



# JACOB TECHNOLOGY GROUP



OFFICIAL CONSTRUCTION COMPANY OF NASCAR



# Background



# WHO WE ARE?

- Jacob Companies (Jacob), is a nationally certified, WBENC, woman owned, multifaceted construction firm with a focus on construction, design and building services, structural concrete, and technology. Jacob specializes in Hotels, Stadiums & Athletic Facilities, Parking Garages, Automotive Dealerships and High Rise Structures.
- As a full-service organization, we provide our clients with a wide range of design and technical support services for architecture, engineering, technology and land planning and development.
- The key to our success is in understanding that we are an extension of the owner. We act in the owners' best interest from the inception of the project in order to ensure its success. By offering preconstruction services and providing multiple contracting solutions to the owner, we understand that the relationship between the owner and ourselves is of greater value than one project alone.
- We at Jacob feel that building a relationship with our client creates trust and an understanding of the client's need and is mutually beneficial for all.







## WHY ARE WE UNIQUE?

- The history and culture of our company is to adopt the goals of each of our clients to help plan and construct each project in a truly collaborative process. Our attitude and methods are confirmed by the fact that most of our work is negotiated and the majority of it is for repeat clients. We bring our personal and collaborative approach, along with our financial strength and purchasing power, to benefit each of our clients. We have built and maintained our reputation as a service and client-oriented company willing to meet the ever-changing and growing needs of our customers.
- Our offices are part of an integrated company which enables us to be close to our clients, handling multi-faceted projects of all types. Our current management continues the tradition of "hands-on" involvement on each project. Our ongoing commitment is to ensure that all project needs are successfully met.
- We work with a variety of project delivery methods from the collaborative approach to the traditional plans and specs, to full service design/build.
- Our leadership in the construction industry is built on our belief that the professionalism and dedication of our employees, combined with the integrity of our relationships with customers, will continue to be the cornerstone of our success. This belief has engendered a management style that integrates client focus, innovative thinking, teamwork and leadership to deliver the pen-ultimate projects for clients.



# TECHNOLOGY SERVICES

## IT INFRASTRUCTURE

### **STRUCTURED CABLING**

- Project Management
- Moves, Adds, Changes
- Certified Test Reports
- Single-site or Campus

### **IT SUPPORT SERVICES**

- On Site Services
- Server Relocation
- Desktop Relocation

### **BURN-IN AND STAGING CENTER DOCUMENTATION SOLUTIONS**

*Jacob cabling work exceeds the most stringent guidelines of national, regional and industry standards*

# ELECTRICAL SERVICES

Jacob offers a multitude of full-service electrical contracting solutions that include:

- Power & lighting,
- Mission Critical
- Fire Alarm
- Service & Maintenance
- Emergency Response
- Bucket Truck Service
- High Voltage
- Preventative
- Maintenance
- Energy Conservation Programs



# AUDIO VISUAL SYSTEMS

Jacob works with its clients to develop a technology roadmap for the long-term feasibility of solutions that improve communication and collaboration while providing a coherent experience across the organization.

Our Services include

- Project Management
- Shop Fabrication
- Field Installation
- Crestron / AMX Programming
- Audio & Video DSP Programming
- System Testing & Certification
- Union & Non-Union Field Labor
- Field Engineering Check-Out
- End-User Training





# WIRELESS SOLUTIONS

Our Services include

- Site Surveys
- Installations
- Cell Tower Provisioning
- Web-based Service Dispatch
- Steel Fabrication Facility
- Fully Integrated Civil installs
- Dedicated Transport (T1)
- Temporary cell site design Construction & deployment
- Proactive monitoring
- Three-tier Help Desk
- 24/7 service availability
- Emergency Service Calls
- Onsite Support Contracts
- Preventative Maintenance
- Client Web Portal with Online Ticketing
- Customer Training Centers with Certified Instructors





# SECURITY SYSTEMS

Services include access control, IP video surveillance, intrusion detection, emergency notification, intercom and paging, perimeter protection and next generation LEED based building solutions.

- Threat Assessments
- Needs Analysis
- Program Reports
- Budget Requirements
- Project Management
- Lab Fabrication
- Field Implementation
- System Testing & Certification
- Quality Assurance





**TECHNOLOGY  
-PORTEFOLIO**



## Description

Integration services provided to Credit Agricole for their data center migration to a 2,500 square foot co-location facility.

## Key Features

- Equipment Migration coordination with IT
- CAT-6 and Fiber Optic Infrastructure Solution
- TC Set of existing conditions
- Patching and Pull Schedules





## Description

The provisioning of a state-of-the-art presentation and video conferencing system used by Thomson Reuters' executive and media teams

## Key Features

- 3x4 Video Wall Matrix
- Digital Media Switcher
- Graphics Processor
- Cisco Video Conference
- Creston Control
- Dynamic Mixing Audio



## Description

The provisioning of a complete IT infrastructure solution for Disney's NYC campus, including all corporate offices, data center and broadcast facilities.

## Key Features

- 8000 Category 6 workstations
- Distributed Antenna System (DAS)
- 60 cabinets with fiber/copper ties
- 4,000 active port extensions



## Description

The provisioning of a cellular Head-end and distributed Antenna system (DAS) for MetLife Stadium

## Key Features

- 3G / 4G (LTG) Mobile Cell Technology
- Distributed Antenna System (DAS)
- Complete Stadium Cellular Coverage
- Scope included all Base Stations





## Description

The provisioning of a Perimeter Intrusion Detection System (PIDS) that provides JFK Airport with increased response efficiency

## Key Features

- Pole mounted cameras providing 360 degree sweep
- Automated Detection Sensors
- Fiber Optic Backbone
- 18K feet of Duct Bank Conduit



## Description

Delivering nationwide integration and transport services to CenturyLink Technology Solutions (formerly Savvis)

## Key Features

- Space, Power and HVAC allocations
- Web-based Procurement Portal
- Coordination with CoLo IT Group
- Managed Services

A top-down view of a desk with a white keyboard, a white mouse, a yellow watch, and a smartphone. The text "SCHEDULES & COST CONTROL" is centered on the desk.

# SCHEDULES & COST CONTROL



## RECORDS, REPORTS & MONITORING SYSTEMS

Jacob's experience in organizing and establishing systems for the successful tracking of construction issues and cost will be an important aspect of delivering this project on time and within budget. We use **PROCORE**, project management software, to track project costs, issuance of contracts, provide notification letters of change to the owner, document and contract drawings, RFI's, submittals, meeting minutes, and to organize closeout documentation.

This work is performed at the designated on-site facility, which will house our administrative staff and our on-site field supervision. We review all subcontractor payment requisitions, monitor the project cost report, monitor the schedule, and direct and supervise the subcontractors. Once these review processes have been completed, a requisition to the owner is created based upon the performance and submittals of the

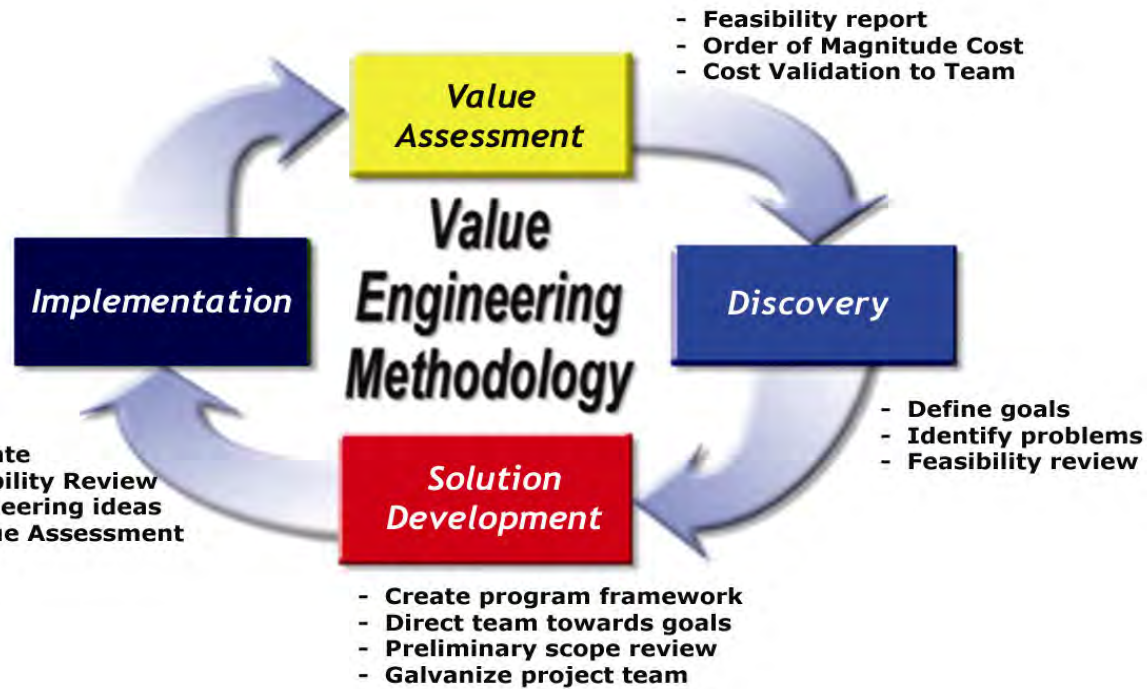


# COST CONTROL

- Validation of the existing project budget, from trade costs to soft costs.
- Jacob provides cost trending analysis to monitor the progress of the design against the proposed budget. This process involves reviewing progress sets of documents with architects and engineers & determining budgeting constraints.
- Value engineering options, considering design review, detailed analysis, lifecycle cost analysis, cost-benefit analysis & selection
- Jacob also reviews the advantages of pre-purchasing select items.
- Other techniques which can save the owner money are if the Owner purchases the major HVAC equipment in lieu of the subcontractor, thus eliminating the markup. On many of our large projects, we will have the owner supply the crane for the entire project, once again eliminating several cranes from each subcontractor with markup.
- Market survey of the existing construction environment. Including an analysis of the availability of local labor, materials, monitoring and following other projects in the area which may overlap and conflict with this project so that we can be assured that we have adequate contractors available to bid during the bidding phase.



# VALUE ENGINEERING







**ENVIRONMENT,  
HEALTH & SAFETY**

# EHS Practices

## **Safety**

- New employees orientation
- Orientation for visitors
- Daily Onsite Safety Inspection
- Weekly Toolbox Meeting
- OSHA Standard Employee Training
- Job Hazard Analysis Reports
- Risk Assessments
- OSHA 10hr and 30hr Onsite Training
- Equipment and machinery operating manuals onsite and available
- Equipment Safety Inspection
- Emergency Procedures
- Chemicals Identification & Labeling
- Rules and regulations for vehicles
- Hurricane Preparedness Plan

## **Health**

- Identify biological hazards
- Noise mitigation
- Dust control
- Safety Data Sheet Training
- Ergonomic evaluation
- Medical program
- First Aid/CPR/AED Certified

## **Environmental**

- Identify chemical hazards
- Recycling procedures
- Hydrocarbons safe storage
- Provide appropriate training and resources for a spill response.
- Energy-Efficient Materials
- Protection of Ecological Resources
- Minimize Waste

# REPORTING

- Project Management
  - Submittal Log
  - RFI Log
  - Drawings Log
  - Schedule (Gantt Chart)
  - Value Engineering Log
- Cost Control Reports
  - Change Events Log
  - Cash Flow
  - Budget tracking





# Project Management

The screenshot shows the Procore Project Management Software interface for the Banyan Cay Resort Hotel project. The browser address bar shows the URL: <https://app.procore.com/514397/project/home>. The interface includes a navigation bar with the JACOB logo, project name "JACOB ERECTING & CO... 2018003 - Banyan C...", and various toolboxes and favorites. The main content area is divided into several sections:

- PROJECT HOME**: A header section with a gear icon.
- PROJECT TEAM**: A table listing team members.
- PROJECT OVERVIEW**: A section with a legend for "Overdue" (red), "Next 7 Days" (yellow), and "> 7 Days" (green), and a table showing the status of RFIs, Submittals, and Meetings.
- MY OPEN ITEMS**: A section showing a table with columns for Item Type, Details, Status, and Due Date, currently displaying "No Open Items".

The right sidebar contains additional information:

- PROJECT ADDRESS**: 2302 PRESIDENTIAL WAY WEST, West Palm Beach, Florida 33401, United States.
- PROJECT PHOTO**: A photograph of the resort building at night.
- PROJECT WEATHER**: A section with a right-pointing arrow.
- PROJECT LINKS**: A section with a "+ New" button and the text "No links to display."
- Help**: A button in the bottom right corner.

PROCORE  
Project Management Software



Printed on Fri Sep 7, 2018 at 08:21 am EDT

Job #: 2018002 Banyan Cay Resort Clubhouse  
1900 Banyan Club Rd.  
West Palm Beach, Florida 33401

### All Submittals

Spec Section	#	Rev.	Title	Type	Status	Responsible Contractor	Final Due Date	Submit By	Location	Received From	Received Date	Bell In Court	Approvers	Response	Sent Date	Returned Date	Due Date	Distributed Date
260533.16 Boxes for Electrical Systems	260533.16-1	0	Clubhouse Recessed Floor Boxes	Product Information	Closed	CEI Electric Contractors	03/08/2018	03/08/2018		Jose Baretto	03/07/2018		Durante, Don (Randall Stofft Architects)	Approved as Noted	03/07/2018	03/08/2018	03/08/2018	
238126 Split-System Air Conditioning	238126-2	0	Clubhouse DX Split System	Shop Drawing	Closed	Complete Cooling & Heating Svcs, Inc	02/12/2018	02/12/2018		Kasey Walker	01/31/2018		Durante, Don (Randall Stofft Architects)	Approved as Noted	01/31/2018	02/12/2018	02/12/2018	
238126 Split-System Air Conditioning	238126-1	0	Clubhouse DX Mini Split	Product Information	Closed	Complete Cooling & Heating Svcs, Inc	02/12/2018	01/31/2018		Kasey Walker	01/31/2018		Durante, Don (Randall Stofft Architects)	Approved as Noted	01/31/2018	02/12/2018	02/12/2018	
233616 Variable-Air-Volume Units	233616-1	0	Clubhouse VAV Boxes	Shop Drawing	Closed	Complete Cooling & Heating Svcs, Inc	02/12/2018	01/31/2018		Kasey Walker	01/31/2018		Durante, Don (Randall Stofft Architects)	Approved	01/31/2018	02/12/2018	02/12/2018	
233400 HVAC Fans	233400-1	0	Clubhouse HVAC Fan submittal	Product Information	Closed	Complete Cooling & Heating Svcs, Inc	05/03/2018	01/16/2018		Kasey Walker	01/16/2018		Durante, Don (Randall Stofft Architects)	Approved as Noted		04/19/2018	05/03/2018	
233353 Duct Liner	233353-1	0	Fire Master Duct Insulation	Product Information	Closed	Complete Cooling & Heating Svcs, Inc	07/27/2018	07/19/2018	Golf Clubhouse	Kasey Walker	07/19/2018		Durante, Don (Randall Stofft Architects)	Approved	07/19/2018	08/01/2018	07/27/2018	08/01/18
233313.16 Fire Dampers	233313.16-1	0	Clubhouse Fire Dampers	Product Information	Closed	Complete Cooling & Heating Svcs, Inc	01/18/2018	01/16/2018		Kasey Walker	01/16/2018		Durante, Don (Randall Stofft Architects)	Approved	01/16/2018	01/18/2018	01/18/2018	
233000 HVAC Air Distribution	233000-1	0	Clubhouse Air Distribution	Product Information	Closed	Complete Cooling & Heating Svcs, Inc	01/18/2018	01/16/2018		Kasey Walker	01/16/2018		Durante, Don (Randall Stofft Architects)	Approved as Noted	01/16/2018	01/18/2018	01/18/2018	
230913.43 Control Dampers	230913.43-1	0	Clubhouse Motorized Dampers	Product Information	Closed	Complete Cooling & Heating Svcs, Inc	02/12/2018	01/31/2018		Kasey Walker	01/31/2018		Durante, Don (Randall Stofft Architects)	Approved as Noted	01/31/2018	02/12/2018	02/12/2018	
220000 General Plumbing	220000-2	0	Floor sinks (PVC & Cast iron) submittals	Product Information	Closed	Absolute Plumbing LLC	08/17/2018	08/03/2018	Golf Clubhouse		08/03/2018		Durante, Don (Randall Stofft Architects)	Approved	08/03/2018	08/20/2018	08/17/2018	08/20/18
220000 General Plumbing	220000-1	0	Domestic Water Piping	Product Information	Closed	Jacob Erecting & Construction, LLC	07/30/2018	07/23/2018		Daniel Barnett	07/20/2018		Durante, Don (Randall Stofft Architects)	Approved as Noted	07/23/2018	08/01/2018	07/30/2018	08/07/18

## Submittal Log



Printed on Fri Sep 7, 2018 at 08:19 am EDT

Job #: 2018002 Banyan Cay Resort Clubhouse  
1900 Banyan Club Rd.  
West Palm Beach, Florida 33401

### RFI LOG

#	Subject	Status	Responsible Contractor	Received From	Assignee	Date Initiated	RFI Manager	Due Date	Closed Date	Ball In Court	Location	Schedule Impact	Cost Code	Cost Impact
49	Stucco bands	Open	Jacob Erecting & Construction, LLC	Barrett, Daniel (Jacob Erecting & Construction, LLC)	Durante, Don (Ren...)	08/30/2018	Daniel Barrett	09/02/2018		Barrett, Daniel (...)		Yes (Unknown)		Yes (Unknown)
	<p><b>Q:</b> Daniel Barrett Sent Thu Aug 30, 2018 at 12:42 pm EDT Key note 308 requires stucco water table at the bottom of front rear and side elevations but it is not clear on the height. Please provide marked up 302-305 showing dimensions and locations</p> <p><b>A:</b> Don Durante (Randell Stofft Architects) Responded Thu Aug 30, 2018 at 09:53 pm UTC Please see attached response &amp; sketch. Call with additional questions or concerns. RFI#49-Response.pdf <a href="#">RFI #49-Water Table &amp; Band Sketch.pdf</a></p>													
48	Pro Shop Counter Tops	Open	Jacob Erecting & Construction, LLC	Barrett, Daniel (Jacob Erecting & Construction, LLC)	Beiner, Yvonne (A...)	08/25/2018	Daniel Barrett	09/28/2018		Barrett, Daniel (...)		Yes (Unknown)		Yes (Unknown)
	<p><b>Q:</b> Daniel Barrett Sent Sat Aug 25, 2018 at 08:05 am EDT Please provide selection for counter tops in pro shop as none are indicated on shop drawings or ID drawings</p> <p><b>A:</b> Yvonne Beiner (Adeche Group Architects) Responded Sat Aug 25, 2018 at 01:52 pm UTC The pro shop is not part of Adeche's scope of work. Please contact Procraft for information.</p>													
47	Interior Glazing at Pro Shop	Closed	A-Christian Glass	Major, Craig (A-Christian Glass)	Durante, Don (Ren...)	08/23/2018	Daniel Barrett	08/26/2018	08/24/18			Yes (Unknown)		Yes (Unknown)
	<p><b>Q:</b> Daniel Barrett Sent Thu Aug 23, 2018 at 11:58 am EDT There is not a color shown for the entry door 131 and window frames, we had figured white, entering the Pro Shop. Please provide frame color selections and glass color for these openings</p> <p><b>A:</b> Don Durante (Randell Stofft Architects) Responded Thu Aug 23, 2018 at 10:24 pm UTC Please see attached response. <a href="#">RFI #47_RESPONSE_082318.pdf</a></p>													
46	Exterior Soffit Framing	Closed	Jacob Erecting & Construction, LLC	Barrett, Daniel (Jacob Erecting & Construction, LLC)	Durante, Don (Ren...)	08/22/2018	Daniel Barrett	08/25/2018	08/22/18			Yes (Unknown)		Yes (Unknown)
	<p><b>Q:</b> Daniel Barrett Sent Wed Aug 22, 2018 at 07:20 am EDT My framing contractor has requested the use of plywood substrate in lieu of dense glass as depicted on sections FF on A246 and II on A247. Please advise if this is acceptable <a href="#">A246-Ceiling Section Details-R8.pdf</a> <a href="#">A247-Ceiling Section Details-R8.pdf</a></p> <p><b>A:</b> Don Durante (Randell Stofft Architects) Responded Wed Aug 22, 2018 at 01:12 pm UTC Please see attached response. <a href="#">RFI#46-Response.pdf</a></p>													
45	Occupancy Sensors	Closed	CEI Electric Cont...	Barretto, Jose (CEI Electric Contractors)	Durante, Don (Ren...)	08/16/2018	Daniel Barrett	08/19/2018	08/24/18			Yes (Unknown)		Yes (Unknown)
	<p><b>Q:</b> Daniel Barrett Sent Thu Aug 16, 2018 at 07:13 am EDT Ceiling mounted occupancy sensors for first floor do not show any zoning. Please provide zoning diagram so that we know which lights are controlled by which sensor</p> <p><b>A:</b> Don Durante (Randell Stofft Architects) Responded Thu Aug 23, 2018 at 11:41 pm UTC Please see updated response from TLC Engineering regarding the occ sensors. <a href="#">Response_RFI_45R1_175212_OCCUPANCY_SENSORS.pdf</a></p> <p><b>A:</b> Daniel Barrett (Jacob Erecting &amp; Construction, LLC) Responded Mon Aug 20, 2018 at 03:23 pm UTC Please see below response from my electrician: Dan, The drawing indicates letters A,B,C etc. but does not address which lights the sensors control. We need more info.</p>													

# RFI's Log





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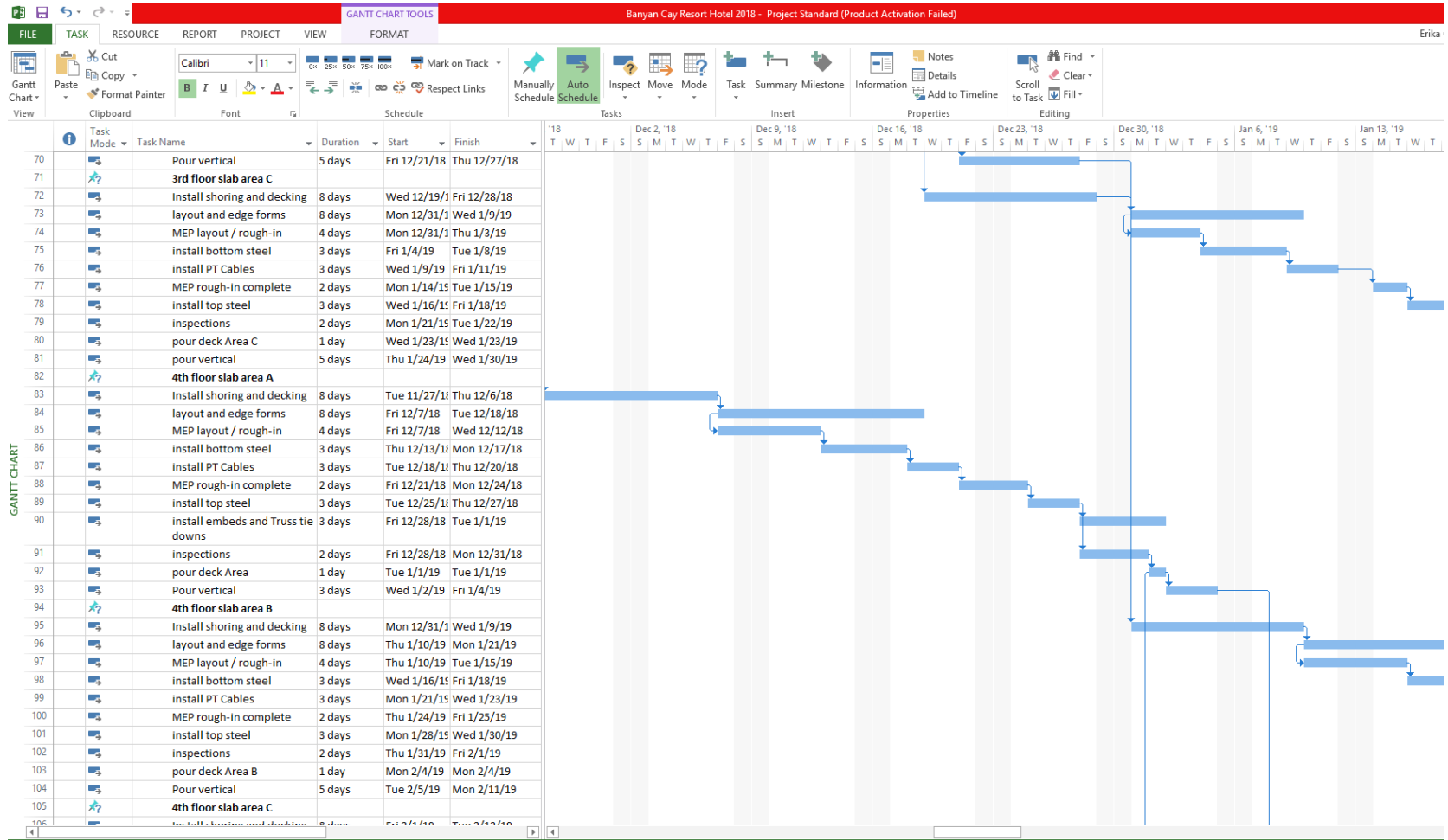
Job #: 2018002 Banyan Cay Resort Clubhouse  
1900 Banyan Club Rd.  
West Palm Beach, Florida 33401

### Current Drawings

Drawing No.	Drawing Title	Revision No.	Drawing Date	Received Date	Set
<b>Architectural</b>					
A000	COVER SHEET	2	04/21/2017	04/17/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A001	SITE & BUILDING DATA	2	04/21/2017	04/17/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A002	BASEMENT LIFE SAFETY PLAN	5	07/23/2018	08/09/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A003	CLUBHOUSE LIFE SAFETY PLAN	5	07/23/2018	08/09/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A004	PARTIAL SITE PLAN	7	02/28/2018	04/17/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A005	ENLARGED PARTIAL SITE PLAN	6	01/08/2018	04/17/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A101	OVERALL GOLF CART PARKING PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A102	GOLF CART PARKING PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A103	GOLF CART PARKING PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A104	PARTIAL GOLF CART PARKING PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A105	GOLF CART PARKING PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A111	OVERALL DIMENSION CONTROL PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A112	PARTIAL DIMENSION CONTROL PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A113	PARTIAL DIMENSION CONTROL PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A114	PARTIAL DIMENSION CONTROL PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A115	PARTIAL DIMENSION CONTROL PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A201	OVERALL FLOOR PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A202	PARTIAL NOTE PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A203	PARTIAL NOTE PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A204	PARTIAL NOTE PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A205	PARTIAL NOTE PLAN	5	07/23/2018	07/23/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)
A211	OVERALL DIMENSION CONTROL PLAN	5	07/23/2018	07/27/2018	Golf Clubhouse Building Approved Permit Plans (04/17/18)

# Drawings Log

# Project Management



Schedule



Project Name :

**VALUE ENGINEERING LOG**

Total Trade Costs		\$14,320,387	Status Codes				
Amount of "Most Acceptable" Items		-\$1,097,824	-\$757,171	1 = Most Acceptable			
Adjusted Total Project Costs		\$13,222,563	Value of column 2	2 = Needs Further Evaluation			
				3 = Least Acceptable			
Item #	Description	Common Items	Status Code	Initial Value	1	2	3
	Civil						
C.1	Eliminate new paving at rear of building		1	-21,025	-21,025	0	0
C.2	Change C/P concrete curbs to Bituminous		2	-30,030	0	-30,030	0
C.3	Use Stamped/fined concrete in lieu of brick pavers		1	-20,580	-20,580	0	0
C.4	Reconfigure concrete sidewalks north & south of entrance walkways. Remove concrete/soil grass		3	-18,890	0	0	-18,890
C.5	Remove Concrete paving Northwest of existing		1	-12,600	-12,600	0	0
C.6	Remove brick veneer from concrete based fence wall (Detail 6 on 702)	C.17	1	-5,250	-5,250	0	0
C.7	Reduce the height of the ornamental fencing to 2' high (from 4')	C.17	3	-3,000	0	0	-3,000
C.8	Remove all the tree grates		1	-12,904	-12,904	0	0
C.9	Reduce the rubber safety surface s.f. area (reduce by 40%)	C.15	3	-38,544	0	0	-38,544
C.9.a	Eliminate the rubber safety surface area (reduce by 100%), change to asphalt		1	-56,217	-56,217	0	0
C.10	Reconfigure North bus loop area. Move down 20' south (multiple items reduced)	C.12	1	-5,652	-5,652	0	0
C.11	Remove softball field completely		1	-20,000	-20,000	0	0
C.12	Reconfigure entire loop to reduce area of construction	C.10			0	0	0
C.13	Replace all concrete sidewalks with bituminous paving		2	-88,611	0	-88,611	0
C.14	Replace all 12" RCP storm sewer piping with PVC piping		1	-51,000	-51,000	0	0
C.15	Replace outdoor rubber resilient play surfacing with engineered wood fiber chips	C.9	1	-88,341	-88,341	0	0
C.16	Cast Iron Sanitary - change to PVC piping		1	-6,750	-6,750	0	0
C.17	Replace north/south portion of retaining wall & ornam. fence w/ "unlock" & chain-link fence	C.6 & C.7	1	-25,500	-25,500	0	0
C.18	Reduce entire site plantings by 33% (trees, shrubs and groundcover)		1	-33,000	-33,000	0	0
C.19	Eliminate outdoor recreation area north		1	-6,900	-6,900	0	0
C.19	Reduce entire site plantings by an additional 33% (trees, shrubs and groundcover)		1	-15,774	-15,774	0	0
	Interior						
I.1	Delete work stations in					0	0
I.2	Sheet Vinyl in lieu terrazzo		1	-82,775	-82,775	0	0
I.3	Reduce tile on toilet room walls, wet wall up 5' only, epoxy paint to ceiling		1	-42,540	-42,540	0	0
I.4	Change Carpet tile to Carpeting in Rooms	Revisit	3	-4,480	0	0	-4,480
I.5	Change Carpet tile to VCT in Pre-K Rooms	Revisit	1	-8,064	-8,064	0	0
I.5	Baked Enamel Toilet Partitions in lieu of Phenolic		1	-9,500	-9,500	0	0
I.6	Eliminate Gym Curtain		3	-38,500	-38,500	0	0
I.7	Eliminate entire gym and associated construction		3	-834,169	0	0	-834,169
I.8	Reduce quantity of Millwork in Classrooms	SEE I.1			0	0	0
I.9	Possible overlay marker boards w/ surface	Insignificant Change		0	0	0	0
I.10	Eliminate all carpet from Kindergarten rooms, change to VCT		1	-6,349	-6,349	0	0
I.11	Eliminate all cubbies, Pre-k through 5th grade, replace with coat hooks and shelf		1	-89,180	-89,180	0	0
I.12	Remove 4" width from entire Lobby		1	-9,180	-9,180	0	0
I.13	Do not demolish existing air shafts at all existing classrooms. (eliminate need for concrete floor infill, eliminate need for existing wall refreshing, reduce new casework)				0	0	0
I.14	Reduce tile wainscoting at lavs to 48" a.f.f.	I.3			0	0	0
I.15	Reduce marker boards and tack boards by 30% at all new areas. Existing classrooms to remain as designed		1	-12,825	-12,825	0	0
I.16	Eliminate all Wenger music storage systems replace with 18"-30" shelving on adjustable standards					0	0

VE Log





Project Name :

**VALUE ENGINEERING LOG**

Item #	Description	Common Items	Status Code	Initial Value	1	2	3
<b>Total Trade Costs</b> \$14,320,387 <b>Amount of "Most Acceptable" Items</b> -\$1,097,824 <b>Adjusted Total Project Costs</b> \$13,222,563		-757,171 Value of column 2 -2,513,255 Value of column 3		<b>Status Codes</b> 1 = Most Acceptable 2 = Needs Further Evaluation 3 = Least Acceptable			
<b>Exterior</b>							
Ext.1	Revisit Precast banning change to sandblasted cmu		Need more info-no cost at this time		0	0	0
Ext.2	Investigate Alt brick block at exterior (jumbo, Utility, deco faced, )		Need more info-no cost at this time		0	0	0
Ext.3	Change PVC Roofing to EPDM	1		-60,070	0	0	0
Ext.4	Change Metal Standing Seam Roofing to PVC (Samtill)	1		-34,048	-34,048	0	0
Ext.5	Change Metal Standing Seam Roofing to Asphalt Shingle	2		-75,392	0	-75,392	0
Ext.6	Rubber floor in lieu of wood at gym	3		-19,800	0	0	-19,800
Ext.7	Replace brick infill at gymnasium with split-face cmu	2		-46,260	0	-46,260	0
Ext.8	Redesign exterior character of pre-k classrooms (change brick to split-face cmu)	2		-19,200	0	-19,200	0
Ext.9				0	0	0	0
<b>Building/ BOE Program</b>							
BOE.1	Eliminate Gymnasium, Gym Lobby, Office, Storage, and associated Lav and shower.	1,7		0	0	0	0
BOE.2	Eliminate (2) Pre-K classrooms.	3		-407,000	0	0	-407,000
BOE.3	Eliminate (6) Pre-K classrooms (eliminate all site related pre-k items including play areas bus loop entry walk and parking area)	3		-1,351,372	0	0	-1,351,372
BOE.4	Eliminate Multi-Purpose room B108, Storage room, and relocate Kiln room. (Change area to South Facing Media Center Courtyard with 6' high brick garden wall with 50% openings)		Need more info-no cost at this time		0	0	0
		2		-100,000	0	-100,000	0
BOE.5	Eliminate Maintenance Room C124	2		-50,000	0	-50,000	0
BOE.6	Change Pre-K Rooms to general classrooms. (Reduce square footage from 1050 +/- to 750 sq.ft., and eliminate all coat rooms, offices and toilets, eliminate exterior doors, eliminate all site related pre-k items including play areas bus loop entry walk and parking area)	2		-180,000	0	-180,000	0
				0	0	0	0
BOE.7	Eliminate instrumental music and storage floor infill at existing Gymnasium.	2		-100,000	0	-100,000	0
				0	0	0	0
<b>Fire Protection</b>							
FP.1	Fire Protection adjustment after review with JEC estimator	1		-200,000	-200,000	0	0
FP.2				0	0	0	0
<b>Plumbing</b>							
P.1	Reduce quantity of floor drains	3		0	0	0	0
P.2	Drop in sinks in p-lam countertops			0	0	0	0
P.3	PVC in lieu of cast iron	1,0		0	0	0	0
<b>HVAC</b>							
H.1	No dual fuel (eliminate oil)	3		-30,000	0	0	-30,000
H.2	Eliminate air-conditioning at lobby	3		-3,000	0	0	-3,000
H.3	Eliminate air-conditioning at cafeteria	2		-18,000	0	-18,000	0
H.4	Eliminate air-conditioning in multi-purpose	1		-23,000	-23,000	0	0
H.5	Eliminate air-conditioning in kindergarten classrooms	3		-3,000	0	0	-3,000
				0	0	0	0
<b>Electrical</b>							
E.1	Lightening protection - evaluate whether necessary	2		-49,678	0	-49,678	0
E.2	Eliminate standby emergency generator change to add alternate	1		-100,000	-100,000	0	0
<b>Totals</b>				<b>-4,368,250</b>	<b>-1,097,824</b>	<b>-757,171</b>	<b>-2,513,255</b>

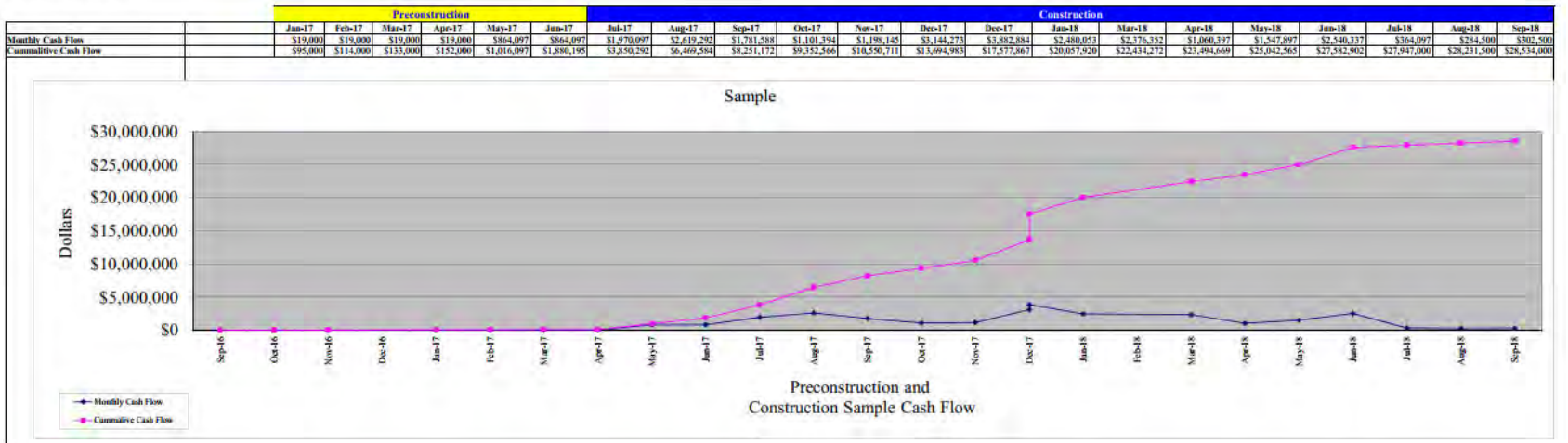
VE Log

# Cost Control Reports

## Sample

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Dec-17	Jan-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18		
General Conditions	2,032,327																						
Preconstruction	180,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	
Superstructure - Steel Material Order	700,000																						
Superstructure - W/L Material Order	3,500,000																						
Site Preparation	1,750,000																						
Site Mechanical Utilities	250,000																						
Site Electrical Utilities	250,000																						
Foundations	1,360,389																						
Exterior Encl. - Glass Mgrt	800,000																						
Lab Construction	860,750																						
Superstructure - Steel Erect	500,000																						
Superstructure - W/L Erect	700,000																						
Exterior Encl. - Glass Erect	1,328,440																						
Exterior Encl. - Masonry	900,000																						
Plumbing RI	270,963																						
HVAC RI	2,650,000																						
Fire Protection RI	600,000																						
Electrical RI	1,792,858																						
Roofing	1,088,611																						
Exterior Enclosure - Styls	800,000																						
Interior Contr. / Finishes	2,735,199																						
Conveying	50,000																						
Site Improvements	750,000																						
Interior Finishes	225,000																						
HVAC Finishes	301,417																						
Fire Protection Finishes	26,321																						
Electrical Finishes	680,000																						
Sub Total	27,848,792.39	19,000	19,000	19,000	19,000	864,097	864,097	1,970,097	2,619,292	1,781,588	1,101,394	1,198,145	3,144,273	3,882,884	2,480,053	2,376,352	1,666,397	1,547,897	2,546,337	664,702	364,097	284,500	302,500
Total		19,000	19,000	19,000	19,000	864,097	864,097	1,970,097	2,619,292	1,781,588	1,101,394	1,198,145	3,144,273	3,882,884	2,480,053	2,376,352	1,666,397	1,547,897	2,546,337	364,097	284,500	302,500	

## Sample Cash Flow



# Cash Flow Sample



Printed on Wed Oct 24, 2018 at 04:28 pm EDT

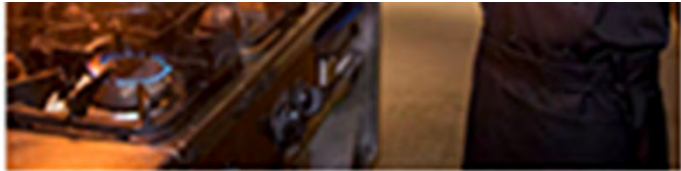
Job #: 2018003 Banyan Cay Resort Hotel  
 2302 PRESIDENTIAL WAY WEST  
 West Palm Beach, Florida 33401

**Change Events Line Items**

Cost Code	Cost Type	Description	Vendor	Contract	Prime PCO	ROM	RFQ	Commitment	Budget Modification
<b>CE #003 - Permit Delay</b>					\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
3-000000.000 - Concrete	Self-performed	Permit Delay				\$0.00			
<b>CE #002 - Height Increase</b>					\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
3-000000.000 - Concrete	Self-performed	Height Increase				\$0.00			
<b>CE #001 - Column grid plan</b>					\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
3-000000.000 - Concrete	Self-performed	Column grid plan				\$0.00			

Change Events Log





AFFILIATIONS & LICENSES



**WBENC**  
WOMEN'S BUSINESS ENTERPRISE  
NATIONAL COUNCIL

JOIN FORCES. SUCCEED TOGETHER.  
hereby grants

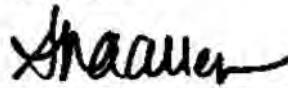
# National Women's Business Enterprise Certification

to  
**Jacob Erecting & Construction, LLC**

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).  
This certification affirms the business is woman-owned, operated and controlled; and is valid through the date herein.

Certification Granted: August 3, 2016  
Expiration Date: August 3, 2019  
WBENC National Certification Number: 2005129383

WBENC National WBE Certification was processed and validated by  
Women's Business Development Center - Council of Florida, a WBENC Regional  
Partner Organization.



Authorized by Nancy Allen, President & CEO  
Women's Business Development Center - Council of Florida

NAICS: 236220, 238110, 238210, 334280, 335121, 541818, 541690, 581621, 581622  
UNSPSC: 30103819, 72131600, 72152907







REFERENCES



# RECOMMENDATION LETTERS



Date: September 24, 2018

To who this may concern,

I am pleased to have this opportunity to write this letter of recommendation for Jacob Erecting & Construction who is our General Contractor at Banyan Cay Resort & Golf and Banyan Cay Dev.

Jacob is currently constructing our multi-story resort hotel and multiple buildings on site. Since we have partnered with Don Perry and his team, they have provided us with the professionalism and immeasurable experience that has helped the project move quickly and efficiently. Their knowledge has met and exceeded what we expected for a GC. Having Jacob on our team has been an asset.

I highly recommend Jacob Erecting and Construction. If you have any questions, please do not hesitate to call me at the office:

Respectfully Yours,

Domenic Cotto, Owner  
Banyan Cay Dev, LLC

561.508.5473  
2300 Presidential Way, West Palm Beach, FL 33401



September 24, 2018

Re: Jacob Companies Letter of Recommendation

To whom it may concern:

I have had the privilege of working with Jacob Companies, Don Perry and his team. Our organization is forty years old and has worked with many developers and construction companies throughout North America. Given that experience, Jacob Companies is at the top of my list for hotels, resorts and mixed use developments.

Don has created, installed and continues a culture of honesty, integrity, and solution oriented all with a personal touch. This unique hands on commitment and involvement from Jacob Companies is very unusual given the size and expertise of Jacob companies. Important to Jacob Companies is the moral compass and importance of family. This approach ensures Don and the team takes responsibility and is prideful in all areas.

The Jacob companies views and acts like a partner versus a contractor. They pride themselves on taking the years of experience and types of projects and using those learned best practices and results to enhance our projects.

Jacob companies stands alone in the backgrounds and completed projects. From branded hotels, to independent luxury resorts, to car dealerships, to race tracks, to commercial space, to residential homes, to unique customer experiences at Daytona International Speedway, and on. Our experience has seen a cohesive team attitude with financial and design balance being key drivers.

I highly recommend Jacob Companies and believe they are a great solution to any project.

Sincerely,

T. Sean Mullen  
President, Acquisitions  
Noble House Hotels & Resorts

600 6<sup>th</sup> Street South / Kirkland, Washington 98033 / 425.827.8737 (t) / 425.636.5626 (f) / noblehousehotels.com



December 6, 2015

Jacob Companies  
Jacob Erecting & Construction LLC  
656 W. Indiantown Road  
Suite #206  
Jupiter, FL 33458

Attention: Don Perry  
President

RE: Sun Life Stadium Renovation Project  
Letter of Reference

Dear Don,

Please allow this letter to serve as a letter of reference for Jacob Companies/Jacob Construction & Erecting LLC, who has been a valued member of our subcontracting community for Phase I of the Sun Life Stadium Project.

Jacob was awarded three separate subcontracts as part of the renovation project including construction of our cast in place Super Columns that will support the 700,000 SF shade canopy, bowl gutter system and glass and glazing. The nature and types of work awarded shows the diverse and broad expertise that Jacob brings to a project as complex as the Sun Life Stadium Renovation Project.

Through a very tight and demanding timeline Jacob has always performed their portion of the work in an efficient and expedited manner with the best interests of the project in clear focus.

You personally, and your entire management team are valued members of the Miami Dolphins community and clearly exemplify the Dolphins motto **#Stronger Together**. We look forward to your continued participation as we move into the future phases of the project.

Thank you for being part of the team.

Sincerely,

William L. Senn  
Senior Vice President Stadium Renovations  
South Florida Stadium LLC / Miami Dolphins

## Banyan Cay Resort & Golf Club lands \$61M loan for hotel development

Banyan Cay Dev plans to break ground on the 150-key hotel next week

By [Anna Di Bilio](#) | June 19, 2016 01:29PM



Banyan Cay Resort marketing and Johnson rendering plus Domenic Gatto and Bob Nickerson

Banyan Cay Development just scored a \$61 million construction loan to build the resort portion of its master-planned Banyan Cay Resort & Golf Club in West Palm Beach.

Banyan Cay founder Domenic J. Gatto said the financing covers the construction of a 150-room luxury hotel to be operated by Noble House Hotels & Resorts and 22 villas with prices starting at \$500,000.

Records show the lender is a company tied to Calmwater Capital, a Los Angeles-based provider of commercial real estate financing. Gatto said the firm plans to break ground on the project next week.

Banyan Cay Development paid \$26 million for the sprawling development site at 2300 Presidential Way in 2015. The 240-acre property, formerly known as the President Country Club, sits near the Palm Beach Outlets mall, east of I-95.

In addition to the resort, Banyan Cay Resort & Golf Club will consist of about 150 single-family homes developed by Boca Raton-based SobelCo and a 179-unit luxury condo tower. The development also includes a recently opened 18-hole Jack Nicklaus-designed golf course. Gatto said a detached golf clubhouse is currently under construction.

Noble House Hotels & Resorts is an owner and operator of luxury hotels and resorts throughout the United States. The hotel at Banyan Cay Resort & Golf Club will feature two restaurants, a spa and fitness center and a pool.

Adache Group Architects and Randall Stoff Architects are designing the project. Jacob Erecting & Construction is the general contractor.

Gatto said the development firm is also considering selling the condo portion of the project for an undetermined price.



OFFICIAL CONSTRUCTION COMPANY OF NASCAR

Jacob Companies becomes Official Construction Company of NASCAR  
By Adam Stern, Sports Business Journal, Staff Writer G+  
Published February 20, 2017, Page 6

Amid a push to land more non-traditional sponsors, NASCAR has filled two business-to-business-rich categories with private aviation brand NetJets and construction firm Jacob Companies.

The deals will be announced this week. NetJets will take the title of official private aviation partner of NASCAR, while Jacob becomes the official construction company. The deals mark the first time NASCAR has had a partner in either category. Financial terms are not being released, but both deals are for multiple years and involve rights fees, according to Chad Seigler, vice president of business development for NASCAR.

Seigler said his team has been challenged to bring in sponsors across emerging or less traditional categories. Given that both companies are in NASCAR mainly to find B2B connections, NASCAR's pitch involved how fertile the sport is with private aviation customers and companies that may need construction work on their facilities.

Both partners get rights to NASCAR intellectual property and ads, hospitality at a number of races, and entry to NASCAR's Fuel for Business Council, which fosters B2B relationships among NASCAR partners by holding quarterly symposiums.

"For us, when we were sort of looking at this category in general, you looked around at a lot of the other sports leagues and saw places like the PGA where this category was having some success," Seigler said of private aviation. "When you take a look at what happens in our industry on a weekly basis, whether it's drivers, owners, crews, there's so much private aviation that it just made sense to take that step."

NetJets, which also has a spate of deals in golf and tennis, has had a number of customers in NASCAR for years, according to Patrick Gallagher, executive vice president of sales and marketing for the company. That includes the sanctioning body, Seigler said. Competitors include Wheels Up, which also has been growing its presence in NASCAR and has a personal service agreement with Team Penske driver Joey Logano.

Allegiant Air remains the official airline of the sanctioning body, in a deal struck last year.

Meanwhile, Don Perry, chief executive of Jacob Companies, said the NASCAR sponsorship makes sense because his company is already seeing 50 percent of its projects come from the NASCAR space. The Florida-based company, which does work nationwide, has been involved in the sport for a few years as a team sponsor and has handled projects such as building the Chevrolet Daytona Experience in the infield of Daytona International Speedway. The company has sponsored Chip Ganassi Racing, and Perry said B2B results from that partnership include expanding the IndyCar shop for Ganassi in Indianapolis and work with Ganassi sponsor Target.

"Why I ventured into the partnership with NASCAR is, aligning with one or two teams, there's only certain vendors you can partner with," Perry said. "This gives us an opportunity to touch all of the partners in the sport."

NASCAR now has 54 companies serving as official sponsors.

Cynopsis: Sponsorship & Promotion

NASCAR is entering a multi-year partnership with Jacob Companies that makes the company the "Official Construction Company of NASCAR." As part of this partnership, Jacob Companies joins the NASCAR Fuel for Business Council and will have the opportunity to engage with decision makers of top brands and showcase services to other official partners. "Jacob Companies is a firm founded in innovation and ingenuity, and we are pleased that it's growing its position in our sport in a strategic and meaningful way," said Chad Seigler, NASCAR vice president of business development. We are excited for Jacob Companies to bring their expertise and experience to our Fuel for Business Council, and look forward to seeing them deliver custom design projects to official partners, teams and tracks alike."

[PRINT] ESPN.com: 2018



Sunday, August 5, 2018

## Rick Ware Racing welcomes JACOB Companies

By Jayski.com Staff  
Jayski.com

WATKINS GLEN, N.Y. - Officials from Rick Ware Racing (RWR) announced today that West Palm Beach, Fla.-based JACOB Companies will support the Monster Energy NASCAR Cup Series (MENCSS) team for the remainder of the season beginning with Sunday's Go Bowling at The Glen at Watkins Glen (N.Y.) International.

Road course veteran and Xfinity Series regular Josh Billicki will make his third career Cup start aboard the No. 51 JACOB Companies Ford Fusion.

JACOB Companies is a multifaceted nationwide construction firm with a focus on construction, development, management, design-build and technology services. Jacob Companies provides clients with a wide range of services in general contracting, construction management, design build, architectural and structural precast erection and a broad spectrum of technology, installation and information transport systems including structured cabling, low voltage, network service delivery and wireless solutions.

JACOB Companies specializes in High Rise Structures, Universities, Hotels, Automotive Dealerships, Athletic Facilities both Professional and Collegiate, and Parking Structures.

JACOB Companies is dedicated to serving and supporting its clients and the communities in which it operates by providing superior customer service, innovative solutions and a collaborative approach while generously supporting local and national organizations through sponsorships, donations and in-kind commitments.

"JACOB Companies is excited to have the opportunity to partner with Rick Ware Racing this season," said Don Perry, president of JACOB Companies. "Rick Ware and his organization exemplify the foundation of our business which was built on respect, hard work, perseverance and dedication.

"Their excitement and enthusiasm for the sport compliments the way we feel, not only about NASCAR, but about our construction projects as well."

The company recently partnered with the Thomasville, N.C.-based team last month at Daytona (Fla.) International Speedway for the Coke Zero Sugar 400 with Ray Black Jr.

"We are beyond excited to have such a great marketing partner such as Jacob Companies," said team principal Rick Ware. "This relationship will continue through the balance of the season and we could not be happier than to represent Jacob Companies on our No. 51 Chevrolet.

"Don Perry is such a class act and we are thrilled to be able to collaborate with him and his company. He brings such a wealth of knowledge that we will be able to draw from and resources that will help take our team to another level.

"Everyone at RWR is very excited to have the Official Construction Company of NASCAR on our race team."

Rick Ware Racing made history at Daytona becoming the first Cup Series team in the modern era to have two females serve as pit crew members. Brehanna Daniels and Breauna O'Leary changed tires for Black during his fourth career Cup Series start.

--- Rick Ware Racing ---

# NEWS & MEDIA

# JACOB - Contact Information



Mr. Don Perry, *President*

Jacob Companies  
Headquarters  
1509 N. Military Trail  
West Palm Beach, FL 33409

Ph. 561-741-1818  
Fax. 561-741-1816  
[dperry@jacobcompanies.com](mailto:dperry@jacobcompanies.com)