

According to the U.S. Census Bureau's 2016 population estimate, Florida is the **3rd** most populous state in the United States. Since the 2010 Census, Florida's population has experienced an estimated **9.6%** growth, which ranks 6th among all states. According to Florida Department of Transportation ("FDOT"), the total proposed transportation budget for 2017-2018 has **more than \$10 Billion** dedicated exclusively towards Florida's transportation and infrastructure.

The table on the left below highlights the **2016 bid-build bidding activity** on FDOT projects. The average project size in 2016 was \$7.9M, with 30 projects over \$10M in total project value. Twenty four contractors won jobs over \$10M. The top five contractors won 46% of all work during the January 2016-January 2017 period. **Anderson Columbia** was the most active during this period submitting a total of 45 bids, with 21 low bids for a total of \$135M in low-bid value. Lane Construction won the largest contract, with a total value of \$177M. Design-Build results are included separately on page 2.

The table on the right below highlights the average margin of victory by month between first and second place bidders on these projects, with the most competitive month being November with an average margin of victory of **6.1%** and the most active month being March with a total of 29 projects awarded. November was the least active month, only letting 3 projects.

Top 15 FDOT Construction Contractors by Bid Value (FY 2016)*

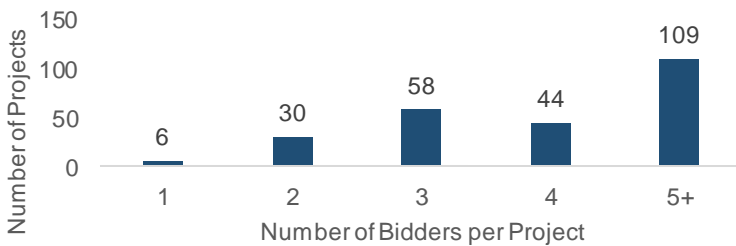
Bidder	Total 1st Place Bids	Total Bids	Win %	Winning Bid Value
1 LANE CONSTRUCTION CORPORATION	11	29	37.9%	384,441,136
2 RANGER CONSTRUCTION INDUSTRIES	20	101	19.8%	166,689,481
3 SUPERIOR CONSTRUCTION COMPANY	5	18	27.8%	162,140,614
4 ANDERSON COLUMBIA CO., INC.	21	45	46.7%	134,635,227
5 AJAX PAVING INDUSTRIES OF FLORIDA	11	31	35.5%	114,835,635
6 GENERAL ASPHALT CO., INC	10	33	30.3%	105,513,532
7 JOHNSON BROS. CORPORATION	1	3	33.3%	92,193,818
8 PRINCE CONTRACTING, LLC	2	31	6.5%	84,280,000
9 HALLEY ENGINEERING CONTRACTORS,	5	18	27.8%	62,604,604
10 D.A.B. CONSTRUCTORS, INC.	4	11	36.4%	61,951,111
11 DE MOYA GROUP INC	2	16	12.5%	59,888,975
12 ROADS, INC. OF NWF	4	8	50.0%	53,418,033
13 PREFERRED MATERIALS INC.	14	63	22.2%	52,778,448
14 COXWELL, J.B. CONTRACTING, INC.	1	4	25.0%	39,980,618
15 ASTALDI CONSTRUCTION CORPORATION	1	2	50.0%	31,974,887

*Does not include Design-Build Contracts

Margin of Victory

	# of Projects w/ Multiple Bidders	Average Win Margin
January	26	9.2%
February	22	6.6%
March	29	9.0%
April	25	7.9%
May	20	9.7%
June	9	7.9%
July	15	10.0%
August	12	8.2%
September	13	7.7%
October	16	10.5%
November	3	6.1%
December	27	7.1%
January	18	13.2%
Annual Weighted Average		8.8%

Competition Summary

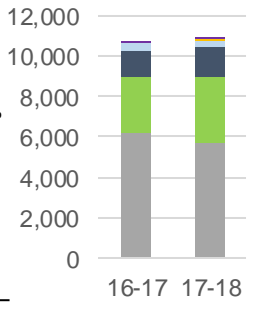


The graph on the left shows the total number of bidders for all FDOT projects from January 2016 through December 2017. The median number of bidders on projects is 3. The majority of projects had 4 or more bidders (153 projects, 62%). There were just 6 projects (2%) that had only 1 bidder.

The graph to the right shows the Governor's Recommended 2017-2018 FDOT Transportation Budget. **Highway Operations** contribute to the highest percentage of the total budget at \$5.7 Billion (53%). **Transportation Systems Development** funds have the second highest percentage at \$3.1 Billion (29%) and the **Florida Turnpike Enterprise** is third at \$1.6 Billion (14%). All other items make up just 4% of the total budget (\$390 Million). **Florida Rail Enterprise** makes up only 2.2% of the total budget, and saw a decrease of -30% year over year. The Governor's Recommended 2017-2018 Budget is up 1.3% (\$139 Million) from the current 2016-2017 FDOT transportation Budget.

FDOT Transportation Budget 2017-2018

\$ MM	16-17	17-18	% Δ
Florida's Tpk Systems	1,347	1,573	16.7%
FL Tpk Enterprise	1,347	1,573	16.7%
Trans Systems Dev	3,043	3,429	12.7%
FL Rail Enterprise	336	234	-30.4%
Trans Systems Dev	2,706	3,194	18.0%
Trans Systems Ops	6,345	5,873	-7.4%
Executive Support	90	96	7.0%
Highway Operations	6,206	5,717	-7.9%
Info Technology	49	60	22.3%
	10,735	10,874	1.3%



Sources: US Census Bureau, FDOT bid lettings, Florida Five Year Work Program 2017-2021, Florida State Budget

Design Build 2016 Bid Letting Results above \$10M Bid Value (January 1, 2016 – February 28, 2017)

Project Description	DOT Estimate	Bid Value	% Over Est.	Contractor
SR 30 (US 98) – Pensacola Bay Bridge	\$459,620,149	\$398,500,000	-13.3%	Skanska USA Civil Southeast Inc.
I-95 (SR 9)I-95/ N. I-295 Interchange	\$171,168,099	\$176,895,000	3.3%	Archer Western Contractors
I-95 at I-10 Interchange Operation	N/A	\$116,979,302	N/A	Archer Western Contractors
I-95 Concrete Reconstruction and Emergency Stopping Sites	N/A	\$89,490,000	N/A	Archer Western Contractors
SR 90/Tamiami Trail	\$125,147,000	\$69,547,000	-44.4%	Condotte America, Inc.
I-75/TPK Interchange Modification	\$65,343,397	\$68,542,000	4.9%	Middlesex Corporation
SR 10 - 9 Mile Road to SR 848010000	\$26,253,977	\$29,137,700	11.0%	Roads, Inc. of NWF
I95 Interchange SJ Heritage Parkway	N/A	\$26,771,800	N/A	Ranger Construction Industries
Sunshine Skyway Rest Area Replacement	N/A	\$18,051,494	N/A	David Nelson Construction Co.
Interchange Ramp Reconstruction	\$22,256,993	\$14,923,655	-32.9%	Central Florida Equipment Rentals, Inc.
Total		\$1,008,837,951		

Per the table above, design build projects in the state of Florida totaled over \$1B from January 2016 to February 2017. Multiple projects showed that the total bid value was often substantially lower than the DOT estimate. As is the case for traditional bid-build projects, Archer Western also saw the majority of projects in the Design Build space, with only Skanska winning one larger project in that timeframe.

Key Projects listed in the FDOT Five Year Work Program 2017-2021:

Project	Estimated Value	Work	Est. Timeline	County
Tampa International Airport Gateway Center	388,000,000	Aviation Capacity Project	2017	Hillsborough
SR 836/ I-95 Interchange Ramps	207,504,940	Interchange Improvement	2017	Miami-Dade
SR 836/ I-95	285,658,890	Bridge-Replace & Add Lanes	2017	Miami-Dade
Gateway Expressway	142,159,692	New Road Construction	2017	Pinellas
I-95 (SR 9) at I-10 Interchange	120,538,278	Interchange - Add Lanes	2017	Duval
I-275 (SR 93) From S of Gandy Blvd	91,785,710	Add Lanes & Reconstruct	2017	Pinellas
Suncoast Parkway 2	86,432,399	New Road Construction	2017	Citrus
SR429/46(Wekiva Pkw)	80,019,316	New Road Construction	2017	Lake
Gateway Expressway from SR690 To W of I-275	74,761,361	New Road Construction	2017	Pinellas
SR-9/I-95	68,334,104	Add Special Use Lane	2017	Broward
I-295(SR9A)	11,490,075	Resurfacing	2018	Duval
SR 847/NW 47 Avenue	11,391,527	Add Lanes & Reconstruct	2018	Miami-Dade
SR15(US1)	11,089,250	Resurfacing	2018	Nassau
SR 8(I-10)	10,681,053	Resurfacing	2018	Gadsden
Resurface Tpk in Lake County	10,195,183	Resurfacing	2018	Lake
Miami Int'l Airport Perimeter Road Widening & Realignment	10,536,000	Aviation Capacity Project	2018	Miami-Dade
Jaxport Channel Deepening & Widening	10,608,925	Seaport Capacity Project	2018	Duval
Resurface Tpk Mainline In Orange County	11,349,413	Resurfacing	2019	Orange
SR 200	10,762,324	Resurfacing	2019	Marion
NE 36th Avenue	10,736,934	Rail Capacity Project	2019	Marion
SR-862/I-595 Bridge	10,674,789	Bridge Rehabilitation	2019	Broward
Bartow Northern Connector Phase II	10,171,346	New Road Construction	2019	Polk
Port Tampa Bay - Gantry Crane Replacement And Enhancement	10,000,000	Seaport Capacity Project	2019	Hillsborough
SR 20 (Us 27) Apalachee Pkw y	11,517,520	Resurfacing	2020	Leon
Tampa International Airport - Airside A Boarding Bridges	11,288,135	Aviation Preservation Project	2020	Hillsborough
SR 40	10,830,000	Add Lanes & Reconstruct	2020	Marion
Loxahatchee Rd.	10,498,333	Widen/Resurface Exist Lanes	2020	Broward
City Of Tampa USF Area/Busch Blvd Atms 119 Signals - Phase 4	10,081,303	Atms - Arterial Traffic Mgmt	2020	Hillsborough
SR 826/Palmetto Expwy Over Intracoastal Canal Bridges	10,026,624	Bridge-Repair/Rehabilitation	2020	Miami-Dade
Bob Sikes Airport Construct Eastside Aircraft Parking Apron	10,800,000	Aviation Capacity Project	2020	Okaloosa

Of the 30 projects above, five are located in Miami-Dade and four are in Hillsborough, which includes the city of Tampa. All other counties have three or less key projects (\$10M and over) listed in the FDOT Five Year Work Program. In addition, the largest three projects were also located in Miami-Dade and Hillsborough counties. The majority of key projects are either for resurfacing (7) or New Road Construction (5).

Why We Are Different

Focused Strictly on Infrastructure

- Management has years of experience in the Infrastructure Industry
- Solely focused on advising public and private clients in the Infrastructure/Construction sector

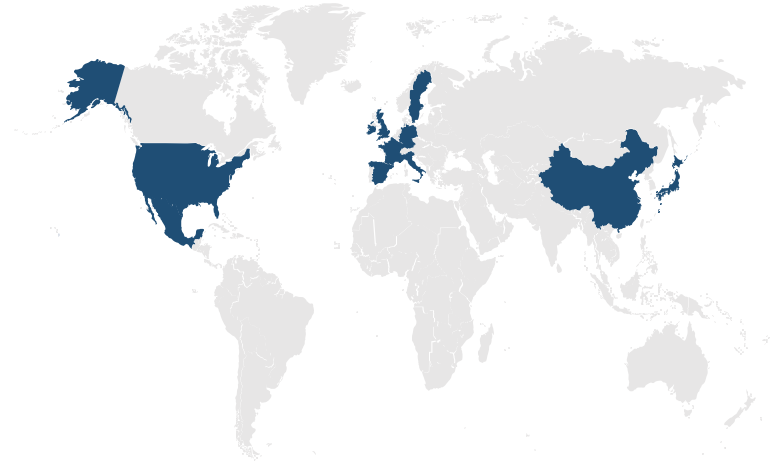
Broad Range of Advisory Services

- M&A, Project Financing, Strategic Consulting, Restructuring, Executive Placement, and Financial Analysis
- All Industry Sub-Sectors

Experience in All Major Infrastructure Markets

- Star America has worked in all infrastructure markets, including Civil Construction, Vertical Building, Public-Private Partnerships, Industrial

Star America Global Reach



Service Offerings

Mergers & Acquisitions

We have a strong track record in both domestic and cross-border M&A advisory roles. We operate both negotiated processes and auctions, assist in deal structuring, and provide impartial advice about the merits of transactions in our industry of focus.

Business Development

Star is well qualified to assist clients in developing their business plans in the U.S. Given the depth of experience of its partners and operating professionals, the company offers access to thought leadership of C-Level executives.

Capital Raising

We maintain contacts at banks, hedge funds, equipment finance companies, and other financial firms. These are sources of capital for clients desiring funds for expansionary capital expenditures or general operating cash flow needs.

PPP Financial Advisory

Star provides financial advisory services to companies and consortia seeking to participate in alternative procurement processes. We advise on debt capital raising in the bank and bond markets, and help structure competitive bids for our clients.

Management Consulting

We work with clients to formulate and pursue strategic and tactical goals. Star provides true business solutions, including identifying potential management hires, developing and implementing marketing plans, and increasing operational efficiencies.

Strategic & Financial Analysis

Industry analytics form the core of a successful financing or business development strategy. With our significant industry knowledge, we assess companies' current and projected financial and competitive positions to provide actionable recommendations. We have the capacity to provide comprehensive financial analysis as well as contractor prequalification solutions, allowing contractors to properly vet lower tiers and improve overall capital strength.

Disclaimer:

This material is for informational purposes only. It should not be relied on for any other purposes. The goal of this report is to help market participants critically assess each state's expected infrastructure budgets and competitive environment.