



SAFETY ★ QUALITY ★ SERVICE



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

2017	2018	2019
0.54	0.54	0.62

- 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



Design Review - Risk

- 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.

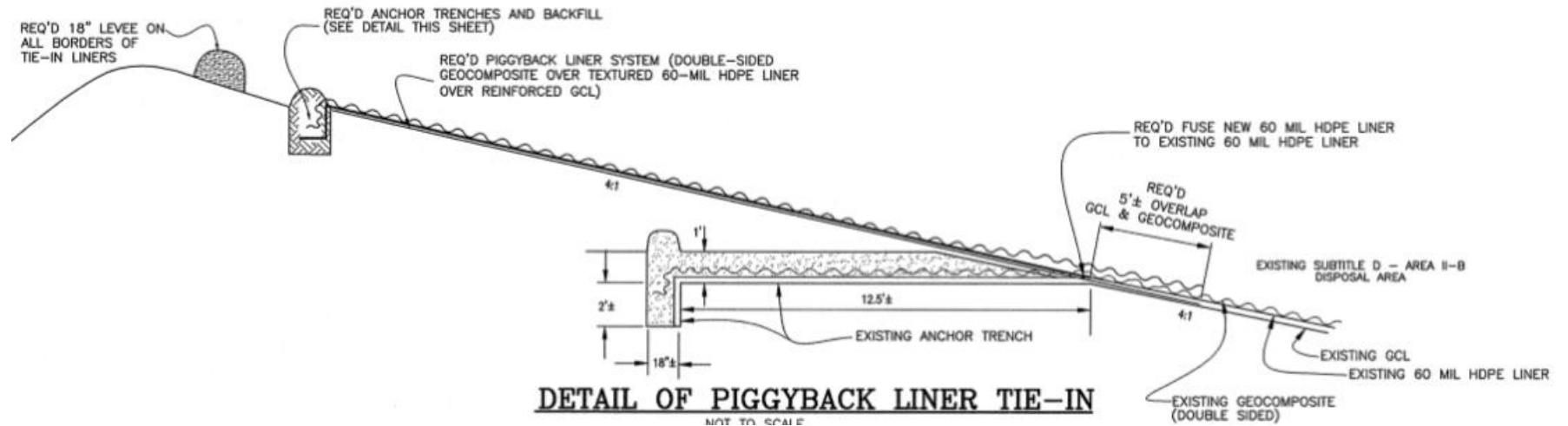


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Design Review - Risk

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. §38:2212.1).



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





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South Dade Landfill Cell 5





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Thank You

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