3rd Party Inspection Firm for the Industrialized Building System

EMAIL SUBMITTAL



John Cheatham

Regional Manager 440.429.8030 jcheatham@safebuilt.com

Steve Nero

Vice President of Sales 312.339.0436 snero@safebuilt.com



SAFEbuilt Ohio, LLC



Wednesday, November 15, 2023

State of Indiana Fire and Building Safety Commission ATTN: Mary Swift Email: mswift@dhs.in.gov

Dear Fire and Building Safety Commission:

SAFEbuilt Ohio, LLC (SAFEbuilt) is excited to submit this statement of qualifications to the State of Indiana, expressing our interest in becoming an Indiana Registered Industrialized Buildings 3rd Party Inspection Firm. We recognize the crucial role that accurate and timely building department support services play in advancing municipal development.

Since our establishment in 1992, SAFEbuilt has consistently delivered efficient, effective, and dependable building department solutions to communities across the United States. What distinguishes us from other third-party community development solutions providers is our steadfast commitment to meeting your goals and expectations.

Our distinctive approach involves continuous communication among the client, the assigned Account Manager, and our Regional Operations Manager. Through regular check-ins, we ensure the fulfillment of service level agreements, promptly address any challenges, and identify performance risks early on. We firmly believe that these check-ins are vital for the proactive management of resources and the cultivation of a strong Contractor-Client relationship.

We eagerly present our qualifications for your review and express our gratitude for your thorough evaluation. For any questions or clarifications, Mr. Steve Nero will be the main point of contact and can be reached at 312.339.0436 or snero@safebuilt.com.

Best Regards,



COMPANY NAME / OWNERSHIP

SAFEbuilt Ohio, LLC, is a wholly owned subsidiary of SAFEbuilt, LLC.

MAILING ADDRESS / PHONE / FAX

444 N. Cleveland Ave. Loveland, CO 80537 P: 866.977.4111 F: 877.203.2704

PHYSICAL ADDRESS / PHONE / FAX

24850 Aurora Road, Suite A Bedford Heights, OH 44146 P: 440.399.0850 F: 877.203.2704

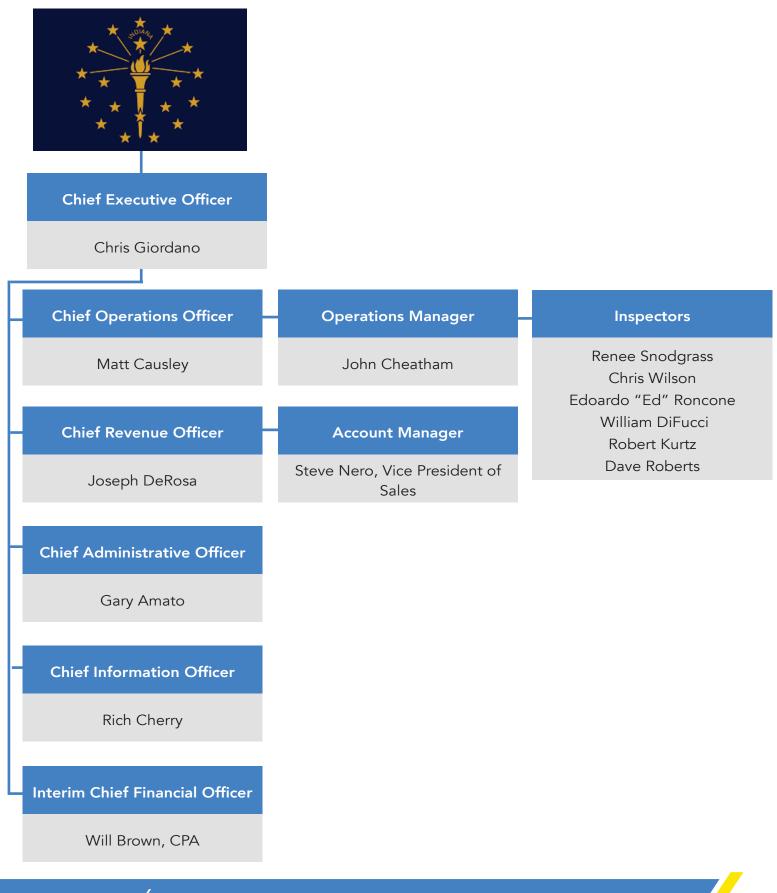
PRIMARY POINT OF CONTACT

Steve Nero Vice President of Sales P: 312.339.0436 <u>snero@safebuilt.com</u>

Chris Giordano *Chief Executive Officer* SAFEbuilt Ohio, LLC



ORGANIZATION CHART







Wednesday, November 15, 2023

State of Indiana Fire and Building Safety Commission ATTN: Mary Swift Email: mswift@dhs.in.gov

Dear Fire and Building Safety Commission:

SAFEbuilt Ohio, LLC., (SAFEbuilt), and its employees will comply with all rules of the Commission and Indiana Codes

Best Regards,

Chris Giordano *Chief Executive Officer* SAFEbuilt Ohio, LLC



RESUMES

SAFEbuilt's leadership has zero percent ownership in the firm. We present a brief summary for each member of our leadership team below. Résumés for operational staff can be found in the pages that follow.



Chris Giordano, MSC, CCM Chief Executive Officer

Mr. Giordano is responsible for the strategic, financial, and operational success of SAFEbuilt, ensuring the organization upholds its commitment to excellence while delivering the best service in the industry. He grew up in the business and has experience with both building department services and professional services. Before being named CEO, Mr. Giordano played an integral role as SAFEbuilt's Vice President of Operations for Professional Services and President of Calvin Giordano & Associates, which SAFEbuilt acquired in 2018. He is a licensed Marine Specialty Contractor (MSC) and a Certified Construction Manager (CCM). He earned a degree in Electrical Engineering Technology from the University of Central Florida.



Will Brown, CPA

Interim Chief Financial Officer

Mr. Brown and his team are responsible for all aspects of finance and accounting for SAFEbuilt and for ensuring our firm's financial health and regulatory compliance. He joined SAFEbuilt in 2018 as the Corporate Controller, was promoted to Vice President in 2021, and assumed the Interim Chief Financial Officer role in August of this year.

Mr. Brown has more than 19 years of experience in accounting and finance, including eight years in public accounting. He earned a Bachelor of Business Administration degree from Northwood University, a Master's degree in Accounting from Grand Valley State University, and is a Certified Public Accountant in Arizona.



Joe DeRosa

Chief Revenue Officer

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



Matt Causley

Chief Operations Officer

Mr. Causley is responsible for all SAFEbuilt operations across the United States, including SAFEbuilt's building department services and infrastructure service lines. He brings more than 30 years of experience in our industry and a wealth of knowledge to his role as COO. Mr. Causley joined us seven years ago with our acquisition of M.T. Causley, LLC in Florida. Since then, he has successfully implemented policies and standards that have streamlined our operations and improved the customer experience.



Gary Amato

Chief Administrative Officer

Mr. Amato is responsible for our people, compliance, and legal matters. He focuses on ensuring we have a world-class workforce, and that we are there to support our clients' compliance and legal needs. He joined SAFEbuilt in 2018 as our Chief Legal Officer and Chief Compliance Officer.

Mr. Amato's 39-year career includes 17 years of experience practicing law. He was also a Professor at Colorado State University in Fort Collins for six years. He earned a Bachelor of Science degree in Aerospace Engineering and a Juris Doctor of Law from the University of Virginia.



Rich Cherry

Chief Information Officer

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

Prior to joining SAFEbuilt in 2019 as our Chief Information Officer (CIO), he was the CIO for a home security company and a pest control company. His career in IT spans 28 years with increasingly responsible positions. He studied Accounting at the University of Georgia's Terry College of Business.



STEVE NERO

Account Manager

EDUCATION

Illinois Institute of Technology, Stuart Business School MS, Public Administration, Specializing in Local Government Management

> **Elmhurst College** BS, Business Administration

LICENSES & CERTIFICATIONS

International Code Council Property Maintenance and Housing Inspector

CIVIL INVOLVEMENT

DuPage County, IL Stormwater Commissioner; 2019 – present

> Westmont Village, IL Village Trustee; 2011 – present

Mr. Nero brings a unique perspective to our team, serving as a current Village Trustee for his municipality for 12 years and Chair of several DuPage County, IL committees. He has a Master's Degree in Public Administration, specializing in local government, and is an ICC certified property and housing inspector. His knowledge and experience in implementing new services to municipalities make him a key part of the assessment team.

- Vice President of Sales SAFEbuilt, LLC | 02/2023 Present
 - Serves as the Account Manager for the Midwest and large municipalities with greater than 100,000 in population.
 - Directly manages three Account Managers and two Sales Development Representatives.
- Senior Director of Business Development SAFEbuilt, LLC | 2015 – 02/2023
- Regional Sales Manager Hayward Industrial Products; Chicago, IL I 2013 – 2015
 - Responsible for training, organization and growth of reps and distributors within the Midwest territory.
 - Built, grew and managed new and existing customer relationships.
 - Developed relationships with international suppliers and local business partners.
 - Technical product training on thermal plastic valves, automation, filtration systems and pumps.
 - Gained significant presence with key engineering firms and OEM's throughout the United States.
 - Consistently spec'ing products into substantial water treatment, storm water, chemical processing projects.
 - Managed key catalog house accounts, distributors and OEM's totaling over \$17 million a year in business.
 - Grew business 16-19% consistently each year.
 - Attended key industry trade shows throughout the United States.
- National Sales Director Magic Pure LLC; Downers Grove, IL | 2007 – 2013
 - Responsible for training and organization of staff.
 - Developed sales accumulating over 875K a month.
 - Established client portfolio consisting of numerous hotel chains.
 - Achieved corporate level contracts with Hyatt, Starwood, Hilton & Marriott Hotels.
 - Hired and trained technical sales engineers to help grow US market share.
 - Maintained a broad distributor network through the use of sales meetings and trade shows.
 - Trained distributor sales representatives on our products.
 - Traveled with distributor reps throughout the nation to accounts to effectively communicate our product to the appropriate engineer responsible for tooling purchases.



JOHN CHEATHAM

Regional Operations Manager

EDUCATION

Franklin College Business Administration Franklin, Indiana

LICENSES & CERTIFICATIONS

Building Plans Examiner Fire Protection Plans Examiner Mechanical Plans Examiner Building Official Building Inspector Residential Building Official Building Inspector Mechanical Inspector Non-Residential Industrial Unit Inspector

PROFESSIONAL ASSOCIATIONS

Member of International Code Council Member of Ohio Building Officials Association Member of Five County Building Officials Association Instructor Associated Builders and Contractors Apprenticeship Program With over 24 years of overall experience in residential and commercial construction, Mr. Cheatham's experience includes Code Enforcement Officer, Building Inspection, Residential Plans Coordinator, and Residential Building Official. He is the Regional Operations Manager for SAFEbuilt and is affiliated with the International Code Council (ICC), Ohio Building Officials Association, Five County Building Officials Association, and Instructor Associated Builders and Contractors Apprenticeship Program.

- Regional Operations Manager SAFEbuilt, LLC; OH | 06/2016 Present
- Building Official SAFEbuilt, LLC; Bay Village, OH | 04/2013 05/2016
- Medina County Commissioners Medina County; OH | 2003 2013
 Residential Building Official 06/2016
 - Residential Plans Coordinator 03/2003 06/2006
 - Building Inspector 2000 2016
- City of Massillon Massillon, OH | 09/1998 04/2000
 - Building Inspector 01/1999 04/2000
 - Code Enforcement Officer 09/1998 04/1999



RENEE SNODGRASS, CBO

Plan Review Supervisor

EDUCATION

Sinclair College AAS in Architectural Engineering Certificate in Surveying

LICENSES & CERTIFICATIONS

International Code Council Building Inspector Certified Building Official Commercial Building Inspector Property Maintenance and Housing Inspector

OH Board of Building Standards #1394 Building Inspector Building Official Residential Building Official

PROFESSIONAL MEMBERSHIPS

Served as President of the Ohio Building Official's Association

Served as President of the Miami Valley Building Officials Council

Served on the Fire Service Ad-Hoc Committee with the Ohio Board of Building Standards

Member of OBOA, MVBOC, and Ohio Code Enforcement Official's Association

- Chief Inspector SAFEbuilt, LLC | 2019 Present
 - Leads and mentors inspection team.
 - Performs field inspections during various stages of construction.
 - Reads and examines plans and specifications when required.
 - Reports violations and maintain files/records.
- Chief Building Inspector City of Dayton, OH | 2015 2019

 Supervised inspection staff.
 - Provided mediation when conflicts occur in the field.
 - Oversaw inspection scheduling, payroll, tracking paid leave, evaluations, and training new personnel.
 - Performed inspections on a daily basis and attended construction progress meetings to ensure projects are running smoothly.
 - Met with project superintendents, architects, and contractors on a regular basis to stay proactive on issues that may occur.
- Building Inspector City of West Carrollton, OH | 1997 2015
 Supervised the Code Enforcement Division.
 - Reviewed residential plans and processed all plan reviews for permits.
 - Performed commercial and residential building and zoning inspections, ensuring that properties meet the Ohio Building Code, Residential Code of Ohio, property maintenance code and City Ordinances.
 - Oversaw the Property Maintenance Division and resolved citizen/staff conflicts.
- Engineering Technician II / Special Projects Office Service Worker III Montgomery County Sanitary Engineering Department; Montgomery County, OH | 1993 – 1997
 - As Engineering Technician II, reviewed private development plan utilizing rules and regulations.
 - Identified water and sewer lines for Engineer's use and plotted easements for resolutions following the legal description presented on the easement deed.
 - Located existing utilities on maps and as-built drawings.
 - As Special Projects Office Service Worker III, processed and reviewed grade and easement certifications updated various data bases for tracking private development projects.
 - Assisted in calculating capacity analysis for private development projects.
- Preliminary Plan Reviewer/Permit Technician Montgomery County Building Regulations; Montgomery County, OH | 1986 – 1993
 - Preliminary review of structural plans, ensuring the information was adequate for plans examiner's final review.
 - Processed permits and maintained accurate records of each job's status.
 - Scheduled inspections and tracked new construction to determine when electrical services should be released to power companies.



EDOARDO "ED" RONCONE

Inspector & Plans Examiner

EDUCATION

A.F.P.A. Meudon-la-Forêt, France BAC-Pro Technicien d'Équipement en Électricité

Ohio State University

BSBA, International Business Management BA, Italian Language & Literature

LICENSES & CERTIFICATIONS

OH Board of Building Standards #8859

Electrical Safety Inspector Electrical Plans Examiner-Int Residential Building Official-Int Residential Building Inspector-Int

OSHA

OSHA 10 General Safety and Health Hazards Certification

- Electrical Safety/Building Inspector SAFEbuilt, LLC | 07/2022 Present
 - Perform field inspections during various stages of construction.
 - Read and examine plans and specifications when required.
 - Report violations and maintain files/records.
- Electrical Contractor Journeyman Electrician Safe Electric, LLC; Columbus, OH | 2019 – 2022
 - Residential and commercial service work.
 - Responsible for setting up new vans with organization and product.
- Electrical Contractor Journeyman Electrician Applied Electric, LLC; Marysville, OH | 2017 & 2019
 - Commerical contracting, including hospital, office, and hotel power and lighting renovation.
- Electrical and Data Contractor Journeyman Electrician Staley Technologies, Inc.; Little Rock, AR | 2017 – 2019
 - Services rendered: power, lighting, kiosks, CCTV, access controls, digital signage, network infrastructure, telephony, outdoor digital menu boards.
- Electrical Contractor Journeyman Electrician/Supervisor Cogburn
 Electric; Marion Ohio | 2016 2017
- Electrical Contractor Project Manager/Supervisor EGP (Electricité Générale Pellouard); Paris, France | 2014 2015
 - Responsible for installation of 3-phase Tesla charging station technology.
- Principal of an Electrical Patent Management Company C. Joule Effect, Inc.; Las Vegas, NV | 2011 2014
 - Internal research, prototyping, testing; normalization with NEC voting board.
- Principal of a Certified Electrical Contracting Firm R2EG; Paris, France | 2006 – 2014
 - Expertise in <5000vac electrical and structured cabling solutions.
 - Home and office automation, structured cabling, and satellite reception.
 - Off-grid technologies solar, wind, and water energies.
 - Extensive experience working with high-end retailers.
- POS Channel Sales Manager France & Europe AS INFOR; Bièvres, France | 2003 – 2005
 - Recruiting and support of Channel Sales Partners for Luxury Retailers.
 - Annual Channel Partners Meeting organization and presentation.
- Network Solutions Sales Manager Large Accounts IBM France; Paris, France | 1999 – 2001
 - Exceeded sales objectives of \$1M per quarter reporting directly to IBM worldwide.
 - Elaboration and implementation of sales policy across the distribution channels.



CHRISTOPHER T. WILSON

Chief Building Official, Inspector, & Plans Examiner

EDUCATION

Leadership Coshocton County Board of Building Standards Code Academy Joint Apprenticeship Training Course

LICENSES &

CERTIFICATIONS International Code Council (ICC)

Certified Building Official

OH Board of Building Standards #1643

Building Inspector Building Official Electrical Safety Inspector Residential Building Official

State of Ohio

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Licensed Plumber #PL.33859

Mr. Wilson is a responsible, self-motivated individual with a background in commercial and residential construction. He has been employed as a Certified Building Inspector, Electrical Safety Inspector and a Residential Building Official for the past eleven years. Mr. Wilson holds certifications as a Building Official, Electrical Plan Examiner Interim, and a Manufactured Homes Inspector. His past work experience has given him experience needed to understand the implementation of the applicable building and electrical codes.

- Building Official/Building Inspector SAFEbuilt, LLC | Feb 2021 Present
 - Answer code related questions from builders and the general public.
 - Work with building officials, plans examiners and inspectors in other SAFEbuilt offices to develop customer handouts and checklists across all offices.
 - Identify projects requiring outside technical resources—structural, mechanical, electrical engineering or other special plans examiner skills not present in the office. Manage the process of utilizing these services.
- Building Official Washington County Building Department | 2014
 Present
 - Enforce residential permits for the City of Marietta, Ohio.
 - Report directly to the County Commissioners as a department head.
 - Report to the State Board of Building Standards in regards to inspections and the enforcement of the applicable codes.
 - Regularly work with the public in the planning and development of their small to medium-size businesses.
- Inspector Cambridge Community and Economic Development | 2011 Present
 - Perform both structural and electrical inspection on manufactured homes in Guernsey and Coshocton Counties.
- Building Inspector/Electrical Inspector Mid-East Ohio Building Department | 2004 - 2014
 - Report directly to the Chief Building Official in regards to inspections and the enforcement of the applicable codes.
 - Regularly work with the public in the planning and development of their small to medium-size businesses.
 - **Owner/COO** The Village Pantry of Roscoe, LLC | 2010 2013
 - Operated a small business retailing kitchen supplies; bake ware, cookware, cooking utensils, and specialty items.
- Apprentice/ Journeymen IBEW Local 1105 | 1989 2004
 - Involved in the general maintenance of the plant while it is in the planning stage.



WILLIAM DIFUCCI

Chief Building Official, Inspector, & Plans Examiner

LICENSES & CERTIFICATIONS

International Code Council (ICC) Legal Management Module Building Codes and Standards Certified Building Official

OH Board of Building Standards

Building Official - Int Residential Building Official Residential Building Inspector Residential Plans Examiner Residential Mechanical Commercial Building Inspector Commercial Mechanical Non Residential Industrialized Unit Inspector Residential Industrialized Unit Inspector William DiFuccil, has been with SAFEbuilt since 2021 and has 30 years of construction experience.

- Building Official/Building Inspector/Plans Examiner SAFEbuilt, LLC | 2021 - Present
 - Answer code related questions from builders and the general public.
 - Work with building officials, plans examiners and inspectors in other SAFEbuilt offices to develop customer handouts and checklists across all offices.
 - Identify projects requiring outside technical resources—structural, mechanical, electrical engineering or other special plans examiner skills not present in the office. Manage the process of utilizing these services.
- Building Department Head City of Vermilion | 2014 2021
 - Department head Building Inspector, Zoning Official, Property Maintenance Inspector
 - Implemented mobile inspection and printing program
- Owner DiFucci Builders, Inc. | 2006 2021
 - Responsible for all daily activities including: meeting with customers, creating estimates, coordinating crews, completion of job and quality control.
- **Certified Installer** Lowes, Home Depot and Carter Lumber | 2006 2012
 - Included full cabinet installation
 - Framing installation
- Craftsman Cassell Construction | 1993 2006
 - Responsibilities included: Installation of cabinets and trim, landscaping, rough framing, painting and quality control inspections.



ROBERT KURTZ

Chief Building Official, Inspector, & Plans Examiner

EDUCTION

Lorain County Community College (Land Use Laws) – 2000

Cleveland State University (Interpretation & Application of the OBBC) – 2001

Columbia Southern University / BS Fire Science

LICENSES & CERTIFICATIONS

International Code Council (ICC) Certified Building Official (expires Commercial Building Inspector Residential Building Inspector Building Inspector

OH Board of Building Standards Building Official Building Inspector Residential Building Official Residential Building Inspector Residential Plans Examiner Residential Mechanical Level I Professional Firefighter I Fire Safety Inspector Hazardous Material Response Operations Level Robert (Bob) Kurtz, Building Official, has been with SAFEbuilt since 2021 and has 23 years experience in building code and housing/property maintenance code enforcement working with the local fire officials, zoning officials, administrators, mayors, councils and commissioners. Bob excels in the areas of Code Enforcement, Public Safety, Emergency Management, Homeland Security, Disaster Response, and Public Policy. He has a strong program and project management professional with extensive experience in local government administration. He supervises SAFEbuilt's Cleveland West region inspectors and permit technicians providing guidance on proper code enforcement procedures, renders code interpretation, and oversees the daily operations of the departments. He is an experienced Assistant Fire Chief and State Certified Building Official with a demonstrated history of working in the public sector as Chief Building Official for Sandusky County, Ohio, and the City of Vermilion, Ohio.

- Building Official/Building Inspector/Plans Examiner SAFEbuilt, LLC | 2021 - Present
 - Answer code related questions from builders and the general public.
 - Work with building officials, plans examiners and inspectors in other SAFEbuilt offices to develop customer handouts and checklists across all offices.
 - Identify projects requiring outside technical resources—structural, mechanical, electrical engineering or other special plans examiner skills not present in the office. Manage the process of utilizing these services.
- Building Official/Township Administrator/Zoning Official City of Vermilion | 2006 - 2021
 - Established the Vermilion Township Building Department, including obtaining department certification through the State of Ohio and implementation of all required processes.
 - Responsible for the overall daily operations of the Township and Building Department.
 - Performed plan reviews and issuance of approvals.
 - Performed inspections to ensure compliance with all applicable State and local codes.
 - Responded to and assist residents and contractors with code questions and resolving resident concerns.
 - Worked closely with County agencies on Township projects.
 - Assisted with the preparation of the Township's annual budget.
- Assistant Fire Chief City of Vermilion Fire Department | 2006 2021
 - Assisted the Fire Chief with the daily operation of the Fire Department.
 - Acted as Fire Chief in the Chief's absence.



DAVID T. ROBERTS

Chief Building Official, Inspector, & Plans Examiner

EDUCTION

MBA, Business Administration, Americus University, Washington D.C., 2003 BA, Business Administration, Americus University, Washington D.C., 2001

LICENSES & CERTIFICATIONS

International Code Council (ICC) 8272786

ICC CA Residential Building Inspector ICC Residential Mechanical Inspector

OH Board of Building Standards ID #8999

Residential Building Official Building Inspector Mechanical Inspector Plumbing Inspector Non-Residential Industrial Unit Inspector Residential Industrial Unit Inspector David (Dave) T. Robert, Building Inspector with over 10 years of experience, specialized in residential and commercial building inspection, with thorough knowledge of applicable codes regarding building safety issues and other related ordinances and regulations. Taking great pride in applying technical knowledge, following proper inspection techniques to examine workmanship and materials, and detecting deviations from plans, regulations and standard construction practices.

- Building Inspector SAFEbuilt, LLC | 2013 Present
 - Responsible for multiple residential and commercial projects, varying in size and scope, from grading/infrastructure through to building finals. This would include; single/multi-family housing tracts, multistory housing, and commercial retail/industrial complexes.
 - As the senior inspector in Pomona, CA, my responsibilities included monitoring ongoing building projects within the city, facilitating their assignment to the appropriate inspector, and processing/scheduling between 80-120 inspection requests per day.
 - Worked in tandem with the City of Pomona Building Official for development, live application field testing, and training of the Building Departments' inspectors for the city's transition to the ENERGOV inspection software.





STATEMENT OF INDEPENDENCE

All SAFEbuilt companies and covered individuals are required to refrain from providing services to other persons, firms, or entities that would create a conflict of interest for any SAFEbuilt company with regard to providing services to municipal clients. We address "Conflict of Interest" in our established "SAFEbuilt Anti-Corruption Policy" to maintain a high code of conduct in our operations.

SAFEbuilt, LLC, certifies that it is a independent organization and it is free of affiliation, influence, and control from any building manufacturer, vendor, or other supplier of products or equipment. SAFEbuilt certifies the following:

- SAFEbuilt, LLC, has no managerial affiliation with building manufacturers, producers, suppliers, vendors of products or equipment used in industrialized building systems or mobile structures, and is not engaged in the sale or promotion of any such product or material.
- The results of its work accrue no financial benefits to SAFEbuilt, LLC, via stock ownership, and the like, of any producers, suppliers, or vendors of the products involved. Standard published fees paid for services rendered are exempted.
- SAFEbuilt, LLC, directors or other managerial personnel, receive no stock option, or other financial benefit from any building manufacturer, producer, supplier, vendor of products or equipment used in industrialized building systems or mobile structures. Standard published fees paid for services are exempted.
- The employment security status of SAFEbuilt, LLC, personnel is free of influence or control by any building manufacturer, producer, supplier, or vendor of products or equipment used in industrialized building systems or mobile structures.

Best Regards,

Chris Giordano *Chief Executive Officer* SAFEbuilt Ohio, LLC

