



Offer and Acceptance

State of Arizona
State Procurement Office
100 N. 15th Ave. Suite 201
Phoenix, AZ 85007

SOLICITATION NO.: ADSP016-00005912 Request
for Qualifications: 2016 Annual Professional
Services List

PAGE
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Offeror: GPI ENGINEERS, INC.

OF
1

OFFER

TO THE STATE OF ARIZONA:

The Undersigned hereby offers and agrees to furnish the material, service or construction in compliance with all terms, conditions, specifications and amendments in the Solicitation and any written exceptions in the offer. Signature also certifies Small Business status.

GPI ENGINEERS, INC.
Company Name
2922 W. Clarendon Ave.
Address
Phoenix, AZ 85017
City State Zip

R. Palmenberg
Signature of Person Authorized to Sign Offer
Roger E. Palmenberg
Printed Name
Vice-Pres.
Title

Phone: 602/234-0696 x170
Fax: 602/234-0699

roger.p@epiinc.com
Contact Email Address

By signature in the Offer section above, the Offeror certifies:

1. The submission of the Offer did not involve collusion or other anticompetitive practices.
2. The Offeror shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246, State Executive Order 2009-9 or A.R.S. §§ 41-1461 through 1465.
3. The Offeror has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted offer. Failure to provide a valid signature affirming the stipulations required by this clause shall result in rejection of the offer. Signing the offer with a false statement shall void the offer, any resulting contract and may be subject to legal remedies provided by law.
4. The Offeror certifies that the above referenced organization IS / IS NOT a small business with less than 100 employees or has gross revenues of \$4 million or less.

ACCEPTANCE OF OFFER

The Offer is hereby accepted.

The Contractor is now bound to sell the materials or services listed by the attached contract and based upon the solicitation, including all terms, conditions, specifications, amendments, etc., and the Contractor's Offer as accepted by the State.

This Contract shall henceforth be referred to as Contract No. ADSP016-00005912

The effective date of the Contract is March 2, 2016

The Contractor is cautioned not to commence any billable work or to provide any material or service under this contract until Contractor receives purchase order, contract release document or written notice to proceed.

State of Arizona
Awarded this 26 day of February 2016
[Signature]
Procurement Officer



ATTACHMENT I – General Qualifications
**ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:
ADSP016-00005912**

STATE PROCUREMENT OFFICE
Department of Administration
100 North 15th Avenue, Suite 201
Phoenix, Arizona 85007

(If a firm has branch offices, complete for each specific branch office seeking work.)

1. **Annual Request for Qualifications**

a. FIRM (OR BRANCH OFFICE) NAME:	GPI Engineers, Inc.
b. FIRM (OR BRANCH OFFICE) STREET:	2922 West Clarendon Avenue
c. FIRM (OR BRANCH OFFICE) CITY:	Phoenix
d. FIRM (OR BRANCH OFFICE) STATE:	Arizona
e. FIRM (OR BRANCH OFFICE) ZIP CODE:	85017
f. YEAR ESTABLISHED:	1980
(g1). OWNERSHIP - TYPE:	Corporation
(g2) OWNERSHIP - SMALL BUSINESS STATUS:	Small Business
h. POINT OF CONTACT NAME AND TITLE:	Jason S. Weed, PE
i. POINT OF CONTACT TELEPHONE NUMBER:	602/234-0696 ext 150
j. POINT OF CONTACT E-MAIL ADDRESS:	Jason.w@gpimail.com
k. NAME OF FIRM (If block 1a is a branch office):	



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3. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST YEAR

a. Approximate No. of Projects	b. Experience	c. Revenue Index Number (see below)
1	Air Pollution Control	1
1	Heating, Ventilation, Air Conditioning	1
4	Housing – Multi-family	1
1	Water Supply; Treatment and Distribution	3
7	Phase I Environmental	1
4	Towers	1
1	Storm Water Handling and Facilities	1
1	Industrial Buildings; Manufacturing Plants	1
2	Testing and Inspection Services	1

PROFESSIONAL SERVICES REVENUE INDEX NUMBER

- | | |
|---|---|
| 1. Less than \$100,000 | 6. \$2 million to less than \$5 million |
| 2. \$100,000 to less than \$250,000 | 7. \$5 million to less than \$10 million |
| 3. \$250,000 to less than \$500,000 | 8. \$10 million to less than \$25 million |
| 4. \$500,000 to less than \$1 million | 9. \$25 million to less than \$50 million |
| 5. \$1 million to less than \$2 million | 10. \$50 million or greater |

4. Resumes of Key Personnel Proposed for this Contract *(Complete one Section #4 for each key person.)*

a. NAME Jason S. Weed, PE	b. ROLE IN THIS CONTRACT Contract Manager and Sr. Civil/Environmental Engineer	c. YEARS EXPERIENCE	
		1. TOTAL 17	2. WITH CURRENT FIRM 17
d. LOCATION <i>(City and State)</i> Phoenix, Arizona			
e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> B.S. – Civil/Environmental Engineering		f. PROFESSIONAL TRAINING - REGISTRATIONS Arizona Registered (Civil) Engineer – No. 59801	
g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> EPA Certified Lead Based Paint Inspector, OSHA 40-hr HAZWOPER trained, Certified Asbestos Inspector			

H. RELEVANT PROJECTS

1.	(1) TITLE AND LOCATION <i>(City and State)</i> Project Manager/Sr. Environmental Engineer – 52nd St. CERCLA site – Freescale Semiconductor – Phoenix, AZ	(2) YEAR COMPLETED	
		Professional Services See below	Construction (if applicable)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This is an on-going project to provide environmental support services at this facility. Professional services include supervision of the O&M of the remedial treatment facility, analysis and reporting of plant performance data, engineering design of plant modifications, development and implementation of groundwater well sampling. The cost of this work is \$300,000 per year; Mr. Weed has been involved with this project for at least 50% of his time during his continuing tenure at the firm.	<input checked="" type="checkbox"/> Check if project performed with current firm	
2.	(1) TITLE AND LOCATION <i>(City and State)</i> Project Manager/Sr. Environmental Engineer Cookson Door – Goodyear, AZ	(2) YEAR COMPLETED	
		Professional Services See below	Construction (if applicable)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This is an on-going project to provide environmental engineering services at this facility. Professional services include preparation of the air quality control installation and operating permit applications, the City of Goodyear industrial wastewater discharge permit application and routine sampling program, site-wide environmental compliance support including storm water containment. This project has an annual value of \$25,000.	<input checked="" type="checkbox"/> Check if project performed with current firm	
3.	(1) TITLE AND LOCATION <i>(City and State)</i> Project Manager/Sr. Environmental Engineer – Phase I Environmental Site Assessments – Principal Real Estate Investors	(2) YEAR COMPLETED	
		Professional Services See below	Construction (if applicable)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This is an on-going project to perform Phase I ESA for commercial properties via individual task orders under three-year renewable contracts. The services include lead based paint, mold, and asbestos assessments when directed by the customer. The Phase I ESAs are performed in accordance with ASTM standards. This project has a three-year value of \$150,000; current annual revenue is less than this.	<input checked="" type="checkbox"/> Check if project performed with current firm	
4.	(1) TITLE AND LOCATION <i>(City and State)</i> Sr. Civil Engineer – in-house engineering support to Phoenix Internet – Maricopa County, AZ	(2) YEAR COMPLETED	
		Professional Services See below	Construction (if applicable)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This is an on-going project to provide in-house professional engineering services for new antenna building permit applications on leased self-supporting and guyed telecommunications towers. The engineering services include preparation of site plans, engineering analysis of the impact of new antennae on the tower(s), design of special mounting system(s) if needed, and preparation of the building permit applications. The cost for these services is \$5,000 per antenna.	<input checked="" type="checkbox"/> Check if project performed with current firm	
5.	(1) TITLE AND LOCATION <i>(City and State)</i> Sr. Environmental Engineer – HUD multi-family housing (subcontractor to GENTEC) – West & Midwest US – Environmental Support (Phase I ESAs)	(2) YEAR COMPLETED	
		Professional Services See below	Construction (if applicable)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This is an on-going project to perform Phase I ESAs including lead based paint inspections on multi-family housing sites via a task order subcontract with GENTEC to HUD. The environmental services subcontract is valued at \$1.5 million over five years, the contract is in its third year. The Phase I ESAs are performed in accordance with ASTM standards. Each task order is valued at \$7,000 plus added cost(s) for LBP sampling and analysis.	<input checked="" type="checkbox"/> Check if project performed with current firm	

4. Resumes of Key Personnel Proposed for this Contract *(Complete one Section #4 for each key person.)*

a. NAME Roger E. Palmenberg, PE	b. ROLE IN THIS CONTRACT Sr. Environmental Engineer	c. YEARS EXPERIENCE	
		1. TOTAL 45	2. WITH CURRENT FIRM 35
d. LOCATION <i>(City and State)</i> Phoenix, Arizona			
e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> B.S. – Chemical Engineering; M.S. – Chemical Engineering		f. PROFESSIONAL TRAINING - REGISTRATIONS Arizona Registered (Chemical) Engineer – No. 10108 Arizona Registered Land Surveyor – No. 16173	
g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i>			

OSHA 40-hr HAZWOPER training, USDOT Certified Waste Broker, Member – American Institute of Chemical Engineers, AZ Board of Technical Registration – member – PE license application review panel, Project Manager/Principal for a major air pollution source permit resulting in a Technical Excellence award from the Arizona Consulting Engineers Association.

H. RELEVANT PROJECTS

1.	(1) TITLE AND LOCATION <i>(City and State)</i> Sr. Environmental Engineer – 52nd St. CERCLA site – Freescale Semiconductor (formerly Motorola) – Phoenix, AZ	(2) YEAR COMPLETED	
		Professional Services See Below	Construction (if applicable)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This is an on-going project to provide environmental support services at this facility. Professional services include analysis and reporting of plant performance data, engineering design of plant modifications, development and implementation of groundwater well sampling. The cost of this work is \$300,000 per year; Mr. Palmenberg has been involved with this project since 1981 when the site was placed on the National Priority List. During this period, Mr. Palmenberg designed remedial facilities (waste solvent storage, dual wall industrial waste sewer), performed site investigations (J Building PCB), and participated in the site characterization studies resulting in placement on the NPL. He designed the waste cyanide treatment facility to eliminate this industrial waste water source.	<input checked="" type="checkbox"/> Check if project performed with current firm	
2.	(1) TITLE AND LOCATION <i>(City and State)</i> Sr. Environmental Engineer Cookson Door – Goodyear, AZ	(2) YEAR COMPLETED	
		Professional Services See below	Construction (if applicable)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This is an on-going project to provide environmental engineering services at this facility. Mr. Palmenberg prepared the air quality control permit application for the powder coating operation, assisted in the preparation of the City of Goodyear industrial wastewater discharge permit application, and established the rationale for a waiver of state permit(s) for storm water containment – all of which required an engineering analysis of the facility design and an understanding of applicable environmental regulations. This project has an annual value of \$25,000.	<input checked="" type="checkbox"/> Check if project performed with current firm	
3.	(1) TITLE AND LOCATION <i>(City and State)</i> Sr. Environmental Engineer – Phase I Environmental Site Assessments – Principal Real Estate Investors	(2) YEAR COMPLETED	
		Professional Services See below	Construction (if applicable)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This is an on-going project to perform Phase I ESA for commercial properties via individual task orders under three-year renewable contracts. The services include lead based paint, mold, and asbestos assessments when directed by the customer. There are Phase II investigations – including subsurface soil sampling and analysis following procedures developed by Mr. Palmenberg on certain properties having legacy environmental contamination issues. The Phase I ESAs are performed in accordance with ASTM standards. This project has a three-year value of \$150,000; current annual revenue is less than this.	<input checked="" type="checkbox"/> Check if project performed with current firm	
4.	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) YEAR COMPLETED	
		Professional Services	Construction (if applicable)
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE	<input type="checkbox"/> Check if project performed with current firm	

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> Environmental Support Services for Freescale Semiconductor, Inc. Phoenix, Arizona (52 nd Street CERCLA Site)	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES On-going	CONSTRUCTION <i>(if applicable)</i> Not Applicable

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Freescale Semiconductor, Inc.	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT Open End Indefinite Quantity Indefinite Delivery – Annual Budget of \$300,000	e. TOTAL COST OF PROJECT Since 1981 – approx. \$15 million
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(include scope, size, and length of project)*

GPI has been providing environmental support services at the 52nd Street semiconductor manufacturing facility since 1981. Annual budgets are established to identify the projects planned and underway. This is a broad-based contract that involves several professional disciplines including civil, chemical, and environmental engineering with assistance from technicians.

The scope of the project is to operate and maintain the groundwater remedial treatment facility in conformance with the EPA Region IX Consent Decree. The facility is a 300 gpm groundwater treatment plant. GPI has operated this facility since start-up over 20 years ago.

Examples of related projects include: design of the courtyard (high TCE) extraction well and integration of its wastewater production into the treatment plant; trouble-shooting the system and performing modifications as needed; reprogramming the industrial treatment process controllers with software updates and improved logic; and analyzing system performance as part of the on-going regulatory oversight requirements of the Consent Decree.

The relevance to this contract is the demonstration of the firm's broad environmental, civil, and chemical engineering capabilities to support a large environmental remediation with extensive regulatory oversight. Our capabilities in several experience categories are utilized including: industrial waste treatment, industrial processes and quality control, and testing & inspection services.

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> Environmental Support Services Cookson Door – Goodyear, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES On-going (start in 2014)	CONSTRUCTION <i>(if applicable)</i> Not Applicable

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Cookson Door, Inc.	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$25,000	e. TOTAL COST OF PROJECT \$25,000 - annual
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

GPI was engaged by Cookson Door to provide professional engineering services related to obtaining the environmental permits for a new roll-up garage door manufacturing plant in Goodyear, AZ. The initial contract amount was \$25,000 and included preparing the application and supporting documentation for the Maricopa County Air Quality Control District installation and operating permits; documenting conditions for a waiver of the Arizona Department of Environmental Quality storm water discharge permit, and assisting development of the supporting documents for the City of Goodyear industrial waste discharge permit. GPI provided professional civil, chemical, and environmental engineering services to perform these assigned projects.

After start-up in early 2015, GPI was engaged to provide on-going environmental support including industrial waste discharge monitoring and reporting and air quality operating permit compliance reviews on an annual basis.

The relevance to this contract is demonstrating the firm's capability in air pollution control, industrial processes/quality control, industrial waste treatment, storm water handling, and testing & inspection services.

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> Environmental Support to HUD – Multi-family Housing (SIPA) West & Midwest United States	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES On-going	CONSTRUCTION <i>(if applicable)</i> Not Applicable

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER US Dep't Housing and Urban Devel.	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT \$1.5 Million over five years	e. TOTAL COST OF PROJECT \$100,000
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

GPI is a first tier subcontractor on this multi-region HUD SIPA task order contract to provide environmental support services at multi-family apartment complexes in the Western and Midwestern US. The prime contract is in its third year of a five year period of performance. The environmental support services include: Phase I Environmental Site Assessments, lead based paint (LBP) inspections, and mold inspections. The professional disciplines provided by GPI are: civil/environmental engineering.

The relevance to this contract is demonstrating experience and capability in several categories: Phase 1 Environmental (Site Assessments) and Mold Investigation. While not listed on the Attachment III form as an experience category, GPI also performs lead based paint inspections as part of its support to HUD on this project.

Each Phase 1 costs \$7,000 to \$10,000 depending on the need to perform a LBP inspection.

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> Engineering Support Services Phoenix, Arizona	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES On-going support	CONSTRUCTION <i>(if applicable)</i> Not Applicable

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Phoenix Internet – Phoenix, Arizona	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT In-house Support	e. TOTAL COST OF PROJECT \$5,000 per building permit application \$20,000 design services
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Tower Modifications for Broadband Wireless Internet Maricopa and Gila Counties, Arizona: GPI provides in-house civil engineering support to Phoenix Internet for the licensing and permitting of new antennae on leased towers throughout its Maricopa and Gila counties service area. New antenna installations require an engineering analysis and an application to the local government(s) for a building permit. The engineering analysis includes a site plan, review of the tower design, and preparation of detailed engineering CAD drawings and specifications to demonstrate that the tower can accommodate the proposed new antenna. Towers can be either self-supporting or guyed. These services require an understanding of applicable building codes and tower engineering principles. Often, the services include a complete update of the recorded drawings in addition to documenting new antenna installations.

The relevance to this contract is the performance of engineering services relating to self-supporting and/or guyed towers for the purpose of installing antennae in compliance with applicable building codes.

Heating, Ventilation, Air Conditioning for Co-location facility – Phoenix, Arizona: GPI provides in-house professional engineering services to Phoenix Internet, a broadband wireless ISP. Phoenix Internet has a co-location (co-lo) facility in Phoenix. The HVAC system is a series of three chillers that must operate continuously to maintain suitable environment for the co-lo service customers. The system was designed by GPI engineers to provide a reliable source of chilled water to the co-lo facility. The system includes the chillers, a circulating chilled water delivery system, and a programmable process controller. System up-time is in excess of 99.99%

The relevance to this contract is the performance of engineering services relating to HVAC systems in a critical service environment.

5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present no more than five (5) projects. Complete one Section 5 for each project.)

a. TITLE AND LOCATION <i>(City and State)</i> Phase I Environmental Site Assessments at locations in Arizona and Nevada	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES On-going	CONSTRUCTION <i>(If applicable)</i> Not Applicable

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Principal Real Estate Investors Des Moines, Iowa	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT Three-year open-end IDIQ contract \$150,000	e. TOTAL COST OF PROJECT \$25,000 (\$2,500 to \$5,000 each)
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Principal Real Estate Investors, Inc. awards multi-year task order contracts to GPI to perform Phase I Environmental Site Assessments (ESA) on commercial properties throughout Arizona and Nevada. GPI has been a contract awardee for twenty years. The ESAs closely adhere to ASTM standards and address special areas of concern requested by Principal (i.e. asbestos, lead based paint, mold). The properties range in use from convenience stores with fueling islands to retail shopping centers to large office and apartment complexes. Fees range depending on the scope, size and complexity of the property; the range of fees is \$2,500 to \$5,000 each.

The disciplines provided are civil/environmental engineering.

The relevance to this contract is to demonstrate the firm's experience and capability in performing Phase I Environmental Site Assessments.



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6. ADDITIONAL INFORMATION

a. PROVIDE ANY ADDITIONAL INFORMATION YOU FEEL MAY BE NECESSARY TO DESCRIBE YOUR FIRMS QUALIFICATIONS. (ATTACH ADDITIONAL SHEETS AS NEEDED.)

Our firm is a low performance risk candidate for this contract. The following points underscore this assertion and provide additional information relevant to selection.

1. The company has a pool of pre-qualified subcontractors for support in specialized areas of practice – these firms have been selected according to our policies and procedures for subcontracting as well as for their successful performance with GPI on assignments. All subcontracts and consulting agreements have flow-down clauses from the prime contract - an administrative requirement assuring compliance with the customer's terms and conditions. Subcontractors provide: laboratory analysis, subsurface drilling, ground penetrating radar, tank testing, geologic/hydrologic support, biological sciences support, cultural resources/archaeological support, public participation support, and general construction contracting.
2. Fluctuating workload is effectively managed by a combination of cross-training and an active recruitment program.
3. The company has a Quality Assurance Program Plan that forms the basis for site and project specific Quality Assurance/Quality Control plans.
4. Our site specific health and safety plans are adopted from the company's master HASP. Personnel receive project specific training for job hazards, workplace safety, and the use of personal protective equipment. These practices have resulted in a long history of low lost time injuries as documented in our OSHA Form 300 records.
5. The firm is innovative as evidenced by the development of a proprietary citric-acid based process to remove carbonate scaling on packed air-stripper towers at one of the Indian Bend Wash CERLA remediation site – one of the largest in Arizona.
6. The company received a technical excellence award from the Arizona Consulting Engineers Association for development of an in-plume transport and reaction model to predict ozone precursors emitted from a large printing facility – a facility that uses benzene and toluene based ink.
7. Over 90% of the firm's revenue is from repeat customers; several have received decades of support from us.

7. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS

a.	Percentage of Total Work Attributable to State, Federal and Municipal Government Work:	10%
b.	Percentage of Total Work Attributable to Non-Government Work:	90%

8. AUTHORIZED REPRESENTATIVE. The foregoing is a statement of facts.

Signature: Jason S. Weed

Date: 12/21/15

Name: Jason S. Weed, PE

Title: Vice-President