



Finance and Administrative Services Department

**PURCHASING DIVISION**

115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

Certified Mail No. 7006 3450 0003 8479 1162

April 21, 2020

George I. Platt, Esq.  
LSN Government Affairs  
1512 East Broward Boulevard, Suite 101  
Fort Lauderdale, FL 33301

Re: Objection - Request for Proposals (RFP) PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects

Dear Mr. Platt:

We are in receipt of your timely objection letter dated January 27, 2020, submitted on behalf of your client, BCC Engineering, LLC ("BCC"), regarding location points awarded to the first ranked vendor, Calvin, Giordano & Associates, Inc. ("CGA").

The following will address a summary of your assertion points to explain my determination based upon the Procurement Code and established Committee procedures.

**Objection Assertion No. 1:**

**"CGA claimed a local headquarters in Broward County, yet they were acquired by a national firm SAFEbuilt, Inc. in 2018, as represented on SAFEbuilt's website and other materials attached hereto. SAFEbuilt's headquarters are located in Loveland, Colorado as evidenced in the attached Sunbiz Registration."**

**Response No. 1:**

The County's solicitation requested responses and seeking up to two qualified firms to provide continuing engineering services on a project specific basis for traffic, roadway, and civil projects in which the estimated construction cost for each individual project does not exceed Two Million Dollars (\$2,000,000). The Evaluation Criteria requested firms submit an RFP-RFQ-RLI Location Attestation Form and provide the following information pertaining to location points that reads, in part: "A vendor with a principal place of business location (also known as the nerve center) within Broward County for the least six months, prior to the solicitation submittal, will receive five points; a Vendor not meeting all the local business requirements will receive zero points." [RFP No. PNC2119168P1, page 33].

On September 11, 2019, CGA responded to Request for Proposal (RFP) No. PNC2119168P1, Continuing Engineering Services for Traffic, Roadway, and Civil Projects. According to CGA's Location Attestation Form submitted with its proposal, CGA attested that its principal place of business (also known as the nerve center) is in Fort Lauderdale, FL 33316 (Broward County).

As part of the Purchasing Division's verification process, the State of Florida's Division of Corporations website ([www.sunbiz.org](http://www.sunbiz.org)) was reviewed to confirm CGA's information. According to CGA's Sunbiz Registration, the firm is an active firm with the same principal business location address as attested to in the RFP response.

George I. Platt, Esq., LSN Government Affairs  
Objection - Request for Proposals (RFP) PNC2119168P1, Continuing Engineering Services  
for Traffic, Roadway, and Civil Projects  
April 21, 2020  
Page 2 of 2

**Objection Assertion No. 2:**

**"On page 313 of CGA's submittal, page 303 of the pdf submittal document found in the County RFP/RLI Repository, CGA checks a box that its principal place of business is in Broward County despite item (4) which states, "Vendor has not merged with another firm within the last six months that is not headquartered in Broward County and is not a wholly owned subsidiary or a holding company of another firm that is not headquartered in Broward County."**

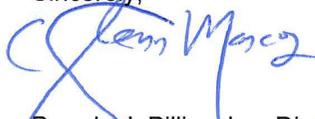
**Response No. 2:**

This assertion was previously brought to the County's attention regarding another procurement, RFP No. PNC2117097P1, Engineering Services for Water and Wastewater Services, in March of 2019. The County verified with CGA, based on the information received, that the firm was a subsidiary. CGA confirmed their location attestation and provided the transaction date of when its stock was purchased by SAFEbuilt, Inc. Prior to issuing the Director of Purchasing memorandum for RFP No. PNC2119168P1, the County again verified with CGA that there were no changes from its previously provided information in March of 2019. CGA confirmed that the information previously provided pertaining to its location attestation remained unchanged.

According to CGA, its stock was purchased by SAFEbuilt, Inc. on February 9, 2018. Based on the transaction date, CGA's response to item (4) of the RFP-RFQ-RLI Location Attestation Form accurately attests that its firm was not merged with another firm within the last six months that is not headquartered in Broward County and is not a wholly owned subsidiary or a holding company of another firm that is not headquartered in Broward County. This grammatically-correct, but strained, interpretation of the attestation requirement is plausible. Additionally, the currently codified local bidder preference provision does not contain any language that would prohibit vendors that merge with, or become a wholly owned subsidiary or holding company of, a firm not headquartered in Broward County from receiving location points.

Upon review of the solicitation response, supporting documentation, procurement record, correspondence received by parties to the objection, and the proceedings of the Evaluation Committee, I find no significant new information to consider to withdrawing location points to CGA or to reconvene the Evaluation Committee. The award of location points to CGA was conducted appropriately and within the established guidelines, practices, and procedures set forth in the Broward County Procurement Code, the County's local bidder preference ordinance, and existing written guidelines of the Purchasing Division. As such, the objection is denied.

Sincerely,



ON BEHALF OF  
BRENDA J. BILLINGSLEY

Brenda J. Billingsley, Director  
Purchasing Division

BJB/lcf/gm/lg

Attachment

- c: Michael Cleary, Engineering Unit Supervisor, Highway Construction and Engineering Division  
Glenn Marcos, Assistant Director, Purchasing Division  
Connie Mangan, Purchasing Manager, Purchasing Division  
Latoya Clark-Forbes, Purchasing Agent, Purchasing Division  
Fernando Amuchastegui, Assistant County Attorney, Office of the County Attorney  
Chris Giordano, Vice President & Treasurer, Calvin, Giordano & Associates



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January 27, 2020

Ms. Brenda J. Billingsley, Director  
Broward County Purchasing Division  
115 South Andrews Avenue, Rm. 212  
Fort Lauderdale, FL 33316

Re: Broward County Bid PNC2119168P1 Continuing Engineering Services for Traffic Roadway and Civil Projects

Dear Ms. Billingsley:

Our firm represents BCC Engineering, LLC ("BCC") in response to *Bid PNC2119168P1 Continuing Engineering Services for Traffic Roadway and Civil Projects*. BCC was ranked third in scoring for this solicitation which sought 2 qualified firms to provide services to the County. This letter is submitted pursuant to Sec. 21.84(f) of the Broward Procurement Code. Please accept this letter of new information related to our objection to the local headquarters points awarded to first ranked vendor, Calvin Giordano & Associates, Inc ("CGA"). CGA claimed a local headquarters in Broward County, yet they were acquired by a national firm SAFEbuilt, Inc. in 2018, as represented on SAFEbuilt's website, <https://safebuilt.com/about/our-companies> and other materials attached hereto. SAFEbuilt's headquarters are located in Loveland, Colorado as evidenced in the attached Sunbiz registration.

As the County Attorney is aware, The U.S. Supreme Court's Opinion in *Hertz v. Friend*, 559 U.S. 77 (2010) defined a corporations' nerve center as its principal place of business. The unanimous opinion defined the nerve center as the "place where the corporation's high-level officers direct, control, and coordinate the corporation's activities." The content of this letter clearly demonstrates that the CGA nerve center is controlled in Colorado.

On page 313 of CGA's submittal, page 303 of the pdf submittal document found in the County RFP/RLI Repository, CGA checks a box that its principal place of business is in Broward County despite item (4) which states:

4. Vendor has not merged with another firm within the last six months that is not headquartered in Broward County and is not a wholly owned subsidiary or a holding company of another firm that is not headquartered in Broward County;

We are aware the Broward County attorney has previously ruled that the asset purchase of CGA did not disqualify CGA from being considered a locally headquartered company for *PNC2117097P1, Engineering Services for Water and Wastewater Services*. Based upon the information in this letter, the County must make a different ruling in this procurement. SAFEbuilt is not just a stockholder or asset manager. SAFEbuilt is an operating entity which provides services similar to this procurement to governments across the Country. Their acquisition was not solely a stock purchase but a strategic acquisition to strengthen the resources and capabilities of its ownership entity based in Colorado.



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CGA services and capabilities are advertised under the SAFEbuilt brand (parent company) as well as under the CGA brand, offering evidence that CGA is operationally integrated with SAFEbuilt. The Acquisition Welcome Package attached states:

CGA also provides several new services that SAFEbuilt currently does not provide. We are excited to add these services to our portfolio.

SAFEbuilt offers its services and capabilities in the state of Florida under the CGA brand, allowing them to obtain local preference in Broward County. Supporting this goal, CGA omitted critical yet basic information by not disclosing the owners and major shareholders as required in the VENDOR QUESTIONNAIRE AND STANDARD CERTIFICATIONS, page 285/305 of CGA's submittal (PDF document). CGA only disclosed the names of three officers of the company. CGA omitted the names of additional officers listed in [www.sunbiz.org](http://www.sunbiz.org). More importantly, CGA failed to disclose that the company is a subsidiary of SAFEbuilt, an owner and major shareholder of CGA. This is pertinent information that CGA omitted in the bid package despite explicit language requiring such disclosure. See below.

11. List name and title of each principal, owner, officer, and major shareholder:

- a) Dennis Giordano, President
- b) Chris Giordano, Vice President
- c) Dawn Hopkins, Secretary

SAFEbuilt was founded in 1992. Their website details the reach and capacity of their company to provide services throughout the Country. Their website states:

SAFEbuilt acquired Calvin, Giordano & Associates, Inc (CGA) in February 2018. The acquisition has not only expanded our building and planning services footprint throughout the State of Florida but brought on additional complementary services to SAFEbuilt's service line including civil and electrical engineering, traffic engineering and transportation planning, construction engineering and inspections, construction and project management, landscape architecture, and surveying and mapping services. CGA has over 80 years of experience in the Florida market supporting local municipalities, developers, construction, and architectural firms.

Mergers and acquisitions of engineering firms provide competitive business advantages in the marketplace. SAFEbuilt can pool resources, increase buying power through bulk purchasing for equipment and technology services, and lower overhead costs in management and human resources. SAFEbuilt's Acquisition Welcome Package states:

By combining our resources across multiple subsidiaries, we are able to invest in better technology, equipment, training, recruiting process, customer service, sales & marketing strategies, employee benefits, and more.

SAFEbuilt operates in the same industry as CGA and uses its subsidiaries to extend its reach to other geographic areas. There is sufficient information that suggests CGA and SAFEbuilt share resources, offices,



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staff and back-office operations. Even with our limitations of having to rely in public information there are numerous instances that suggest the above as documented in this letter.

The SAFEbuilt website documents the acquisition of CGA but does not provide any links to the CGA website. Potential clients, including those seeking services provided by CGA, are directed to the "Contact Us" page of the SAFEbuilt website.

SAFEbuilt website makes no distinction between the services provided by SAFEbuilt and by CGA. Many of the SAFEbuilt capabilities advertised in its website (i.e. civil, electrical, etc.) resulted from the acquisition of CGA, as documented in other sections of the same website. Ownership of shares of a company does not entitle the shareholder to claim capabilities and resources of the entity. The fact that SAFEbuilt is allowed to do this suggests that CGA does not operate as an independent entity.

Many of the people featured on their website as employees of SAFEbuilt are actually CGA employees (profiles and screenshots attached).

We have also learned that back-office operations such as Human Resources and Talent Acquisition are shared by SAFEbuilt and CGA. Shortly after the final evaluation meeting for this procurement SAFEbuilt's Talent Acquisition Partner, Robert Reyes reached out to a member of the BCC team in attendance at the presentation for this solicitation for a job opportunity at CGA (attached). Again, a competitive advantage for CGA to have SAFEbuilt providing human resources recruitment in a very competitive industry.

Further, the "Careers" section of the SAFEbuilt website lists openings for positions to work for CGA. Perhaps even more telling is the fact that the "Careers" section of the CGA website lists all of the positions open by SAFEbuilt around the country. This makes us questions if CGA is a truly independent entity or just another branch of SAFEbuilt.

SAFEbuilt lists CGA's address on their website as their Florida office. (Attached)

Attached is the Registered Agent Change for Calvin Giordano at the State Division of Corporations which took place in 2018. The registered agent was changed to CT Corporation, a company which provides registered agent services, subsidiary management, foreign qualification services, and due diligence services for mergers and acquisitions among other services. The Change document is signed by Bradley Resnick, Vice President and Secretary. Mr. Resnick, who is based in NY was a Board Member of SAFEbuilt from 2014-2018. At the time of CGA's acquisition by SAFEbuilt he was employed by the Riverside Company, a private equity firm focused on acquisitions (Profile attached). CT Corporation is also the registered agent of SAFEbuilt.

SAFEbuilt's headquarters registered with the Florida Division of Corporations is in Colorado. (Attached)

Evidence that CGA is a subsidiary of a company headquartered out of state is supported by the contract for building services with the Village of Biscayne Park, in which the firm acknowledges on page 55 of the pdf document that it is a subsidiary of SAFEbuilt, LLC. Additionally, attached is a letter from CGA to Vero Beach in which it acknowledges it is a subsidiary to SAFEbuilt.



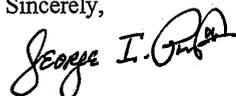
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Most significantly, attached is the SAFEbuilt Acquisition Welcome Package presented to CGA employees which was found posted online. This document identifies SAFEbuilt's Executives as the Leadership Team. A key determining factor when identifying the nerve center or principal place of business. It states that Dennis (Giordano, President of CGA) will report directly to SAFEbuilt COO Matt Royer. The document's intent is to address the "integration" of CGA into SAFEbuilt. CGA employees are encouraged to address any questions to SAFEbuilt's Director of Business Integration Steve Burns. The document clearly underscores the assertion that SAFEbuilt's purchase of CGA is not just a stock purchase, but an operational acquisition meant to provide competitive business advantages for the parent company and its subsidiaries.

This letter raises significant new information pursuant to Sec. 21.84(f) of the Broward County Procurement Code. The Evaluation Committee should be apprised of this new information. Moreover, the County Staff must correct its award of the local headquarters points awarded to CGA based upon the undisputed fact the nerve center of CGA is based in Loveland, Colorado, the home of SAFEbuilt. Virtually all of the tests for a nerve center are by SAFEbuilt's own documents, based in Colorado. To allow CGA to continue to claim Broward as a local headquarters would make a mockery of Broward's efforts to create genuine local preferences for locally headquartered companies.

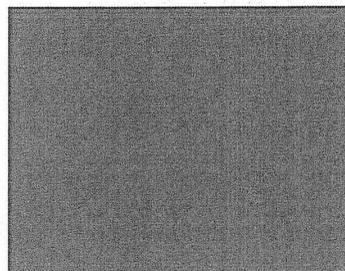
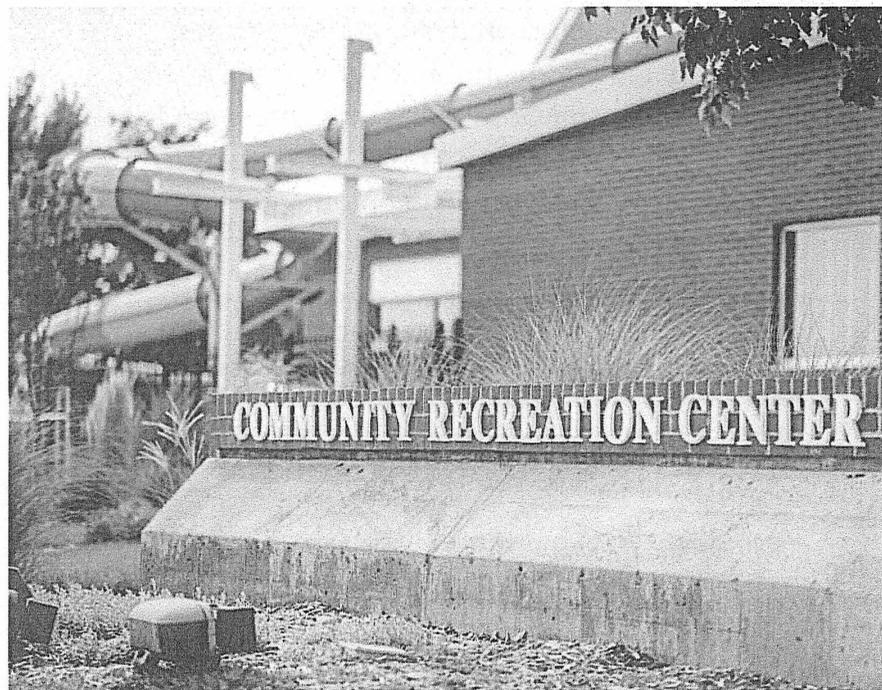
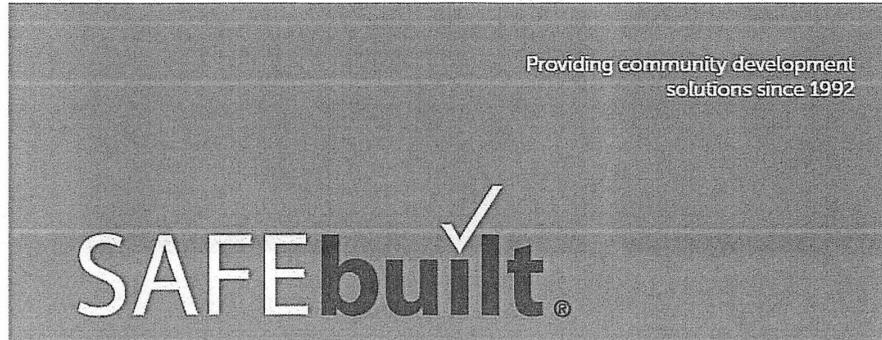
I submit this letter to the Director of Purchasing with its attachments and attest that all statements made in support of the submission are accurate, true, and correct. We request that the Director of Purchasing reconvene the Evaluation Committee to correct this error in scoring.

Sincerely,

  
George I. Platt

1/26/2020

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ACQUISITION  
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## HELLO AND WELCOME TO THE SAFEbuilt TEAM!

Undoubtedly, there is a lot on your mind right now as you begin to understand the changes underway and, more importantly, how they will affect you and your family. This message aims to welcome you to the SAFEbuilt team and provide some clarity and insight into what it means to be part of SAFEbuilt.

Since our inception in 1992, we have been committed to providing exceptional customer service to all of our clients. We have proudly maintained a client satisfaction rating of 96% or higher. That speaks volumes to the dedication of our people, and starts with understanding all our clients and customizing our approach to meet their needs. We are very excited to have you join our company and contribute to this continued success.

We encourage each of you to visit the SAFEbuilt website to learn more about the organization: [www.safebuilt.com](http://www.safebuilt.com). We've been in business for over 25 years and currently provide community development solutions to over 700 municipalities across the country.

In terms of your day-to-day operations, there will be very little change in the work you perform. We want things to remain as familiar as possible for you. SAFEbuilt doesn't believe in making changes just for the sake of change. You have been doing things right for many years and it is not our intention to disrupt this success. When minor changes do arise as part of the normal

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integration process, we'll be sure to communicate frequently and honestly. We hope you'll begin to see that the things that are changing create efficiencies and provide more opportunities.

We are thrilled about joining forces and the great things that will come from this move. Calvin, Giordano & Associates has been a very successful company in Florida with a courteous and professional staff that has provided a high standard of service delivery for many years. We still want you to operate the way you are used to, which is doing right by the client. We simply want to build on the success you all have created and look for opportunities to share best practices.

Know that we are here to make your transition go as smoothly as possible. Being mindful of your busy schedules and not wanting to disrupt your daily work, we will be sending members of our Leadership Team and support staff to your different areas throughout the coming months to get acquainted with each of you and answer any questions you may have. If you have any questions or concerns before then, please feel free to reach out to Steve Burns, Director of Business Integration, [sburns@safebuilt.com](mailto:sburns@safebuilt.com).

Once again, welcome to the SAFEbuilt team. We look forward to working with each of you in this new endeavor.

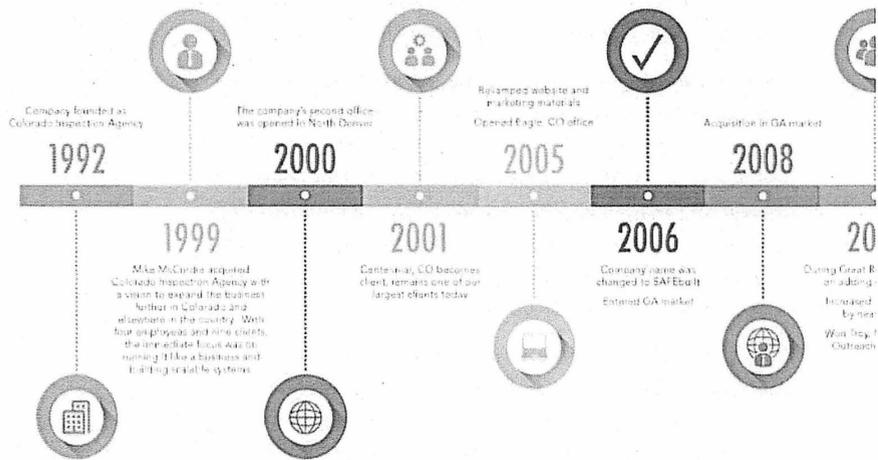
Sincerely,

*Brad Mundt*  
CEO, SAFEbuilt

1/26/2020

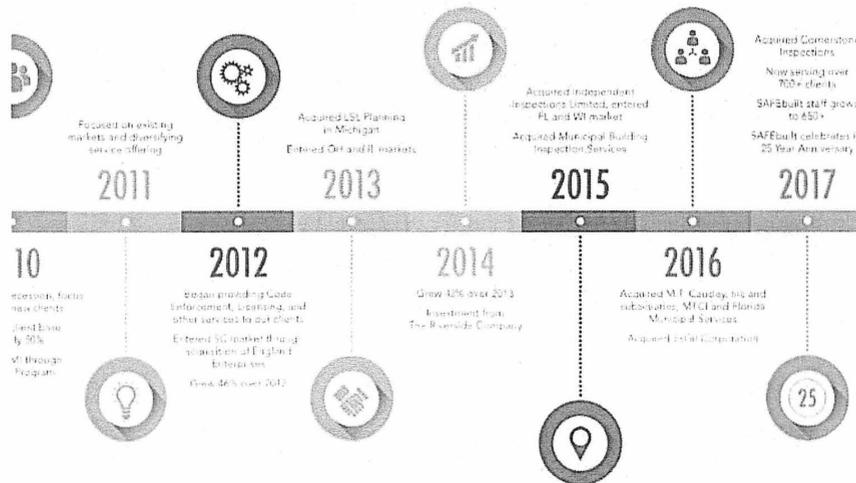
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## THE HISTORY OF SAFEbuilt



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**SAFEbuilt**

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## MISSION STATEMENT

SAFEbuilt is dedicated to improving people's lives by helping to create vibrant, thriving communities. We partner with communities on the rise—helping them achieve their development, planning, and compliance goals to become the best versions of themselves. With our comprehensive community development services, we empower municipalities large and small to envision, plan, and execute innovative solutions that encourage ongoing community improvement.

### CORE VALUES

What we do is as important as how we do it. Our values are more than a poster on the wall; our goal is to approach each day and every relationship with:

<b>Integrity</b>	We choose to do the right thing, every time.
<b>Improvement</b>	We strive to continuously improve and understand how we can do better tomorrow.
<b>Service</b>	We always provide unequalled service levels to our customers, external and internal.
<b>Teamwork</b>	We have an environment where everyone is able to contribute ideas. We encourage and reward creativity and initiative.
<b>Respect</b>	We are respectful in the way we interact with everyone.

## OVERVIEW OF SAFEbuILT SERVICES

With local teams of community development professionals and resources nationwide, SAFEbuilt is ready to take on projects of any size and complexity. You are joining a team that truly acts as a partner and ally in the community development goals of our clients, which is why we maintain a client satisfaction rate of 96%. While SAFEbuilt currently provides the three main services listed below, we are excited to expand into all of the CGA services and look for opportunities to grow these service lines and provide more opportunities for employees.



### **Building Department Services**

Our experienced code professionals at SAFEbuilt can deliver full-service building department administration—uniquely tailored to the specific goals, challenges, and opportunities for local building departments. Or, we can provide supplemental plan reviews and inspections to support building departments during large projects, building booms, and natural disasters. We also have expertise in special, expedited private-provider services.



### **Planning and Zoning**

SAFEbuilt's planning division is a unique complement to our commitment to communities on the rise. Our national team of experienced planners provides a range of planning and zoning services to municipal clients from coast to coast.

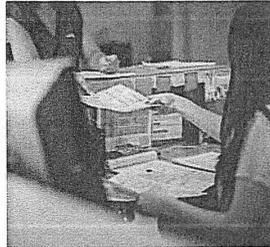


### **Code Enforcement**

By adopting our collaborative approach to code enforcement, citizens get on board with municipal codes and ordinances to improve overall compliance. SAFEbuilt looks for ways to avoid citations and instead works with residents to mitigate violations before a citation. Proven techniques for code enforcement help enhance the look and feel of our partner communities, raise property values, and encourage ongoing economic activity.

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## WHO'S WHO

### LEADERSHIP TEAM

**Brad Mundt, CEO** Brad's experience in service-based industries brings tremendous value to SAFEbuilt. His dedication to people, passion, data, communication and accountability will lead our company through continued growth.

**Matt Royer, COO** Operations is our largest team in the company, accounting for approximately 90% of our employees, so Matt continuously works with team leaders to define and refine our operational processes and structure.

**Simone Reynolds, CHRO** At SAFEbuilt, people are our most important asset. Simone's focus is on fostering a great culture, providing challenging career and growth opportunities, ensuring that we bring on the talent we need to grow, and establishing SAFEbuilt as an employer of choice now and into the future.

**Tom Wilkas, CFO** Tom brings a strong background as a CFO and is tasked with improving and scaling our financial reporting, forecasting, and other Finance and Accounting related efforts.

**Tiffany Williamson, CTO** Tiffany is responsible for SAFEbuilt's technology direction with a mission to provide innovative, robust, reliable and secure solutions that empower and support our employees in the office and the field.

**Mike McCurdie, Board of Directors** Mike McCurdie purchased Colorado Inspection Agency, now known as SAFEbuilt, in 1999 and served as the CEO for 25 years. The reasons for SAFEbuilt's success over the years are many, but they all start with Mike's commitment to clients and employees.

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### INTEGRATION MANAGEMENT OFFICE CONTACTS

We have an Integration Management Office (IMO) team in place to assist across multiple departments to ensure the integration process goes as smoothly as possible for everyone involved.

**VP of Corporate Development:** Jeff Johnson – [jjohnson@safebuilt.com](mailto:jjohnson@safebuilt.com)

**Business Integrations Director:** Steve Burns – [sburns@safebuilt.com](mailto:sburns@safebuilt.com)

**IMO Manager:** Bill Cluzel - [wcluzel@safebuilt.com](mailto:wcluzel@safebuilt.com)

**Finance Subject Matter Expert:** Jim Young – [jyoung@safebuilt.com](mailto:jyoung@safebuilt.com)

**IT Subject Matter Expert:** Danielle Reida – [dreida@safebuilt.com](mailto:dreida@safebuilt.com)

**HR Subject Matter Expert:** Adam Morgan – [amorgan@safebuilt.com](mailto:amorgan@safebuilt.com)

**Communications Subject Matter Expert:** Kyle Steitz – [ksteitz@safebuilt.com](mailto:ksteitz@safebuilt.com)

**Operations Subject Matter Expert:** Rick Kessler – [rkessler@safebuilt.com](mailto:rkessler@safebuilt.com)

If you have any questions along the way about SAFEbuilt or the transition process, please do not hesitate to reach out to any of the respective team members above.

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## FREQUENTLY ASKED QUESTIONS

### **Will there be changes to my pay?**

No. All current compensation levels, computation of overtime and allowances will remain unchanged at this time. You will continue to use the same systems and tools for time-sheet entry (time tracking) and payroll (no interruption to your pay cycle or deposit/pay check services).

### **Will there be changes to my holiday, vacation or sick policies?**

CGA's existing time-off policies will remain intact for the foreseeable future. In the event that we migrate to new policies, you'll remain entitled to the time that you have accrued. SAFEbuilt will work with CGA leadership to determine when it makes sense to align our organization's policies. We will provide detailed communication as we prepare for any change.

### **Will there be changes to my benefits?**

Generally speaking, no. CGA will continue to direct and manage your benefits in 2018. By joining forces and combining our organizations, we hope to leverage our combined buying power to help minimize any potential cost increases we may all face and will look to take advantage of that if and when the opportunity arises.

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**What benefits does SAFEbuilt provide?**

We offer competitive salary and benefits packages. Benefits include health, dental, vision, life and disability insurances, paid holidays, paid time off, a free training program and continuing education for employees, new certification bonuses, a matching 401k plan, and more.

**How will the acquisition affect my 401k?**

There will be no immediate changes to your 401k plan. It will remain intact as is and all funds, contributions and distributions will be managed according to the existing plan guidelines. Over time, we will look at opportunities to merge or migrate 401K plans. Details will be communicated when that happens. SAFEbuilt offers a complete, full-service 401K plan including employer matching.

**Are there any company policies I need to be aware of?**

You will continue to follow and operate under CGA's company policies. There is great alignment between both company policies. If at any point we merge the two, you will be informed of any changes. If you have questions about specific policies, contact Adam Morgan (amorgan@safebuilt.com).

**Will there be changes to employment and the organizational structure?**

The majority of employees will see no change to their teams. The leadership team will also remain largely the same. Dennis will report directly to SAFEbuilt Chief Operating Officer, Matt Royer. There are currently no individual personnel or sweeping changes planned.

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**FAQ (CONTINUED)**

**Will offices be moved or combined?**

No, we do not see a benefit to combining offices at this time. We will continue to analyze all of our combined geographic locations and figure out if, when, and where it makes sense to combine resources.

**Will there be changes to our company name?**

There will be no changes to company and brand names at this point. In time, as our companies become one, some changes may be made to better-leverage our combined market power.

**How will this affect our clients?**

This partnership will have no impact on the high level of service your clients have become accustomed to receiving from you. They should not notice any change in the usual day-to-day operations. They will however, now be able to draw on more diverse expertise and additional resources from throughout the country to better meet the needs of their unique community.

**Will there be changes to our company client roster?**

We certainly hope not, other than adding new clients as we move forward. In fact, we believe there are some immediate opportunities for growth because of our combined footprint and resources that previously may have been outside of either company's individual capacity. SAFEbuilt maintains a 96%+ client satisfaction rate because we believe in delivering top-tier customer service. We know your company has probably seen similar results because we know you all feel the same way about serving your clients.

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#### **What if I get questions from clients, media, or others?**

If clients ask – immediately confirm the partnership and clarify that no major changes are planned, that your company is very focused on continuing its outstanding client service, and that it will continue to conduct business-as-usual throughout the integration process with SAFEbuilt. If you receive questions from media, please direct them to our Communications Specialist, Kyle Steitz (ksteitz@safebuilt.com).

#### **Why is this good for CGA?**

Your company is successful with strong leadership, dedicated and talented employees, and loyal clients. SAFEbuilt brings additional resources to the table that can help with investing in customer service and continue to grow. For you, individually, this is good because the combined companies are likely able to provide better benefits and career progression opportunities. As SAFEbuilt and CGA grow together, your own individual opportunities will grow as well.

#### **Why does CGA want SAFEbuilt's investment?**

The time had come for Dennis to start thinking about his succession and transition plan to ensure success and opportunity continued for all employees and clients. Dennis found SAFEbuilt to be the best fit due to similarities and alignment in services, culture, clientele and growth plans. Your company will benefit almost immediately from SAFEbuilt's training, HR and IT support, expanded sales and marketing resources, and purchasing power. SAFEbuilt is excited to benefit from working alongside a team of proven professionals who have a longstanding reputation working with local municipalities and experience in multidisciplinary engineering, land planning, government regulatory compliance and data technologies.

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#### FAQ (CONTINUED)

##### **Why was SAFEbuilt interested in CGA?**

CGA caught our eye for many reasons, but primarily because of the vision and the team of professionals that have been put in place. We believe that the team makes the company, and we believe your culture aligns nicely with the SAFEbuilt culture. We also believe that you probably do some things better than we do. CGA also provides several new services that SAFEbuilt currently does not provide. We are excited to add these services to our portfolio and look forward to learning from you and improve our operations across all of our regions. SAFEbuilt has invested in and acquired several companies over the past few years in an effort to provide better service to the municipal market. While we are still very much a small company, by combining our resources across multiple subsidiaries, we are able to invest in better technology, equipment, training, recruiting process, customer service, sales & marketing strategies, employee benefits, and more. All of this means a better experience for our employees, our clients, and the residents we serve.

##### **What is SAFEbuilt's reputation?**

We are not a "big company" and we value every client and employee. We believe the best way to grow our company is by taking care of employees and taking care of clients. A recent survey among our current clients showed that referrals from our other existing clients were our top source of new business. Local government is a relatively tight-knit market. A reputation is one of the most important assets a company like your company or SAFEbuilt has, and is one of the easiest to lose if we don't do the right thing.

1/26/2020

DocPlayer

**Has SAFEbuilt invested in other companies?**

Yes, we have invested in many companies over our lifetime. We do this very carefully and only invest in companies that share our core values, have a proven track record of success, and a team of like-minded individuals. Having gone through multiple partnerships over the last few years, we've learned from our mistakes and noted the best practices, which for you, should mean a smooth integration.

**What is Riverside's role in this relationship?**

SAFEbuilt is backed by a private equity firm called The Riverside Company, which focuses on smart, sustainable growth.



1/26/2020

DocPlayer

## IMPORTANT LINKS

**SAFEbuilt**

<http://safebuilt.com>

**SAFEbuilt LinkedIn**

<https://www.linkedin.com/company/safebuilt>

**SAFEbuilt Twitter**

<https://twitter.com/safebuilt>

**SAFEbuilt Facebook**

<https://www.facebook.com/getsafebuilt>

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SAFEbuilt.com • 877.230.5019



DIVISION OF CORPORATIONS



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### Detail by Entity Name

Foreign Limited Liability Company  
SAFEBUILT FLORIDA, LLC

#### Filing Information

**Document Number** M14000007168  
**FEI/EIN Number** 80-0154691  
**Date Filed** 10/03/2014  
**State** DE  
**Status** ACTIVE

#### Principal Address

3755 Precision Dr.  
Suite 140  
Loveland, CO 80538

Changed: 03/26/2019

#### Mailing Address

3755 Precision Dr.  
Suite 140  
Loveland, CO 80538

Changed: 03/26/2019

#### Registered Agent Name & Address

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

#### Authorized Person(s) Detail

##### **Name & Address**

Title Member

SAFEbuilt, LLC  
3755 Precision Dr.  
Suite 140  
Loveland, CO 80538

#### Annual Reports

<b>Report Year</b>	<b>Filed Date</b>
2017	04/06/2017

2018            04/09/2018  
2019            03/26/2019

**Document Images**

<u>03/26/2019 – ANNUAL REPORT</u>	<u>View image in PDF format</u>
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<u>03/03/2016 – ANNUAL REPORT</u>	<u>View image in PDF format</u>
<u>05/19/2015 – ANNUAL REPORT</u>	<u>View image in PDF format</u>
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## Our People

Make us who we are. Make us stand out. Make us whole.

"I am given the independence to elevate our company to the highest levels of professionalism"

71% | RECOMMEND SAFEbuilt TO THEIR FAMILY / FRIENDS



**BUILDING SERVICES**  
**Building Official**  
North Canton, Ohio  
I have spent over 15 years interpreting and enforcing the building, zoning, and flood plain regulations. I appreciate when I meet with a jurisdiction that they recognize the professional expertise we bring as Team SAFEbuilt. The depth of knowledge and experience creates the resources needed to serve our Communities with excellence.



**BUILDING SERVICES**  
**Building Inspector**  
Bay Village, Ohio  
I came from a family contracting business and knew at an early age what I liked and needed from an Inspector. SAFEbuilt provides you with the tools needed to do your job. Real people that genuinely care, appreciate, and understand you. What we do is important and how we treat each other, and our clients is just as important. I truly enjoy working for SAFEbuilt.



**BUILDING SERVICES**  
**Building Official**  
Solon, Ohio  
I earned in the construction industry right out of high school and worked in the trade for over 20 years. I wanted to learn more about why buildings are constructed the way they are, so I began studying the code. After 22 certifications later and obtaining the highest certification, Master Code Professional, I now work as the building official for the City of Solon Ohio.



**CODE COMPLIANCE**  
**Special Magistrate Clerk**  
Panama Beach, Florida  
I work with a number of cities conducting Special Magistrate hearings and completing the administrative process involved. This includes preparing Notices of Violations, communications, interviews, final orders and inspections of Lanes. I especially like this position because it gives me the opportunity to be impactful.



**PLANNING**  
**Senior Planner**  
Estero, Florida  
I now work for SAFEbuilt because I get to be involved in many different projects and processes. Each project is an opportunity to learn something new and to face the ever-changing work environment.



**BUILDING SERVICES**  
**Executive Project Manager and Senior Building Inspector**  
Alton, Florida  
I have worked in construction my entire life. Contractor, contractor, Inspector, plans reviewer and now executive project manager. From minor additions to multi-million dollar projects, I have always loved building. The opportunity to ensure projects are safe, well-built and completed properly gives me great satisfaction. It's not work when you love what you do.



**BUILDING SERVICES**  
**Building Official**  
Green Bay, Wisconsin  
What I enjoy about working for SAFEbuilt is the variety of backgrounds that the staff come from. Everyone has a unique story where they have gathered skills that contribute to the wealth of knowledge that is available within the community of SAFEbuilt.



**MARKETING & MANAGEMENT**  
**Multimedia Specialist**  
Estero, Florida  
As the Multimedia Specialist I manage the internal graphic and web development needs for SAFEbuilt and its clients. Working for a multidisciplinary company ensures that each day brings interesting, new challenges.



**PLANNING SERVICES**  
**Plan Review Manager**  
Miami, Florida  
As Plan Review Manager I have the distinct pleasure of leading a team out of our Miami office. Every day is filled with new challenges and exciting possibilities. I am proud to be a part of a team learning an lesson on the Miami Skyline.



**ENGINEER**  
**CEI Project Administrator**  
Fort Lauderdale, Florida  
My job affords me the opportunity to work with different clients such as the state of Florida, counties and municipalities. I get the chance to build relationships that hold us in future projects. I love that I can manage a wide variety of projects in different locations from urban areas to the beach. The diversity of challenges that these projects provide, along with the different types of clients has definitely contributed to my construction career.



**CODE COMPLIANCE**  
**Code Enforcement Officer**  
Columbus, Ohio  
Working for SAFEbuilt is the complete package! I get to use my skills as part of a terrific team to help property owners enhance their properties and the communities they are a part of. SAFEbuilt allows ample opportunities for advancement and is a great career choice.



**ENGINEER**  
**Senior Designer, Traffic Engineering**  
Fort Lauderdale, Florida  
My profession is atop my passion and one of my greatest accomplishments is seeing my design come to life through construction.



**CODE COMPLIANCE**  
**Code Compliance Inspector**  
Panama Beach, Florida  
As a Code Compliance Inspector for the City of Panama Beach, I inspect properties for code violations including rental inspections, air conditioning inspections, recirc water condensation, fire preservation, building and zoning code violations, noise complaints, nuisance complaints, and ensuring community appearance.

## Join Us

Be part of the only team that makes a difference

SAFEbuilt CAREERS

**SERVICES**

- Construction
- Development Services
- Community
- Professional Services
- Community Development
- Construction Services

**SOLUTIONS**

- Code Compliance
- Inspection

**RESULTS**

- Project Completion
- Quality Assurance

**ABOUT**

- Our Story
- Our People
- Our Company
- Our Mission
- Our Values
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**Adrian Santaella** · 3rd  
Multimedia Specialist at Calvin, Giordano & Associates  
Port Charlotte, Florida · 173 connections · Contact info

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Calvin, Giordano & Associates  
Florida International University

**About**  
Digital creative, with a background in Information Technology, Graphic Design and Web Development.

**Articles**  
173 followers



**Affordable 3D printing coming soon**  
Adrian Santaella  
Published on LinkedIn

I've been looking forward to this for over a year now - entry-level 3D printing solution via the Tiko Unibody 3D Printer. They have made many updates since they funded their campaign back in April 2015. The company has been pretty transparent about their successes and failures since the funding. Their latest update has given me hope for a very merry holiday season: the printer might be shipping out very soon. I discovered the Kickstarter campaign after the ...see more

Like Comment 4 · 1 Comment

See all

**Experience**



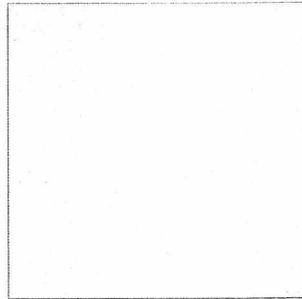
**Multimedia Specialist**  
Calvin, Giordano & Associates  
Feb 2016 – Present · 4 yrs

Creation of brochures, logos, quarterly newsletters and other collateral materials for marketing purposes. Web design and front-end development. Maintenance of client websites. Development of multi-media products, including video presentations. Preparing project specific presentations in Microsoft PowerPoint. Designing cover artwork and infographics for bid proposals. Developing solutions to problems related to graphic design and production. Support all marketing and promotional efforts for the company as well as IT related client services.

**Graphic Designer**  
Redshiftgraphics  
2013 – Present · 7 yrs

Freelance graphic design, logo and branding, web design, publication design, photo editing.

Graphic And Web Designer



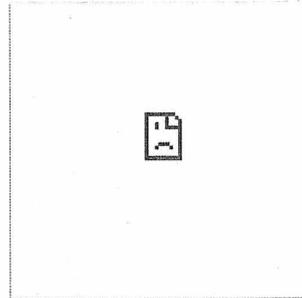
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Photoshop**  
Viewers: 32,247

**Photoshop CC 2019  
Essential Training: De:**  
Viewers: 22,075

**Photoshop CC 2018  
Essential Training: De:**  
Viewers: 30,500

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**Graphic and web Designer**  
Gulliver Schools, Inc.  
Oct 2008 – Feb 2016 · 7 yrs 5 mos  
Miami, Florida

In-house designer for majority of digital and printed collateral. Ensured consistency of branding guidelines. Fulfilled requests from all school departments, for work, such as: logo creation for special events and school initiatives; all forms printed collateral: from event tickets, postcards and invitations to flyers, posters and banners; official school documents: awards, certificates & ...see more

### Education



**Florida International University**  
Bachelor's Degree, Management Information Systems  
1998 – 2004

### Licenses & Certifications

**Web Design**  
University of Miami  
Issued Apr 2013 · No Expiration Date

### Skills & Endorsements

**Graphic Design** · 15

Eugenio Olazabal and 14 connections have given endorsements for this skill

**Web Design** · 25

Endorsed by 4 of Adrian's colleagues at Gulliver Schools

**Adobe Creative Suite** · 3

Eileen H. and 2 connections have given endorsements for this skill

[Show more](#) ▾

### Recommendations

Received (1)    Given (0)

**Eldeliza I Quevedo**  
LMT & Owner at Sound Body Solutions, Inc.  
September 8, 2013, Eldeliza I was a client of Adrian's

Adrian is not only very good at what he does, he also listens really well. He can take a vague idea that's running around your mind and bring it to life for your business. He's patient, and is willing to work on a project until you are satisfied with the outcome. I can't say enough good things about him and his work. Give ... See more

### Accomplishments

**2** Languages  
English · Spanish



**1** Project  
Redshiftgraphics - website





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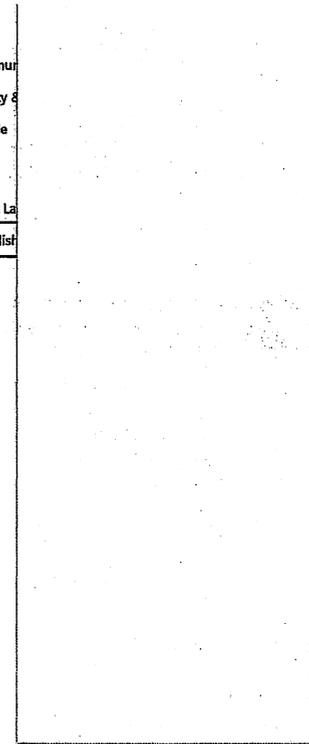
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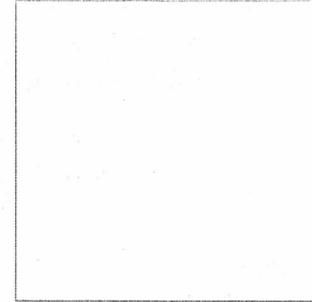


**June Peart** · 3rd

Code Compliance Inspector at Calvin, Giordano & Associates  
Pompano Beach, Florida · 170 connections · [Contact info](#)

[Message](#) [More...](#)

 Calvin, Giordano & Associates  
 Andrews University



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Viewers: 28,071

**Construction Estimating Recap**  
Viewers: 6,522

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### Experience



**Calvin, Giordano & Associates**  
5 yrs 11 mos

- **Senior Code Inspector**  
Apr 2019 – Present · 10 mos  
Pompano Beach, Florida
- **Code Compliance Inspector**  
Mar 2014 – Present · 5 yrs 11 mos  
City of Pompano Beach

**Permit Coordinator**  
Advanced Hood Systems  
Jan 2014 – Mar 2014 · 3 mos  
Coconut Creek



**Vision Claims Specialist**  
For Eyes, Inc.  
2010 – 2013 · 3 yrs  
Hialeah  
Vision claims billing, payment processing and accounts receivable for the Finance and Accounting Department.  
Research and identify unidentified vision claims.

**Environmental Health Specialist**  
Florida Department of Health  
Apr 1993 – Sep 1997 · 4 yrs 6 mos  
Dade County  
Research, investigation, code enforcement and referral on sanitary nuisance complaints and environmental code violations.  
Training in rabies control, food management, indoor air quality, public pools, environmental hazards and emergency management.

### Education



**Andrews University**  
Bachelor of Science, Operations Engineering  
1986 – 1991

F.A.C.E.

Licenses & Certifications

LEED Green Associate



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**Sarah Propst, AICP, PMP · 2nd**  
Senior Planner at Calvin, Giordano & Associates  
Bonita Springs, Florida · 173 connections · Contact info

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 Calvin, Giordano & Associates  
 University of Missouri-Columbia

**About**

I have worked in the field of urban planning for over a decade. I have a strong background in science and the environment and an interest in environmentally sound planning and project management. My experience includes presenting legislative cases to Commissions and Boards, writing land development codes and comprehen ... see more

**Activity**  
173 followers

 Happy birthday Jim! I hope you had a great day!  
Sarah commented

[See all](#)

**Experience**

 Calvin, Giordano & Associates  
3 yrs 4 mos

- Senior Planner**  
Oct 2016 – Present · 3 yrs 4 mos  
Estero, Florida
- Planner II**  
Oct 2016 – Present · 3 yrs 4 mos
  - Guide municipalities in the comprehensive planning process and creation of comprehensive plans and associated documents
  - Write land development codes for municipalities
  - Research and apply appropriate state and federal regulation
- Planner II**  
City of Marco Island  
Sep 2015 – Present · 4 yrs 5 mos
- Sr Project Coordinator**  
City of Hampton  
Jul 2012 – Aug 2015 · 3 yrs 2 mos
  - Serves as a single point of contact for developers, providing managerial, organizational, technical

and analytical support throughout the development process

- Implements division & departmental process changes
  - Currently updating the Site Plan Ordinance
- ...see more

#### Senior City Planner

James City County

May 2008 – May 2011 · 3 yrs 1 mo

- Presented legislative cases to Planning Commission & the Board of Supervisors
  - Wrote & presented environmental section of the 2009 Comprehensive Plan
  - Collaborated with other regulatory agencies to ensure all parties reach a consensus on cases, comprehensive plan text & ordinance changes
- ...see more

#### Environmental Health Specialist

Virginia Department of Health

Feb 2006 – Apr 2007 · 1 yr 3 mos

Williamsburg, Virginia

- Inspected public facilities & enforced state regulatory codes
- Developed monthly schedules based on work demands
- Taught classes familiarizing food workers with safe food handling practices & the state code

### Education



#### University of Missouri-Columbia

Bachelor of Arts, Interdisciplinary Studies, Environmental Studies and Peace Studies, Minor in Biology

2001 – 2015

Activities and Societies: Students for a Free Tibet

My undergraduate work was focused on science and environmental studies, with many labs and field research. The Peace Studies portion of my degree included mediation, studies of war, religion and anthropology.

#### Virginia Commonwealth University

Master's Degree, Urban and Regional Planning

2007 – 2010

Activities and Societies: Treasurer of the Urban and Regional Planning Student Association. The Association was responsible for fund raising and scholarships to send graduate students to the national planning convention.

My Master's in Urban and Regional Planning included a focus in environmental planning. My final thesis project was a green infrastructure plan for James City County, Virginia.

### Licenses & Certifications

#### Project Management Professional (PMP)

Project Management Institute

Issued Sep 2019 · No Expiration Date

Credential ID 2641012

#### AICP

American Planning Association

Credential ID 029188

### Skills & Endorsements

#### Community Development · 2

John "Sean" Agler and 1 connection have given endorsements for this skill

#### Urban Planning · 2

Chris York, AICP and 1 connection have given endorsements for this skill

**Land Use Planning · 1**  
Chris York, AICP has given an endorsement for this skill

Show more ▾

**Recommendations**

Received (1)    Given (0)

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<p><b>Eric Dial</b> MANAGER, MAINTENANCE OPERATIONS, CITY OF MARCO ISLAND WATER &amp; SEWER DEPT. December 15, 2016, Eric worked with Sarah in different groups</p>	<p>Sarah is very detail oriented and gives 110% in her projects. She is very personable and has great people skills.</p>
---	--

**Accomplishments**

2 Organizations ▾  
American Planning Association • Florida Chapter of the American Planning Association



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**Juan Rodriguez** · 2nd  
Senior Designer Technician at Calvin, Giordano & Associates  
Fort Lauderdale, Florida · 439 connections · [Contact info](#)

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Calvin, Giordano & Associates  
Instituto Tecnico Comercial,  
JR College - Puerto Rico

### Highlights

### About

Department of Transportation - Federal Aviation Administration  
UAS Remote Pilot  
Certificate #4192 ... [see more](#)

### Articles

437 followers



**The Few...The Proud...**  
Juan Rodriguez  
Published on LinkedIn  
Proud to be a Marin Dad...Semper Fi

...see more

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### Experience

 **Senior Designer Technician**  
Calvin, Giordano & Associates  
Sep 2014 – Present · 5 yrs 5 mos  
Ft. Lauderdale

Broward County Mast Arm Conversion Group 2 (15 Intersections) - Same as Group 1 (Active)  
Responsible for Roadway, Maintenance of Traffic (MOT), Signing and Pavement Marking and Signalization plans. Work closely with the EOR on the signalization design for all 15 Intersections.

### Promoted

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Viewers: 6,426
- AutoCAD Civil 3D: Site Design**  
Viewers: 11,302

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Broward County Mast Arm Conversion Group 1 (15 Intersections) - Client Horsepower Electric Inc. This Design Build project consists in the conversion of span-wire-supported traffic signal to mast arm supported traffic signals. The scope of work included engineering and design services, traffic signal construction, installation of underground conduit and interconnect cable, installation...see more

#### Cad Technician

BHA

Feb 2014 – Sep 2014 · 8 mos  
Sunrise, Florida

SR 9A/I 95 Spanish River Boulevard – Design Build - FDOT (Dist. 4). Responsible for the Roadway CAD plans for this \$66.6 million project to build a new interchange at Spanish River Boulevard. The work includes approximately 4 miles of I-95 from the north intersection with Yamato Road to south of Spanish River Boulevard, and includes the expansion and construction of 15 bridges, r...see more

#### Designer

BMA Consulting Engineering

Oct 2012 – Feb 2014 · 1 yr 5 mos  
Pembroke Pines, Florida

Roadway Designer in charge of all plans for Milling and Resurfacing project for FDOT - District 6 - NE 135 St. The scope of work included engineering and design services, minor roadway reconstruction and paving, maintenance of traffic, signing and pavement markings, and ADA compliant sidewalk construction. Responsible for the Roadway, Maintenance of Traffic, Si...see more

#### Senior Roadway Designer

H. W. Lochner

Aug 2005 – Aug 2012 · 7 yrs 1 mo

SR 9A/I 95 NB & SB from NW 79th Street to NW 103rd Street - FDOT (Dist. 4). Responsible for all of the CAD design for the rigid pavement rehabilitation of 1.4 miles segment of I-95. Assisting in the design of MOT for this complicated project. Reference: Jason Chang, PE (305) 470-5100 (2012) Traffic Control Plans for 595, I 95 and SR 84 (Rainbow Interchange) - FDOT (Dist 4). ...see more

#### Senior CAD Technician

R.J. Behar

Jul 2005 – Jul 2006 · 1 yr 1 mo

Working on FDOT project, using Microstation and GEOPAK. Project for Cities and Counties using AutoCAD.

Show 2 more experiences 

## Education

#### Instituto Tecnico Comercial, JR College - Puerto Rico

Associate's degree, Architectural Drafting and Architectural CAD/CADD  
1978 – 1980

#### Technical College

Associate, Architectural Drafting  
1977 – 1979

Juan J. Osuna

## Licenses & Certifications

#### UAS Remote Pilot Certification

Department of Transportation - Federal Aviation Administration  
Issued Aug 2018 · Expires Aug 2020  
Credential ID 4192606

Transportation Maintenance of Traffic  
FDOT/ATSSA  
Issued Nov 2014 · Expired Nov 2018  
Credential ID 3088

### Skills & Endorsements

#### Highways · 27

Endorsed by Carlos H. Perez and 1 other who is highly skilled at this

Endorsed by 4 of Juan's colleagues at Calvin, Giordano & Associates

#### Road · 27

Endorsed by Scott F. Dixon and 2 others who are highly skilled at this

Endorsed by 4 of Juan's colleagues at Calvin, Giordano & Associates

#### Civil Engineering · 21

Endorsed by Carlos H. Perez and 3 others who are highly skilled at this

Endorsed by 4 of Juan's colleagues at Calvin, Giordano & Associates

Show more ▾

### Recommendations

Received (6)

Given (3)

Ronald Spencer  
Fine Art Photography  
#ronspencerpix  
August 24, 2011, Ronald managed Juan directly

Juan is a dedicated employee who produces quality work. An excellent CAD Technician.

Myron ("Mike")  
Sherman, P.E.  
Civil Engineer (Ret) & OnLine Instructor at University of Phoenix  
August 24, 2011, Myron ("Mike") was senior to Juan but didn't manage directly

Juan provided CADD support on a major FDOT design project for which I was the PM. In addition to his skill and competence regarding CADD, I found him to be very responsive and always available to "pitch-in" and help. His friendly demeanor contributes positively to fostering a team spirit. I certainly recomme... See more

Show more ▾

### Accomplishments

2 Organizations  
Puerto Rican Construction Professionals of Florida · FLUG (Florida Local User Group) ▾

1 Language  
Spanish ▾



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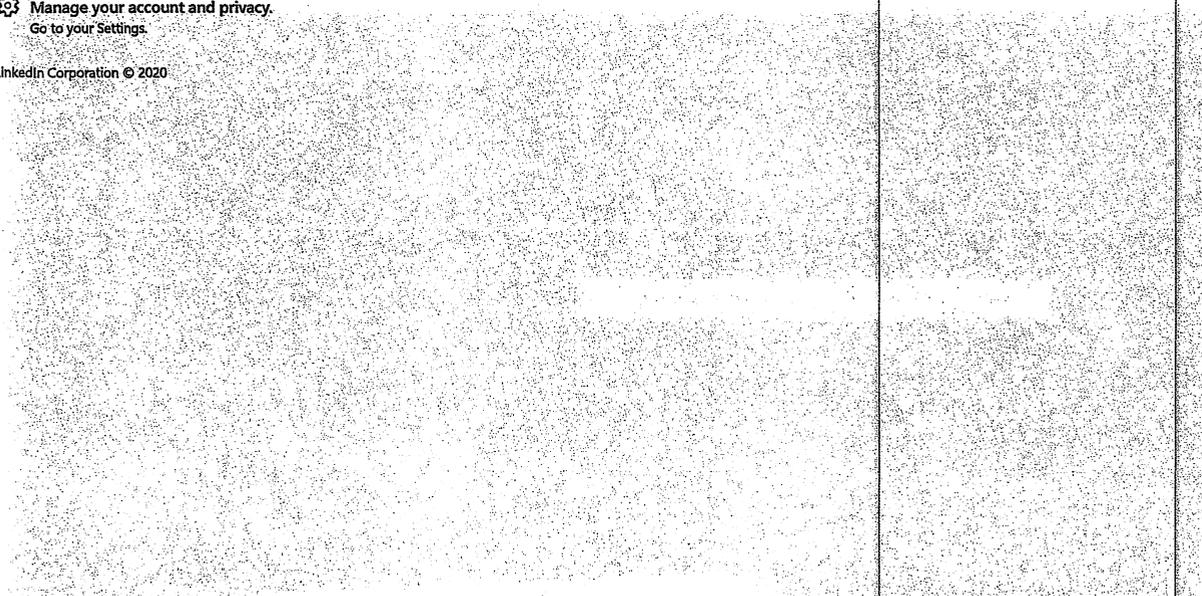
Safety Center

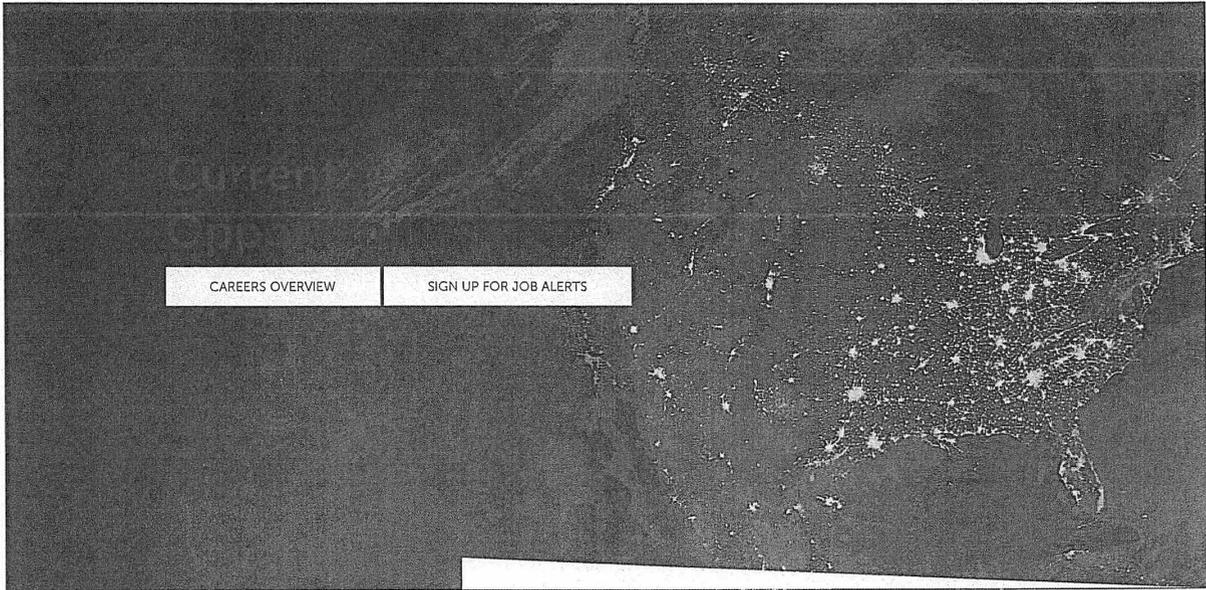
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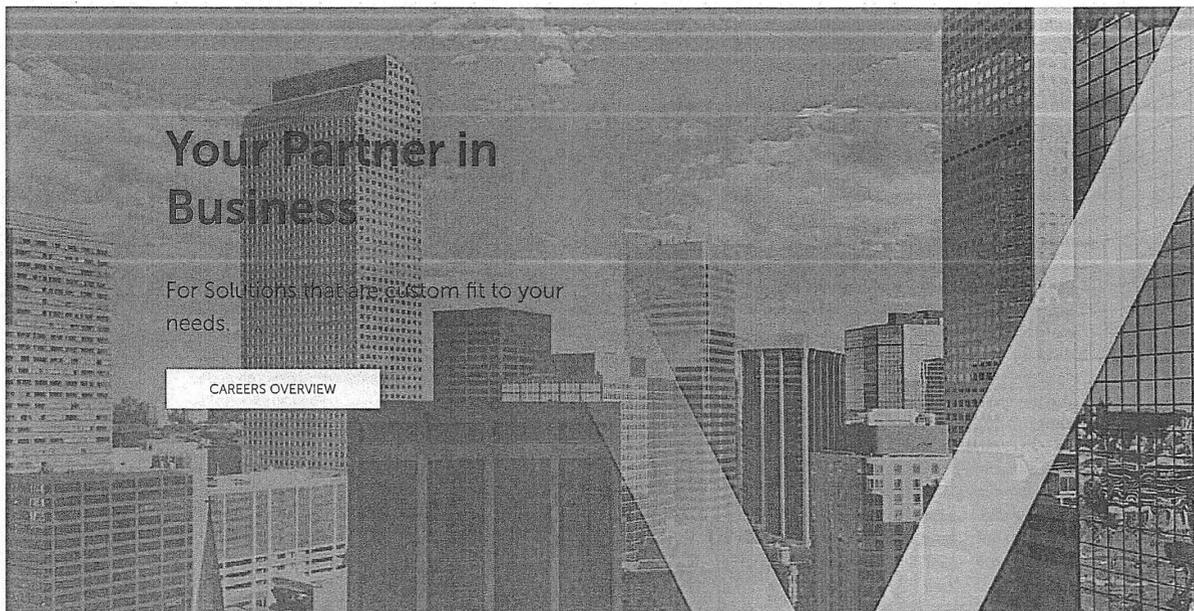
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Opportunity is Everywhere - SAFEbuilt

<https://safebuilt.com/about/careers>

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Job ^	Location ^
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Building Construction Professional / Inspector Trainee - Madison	Madison, WI
Building Inspector - Greater Atlanta area	Greater Atlanta Area, GA
Building Inspector - San Diego, CA	San Diego, CA
Building Official - Dunnellon	Dunnellon, FL
Building Official - Schaumburg Area	Itasca, IL
Building Official - Tampa Area	Tampa Bay, FL
Building Plans Examiner	Menlo Park, CA
Building Plans Examiner - EsGil	San Diego, CA
Building Plans Examiner - Greater Phoenix Area	Phoenix, AZ
Business Development Representative / Municipal Sales	Fort Lauderdale, FL
Business Development Representative - Private Provider Sales	Fort Lauderdale, FL
CA Building Inspector - Palm Desert	Palm Desert, CA
Chief Building Official - BroadSpec	Greater Los Angeles area, CA
Civil Engineer	Fort Lauderdale, FL
Code Administrator	Deerfield Beach, FL
Code Enforcement - Schaumburg Area	Itasca, IL
Code Enforcement Officer	Macon Bibb County, GA
Code Enforcement Officer - North Texas	McKinney, TX
Combination Building Inspector	Greater Dallas / Fort Worth Area, TX
Combination Building Inspector - Greater Phoenix Area	Phoenix, AZ
Combination Building Inspector - Macon Bibb County	Macon Bibb County, GA
Combination Building Inspector -Houston, TX	Houston, TX
Combination Inspector - Menomonee Falls	Menomonee Falls, WI
Commercial Electrical Inspector	Fairfax, VA
Commercial Mechanical Inspector	Fairfax, VA
DC Commercial Building Plan Reviewer	District of Columbia, DC
DC Commercial Energy, Green Plan Reviewers	District of Columbia, DC
DC Fire Plan Reviewer	District of Columbia, DC
DC Mechanical, Plumbing and Electrical Plan Reviewers	District of Columbia, DC
DC Residential Building Plan Reviewer	District of Columbia, DC
DC Zoning Plan Reviewer	District of Columbia, DC
Electrical / Building Inspector - Lynn	Lynn, MA
Electrical Inspector	Esterro, FL
Electrical Safety and Building Inspector - Reynoldsburg	Reynoldsburg, OH
Electrician & Building Inspector - Commercial- Windsor	Windsor, CO
Electrician - Electrical Inspector Trainee - Columbus	Columbus, OH
Electricians (Electrical Inspector Trainee) - Windsor	Windsor, CO
Housing Quality Standards (HQS) Inspector - Indianapolis	Indianapolis, IN
Human Resources Assistant	San Diego, CA
Lead Rental Inspector- Elgin	Elgin, IL
Multi - Discipline Inspector - Sumter County	Sumter County, FL
Multi - Discipline Inspector - Tampa Bay Area	Tampa Bay, FL
On Call Plumbing Inspector - Muskegon, MI	Muskegon, MI
On-Call Electrical Inspector - Muskegon, MI	Muskegon, MI
On-Call Plumbing & Mechanical Inspector - Troy	Troy, MI
One & Two Family Dwelling Inspector	Indian River County, FL
One & Two Family Dwelling Inspector	Polk County, FL
One & Two Family Dwelling Inspector	Sanford, FL
One & Two Family Dwelling Inspector	Sarasota, FL
One & Two Family Dwelling Inspector	Winter Park, FL
Part Time or On Call Plans Examiner - Chicago, IL	Multiple States
Part Time Permit Technician - Athens	Athens, MI
Permit Technician	Decatur, GA
Permit Technician	Deerfield Beach, FL
Permit Technician (Part Time) - Schaumburg Area	Itasca, IL
Permit Technician - Canton Area	North Canton, OH
Permit Technician - Elgin	Elgin, IL
Permit Technician - Macon Bibb County	Macon Bibb County, GA
Permit Technician - San Diego area	San Diego, CA
Permit Technician - SF Bay Area	San Francisco, CA
Plan Check Engineer - Palo Alto	Palo Alto, CA
Plans Examiner - Sarasota	Sarasota, FL
Public Works Administrative Assistant	Weston, FL
Rental Inspector - Elgin	Elgin, IL



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2/12/2018

**M17373**  
2018-02-12 12:49:07 CST  
Division of Corporations

19542080845 From: Ranae McGraw

Florida Department of State  
Division of Corporations  
Electronic Filing Cover Sheet

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Fax Number : (850)617-6380

From: Account Name : C T CORPORATION SYSTEM  
Account Number : FCA000000023  
Phone : (614)280-3338  
Fax Number : (954)288-0845

2018 FEB 12 PM 4:11

\*\*Enter the email address for this business entity to be used for future annual report mailings. Enter only one email address please.\*\*

Email Address: \_\_\_\_\_

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18 FEB 12 10:49  
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TALLAHASSEE, FLORIDA

REGISTERED AGENT CHANGE  
CALVIN, GIORDANO & ASSOCIATES, INC.

Certificate of Status	0
Certified Copy	0
Page Count	02
Estimated Charge	\$35.00

Electronic Filing Menu Corporate Filing Menu Help

To: Page 3 of 3

2018-02-12 12:49:01 CST

19542080845 From: Ranae McGraw

**STATEMENT OF CHANGE OF REGISTERED OFFICE OR REGISTERED AGENT OR BOTH FOR CORPORATIONS**

Pursuant to the provisions of sections 607.0502, 617.0502, 607.1508, or 617.1508, Florida Statutes, this statement of change is submitted for a corporation organized under the laws of the State of Florida in order to change its registered office or registered agent, or both, in the State of Florida.

- 1. The name of the corporation: CALVIN, GIORDANO & ASSOCIATES, INC.
- 2. The principal office address: 1800 ELLER DR STE 600  
FORT LAUDERDALE, FL 33316
- 3. The mailing address (if different): \_\_\_\_\_
- 4. Date of incorporation/qualification: 06/27/1985 Document number: M17373
- 5. The name and street address of the current registered agent and registered office on file with the Florida Department of State: (If resigned, enter resigned)

GIORDANO, DENNIS J  
1800 ELLER DR STE 600  
FORT LAUDERDALE, FL 33316

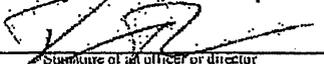
2018 FEB 12 PM 1:11

- 6. The name and street address of the new registered agent (if changed) and /or registered office (if changed):

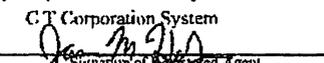
CT Corporation System  
c/o CT Corporation System, 1200 South Pine Island Road  
P.O. Box NOT acceptable  
Plantation, Florida 33324

The street address of its registered office and the street address of the business office of its registered agent, as changed will be identical.

Such change was authorized by resolution duly adopted by its board of directors or by an officer so authorized by the board, or the corporation has been notified in writing of the change.

 Bradley L. Resnick, Vice President and Secretary  
Signature of an officer or director Printed or typed name and title

*I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relative to the proper and complete performance of my duties, and I am familiar with and accept the obligation of my position as registered agent. Or, if this document is being filed merely to reflect a change in the registered office address, I hereby confirm that the corporation has been notified in writing of this change.*

CT Corporation System  
 By:  02/12/2018  
Signature of Registered Agent Date

If signing on behalf of an entity:  
James M. Halpin  
Assistant Secretary  
Typed or Printed Name

\*\*\* FILING FEE: \$35.00 \*\*\*

MAKE CHECKS PAYABLE TO FLORIDA DEPARTMENT OF STATE  
 MAIL TO: DIVISION OF CORPORATIONS, P.O. BOX 6327, TALLAHASSEE, FL 32314  
 CR2E045 (03/12)

10/3/2014 14:03:35 From: To: 8506176380

( 1/4 )

Division of Corporations

**M14000007168**

Florida Department of State  
Division of Corporations  
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H140002327493ABC%

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From: Account Name : C T CORPORATION SYSTEM  
Account Number : FCA000000023  
Phone : (850) 222-1092  
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*File 2nd LLC after withdrawal H14000232744*

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Foreign Limited Liability Company  
SAFEBUILT FLORIDA, LLC

Certificate of Status	0
Certified Copy	0
Page Count	04
Estimated Charge	\$125.00

14 OCT -3 AM 10:47  
DEPARTMENT OF STATE  
DIVISION OF CORPORATIONS  
TALLAHASSEE, FLORIDA

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*C. Lewis  
10-6-14  
10/3/2014*

10/3/2014 14:03:35 From: To: 8506176380

( 2/4 )

FILED  
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**APPLICATION BY FOREIGN LIMITED LIABILITY COMPANY FOR AUTHORIZATION TO  
TRANSACTION BUSINESS IN FLORIDA**

**IN COMPLIANCE WITH SECTION 605.0902, FLORIDA STATUTES, THE FOLLOWING IS SUBMITTED TO REGISTER A  
FOREIGN LIMITED LIABILITY COMPANY TO TRANSACTION BUSINESS IN THE STATE OF FLORIDA:**

1. SAFEbuilt Florida, LLC  
(Name of Foreign Limited Liability Company; must include "Limited Liability Company," "LLC," or "LLC.")

(If name unavailable, enter alternate name adopted for the purpose of transacting business in Florida. The alternate name must include "Limited Liability Company," "LLC," or "LLC.")

2. Delaware 3. na  
(Jurisdiction under the law of which foreign limited liability company is organized) (FEI number, if applicable)

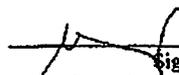
4. upon filing  
(Date first transacted business in Florida, if prior to registration.)  
(See sections 605.0904 & 605.0905, F.S. to determine penalty liability)

5. 3755 Precision Drive, Suite 140  
Loveland, CO 80538  
(Street Address of Principal Office)

6. \* same \*  
(Mailing Address)

7. The name, title or capacity and address of the person(s) who has/have authority to manage is/are:  
SAFEbuilt, LLC, member/manager, 3755 Precision Drive, Suite 140, Loveland, CO 80538

8. Attached is an original certificate of existence, no more than 90 days old, duly authenticated by the official having custody of records in the jurisdiction under the law of which it is organized. (A photocopy is not acceptable. If the certificate is in a foreign language, a translation of the certificate under oath of the translator must be submitted)

  
\_\_\_\_\_  
Signature of an authorized person

(In accordance with section 605.0201, F.S., the execution of this document constitutes an affirmation under the penalties of perjury that the facts stated herein are true. I am aware that any false information submitted in a document to the Department of State constitutes a third degree felony as provided for in s.817.135, F.S.)

Michael C. McCurdie  
\_\_\_\_\_  
Typed or printed name of signee

10/3/2014 14:03:35 From: To: 8506176380

( 3/4 )

FLORIDA  
DIVISION OF CORPORATIONS

14 OCT -3 AM 10:47

**CERTIFICATE OF DESIGNATION OF  
REGISTERED AGENT/REGISTERED OFFICE**

PURSUANT TO THE PROVISIONS OF SECTION 605.0113 or 605.0902 (1)(d), FLORIDA STATUTES, THE UNDERSIGNED LIMITED LIABILITY COMPANY SUBMITS THE FOLLOWING STATEMENT TO DESIGNATE A REGISTERED OFFICE AND REGISTERED AGENT IN THE STATE OF FLORIDA.

1. The name of the Limited Liability Company is:

SAFEbuilt Florida, LLC

If unavailable, the alternate to be used in the state of Florida is:

2. The name and the Florida street address of the registered agent and office are:

CT Corporation System

(Name)

1200 South Pine Island Road

Florida Street Address (P.O. Box NOT ACCEPTABLE)

Plantation

FL 33324

City/State/Zip

*Having been named as registered agent and to accept service of process for the above stated limited liability company at the place designated in this certificate, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent as provided for in Chapter 605, Florida Statutes.*

CT Corporation System

By:

Hiedi M. Lesch  
(Signature)

Hiedi M. Lesch  
Assistant Secretary

\$ 100.00 Filing Fee for Application  
\$ 25.00 Designation of Registered Agent  
\$ 30.00 Certified Copy (optional)  
\$ 5.00 Certificate of Status (optional)

10/3/2014 14:03:35 From: To: 8506176380

( 4/4 )

# Delaware

PAGE 1

*The First State*

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "SAFEBUILD FLORIDA, LLC" IS DULY FORMED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE TWENTY-NINTH DAY OF SEPTEMBER, A.D. 2014.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL REPORTS HAVE BEEN FILED TO DATE.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE BEEN PAID TO DATE.

4502436 8300

141232591

You may verify this certificate online  
at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)



  
Jeffrey W. Bullock, Secretary of State  
AUTHENTICATION: 1737608

DATE: 09-29-14

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**Brad Resnick** · 3rd 

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**Partner**

Aeonic Partners  
Jan 2019 – Present · 1 yr 1 mo  
Greater New York City Area

Investing permanent capital in lower middle market private companies to support organic and acquisitive growth.



**Member Board Of Directors**

Pro-Vigil Surveillance Services  
Feb 2015 – Oct 2018 · 3 yrs 9 mos  
San Antonio, Texas Area

Pro-Vigil, Inc. is an international surveillance company specializing in asset protection (intrusion detection). Pro-Vigil owns and operates the largest mobile surveillance fleet in North America. Verticals include: commercial/industrial construction, residential construction, utility companies (substations/service centers), oil and gas, car/boat/RV dealerships, company vehicle parking, etc.



**Member Board of Directors**

SAFEbuilt  
Oct 2014 – Oct 2018 · 4 yrs 1 mo  
Loveland, CO

SAFEbuilt offers customized full-service building department programs and supplemental services in short- and long-term engagements to public agencies. SAFEbuilt partners with more than 300 communities of all shapes and sizes throughout the country for the efficient delivery of outsourced community development solutions including building department services, community & ...see more

**Member of Board of Directors**

Physicians Pharmacy Alliance  
Jan 2011 – Oct 2018 · 7 yrs 10 mos  
Cary, NC

Physicians Pharmacy Alliance, Inc. ("PPA") is an integrated pharmacy management organization focused on complex patient populations who have high potential for poor outcomes and increased hospitalizations due to challenges in medication management. PPA works directly with Providers and Payors to identify and manage high risk patients using an integrated and collaborati ...see more

**Principal**

The Riverside Company  
Jun 2008 – Oct 2018 · 10 yrs 5 mos  
Greater New York City Area

Founded in 1988, Riverside is one of the leading private equity firms investing in premier companies at the smaller end of the middle market, focusing on industry-leading companies valued

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under \$150 million. Since inception, Riverside has completed over 190 acquisitions in North America, Europe and Asia.

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### Education



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## SAFEbuilt Leadership

Meet the SAFEbuilt leadership team

### Tom Brackett Chief Executive Officer & COO

Tom uses his extensive experience in service organizations to drive the strategic direction for SAFEbuilt. Bringing his unique perspective to this industry, Tom is responsible for ensuring all employees have the tools they need to provide continued exceptional service to our clients and their communities.

### Tom Wilkas Chief Financial Officer

Tom and his team oversee the merger & acquisition, finance, accounting, fleet and return on investment aspects of SAFEbuilt's business. He believes in our core values of integrity, improvement, service, teamwork, and respect, and their positive impact on the communities we serve.

### Matt Royer Chief Commercial Officer

With his experience in the industry and many years with our company, Matt focuses on opportunities that drive the greatest success for SAFEbuilt's clients and employees. Matt and his team are responsible for planning our company's geographic and services growth, and integrating new team members into the SAFEbuilt way.

### Rich Cherry Chief Information Officer

Rich and his team are responsible for providing technology solutions that empower our employees in the field and bring insight into the community development process. Rich believes in the potential for technology to positively impact how we can engage with our communities and each other.

### Gary Amato Chief Administration Officer

Gary is responsible for our people, our compliance and our legal matters. He focuses on making sure we have a world-class workforce and that we are there to support our clients' compliance and legal needs.

### Joe DeRosa Chief Revenue Officer

Joe and his team are responsible for all aspects of revenue growth for SAFEbuilt. Joe is a global sales and marketing executive with experience in industries including SaaS, ProTech, FinServ, Insurance, Telecom, Manufacturing, and Industrial. Most recently he has served as a management consultant with an expertise in creating go-to-market strategies that help accelerate growth. Joe is the author of *The Customer Mindset: Thinking Like Your Customers to Create Remarkable Results*.

Let's connect on how we can support your current goals

SAFEbuilt has been shown to reduce operational costs of local governments by up to 30%. We'll customize a solution to suit your specific needs.

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**Your Partner in Business**

For solutions that are custom fit to your needs.

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**Last Name \***

*Last Name*

**Organization**

*Organization Name*

**Title**

*Title*

**City \***

*City*

**State \***

Alabama

**Phone Number**

*Phone Number*

**Email**

*Email*

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## Corporate Headquarters

**SAFEbuilt**  
3755 Precision Drive  
Suite 140  
Loveland, CO 80538  
**1-866-977-4111**

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<https://safebuilt.com/about/contact>

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### **Southern California**

9320 Chesapeake Drive  
Suite 208  
San Diego, CA 92123  
**858-560-1468**

### **Northern California**

39355 California Street  
Suite 200  
Fremont, CA 94538  
**510-796-3006**

### **Washington**

1621 114th Avenue SE  
Suite 219  
Bellevue, WA 98004  
**425-818-5237**

### **Central Office**

#### **Texas**

832 Sandy Lane  
Fort Worth, TX 76120  
**817-496-9396**

### **Southeast Offices**

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954-921-7781

## Georgia

4005 Nine McFarland Drive  
Suite 150  
Alpharetta, GA 30004  
770-817-0830

## South Carolina

400 E. River St  
Suite B  
Anderson, SC 29625  
843-729-2452

## Midwest Offices

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**248-586-0505**

### **Ohio**

24850 Aurora Road  
Suite A  
Bedford Heights, OH 44146

**440-399-0850**

### **Illinois**

34121 N US Route 45  
#223  
Grayslake, IL 60030

**262-955-3014**

### **Wisconsin**

2108A Silvermail Rd  
#317  
Pewaukee, WI 53072

**262-955-3014**

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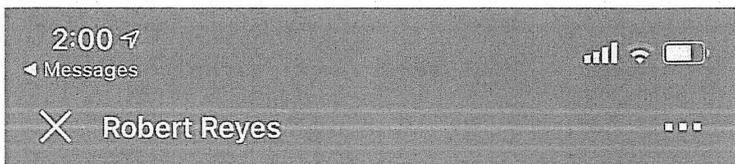
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Today



**Robert Reyes** • 1:59 pm

**Engineering opportunity at Calvin Giordano & Associates**

Hi and Happy 2020!

Calvin Giordano & Associates (a SAFEbuilt company), a leader in the industry is actively searching for Engineering talent to join the team.

After searching your profile, it looks like we may have a great opportunity for you.

I would like to chat for a few minutes to tell you more about what we have going on here and learn about your experience.

What is a good contact number and date/time to reach you?

Thanks,

Robert Reyes  
Talent Acquisition Partner at SAFEbuilt

Would you like to learn more about this opportunity?

No thanks

Yes





**Calvin, Giordano & Associates, Inc.**  
EXCEPTIONAL SOLUTIONS™

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& Highway Design  
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Inspection (CEI)  
Construction Services  
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Electrical Engineering  
Engineering  
Environmental Services  
Facilities Management  
Geographic Information  
Systems (GIS)  
Governmental Services  
Indoor Air Quality  
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Transportation Planning  
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Website Development

2400 SE Veterans  
Memorial Parkway  
Suite 207  
Port St. Lucie, FL 34952  
772.489.9494 phone

[www.cgasolutions.com](http://www.cgasolutions.com)

March 7, 2019

RFP No. 020-19/JO Selection Committee  
c/o John O'Brien, Manager of Purchasing  
City of Vero Beach  
1053 20<sup>th</sup> Place  
Vero Beach, FL 32960

**RE: Planning and Design Charrette for Three City-Owned Properties - RFP  
No. 020-19/JO**

Dear Selection Committee:

Calvin, Giordano & Associates, Inc. (CGA) is pleased to present our response to the above-referenced RFP.

CGA is a multidisciplinary, full-service firm which has been in business in South Florida for more than 80 years. CGA is a subsidiary of SAFEbuilt, a national community development services company. CGA's team—tailor-made to meet, and exceed, the specific needs of this project—includes community planners and designers, trained public engagement facilitators and consensus-builders, engineers, environmental experts, and graphic designers.

With over 370 employees, CGA is able to offer the broad range of services typical of large consulting firms, but with the personalized attention of a smaller company. Our professionals are recognized as creative problem solvers and as nimble, responsive and reliable partners. We have earned a reputation for advancing the art and science of community planning throughout South Florida, successfully helping communities to envision, enhance and develop their own unique sense of place. Our collaborative process, which engages a variety of professional perspectives, reinforces our team's ability to offer you the combination of innovative ideas, quality solutions and technical strength needed to help the City of Vero Beach succeed.

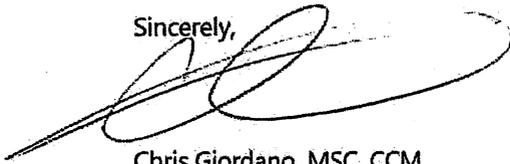
We are confident that our team's skills, track record, and approach, detailed in the attached proposal, are exactly what the City should expect from its consultant team for this important endeavor. At the City's discretion, we stand ready to add our frequent partner, Lambert Advisory to supplement our team in the areas of market and economic analysis, housing analysis, or economic development strategy, if needed.

As evidenced in the accompanying examples of work, our experience and continued involvement with our local government clients over an extended period of time attests to our ability to deliver quality services that result in continuing long-term relationships.

If selected, CGA's Port St. Lucie office located at 2400 SE Veterans Memorial Parkway, Suite 207, Port St. Lucie, FL 34952, will be the responsible office for this contract. I, **Chris Giordano, MSC, CCM, Vice President**, will serve as the **Principal-in-Charge** for the proposed contract, and **Silvia E. Vargas, AICP, LEED AP**, will serve as the **Project Manager**, along with the other members of the team for support.

We look forward to the opportunity to further discuss our ideas and approach with you in person.

Sincerely,



Chris Giordano, MSC, CCM  
Vice President

**Key Contact Information:**

Silvia E. Vargas, AICP, LEED AP  
Project Manager  
[svargas@cgasolutions.com](mailto:svargas@cgasolutions.com)  
T 786.485.5197 | C 305.389.4737