



ATTACHMENT I – General Qualifications
ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:
ADSP015-00004729

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:	TeamConverse LLC
b. FIRM (OR BRANCH OFFICE) STREET:	4666 E. Donato Drive
c. FIRM (OR BRANCH OFFICE) CITY:	Gilbert
d. FIRM (OR BRANCH OFFICE) STATE:	Arizona
e. FIRM (OR BRANCH OFFICE) ZIP CODE:	85298
f. YEAR ESTABLISHED:	2004
(g1). OWNERSHIP - TYPE:	LLC
(g2) OWNERSHIP - SMALL BUSINESS STATUS:	Small Business
h. POINT OF CONTACT NAME AND TITLE:	Allan R. Converse, Owner/Manager
i. POINT OF CONTACT TELEPHONE NUMBER:	480-634-1533
j. POINT OF CONTACT E-MAIL ADDRESS:	allan@teamconverse.net
k. NAME OF FIRM <i>(If block 1a is a branch office):</i>	



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2. EMPLOYEES BY DISCIPLINE

a. Discipline Title	b. Function: Primary (P) or Secondary (S)	c. No. of Employees - Firm	d. No. of Employees - Branch
Civil Engineer	P	3	
Sanitary Engineer	S	1	
Environmental Engineer	S	1	
Construction Manager	P	1	
Construction Inspector	S	1	
CADD Technician	P	2	
Total			



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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	Area Master Planning	1
3	Commercial Building (Low Rise); Shopping Centers	1
1	Community Facilities	1
3	Construction Surveying	1
2	Dining Halls; Clubs; Restaurants	1
3	Housing (Residential, Multi-Family; Apartments; Condominiums)	1
1	Industrial Waste Treatment	1
2	Infrastructure	1
2	Land Surveying	1
1	LEED Accredited A/E	1
2	Plumbing and Piping Design	1
4	Sewage Collection, Treatment and Disposal	1
2	Surveying; Platting; Mapping; Flood Plain Studies	1
2	Water Supply; Treatment and Distribution	1
2	Waste Water Treatment Facility	1
1	Zoning; Land Use Studies	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 |



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

a. NAME ALLAN R. CONVERSE	b. ROLE IN THIS CONTRACT Manager/Senior consultant	c. YEARS EXPERIENCE	
		1. TOTAL 41	2. WITH CURRENT FIRM 11
d. LOCATION <i>(City and State)</i> TeamConverse LLC 4666 E. Donato Dr. Gilbert, AZ 85298			
e. EDUCATION <i>(DEGREE AND SPECIALIZATION)</i> Civil and Sanitary Engineering Studies University of Iowa 1971		f. PROFESSIONAL TRAINING - REGISTRATIONS <i>USEPA MEDCAR Specialized Education in Water and Wastewater System</i>	
g. OTHER PROFESSIONAL QUALIFICATIONS <i>(Organizations, Awards, etc.)</i> Multiple Training Manuals and Video Modules for EPA, ADEQ ASCE Member, AWWA Member, WEF Member			

H. RELEVANT PROJECTS

1.	(1) TITLE AND LOCATION <i>(City and State)</i> SAN CARLOS MEDICAL CENTER PERIDOT, AZ	(2) YEAR COMPLETED
		Professional Services Engineering 2010
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE This project included a hospital building, seven specialty clinics, a staff housing area and recreation center. The civil and sanitary engineering portion included: grading and drainage for the entire master planned site, highway 70 modification, interior streets and parking lots, water supply, storage and distribution for fire suppression and potable uses, wastewater collection and treatment solutions	<input checked="" type="checkbox"/> Check if project performed with current firm
2.	(1) TITLE AND LOCATION <i>(City and State)</i> DEMA SILVERBELL WATER and WASTEWATER SYSTEM, FLORENCE DEMA WATER SYSTEM IMPROVEMENTS	(2) YEAR COMPLETED ONGOING
		Professional Services Engineering
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Multiple projects including potable water system nitrate system engineering, commissioning, startup, and operation of the wastewater treatment system.	<input checked="" type="checkbox"/> Check if project performed with current firm
3.	(1) TITLE AND LOCATION <i>(City and State)</i> Santan Crossing Professional Plaza, Chandler, AZ	(2) YEAR COMPLETED
		Professional Services Engineering 2014
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Grading, drainage, water and wastewater infrastructure design and construction inspection.	<input checked="" type="checkbox"/> Check if project performed with current firm
4.	(1) TITLE AND LOCATION <i>(City and State)</i> WESTERN ACRES DEVELOPMENT	(2) YEAR COMPLETED
		Professional Services Engineering ongoing
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Planning and design services for master planned multiple use project. Grading, drainage, site improvements, water and wastewater systems, recreational facilities and roadway design	<input checked="" type="checkbox"/> Check if project performed with current firm
5.	(1) TITLE AND LOCATION <i>(City and State)</i> CAMP NAVAJO WASTEWATER	(2) YEAR COMPLETED
		Professional Services Engineering 2012
		Construction (if applicable)



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(3) BRIEF DESCRIPTION (*Brief scope, size, cost, etc.*) AND SPECIFIC ROLE
 Design of wastewater pumping station and analysis of current treatment system to bring into compliance with ADEQ Standards.

Check if project performed with current firm

a. NAME Jerry D. Morrow, P.E.	b. ROLE IN THIS CONTRACT	c. YEARS EXPERIENCE	
		1. TOTAL 33	2. WITH CURRENT FIRM 15
d. FIRM NAME AND LOCATION (<i>City and State</i>) Team Converse - 4666 Donato Drive, Gilbert, Arizona			

1)	(1) TITLE AND LOCATION (<i>City and State</i>) 1.1 MGD wastewater treatment for Park City, Kansas	(2) Year Completed	
		Professional Services - Design and Construction 2002	Construction (<i>if applicable</i>) CM at Risk
(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE Design/Construct 1.1 million gallon per day Primary, Secondary and Tertiary plant with filtration \$2,600,000 Principal, designer and Owner's Contact <input type="checkbox"/> Check if project performed with current firm			
2)	(1) TITLE AND LOCATION (<i>City and State</i>) Design/Construct of a 1,000,000 water wells, pumps and storage facility for Branson, MO.	(2) Year Completed -	
		Professional Services Design and Construction Services 1999	Construction (<i>if applicable</i>) CM at Risk
(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE Design and construction of a complete water system for Branson, MO. Work included planning, design, construction and operation for 1 year. <input type="checkbox"/> Check if project performed with current firm			
3)	(1) TITLE AND LOCATION (<i>City and State</i>) Completed design of water, wastewater, storm water, and streets for 26 subdivisions in Kansas City MO., Overland Park, KS., Raytown, MO., Independence, MO.	(2) Year Completed - 2008	
		Professional Services Design	Construction (<i>if applicable</i>) Inspection
(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE Planning, zoning, designing and bidding of all work <input checked="" type="checkbox"/> Check if project performed with current firm			
4)	(1) TITLE AND LOCATION (<i>City and State</i>) Little Blue Valley Sewer District – Jackson County, MO.	(2) Year Completed	
		Professional Services - Planning and design and bidding 2005	Construction (<i>if applicable</i>) Inspection only 2006
(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE Design and bidding of 26 miles of large diameter conduit from 54" to 126" RCP. Jackson County, MO – 10 cities and 2 Federal Installations Planning, design, hydraulics and bidding over 8 years in 12 contracts for \$65,000,000. <input type="checkbox"/> Check if project performed with current firm			



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5)	(1) TITLE AND LOCATION <i>(City and State)</i> Antioch Road design and bidding	(2) Year Completed -	
		Professional Services 2002 Planning & Engineering	Construction <i>(if applicable)</i>
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Design of 2-1/2 miles of 4-lane Antioch Road. The project included realignment, widening, signalization, lighting and the relocation of utilities for Meriam, KS. \$4,645,000		<input type="checkbox"/> Check if project performed with current firm	
b. NAME Gary T. Spehar, P.E.		b. ROLE IN THIS CONTRACT	
		c. YEARS EXPERIENCE	
		3. TOTAL 20	4. WITH CURRENT FIRM 8
d. FIRM NAME AND LOCATION <i>(City and State)</i> <i>Team Converse - 4666 Donato Drive, Gilbert, Arizona</i>			

1)	(1) TITLE AND LOCATION <i>(City and State)</i> Johnson Water District, Johnson County, Kansas	(2) Year Completed -	
		Professional Services – Engineering 2000	Construction (if applicable) Inspection
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Water Distribution Modeling Data Collection, GIS Development Multi-Zone System Modeling, Updated Systems Report, and Prioritization Improvement Analysis		<input type="checkbox"/> Check if project performed with current firm	
2)	(1) TITLE AND LOCATION <i>(City and State)</i> Raw Water Supply project, Enid, OK. 1999	(2) Year Completed -	
		Professional Services 1999 Engineering Study and Report	Construction <i>(if applicable)</i>
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Surge Analysis, Raw Water Supply Line, Lake Enid,		<input type="checkbox"/> Check if project performed with current firm	
3)	(1) TITLE AND LOCATION <i>(City and State)</i> Facilities Plan for Phoenix, Arizona	(2) Year Completed -	
		Professional Services 1993 Engineering/Study	Construction <i>(if applicable)</i>
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Water Reclamation Facility Plan, Phoenix, Arizona		<input type="checkbox"/> Check if project performed with current firm	
4)	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) Year Completed -	



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5)	(1) TITLE AND LOCATION <i>(City and State)</i> Lake Tapawingo, Missouri	Professional Services – Engineering Design 1997	Construction <i>(if applicable)</i>
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Dam Breach Analysis and Spillway Improvements, \$45,000		
<input type="checkbox"/> Check if project performed with current firm			
5)	(1) TITLE AND LOCATION <i>(City and State)</i> Kansas City Royals Baseball Stadium Kansas City, Missouri	Professional Services – 2005 Report and design	Construction <i>(if applicable)</i>
	(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Sole designer for a new Underdrain System, for Royals Stadium \$38,000		
<input type="checkbox"/> Check if project performed with current firm			

c.	NAME Robert J. Youness, P.E.	b. ROLE IN THIS CONTRACT	c. YEARS EXPERIENCE	
			5. TOTAL 31	6. WITH CURRENT FIRM 18
d. FIRM NAME AND LOCATION <i>(City and State)</i> Team Converse - 4666 Donato Drive, Gilbert, Arizona				

1)	(1) TITLE AND LOCATION <i>(City and State)</i> 84 bridges designed for counties in western Missouri	(2) Year Completed –
		Professional Service 1994 to 2003 Engineering
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE Principal and structural designer. Overseeing construction and preparing grant reimbursements		Construction <i>(if applicable)</i> Construction Inspection
<input type="checkbox"/> Check if project performed with current firm		
2)	(1) TITLE AND LOCATION <i>(City and State)</i> Cameron, Missouri - Sanitary Sewer System and Treatment Plant	(2) Year Completed –
		Professional Services Engineering 1998
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE 7 Sanitary Sewerage Lift Stations 1.5 million gallon per day sanitary sewerage treatment plant 7 Miles of sewerage lines – up to 48" diameter Tunnel under Interstate 435 – 600 feet of 60" diameter casement		Construction <i>(if applicable)</i> Construction Inspection
<input type="checkbox"/> Check if project performed with current firm		
3)	(1) TITLE AND LOCATION <i>(City and State)</i> Clinton, Missouri – Water System improvements	(2) Year Completed
		Professional Services Planning and Design
		Construction <i>(if applicable)</i> Inspection



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	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/>		
	5 miles of 18" diameter water line System analysis to improve flows and pressures Water wells for potable ground water 8 miles of 24" diameter water line Renovation of Treatment Plant	Check if project performed with current firm	
4)	(1) TITLE AND LOCATION (<i>City and State</i>)	(2) Year Completed	
	Belton, Missouri Water System improvements	Professional Services – Planning and Design	Construction (<i>if applicable</i>) - Inspection
	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/>		
	10 miles of 24" diameter water pipe from Kansas City, Missouri Pumping Station 1.5 million gallon Water Tower.	Check if project performed with current firm	
5)	(1) TITLE AND LOCATION (<i>City and State</i>)	(2) Year Completed	
	WynGate subdivision – Johnson County, Kansas	Professional Services – Planning, zoning and design 2000	Construction (<i>if applicable</i>) - Inspection
	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/>		
	Coordinate waterline distribution system with Water One Sanitary Sewer System – up to 36" diameter Sanitary Sewer Lift Station for 5 developments Storm water Collection system – up to 60" diameter pipes	Check if project performed with current firm	

d. NAME Michael T. Ashley, RLA, CLARB, ASLA	b. ROLE IN THIS CONTRACT	c. YEARS EXPERIENCE	
		7. TOTAL 14	8. WITH CURRENT FIRM 3
d. FIRM NAME AND LOCATION (<i>City and State</i>) Team Converse 4666 Donato Drive, Gilbert, Arizona			

1)	(1) TITLE AND LOCATION (<i>City and State</i>)	(2) Year Completed -	
	City of Overland Park, Kansas	Professional Services 1996 Architctural Planning	Construction (<i>if applicable</i>)
	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/>		Check if project performed with current firm
	Menorah Medical Master Plan, \$65,000		
2)	(1) TITLE AND LOCATION (<i>City and State</i>)	(2) Year Completed -	
	US Air force – Whiteman Air force Base, Knob Noster, MO.	Professional Services 2006 Design	Construction (<i>if applicable</i>)
	(3) BRIEF DESCRIPTION (<i>Brief scope, size, cost, etc.</i>) AND SPECIFIC ROLE <input type="checkbox"/>		Check if project performed with current firm
	Design of parks for Whiteman Air Force Base, Knob Noster, MO		
3)	(1) TITLE AND LOCATION (<i>City and State</i>)	(2) Year Complete -	



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	(1) TITLE AND LOCATION <i>(City and State)</i>	Professional Services 2000	Construction <i>(if applicable)</i>
	Notre Dame de Sion Campuses, Kansas City, MO	Planning and design	
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE		<input type="checkbox"/> Check if project performed with current firm	
New high school campus for Notre Dame de Sion 22 acre site			
4)	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) Year Completed	
	US Air force – McConnell AFB, Wichita, KS.	Professional Services – Planning and design	Construction <i>(if applicable)</i>
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE		<input type="checkbox"/> Check if project performed with current firm	
McConnell Air Force Base SAP, Wichita, KS. A SAP as "an open architecture for adaptive business solutions"			
5)	(1) TITLE AND LOCATION <i>(City and State)</i>	(2) Year Completed -	
	Southlake Retail Center, Lenexa, KS - \$18,500	Professional Services 2008 Design	Construction <i>(if applicable)</i>
(3) BRIEF DESCRIPTION <i>(Brief scope, size, cost, etc.)</i> AND SPECIFIC ROLE		<input type="checkbox"/> Check if project performed with current firm	
Design of a Rain-Garden for Southlake Retail Center, Lenexa, KS			



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5.A 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> San Carlos Medical Center Peridot, AZ	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2010	CONSTRUCTION <i>(If applicable)</i>

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER San Carlos Apache Tribe	d. DOLLAR AMOUNT OF PROJECT \$1.5M	e. TOTAL COST OF PROJECT \$140M
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)
This project included a hospital building, seven specialty clinics, a staff housing area and recreation center. The civil and sanitary engineering portion included: grading and drainage for the entire master planned site, highway 70 modification, interior streets and parking lots, water supply, storage and distribution for fire suppression and potable uses, wastewater collection and treatment solutions.

5.B 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> Silverbell Water and Wastewater Silverbell Army Heliport Base, Marana, AZ	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES ongoing	CONSTRUCTION <i>(If applicable)</i>

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Arizona National Guard	d. DOLLAR AMOUNT OF PROJECT \$	e. TOTAL COST OF PROJECT
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g. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)
Multiple projects including potable water system evaluation and engineering to obtain approval from ADEQ for use of the system, commissioning, startup and operation of the wastewater treatment system.

5.C 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> Gateway Center Glendale, AZ	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES 2007	CONSTRUCTION <i>(If applicable)</i>

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Gateway Center Development Group	d. DOLLAR AMOUNT OF PROJECT \$110,000	e. TOTAL COST OF PROJECT \$15M+
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- h. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)
Engineering services for grading, drainage, parking lot and street access design, onsite and offsite water and sewer system design. Additional work included relocation of existing SRP irrigation systems.

5.D 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>	b. YEAR COMPLETED	
Arizona City Wastewater Arizona City, AZ	PROFESSIONAL SERVICES 2008	CONSTRUCTION <i>(If applicable)</i>

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Arizona City Sanitary District	d. DOLLAR AMOUNT OF PROJECT \$580,000	e. TOTAL COST OF PROJECT \$7.0M
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- i. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)
Two phases of wastewater treatment plant design. First phase; a 0.5 MGD oxidation ditch treatment system with filtration, disinfection, and pumping facilities. Second phase; a 1.5 MGD SBR process treatment plant with filtration, disinfection, sludge drying and pumping facilities.

5.E 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>	b. YEAR COMPLETED	
Gold Canyon Wastewater Gold Canyon, AZ	PROFESSIONAL SERVICES 2007	CONSTRUCTION <i>(If applicable)</i>

23. PROJECT OWNER'S INFORMATION

c. PROJECT OWNER Gold Canyon Sewer Company	d. DOLLAR AMOUNT OF PROJECT \$250,000	e. TOTAL COST OF PROJECT \$3.25M
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- j. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)
Three phases of wastewater treatment plant design. First phase; 250,000 GPD modular plant expansion. Second phase; 0.5 MGD wastewater treatment plant. Third phase; expansion to 1.0 MGD treatment capacity. All phases included disinfection, filtration, pumping facilities, and collection system.



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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.)

A partial list of our Civil Engineering Services includes the following:

- ✿ **Feasibility studies**
- ✿ **Engineering assessments for land use optimization**
- ✿ **Surveying - topographic, boundary, aerial**
- ✿ **ALTA Survey preparation**
- ✿ **Subdivision planning and design**
- ✿ **Drainage studies**
- ✿ **Development plans preparation including paving and grading**
- ✿ **Water quality engineering**
- ✿ **Water/wastewater engineering**
- ✿ **Utility master plans/studies**
- ✿ **Right-of-way mapping**
- ✿ **SWPPP**
- ✿ **Platting - Preliminary and Final**



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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:	70%
b. Percentage of Total Work Attributable to Non-Government Work:	30%

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

Signature: Allan R Converse Date: 12/11/14

Name: Allan R. Converse Title: Owner