stadium Renovation, Purdue University
- Sporting Park, Sporting KC
- U.S. Bank Stadium, NFL Minnesota Vikings
- Williams-Brice Stadium, University of Mississippi

Ben Cating will support Webb County in the special systems (AV, CCTV, WIFI, Broadcast, Sound) and network planning coordination necessary to enhance the fan experience in this multipurpose venue.

Ben's role is to provide thought leadership, design and project management for venue technology. The Idibri project portfolio includes experience with NHL/NBA arenas, MLB/MLS/NFL stadia and NCAA sports facilities. We mitigate the tension between the needs of a variety of events and help owners and design teams resolve the conflicts.

Idibri has extensive sports and event center facility experience and will play a key role in achieving a state-of-the-art facility with an engaging, interactive fan experience. Idibri and MTI recently completed the Ballpark of the Palm Beaches project and are currently working on two mixed use recreational projects. Idibri designs the systems that create the fan experience, increase engagement, and result in revenue generation.

Notable projects include the Alamodome Renovation, Colonial Life Arena, Compton Family Ice Arena, Enterprise Center, Red Bull Arena, Pauley Pavilion, and Salt River Fields at Talking Stick.

I design technology to create active engagement in venues fans love.

EDUCATION

Bachelor of Science,
Electrical Engineering
Louisiana Tech

PROFESSIONAL REGISTRATIONS

Registered Special Inspector, FL
Professional Engineer:

- Florida
- Illinois
- Kentucky
- Missouri
- North Carolina
- Ohio
- South Carolina
- Texas

Tab 4 - List at least five references of Owners, including at least one public entity, for which Owner's Representative Services have been performed with contact names, addresses, telephone numbers and

HEAR ABOUT WORKING WITH OUR TEAM FROM CLIENTS LIKE YOU.

ROB MATWICK

Executive Vice President of Business Operations
.....

Point of Contact: Rob Matwick
Executive Vice President of Business Operations
Texas Rangers Globe Life Field
Phone Number: (817) 682-1298
Email: rmatwick@texasrangers.com
Address: 734 Stadium Drive Arlington, TX 76011
Project Name: Texas Rangers / Surprise Stadium
- Surprise, AZ

GILES KIBBE

Senior Vice President and General Counsel
.....

Point of Contact: Giles Kibbe
Senior Vice President and General Counsel, Houston
Astros, Minute Maid Park
Phone Number: (409) 351-4658
Email: gkibbe@astros.com
Address: 501 Crawford Street Houston, TX 77002
Project Name: Houston Astros / FITTEAM Ballpark of
the Palm Beaches - West Palm Beach, FL

ARTHUR FUCCILLO

Executive Vice President
.....

Point of Contact: Arthur Fuccillo
Exec. Vice President, Lerner/Washington Nationals
Nationals Park
Phone Number: (301) 651-0900
Email: afuccillo@lerner.com
Address: 1500 South Capitol St. SE
Washington, DC 20003
Project Name: Washington Nationals / FITTEAM
Ballpark of the Palm Beaches - West Palm Beach, FL

RICHARD HOOKER

Senior Project Manager
.....

Point of Contact: Richard Hooker
Sr. Project Manager, Capital Improvements Projects
Town of Gilbert
Phone Number: (480) 503-6933
Email: richard.hooker@gilbertaz.gov
Address: 90 East Civic Center Dr. Gilbert, AZ 85296
Project Name: Gilbert Regional Park and Desert Sky
Sports Complex, Gilbert, AZ

RICH ANDERSON

Executive Director/CEO
.....

Point of Contact: Rich Anderson
Executive Director/CEO
Phone Number: (561) 472-8844
Email: r.anderson@peggyadams.org
Address: 3100 North Military Trail West Palm Beach,
FL 33409
Project Name: Peggy Adams Animal Rescue League -
West Palm Beach, FL

ANNA LEYVA

Senior Project Manager
.....

Point of Contact: Anna Leyva
Senior Project Manager
City of Scottsdale
Phone Number: (480) 312-7769
Email: aleyva@scottsdaleaz.gov
Address: 3939 N. Drinkwater Blvd. Scottsdale, AZ 85251
Project Name: Scottsdale Multiuse Event Center &
Stadium Renovations - Scottsdale, AZ

TAB 5 - Demonstration of ability to perform owner's representative services projects comparable in design, scope and complexity to this Project.

WE'VE GOT BOOTS ON THE GROUND.

The proposed MTI team is skilled in multipurpose sports, performing arts, equestrian and entertainment venues. The MTI team proposed for this project has tremendous cohesive experience and is uniquely qualified to manage multiple stake holders. We have an impeccable track record of success with projects opened on time, on schedule and within budget, and collectively our team has worked on over 100 sports and entertainment projects nationally and internationally.

MTI will ensure Webb County's best interests are protected by providing personalized Owner's Representative services with professionalism and complete transparency. Marc Taylor will personally lead this project from the initial scope meeting through final completion serving as the single point of contact for Webb County. Our team's passion is working on high profile, fast-tracked, technically complicated projects where early planning and proper management significantly influence project outcome.



MTI will ensure Webb County's best interests are protected by providing personalized Owner's Representative services with professionalism and complete transparency.



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MARC TAYLOR INC.

ETS

Guise



iD!BRI™



LLOYD
SPORTS + ENGINEERING

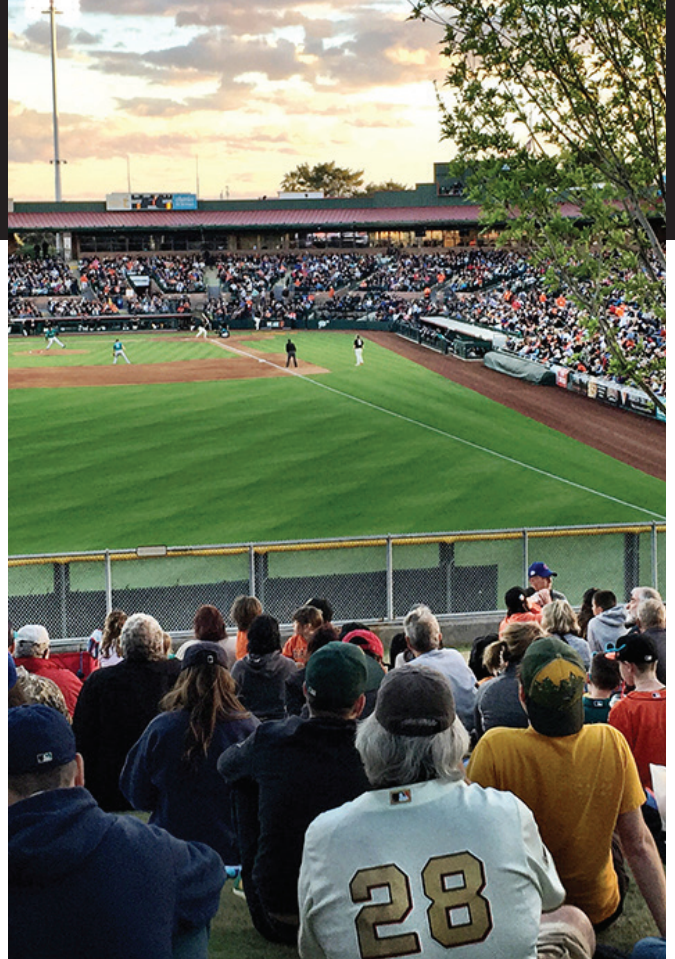
We seamlessly collaborate with all relevant and contributing Webb County departments including:

Community Action, Facilities, IT, Planning, Economic Development, Tourism, Transportation, AgriLife, Veterans, and more.

MARC TAYLOR INC.

With 25 years of dedicated preconstruction and project management experience on \$10B in both horizontal and vertical construction projects throughout the United States, Marc Taylor Inc. (MTI) is nationally recognized as an expert in managing large, high-profile, fast-track, budget-sensitive, complex construction projects. MTI has extensive experience working with a wide variety of clientele from various municipalities, higher education, healthcare, retail, hospitality, development and over 18 teams throughout Major League Baseball. Marc has overseen the design process, estimating, procurement, construction and closeout of 45 Design-Build projects. He has led the preconstruction process from concept through GMP on 140 Construction Management at Risk projects and has worked on over 200+ Design-Bid-Build (Public Bid) projects while working directly for owners, architects, general contractors, developers and engineers. Marc Taylor is an expert cost management to protect scope, understands local markets and is highly recognized for getting best value for his clients especially on fast-track projects whereby cost reconciliation and value analysis are critical to making expedited decisions.

Our company is founded on cost estimating, and the initial preconstruction stage is what MTI specializes in and is a key factor that differentiates us as we create an all-encompassing informational package, complete with critical paths and cost estimates that will allow Webb County to make the best decisions going forward – facilitating sound decision making by bringing clear sense to the complicated issues in real time. Plus, when you factor in MTI's successful track record of completion on iconic multiuse sports and entertainment venues from the initial feasibility study all the way to occupancy, we strongly believe we can be a tremendous asset for Webb County in this transformational, multi-use endeavor.



GUISE & ASSOCIATES

As Director of Facility and Grounds for the Los Angeles Turf at Santa Anita Park, Steve Guise directed several projects similar in size and scope to the proposed work at the Webb County Fairgrounds.

Santa Anita Park/ Infield Renovation

Renovation of the 30 acre infield which included a total replacement of the irrigation system, replanting and repairing all of the shrub beds and Iceplant slopes around the track and infield, and design of a 4 acre event area in the infield for future concerts, car shows and Equestrian Hunter /Jumper events. Also included design of a rootzone with drainage, perimeter irrigation, reinforced sand rootzone with mesh elements and Bermuda Tifway 2 sod. Permanent staging, betting windows and a concessions area were constructed during this project.

Santa Anita Park/ Paddock Walking Ring and Gardens

A design renovation project of the paddock walking ring and surrounding gardens. The project consisted of the removal of hardscape and flower beds to bring the area back to its original showpiece. After an extensive review of our NPDES Permit and meetings with the State Water Board, a water retention system was designed to collect contaminated storm water within the Equestrian Walking ring using an ADS system. Extensive excavations were required to install the system and gravel backfill, followed by equestrian footing materials. All the horse pathways leading in and out of the walking ring and Saddling Barn were replaced with rubber pavers and all rails and gate slides were repaired/replaced.

Santa Anita Park/ Hillside Turf Course

Replacement of the turf course safety rail and crossover gate. This crossing required removal of the existing manual rail across the dirt track and placement of a new motorized rail wing system eliminating the physical lifting of rail sections, foot traffic on the track, and back injuries. The new track rail was stronger and less expensive than the Fontana Rail system and the entire one-mile main track's inside rail was replaced as part of the project as well.

Santa Anita Park/Main Track Replacement

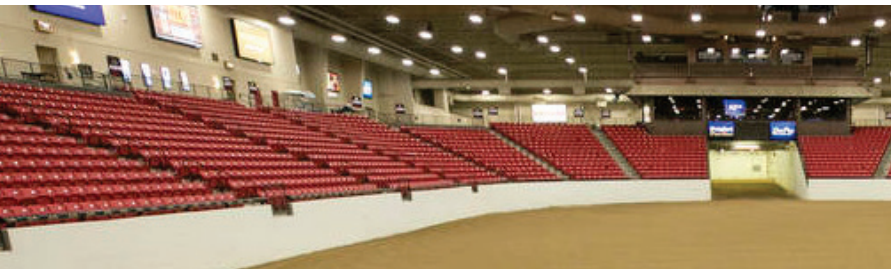
Design and management conversion of the 70-year old main dirt track to an all-weather synthetic track surface. The one-mile track was excavated, a herringbone drainage system added with rock base, filter fabric, porous asphalt and a new synthetic blend of sand, wax, rubber and fibers added. Three large booster pumps with big gun irrigation heads were installed around the outside rail as a cooling system for the track surface.



ENVIRONMENTAL TECHNICAL SERVICES

ETS has been involved in many types and levels of equestrian footing renovations, constructions, and maintenance program adjustments over the years. This includes both turfgrass and dirt racetracks, turf and soil arenas, and rodeo/barrel race arenas.

Our more notable projects include the installation of new footing for the Utah State Fairgrounds Rodeo stadium; the renovations for various arena types and racetrack for the Salt Lake County Equestrian Park; renovation of existing arena soil and new arena soils for the Taylor County (Abilene, TX) renovation project; new arena dirt blend for Orleans Arena (Las Vegas); racetrack restoration/renovation for USVI racing in St. Thomas and St. Croix. In 2010 we took on the design-consulting, material testing, and QC project management for the renovation to restore a dirt track at Santa Anita Park. We also work with Gulfstream Park which included a turf track renovation in 2018 and various ongoing dirt track improvements. Additionally, we oversaw the design-consulting/testing/QC work for the latest upgraded turf track at Tampa Bay Downs.



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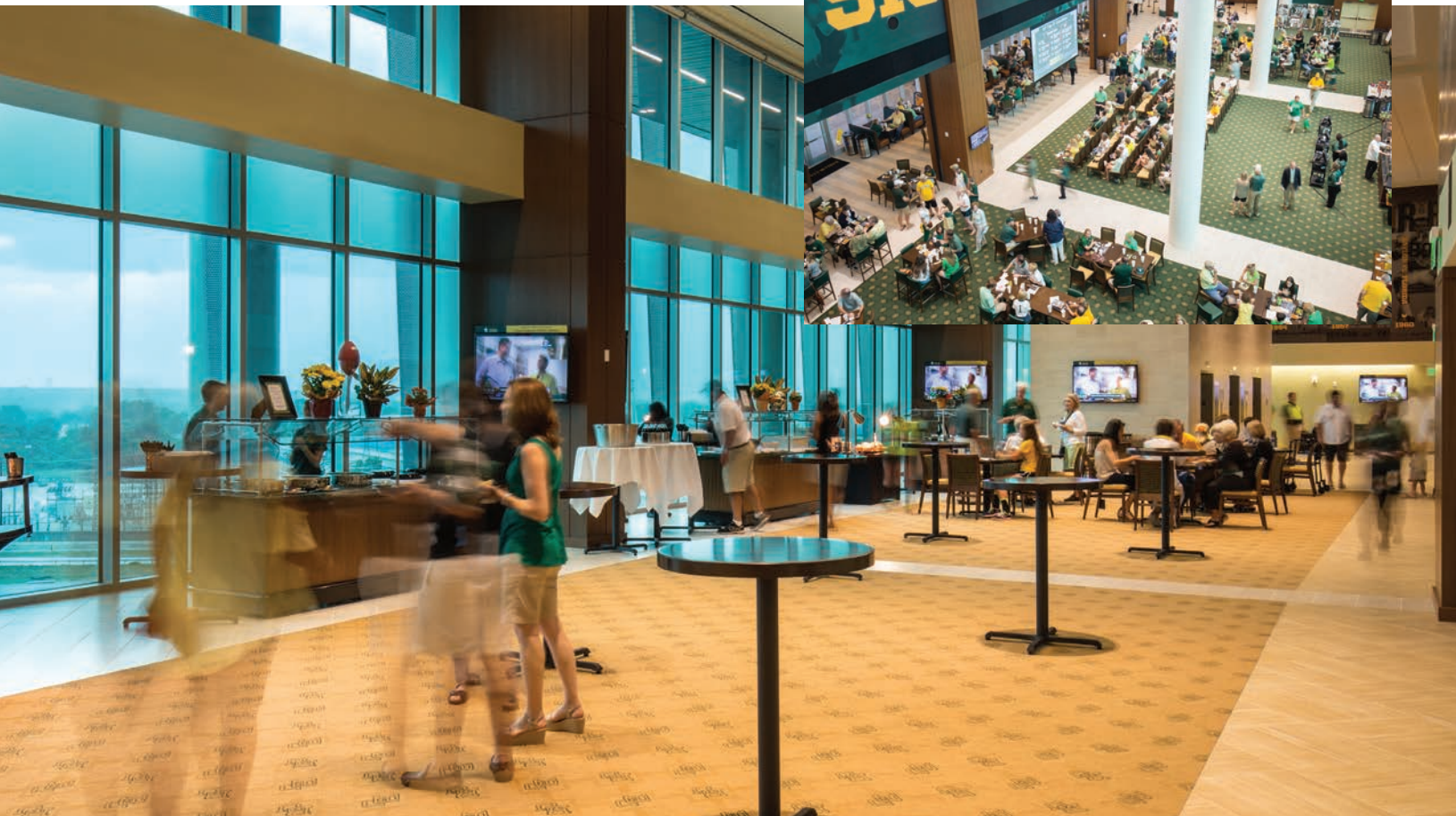
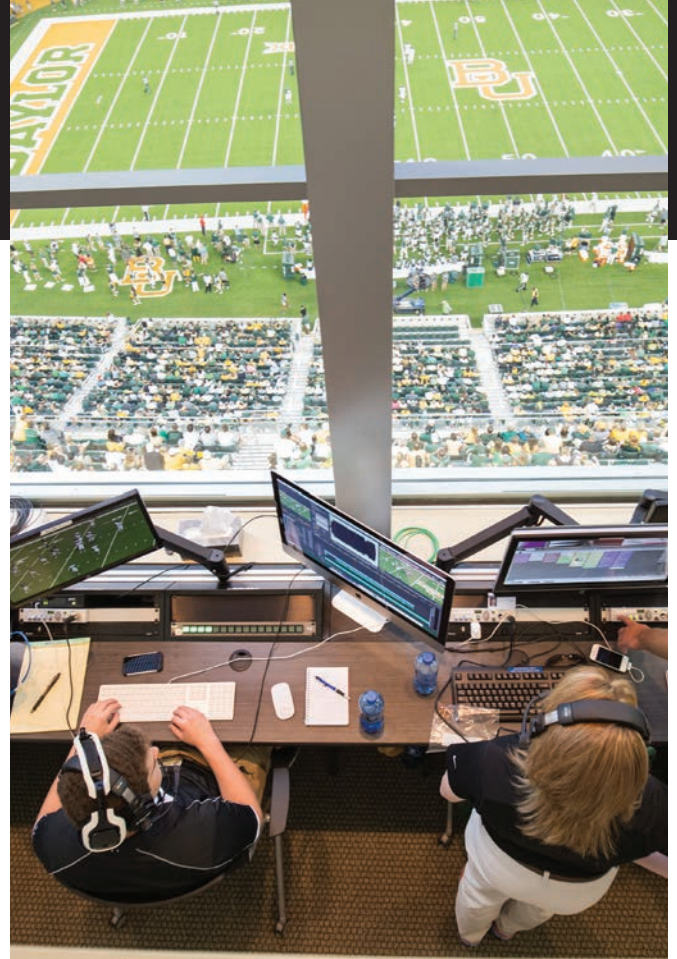
In addition to his day-to-day management of the project, MTI also took on the enormous burden of managing the entire FF&E and special systems procurement and build out from start to finish saving us millions of dollars on markup.”

Giles Kibbe
Senior Vice President/General Counsel
Houston Astros, LLC

IDIBRI

Idibri provides expertise in technology and acoustics for venues where people come together to share an experience. A multidisciplinary team in technology, theatre planning and acoustics, we work closely with design teams to create environments that spark communication and connection in venues. Idibri specializes in improving engagement within the built environment. Idibri is skilled in providing design, procurement, installation oversight and owner training in bringing the full technologic experience these multi-use events require.

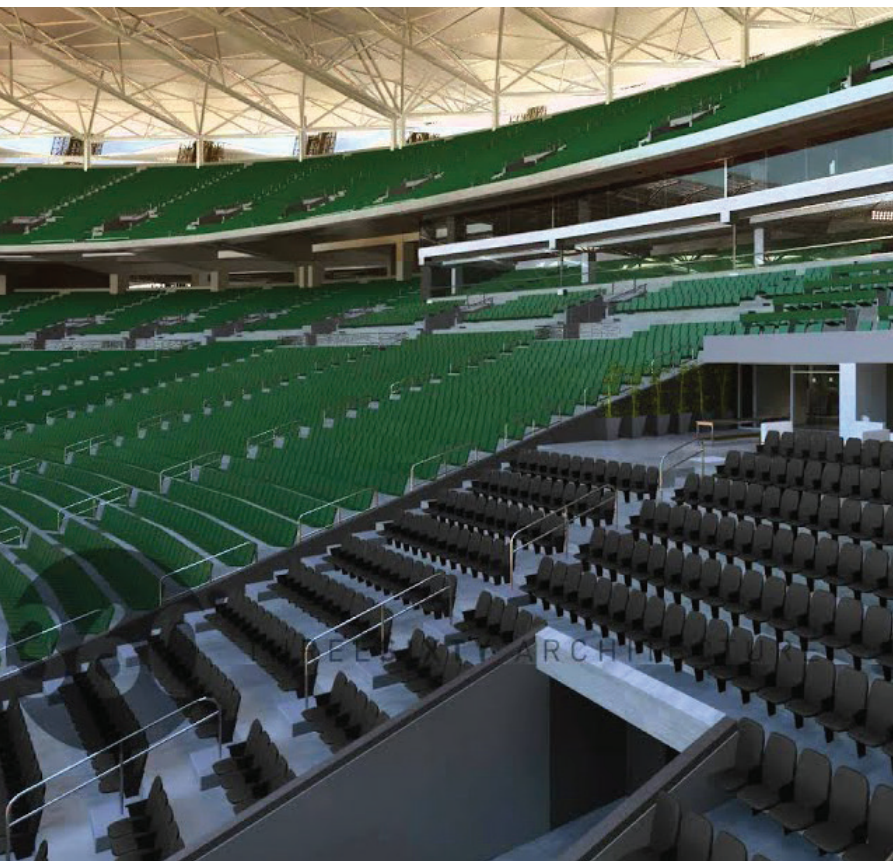
Idibri experience includes the recent renovation of the Fort Worth Stockyards, and we are currently working on the OKC Fairgrounds Arena. Other relevant experience includes high-capacity venues for sports and entertainment such as Enterprise Center in St. Louis; Circuit of the Americas in Austin; Starlight Theatre in Kansas City; Banc of California Stadium in Los Angeles; renovation of the Alamodome in San Antonio, Minute Maid Park in Houston, and McLane Stadium at Baylor University.



LLOYD CONSULTING

Lloyd Consulting has a wealth of similar experience and has worked on major sports venues throughout the United States. These projects have similarities with the fairgrounds as they include heavy infrastructure requirements, transportation challenges and federal jurisdictional challenges associated with drainage and waterways.

The Basra Sports City is once such representative example of our work. The \$550M dollar project consisting of stadiums, venues, infrastructure, housing, retail and an equestrian center were developed in multiple phases. Transportation and infrastructure were large challenges that were overcome while working with the Iraqi government and various stakeholders. Our expertise and adaptability on challenging projects is unsurpassed and a solution orientated approach has served our clients well.



TAB 6 - Demonstration of how the applicant has generated documented savings for an Owner through negotiation, best practices, value engineering, and process improvement.

As Webb County's advocate,

the MTI team will take a proactive approach to Owner's Representation/Project Management services using a variety of tools, techniques, and procedures to avoid problems, identify liabilities and protect project risk. MTI will provide methods for resolution using project specific action plans, proactive "Quality in Design and Construction" processes, frequent and open communications, teambuilding, and lessons learned while strictly enforcing test contracts.

MARC TAYLOR INC.

ESTABLISH FUNDING MECHANISMS

CMAR COST DELIVERABLE RECONCILIATION

CONVENIENT SINGLE POINT OF CONTACT

FULL TIME, IN-HOUSE ESTIMATING SERVICES

ESTABLISH MEASURABLE VALUE

MANAGE ALL PROGRAM BUDGETS

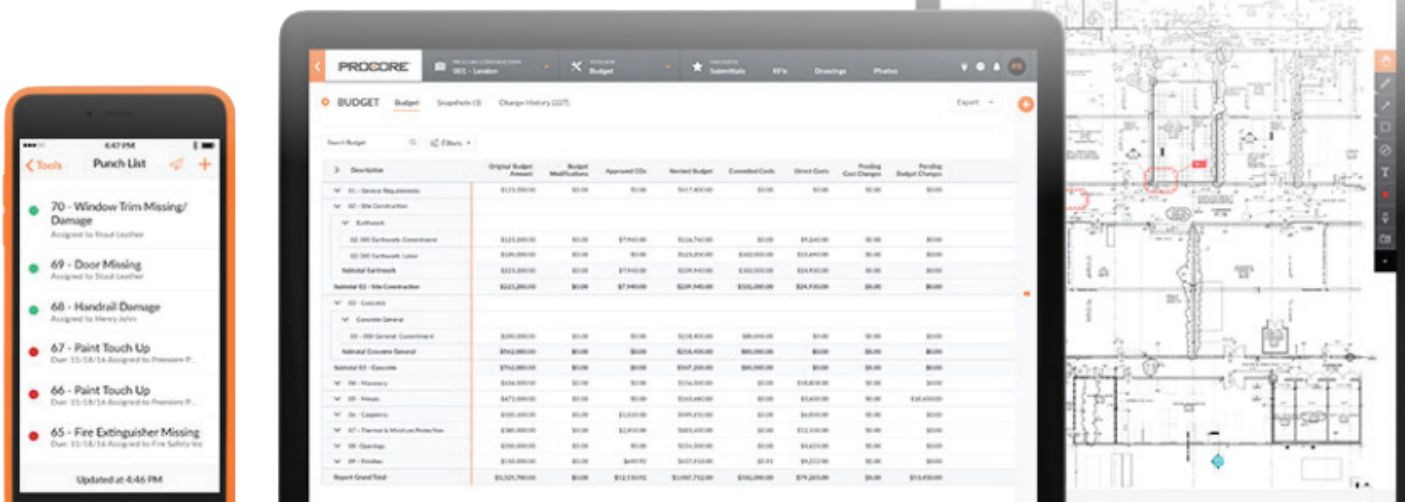
FULL TIME IN-HOUSE ESTIMATING

MTI has full time in-house estimating services with experts proficient in civil, structural, architectural, mechanical, electrical and low voltage systems. Our team will provide real time continuous system-based construction cost estimating and scheduling services from the concept stage through construction documentation. We will be the single point of contact for preconstruction contract development, CMAR cost deliverable reconciliation and dispute resolution for all construction cost related communications. In order to establish measurable value, the project must properly establish cost at the earliest stages of design development. As your owner's representative, MTI will manage the program budgets to include all construction cost as well as soft cost and FF&E.

MODERN SOFTWARE UTILIZATION

The biggest risk in this project will be ensuring the team understands what is included in the cost model during design. MTI manages this risk by using sophisticated estimating software such as Timberline, 2D Color Coded Digital Takeoffs, 3D AG tech and quick bid (a labor/material/productivity software) to ensure costs are accurate and clearly presented. Visual cost-based technology will be used so the entire team can become active members throughout the estimating process. This project will require a keen eye for both horizontal and vertical construction elements and our team will provide the services necessary for this project to move forward.

Procore provides automatic revision control, so project team members will always open the latest version of any document.





ESTABLISHING THE BUDGET

The first task will be to develop a project program budget broken down and communicated by location. This approach will require an understanding of the various work areas both horizontally and vertically. Cost will be broken down and compartmentalized as requested to establish funding mechanisms and target complete systems related cost. MTI will provide a total project cost that will reconcile construction as well as other project/owner required funding mechanisms. This will include, but not limited to, permitting, FF&E, material testing, special inspections, special systems and owner contingencies, etc.

REVIEWING ALTERNATIVES

As the project moves forward into design, MTI, in conjunction with the CMAR, will provide cost alternatives at the earliest stages of design development. We will determine cost savings strategies, life-cycle cost studies, system cost analysis and other material solutions so the team is equipped with up-to-date building cost solutions. As the design unfolds, MTI will continue to produce detailed cost and components of all systems. This will allow the team to understand what is behind the numbers. The MTI team will manage and forecast potential cost escalations in the marketplace and will provide contractor-level cost for general conditions, general requirements and phasing to communicate and reconcile construction cost with design.

PEER REVIEW / RECONCILIATION

During the design phases, MTI will provide continuous peer reviews of the design documents and reconcile estimates (or provide a third party confirming estimate) at all predetermined design phases to ensure all stakeholders understand the budget requirements required to meet the program. To protect the quality of the project, the MTI team will provide real-time cost estimating, value engineering and quality assessments of all material efforts provided by the design and construction professionals and make recommendations to Webb County throughout the course of the project.

MTI will advise Webb County to ensure the value engineering solutions provided by the construction team do not compromise their long-term vision for the project. MTI will continually oversee the development of the architectural program and act as primary contact in coordination with all stakeholders, agencies, and users. Implementing fluidity, MTI will collaborate with the Architect and Construction Manager to monitor, review, and advise Webb County on the development of drawings and specifications prepared by consultants, vendors, and subcontractors. The MTI will ensure long-term maintenance concerns are addressed, ADA accessibility requirements are carefully vetted, and asset planning for the recovery and replacement of future capital expenditures is evaluated. We will coordinate and support the procurement of all Webb County assets as necessary and if applicable.

Marc Taylor Inc. differentiates itself by providing constructability and bid-ability reviews as well as risk and deficiency reports while working on fast track mutli GMP phased projects. These reviews focus on closing the loop on incomplete bid documents and help to compartmentalize granular risks that are assumed, need clarification, and/or are ready to bid. MTI's reports give the team a perspective on best practices in the bidding process and establish an internal to-do list prior to bid. The report focuses on the fundamentals of construction and eliminates many detail-oriented exposures. The ultimate benefit of the report is to track and reconcile total project cost and to ensure the project meets contractual requirements while simultaneously reducing change orders. MTI's ability to reconcile cost is done at the labor, productivity and material levels which allows the County a comfort level that it will achieve the greatest scope possible with the dollars available. The budgeting and reconciliation process starts day one and occurs thru occupancy.

DEMONSTRATED BUDGET RETENTION

Using such reports, MTI was able to identify \$5M in "gap fillers" within the contractor's construction GMP on a recent sports project where funds were otherwise set aside for contractor contingency. By identifying these funds hidden in the GMP, they became known and accessible to the owner giving them the authority to spend or save the fund based on their priorities. Had MTI not identified these items in the builders GMP, they would have had free reign to use the contingency as they saw fit, however this analysis allowed the municipality to own and track the use of these funds through completion of the project. MTI is uniquely qualified to handle the advertisement, bid process, procurement, contracts, schedule and installation of owner-related FF&E and special systems on its projects.

The MTI team is currently working as the Owner's Representative for the City of Scottsdale on their \$65M Multipurpose Complex Stadium, Spring Training home for the San Francisco Giants. We've been able to save the city \$900K by assuming management of the project's \$3.6M of FF&E.

Similarly, MTI saved the Houston Astros and Washington Nationals \$2M on their \$158M Spring Training facility by taking on the management of the project's FF&E and special systems packages. MTI procured all owner equipment such as scoreboards, AV, sound, security, access controls, concessions, distributed antenna systems, tele/data, networks, furniture and kitchen equipment.

WHAT YOU CAN EXPECT FROM MARC TAYLOR INC. AS YOUR OWNER'S REPRESENTATIVE:



DOCUMENTED SAVINGS



NEGOTIATION ON YOUR BEHALF



BEST PRACTICES IN OWNER'S REPRESENTATION



VALUE ENGINEERING



PROCESS IMPROVEMENT

\$900K SAVED

Saved the City of Scottsdale \$900k through owner's representation on the San Francisco Giants spring training stadium.

\$2 MILLION SAVED

Saved the Houston Astros and Washington Nationals \$2M on their spring training facility by managing FF&E and special systems.

TAB 7 - Description of approach to owner's representation and a summary indicating typical roles and responsibilities of Owner's Representative relative to the Webb County, architect and contractor, including authority for quality compliance and safety decisions.

EXPERIENCE

The MTI team has extensive program development experience from the feasibility stage through construction to occupancy and beyond, managing both recreational athletic facilities along with professional sports facilities in a variety of tested ways. Our collective team has worked on over 100 sports projects nationally and internationally.

COMMUNICATION PROTOCOL

MTI has extensive experience in managing the communications of a multi-stakeholder project. MTI approaches its projects by identifying a Project Management Plan (PMP), that identifies how the project will communicate during the design and construction process. Our PMP plan identifies primary contacts for the project team, identifies who is authorized to make decisions on aspects of the project, and most importantly identifies workflow diagrams. This process is a collaborative, important first step to ensure success on this project.

SPORTS PROJECT DEVELOPMENT EXPERTISE

The true differentiator with the MTI team is our depth in coordinating a multitude of sports project developments. Not only does the MTI team have extensive depth in a wide variety of sports venues, but it understands the end users beyond the fan experience, including arena operations, maintenance staff, security, public safety, food and beverage and special systems. This broad range of experience provides a one-stop-shop of expertise, that allows us to quickly inform, cost guide and navigate efficiently on complex phased procurement projects.

PROCUREMENT DEVELOPMENT

The MTI team has collectively developed many widely respected processes and procedures, with an impeccable track record that continues to provide highly accurate results. Our team will work with project users and stakeholders and provide a complete procurement document to procure the CMAR and other any other vendors that may be connected to the project. MTI will support the development to all RFPs to communicate project needs and efficiently respond to the RFP questions and addendums.

DESIGN PHASE

During the design phases, the MTI team will produce agendas, take meeting minutes, and track outstanding design action items that allow the design team to move in a fluid process. MTI will provide continuous peer reviews of the design documents and reconcile program requirements, at all predetermined design phases to ensure all stakeholders understand the commitments made required to meet the program. MTI will work with Webb County and the design team to ensure that key decisions align with the workflow required to meet the schedule for the 30%, 60%, 90% and 100% document design deliverable stages.

SKILLED ADVISORY LEADERSHIP

MTI approaches each project with a plan and schedule will be your advisor in the development and management of the budget, contract negotiations, development agreements, design, permitting and construction through occupancy. The MTI team will continually oversee the development of the architectural program and act as primary contact in coordination with primary stakeholders, agencies and users. Our team fluidly collaborates with the design and construction teams during construction to monitor, review and advise our clients on the development of drawings and specifications prepared by consultants, vendors and subcontractors.

OPERATING COST EXPERTISE

The MTI team will be your advocate in developing a project plan with the end always in mind. We will start to prepare Webb County and its end users for final project take over/occupancy, during the planning, design and construction phases. MTI will ensure long-term maintenance concerns are addressed, operating and maintenance manuals are properly organized and asset planning for capital improvement are forecasted against future repair and replacement.



SEASONED ASSESSMENT SKILLS

MTI's staff and PM's can observe quality of work as another set of eyes for the architect, make recommendations, provide oversight and coordination of material testing, and facilitate special inspections during construction.

MARC TAYLOR INC. CONSTRUCTION SERVICES/CAPABILITIES INCLUDE:

- Inspections
- Web Based Document Controls
- Pay Applications Approval
- Manage/Reconcile Change Order Requests
- Issue Monthly Reports
- Quality Control
- Building Officials Coordination
- Submittal Reviews
- Allowance Usage Management
- Public Relations
- Quality Assurance
- Permit Oversight
- Design Standard Compliance
- Contingency Use Authorization Management
- FF&E Coordination
- Non-Conformance Work Notices
- Owner Changes
- Accounting Protocols
- Provide Internal Budgets
- Special Systems Coordination

CONSTRUCTION PHASE LEADERSHIP

MTI has the expertise and thorough understanding to lead weekly Owner, Architect and Contractor meetings to preserve Webb County interests. Our team has the experience to enforce contract requirements, contractor schedules, action list, construction observations and inspections and provide owner input thru occupancy. MTI Project Managers will monitor the schedule to ensure critical decision dates are met and assure that the contractor CPM critical path schedule is logical, achievable and remains on track. Most importantly MTI will manage the treatment of design errors and omission, will issue non conformance work notices, to ensure Webb County gets the value for the work they paid for by approving payment for work that has been completed per the contract documents. MTI uses the most advanced web-based project management system in the market and will use this program to manage the entire document control process for the project team. This will include permits, submittals, work directives, RFIs, as-builts, punch list, pay applications, change orders etc.

PROGRESS MEETINGS AND WORKFLOW MANAGEMENT

MTI will lead progress meetings and prepare reports identifying the percentage of work completed, the amount paid to each consultant, vendor or contractor, and the remaining balance of each contract. MTI will develop an accounting and pencil app protocol to review contractor's monthly payment applications and make recommendations to Webb County and the architect for payment, including the confirmation of lien waivers, stored materials and meeting insurance requirements. MTI can update their own, or review others' project budget, schedule and critical dates with a monthly report, review and advise Webb County of change order requests from the contractor, and ensure that all change orders are fairly priced and comply with the terms of the contract.

AUTHORITY FOR QUALITY COMPLIANCE

In that role, our team has extensive experience overseeing, observing and inspecting project QAQC related work in the field. MTI, as your advocate, will work to handle the treatment of any design errors and omissions along with the formal issuance of non-conformance construction related work notices in strict accordance with the contract documents. The key to establishing authority in managing quality compliance will be to ensure these obligations are operable and included in the contract language during negotiations. Operable language must be employed in the contracts so the Owner's Representative can enforce the contract document with the Designer and CMAR/Vendor regarding quality related dispute resolutions.



EQUESTRIAN QUALITY COMPLIANCE

Our team's experience as it relates to QAQC involves the testing and review of all organic materials and designs proposed by the Landscape Architects. Review of product submittals and soil blends will be completed with markups constructed and tested for compaction, water infiltration rates, particle distribution, particle bridging effect, and water holding capacities. We will take into account the proposed events to be scheduled on these surfaces and their ability to provide the proper footing for the event.

During preconstruction, design review, soils testing, maintenance protocol and sourcing of materials at local suppliers will be completed. Once we have an approved design that has performed to specifications, our team will go to the supplier's locations to take samples and review them for further testing and approval. Every 500 ton of material should be produced and stockpiled at supplier's location, tested, and approved prior to acceptance and shipping to site. Organic material added to the sand rootzones and footings will be tested for decomposition and stability. Water quality will be checked by our group and designs will be evaluated for design criteria and maintenance protocols. All plants, sod and trees will be inspected, tagged, and approved at supplier's locations. Turf at the sod farm will be selected and held for this project. Monthly inspections with reports on fertility and irrigation will be required along with storm water pollution plans and NPDES permitting.

During construction, the MTI team will monitor key landscape installations that are within our scope of work including all turfgrass areas, equestrian footing, planting beds, pesticide storage and manure waste programs. Additionally, we will inspect critical construction steps including grading, drainage, compaction, irrigation, installation of rootzones and footings, and plant material and sod installation. MTI will work with Webb County to select and locate maintenance equipment and set equipment maintenance schedules. Once the materials are installed, we will monitor the 90-day maintenance program with written reports to Webb County, train personnel on maintenance protocol, fertility scheduling and cultural practices as required.

OVERALL JOBSITE SAFETY

Our motto is always, "if you see something unsafe, say something." Safety on the jobsite is of the utmost importance and paramount to the success on all our projects. We want every worker to go home safely to their families at the end of each day. A safe job site plan and safety protocol is a process and a part of the culture that is established daily. We not only regularly collaborate with the CMAR to ensure safety provisions are met, but we would also work with our OSHA certified staff members assigned to this project to ensure that all team members working and visiting the site comply with the project's safety protocols.

Due to the outbreak of COVID 19, our jobsites have had to adjust and won't look quite the same as they did prior to a few months ago. As a result, MTI has instituted new policies and procedures recommended by federal, state and local health officials for the protection of field staff to include, but not limited to, facial coverings, temperature checks at the jobsite entry point, social distancing where possible, daily employee health assessments, jobsite signage, extra cleaning protocols and other precautions to mitigate the risk of the virus on our construction sites. MTI will work with the CMARs project management team on their proposed safety protocols to assure that mitigation efforts on the jobsite are intended to reduce the spread of COVID 19.

EQUESTRIAN-RELATED SAFETY CONCERNS

Equine, riders and pedestrian safety needs to be accounted for in the design of the facility. Equine traffic patterns need to be established and reviewed, and fencing, gates, non-competitive surfaces, as well as water POC's taken into consideration. Access points for emergency operations within the venues need to be studied. Manure storage and disposal needs to be covered and recycled, and bio filtration designs as it relates to the horses and potential for Eastern Equine Encephalitis, Vika, and West Nile Disease will be reviewed and recommendations documented to Webb County.

TAB 8 - Description of your approach to planning, technical and financial decision-making with the architect, contractor, and Webb County.

MARC TAYLOR INC.

MTI leads the planning, technical and financial decision-making process with the architect, contractor and Webb County in three phases:

PRECONSTRUCTION

MTI has a clear process to achieve success without delays:

PREPARE a Project Management Plan to establish communication and approval protocols

ESTABLISH and reconcile Program Cost Estimate including construction and soft costs

REVIEW, comment and support the development and execution of all contracts

ESTABLISH a detailed permitting, phasing, design, procurement and construction project schedule

COMPARE design progress to development and use agreements to ensure project meets intent

RECONCILE all cost models, value management solutions, GMP reviews, phasing and logistical planning

DEVELOP bidability and constructability review processes and coordinate successful resolutions

PROVIDE written reports to the County on issues or concerns identified during design evaluation

MEET with the County to review payment requests and report progress

ADVISE the County of design decisions throughout design phase reviews

PROVIDE design closeout report upon completion of project final design

CONSTRUCTION

A clear process delivers projects on time with room to be flexible:

TRANSITION project from GMP execution to Notice to Proceed

TRACK budget and monitor the use of all project funding through construction and occupancy

ENFORCE contract requirements per use agreement

MONITOR the use of any proposed contingency of allowance

REVIEW all project change orders to identify potential impact of changes

INSPECT, observe, and inform the County of progress and quality of work in the field

ADVISE County of work not conforming to contract documents, agreements and schedule

REVIEW CMAR and Contract Administrative pay applications in accordance with contract documents

COORDINATE phasing requirements, ensuring all venues are operational during construction

PROVIDE written reports to the County on issues or concerns identified during construction

MEET with the County to review issues report

CLOSEOUT

Data and documents that save time and simplify operations:

SUPPORT the County in the substantial and final completion coordination with stakeholders

ATTEND all punch list inspections and review all punch list related documents

REVIEW all project documents, manuals and warranties prior to turnover

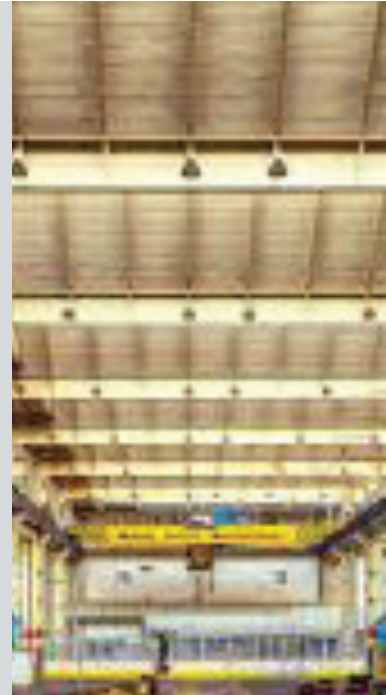
PREPARE a final closeout report including all contractors' compliance certifications and documents

MTI will provide support, documents and extensive lessons learned in developing a fluid PMP plan including tracking all documents during design and construction.



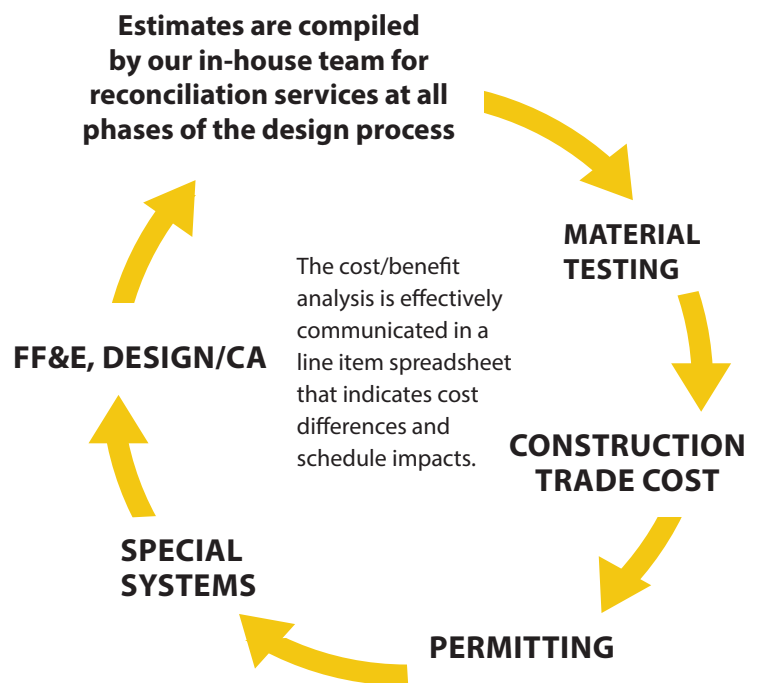
The key to executing a successful project is to ensure it is managed in such a way that allows for timely and accurate decision making, financial efficiency, and streamlined communication between stakeholders. This requires a multitude of considerations such as:

- Tracking and maximizing the use of funds
- Locating and distributing as-built drawings as a basis for progress design
- Establishing an approval process with multiple stakeholders
- Balancing quality and cost during design
- Tracking and continuously monitoring cost exposures between design phases
- Coordinating the design, permitting and GMP schedules
- Resolving disputes in a timely and efficient manner
- Closing out all contract agreements



COST ANALYSIS

MTI will carefully document all ideas and items related to cost, complete a thorough cost analysis of each item and present cost/benefit relationships to all stakeholders. MTI has the in-house capability to provide labor, material and equipment estimates for reconciliation purposes at all phases of the design process. This would include, but not be limited to, construction trade cost, FF&E, design/CA, permitting, special systems, and material testing. The cost/benefit analysis is effectively communicated in a line item spreadsheet that indicates cost differences and schedule impacts. Owner/Architect/Contractor (OAC) meetings will be held on a regular and frequent basis so that up-to-date information can be communicated, and timely decisions can be agreed upon by all parties.



Prioritizing the County's Interests

MTI's prioritization of the County's interests starts with a thorough understanding of the County's top priorities. Although budget and schedule are always at the forefront of any design and construction project, other factors often carry just as much weight, such as life expectancy of the proposed systems and products. Having a complete understanding of County priorities and facility operations will help the MTI teamwork around any obstacles. The County will also have interests that may not directly align with other stakeholders. As the owner of the facility and contracting entity for the Owner's Representative, the County's interests will always be MTI's top priority. MTI will work as the County's champion, advocating on its behalf for the duration of the project.



Differences in Representation during Design Phase vs. Construction Phase

During the design phase, MTI will work diligently to make sure the project is carefully planned, and the stage is set to move seamlessly into construction. This requires establishing communications and approval protocols, a detailed total project schedule, meticulous cost/benefit analysis, and a well thought out execution plan. During construction, MTI's services focus more on monitoring and tracking the proper implementation of the plans established during the design phase. Budget and schedule tracking are critical at this stage, along with quality assurance/quality control monitoring of construction installations.

Communication with Project Owner Regarding Competing Interests & Priorities

With projects involving multiple stakeholders, competing interests and priorities are inevitable realities.

For these projects, streamlined communication, careful management and meticulous documentation are paramount. The objective is to ensure every dollar spent and every decision made benefits the functionality, end-user experience, and life cycle cost of the project.

There will be many opinions on how to best use budgeted funds. The most typical issues relate to facility use, public circulation/comforts, quality of materials, deviation request from County Standards, flexibility of venue space and initial up-front costs versus life cycle/long term cost benefit.

Communication & Coordination Strategy with Stakeholders

The first step to producing the communication protocol and coordination strategy paramount to the process is to develop a Project Management Plan (PMP) as follows:

- 1 Identify all stakeholders and designate authorized representative for each
- 2 Develop a master contact list
- 3 Establish a decision-making approval process
- 4 Establish an accounting protocol for the approval and release of funds to avoid payment delays to critical path vendors, suppliers, contractors, and consultants
- 5 Develop mutually acceptable templates for document controls such as check requests, field bulletins, allowance use authorization forms, contingency use authorization forms, construction change directives, RFI's, etc.

TAB 9 - An example of a monthly status report that documents project status, milestones, and outstanding action items. Also, include a description of any software that the applicant uses for organization and filing of documents and/or reporting and its compatibility to other programs.

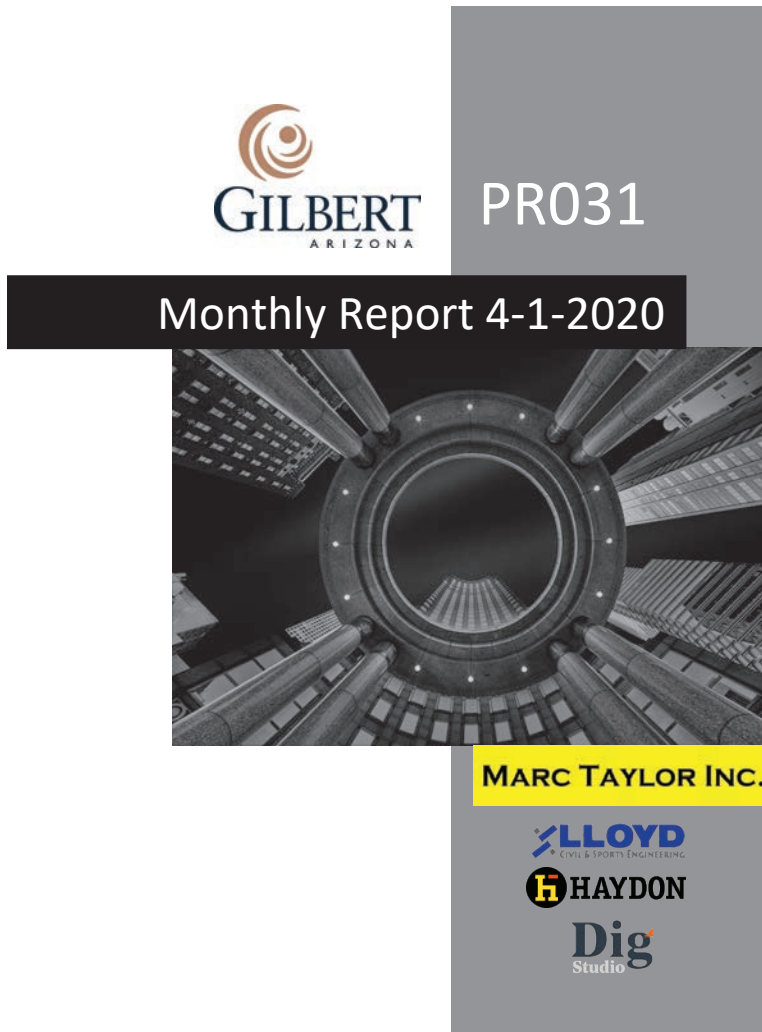
DOCUMENT CONTROL



Procore will be the basis for tracking and managing all documentation. This cloud-based project management software allows all parties to have real time access to every aspect of the project’s status, minimizing costly risks and delays. Using Procore will drastically increase the projects efficiency and accountability by streamlining project communications and documentation. Procore maintains daily longs, progress reports, drawings, RFIs, schedules, specifications, submittals. Procore also houses historic data such as as-built drawings and effective communication tools such as daily, weekly, and monthly project reports with photos.

Microsoft Project is seamlessly integrated into Procore, keeping our team up-to-date by giving them a real-time view of the current project schedule. DocuSign’s compatibility with Procore makes reviewing and signing documents and directives a seamless action, allowing you to sign from anywhere at any time. Additionally, MTI will employ the use of blue beam when distributing design progress drawings for review comments. This program allows the entire team to make plan review comments in one file. Those plan review comments can then be circulated, using Procore, to the team for execution.

MONTHLY STATUS REPORT EXAMPLE



PR031 Gilbert Regional Park Monthly Update
Mar 1, 2020 – Mar 31, 2020

The following report is an update on the status of the project and activities that have occurred during the referenced time period.

STATUS OF PERMITTING

FCDMC (Flood Control District Maricopa County)

- Phase 1B –100% CD plans were approved by FCDMC.
- FCDMC has been on-site reviewing progress of Phase 1B.
- GMP-1 Record Drawings have been approved and the Town Engineer has signed the documents. The record drawings will be sent to the Town.

MCESD (Maricopa County Environmental Services Department)

- Nothing pending

TOG (Town of Gilbert)

- Haydon finalized the splash pad drainage issues and concrete panels within the splash pad. This work was reviewed by the Town and has been approved.
- Several meetings concerning the blue ring overspray have taken place on-site with the Town, WaterOdyssey, Haydon, and MTII/Lloyd. It has been determined that two (2) spray heads are out of tolerance and are creating the overspray. The ring has been removed and returned to WaterOdyssey for repair.
- Town of Gilbert is currently reviewing the signage submittals for the entire park. This should be approved by the Town within the next three weeks.

ADWR (Arizona Department of Water Resources)

- The final design report has been completed and submitted to ADWR.
- The Well Site #1 pump installation completion report will be submitted to ADWR once the pumping equipment has been installed and functioning.

SRP

- SRP has completed the power crossover for the Well Site #2 during the March 30th and 31st closure.

STATUS OF PROCUREMENT

- Phase 1 is complete
- Phase 1B has begun and is as follows:

MONTHLY STATUS REPORT EXAMPLE CONTINUED

Concrete Light Poles	Approved	On Site	Approved	Mid May
Electrical Conduit	Approved	On site	Approved	On Site
Structure Footing shop drawings	Approved	N/A	Approved	In March
Ramadas shop drawings	Approved	Mid Feb	Approved	In March
Thermal Insulation	Approved	In Jun	Approved	In May
Doors and Frames	Approved	On Site	Approved	In April
Sport Courts Fence	Approved	On site	Approved	On Site
ACM Panels	Approved	In July	Approved	April 2 nd
Circulation Pump	Approved	Feb 7th	Approved	In July
Post Tension Shop Drawing	Approved	N/A	Approved	
Louvers	Approved	End of Feb	Approved	
Traffic Signal	Approved	Mid May	Approved	
Restrooms Block	Approved	On Site	Approved	
Fire Sprinkler	Approved	In March	Approved	
HVAC	Approved	In March	Approved	
Site Furnishing	Approved	In May	Approved	
Sport Courts Equipment	Approved	In April	Approved	
Shade Structural	Approved	In April	Approved	
Ramadas	Approved	On Site	Approved	
Pavilion Steel	Approved	April 2 nd	Approved	
Pavilion Speakers	Approved	In July	Approved	
Aeration System	Approved	In April	Approved	
Wetland Planting	Approved	In April	Approved	
Sport Courts Surfacing	Approved	In April	Approved	

Whether using a desktop computer, laptop, tablet, or mobile phone, authorized users can access project documentation 24 hours a day, 7 days a week, anywhere they are.

STATUS OF CONSTRUCTION ACTIVITIES

- The north parking lot aggregate base course has been laid. The grade tolerance has been checked via string lining. The string line has been approved and the north parking lot is ready for asphalt.
- The flatwork crew continued to install sidewalks throughout Phase 1B.
- Storm drain piping used for conveyance continues to be installed throughout Phase 1B.
- The flatwork crew has continued to install headwalls for all storm drainpipe inlets and outlets.
- The sports courts along the east side of Phase 1B have been poured and all posttension wires have been stressed.
- The electrical crews have installed light poles within the sport courts area as well as lighting throughout Phase 1B.
- The grading crews have continued to clean and re-contoured the basins along the east side of the sports courts.
- Irrigation within the north parking lot is complete. They are continuing the install throughout the great lawn area.
- Masonry at the Well Site #2 has been completed.
- Fencing within the pickleball court area has begun.



MONTHLY STATUS REPORT EXAMPLE CONTINUED

- The pavilion walls (north and west) concrete has been poured and the form work has been striped.
- Ramadas at the volleyball area have been installed.



PLUMBING & ELECTRICAL

- Echo Canyon continued to install electrical conduit within the sports court area as well as within the restroom block and great lawn area.
- Echo Canyon has placed SRP conduit and slurry sealed conduit for Well #2.
- SRP has performed the power cross over at Well Site #2.



SCHEDULE STATUS OVERVIEW

- Overall, the project schedule and budget are on track and critical path is the same.
 - Lake:
 - Lake liner completed
 - Shotcrete will start on April 1st
 - Aeration system will start in April
 - Restrooms:
 - Masonry walls at 100%
 - Metal structure and metal deck at 100%
 - Restrooms paint in May
 - East Parking Lot
 - Flat work and asphalt pavement completed
 - Light poles installed
 - Sport Courts
 - Fence posts installed
 - Light poles installed
 - Pickleball courts poured
 - Will finish pouring Tennis courts in April
 - Surfacing in April
 - Sports Courts equipment in April
 - Seatwalls are completed
 - Well Site
 - Drilling completed
 - Casing and testing Completed
 - Masonry walls at 100%
 - North Parking Lot
 - Subgrade completed
 - Flatwork completed
 - Light poles will be installed in April

- Pavilion:
 - Footing and walls poured
 - Starting CMU wall

WHAT TO EXPECT NEXT MONTH

Phase 1B

- Light poles at the North Parking lot
- Pavement at the North Parking lot
- CMU wall at the pavilion
- Sports courts fencing
- Sports courts equipment
- Sport courts windscreen
- Sport courts surfacing
- Post tension slab at sport courts
- Finishing Amphitheater walls
- Steel at pavilion
- Irrigation lines on going
- Shotcrete around the lake
- Lake Aeration system
- Flat work around the lake

APPENDIX - Required forms attached:

- Conflict of Interest Form*
- Certification Regarding Debarment (Form H2048)*
- Certification Regarding Federal Lobbying (Form 2049)*
- Code of Ethics Affidavit*
- Proof of No Delinquent Tax Owed to Webb County*
- Certificate of Liability Insurance*



THIS FORM MUST BE INCLUDED WITH RFQ PACKAGE; PLEASE CHECK OFF EACH ITEM INCLUDED WITH RFQ PACKAGE AND SIGN BELOW TO CONFIRM SUBMITTAL OF EACH REQUIRED ITEM.

**RFQ 2020-009
"Owner's Representative for the Webb County Fairgrounds Project"**

Checklist

- Conflict of Interest Form
- Certification regarding Debarment (Form H2048)
- Certification regarding Federal lobbying (Form 2049)
- Code of Ethics Affidavit
- Proof of No Delinquent Tax Owed to Webb County
- Certificate of Liability Insurance



Signature of Authorized Person

May 13, 2020
Date

CONFLICT OF INTEREST QUESTIONNAIRE

FORM CIQ

For vendor doing business with local governmental entity

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

N/A

2 Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

N/A

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

N/A

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

Yes

No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

Yes

No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

N/A

6 Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 
Signature of vendor doing business with the governmental entity

5/11/2020

Date

CERTIFICATION
REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY
EXCLUSION FOR COVERED CONTRACTS

PART A.

Federal Executive Orders 12549 and 12689 require the Texas Department of Agriculture (TDA) to screen each covered potential contractor to determine whether each has a right to obtain a contract in accordance with federal regulations on debarment, suspension, ineligibility, and voluntary exclusion. Each covered contractor must also screen each of its covered subcontractors.

In this certification "contractor" refers to both contractor and subcontractor; "contract" refers to both contract and subcontract.

By signing and submitting this certification the potential contractor accepts the following terms:

1. The certification herein below is a material representation of fact upon which reliance was placed when this contract was entered into. If it is later determined that the potential contractor knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, or the TDA may pursue available remedies, including suspension and/or debarment.
2. The potential contractor will provide immediate written notice to the person to which this certification is submitted if at any time the potential contractor learns that the certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
3. The words "covered contract", "debarred", "suspended", "ineligible", "participant", "person", "principal", "proposal", and "voluntarily excluded", as used in this certification have meanings based upon materials in the Definitions and Coverage sections of federal rules implementing Executive Order 12549. Usage is as defined in the attachment.
4. The potential contractor agrees by submitting this certification that, should the proposed covered contract be entered into, it will not knowingly enter into any subcontract with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, and/or the TDA, as applicable.

Do you have or do you anticipate having subcontractors under this proposed contract?

Yes

No

5. The potential contractor further agrees by submitting this certification that it will include this certification titled "Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion for Covered Contracts" without modification, in all covered subcontracts and in solicitations for all covered subcontracts.
6. A contractor may rely upon a certification of a potential subcontractor that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered contract, unless it knows that the certification is erroneous. A contractor must, at a minimum, obtain certifications from its covered subcontractors upon each subcontract's initiation and upon each renewal.
7. Nothing contained in all the foregoing will be construed to require establishment of a system of records in order to render in good faith the certification required by this certification document. The knowledge and information of a contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
8. Except for contracts authorized under paragraph 4 of these terms, if a contractor in a covered contract knowingly enters into a covered subcontract with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, Department of Health and Human Services, United States Department of Agriculture, or other federal department or agency, as applicable, and/or the TDA may pursue available remedies, including suspension and/or debarment.

PART B. CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION FOR COVERED CONTRACTS

Indicate in the appropriate box which statement applies to the covered potential contractor:

- The potential contractor certifies, by submission of this certification, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this contract by any federal department or agency or by the State of Texas.
- The potential contractor is unable to certify to one or more of the terms in this certification. In this instance, the potential contractor must attach an explanation for each of the above terms to which he is unable to make certification. Attach the explanation(s) to this certification.

Name of Contractor Marc Taylor Inc.	Vendor ID No. or Social Security No. 600-09-9887	Program No. RFQ 2020-009
--	---	-----------------------------



Signature of Authorized Representative

05/11/2020

Date

Marc Taylor, President / CEO

Printed/Typed Name and Title of
Authorized Representative

CERTIFICATION REGARDING FEDERAL LOBBYING
(Certification for Contracts, Grants, Loans, and Cooperative Agreements)

PART A. PREAMBLE

Federal legislation, Section 319 of Public Law 101-121 generally prohibits entities from using federally appropriated funds to lobby the executive or legislative branches of the federal government. Section 319 specifically requires disclosure of certain lobbying activities. A federal government-wide rule, "New Restrictions on Lobbying", published in the Federal Register, February 26, 1990, requires certification and disclosure in specific instances.

PART B. CERTIFICATION

This certification applies only to the instant federal action for which the certification is being obtained and is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No federally appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, or the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.
2. If any funds other than federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with these federally funded contract, subcontract, subgrant, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions. (If needed, contact the Texas Department of Agriculture to obtain a copy of Standard Form-LLL.)

3. The undersigned shall require that the language of this certification be included in the award documents for all covered subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all covered subrecipients will certify and disclose accordingly.

Do you have or do you anticipate having covered subawards under this transaction?

- Yes
 No

Name of Contractor/Potential Contractor	Vendor ID No. or Social Security No.	Program No.
Marc Taylor Inc.	600-09-9887	RFQ 2020-009

Name of Authorized Representative	Title
Marc Taylor	President / CEO


Signature – Authorized Representative

05/11/2020

Date

**WEBB COUNTY PURCHASING DEPT.
QUALIFIED PARTICIPATING VENDOR CODE OF ETHICS
AFFIDAVIT FORM**

STATE OF ARIZONA *

KNOW ALL MEN BY THESE PRESENTS:

COUNTY OF MARICOPA *

BEFORE ME the undersigned Notary Public, appeared Marc Taylor, the herein-named "Affiant", who is a resident of Maricopa County, State of Arizona, and upon his/her respective oath, either individually and/or behalf of their respective company/entity, do hereby state that I have personal knowledge of the following facts, statements, matters, and/or other matters set forth herein are true and correct to the best of my knowledge.

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby confirm that I have reviewed and agree to fully comply with all the terms, duties, ethical policy obligations and/or conditions as required to be a qualified participating vendor with Webb County, Texas as set forth in the Webb County Purchasing Code of Ethics Policy posted at the following address: <http://www.webbcountytexas.gov/PurchasingAgent/PurchasingEthicsPolicy.pdf>

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby further acknowledge, agree and understand that as a participating vendor with Webb County, Texas on any active solicitation/proposal/qualification that I and/or my company/entity failure to comply with the Code of Ethics policy may result in my and/or my company/entity disqualification, debarment or make void my contract awarded to me, my company/entity by Webb County. I agree to communicate with the Purchasing Agent or his designees should I have questions or concerns regarding this policy to ensure full compliance by contacting the Webb County Purchasing Dept. via telephone at (956) 523-4125 or e-mail to the Webb County Purchasing Agent to joel@webbcountytexas.gov.

Executed and dated this 12 day of May, 2020.



Signature of Affiant

Marc Taylor Inc.
Printed Name of Affiant/Company/Entity

SWORN to and subscribed before me, this 13th day May, 2020





NOTARY PUBLIC, STATE OF ARIZONA

PROOF OF NO DELINQUENT TAXES OWED TO WEBB COUNTY

Name Marc Taylor owes no delinquent property taxes to Webb County.

Marc Taylor, Inc. owes no property taxes as a business in Webb County.
(Business Name)

Marc Taylor owes no property taxes as a resident of Webb County.
(Business Owner)

[Signature]

Person who can attest to the above information

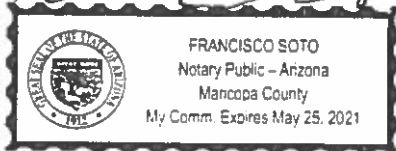
* SIGNED NOTORIZED DOCUMENT AND PROOF OF NO DELINQUENT TAXES TO WEBB COUNTY.

The State of Arizona
County of Maricopa

Befre me, a Notary Public, on this day personally appeared Marc Taylor, know to me (or proved to me on the oath of Drivers License to be the person whose name is subscribed to the forgoing instrument and acknowledged to me that he executed the same fr the purpose and consideration therein expressed.

Given under my hand and seal of ofice this 13th day of May 2020.

Notary Public, State of Arizona



Francisco Soto

(Print name of Notary Public here)

My commission expires the 25th day of May 2021.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
05/08/2020

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

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

PRODUCER Totem Agencies, Inc P O Box 3419 Kirkland WA 98083-3419		CONTACT NAME: Jennifer Watson PHONE (A/C, No, Ext): (425) 827-8774 FAX (A/C, No): (425) 827-5177 E-MAIL ADDRESS: jenniferp@totemagencies.com	
INSURED Marc Taylor, Inc 15396 N 83rd Ave, Ste C103 Peoria AZ 85382		INSURER(S) AFFORDING COVERAGE INSURER A: Mesa Underwriters Specialty Ins Co INSURER B: Ohio Security Insurance Co. 24082 INSURER C: Continental Casualty Company INSURER D: Evanston Insurance Company 35378 INSURER E: INSURER F:	

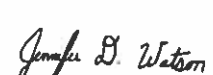
COVERAGES CERTIFICATE NUMBER: 19-20 GL, Auto, WC, PL REVISION NUMBER:

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

INSR LTR	TYPE OF INSURANCE	ADOL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y	Y	MP0002007003128	07/06/2019	07/06/2020	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 5,000,000 PRODUCTS - COMP/OP AGG \$ 5,000,000 \$	
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	BAS56428772	07/06/2019	07/06/2020	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Uninsured motorist \$ 1,000,000	
D	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0	Y	Y	EZX53017371	11/22/2019	07/06/2020	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000 \$	
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	Y	XWS56428772	06/28/2019	06/28/2020	PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C	Professional Liability \$10,000 Deductible			MCH288330298	07/06/2019	07/06/2020	Aggregate: \$2,000,000 Per Claim Limit: \$2,000,000	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Webb County, its officers, employees, and agents, are named as primary and non-contributory additional insured, as per written contract. Waiver of Subrogation applies. Umbrella policy is follow form. 30 days notice of cancellation. 10 days for non-payment.


CERTIFICATE HOLDER Webb County Purchasing Department 1110 Washington Street Suite 101 Laredo TX 78040	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
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Proposer Information

Name of Company: Marc Taylor, Inc.
Address: 15396 N. 83rd Ave C103
City and State Peoria, AZ 85381
Phone: 602.799.8032
Email Address: mtaylor@marc-taylor.com

Signature of Person Authorized to Sign:


Signature
Marc Taylor
Print Name
President
Title

Indicate status as to "Partnership", "Corporation", "Land Owner", etc.

Incorporated
May 12, 2020
(Date)

Note:

All submissions relative to these RFQ shall become the property of Webb County and are nonreturnable.