



Byrne & Jones
CONSTRUCTION

**AFI RFP – 2025 -116:
SUPPLIER PRODUCT OFFERING/PRICING STRUCTURE**

Byrne and Jones Enterprises is a full-service sports construction company serving the Midwest region with comprehensive capabilities across athletic and recreational infrastructure categories identified in AFI's solicitation. Our integrated approach—self-performing site development, base construction, drainage, and specialized surface installation—delivers superior value through single-source accountability, reduced costs, and enhanced quality control.

Complete Service Offerings

Synthetic Turf Systems – Football, soccer, baseball, field hockey, practice fields, playground turf, and landscape applications with all infill options and complete site preparation

Outdoor Court Surfaces – Tennis, pickleball, basketball, and multi-sport courts

Running Track Facilities – Compliant competition tracks, training facilities, resurfacing, and field event areas

Indoor Sports Flooring – Maple hardwood gymnasium floors, poured urethane, rubber, vinyl, and modular tile systems for recreation centers and multi-purpose facilities

Trail Surfacing & Landscape Turf – Permeable pathways, ADA-compliant trails, and natural-looking synthetic turf for parks and passive recreation areas

Maintenance Services – Preventive maintenance programs, resurfacing, performance testing (GMAX/HIC), repairs, and facility staff training

Equipment & Accessories – Goals, netting, bleachers, fencing, shade structures, LED lighting coordination, scoreboards, and site amenities

Site Development Integration – Parking, access roads, drainage systems, utilities, and comprehensive earthwork leveraging our asphalt, concrete, and civil construction divisions

Pricing Structure

Transparent Cost-Plus Methodology

Due to the highly customized nature of sports construction—where site conditions, specifications, and regulatory requirements vary significantly—we employ a transparent cost-plus pricing approach. This methodology provides:

- **Detailed cost breakdowns** showing materials, labor, equipment and subcontractors,
- **Auditability** allowing entities to verify pricing components
- **Flexibility** to accommodate site-specific needs without change order disputes
- **Fairness** ensuring pricing reflects actual project requirements rather than standardized estimates

Each project requires site evaluation and customized proposals based on specific scope, conditions, and entity requirements. Detailed base pricing is provided as outlined in **Appendix E** of this proposal.

AFI Contract Pricing Advantages

Primary Benefit – 7% AFI Group Discount:

Participating entities utilizing the AFI contract receive a **7%** AFI group discount compared to our standard pricing for similar non-contract projects.

Additional Value Through Self-Performance:

Beyond the 7% AFI discount, our integrated self-performance capabilities deliver substantial cost advantages:

- Elimination of additional subcontractor markups
- Direct manufacturer relationships providing material cost advantages
- Streamlined project management coordinating our own crews across all construction phases

Price Comparisons:

Our AFI contract pricing structure—featuring the 7% AFI group discount plus self-performance advantages—is equal to or better than pricing we offer to individual entities or other cooperatives with similar project volumes and complexity.