



Calvin, Giordano & Associates, Inc.
EXCEPTIONAL SOLUTIONS™

Building Code Services
Civil Engineering / Roadway
& Highway Design
Coastal Engineering
Code Compliance
Construction Engineering &
Inspection (CEI)
Construction Services
Data Technologies &
Development
Electrical Engineering
Engineering
Environmental Services
Facilities Management
Geographic Information
Systems (GIS)
Governmental Services
Landscape Architecture
Planning
Project Management
Redevelopment
& Urban Design
Surveying & Mapping
Traffic Engineering
Transportation Planning
Water / Utilities Engineering
Website Development

1800 Eller Drive
Suite 600
Fort Lauderdale, FL
33316
954.921.7781 phone
954.921.8807 fax

www.cgasolutions.com

May 27, 2020

Latoya Clark-Forbes, Purchasing Agent
Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301
Via email lclarkforbes@broward.org

Re: Response to May 19, 2020 Commission Meeting regarding RFP No. PNC2119168P1

Dear Ms. Clark-Forbes:

We have viewed the May 19, 2020 County Commission Meeting and received the notice dated 5/20/2020 of the County's intent to re-evaluate the prior two (2) evaluations of Calvin, Giordano & Associates, Inc (CGA) receipt of local preference points under RFP No. PNC2119168P1. We appreciate the opportunity to respond and clarify the position that CGA meets the local attestation requirements based on both the "nerve center" test and Sunbiz standards.

First, we would like to thank the County staff and Commission for performing their duties in a diligent manner to ensure that both the letter of the law and the intent of the local preference are upheld. We have compiled and will present data in this response that will allow both the Staff and Commission to unequivocally agree that CGA is a local Broward County company by any standard, and greatly benefits the County by remaining local and stimulating the local economy.

We would like to address the questions and comments in the order they were discussed in the May 19, 2020 County Commission Meeting.

The first speaker being Victor Herrera, Senior Vice President of BCC Engineering, LLC, who we commend for their contributions to the industry and growth of their firm. We would like to point out that BCC, a Miami-based firm, was denied local preference points they attempted to receive after County Staff were able to determine that they did not meet either the Sunbiz or the nerve center tests. Ironically, their representatives accuse others of "gaining the system" and using "slick attorneys" when they themselves were the ones making a grab for undeserved points and utilizing attorneys to defend.

The second speaker George Platt, representing BCC from LSN Partners, falsely stated on record that County staff did not do their job when reviewing both the initial RFP and the response documentation to their initial complaint regarding the local preference points. We would like to be on record commending the staff for doing their job, confirming that CGA passed both the Sunbiz and "nerve center" tests and confirming that CGA deserved the local preference points. At no time were they persuaded, coerced, or bullied by the self-proclaimed "slick attorneys" at LSN Partners into gaining the system and bending the facts to remove the deserved points. As you are aware, the County Attorney has already opined on this issue and found the argument that CGA is not a local firm to be without merit. We do not believe that a third review of the same information is a diligent use of the County Staff or County Commission's time, especially while dealing with the COVID-19 crisis. Our intent is the information provided to you in this letter will put this item to bed and discontinue BCC's drawn-out abuse of the procurement process.

The third speaker being Seth Platt, representing BCC from LSN Partners, reiterated a similar path that George Platt began, but also implied that Dennis Giordano was still leading CGA. Dennis has been involved in CGA for over 30 years and has grown it into what it is today. As Dennis began his path to retirement, he transitioned day to day

control of the firm to his son and longtime CGA Director, Chris Giordano. Today, Chris Giordano has final decision-making authority on all items related to CGA, including project-based, financial, strategic, marketing etc. While SAFEbuilt purchased CGA's stock in 2018, the day to day operations, direction, and control (or nerve center) of CGA occurs in our Broward County office. The LSN Attorney's stated that CGA utilized SAFEbuilt for a competitive advantage but failed to state what that advantage is and how it affected our local preference status, leaving this statement as unsubstantiated.

Vice Mayor Geller spoke fourth and we appreciated and agreed with his questions to County Attorney Meyers, to which the attorney's final opinion was that CGA could be awarded the points, but that it was at the discretion of the Commission on next steps. The information contained within this letter, will also address Vice Mayor Geller's nerve center test questions and confirm that CGA meets the requirements of both the Sunbiz and nerve center test, regardless which are used.

Commissioner Furr provided excellent points and reiterated the intention of the local preference points is to stimulate and benefit the County that they represent. CGA has remained in Broward County, supporting the community that we work in for decades. We live, work, play and support this County through hiring local staff, utilizing local vendors whenever possible, belonging to local organizations whose goals are to promote local County businesses, contribute to local charities, as well as serve on their committees and boards.

Mayor Holness reiterated Commissioner Furr's sentiments on the intent of the local preference to stimulate the economy in Broward County. He also expressed concerns with the advantages and disadvantages of the current location attestation form, which uses Sunbiz as a qualifier. We agree and have reviewed the revised procurement code scheduled for the June 2, 2020 Commission Meeting and we are proud to report that CGA meets the revised requirements as well.

Please review the information below which identifies CGA as a corporate citizen and strong economic engine promoting and benefiting Broward County:

- CGA currently employs over 205 Broward County Residents and 282 tri-county area residents
 - The payroll of these Broward employees retained over **\$14 million** within the Broward County economy.
 - CGA currently rents and occupies 34,500 sf of office space within Broward County and a total of 45,000 sf in the tri-county area.
 - These residents that are gainfully employed own and rent homes in the County, shop, eat, utilize services, pay taxes within the County, all which assist in the stimulation and benefit of the County.
- CGA paid 306 different Broward County vendors over **\$15.6 million** for local services in the trailing twelve-month period ending April 2020.
 - These vendors employ hundreds of other Broward County residents and utilize services from many other local vendors.
 - These services included local subcontractors, local services, office leases, local and County taxes, local gas and service stations, uniform purchases and cleaning services, dry cleaners, business tax receipts, etc.
- CGA's combined payroll and vendor payments have had a direct impact to the Broward County economy of over **\$29.6 Million in the last twelve months alone.**
- CGA and our staff belong to over 44 organizations within Broward County and 67 organizations in the tri-county area. These organizations range from Port Everglades Associations, Broward 211, Chambers of Commerce, Charities, Arts Programs, Professional Organizations, Networking Organizations, Sports Leagues, etc.
 - Chris Giordano is a board member of Gilda's Club of South Florida located in Broward County, benefitting the residents of the County by providing Cancer support services to its residents.
 - Dennis Giordano is a board member of the YMCA of South Florida, which has numerous Broward County locations also benefitting the County and its residents.
 - Jenna Martinetti is a board member of the Hollywood Chamber of Commerce.

- Shellie Ransom Jackson is a board member for the South Florida Chapter of The National Association of Black Women in Construction (NABWIC).
- We are members and sponsors of Broward 211 and United Way of Broward.

As shown above, the scale and benefit from CGA continuing to operate within the County is of great benefit to the local economy. We have a long upstanding reputation within the community that we live, work in, and support. We have grown our company on our hard work, dedication to our communities and our solid reputations. We didn't have to count on attorneys to manipulate points or file false claims against our competitors. We did it by over-servicing our clients, treating our staff as family, and giving back to our community.

Please review the information below confirming CGA's nerve center is located on property owned by Broward County at 1800 Eller Dr Suite 600 Ft. Lauderdale, FL 33316 where we employ and operate the following departments. Outside of COVID-19 restrictions and pre-cautions, this location can be visited any day of the week to confirm these department heads are here and operating:

Executive Leadership – President, Vice Presidents, Secretary and Treasurer as confirmed by Sunbiz documents all report daily to the 1800 Eller Dr (Broward) location.

Human Resources – HR Director Arelis Valero, PhD and her support staff report daily to the 1800 Eller Dr (Broward) location.

Accounting – Director of Accounting Jesus Cruz and his support staff report daily to the 1800 Eller Dr (Broward) location.

IT Services – IT Director Tim Rodriguez and his support staff report daily to the 1800 Eller Dr (Broward) location.

Traffic Engineering Department – Director Xavier Falconi, PE, and this support staff report daily to the 1800 Eller Dr (Broward) location.

Engineering Department – Director Jenna Martinetti, PE, and her support staff all report daily to the 1800 Eller Dr. (Broward) location.

Planning Department - Director Sarah Sinatra, AICP and her support staff all report to offices in the tri-county area, most of which report to the 1800 Eller Dr (Broward) location.

Landscape Architecture Department – Director Tammy Cook-Weeden, PLA, LEED AP BD+C and her support staff report to the 1800 Eller Drive (Broward) location.

Thank you for providing us this opportunity to respond.

Sincerely,

CALVIN, GIORDANO & ASSOCIATES, INC.



Chris Giordano, MSC, CCM, Vice President



May 27, 2020

Latoya Clark-Forbes, Purchasing Agent
Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301
Via email to lclarkforbes@broward.org

Re: Local control of Calvin, Giordano and Associates, Inc.

Dear Ms. Clark-Forbes:

I am the CEO of SAFEbuilt, LLC. I understand that the unsuccessful bidder in a RFP submission process has asserted that control of Calvin, Giordano and Associates, Inc(CGA) is located out of Broward County. I would like to assure you that this is incorrect and that operational control of CGA resides with Chris Giordano and his staff in Fort Lauderdale. Chris and his team are responsible for managing and controlling all aspects of CGA's operations including deciding which projects to bid, developing pricing and RFP responses, contracting, assignment of personnel and scheduling of all work. Chris as Vice President leads this effort, supported by his team of directors and managers, all of whom are located in Broward County.

The CGA team has its own general and administrative staff. The CGA human resources group manages employee relations, reviews and sets salaries, works with operations to ensure that CGA employees have the necessary certification to perform their job functions, conducts recruiting and hiring and, with the CGA operations team, evaluate employee performance. Similarly, CGA has its own finance department responsible for managing financial performance of CGA. These functions include invoicing, accounts payable, accounts receivable, audit and preparation of payroll files.

Certain corporate functions, such as finance, HR and corporate registrations that need to be coordinated across state boundaries are overseen by SAFEbuilt for all of the SAFEbuilt companies however, these are the exception.

In summary, CGA exists as a separate operating entity, with operational control located in Broward County. It is, throughout its history, been a local company and it remains one to this day.

If you have any questions, please do not hesitate to contact me.

Sincerely yours,

A handwritten signature in black ink that reads "Thomas M. Brackett". The signature is written in a cursive style.

Thomas Brackett
CEO

Questions for Calvin Giordano and Associates (“CGA”)

If applicable, please provide any documentation supporting your responses below.

1. What’s is CGA’s physical business address?
 - a. *1800 Eller Dr Suite 600 Ft Lauderdale, FL 33316 (Broward Location)*
2. Where does CGA receive its physical mail? Please list all addresses.
 - a. *1800 Eller Dr Suite 600 Ft Lauderdale, FL 33316 (Broward Location)*
3. Where does CGA receive its bills? Please list all addresses.
 - a. *1800 Eller Dr Suite 600 Ft Lauderdale, FL 33316 (Broward Location)*
4. From what location does CGA make payments? Please list all addresses.
 - a. *1800 Eller Dr Suite 600 Ft Lauderdale, FL 33316 (Broward Location)*
5. At what location does CGA receive payments for services rendered? Please list all addresses.
 - a. *1800 Eller Dr Suite 600 Ft Lauderdale, FL 33316 (Broward Location)*
6. Where does CGA retain documentation regarding its corporate activities, including its corporate books and records? Please list all addresses.
 - a. *1800 Eller Dr Suite 600 Ft Lauderdale, FL 33316 (Broward Location)*
7. Who are CGA’s executive officers and where are they located?
 - a. *Dennis Giordano, 1800 Eller Dr Office and Broward Resident*
 - b. *Chris Giordano, 1800 Eller Dr Office and Broward Resident*
 - c. *Sarah Sinatra Gould, 1800 Eller Dr Office and Broward Resident*
8. Who are CGA’s corporate officers (President, Vice-President, Secretary, and Treasurer), and where are they located?
 - a. *Below is confirmed by the attached Sunbiz sheet*
 - i. *President, CEO, Director- Dennis Giordano, 1800 Eller Dr Office and Broward Resident*
 - ii. *Vice President, Treasurer-Chris Giordano, 1800 Eller Dr Office and Broward Resident*
 - iii. *Vice President, Jenna Martinetti, 1800 Eller Dr Office and Broward Resident*
 - iv. *Vice President, Tammy Cook-Weedon, 1800 Eller Dr Office*
 - v. *Vice President, Steve Watts, 1800 Eller Dr Office and Broward Resident*
 - vi. *Secretary, Dawn Hopkins, 1800 Eller Dr Office and Broward Resident*
9. Where are CGA’s executive board meetings primarily held?
 - a. *1800 Eller Dr Suite 600 Ft Lauderdale, FL 33316 (Broward Location)*
10. Do any Board members, officers, or other employees of SAFEbuilt play any role with or perform any services for CGA? If so, please specify their role or services performed.
 - a. *CGA reports financial data to SAFEbuilt. SAFEbuilt has no operational staff and does not dictate any operational instructions to CGA.*

- b. *Our support services are all staffed and run out of our Broward location, including HR, Accounting, and IT. These services operate under the processes, procedures and controls laid out by a team effort of SAFEbuilt and CGA management.*
11. Are there any agreements (written or verbal) between CGA and SAFEbuilt regarding the roles or services referenced in the preceding question? If so, please provide copies of all such written agreements and please state the material points of each verbal agreement.
- a. *Please see attached letter from SAFEbuilt CEO attesting that Chris Giordano is responsible for making all operational and back of office decisions.*
12. Who oversees and/or coordinates CGA's corporate business activities (e.g., legal and regulatory filings) and from what location do they do so? Please list each such person and location.
- a. *CGA utilizes CT Corporation Systems located in Plantation, FL for our Registered Agent and for filing corporate and other notices.*
- b. *Chris Giordano is responsible for all CGA related items including legal and regulatory filings, including those by CT Corporation.*
- c. *When legal assistance outside of Chris Giordano's expertise is needed, CGA utilizes local law firms within Broward County. For example, for our response letter to BCC's initial letter we utilized Akerman LLP for legal review.*
- d. *SAFEbuilt does employ Gary Amato as their Chief Compliance Officer who is responsible for auditing the companies across the country to ensure that Chris and others are performing their duties.*
13. From what location are CGA's administrative activities conducted (e.g., human resources and employee benefits, payroll, accounting, development and monitoring of policies and procedures, etc.)?
- a. *Human Resources and Benefits for CGA are handled by Arelis Valero, CGA HR Director located in Broward County.*
- b. *Payroll is reviewed, approved and processed in Broward County FL – payments are made via a third-party payroll provider. This 3rd party payroll processing outsourcing was in place prior to SAFEbuilt.*
- c. *Accounting is handled by Jesus Cruz and his staff who are all located in Broward County.*
- d. *Overall oversight of policies and procedures is handled by Chris Giordano.*
- e. *IT is handled by Tim Rodriguez and his staff all located in Broward.*
- f. *These services operate under the processes, procedures and controls laid out by a team effort of SAFEbuilt and CGA management.*
14. Where does CGA make its strategic business decisions, such as which types of business to pursue, setting pricing for the services it provides, and directing its work?
- a. *Chris Giordano, working with his Broward staff, handle all decisions regarding new service lines in new or existing geographic areas. He reviews all pricing and directs the work with the assistance of his department heads all of which are located in South Florida.*
15. Are the eight (8) key personnel identified by CGA in its response dated February 6, 2020, authorized to exercise overall direction, control, and coordination of CGA's corporate, administrative, and business activities without oversight or pre-approval from SAFEbuilt's

executives? If oversight or pre-approval is required, please specify what actions require oversight or pre-approval.

- a. *Yes, all eight (8) key personnel identified in our February 6, 2020 letter, have full control in Broward County to exercise overall direction, control, and coordination of CGA's corporate, administrative and business activities without pre-approval from SAFEbuilt's executives. Please see the attached letter from SAFEbuilt's CEO confirming this point.*

16. What changes, if any, to CGA's overall direction, control, and coordination of CGA's corporate, administrative, and business activities, resulted from its merger with SAFEbuilt?

- a. *No significant changes occurred to CGA's overall direction, control, and coordination of CGA's corporate, administrative, and business activities, resulted after the stock purchase with SAFEbuilt. CGA continues to provide the same services to the same client base utilizing the same staff, corporate officers, and locations as we have for decades. We continue to operate with the same overall direction of continuing to grow our staff, clients and service line offerings throughout South Florida. Our direction both pre and post stock purchase was to transition day to day control from Dennis to Chris. This was our goal to reduce Dennis' office time so that he can stay involved in the company he built outside of the day to day and enjoy his first step towards retirement. Certain administrative activities now operate under the processes, procedures and controls laid out by a team effort of SAFEbuilt and CGA management*

17. Does SAFEbuilt have input or final approval rights as to whether CGA bids on any projects or the contents of any bid? If so, please specify the level of SAFEbuilt's input or approval rights.

- a. *All CGA bid decisions are made by CGA's corporate officers located at 1800 Eller Dr. The proposals are created by our local staff, edited, and compiled by our proposal team also located at 1800 Eller Dr.*

18. Does SAFEbuilt review or approve any contracts entered into by CGA, including contracts pursuant to which CGA provides professional services? If so, specify whether it only reviews or approves.

- a. *No, SAFEbuilt does not review or approve any contracts entered into by CGA, including contracts pursuant to which CGA provides professional services. Chris Giordano, from 1800 Eller Dr, reviews and executes all contracts for services. CGA's officers, all from 1800 Eller Dr, review proposals and subcontract agreements if Chris Giordano isn't available.*

5/22/2020

Detail by Entity Name

DIVISION OF CORPORATIONS



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

Detail by Entity Name

Florida Profit Corporation
CALVIN, GIORDANO & ASSOCIATES, INC.

Filing Information

Document Number	M17373
FEI/EIN Number	65-0013869
Date Filed	06/27/1985
State	FL
Status	ACTIVE
Last Event	AMENDMENT
Event Date Filed	03/21/2001
Event Effective Date	NONE

Principal Address

1800 ELLER DR
STE 600
FORT LAUDERDALE, FL 33316

Changed: 04/02/2001

Mailing Address

1800 ELLER DR
STE 600
FORT LAUDERDALE, FL 33316

Changed: 03/02/2000

Registered Agent Name & Address

C T CORPORATION SYSTEM
1200 SOUTH PINE ISLAND ROAD
PLANTATION, FL 33324

Name Changed: 02/12/2018

Address Changed: 02/12/2018

Officer/Director Detail

Name & Address

Title PCEOD

GIORDANO, DENNIS J

5/22/2020

Detail by Entity Name

1800 ELLER DR STE 600
FORT LAUDERDALE, FL 33316

Title V

Martinetti, Jenna
1800 ELLER DR STE 600
FORT LAUDERDALE, FL 33316

Title V

COOK-WEEDEN, TAMMY
1800 ELLER DR STE 600
FORT LAUDERDALE, FL 33316

Title Secretary

HOPKINS, DAWN
1800 ELLER DR STE 600
FORT LAUDERDALE, FL 33316

Title V

WATTS, STEVE
1800 ELLER DR
STE 600
FORT LAUDERDALE, FL 33316

Title VT

GIORDANO, CHRIS
1800 ELLER DR
STE 600
FORT LAUDERDALE, FL 33316

Annual Reports

Report Year	Filed Date
2019	01/17/2019
2020	01/27/2020
2020	04/01/2020

Document Images

04/01/2020 -- AMENDED ANNUAL REPORT	View image in PDF format
01/27/2020 -- ANNUAL REPORT	View image in PDF format
01/17/2019 -- ANNUAL REPORT	View image in PDF format
02/12/2018 -- Reg. Agent Change	View image in PDF format
02/06/2018 -- AMENDED ANNUAL REPORT	View image in PDF format
01/02/2018 -- ANNUAL REPORT	View image in PDF format
01/10/2017 -- ANNUAL REPORT	View image in PDF format
01/04/2016 -- ANNUAL REPORT	View image in PDF format
05/07/2015 -- AMENDED ANNUAL REPORT	View image in PDF format

5/22/2020

Detail by Entity Name

01/14/2015 -- ANNUAL REPORT	View image in PDF format
12/22/2014 -- AMENDED ANNUAL REPORT	View image in PDF format
10/30/2014 -- AMENDED ANNUAL REPORT	View image in PDF format
03/20/2014 -- AMENDED ANNUAL REPORT	View image in PDF format
01/09/2014 -- ANNUAL REPORT	View image in PDF format
01/04/2013 -- ANNUAL REPORT	View image in PDF format
01/24/2012 -- ANNUAL REPORT	View image in PDF format
03/15/2011 -- ANNUAL REPORT	View image in PDF format
02/17/2010 -- ANNUAL REPORT	View image in PDF format
02/25/2009 -- ANNUAL REPORT	View image in PDF format
02/21/2008 -- ANNUAL REPORT	View image in PDF format
04/23/2007 -- ANNUAL REPORT	View image in PDF format
01/20/2006 -- ANNUAL REPORT	View image in PDF format
01/19/2005 -- ANNUAL REPORT	View image in PDF format
07/02/2004 -- ANNUAL REPORT	View image in PDF format
01/27/2003 -- ANNUAL REPORT	View image in PDF format
03/13/2002 -- ANNUAL REPORT	View image in PDF format
04/02/2001 -- ANNUAL REPORT	View image in PDF format
03/20/2001 -- Amendment	View image in PDF format
03/02/2000 -- ANNUAL REPORT	View image in PDF format
02/24/1999 -- ANNUAL REPORT	View image in PDF format
01/27/1998 -- ANNUAL REPORT	View image in PDF format
02/10/1997 -- ANNUAL REPORT	View image in PDF format
01/29/1997 -- NAME CHANGE	View image in PDF format
02/06/1996 -- ANNUAL REPORT	View image in PDF format
01/25/1995 -- ANNUAL REPORT	View image in PDF format

Florida Department of State - Division of Corporations

From: [Clark-Forbes, Latoya](#)
To: [Amuchastegui, Fernando](#)
Cc: [Mangan, Constance](#); [Messersmith, Carolyn](#)
Subject: FW: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects
Date: Monday, June 1, 2020 12:23:11 PM

Hi Fernando,

Please see responses below from CGA.

Respectfully,

Latoya Clark-Forbes



Latoya Clark-Forbes, Purchasing Agent

Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301
Phone: 954-357-6009
Email: lclarkforbes@broward.org
Website: www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Manager, Connie Mangan, at cmangan@broward.org with feedback.

From: Jessica Koehler <JKoehler@cgasolutions.com>
Sent: Monday, June 1, 2020 12:21 PM
To: Clark-Forbes, Latoya <LCLARKFORBES@broward.org>
Cc: Jenna Martinetti <JMartinetti@cgasolutions.com>; Messersmith, Carolyn <CMESSERSMITH@broward.org>; Diana White <DWhite@cgasolutions.com>; Chris Giordano <CGiordano@cgasolutions.com>; Mangan, Constance <CMANGAN@broward.org>
Subject: FW: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

External Email Warning: This email originated from outside the Broward County email system. Do not reply, click links, or open attachments unless you recognize the sender's **email address** (not just the name) as legitimate and know the content is safe. Report any suspicious emails to ETSSecurity@broward.org.

Please see the below response from Chris Giordano.

Jess Koehler

Proposal Manager | Marketing (Broward)

Calvin, Giordano & Associates, Inc. | [1800 Eller Drive | Suite 600 | Fort Lauderdale, FL 33316](#)

Office: 954.921.7781 | Direct: 954.766.2707 | Fax: 954.921.8807

Fort Lauderdale | Miami-Dade | West Palm Beach | Clearwater/Tampa | Estero | Port St. Lucie



From: Chris Giordano <CGiordano@cgasolutions.com>

Sent: Friday, May 29, 2020 5:41 PM

To: Mangan, Constance <CMANGAN@broward.org>; Jenna Martinetti <JMartinetti@cgasolutions.com>

Cc: Messersmith, Carolyn <CMESSERSMITH@broward.org>; Clark-Forbes, Latoya <LCLARKFORBES@broward.org>; Diana White <DWhite@cgasolutions.com>; Jessica Koehler <JKoehler@cgasolutions.com>

Subject: RE: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

Good Afternoon.

Please see CGA's responses to the two follow up questions below.

1. Regarding question #10, please have CGA clarify whether SAFEbuilt is simply a holding company of CGA. Does SAFEbuilt have its own employees and perform its own professional services in Colorado?
 - a. No, Safebuilt is not a holding company. Safebuilt does have employees in Colorado, but they do not provide any of the professional services contemplated in this RFP. All CGA professional services are completed and controlled from our Ft Lauderdale Headquarters.

2. Regarding question #11, please have CGA clarify whether there exists any agreements (written or verbal) between CGA and SAFEbuilt regarding their respective roles or services. CGA referred to the letter from SAFEbuilt's CEO but did not specifically address this particular question. If any such agreements exist, please have CGA provide copies of all such written agreements and please state the material points of each verbal agreement.
 - a. There are no written agreements between CGA and Safebuilt. There are also no formalized verbal agreements between CGA and Safebuilt. As per the Safebuilt letter, Chris Giordano directs all daily activities at CGA and reports the outcomes (financials) into Colorado.

Thank you,

Chris Giordano, MSC, CCM

Vice President | Government Services Department (Broward)

Calvin, Giordano & Associates, Inc. | [1800 Eller Drive | Suite 600 | Fort Lauderdale, FL 33316](#)

Office: 954.921.7781 | Direct: 954.266.6475 | Fax: 954.921.8807

Fort Lauderdale | Miami-Dade | West Palm Beach | Clearwater/Tampa | Estero | Port St. Lucie



From: Mangan, Constance <CMANGAN@broward.org>

Sent: Friday, May 29, 2020 4:27 PM

To: Chris Giordano <CGiordano@cgasolutions.com>; Jenna Martinetti <JMartinetti@cgasolutions.com>

Cc: Messersmith, Carolyn <CMESSERSMITH@broward.org>; Clark-Forbes, Latoya <LCLARKFORBES@broward.org>; Diana White <DWhite@cgasolutions.com>; Jessica Koehler <JKoehler@cgasolutions.com>

Subject: RE: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

Good afternoon – thank you for your response. The County would like to clarify CGA’s responses to questions #10 and 11 of the questionnaire. If you can please respond by Monday, June 1, by 12:00. Thank you, Connie

1. Regarding question #10, please have CGA clarify whether SAFEbuilt is simply a holding company of CGA. Does SAFEbuilt have its own employees and perform its own professional services in Colorado?
2. Regarding question #11, please have CGA clarify whether there exists any agreements (written or verbal) between CGA and SAFEbuilt regarding their respective roles or services. CGA referred to the letter from SAFEbuilt’s CEO but did not specifically address this particular question. If any such agreements exist, please have CGA provide copies of all such written agreements and please state the material points of each verbal agreement.

Connie Mangan, CPPO, Purchasing Manager

Broward County Purchasing Division

115 S. Andrews Ave. Suite 212, Fort Lauderdale, FL 33301

Phone: 954-357-6336

www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Director, Brenda Billingsley, at bbillingsley@broward.org with feedback.

From: Jessica Koehler <JKoehler@cgasolutions.com>

Sent: Wednesday, May 27, 2020 2:21 PM

To: Clark-Forbes, Latoya <LCLARKFORBES@broward.org>

Cc: Mangan, Constance <CMANGAN@broward.org>; Messersmith, Carolyn <CMESSERSMITH@broward.org>; Jenna Martinetti <JMartinetti@cgasolutions.com>; Diana White <DWhite@cgasolutions.com>; Chris Giordano <CGiordano@cgasolutions.com>
Subject: RE: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

External Email Warning: This email originated from outside the Broward County email system. Do not reply, click links, or open attachments unless you recognize the sender's **email address** (not just the name) as legitimate and know the content is safe. Report any suspicious emails to ETSSecurity@broward.org.

On behalf of Calvin, Giordano & Associates, Inc., enclosed please find CGA's written response, including any supporting documentation to the Board for consideration at their May 19, 2020 (Agenda Item No. 54) meeting.

If you have any questions or need any additional information, please do not hesitate to contact our Project Manager, Jenna Martinetti, or our Principal-in-Charge, Chris Giordano.

Please confirm receipt.

Thank you, have a wonderful day, and stay safe.

Jess Koehler

Proposal Manager | Marketing (Broward)

Calvin, Giordano & Associates, Inc. | [1800 Eller Drive | Suite 600 | Fort Lauderdale, FL 33316](#)

Office: 954.921.7781 | Direct: 954.766.2707 | Fax: 954.921.8807

Fort Lauderdale | Miami-Dade | West Palm Beach | Clearwater/Tampa | Estero | Port St. Lucie



From: Clark-Forbes, Latoya <LCLARKFORBES@broward.org>

Sent: Friday, May 22, 2020 10:26 AM

To: Jessica Koehler <JKoehler@cgasolutions.com>; Jenna Martinetti <JMartinetti@cgasolutions.com>; Chris Giordano <CGiordano@cgasolutions.com>

Cc: Mangan, Constance <CMANGAN@broward.org>; Messersmith, Carolyn <CMESSERSMITH@broward.org>

Subject: RE: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

Mimecast Attachment Protection has deemed this file to be safe, but always exercise caution when opening files.

Good morning Calvin, Giordano, & Associates:

As referenced below, attached is the additional information the County is requesting. Please provide a written response, including any supporting documentation, by Wednesday, May 27, 2020, close of business.

If you have any questions, I can be reached via email or by phone at (954) 357-6009.

Respectfully,

Latoya Clark-Forbes



Latoya Clark-Forbes, Purchasing Agent

Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301
Phone: 954-357-6009
Email: lclarkforbes@broward.org
Website: www.broward.org/purchasing

-
Customer Care is my priority. How am I doing? Please contact my Manager, Connie Mangan, at cmangan@broward.org with feedback.

From: Clark-Forbes, Latoya

Sent: Wednesday, May 20, 2020 3:40 PM

To: 'Jessica Koehler' <JKoehler@cgasolutions.com>; Jenna Martinetti <JMartinetti@cgasolutions.com>; Chris Giordano <CGiordano@cgasolutions.com>

Cc: Mangan, Constance <CMANGAN@broward.org>; Messersmith, Carolyn <CMESSERSMITH@broward.org>

Subject: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

Good afternoon, Calvin, Giordano & Associates:

The final ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects, was presented to the Board for consideration at their May 19, 2020 (Agenda Item No. 54) meeting. The Board voted to reconvene the Evaluation Committee for reconsideration; and the date of the reconvene meeting is to be determined. It is anticipated that the final ranking will be re-submitted to the Board for consideration in June (tentatively); subsequent to the reconvening of the Evaluation Committee. Your firm may click [here](#) to search Agendas for upcoming Board meetings.

Prior to the Evaluation Committee reconvening, the County will be requesting additional information from your firm. It is anticipated that an email will be sent with the requested information by the end of this week. It is requested that your firm respond by the deadline date indicated in the request email.

If you have any questions, I can be reached via email or by phone at (954) 357-6009.

Respectfully,

Latoya Clark-Forbes



Latoya Clark-Forbes, Purchasing Agent

Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

Phone: 954-357-6009

Email: lclarkforbes@broward.org

Website: www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Manager, Connie Mangano, at cmangan@broward.org with feedback.

Under Florida law, most e-mail messages to or from Broward County employees or officials are public records, available to any person upon request, absent an exemption. Therefore, any e-mail message to or from the County, inclusive of e-mail addresses contained therein, may be subject to public disclosure.

Under Florida law, most e-mail messages to or from Broward County employees or officials are public records, available to any person upon request, absent an exemption. Therefore, any e-mail message to or from the County, inclusive of e-mail addresses contained therein, may be subject to public disclosure.

From: [Chris Giordano](#)
To: [Mangan, Constance](#); [Jenna Martinetti](#)
Cc: [Messersmith, Carolyn](#); [Clark-Forbes, Latoya](#); [Diana White](#); [Jessica Koehler](#)
Subject: RE: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects
Date: Monday, June 1, 2020 4:43:01 PM

Please see responses below:

1. Question #15 of the questionnaire asked whether the eight (8) key personnel identified by Calvin Giordano ("CGA") in its responses dated February 6, 2020, are authorized to exercise overall direction, control, and coordination of CGA's corporate, administrative, and business activities without oversight or pre-approval from SAFEbuilt's executives. You answered in the affirmative. However, in the SAFEbuilt "Acquisition Welcome Kit" it indicates that Dennis Giordano "will report directly to SAFEbuilt Chief Operating Officer, Matt Royer." Additionally, the "Leadership Team" page in SAFEbuilt's "Acquisition Welcome Kit" only lists SAFEbuilt Executives.

Please clarify the nature and scope of Dennis Giordano's direct reporting to Matt Royer. Does Mr. Royer or any other Executive of the Leadership Team identified by SAFEbuilt exercise direction, control and coordination of CGA's corporate, administrative, and business activities? Is Dennis Giordano an employee of SAFEbuilt? Is Matt Royer an employee of CGA? Are CGA key personnel and Executives also employees of SAFEbuilt? Please clarify.

The information from the Welcome kit is now two years old and outdated. Chris Giordano has now worked into the position that Dennis Giordano held at the time of the welcome kit. Both Chris and Dennis Giordano are CGA employees. Matt Royer is a Safebuilt employee. Neither Chris or Dennis report to Mr. Royer. Chris Giordano is responsible for operational control of CGA (as noted in Safebuilt CEOs letter). Chris Giordano reports financials and other metrics to Tom Bracket, CEO.

2. Question #13 of the questionnaire asked from what location are CGA's administrative activities conducted (e.g. human resources and employee benefits, payroll, accounting, development and monitoring of policies and procedures, etc)? Your answer indicates that Human Resources, Benefits, Payroll, Accounting and IT services are conducted in Broward County. However, in the SAFEbuilt "Acquisition Welcome Kit" it indicates that CGA "will benefit almost immediately from SAFEbuilt's training, HR and IT support, expanded sales and marketing resources, and purchasing power." Please clarify the nature and scope of CGA's administrative activities as it relates to CGA's Broward County location and SAFEbuilt's Colorado location.

CGA employs, houses and manages our own IT staff, Accounting staff, payroll staff and HR staff in our Broward location. Items like audits that are coordinated across state lines are handled outside of Broward County via 3rd party vendors managed by Safebuilt staff (data for the audit is compiled and presented by Broward Staff). Other accounting functions (billing, deposits, payroll reconciliation) are handled from our Broward location. When

bidding out our health insurance, auto insurance or purchasing of PPE (recent due to COVID) we are able to do so with a larger volume as a larger group which could assist when there are minimum order sizes or savings in volume. Prior to the acquisition CGA utilized Brown and Brown as our insurance agent (3rd largest in the nation) for the same reasons.

Thank you,

Chris Giordano, MSC, CCM

Vice President | Government Services Department (Broward)

Calvin, Giordano & Associates, Inc. | [1800 Eller Drive](#) | [Suite 600](#) | [Fort Lauderdale, FL 33316](#)

Office: 954.921.7781 | Direct: 954.266.6475 | Fax: 954.921.8807

Fort Lauderdale | Miami-Dade | West Palm Beach | Clearwater/Tampa | Estero | Port St. Lucie



From: Mangan, Constance <CMANGAN@broward.org>

Sent: Monday, June 1, 2020 3:52 PM

To: Chris Giordano <CGiordano@cgasolutions.com>; Jenna Martinetti <JMartinetti@cgasolutions.com>

Cc: Messersmith, Carolyn <CMESSERSMITH@broward.org>; Clark-Forbes, Latoya <LCLARKFORBES@broward.org>; Diana White <DWhite@cgasolutions.com>; Jessica Koehler <JKoehler@cgasolutions.com>

Subject: RE: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

Good afternoon – there are some additional questions to CGA’s responses that are listed below. If you can please respond by Tuesday, June, 2, 2020 by 10:00 a.m. The reconvened meeting time has been updated to 3:30 p.m. tomorrow.

Additionally, we have had transmission issues with receiving your response e-mails (I’ve added all to my contacts to see if that solves the issue). If you can call 954-357-6336 when responding to ensure we receive CGA’s answer (anytime is fine, including evening).

Thank you, Connie

1. Question #15 of the questionnaire asked whether the eight (8) key personnel identified by Calvin Giordano (“CGA”) in its responses dated February 6, 2020, are authorized to exercise overall direction, control, and coordination of CGA’s corporate, administrative, and business activities without oversight or pre-approval from SAFEbuilt’s executives. You answered in the affirmative. However, in the SAFEbuilt “Acquisition Welcome Kit” it indicates that Dennis

Giordano “will report directly to SAFEbuilt Chief Operating Officer, Matt Royer.” Additionally, the “Leadership Team” page in SAFEbuilt’s “Acquisition Welcome Kit” only lists SAFEbuilt Executives.

Please clarify the nature and scope of Dennis Giordano’s direct reporting to Matt Royer. Does Mr. Royer or any other Executive of the Leadership Team identified by SAFEbuilt exercise direction, control and coordination of CGA’s corporate, administrative, and business activities? Is Dennis Giordano an employee of SAFEbuilt? Is Matt Royer an employee of CGA? Are CGA key personnel and Executives also employees of SAFEbuilt? Please clarify.

2. Question #13 of the questionnaire asked from what location are CGA’s administrative activities conducted (e.g. human resources and employee benefits, payroll, accounting, development and monitoring of policies and procedures, etc)? Your answer indicates that Human Resources, Benefits, Payroll, Accounting and IT services are conducted in Broward County. However, in the SAFEbuilt “Acquisition Welcome Kit” it indicates that CGA “will benefit almost immediately from SAFEbuilt’s training, HR and IT support, expanded sales and marketing resources, and purchasing power.” Please clarify the nature and scope of CGA’s administrative activities as it relates to CGA’s Broward County location and SAFEbuilt’s Colorado location.

Connie Mangan, CPPO, Purchasing Manager
Broward County Purchasing Division

115 S. Andrews Ave. Suite 212, Fort Lauderdale, FL 33301

Phone: 954-357-6336

www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Director, Brenda Billingsley, at bbillingsley@broward.org with feedback.

From: Mangan, Constance

Sent: Friday, May 29, 2020 4:27 PM

To: Chris Giordano <CGiordano@cgasolutions.com>; Jenna Martinetti <JMartinetti@cgasolutions.com>

Cc: Messersmith, Carolyn <CMESSERSMITH@broward.org>; Clark-Forbes, Latoya <LCLARKFORBES@broward.org>; Diana White <DWhite@cgasolutions.com>; 'Jessica Koehler' <JKoehler@cgasolutions.com>

Subject: RE: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

Good afternoon – thank you for your response. The County would like to clarify CGA’s responses to questions #10 and 11 of the questionnaire. If you can please respond by Monday, June 1, by 12:00. Thank you, Connie

1. Regarding question #10, please have CGA clarify whether SAFEbuilt is simply a holding company of CGA. Does SAFEbuilt have its own employees and perform its own professional services

in Colorado?

2. Regarding question #11, please have CGA clarify whether there exists any agreements (written or verbal) between CGA and SAFEbuilt regarding their respective roles or services. CGA referred to the letter from SAFEbuilt's CEO but did not specifically address this particular question. If any such agreements exist, please have CGA provide copies of all such written agreements and please state the material points of each verbal agreement.

Connie Mangan, CPPO, Purchasing Manager
Broward County Purchasing Division

115 S. Andrews Ave. Suite 212, Fort Lauderdale, FL 33301

Phone: 954-357-6336

www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Director, Brenda Billingsley, at bbillingsley@broward.org with feedback.

From: Jessica Koehler <JKoehler@cgasolutions.com>

Sent: Wednesday, May 27, 2020 2:21 PM

To: Clark-Forbes, Latoya <LCLARKFORBES@broward.org>

Cc: Mangan, Constance <CMANGAN@broward.org>; Messersmith, Carolyn <CMESSERSMITH@broward.org>; Jenna Martinetti <JMartinetti@cgasolutions.com>; Diana White <DWhite@cgasolutions.com>; Chris Giordano <CGiordano@cgasolutions.com>

Subject: RE: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

External Email Warning: This email originated from outside the Broward County email system. Do not reply, click links, or open attachments unless you recognize the sender's **email address** (not just the name) as legitimate and know the content is safe. Report any suspicious emails to ETSSecurity@broward.org.

On behalf of Calvin, Giordano & Associates, Inc., enclosed please find CGA's written response, including any supporting documentation to the Board for consideration at their May 19, 2020 (Agenda Item No. 54) meeting.

If you have any questions or need any additional information, please do not hesitate to contact our Project Manager, Jenna Martinetti, or our Principal-in-Charge, Chris Giordano.

Please confirm receipt.

Thank you, have a wonderful day, and stay safe.

Jess Koehler

Proposal Manager | Marketing (Broward)

Calvin, Giordano & Associates, Inc. | [1800 Eller Drive | Suite 600 | Fort Lauderdale, FL 33316](#)

Office: 954.921.7781 | Direct: 954.766.2707 | Fax: 954.921.8807

Fort Lauderdale | Miami-Dade | West Palm Beach | Clearwater/Tampa | Estero | Port St. Lucie



From: Clark-Forbes, Latoya <LCLARKFORBES@broward.org>

Sent: Friday, May 22, 2020 10:26 AM

To: Jessica Koehler <JKoehler@cgasolutions.com>; Jenna Martinetti <JMartinetti@cgasolutions.com>; Chris Giordano <CGiordano@cgasolutions.com>

Cc: Mangan, Constance <CMANGAN@broward.org>; Messersmith, Carolyn <CMESSERSMITH@broward.org>

Subject: RE: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

Mimecast Attachment Protection has deemed this file to be safe, but always exercise caution when opening files.

Good morning Calvin, Giordano, & Associates:

As referenced below, attached is the additional information the County is requesting. Please provide a written response, including any supporting documentation, by Wednesday, May 27, 2020, close of business.

If you have any questions, I can be reached via email or by phone at (954) 357-6009.

Respectfully,

Latoya Clark - Forbes



Latoya Clark-Forbes, Purchasing Agent

Broward County Purchasing Division

115 South Andrews Avenue, Room 212

Fort Lauderdale, FL 33301

Phone: 954-357-6009

Email: lclarkforbes@broward.org

Website: www.broward.org/purchasing

-
Customer Care is my priority. How am I doing? Please contact my Manager, Connie Mangan, at cmangan@broward.org with feedback.

From: Clark-Forbes, Latoya
Sent: Wednesday, May 20, 2020 3:40 PM
To: 'Jessica Koehler' <JKoehler@cgasolutions.com>; Jenna Martinetti <JMartinetti@cgasolutions.com>; Chris Giordano <CGiordano@cgasolutions.com>
Cc: Mangan, Constance <CMANGAN@broward.org>; Messersmith, Carolyn <CMESSERSMITH@broward.org>
Subject: Final Ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

Good afternoon, Calvin, Giordano & Associates:

The final ranking for RFP No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects, was presented to the Board for consideration at their May 19, 2020 (Agenda Item No. 54) meeting. The Board voted to reconvene the Evaluation Committee for reconsideration; and the date of the reconvene meeting is to be determined. It is anticipated that the final ranking will be re-submitted to the Board for consideration in June (tentatively); subsequent to the reconvening of the Evaluation Committee. Your firm may click [here](#) to search Agendas for upcoming Board meetings.

Prior to the Evaluation Committee reconvening, the County will be requesting additional information from your firm. It is anticipated that an email will be sent with the requested information by the end of this week. It is requested that your firm respond by the deadline date indicated in the request email.

If you have any questions, I can be reached via email or by phone at (954) 357-6009.

Respectfully,

Latoya Clark - Forbes



Latoya Clark-Forbes, Purchasing Agent
Broward County Purchasing Division
115 South Andrews Avenue, Room 212
Fort Lauderdale, FL 33301
Phone: 954-357-6009
Email: lclarkforbes@broward.org
Website: www.broward.org/purchasing

Customer Care is my priority. How am I doing? Please contact my Manager, Connie Mangan, at cmangan@broward.org with feedback.

Under Florida law, most e-mail messages to or from Broward County employees or officials are public records, available to any person upon request, absent an exemption. Therefore, any e-mail message to or from the County, inclusive of e-mail addresses contained therein, may be subject to public disclosure.

Under Florida law, most e-mail messages to or from Broward County employees or officials are public records, available to any person upon request, absent an exemption. Therefore, any e-mail message to or from the County, inclusive of e-mail addresses contained therein, may be subject to public disclosure.