

DIVISION 00 – PROCUREMENT AND CONTRACTING REQUIREMENTS

SECTION 00 41 13

BID FORM

TO:

TOWN OF DEWEY BEACH
105 RODNEY AVENUE
DEWEY BEACH, DELAWARE

NEW DEWEY BEACH TOWN
HALL AND POLICE DEPT.

I have received the construction documents titled New Construction for Dewey Town Hall and Police Department. I have also received Addenda Nos. 1, 2, 3, 4, and have included their provisions in this Proposal. I have examined both the documents and the site and submit the following bid.

In submitting this bid, I agree:

1. To hold my bid open until 60 days after bids are opened.
2. To enter into and execute a Contract, if awarded on the basis of this bid, and to furnish Performance and Labor and Material Payment Bonds in accord with the Supplementary Instructions to AIA Document A701.
3. To accomplish the work in accord with the Contract Documents.
4. To complete the work as certified in writing by the architect within 450 calendar days following receipt of written notice to proceed.

The first phase of construction will take 300 calendar days

The second phase of construction will take 150 calendar days.

GGI Builders, Inc. will construct this project for the lump sum price of:

Thirteen million one hundred nine thousand and seventy six dollars - Dollars (\$ 13,109,076)

The first phase of construction with prevailing wage rate will cost:

Ten million three hundred thirty-one thousand and ninety six dollars - Dollars (\$ 10,331,096)

The second phase of construction with prevailing wage rate will cost:

Two million seven hundred seventy-seven thousand and nine hundred eighty one dollars - Dollars (\$ 2,777,981)

Included within the lump sum price is \$ 130,900.00 for the full payment & performance bond premium in the amount of 100% of the lump sum price stated on this bid form.

I include a copy of my current Delaware Contractor's license, Town of Dewey Contractor License, and other local licenses if applicable, with my bid. Subcontractor's entered into this contract with trades identified by the Delaware Division of Professional Regulation—including but not limited to Electricians, Elevator Mechanics, HVAC, Plumbers, Surveyors, etc.—shall possess professional licenses by the Delaware Division of Professional Regulation.

I include an executed copy of AIA Document A305 "Contractor's Qualification Statement" with my bid.

I include the required Bid Security with my bid.

I include the following DEDUCTIVE ALTERNATES. The Town of Dewey Beach reserves the right to incorporate alternates, in part or in total, it deems to be in its own best interests.

ALTERNATE NO. 1: Omit terrazzo flooring, and substitute with LVT flooring #2.

DEDUCT: \$ (\$36,600.00)

ALTERNATE NO. 2: Omit drywall, furring, acoustical batt insulation for wall types A and B. Embed conduit, power, or other utility within the wall. Finish exposed concrete with primer and paint as specified.

DEDUCT: \$ (\$65,000.00)

ALTERNATE NO. 3: Omit all LVT and Carpet where scheduled, and substitute for sealed and polished concrete.

DEDUCT: \$ (\$28,400.00)

ALTERNATE NO. 4: Substitute standing seam metal roof for fully adhered pvc membrane roof with standing seam profile.

DEDUCT: \$ (\$310,000.00)

ALTERNATE NO. 5: Omit all windows on the third floor. Block and rough-in framing for future window install.

DEDUCT: \$ (\$48,000.00)

ALTERNATE NO. 6: Omit all ceramic tile. Provide rigid vinyl wall protection system up to 48" A.F.F. over painted moisture resistant drywall where scheduled, and provide fully adhered LVT flooring with heat welded seams to prevent moisture intrusion.

DEDUCT: \$ (\$5,690.00)

ALTERNATE NO. 7: Substitute fiberglass doors and frames for hollow metal doors and frames.

DEDUCT: \$ (\$14,000.00)

ALTERNATE NO. 8: Omit elevator # 2. Provide foundation pit, shaft wall at first floor, and floor block outs for second and third for future install. Provide handicap lift to serve between Grade Vestibule to Processing Vestibule with necessary safeguards, calls, and doors.

DEDUCT: \$ (\$205,079.00)

ALTERNATE NO. 9: Omit all ballistic (and fire-rated) exterior glass on first floor and substitute with ballistic and fire-rated glass block with frames and mortar.

DEDUCT: \$ (\$68,584.00)

ALTERNATE NO. 10: The cost to omit prevailing wages from labor for the project from **first phase** of construction.

DEDUCT: \$ (\$515,551.00)

ALTERNATE NO. 11: The cost to omit prevailing wages from labor for the project from **second phase** of construction.

DEDUCT: \$ (\$140,216.00)

ALTERNATE NO. 12: The cost in savings for construction if phasing was eliminated from the project and both phases (1+2) were constructed all at one time under prevailing wage rate.

DEDUCT: \$ (\$25,000.00)

SCHEDULE C- UNIT PRICES BID – CONTINGENT ITEMS

CONTINGENT ITEMS: The following unit prices will be utilized for changes in work from that indicated by the Project Manual, upon authorization of the Engineer.

ITEM NO.	DESCRIPTION	UNIT	ESTIMATED QUANTITY	UNIT PRICE	TOTAL PRICE
C1	Excavation Below Subgrade	-- CY	200	\$10.00	\$2,000.00
C2	Furnish and Place Gravel Bedding	-- CY	100	\$84.05	\$8,405.00
C3	Furnish and Place Special Backfill	-- CY	200	\$33.50	\$6,700.00
C4	Miscellaneous Excavation and Backfill	-- CY	100	\$31.52	\$3,152.00
C5	Furnish and Place Miscellaneous 4,500 psi Concrete	-- CY	100	\$420.24	\$42,024.00
C6	Secure Modified Proctor Tests	-- EA	6	\$209.00	\$1,254.00
C7	Secure Field Density Tests	-- EA	20	\$44.00	\$880.00
C8	Secure Concrete Field Test Cylinders	-- EA	20	\$44.00	\$880.00

SUBCONTRACTORS

Subcontractor's entered into this contract with trades identified by the Delaware Division of Professional Regulation—including but not limited to Electricians, Elevator Mechanics, HVAC, Plumbers, Surveyors, etc.—shall possess professional licenses by the Delaware Division of Professional Regulation. The undersigned BIDDER proposes to use the following named licensed SUBCONTRACTORS:

SITE WORK HCE Site Maintenance

PAVEMENT HCE Site Maintenance

CONCRETE DW Burt

STEEL First State Fabrications

CARPENTRY GGI Builders, Inc.

FRAMING Eastern Shore Building & Drywall

CABINETRY 3D Fabrications & Design

DOORS AND HARDWARE Salisbury Door & Hardware
 WINDOWS Walker & Laberge
 DRYWALL Eastern Shore Building & Drywall
 ACOUSTICAL CEILINGS Eastern Shore Building & Drywall
 FLOORING Floor Max
 ROOFING Tecta America
 HVAC Ralph G Degli Obizzi & Sons
 ELECTRICAL Barnes Electric
 PLUMBING Ralph G Degli Obizzi & Sons
 FIRE PROTECTION Bear Industries

The following Corporation is chartered in the State of Maryland

Linda Beauchamp
 Witness

[Signature]
 Signature
 President
 Title

CORPORATE SEAL

GGI Builders, Inc.
 Firm Name
150 W. Market Street (Suite 200)

Salisbury

January 17, 2025
 Date

Maryland 21801
 Business Address

2011119210
 Delaware Contractor's License #

END OF SECTION


Document A310™ – 2010

Bid Bond

CONTRACTOR:

(Name, legal status and address)

GGI BUILDERS, INC. T/A GILLIS GILKERSON
 150 W. Market Street, Suite 200,
 Riverview Commons
 Salisbury, MD 21801-4933

SURETY:

(Name, legal status and principal place of business)

Liberty Mutual Insurance Company
 175 Berkeley Street

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

OWNER:

(Name, legal status and address)

Town of Dewey Beach
 105 Rodney Ave.
 Dewey Beach, DE 19971

Boston, MA 02116

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

BOND AMOUNT: Ten Percent of the Amount Bid (- - - 10.00% - - -)

PROJECT: IFB #220242- New Town Hall & Police Department

(Name, location or address, and Project number, if any)

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

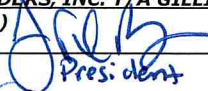
When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 17th day of January, 2025



 (Witness)

GGI BUILDERS, INC. T/A GILLIS GILKERSON
 (Principal) _____ (Seal)

(Title)  President

Liberty Mutual Insurance Company
 (Surety) _____ (Seal)

(Title) Debra Stewart, Attorney-in-fact



 (Witness) Brenda Chapman-Allen, Witness as to Surety



This Power of Attorney limits the acts of those named herein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

Liberty Mutual Insurance Company
The Ohio Casualty Insurance Company
West American Insurance Company

Certificate No: 8207392-974738

POWER OF ATTORNEY

KNOWN ALL PERSONS BY THESE PRESENTS: That The Ohio Casualty Insurance Company is a corporation duly organized under the laws of the State of New Hampshire, that Liberty Mutual Insurance Company is a corporation duly organized under the laws of the State of Massachusetts, and West American Insurance Company is a corporation duly organized under the laws of the State of Indiana (herein collectively called the "Companies"), pursuant to and by authority herein set forth, does hereby name, constitute and appoint, Belinda Ferciot; Debra Stewart; Derek Zambino; Eugene A. Bartoli; George J. Karosa; Janine Krystofosky; Joann Kwiatkowski; Lisa B. Braen; Michael F. Cominsky; Michael Schendel; Reggie Jarvis

all of the city of Wilkes Barre, state of PA each individually if there be more than one named, its true and lawful attorney-in-fact to make, execute, seal, acknowledge and deliver, for and on its behalf as surety and as its act and deed, any and all undertakings, bonds, recognizances and other surety obligations, in pursuance of these presents and shall be as binding upon the Companies as if they have been duly signed by the president and attested by the secretary of the Companies in their own proper persons.

IN WITNESS WHEREOF, this Power of Attorney has been subscribed by an authorized officer or official of the Companies and the corporate seals of the Companies have been affixed thereto this 24th day of February, 2022.



Liberty Mutual Insurance Company
The Ohio Casualty Insurance Company
West American Insurance Company

By: David M. Carey
David M. Carey, Assistant Secretary

State of PENNSYLVANIA ss
County of MONTGOMERY

On this 24th day of February, 2022 before me personally appeared David M. Carey, who acknowledged himself to be the Assistant Secretary of Liberty Mutual Insurance Company, The Ohio Casualty Company, and West American Insurance Company, and that he, as such, being authorized so to do, execute the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

IN WITNESS WHEREOF, I have hereunto subscribed my name and affixed my notarial seal at King of Prussia, Pennsylvania, on the day and year first above written.



Commonwealth of Pennsylvania - Notary Seal
Teresa Pastella, Notary Public
Montgomery County
My commission expires March 28, 2025
Commission number 1126044
Member, Pennsylvania Association of Notaries

By: Teresa Pastella
Teresa Pastella, Notary Public

This Power of Attorney is made and executed pursuant to and by authority of the following By-laws and Authorizations of The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company which resolutions are now in full force and effect reading as follows:

ARTICLE IV - OFFICERS: Section 12. Power of Attorney.

Any officer or other official of the Corporation authorized for that purpose in writing by the Chairman or the President, and subject to such limitation as the Chairman or the President may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Corporation to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact, subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Corporation by their signature and execution of any such instruments and to attach thereto the seal of the Corporation. When so executed, such instruments shall be as binding as if signed by the President and attested to by the Secretary. Any power or authority granted to any representative or attorney-in-fact under the provisions of this article may be revoked at any time by the Board, the Chairman, the President or by the officer or officers granting such power or authority.

ARTICLE XIII - Execution of Contracts: Section 5. Surety Bonds and Undertakings.

Any officer of the Company authorized for that purpose in writing by the chairman or the president, and subject to such limitations as the chairman or the president may prescribe, shall appoint such attorneys-in-fact, as may be necessary to act in behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations. Such attorneys-in-fact subject to the limitations set forth in their respective powers of attorney, shall have full power to bind the Company by their signature and execution of any such instruments and to attach thereto the seal of the Company. When so executed such instruments shall be as binding as if signed by the president and attested by the secretary.

Certificate of Designation - The President of the Company, acting pursuant to the Bylaws of the Company, authorizes David M. Carey, Assistant Secretary to appoint such attorneys-in-fact as may be necessary to act on behalf of the Company to make, execute, seal, acknowledge and deliver as surety any and all undertakings, bonds, recognizances and other surety obligations.

Authorization - By unanimous consent of the Company's Board of Directors, the Company consents that facsimile or mechanically reproduced signature of any assistant secretary of the Company, wherever appearing upon a certified copy of any power of attorney issued by the Company in connection with surety bonds, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

I, Renee C. Llewellyn, the undersigned, Assistant Secretary, The Ohio Casualty Insurance Company, Liberty Mutual Insurance Company, and West American Insurance Company do hereby certify that the original power of attorney of which the foregoing is a full, true and correct copy of the Power of Attorney executed by said Companies, is in full force and effect and has not been revoked.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seals of said Companies this 17th day of January, 2025.



By: Renee C. Llewellyn
Renee C. Llewellyn, Assistant Secretary

Not valid for mortgage, note, loan, letter of credit, currency rate, interest rate or residual value guarantees.

For bond and/or Power of Attorney (POA) verification inquiries, please call 610-832-8240 or email HOSUR@libertymutual.com.

STATE OF DELAWARE

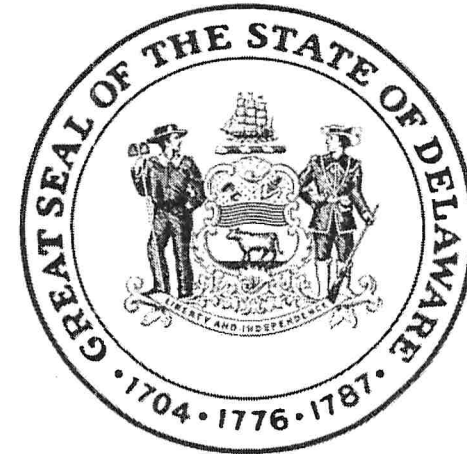
Department of Finance Division of Revenue

ACTIVE BUSINESS LICENSE
201119210

01/01/2024 - 12/31/2026

GGI BUILDERS INC
GILLIS GILKERSON
PO BOX 282
SALISBURY MD 21803-0282

GILLIS GILKERSON
GILLIS GILKERSON
150 W MARKET ST STE 200
SALISBURY, MD 21801-5140



2026

NON-RESIDENT CONTRACTOR

ISSUED: 12/16/2023
FEE PAID: \$225.00

Is hereby licensed to practice, conduct, or engage in the occupation or business activity indicated above in accordance with the license application duly filed pursuant to Title 30, Delaware Code.

POST CONSPICUOUSLY - NOT TRANSFERABLE



AIA® Document A305® – 2020

Contractor's Qualification Statement

THE PARTIES SHOULD EXECUTE A SEPARATE CONFIDENTIALITY AGREEMENT IF THEY INTEND FOR ANY OF THE INFORMATION IN THIS A305-2020 TO BE HELD CONFIDENTIAL.

SUBMITTED BY:

(Organization name and address.)

GGI Builders, Inc. T/A
Gillis Gilkerson
150 W. Market Street, Suite 200
Salisbury, MD 21801

SUBMITTED TO:

(Organization name and address.)

Town of Dewey Beach
105 Rodney Ave.
Dewey Beach, DE 19971

ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

TYPE OF WORK TYPICALLY PERFORMED

(Indicate the type of work your organization typically performs, such as general contracting, construction manager as constructor services, HVAC contracting, electrical contracting, plumbing contracting, or other.)

General Contracting & Construction Manager as Contractor Services

THIS CONTRACTOR'S QUALIFICATION STATEMENT INCLUDES THE FOLLOWING:

(Check all that apply.)

- Exhibit A – General Information
- Exhibit B – Financial and Performance Information
- Exhibit C – Project-Specific Information
- Exhibit D – Past Project Experience
- Exhibit E – Past Project Experience (Continued)

CONTRACTOR CERTIFICATION

The undersigned certifies under oath that the information provided in this Contractor's Qualification Statement is true and sufficiently complete so as not to be misleading.



Organization's Authorized Representative
Signature

January 17, 2025
Date

Tyler Barnes, President
Printed Name and Title

NOTARY

State of: Maryland

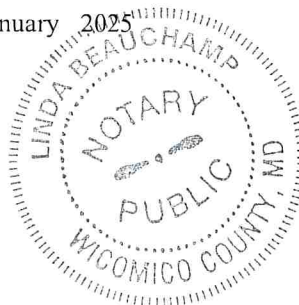
County of: Wicomico

Signed and sworn to before me this 17th day of January 2025



Notary Signature

My commission expires: 10/28/2028



Additions and Deletions Report for **AIA® Document A305® – 2020**

This Additions and Deletions Report, as defined on page 1 of the associated document, reproduces below all text the author has added to the standard form AIA document in order to complete it, as well as any text the author may have added to or deleted from the original AIA text. Added text is shown underlined. Deleted text is indicated with a horizontal line through the original AIA text.

Note: This Additions and Deletions Report is provided for information purposes only and is not incorporated into or constitute any part of the associated AIA document. This Additions and Deletions Report and its associated document were generated simultaneously by AIA software at 14:24:55 ET on 01/14/2025.

PAGE 1

<u>GGI Builders, Inc. T/A</u>	<u>Town of Dewey Beach</u>
<u>Gillis Gilkerson</u>	<u>105 Rodney Ave.</u>
<u>150 W. Market Street, Suite 200</u>	<u>Dewey Beach, DE 19971</u>
<u>Salisbury, MD 21801</u>	

...

General Contracting & Construction Manager as Contractor Services

...

- Exhibit A – General Information
- Exhibit B – Financial and Performance Information
- Exhibit C – Project-Specific Information
- Exhibit D – Past Project Experience
- Exhibit E – Past Project Experience (Continued)

...

January 17, 2025

...

Tyler Barnes, President

...

State of: Maryland

County of: Wicomico

Signed and sworn to before me this 17th day of January 2025

...

My commission expires: 10/28/2028



AIA® Document A305® – 2020 Exhibit A

General Information

This Exhibit is part of the Contractor’s Qualification Statement, submitted by GGI Builders, Inc. and dated the Seventeenth day of January in the year Two thousand twenty five

(In words, indicate day, month and year.)

§ A.1 ORGANIZATION

§ A.1.1 Name and Location

§ A.1.1.1 Identify the full legal name of your organization.

GGI Builders, Inc. T/A Gillis Gilkerson

§ A.1.1.2 List all other names under which your organization currently does business and, for each name, identify jurisdictions in which it is registered to do business under that trade name.

GGI Builders, Inc. T/A Gillis Gilkerson registered to perform work in Maryland, Delaware, and Virginia.

§ A.1.1.3 List all prior names under which your organization has operated and, for each name, indicate the date range and jurisdiction in which it was used.

GGI Builders, Inc.
Gillis Gilkerson

§ A.1.1.4 Identify the address of your organization’s principal place of business and list all office locations out of which your organization conducts business. If your organization has multiple offices, you may attach an exhibit or refer to a website.

150 W. Market Street, Suite 200, Salisbury, MD 21801

§ A.1.2 Legal Status

§ A.1.2.1 Identify the legal status under which your organization does business, such as sole proprietorship, partnership, corporation, limited liability corporation, joint venture, or other.

Corporation

.1 If your organization is a corporation, identify the state in which it is incorporated, the date of incorporation, and its four highest-ranking corporate officers and their titles, as applicable.

Maryland

.2 If your organization is a partnership, identify its partners and its date of organization.

N/A

.3 If your organization is individually owned, identify its owner and date of organization.

ADDITIONS AND DELETIONS:

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N/A

- 4 If the form of your organization is other than those listed above, describe it and identify its individual leaders:

N/A

§ A.1.2.2 Does your organization own, in whole or in part, any other construction-related businesses? If so, identify and describe those businesses and specify percentage of ownership.

N/A

§ A.1.3 Other Information

§ A.1.3.1 How many years has your organization been in business?

Forty (40)

§ A.1.3.2 How many full-time employees work for your organization?

Forty two (42)

§ A.1.3.3 List your North American Industry Classification System (NAICS) codes and titles. Specify which is your primary NAICS code.

Primary NAICS Code: 236220 Commercial and Industrial Building Construction, 236116 New Multi-Family Housing Construction, 2362 Non-Residential Building Construction, 236210 Industrial Building Construction

§ A.1.3.4 Indicate whether your organization is certified as a governmentally recognized special business class, such as a minority business enterprise, woman business enterprise, service disabled veteran owned small business, woman owned small business, small business in a HUBZone, or a small disadvantaged business in the 8(a) Business Development Program. For each, identify the certifying authority and indicate jurisdictions to which such certification applies.

N/A

§ A.2 EXPERIENCE

§ A.2.1 Complete Exhibit D to describe up to four projects, either completed or in progress, that are representative of your organization's experience and capabilities.

§ A.2.2 State your organization's total dollar value of work currently under contract.

\$40,000,000.00

§ A.2.3 Of the amount stated in Section A.2.2, state the dollar value of work that remains to be completed:

\$25,000,000.00

§ A.2.4 State your organization's average annual dollar value of construction work performed during the last five years.

\$40,000,000.00

§ A.3 CAPABILITIES

§ A.3.1 List the categories of work that your organization typically self-performs.

Carpentry, Cast-in-Place-Concrete, On Site Supervision and Project Management

§ A.3.2 Identify qualities, accreditations, services, skills, or personnel that you believe differentiate your organization from others.

We have been a sustainable business with the same leadership for 40 years, surviving several economic downturns all while maintaining quality, on time and in budget construction projects

§ A.3.3 Does your organization provide design collaboration or pre-construction services? If so, describe those services.

We do offer pre-construction services including estimating, constructability review, and scheduling

§ A.3.4 Does your organization use building information modeling (BIM)? If so, describe how your organization uses BIM and identify BIM software that your organization regularly uses.

Yes, we use CMiC ERP Software which allows us to have all project and company data accessed in one place, ensuring that everyone in our organization is working on the most up-to-date documents and insights. Because all information is complete and accurate, we're able to keep multiple projects running smoothly in budget, and on time, while better controlling costs.

§ A.3.5 Does your organization use a project management information system? If so, identify that system.

See above

§ A.4 REFERENCES

§ A.4.1 Identify three client references:

(Insert name, organization, and contact information)

Brad Mouly (Jersey Mike's) (410) 924-1973 mouly@jmdelmar.com
Mark Baker (Baker Petroleum) (302) 542-5913 mark@wilsonbaker.com
Bobby Pancake (Buffalo Wild Wings/Liquor Store) (302) 540-3311 bobby@h5h.

§ A.4.2 Identify three architect references:

(Insert name, organization, and contact information)

Becker Morgan Group, Inc. 312 W. Main St. #300. Salisbury, MD 21801, (410) 546-9100
Davis, Bowen & Friedel, Inc. 601 E. Main St. #100 Salisbury, MD 21801, (410) 543-9091
George, Miles & Buhr, LLC 206 W. Main St. Salisbury, MD 21801 (410) 742-3115

§ A.4.3 Identify one bank reference:

(Insert name, organization, and contact information)

Hebron Savings Bank, 415 E. Carroll Street, Salisbury, MD 21804 (410) 742-

§ A.4.4 Identify three subcontractor or other trade references:

(Insert name, organization, and contact information)

Tapman's Refrigeration, Inc. 2231 Northwood Drive, Salisbury, MD 21801 (410) 742-9570
Tomey Electric, Inc. 5430 Hadley Road, Cambridge, MD 21613 (410) 376-3667
Eastern Shore Building & Drywall P.O. Box 663, Crisfield, MD 21817 (410) 968-3686



AIA® Document A305® – 2020 Exhibit B

Financial and Performance Information

This Exhibit is part of the Contractor’s Qualification Statement, submitted by GGI Builders, Inc. and dated the Seventeenth day of January in the year Two thousand twenty five

(In words, indicate day, month and year.)

§ B.1 FINANCIAL

§ B.1.1 Federal tax identification number:

27-2986040

§ B.1.2 Attach financial statements for the last three years prepared in accordance with Generally Accepted Accounting Principles, including your organization’s latest balance sheet and income statement. Also, indicate the name and contact information of the firm that prepared each financial statement.

§ B.1.3 Has your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management, been the subject of any bankruptcy proceeding within the last ten years?

No

§ B.1.4 Identify your organization’s preferred credit rating agency and identification information.

(Identify rating agency, such as Dun and Bradstreet or Equifax, and insert your organization’s identification number or other method of searching your organization’s credit rating with such agency.)

Dunn & Bradstreet #945706757

§ B.2 DISPUTES AND DISCIPLINARY ACTIONS

§ B.2.1 Are there any pending or outstanding judgments, arbitration proceedings, bond claims, or lawsuits against your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management, or any of the individuals listed in Exhibit A, Section 1.2, in which the amount in dispute is more than \$75,000?

(If the answer is yes, provide an explanation.)

No

§ B.2.2 In the last five years has your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management:

(If the answer to any of the questions below is yes, provide an explanation.)

.1 failed to complete work awarded to it?

No

.2 been terminated for any reason except for an owners’ convenience?

ADDITIONS AND DELETIONS:

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This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

No

- .3 had any judgments, settlements, or awards pertaining to a construction project in which your organization was responsible for more than \$75,000?

No

- .4 filed any lawsuits or requested arbitration regarding a construction project?

No

§ B.2.3 In the last five years, has your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management; or any of the individuals listed in Exhibit A Section 1.2:

(If the answer to any of the questions below is yes, provide an explanation.)

- .1 been convicted of, or indicted for, a business-related crime?

No

- .2 had any business or professional license subjected to disciplinary action?

No

- .3 been penalized or fined by a state or federal environmental agency?

Due to subcontractor negligence

 **AIA® Document A305® – 2020 Exhibit C****Project Specific Information**

This Exhibit is part of the Contractor's Qualification Statement, submitted by GGI Builders, Inc. and dated the Seventeenth day of January in the year Two thousand twenty five

(In words, indicate day, month and year.)

PROJECT:

(Name and location or address.)

New Dewey Beach Town Hall & Police Dept.
Town of Dewey Beach
105 Rodney Ave
Dewey Beach, DE 19971

CONTRACTOR'S PROJECT OFFICE:

(Identify the office out of which the contractor proposes to perform the work for the Project.)

150 W. Market Street, Suite 200
Salisbury, MD 21801

TYPE OF WORK SOUGHT

(Indicate the type of work you are seeking for this Project, such as general contracting, construction manager as constructor, design-build, HVAC subcontracting, electrical subcontracting, plumbing subcontracting, etc.)

General Contracting

CONFLICT OF INTEREST

Describe any conflict of interest your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management, or any of the individuals listed in Exhibit A Section 1.2, may have regarding this Project.

N/A

§ C.1 PERFORMANCE OF THE WORK**§ C.1.1** When was the Contractor's Project Office established?

August 1, 1983

§ C.1.2 How many full-time field and office staff are respectively employed at the Contractor's Project Office?

Forty two (42)

§ C.1.3 List the business license and contractor license or registration numbers for the Contractor's Project Office that pertain to the Project.

Maryland Business License 22170706

ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

§ C.1.4 Identify key personnel from your organization who will be meaningfully involved with work on this Project and indicate (1) their position on the Project team, (2) their office location, (3) their expertise and experience, and (4) projects similar to the Project on which they have worked.

Tyler Barnes, President
150 W. Market Street, Suite 200
Salisbury, MD 21801
Ocean City Beach Patrol Building, Ocean City Fire Dept. Station No. 4

§ C.1.5 Identify portions of work that you intend to self-perform on this Project.

See bid form. Note: None at this time

§ C.1.6 To the extent known, list the subcontractors you intend to use for major portions of work on the Project.

Please see bid form

§ C.2 EXPERIENCE RELATED TO THE PROJECT

§ C.2.1 Complete Exhibit D to describe up to four projects performed by the Contractor's Project Office, either completed or in progress, that are relevant to this Project, such as projects in a similar geographic area or of similar project type. If you have already completed Exhibit D, but want to provide further examples of projects that are relevant to this Project, you may complete Exhibit E.

§ C.2.2 State the total dollar value of work currently under contract at the Contractor's Project Office:

\$40,000,000.00

§ C.2.3 Of the amount stated in Section C.2.2, state the dollar value of work that remains to be completed:

\$25,000,000.00

§ C.2.4 State the average annual dollar value of construction work performed by the Contractor's Project Office during the last five years.

\$40,000,000.00

§ C.2.5 List the total number of projects the Contractor's Project Office has completed in the last five years and state the dollar value of the largest contract the Contractor's Project Office has completed during that time.

302 \$17,282,000.00

§ C.3 SAFETY PROGRAM AND RECORD

§ C.3.1 Does the Contractor's Project Office have a written safety program?

Yes

§ C.3.2 List all safety-related citations and penalties the Contractor's Project Office has received in the last three years.

1910.0157 E03 Penalty \$0.00

§ C.3.3 Attach the Contractor's Project Office's OSHA 300a Summary of Work-Related Injuries and Illnesses form for the last three years.

§ C.3.4 Attach a copy of your insurance agent's verification letter for your organization's current workers' compensation experience modification rate and rates for the last three years.

§ C.4 INSURANCE

§ C.4.1 Attach current certificates of insurance for your commercial general liability policy, umbrella insurance policy, and professional liability insurance policy, if any. Identify deductibles or self-insured retentions for your commercial general liability policy.

§ C.4.2 If requested, will your organization be able to provide property insurance for the Project written on a builder's risk "all-risks" completed value or equivalent policy form and sufficient to cover the total value of the entire Project on a replacement cost basis?

No, we have excluded it on the bid form. We would have to provide it in an additional cost.

§ C.4.3 Does your commercial general liability policy contain any exclusions or restrictions of coverage that are prohibited in AIA Document A101-2017, Exhibit A, Insurance A.3.2.2.2? If so, identify.

No, however, all insurance will be reviewed before the start of the project and we will discuss all additional costs for additional insurances.

§ C.5 SURETY

§ C.5.1 If requested, will your organization be able to provide a performance and payment bond for this Project?

Yes

§ C.5.2 Surety company name:

Assured Partners Surety

§ C.5.3 Surety agent name and contact information:

Michael Schendel (301) 725-1855 ext. 205

§ C.5.4 Total bonding capacity:

See letter

§ C.5.5 Available bonding capacity as of the date of this qualification statement:

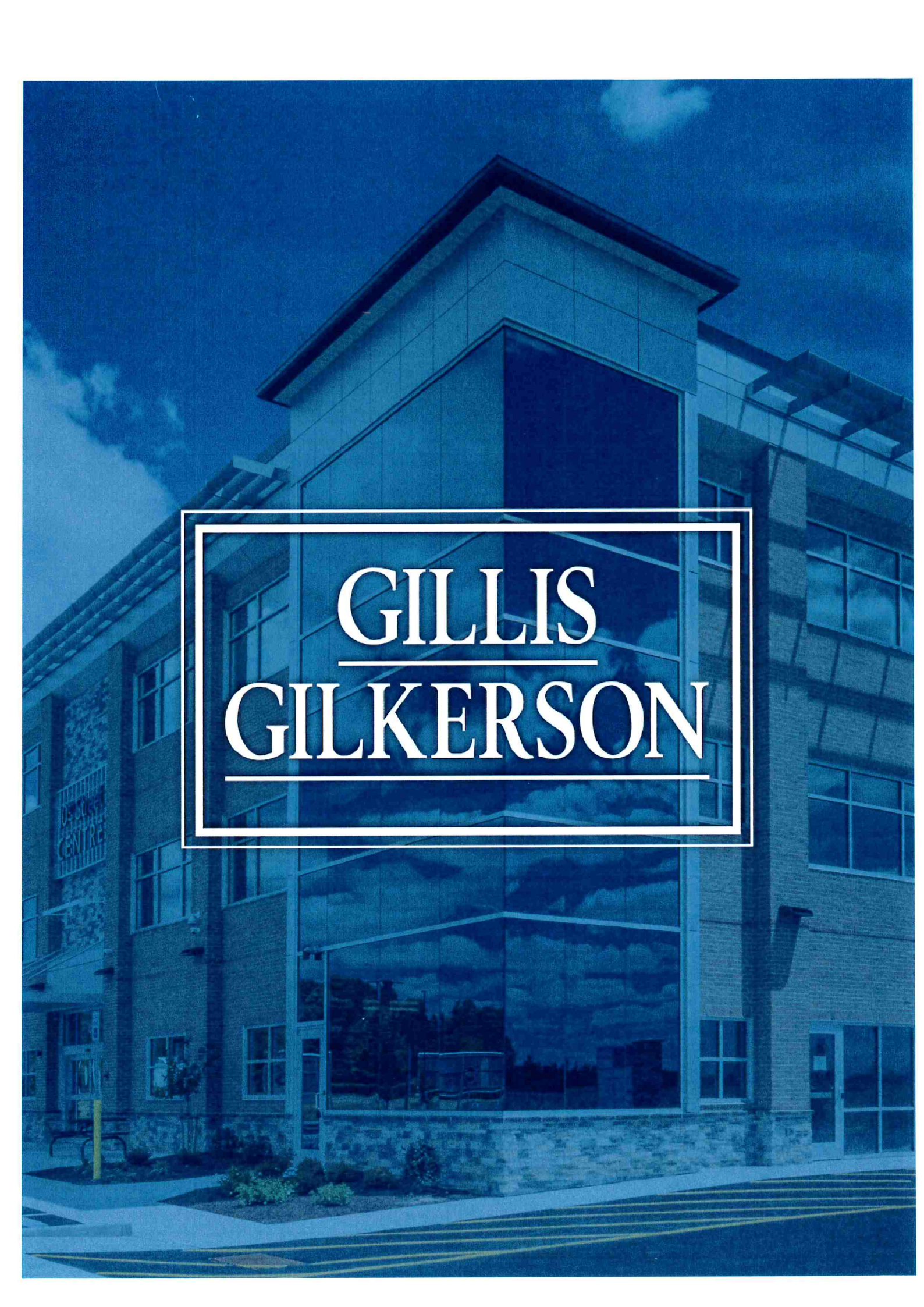
See letter



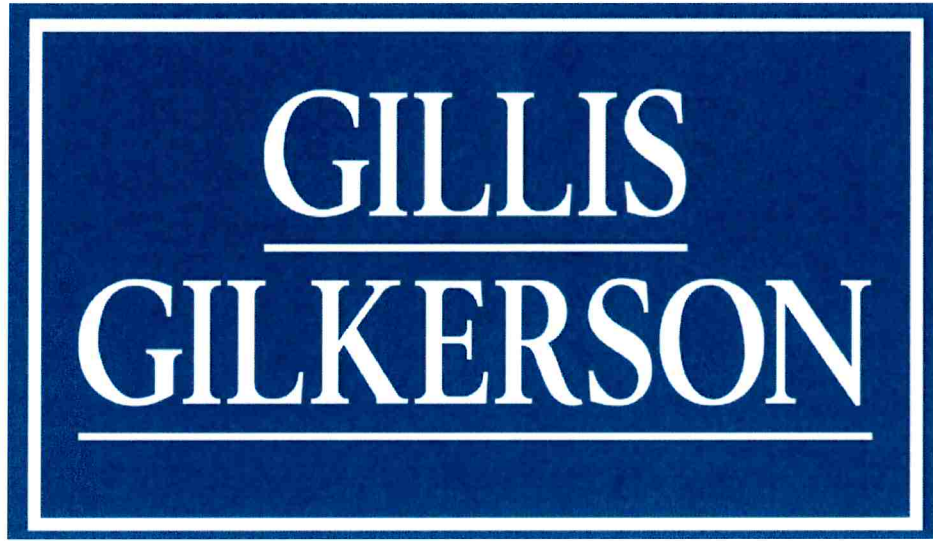
AIA® Document A305® – 2020 Exhibit D

Contractor's Past Project Experience

	1	2	3	4
PROJECT NAME	Choptank Community Health System	Richard A. Henson Cancer Institute	Achievement Park	Milford Medical Center
PROJECT LOCATION	808 South Fifth Avenue Denton, MD 21629	11105 Cathage Road, Berlin, MD 21811	500 Cadmus Lane, Easton, MD 21601	100 Silicato Parkway Milford, DE 19963
PROJECT TYPE	New Construction of new single story 20,797 SF medical building, exam rooms, administrative offices, work-up and sterilization rooms.	New Construction of a single story 20,000 SF medical facility	Multi-faceted 75,000 SF re-purposed medical facility	New Construction of a three story 20,000 SF medical office building
OWNER	Choptank Community Health System, Gary Long - (410) 479-4306 GLong@choptankhealth.org	Tidal Health Thomas Anderson (443) 831-6044 THOMAS.ANDSON@peninsula.org	Achievement Park, LLC Palmer Gillis (410) 749-4821 pgillis@GGIBuilds.com	Silicato Development Dennis Silicato (302) 422-3350 Dennis@silicatodevelopment.com
ARCHITECT	George, Miles & Buhr, LLC Lauren Wandell (410) 742-3115 lwendel@gmbnet.com	Becker Morgan Group Jason Pearce (410) 546-9100 jpearce@beckermorgan.com	Fisher Architecture Heather Morrison (410) 742-0238 hmorrison@fisherarchitecture.com	DBF Mike Wheedleton (302) 424-1441 mwh@dbfinc.com
CONTRACTOR'S PROJECT EXECUTIVE	Dwight H. Miller, President Project Exec. dmiller@ggibuilds.com	Dwight H. Miller, President Project Exec. dmiller@ggibuilds.com	Dwight H. Miller, President Project Exec. dmiller@ggibuilds.com	Dwight H. Miller, President Project Exec. dmiller@ggibuilds.com
KEY PERSONNEL (include titles)	Mike Truitt, PM mtruitt@ggibuilds.com (410) 251-9265	Mike Truitt, PM mtruitt@ggibuilds.com (410) 251-9265	Mike Truitt, PM mtruitt@ggibuilds.com (410) 251-9265	Mike Truitt, PM mtruitt@ggibuilds.com (410) 251-9265
PROJECT DETAILS	Contract Amount \$5,752,410.23 Completion Date September 2020 % Self-Performed Work 14%	Contract Amount \$2,260,855 Completion Date August 2017 % Self-Performed Work 18%	Contract Amount \$4,970,305 Completion Date March 2016 % Self-Performed Work 22%	Contract Amount \$5,194,827.51 Completion Date April 2020 % Self-Performed Work 14%
PROJECT DELIVERY METHOD	<input type="checkbox"/> Design-bid-build <input type="checkbox"/> Design-build <input checked="" type="checkbox"/> CM constructor <input type="checkbox"/> CM advisor <input type="checkbox"/> Other:	<input type="checkbox"/> Design-bid-build <input type="checkbox"/> Design-build <input checked="" type="checkbox"/> CM constructor <input type="checkbox"/> CM advisor <input type="checkbox"/> Other:	<input type="checkbox"/> Design-bid-build <input type="checkbox"/> Design-build <input checked="" type="checkbox"/> CM constructor <input type="checkbox"/> CM advisor <input type="checkbox"/> Other:	<input type="checkbox"/> Design-bid-build <input type="checkbox"/> Design-build <input checked="" type="checkbox"/> CM constructor <input type="checkbox"/> CM advisor <input type="checkbox"/> Other:
SUSTAINABILITY CERTIFICATIONS	N/A	N/A	N/A	N/A



GILLIS
GILKERSON

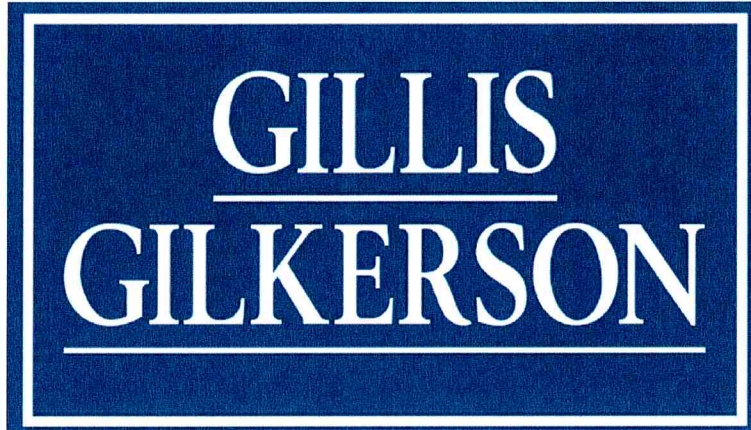


STATEMENT OF QUALIFICATIONS

TOWN OF DEWEY BEACH
DELAWARE

TOWN HALL, POLICE DEPARTMENT & EMS QUARTERS





SUBMITTED TO:

TOWN OF DEWEY BEACH

105 RODNEY AVENUE

DEWEY BEACH, DE 19971

JANUARY 17, 2025 @ 2:00 P.M.

GGI BUILDERS, INC. T/A GILLIS GILKERSON

GENERAL CONTRACTORS | CONSTRUCTION MANAGEMENT

150 WEST MARKET STREET, SUITE 200

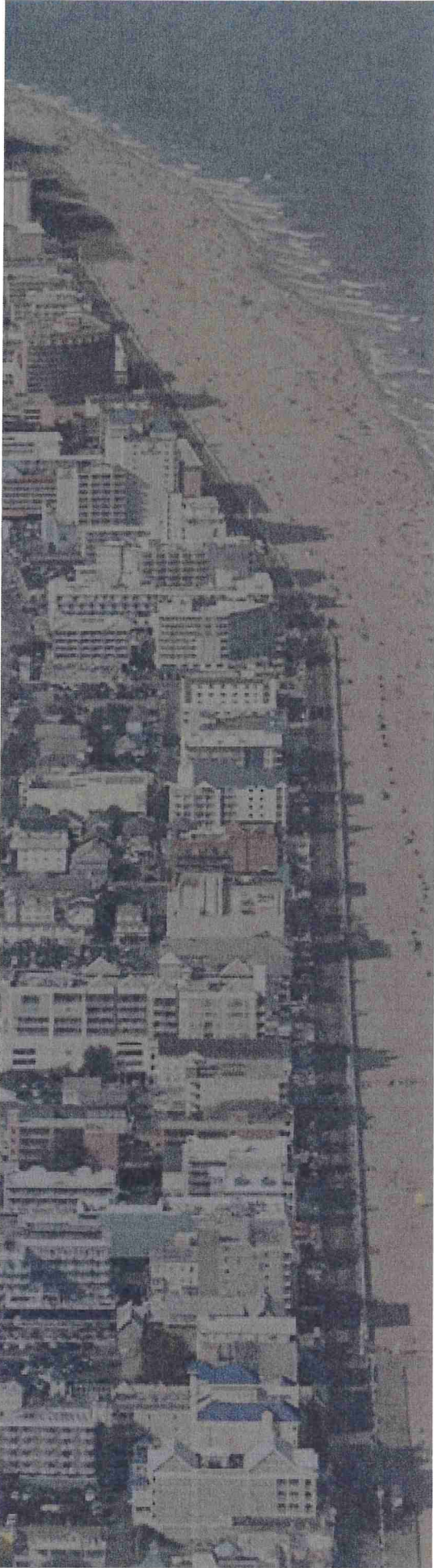
SALISBURY, MARYLAND 21801

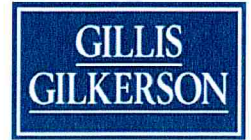
410-749-4821(O) | 410-749-7934 (F)



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COVER LETTER

TOWN OF DEWEY BEACH
105 RODNEY AVENUE
DEWEY BEACH, DE 19971

Town of Dewey Beach Mayor and Commissioners,

It is with great pleasure that Gillis Gilkerson submits the following Statement of Qualifications (SOQ) for General Contracting and Construction Management services in reference to the new three story + / - 25,635 sq ft Town Hall, Police Department and EMS Quarters in Dewey Beach, Delaware.

The new building shall contain reception and waiting areas, administrative offices, work areas, dispatch, interview rooms, processing and holding cells, evidence room, armory, locker rooms, court and judge office, multipurpose room, conference rooms, EMS quarters, bunk rooms, and associated facilities, to be located in a FEMA Flood Zone AE with a base flood elevation of 5 feet, with additional 3 feet of freeboard above BFE. The work will be divided into two phases, and is required to ensure continuous and uninterrupted functionality of the police department, and safe and secure access for Town Hall staff and visitors.

As a Delmarva-based construction firm entering its fifth decade in business, we offer not only field-specific expertise, but also extensive regional knowledge and a deep understanding of coastal construction. Our team is comprised of highly qualified professionals with diverse, adept skill sets and an unmatched commitment to community satisfaction. Our local approach and vested interest in the successful completion of the Town of Dewey Beach's new Town Hall, Police Department and EMS Quarters will ensure the finest level of workmanship and dedication at all levels.

Throughout the years, it has been our pleasure to witness, and at times, play a key role in Sussex County's resort area's growth and development. Our team takes great pride in participating in municipal and public safety projects that become landmarks in our community for years to come. Based on our portfolio of successfully completed work, we strongly feel that our organization would be the optimal choice for the services detailed herein.

Please do not hesitate to contact us with any questions or concerns. We look forward to the creation of a mutually beneficial business and community relationship.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tyler Barnes', with a stylized flourish at the end.

TYLER BARNES

PRESIDENT

GILLIS GILKERSON

FIRM INTRODUCTION

A vertical photograph of a brick building facade with large windows, showing architectural details like a decorative cornice and a vertical stone pilaster.

FIRM INTRODUCTION

LEADERSHIP & CONTACT

FIRM NAME

GGI Builders, Inc. T/A Gillis Gilkerson

PRINCIPAL OFFICE

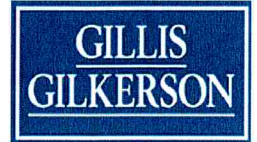
Riverview Commons
150 West Market Street, Suite 200
Salisbury, Maryland 21801

YEAR FOUNDED

Continuous Operation Since 1983

PRIMARY CONTACT

Tyler Barnes
President, Gillis Gilkerson
TBarnes@GGIBuilds.com
O: 410.749.4821 | F: 410-749.7934 | C: 443.523.5847
www.GGIBuilds.com



FIRM INTRODUCTION

HISTORY OF FIRM

Gillis Gilkerson was founded by Palmer Gillis in August of 1983. Since inception, the company has grown to become one of the largest and most trusted general construction and management firms on the Delmarva Peninsula. We have compiled an extensive portfolio filled with projects varying in size, location and complexity. From medical complexes, hospitality structures, commercial offices, churches and schools to manufacturing facilities, and municipal buildings, Gillis Gilkerson has had its hands on almost all project types offered throughout the Eastern Shore.

Gillis Gilkerson is headquartered in Downtown Salisbury, Maryland, a central location allowing for service of the complete Delmarva Peninsula. For more than forty years, the company has taken pride in its longstanding reputation for maintaining cooperative and successful community relationships; namely those with local architectural and industry-based firms.

Over the years, Gillis Gilkerson has been involved with numerous public projects funded at both the state and governmental levels. The company's team approach allows for consistent, high-quality delivery and complete client satisfaction. The firm's overall dedication to quality and awareness of budget and scheduling constraints can be credited with its growth, as it has led to a high number of repeat customers. We offer experienced construction managers, and a team of seasoned field workers, allowing us to self-perform as needed, or supplement work subcontracted to local trade professionals. We have a universal commitment to assuring top quality and performance, by whatever means necessary.

Due to the attention Gillis Gilkerson consistently devotes to each project's details and scheduling, the firm has developed a reputation that is centered around quality workmanship, reliability, and professionalism. In the event that Gillis Gilkerson is chosen as the general contractor for the Town of Dewey Beach's Town Hall, Police Department and EMS Quarters, our team will bring decades of experience in similar work to the table. We will lean on this experience to complete construction on time and within the allotted budget. As we develop an overall schedule, we will identify important milestone dates aimed to keep the project squarely focused on final delivery. As a firm, Gillis Gilkerson offers extreme focus, unwavering dedication, and complete confidence in our ability to not just fulfill, but exceed the project's expectations and requirements.

Along with our long list of qualifications and accreditations, Gillis Gilkerson also brings a *vested interest in this project's success.*

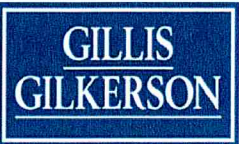
Our *dedication* to the highest level of construction services will go *unmatched.*

Gillis Gilkerson and affiliates *offers extreme focus and unwavering dedication.* We offer complete confidence in our ability to not just fulfill, but exceed this project and the communities expectations and requirements.

2,000 Projects Completed | Over **20,000,000** Square Feet Constructed | **70%** Repeat Business

GILLIS GILKERSON

FIRM CAPABILITY



FIRM CAPABILITY

MEET THE TEAM

Gillis Gilkerson currently employs over 40 of the area's most qualified construction personnel with positions ranging from management to support. Our team of office and field operations staff is dedicated to providing the best possible construction product, for each and every client. In addition to other carpenters, field laborers and equipment operators, Gillis Gilkerson's workforce consists of:

OFFICE STAFF

TYLER BARNES President	DAVID ERICKSON Project Manager	BRAD GILLIS Principal
KEVIN DORMAN Chief Financial Officer	RICH HERTZOG Project Manager	JOEY GILKERSON Principal
MATT ESHAM Vice President of Operations	KEVIN REEDER Senior Estimator	CHRIS GILKERSON Principal
DWIGHT MILLER Precon & Bus. Development	DANIEL ASH Estimator	KATHY SHUBERT Development Associate
DON MURRAY Project Manager	EVA SEICHEPINE Human Resources & Accounting	DARIA KIRIENKO Financial Analyst
MIKE TRUITT Project Manager	LINDA BEAUCHAMP Office Manager	MIKE SULLIVAN General Counsel
ROBIN STEININGER Project Manager	JAMIE HEATER Director of Marketing	DANNY MUNOZ Facilities Manager
GREG ENNIS Project Manager	CRYSTAL WHITE Property Operations Manager	

FIELD OPERATIONS

WAYNE PORTER Operations Manager	DALE REINHOLD Superintendent	KELLY D'ARMI Superintendent
CHRIS DEINLEIN Superintendent	GREG FITZPATRICK Superintendent	JAMIE HEATH Superintendent
ROBERT MEILHAMMER Superintendent	BRIAN MASON Superintendent	CHRIS POWELL Superintendent
BRUCE WEST Superintendent	JIM MORRIS Superintendent	NATE HEARN Asst. Superintendent
IVAN JACKSON Superintendent	BRIAN REVEL Superintendent	CHARLIE POTTS Asst. Superintendent
CHARLES MORRIS Superintendent	BOB OAKES Superintendent	JOHN WILLIAMSON Asst. Superintendent

TYLER BARNES

PRESIDENT

Tyler Barnes began his construction career with Gillis Gilkerson in 2002. Upon graduation from University of Maryland Eastern Shore with a degree in construction management in 2010, Barnes worked for Bozzuto in Washington DC, gaining experience on a variety of complex, urban/infill and mixed-use projects. Barnes also served as owner representative and construction manager for University of Maryland, College Park and as Safety Representative for the Department of Design and Construction at University of Maryland, College Park. Tyler returned to Gillis Gilkerson in 2016 as project manager and estimator and was promoted to Vice President a year later. Barnes was named President of Gillis Gilkerson in 2023 to lead the company into the next generation of success. Barnes is highly involved in driving the strategic mission of the company, and takes great pride in delivering the best possible experience to our clients, partners, associates and the community.



NOTABLE PROJECTS

- Cambria Hotel and Suites | Rehoboth Beach, DE
- Fairfield Inn and Suites by Marriott | Rehoboth Beach, DE
- Crystal Beach Hotel - Multi-Phase | Ocean City, MD
- HiltonTru Hotel | 3401 Coastal Highway, Ocean City, MD
- Harrison Group Corporate Offices | Ocean City, MD
- Park Place Hotel Renovations | Ocean City, MD
- Hampton Inn Renovations | Rehoboth Beach, DE
- Ocean City Beach Patrol Headquarters | Ocean City, MD
- Ocean City Fire Station #4 | Ocean City, MD
- Cadista Pharmaceuticals | Salisbury, MD
- Sunset Beach Hotel - Blue Water | Cape Charles, VA
- Frontier Town Splash Park | Berlin, MD
- Regency Place Condominium Natatorium | Ocean City, MD
- Maplewood Dental Associates | Selbyville, DE

EDUCATION

University of Maryland | Eastern Shore, Maryland
B.S. Construction Management | 2010

ADDITIONAL EDUCATION

State of Maryland Soil Erosion and Sediment Control
Certification

Green Globes Professional
Green Building Initiative Certification

OSHA 30 Certification

COMMUNITY INVOLVEMENT

Junior Achievement of the Eastern Shore
Former Board Member

Blood Bank of Delmarva
Member

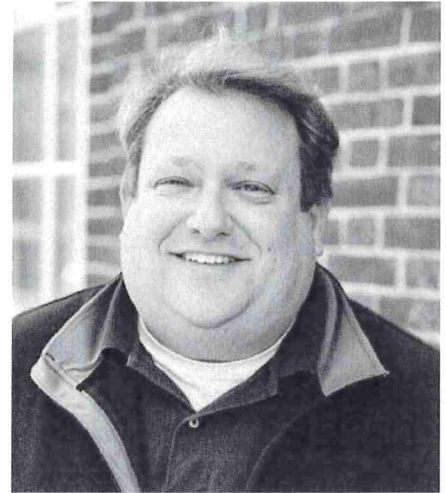
Habitat for Humanity
Volunteer and Active Supporter

Wor-Wic Community College - Construction Academy
Candidate Review Panelist & Volunteer Speaker

MATT ESHAM

VICE PRESIDENT OF OPERATIONS

Matt Esham is a valuable asset to the Gillis Gilkerson team, with over thirty years of experience in the construction industry, and a deep understanding of all commercial asset types. Matt demonstrated his ability to deliver major projects on time and within budget as a Project Manager at Gillis Gilkerson for twelve years prior to being named Vice President of Operations in 2025. As VP of Operations, Matt is available to Project Managers, Estimators, and Field Operations to track active projects from early conceptual planning through to owner occupancy. He is highly skilled in computer-driven estimation, design and scheduling software systems. Esham is an associate member of The American Institute of Architects (AIA), a Certified Building Inspector and Plans Reviewer— IBC/ BOCA and has secured his Leadership in Energy and Environmental Design (LEED) Green Associate designation.



NOTABLE PROJECTS

- 67th Street Town Center | Ocean City, MD
- Johnny Janosik | Dover, DE
- Ocean City Fire Station #4 | Ocean City, MD
- Assawoman Ale and Goose Creek | Ocean City, MD
- Harrison Group Office Building | Ocean City, MD
- Wine'ing Butcher | Ocean City, MD
- Frontier Town RV & Campground | Berlin, MD
- Fort Whaley RV Park & Campground | Whaleyville, MD
- Cadista Pharmaceuticals | Salisbury, MD
- Chesapeake Grove Intergenerational | Cambridge, MD
- Chesapeake Shipbuilding Offices | Salisbury, MD
- Somerset County Technical High School | Westover, MD
- Frito Lay | Dover, DE and Delmar, MD
- Maplewood Dental Associates | Selbyville, DE

EDUCATION

University of Maryland | Eastern Shore, Maryland
B.S. Construction Management | Minor in Engineering Technology

Catonsville Community College | Catonsville, Maryland
A.A. Computer Aided Drafting and Design in Architecture and Engineering

ADDITIONAL EDUCATION

American Institute of Architects (AIA)
Member

IBC/ BOCA
Certified Building Inspector and Plans Reviewer

United States Green Building Council
Leadership in Energy and Environmental Design, Green Associate

OSHA 30 Certification

COMMUNITY INVOLVEMENT

Local Travel Softball & Little League
Coach

Pocomoke High School Booster Club
President



PROJECT ORGANIZATION

STRUCTURE OF TEAM

Gillis Gilkerson strongly believes in the importance of working cohesively alongside all members of a project team. From day one, we plan to build upon our existing relationships while establishing trust and rapport amongst the new.

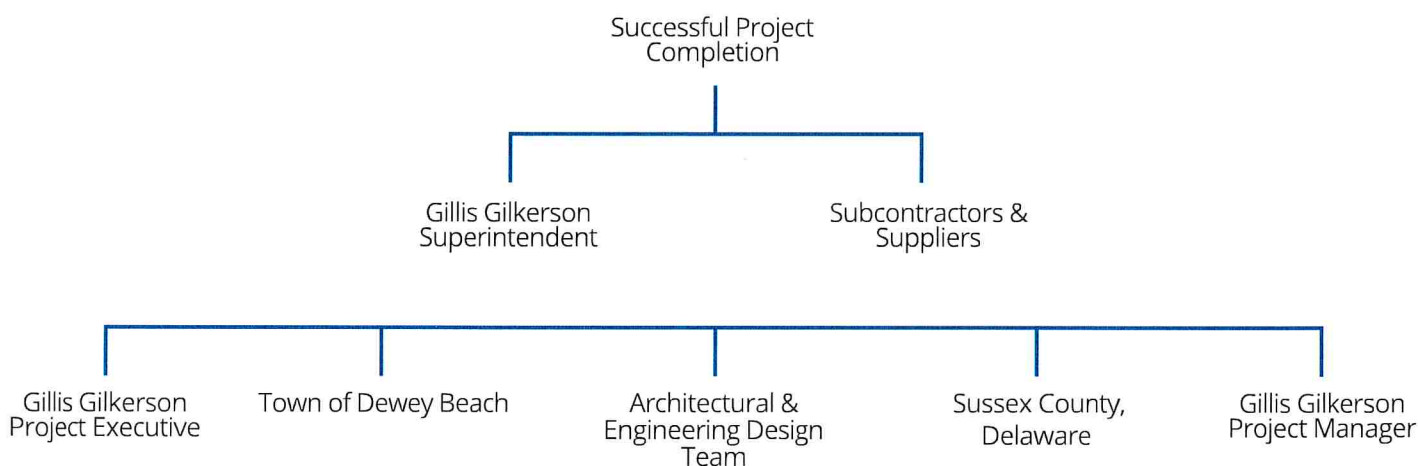
We believe that we are one piece of a much larger puzzle, and that it takes the full commitment of an inter-organizational team to accomplish community goals.

Our strategy to ensure the successful completion of the Town of Dewey Beach's new Town Hall, Police Department and EMS Quarters revolves around this belief. We plan to collaborate, seamlessly, with all building trade and design professionals.

Using the highly experienced and diversified individuals that both our organization and local subcontractors bring to the table, we will collectively and proactively solve problems and issues that appear throughout the project in the timeliest and the most cost effective manner possible.

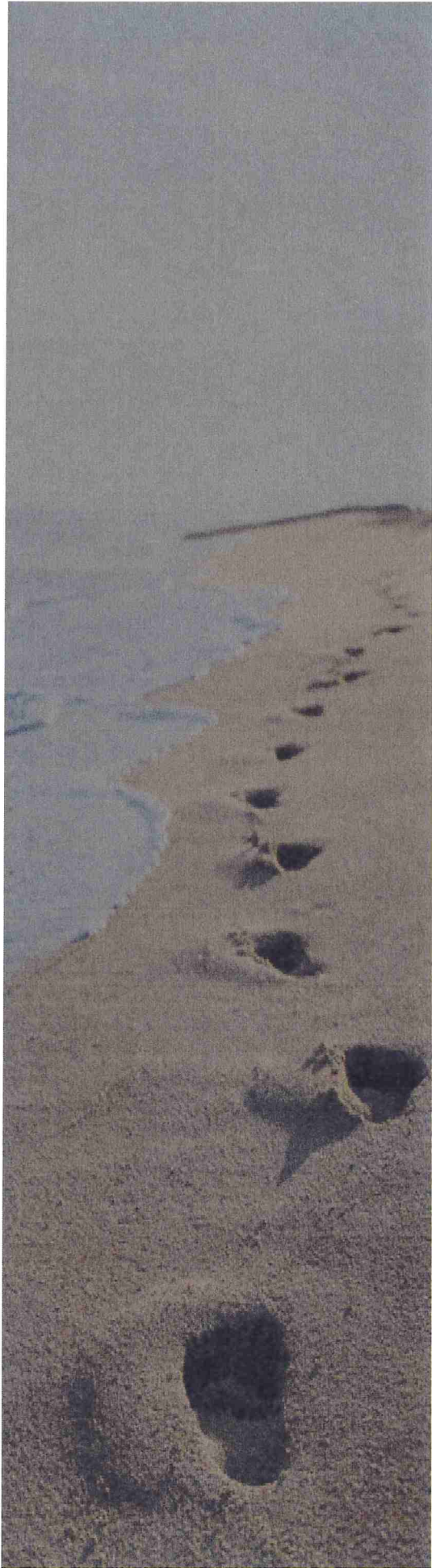
We will closely monitor all activities beginning with preliminary evaluation and lasting through construction completion and issuance of the certificate of occupancy. When necessary, we will make in-stride adjustments with the project's timeline and budget at the forefront.

Our visualization of this project's team begins at the foundation, much like the beginning of a build. Below, we have detailed the tiers of involvement, peaking upon successful project completion:



GILLIS GILKERSON

FIRM EXPERIENCE



EXPERIENCE OF FIRM

LEWES FIRE DEPARTMENT

Lewes, Delaware | 2024

OCEAN CITY POLICE DEPT SUBSTATION

Ocean City, Maryland | 2025

HARRISON GROUP OFFICES

Ocean City, Maryland | 2024

TALBOT COUNTY HEALTH DEPARTMENT

Easton, Maryland | 2024

TRU BY HILTON

Ocean City, Maryland | 2020

OCEAN CITY FIRE STATION #4

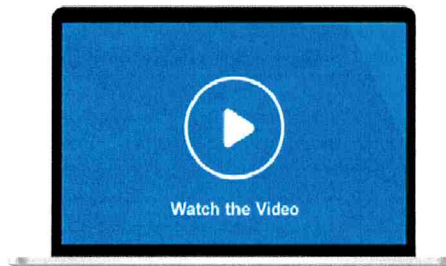
Ocean City, Maryland | 2015

OCEAN CITY BEACH PATROL

Ocean City, Maryland | 2014

SALISBURY FIRE DEPARTMENT

Salisbury, Maryland | 2008



Click To Watch our Hospitality "Behind the Build" Video

LEWES FIRE DEPARTMENT

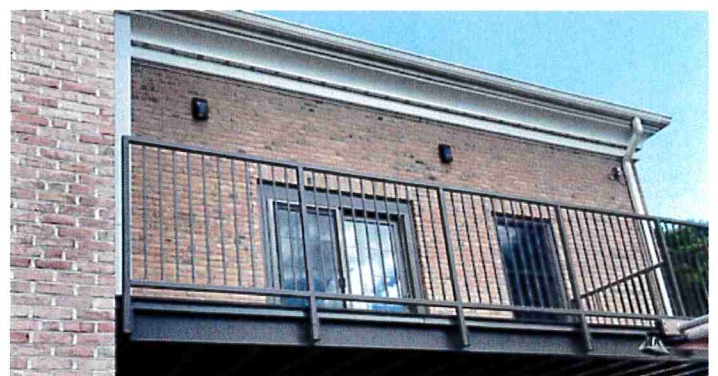
LEWES, DELAWARE

Gillis Gilkerson completed renovations to Lewes Fire Department Station 82 located at 347 Savannah Road in Lewes, Delaware. Lewes Fire Department Station 82 has been at that location since 1931, and has gone through many transformations over the years. The latest round of renovations were completed in 2024, and included a variety of improvements to the active firehouse.

An elevator was added to the south-side of the building, requiring the addition of a three-story elevator shaft. An side entryway was created in front of the elevator shaft, and a second-floor balcony was added to the rear of the tower structure, allowing for access to the outdoor gathering area directly adjacent to the fire station's bunk rooms and staff areas. Additional improvements were made to the staff kitchen and break room, bunk rooms, bathrooms and shower areas, and the HVAC system. Renovations were spearheaded by Gillis Gilkerson Project Manager Matt Esham, and Superintendent Greg Fitzpatrick, without disruption to station operations.

"Firemen and women spend a lot of time in their fire stations. It feels good to make improvements that we know will impact their day-to-day lives in a positive way. They put their lives on the line for our community day-in and day-out." said GGI Project Manager Matt Esham.

Initial Bid: \$1,207,610.00 | Initial Contract: \$1,207,610.00 | Change Orders :1 | Final Contract: \$1,227,878.00



OCPD DOWNTOWN SUBSTATION

OCEAN CITY, MARYLAND

Gillis Gilkerson was honored to be selected to construct Ocean City Police Department’s new Downtown Substation, currently under construction at the intersection of S. Baltimore Avenue and Somerset Street in Ocean City, MD. The OCPD Downtown Substation will feature offices, a public-facing lobby, a bicycle repair garage, storage for the bicycle unit and staff parking, as well as housing for municipal employees on the third floor. The prime location ensures that police services are more accessible to the community and staff members, improving safety and support for everyone involved.

Ocean City Development Corporation (OCDC) is credited with the genesis of the project. OCDC Board Member Kevin Gibbs initiated the idea for the project, and with support from the OCDC Board, the group was able to obtain grant funding for the building’s initial design efforts. OCDC will fund half of the construction debt service costs and will maintain involvement managing tenants on the third floor once the building is occupied.

Gillis Gilkerson Project Manager Rich Hertzog and Superintendent Jim Morris are leading the project, with the project to be completed in Summer of 2025. To date, the project is on schedule, and on budget.

Initial Bid: \$4,078,138.00 | Initial Contract: \$4,078,138.00 | Change Orders: 14 | Final Contract: GMP In-Progress



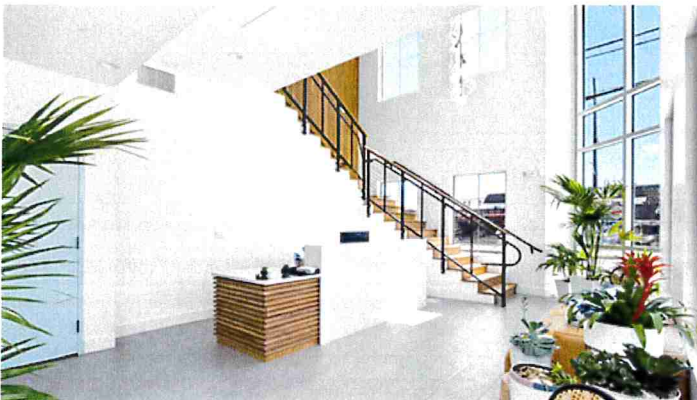
HARRISON GROUP OFFICES

OCEAN CITY, MARYLAND

Gillis Gilkerson completed the ground-up construction of a stunning office building for the Harrison Group, a well-known Ocean City hospitality enterprise that operates many of the resort town's finest hotels and restaurants. Located at 1801 Philadelphia Avenue, the + / - 9,800 square foot office building contains space for over thirty offices, allowing the growing firm to centralize its Sales, Marketing, Graphic Design, Accounting, Administration and Executive Offices all under one roof for the first time in company history.

The building exterior features a strong coastal aesthetic, utilizing a standing seam metal roof, NuCedar shake siding and multiple lanais to give the complex stunning curb appeal. An open-air lobby highlights a two-story glass curtain wall, a reclaimed teak staircase with matching decorative wood panels, and a custom chandelier. The interior's design incorporates high-end finishes throughout the space, giving the office areas, coffee bar, breakroom, and executive boardrooms a luxurious feel on par with the building's stunning facade and entryway. Employees can also enjoy canal access, water views, and brick-paved gathering space under the pergolas. Construction was lead by Gillis Gilkerson Project Manager Matt Esham, and Superintendent Chris Deinlein.

Initial Bid: \$3,300,000.00 | Initial Contract: \$3,300,000.00 | Change Orders: 7 | Final Contract: \$3,621,460.86



TALBOT COUNTY HEALTH DEPARTMENT EASTON, MARYLAND

Talbot County Health Department celebrated the ribbon cutting for its all new +/- 38,000 square foot facility in June 2024. Located at 510 Cadmus Lane, the Talbot County Health Department joins other Mid-Shore medical practices that have found a home in Achievement Park, a formerly vacant industrial printing facility transformed into a state-of-the-art medical complex through the vision of developer and Gillis Gilkerson founder Palmer Gillis.

The building's features and location offers enhanced public access with convenient parking and proximity to Downtown and its surrounding neighborhoods. The sheer size of the new facility allows for ample room for Talbot County Health Department's many programs, and dramatically increases the organization's clinical capacity. The strategically designed space offers counseling and interview rooms, as well as, treatment and exam rooms, creating customized areas for immunizations, addiction and prevention services, comprehensive health assessments and more with room for future growth.

Construction was led by Gillis Gilkerson Project Manager Mike Truitt, and Superintendent Robert Meilhammer.

Initial Bid: \$3,500,000.00 | Initial Contract: \$3,500,000.00 | Change Orders: 5 | Final Contract: \$3,650,000.00





TRU BY HILTON

OCEAN CITY, MARYLAND

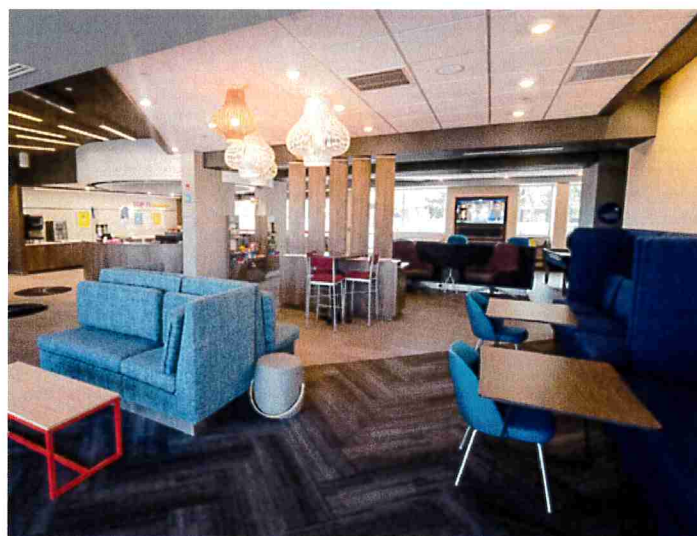
Gillis Gilkerson partnered with local hotel developers to construct a brand new Tru by Hilton hotel at 3401 Coastal Highway in Ocean City, Maryland, former home to Planet Maze and Lost Galaxy Golf. The 53,000 square foot hotel spans five stories with 105 guest rooms, 104 parking spaces and a designated bus shelter.

“We worked through a number of surprises during the construction process. Some were COVID related and others were normal for a project of this scope,” said Mike Meoli, Tru by Hilton, Co-Owner. “We were grateful that we didn’t have to shut the site down. Gillis Gilkerson was professional in every way and thanks to them we have a wonderful hotel that is now open for business.”

The Tru by Hilton brand is positioned as an affordable option for millennial travelers and offers smaller, more cost-efficient rooms, an indoor pool and large community space. The lobby is broken up into quadrants which include pods for workspace, a traditional breakfast area, a gaming section and a furnished social lounge. Bright colors and modern finishes gives the space a welcoming feel for travelers and visitors.

“Gillis Gilkerson was great to work with,” said Keith Martin, Tru by Hilton, Co-Owner. “Their communication and follow up was outstanding and the construction timelines were spot on, even in the face of a global pandemic.”

Initial Bid: \$9,575,000.00 | Initial Contract: \$9,575,000.00 | Change Orders: 52 | Final Contract: \$10,333,299.00



OCEAN CITY FIRE STATION 4

OCEAN CITY, MARYLAND

Gillis Gilkerson completed construction of Ocean City Fire Station 4 in 2014. Station 4 is a 12,000-square-foot, two-story facility with three engine bays. It includes live-in space to accommodate several firefighters, comes with an exercise room, and more space for storage and apparatus. Architecturally, it reflects the area's coastal style and includes a cupola evocative of a lighthouse.

"Challenges with weather and with subcontractors led to some initial delays in construction, said City Engineer Terry McGean. "Our contractors, Gillis Gilkerson, made up for it with weekend and overtime work so they wouldn't fall too far behind. It took a long time for what we call "getting out of the ground", but once the structure goes, it feels like its happens like that," McGean said, snapping his fingers.

The peaked engine bay roof can accommodate tower trucks, and a wide catwalk across the three bays will be used for storage. The engine bay will be heated with a system of recirculating hot water in pipes embedded beneath the concrete floor. Its six garage doors, comprised of glass panels, allow for plenty of light to come into the engine bay and for passers-by to see the firetrucks inside.

Additional safety considerations, which the old building lacked, include a decontamination space where firefighters coming back from fires can clean up, and not track debris into the living quarters. The engine bay also comes with a Plymovent air cleaner which ventilates fire truck exhaust.

Ocean City's original budget for Station 4 was \$3.5 million, but it came in under, closer to \$3.3 million. McGean credited that savings to very competitive construction bids. Cost savings allowed them to purchase and install a building-wide generator, which was not part of the original plan.

Photos courtesy of Ocean City Fire Department.



OCEAN CITY BEACH PATROL HEADQUARTERS

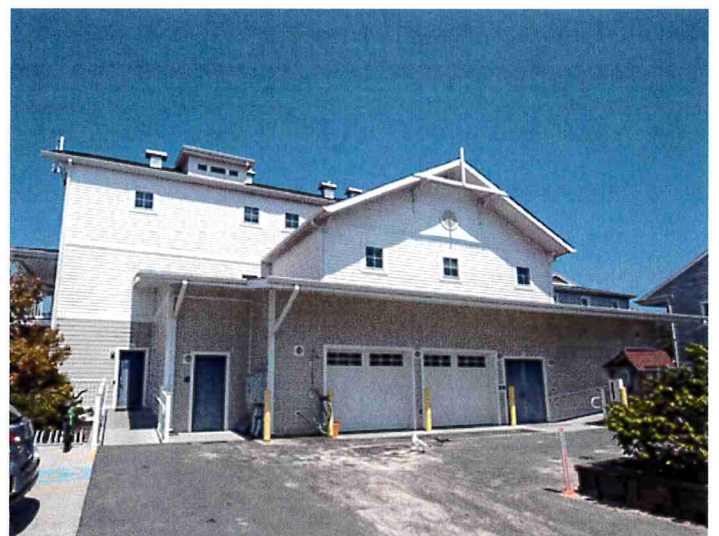
OCEAN CITY, MARYLAND

Gillis Gilkerson's completion of the Ocean City Beach Patrol Headquarters building marked the opening of the first permanent home for the patrol since the 1930's. The three story, 9,477 square foot building will house the OCBP, Junior Beach Patrol and Ocean City Police bike patrol. The new Ocean City Beach Patrol headquarters is located at 107 Talbot Street in Ocean City, Maryland.

The first floor is dedicated to operations with the Ocean City Police Department bike room and front lobby, the second floor is dedicated to training, and the third houses all administrative services. The new garage will be used for the storage of jet skis and ATV's, and will also house a gym facility. The building can also be used as a public safety building in the event of an emergency.

"This building is befitting of the professionalism of our citizens in Ocean City, from the beach patrol to our police department and beyond. Everyone who had a hand in this beautiful new home for our beach ambassadors should be very proud. It was long overdue, but was certainly worth the wait!"

RICK MEEHAN | MAYOR, THE TOWN OF OCEAN CITY



FIRE DEPARTMENT HEADQUARTERS SALISBURY, MARYLAND

In 2008, Gillis Gilkerson was hired by the City of Salisbury to complete the ground-up construction of their new, 41,000 square foot Fire Department Headquarters. The \$8 million design-and-build project challenged the Gillis Gilkerson team to meet a variety of needs for the department, including the strategic combination of office space, large equipment storage, living and recreational areas for on-duty personnel, and a training facility for new recruits.

Throughout the design process, Gillis Gilkerson worked closely with the City's Fire Department officials. Understanding how the building's layout correlates to emergency response time was key in successfully delivering a feasible design. Upon completion, Gillis Gilkerson delivered a state-of-the-art, brick building with enough floor space for 15 fire and emergency response vehicles. The building also features a five-story concrete tower used to simulate high-rise firefighting training exercises.

“Our fire headquarters is an outstanding example of the kind of work that Gillis Gilkerson can accomplish. They were an excellent partner, ensuring that the space was a perfect fit for the Salisbury Fire Department.”

JIM IRETON | FORMER MAYOR, CITY OF SALISBURY





CONCLUSION OF
STATEMENT OF QUALIFICATIONS

TOWN OF DEWEY BEACH

TOWN HALL, POLICE DEPARTMENT
& EMS QUARTERS