About Us

▪ **30 years of quality, consistent performance**
  – Founded 1989
  – National leader in geosynthetics
  – ENR Top 200 Environmental Firms – #130

▪ **Strong financial record**
  – $75 million revenue
  – Dun & Bradstreet rating – 3A3

▪ **Assets**
  – Over 700 pieces of owned equipment
SAFETY

▪ 0.62 EMR rating in 2019

EMR rating – Continued YOY reduction

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<th>2017</th>
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▪ ISN member with “A” rating on ISNetworld

▪ Each employee given “Stop Work Authority”

QUALITY

▪ Vigilant in our pursuit of excellence

▪ Dedicated QC department to ensure all documentation meets industry high standards

▪ All new hires trained on quality standards with continued training for field personnel

SERVICE

▪ We deliver what we promise on time for a fair price with no sacrifice to safety or quality
  – 3500+ projects awarded and completed
  – 300+ employees
  – 100+ million sq. ft. of geosynthetics installed annually
Current Bidding Environment

• Coal Ash Industry
  • Not only the amount of projects, but the size.

• Public versus Private Work

• Economy
  • 8 to 10-year cycles. Budgets based on past projects.

• Labor Market and Material Supply
Contractor Forecasting

- How does a Contractor forecast?
- How can Owners/Engineers affect this?
- Who is the Owner & Engineer?
- What effect has the past decade of environmental construction had on the Florida market?
Project Evaluation

- Who’s the Owner & Engineer?
  - Past projects
  - Miami-Dade County

- Engineers Estimate – Contractor Size

- MBE/WBE/DBE
  - Drives Cost – Limits Competition
  - Estimating Effort

- Project Schedule/Type
  - Multi-Phase Closures?

- Pre-Bid Meeting
Contract Language

- Time of Completion
  - Liquidated Damages
  - Cell vs Closure

- MBE/WBE/DBE & Local Preference

- Additional Insurance Requirements
  - Builders Risk

- Work Hours
  - 6/10’s Typical. Costs to pay others. I.E. CQA

- Bid Form – Lump Sum vs Unit Price

- Payment Terms
• Constructability is key
  • WWTP Engineers Example

• Access

• Uncommon Scopes of Work

• Permit Related Items
  • Shifting the permit risk onto the Contractor

• Combining Closures with Cells

“Contractors Means and Methods.”
Uncertainty leads to risk.
Design Review - Risk

The Work Shall Consist of Furnishing and Installing Geo-Composite, 60-Mil HDPE Liner, Geo-Synthetic Clay Liner for the Piggy-Backed Slopes in the Subtitle “D” Cell (Approximately 2-Acres), and Associated Work.

No Pre-Bid Conference will be held (LA R.S. §38:2212.l).
Construction Season

• Start and Completion Dates

• Type of Construction
  • Cell vs Closure
  • Compacted Clay vs GCL

• Florida Weather

• Possibility of Multi-Phase Projects
Pre-Qualifying Bidders

- Provides an advanced notice of the opportunity
- Creates a level playing field
- Provides higher quality bids to Owner
- Reducing competition does not necessarily mean higher bids
  - Could eliminate bids with future headaches
- Allowing short Q&A could reduce major risks
- Georgia Example
South Dade Landfill Cell 5
Thank You

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