

SECTION II

Proposal Submittal

RFP#127-11-0001
COV Emergency Services

Prepared for: The Commonwealth of Virginia
Department of Emergency Management

Dana Giesinger

3/28/2011 UPDATED



REQUIREMENT 4.2.4 OF PROPOSAL

Item 1: *Experience in providing the services described herein along with a description of company structure:*

Over the span of 21 years, First Atlantic Restoration has had experience in responding to countless disasters resulting from hurricanes, floods, ice storms, hazardous materials, man-made disasters (hoarding, human and pet feces), other natural disasters, and even the few rare tornados that have touched down in our region. (Although our work is not limited to, a majority of emergency losses we have responded to have been properties, commercial and residential, suffering from storm damage, water extraction/damage, fires, biohazard clean up [to include blood, feces, sewage, other bodily fluids], and mold remediation.)

Our company is comprised of a highly trained team of managers, supervisors, coordinators, estimators, and technicians within the departments of Mitigation (all emergencies, water, mold, and biohazard clean up) and Reconstruction (Attachment F). The two departments are supported by our Emergency Services representatives to ensure all jobs/projects are handled and delivered as promised. All claims are received by the claims coordinator, the data is immediately transmitted into the claims management system and dispatched to the proper department. All after hours claims are taken by a live operator and immediately dispatched to the on-call manager. Among our qualified team, these individuals have experience in other emergency losses aside from the above mentioned. After 9/11, the owner of First Atlantic, David Collier, C.R., traveled to the Pentagon to consult on an Anthrax project. There were several government buildings within our region, in 2001, threatened by Anthrax, in which one of our employees (holding a required Hazmat certification) performed cleaning services. We were also called upon to write a scope and estimate for a bomb explosion at the Woods of Williamsburg, in which the FBI was involved. Our company has responded, cleaned up, and disposed of oil spill materials that have affected various construction sites.

Item 2: *Approach to providing the service:*

First Atlantic has a systematic plan for all emergency disasters that are received. The initial call comes into the claims department, type and size of loss is determined, the appropriate manager/supervisor is alerted, the emergency crew is then dispatched with the necessary equipment to mitigate the damages. The Emergency Services Representative is in charge of overseeing quality assurance, so is therefore contacted by the *On Call* Crew Manager. On all large scale losses, the manager/supervisor arrives on scene within the hour. All calls received after scheduled business hours (5:00pm to 8:00am, Monday through Friday), are dispatched to the *On Call* Emergency Crew.

Item3: *Names, titles, qualifications and experience of personnel to be assigned to the project:*
See Attachment L for Staff Resumes.

David Collier, C.R., Executive Project Manager/President: David has over 20 years of experience in the construction industry. In 1990, David founded First Atlantic Restoration, Inc. In 1996, he received his designation as a *Certified Restorer* by the National Institute of Disaster Restoration.

Gerry Havlena, Project Coordinator: Gerry has over 30 years of experience in writing scopes, estimates, third party consulting, and coordination/communication of schedule, equipment, technicians on large scale projects within the industry. He holds IICRC certifications in Fire and Smoke Restoration, Water Damage, and Applied Microbial Remediation.

Rocky Tennant, Senior Project Manager: Rocky has over 10 years of experience in writing and negotiating estimates and scopes with insurance adjusters, home owners and private companies. He coordinates emergency services for multifamily housing communities, has been involved with the cleanup of oil spills, asbestos abatement, hoarding, and has performed tasks such as containment set-up for mold abatement. Rocky holds the **NIMS/ICS-100** certification and also has IICRC certifications for Lead, Water Damage Restoration, Applied Microbial Remediation, Applied Structural Drying, Asbestos, and Fire and Smoke Restoration.

Doug Murphy, Senior Project Manager: Doug has 10 years of experience in sustaining substantial damage and making repairs due to storm and fire damages. He successfully demolished 100 apartment units and rebuilt 56 of the units in 45 days. Doug has been involved with the extensive rebuild of four homes as a result of the 2008 tornado. He holds IICRC certification in Water Damage Restoration, Fire and Smoke Restoration, and has a B.S. in Civil Engineering with a Minor in Management.

Brian Kokie, Senior Project Manager: Brian has 18 years of experience in board ups and cleanup as a result of hurricanes and tornados. He has managed mold, fire, storm damages, and flood projects. He coordinates equipment and teams for reconstruction projects, was a certified Haz Mat technician for 5 years, has cleaned up oil spills, biohazards, and contaminated soil, and was involved with a natural gas explosion of three homes. Brian holds a Lead certification.

Bart Brown, Senior Project Manager: Bart has 8 years of experience responding to emergencies, storm coordinator during hurricanes, Nor'easters, etc., estimating and managing losses resulting from mold, biohazards, lead, hoarding, and all storm and natural disasters. He holds the **NIMS/ICS-100** certification and also has IICRC certifications for Water Damage Restoration, Applied Microbial Remediation Specialist, Health & Safety, Lead, and Fire and Smoke Restoration.

Chip Dawley, Project Coordinator: Chip has over 15 years of experience in project management, client relations, sales, and managing emergency services. He has coordinated, dispatched, and monitored teams and equipment during hurricanes (Bonnie, Floyd, and Isabel), as well as, during various tropical storms, Nor'easters, and other flooding disasters. Chip was on scene after the 2008 Suffolk tornado supervising

Item 3: all emergency board ups and repairs.

Dana Giesinger, Project Coordinator: Dana has 4 years of experience in client relations and coordinating emergency services. She currently organizes pre-disaster and communication training for clients' essential personnel, revises and/or writes disaster plan guides for clients' property portfolio, and onsite consultation. Dana currently holds IICRC certification in Water Damage Restoration, Fire and Smoke Restoration, and Applied Microbial Remediation.

Stephen Collins, Estimator: Stephen has 20 years of experience in writing estimates and producing repairs for properties that have been affected by hurricanes, tornados, floods, ice storms, animal hoarding, hail, and mold remediation. He holds IICRC certification in Fire and Smoke Restoration and Water Damage Restoration.

Lee Jackson, Project Manager: Lee has 14 years of experience in serving as a CAT Team Supervisor during Hurricane Ike and was an insurance adjuster during Hurricane Isabel for over 350 claims. He has contained and cleaned up oil spills and industrial waste as an EPA licensed operator. Lee currently arrives on the scene of working fires to coordinate board up and contents services. He holds the **NIMS/ICS-100** certification and also has IICRC certifications in Fire and Smoke Restoration and Odor Control Technician.

Brooks Wainwright, Project Manager: Brooks has 15 years of experience in construction and 2 years of experience in the restoration industry. Currently he is writing estimates for commercial and residential jobs affected by fires, water/storm damage, and biohazard clean up. Brooks was involved in writing the scope and estimate for the explosion that occurred at the Woods of Williamsburg and has directed and cleaned up various jobsite diesel fuel spills. He currently holds IICRC certification in Water Damage Restoration and Fire and Smoke Restoration.

Javier Solis, Site Superintendent: Javier has over 20 years of experience in the construction and restoration industry. He has performed cleanup and repair work after hurricanes, supervised a cleanup team of 200 after Hurricane Katrina, coordinated the cleanup of oil, gasoline, diesel, hydraulic, and ethylene glycol spills, and handled repair damage from snow/ice storms in West Virginia for two years. Javier has experience in the supervision of the cleanup of Mercury removal, has been involved (hands on) in the clean up and disposal of numerous biohazards, hoarding projects, and mold remediation. He has experience using and operating equipment to cleanup mud slides. Javier currently holds IICRC certification in Water Damage Restoration, Applied Microbial Remediation, and Health and Safety.

Billy Lloyd, Estimator: Billy has 15 years of experience primarily with the estimating, extraction/drying of water resulting from any type of flood. Billy is involved with scopes, estimates, and repair of damages caused by hurricanes, tornados, biohazards, hoarding, and mold remediation. Billy holds IICRC certifications in Water Damage Restoration and Applied Structural Drying.

Item 4: *Offerors should clearly state the types of Emergency goods, equipment, and services they can provide:*

From large scale to small projects, First Atlantic Restoration is committed to helping people restore their lives and businesses when the unthinkable happens. The following are a description of the services First Atlantic has developed over the years to meet the needs of our clients (business owners and homeowners) who face disasters:

Emergency Services

- 24 Hour Emergency Hotline
- 24 Hour Emergency Response Team
- Biohazard/Trauma Cleanup
- Secure/Protect Property: Board-Ups, ShrinkWrap, Tarpaulins

Water Extraction & Structural Drying

- State of the Art Moisture Detection Equipment, including Infrared Cameras
- Thousands of Air Movers, Hepa Air Scrubbers, Desiccant and Refrigerant Dehumidifiers
- Controlled Demolition as feasible to expedite drying
- Injectidry System

Mold Remediation/Indoor Air Quality

- Adherence to EPA, NY, OSHA, and IICRC Guidelines
- Fit-Tested, PPE Equipped, and Certified Technicians
- Air Quality Assessment
- Disposal of Infectious Waste
- Third party clearance testing by an Industrial Hygienist
- Full Pollution Coverage Insurance with a \$20 million umbrella

Cleaning/Content Restoration

- 40,000 Square Foot Climate Controlled Contents Storage Facility
- Barcode Inventory System of Stored Contents
- Freeze Drying, Ozone, and Hydroxyl Generator Chambers
- Electronics Cleaning and Testing
- Odor Removal and Deodorization Services
- Final "Hospital Grade" Cleaning of Structure

Structure Restoration/Reconstruction

- Turnkey Operation
- After Hours Work as Necessary
- Controlled Demolition
- Restoration to Pre-Loss Condition Specifications
- Guaranteed Completion Date

To satisfactorily and successfully complete each project, First Atlantic Restoration uses an array of equipment, most commonly used on our jobs: air movers, air scrubbers with HEPA Filtration, Phoenix 200 Dehumidifiers, Desiccant dehumidifiers, dump trucks,

- Item 4: portable flood extractors, Injectidry system, Xtreme Xtractors, plywood for board ups, tarps, shrinkwrap, containments (of any size), and generators (see Price List, Attachment D, for further equipment used).
- Item 5: *Location of office(s) and hours of operation:*
First Atlantic Restoration's office and warehouse is currently located at 414 S. Parliament Drive, Virginia Beach, VA 23462 (within region 5 of Virginia). We are a 24 hour service company, however our operating business hours are from 8:00am to 5:00pm, Monday through Friday. A live answering call center will take calls after the established business hours. We have a rotating *On Call* Emergency Service team that will be dispatched to all after business hours emergencies. This team is staffed seven days a week, 365 days a year.
- Item 6: *Describe your capability to offer a charge card payment program:*
Our company does accept credit card payments. The following credit cards are accepted: VISA, MasterCard, Discover, and American Express.
- Item 7: *Location, size and number of hubs or distribution, if applicable:*
As stated in our introduction letter, First Atlantic Restoration is a Disaster Kleenup International (DKI) Member Company, comprised of over 185 independently owned disaster restoration contractors. One third of the DKI member companies have multiple emergency service locations (See Attachment H). The size of each location is irrelevant since First Atlantic and DKI member companies provide emergency services on scene of a disaster, to mitigate property damages, therefore our locations do not serve as an emergency shelter, but as a housing center for emergency service equipment, as wells as storage of our clients' salvaged contents.
- Item 8: *Description of facilities and operations that may be utilized in the performance of a declared emergency:*
This is not applicable as our location is utilized for housing all emergency service equipment for mitigation purposes and storage of contents that have been salvaged. Our location is not a feasible shelter site.
- Item 9: *Specify whether or not an account manager(s) will be assigned. Describe fully any services provided through the account manager, such as site visits, consultation, problem and/or dispute resolution regarding shipments and invoices, etc.:*
Chip Dawley and Dana Giesinger will be the account managers assigned (their titles, experience, and qualifications are outlined in Item 3, paragraphs 10 and 11). Both managers will be responsible for site visits as needed, writing/revising specialized disaster plans, organizing pre-disaster and communication training for the clients' essential personnel, and ensure that each disaster emergency claim is responded to accordingly. The account managers will be available for any client consultation needs before, during, and after a disaster. Mr. Dawley and Ms. Giesinger will be the point of contact for any disputes/questions in regards to project scheduling, repairs, warranties, and/or invoices. It is First Atlantic's duty to demonstrate to our customers, ability and desire to respond quickly and receptively to all of their needs. It is always in the best interest of our customers to express care, concern, and empathy in all business

- Item 9: transactions while remaining loyal to our values of honesty, integrity and recommendations of proper actions.
- Item 10: *Specific plans for providing the proposed services including: Offeror to show how they will provide the required services, to include **delivery procedures**. Also, include an explanation as to any planned use of sub-contractors:*
Upon the initialization of the Emergency Services contract, First Atlantic Restoration's account managers will need to make necessary site visits, review/write and communicate a disaster plan. For natural disasters that are approaching, such as hurricanes, snow storms, Nor'easters, etc., the assigned account managers will make contact with the specified point of contacts throughout the seven regions in Virginia, 48 to 72 hours before a predicted storm, to communicate a plan of action and place crews and equipment on standby. The size and/or number of regions to be affected will determine our need to contract out sub-contractors and/or DKI member companies. First Atlantic Restoration typically will hire out sub-contractors for plumbing, HVAC, and electrical work. Only on large scale projects, will First Atlantic hire out sub-contractors for drywall, painting, and framing. DKI member companies will be utilized for extra equipment and for responding to disasters outside of region 5.
Delivery procedures: The point of location as to where our teams are to enter a building with equipment will be determined between First Atlantic's account managers and the onsite property manager. See Attachment D for Delivery pricing.
- Item 11: *Areas of the COV have been divided into seven (7) regions. Offerors shall be very clear as to where goods, equipment, and/or services are to be provided. That is, **regions are to be specified**:*
First Atlantic Restoration, along with our DKI Member Companies, have the unparalleled ability to handle any loss, of any size, at any location, no matter how complex the property portfolio is within each of the seven regions in Virginia. All seven regions will be backed by First Atlantic Restoration and North America's largest disaster restoration contracting organization, DKI. Together, we have the ability to provide quality disaster planning and emergency response services. The list of services outlined in 4.2.4, Item 4 and equipment stated in the last paragraph of 4.2.4, Item 4 as well as listed in Attachment D will be provided to all seven regions during a disaster.
- Item 12: *Pricing is to be inclusive of all costs (i.e. to include installation and delivery):*
See Attachment D for First Atlantic Restoration's price list of equipment and labor.
Titles of staff members listed in Item 3 correspond with the labor pricing outlined in Attachment D. We use the industry standard Xactimate for pricing all time and materials. Attachment D is broken down by units (SF: per square foot; EA: per each; HR: per hour; DA: per day; LF: per linear foot; GL: per gallon) and unit price. The length of time in which our equipment is needed does not change the pricing (i.e. an Air Mover [DRY code] at \$28.50 each for three days would simply be $\$28.50 \times 3 = \85.50).

SECTION III

EMERGENCY SERVICES

12.0 ATTACHMENTS

ATTACHMENT A
OFFEROR'S VENDOR DATA SHEET

Note: The following information is required as part of your response to this solicitation. Failure to complete and provide this sheet may result in finding your bid nonresponsive. (In the case of a two-step IFB, it may cause the proposal portion to be determined to be not acceptable.)

1. Qualification: The vendor must have the capability and capacity in all respects to satisfy fully all of the contractual requirements.

2. Vendor's Primary Contact:

Name: Dana Giesinger Phone: 757-499-1915

3. Years in Business: Indicate the length of time you have been in business providing this type of good or service:

21 Years 0 Months

4. Vendor Information:

eVA Vendor ID or DUNS Number: 941133217

5. Indicate below a listing of at least four (5) current or recent accounts, either commercial or governmental, that your company is servicing, has serviced, or has provided similar goods. Include the length of service and the name, address, and telephone number of the point of contact.

A. Company: Homeport Contact: Jim Vick
Phone: (757) 270-0011 Fax: (757) 402-4257
Project: 10-0021; 10-0509; 10-0673; 10-0799

Dates of Service: 1/6/10; 7/22/10; 9/29/10; 11/1/10 \$ Value: \$15,856.90

B. Company: AIMCO Contact: John Coker

EMERGENCY SERVICES

Phone: (757) 838-5553 Fax: (864) 239-5812

Project: City Line Apts; Sumler Terrace; Reflections; Parkway

Dates of Service: 2006- Present \$ Value: 4million +

C. Company: Lincoln Military Housing Contact: Doug Taylor

Phone: (757) 416-7220 Fax: (757) 961-8645

Project: #10-0635, 10-0772, 10-0928

Dates of Service: 9/11/10; 10/21/10; 12/20/10 \$ Value: \$87,429.81

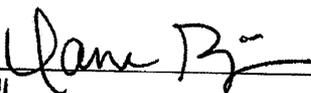
D. Company: SL Nusbaum Contact: Mike Devine

Phone: (757) 640-2214 Fax: (757) 640-2281

Project: Pinewood Gardens; Thalia Gardens; Park Town; Arbor Pointe; etc.

Dates of Service: 2000- Present \$ Value: 5million +

I certify the accuracy of this information.

Signed:  Title: Emergency Services Manager
Date: 2/14/11

ATTACHMENT B

SMALL BUSINESS SUBCONTRACTING PLA

Definitions

Small Business: "Small business " means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: DMBE-certified women- and minority-owned businesses shall also be considered small businesses when they have received DMBE small business certification.

Women-Owned Business: Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

Minority-Owned Business: Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

All small businesses must be certified by the Commonwealth of Virginia, Department of Minority Business Enterprise (DMBE) by the due date of the solicitation to participate in the SWAM program. Certification applications are available through DMBE online at www.dmb.e.virginia.gov (Customer Service).

Bidder Name: First Atlantic Restoration, Inc.

Preparer Name: Dana Giesinger Date: 2/14/11

Instructions

- A. If you are certified by the Department of Minority Business Enterprise (DMBE) as a small business, complete only Section A of this form. This shall not exclude DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification.
- B. If you are not a DMBE-certified small business, complete Section B of this form. For the bid to be considered and the bidder to be declared responsive, the bidder shall identify the portions of the contract that will be subcontracted to DMBE-certified small business in Section B.

Section A

If your firm is certified by the Department of Minority Business Enterprise (DMBE), are you certified as a (check only one below):

- Small Business
- Small and Women-owned Business

_____ Small and Minority-owned Business

Certification number: 693235 Certification Date: 4-18-11

Section B

Populate the table below to show your firm's plans for utilization of DMBE-certified small businesses in the performance of this contract. This shall not exclude DMBE-certified women-owned and minority-owned businesses that have received the DMBE small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.

B. Plans for Utilization of DMBE-Certified Small Businesses for this Procurement

Small Business Name & Address DMBE Certificate #	Status if Small Business is also: Women (W), Minority (M)	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Involvement During Initial Period of the Contract	Planned Contract Dollars During Initial Period of the Contract
Rencon LLC 620 Innovation Dr. , Suite 102 Chesapeake, VA 23320 SWAM# 648033	Small Business	Courtenay Koshak 757-773-4161 renconllc@verizon.net	Doors, windows, finishings	To provide as a supplier with service of commercial doors, finishing, and windows	Up to \$50,000.00
Relay Electric 1305 Progress Rd. Suffolk, VA 23434 DMBE# 678247	Woman Owned	Shannon Lee 757-538-2707	Electrical	Contractor to provide, install, service, & test electrical equipment	Up to \$50,000.00

Edgewater Construction Services, LLC PO Box 15885 Chesapeake, VA 23328 SWAM# 665119	Minority Owned	James M. Collins 757-410-3166 jcollins@edgewaterconst.com	Building construction, metal framing	Contractor to provide framing, roofing for commercial application	Up to \$50,000.00
JD&W, Inc. 208 Ash Ave., #101 Virginia Beach, VA 23452 SWAM# 5986	Woman owned	Chris Wood 757-675-0779 chrisw@jdwinc.com	Building construction, framing	To provide framing, roofing for residential & multifamily housing application	Up to \$50,000.00
Kempsville Countertops and Cabinets 1125 Lance Road Norfolk, VA 23502 SWAM# 684057	Small Business owned	Bill Wheary 757-466-1202 bill@kempsville.com	Cabinets, counters, shelves	To provide and install cabinetry, countertops, and shelves/shelving units	Up to \$20,000.00
Totals \$					Up to \$220,000.00

ATTACHMENT C

PROPRIETARY/CONFIDENTIAL INFORMATION

Not applicable, according to the owner of First Atlantic Restoration, Inc., David E. Collier, CR, there is no proprietary/confidential information to be provided in regards to this RFP.

VDEM Price List 4/1/2011

First Atlantic Restoration, Virginia Beach, Virginia 757-499-1915

Disaster Recovery / Restoration

Executive Project Manager	\$	150.00	HOUR
Project Coordinator	\$	130.00	HOUR
Senior Project Manager	\$	100.00	HOUR
Dehumidification Supervisor/Project Manager	\$	92.00	HOUR
Site Superintendent	\$	75.00	HOUR
Assistant Site Superintendent	\$	55.00	HOUR
Estimator	\$	70.00	HOUR
Mitigation Restoration Supervisor	\$	60.00	HOUR
Mitigation Restoration Technician	\$	48.50	HOUR
Resource/Inventory Coordinator	\$	65.00	HOUR
CDL/Equipment Operator/Fuel Technician	\$	48.50	HOUR
Environmental Remediation Supervisor (Excluding Asbestos, Lead & Hazmat)	\$	88.00	HOUR
Environmental Remediation Technician (Excluding Asbestos, Lead & Hazmat)	\$	48.50	HOUR
Project Accountant/Clerk of the Works	\$	60.67	HOUR
Document Recovery Specialist	\$	55.00	HOUR
Carpenter	\$	42.00	HOUR
Health & Safety Officer	\$	60.00	HOUR
Fire Watch	\$	45.00	HOUR
Clerical Support	\$	35.00	HOUR
Technical Consultants	\$	75.00 - 250.00	HOUR
Equipment			
Shop vacuum - each, per day	\$	20.00	DAY
Upright vacuum - each, per day	\$	15.00	DAY
HEPA vacuum - 55 gallon - each, per day	\$	225.00	DAY
HEPA vacuum - back pack - each, per day	\$	125.00	DAY
HEPA vacuum - 5 - 15 gallon - each, per day	\$	75.00	DAY
Ozone generator - each, per day	\$	200.00	DAY
Cart - demolition - each, per day	\$	20.00	DAY
Trash containers - 30 - 45 gallon - each, per day	\$	15.00	DAY
Ladder - step / extension - each, per day up to 30'	\$	5.00	DAY
Standard Tool set - Demolition (Hammer, pry bar, knives, chalk box) - each, per day	\$	20.00	DAY
Crew Leader Tool set - Electrical / electronics / mechanic - each, per day	\$	30.00	DAY
Tool set - Clean-up (broom, shovel, etc) - each, per day	\$	20.00	DAY
Dolly - Wheelbarrow - each, per day	\$	6.50	DAY
Fogger - Electric - each, per day	\$	25.00	DAY
Fogger - Thermal (gas powered) - each, per day	\$	125.00	DAY

Sprayer - Industrial airless - each, per day	\$ 100.00	DAY
Pump-up sprayer - each, per day	\$ 15.00	DAY
Extension cord - 50' 10/30 - each, per day Heavy Duty	\$ 6.00	DAY
Extension Cord - Med Duty	\$ 3.50	DAY
Lights - Demolition - stand / string - each, per day up to 50'	\$ 15.00 - 20.00	DAY
1/2 Truckload 2x4x8 - 1,176 pieces (material only)	\$ 3,800.00	EA
Full Truckload 2x4x8 - 2,352 pieces (material only)	\$ 6,650.00	EA
1/2 Truckload 1/2" OSB - 272 sheets 4'x8' (material only)	\$ 2,640.00	EA
Full Truckload 1/2" OSB - 544 sheets 4'x8' (material only)	\$ 4,780.00	EA
VEHICLES		
Car	\$ 50.00	EA
SUV - Small	\$ 75.00	EA
SUV - Medium	\$ 85.00	EA
SUV - Large	\$ 95.00	EA
Pickup - 1/2 ton	\$ 55.00	EA
Pickup - 3/4 ton	\$ 75.00	EA
Pickup - 3/4 ton to 1 ton dually	\$ 105.00	EA
Semi tractor (single rear axle)	\$ 185.00	EA
Semi tractor (double rear axle)	\$ 295.00	EA
Box truck - 16' - 20'	\$ 185.00	EA
Box truck - 22' - 26' with lift gate	\$ 245.00	EA
Bus - 16 passenger	\$ 175.00	EA
Van - 3/4 ton	\$ 85.00	EA
Van - 1 ton	\$ 105.00	EA
PER MILE CHARGES		
Car - per mile charge	\$ 0.55	MI
SUV - Small - per mile charge	\$ 0.55	MI
SUV - Medium - per mile charge	\$ 0.60	MI
SUV - Large - per mile charge	\$ 0.65	MI
Pickup - 1/2 ton - per mile charge	\$ 0.55	MI
Pickup - 3/4 ton - per mile charge	\$ 0.65	MI
Pickup - 3/4 ton to 1 ton dually - per mile charge	\$ 0.85	MI
Semi tractor (single rear axle) - per mile charge	\$ 1.05	MI
Semi tractor (double rear axle) - per mile charge	\$ 1.25	MI
Box truck - 16' - 20' - per mile charge	\$ 1.05	MI
Box truck - 22' - 26' with lift gate - per mile charge	\$ 1.25	MI
Bus - 16 passenger - per mile charge	\$ 1.25	MI
Van - 3/4 ton - per mile charge	\$ 0.85	MI
Van - 1 ton - per mile charge	\$ 0.85	MI
UTILITY		
10' - 18' - Utility - Enclosed	\$ 50.00	EA

20' - 30' - Utility - Enclosed	\$ 65.00	EA
32' - 40' - Utility - Enclosed	\$ 75.00	EA
45' - 48' - Semi trailer - Enclosed	\$ 135.00	EA
45' - 48' - Semi trailer - Curtain side	\$ 125.00	EA
45' - 48' - Semi trailer - Flat bed	\$ 105.00	EA
45' - 48' - Semi trailer - Drop deck	\$ 125.00	EA
45' - 48' - Vehicle transport trailer	\$ 275.00	EA
Mobile command center	\$ 1,150.00	EA
48' - 53' - Water tanker (empty)	\$ 295.00	EA
32' - Fuel tanker (empty)	\$ 300.00	EA
16' - Fuel pup - 500 gallon / pump (empty)	\$ 185.00	EA
28' - 32' - Flatbed / Hydraulic tail	\$ 85.00	EA
22' - Hydraulic equipment trailer	\$ 125.00	EA
PFP - Personal fall protection - each, per day		
PFP - Personal fall protection - each, per day	\$ 65.00	EA
PPE - Personal protection equipment - each, per day (includes Tyvek, gloves, booties)		
PPE - Personal protection equipment - each, per day	\$ 55.00	EA
PRP - Personal respiratory equipment - each, per day (includes respiratory, cartridges, and testing)		
PRP - Personal respiratory equipment - each, per day	\$ 35.00	EA
First aid kit	\$ 135.00	EA
Gloves - Cotton - pair	\$ 2.00	PR
Gloves - Latex - Box	\$ 38.00	PR
Gloves - Leather - pair	\$ 6.25	PR
Hard hat - each	\$ 3.25	EA
Respirator - N95 - each, per day	\$ 1.25	EA
Uniform fee (t-shirt, ID, vest, jersey, etc) - each, per day	\$ 7.00	EA
Water - case	\$ 10.00	CS
Hand sanitizer - spray bottle	\$ 7.00	EA
Telephone / Mobile / Radio - per day each		
Telephone / Mobile / Radio - per day each	\$ 10.00	EA
Filter - Refrigerant DH primary		
Filter - Refrigerant DH primary	\$ 8.00	EA
Filter - Refrigerant DH secondary		
Filter - Refrigerant DH secondary	\$ 14.75	EA
Filter - HEPA scrubber NAM primary		
Filter - HEPA scrubber NAM primary	\$ 10.25	EA
Filter - HEPA scrubber NAM secondary		
Filter - HEPA scrubber NAM secondary	\$ 10.25	EA
Filter - HEPA charcoal (scrubber)		
Filter - HEPA charcoal (scrubber)	\$ 97.00	EA
Filter - HEPA (scrubber)		
Filter - HEPA (scrubber)	\$ 290.00	EA
Filter change - Oil or fuel		
Filter change - Oil or fuel	\$ 46.82	EA
Antimicrobial - Micro ban or equivalent RTU		
Antimicrobial - Micro ban or equivalent RTU	\$ 38.50	GL
Bag - Large contractor 3 mil		
Bag - Large contractor 3 mil	\$ 1.75	EA
Bag - Large 6 mil		
Bag - Large 6 mil	\$ 2.25	EA
Peel & stick zipper		
Peel & stick zipper	\$ 16.00	EA

Plastic sheathing - <5 mil - 20' x 100'	\$ 40.00	RL
Plastic sheathing - 6 mil - 20' x 100' Fireproof	\$ 97.00	RL
Plastic sheathing - 10 mil - 20' x 100'	\$ 95.00	RL
Ceiling poly clips	\$ 6.00	EA
Spray on adhesive	\$ 5.00	CAN
Adhesive remover	\$ 7.00	CAN
Walk off mats per pad of 30 sheets	\$ 55.00	PAD
2" Painters tape	\$ 8.50	RL
Plywood - 4 x 8 x 1/2 sheet	\$ 25.00	EA
Through bolts	\$ 5.00	EA
Door stops	\$ 4.00	EA
Alcohol wipes	\$ 2.50	EA
Duct tape	\$ 8.50	RL
Therma fog - per cubic foot	\$ 0.04	C'
Caution tape	\$ 32.00	RL
Tyvek suits	\$ 15.00	EA
Cotton cleaning towels	\$ 14.00	DZ
5 gallon buckets	\$ 5.00	EA
Corrosion control oil	\$ 48.00	GL
Degreaser / Cleaner	\$ 46.50	GL
Furniture blocks	\$ 86.00	BX
Restoration Sponge	\$ 5.85	EA
Air Scrubber – (< 1000 CFM)	\$ 85.00	EA
Air Scrubber – (1001-1400 CFM)	\$ 125.00	EA
Air Scrubber – (1401-2200 CFM)	\$ 135.00	EA
Refrigerant Dehumidifiers - Large (150 CFM) - No monitoring	\$ 85.00	EA
Refrigerant Dehumidifiers P200 - XLarge (250 CFM) - No Monitoring	\$ 140.00	EA
Refrigerant Dehumidifiers P300 - XXLarge (500 CFM) - No Monitoring	\$ 285.00	EA
Desiccant Dehumidifiers – 120 CFM - Skid Mount - No Monitoring	\$ 125.00	EA
Desiccant Dehumidifiers – 325 CFM - Skid Mount - No Monitoring	\$ 225.00	EA
Desiccant Dehumidifiers – 700-1000 CFM - Skid Mount - No Monitoring	\$ 325.00	EA
Desiccant Dehumidifiers – 2000-2500 CFM - Skid Mount - No Monitoring	\$ 1,295.00	EA
Desiccant Dehumidifiers – 2800-3500 CFM - Skid Mount - No Monitoring	\$ 1,395.00	EA
Desiccant Dehumidifiers – 4000-5000 CFM - Skid Mount - No Monitoring	\$ 1,495.00	EA
Desiccant Dehumidifiers – 5200-6000 CFM - Skid Mount - No Monitoring	\$ 1,695.00	EA
Desiccant Dehumidifiers – 9000-10000 CFM - Skid Mount - No Monitoring	\$ 2,395.00	EA
Desiccant / Generator Trailers - 3000 CFM / 60kV - 22' - No Monitoring	\$ 2,130.00	EA
Desiccant / Generator Trailers - 5200 CFM / 125kV - 32' - No Monitoring	\$ 2,785.00	EA
Desiccant / Generator Trailers - 6000 CFM / 60kV - 30' Diesel Fired - No monitoring	\$ 2,785.00	EA
Desiccant / Generator Trailers - 10000 CFM / 350kV - 48' – No Monitoring	\$ 4,420.00	EA

Hard Flex Duct up to 12" diameter - per 25' section	\$ 25.00	EA
Hard Flex Duct 14" - 18" diameter - per 25' section	\$ 26.00	EA
Hard Flex Duct 20" - 24" diameter - per 25' section	\$ 30.00	EA
Flex Accessories - Ea	\$ 20.00	EA
Lay flat ducting up to 12" (disposable)	\$ 0.60	FT
Lay flat ducting - 14" - 18" (disposable)	\$ 0.60	FT
Lay flat ducting - 20" - 24" (disposable)	\$ 0.60	FT
1,000,000 BTU Self contained indirect heating unit	\$ 1,325.00	DAY
Hurricane Fans 36"	\$ 85.00	EA
Hurricane Fans 24"	\$ 65.00	EA
Axial Fan	\$ 32.00	EA
Fan - Air mover	\$ 29.00	EA
HOBO recording units	\$ 3.00	EA
Remote monitoring sensors	\$ 55.00	EA
Injectidry wall unit	\$ 100.00	EA
Injectidry floor unit (up to 5 panels)	\$ 275.00	EA
Injectidry power add-on kit	\$ 50.00	EA
Wall drying unit -ducted (octopus)	\$ 100.00	EA
Portable Flood Extractor	\$ 125.00	EA
Truck Extraction Unit	\$ 475.00	EA
Sump pump / hose - electric	\$ 75.00	EA
Power washer - 2500 - 3000 PSI (portable)	\$ 75.00	EA
Power washer - 2500 - 3000 PSI - Hot water (portable)	\$ 115.00	EA
Power washer - 4500 PSI trailer mounted	\$ 250.00	EA
Moisture meter -	\$ 20.00	EA
Moisture Mapping Kit - meters, case, documents (excludes Thermal Imaging Camera)	\$ 60.00	EA
Thermal imaging camera	\$ 150.00	EA
HVAC video camera	\$ 125.00	EA
HVAC video camera tape	\$ 75.00	EA
Boreoscope (access to concealed areas)	\$ 75.00	EA
Equipment cleaning / Decontamination	\$ 27.56	EA
Generator - 6,000 watt - portable (per day)	\$ 78.22	DA
Generator - 10-30KW (per day - 24 hour)	\$ 296.40	DA
Generator - 35-90KW (per day - 24 hour)	\$ 494.00	DA
Generator temporary power cable (per day)	\$ 18.90	DA
Generator panel box (per day)	\$ 11.00	DA
Generator - 100-160KW (per day - 24 hour)	\$ 857.50	DA
Generator - 175-250KW (per day - 24 hour)	\$ 1,102.50	DA
Spider box for power supply (each)	\$ 100.00	DA
Fuel (Diesel fuel per gallon to run generators)	\$ 9.95	GL
Power Supply Cable (per 50LF run)	\$ 12.50	DA

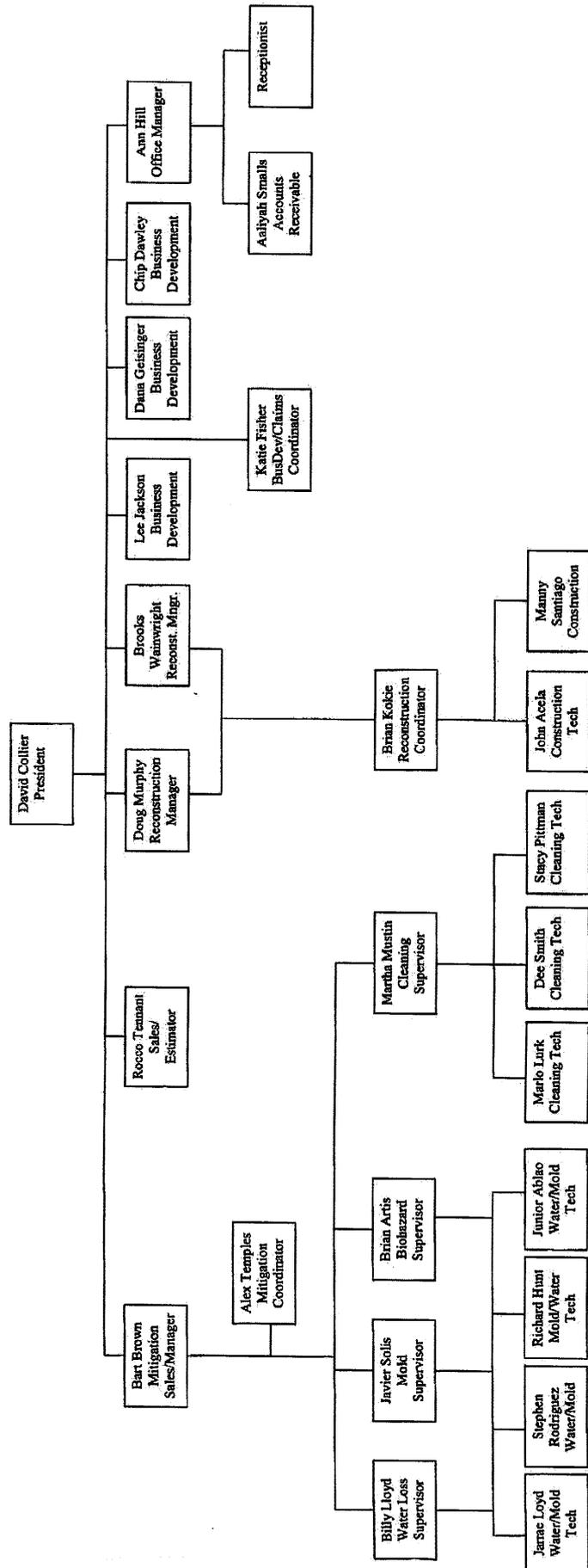
50-Ton Crane (minimum 4 hours) per hour	\$	250.00	HR
**No delivery charges on orders over \$5,000			
**\$500 delivery charge per load for orders under \$5,000			

The guideline for labor rate calculations is as follows: All hours worked between 8:00 a.m. and 4:00 p.m. Monday through Friday will be calculated at straight-time rates. All hours worked between 4:00 p.m. and 8:00 a.m. Monday through Friday and all hours worked between 4:00 p.m. Friday through midnight Saturday will be calculated at time and a half. All hours worked on Sunday 12:00 a.m. through Monday at 8:00 a.m. and all US Federal Holidays will be calculated at double time. The above rates apply to any and all labor provided.

Attachment E

The Base Camp Requirements are not applicable to First Atlantic Restoration's services.

Attachment F



Attachment G

Alabama

DEC Construction Company
1301 Commerce Street
Birmingham, AL 35217
(205) 940-9913

Apex Restoration DKI
2106 West Ferry Way, Suite G
Huntsville, AL 35801
(256) 883-6000

Alaska - 0

Arizona

Vista Restoration, Inc.
3393 N. Dodge Blvd.,
Tucson, AZ 85716-1455
(520) 322-5010

Sun Country Restoration
3121 E. 33rd Place
Yuma, AZ 85365
(928) 783-0349

Titan Restoration of AZ, LLC
4020 E. Oasis, Suite 3
Mesa, AZ 85215
(480) 649-5050

Damage Control LLC
422 S. Drew St.
Mesa, AZ 85210
(480) 892-3855

Silver City Restoration
27602 N 31st Ave
Phoenix, AZ 85085
(623) 322-4240

Desert Dry Restoration
22150 N. 20th Street, Suite 113
Phoenix, AZ 85024
(602) 765-6162

Pinnacle Restoration, LLC
3544 N. Romero Ave., Suite 118
Tucson, AZ 85705
(520) 293-2770

Pinnacle Restoration, LLC
2451 W. Birchwood, Suite 108
Mesa, AZ 85202
(480) 988-5304

Arkansas

Chenal Restoration
1419 Wespark Drive, Suite F
Little Rock, AR 72204
(501) 296-9690

California

Accurate Construction
1671 W. Anaheim Street
Harbor City, CA 90710
(310) 534-1921

American Craftsman Restoration
28430 Witherspoon Parkway
Valencia, CA 91355
(661) 295-5176

Anderson Group International
2160 Mars Ct.
Bakersfield, CA 93380
(661) 392-7072

Better Floors & Restorations
201 W. Santa Fe Avenue
Placentia, CA 92870
(714) 524-8500

Britannia Inc.
255 S. Maple
South San Francisco, CA 94080
(650) 742-6490

California Restoration Contractors
5960 Valentine Rd. #4
Ventura, CA 93003
(805) 650-1209

Cleanrite-Buildrite, Inc.
1200 W. East Avenue
Chico, CA 95926
(530) 891-0333

Cleanrite-Buildrite, Inc.
5601 Cedars Road, Suite 1
Redding, CA 96001
(530) 246-4886

Immediate Response Service Company
15235 Brand Blvd., #A108
Mission Hills, CA 91345
(818) 837-3550

Inland Tri Tech. Inc.
5751 Chino Avenue
Chino, CA 91710
(909) 464-1564

Custom Restoration, Inc.
1601 Enterprise Drive, #5
Fairfield, CA 94533
(707) 428-1232

Daniels DKI
73950 Dinah Shore Drive #302
Palm Desert, CA 92211
(760) 320-2128

Disaster Kleenup Specialists Monterey Bay
567 Ortiz Avenue
Sand City, CA 93955
(831) 899-3938

Four Star Cleaning & Restoration Inc.
4302 Solar Way
Fremont, CA 94538
(510) 796-5900

New Life Service Co.
39 5th Street
Eureka, CA 95501
(707) 444-8222

Protech Construction
11626 Goldring Road
Arcadia, CA 91006
(800) 884-6999

Restotech DKI
2201 East Willow Street #D143
Signal Hill, CA 90075
(562) 427-4742

Smith & Sons Disaster Kleenup
1290 Longbranch
Grover Beach, CA 93433
(805) 481-2855

Tri Tech Restoration Co., Inc.
3301 N. San Frenando Blvd.
Burbank, CA 91504
(818) 565-3900

Cleanrite-Buildrite, Inc.
5430 Florin Perkins Road, #200
Sacramento, CA 95826
(916) 381-1321

ACR Services DKI
1330 W. 25th St.
San Bernardino, CA 92405
(909) 883-4884

ESN Restoration Services
1585 Creek Street
San Marcos, CA 92078

Attachment G

(760) 744-4840

Inland Tri Tech, Inc.
541 West Rialto Ave.
Rialto, CA 92370
(909) 464-1564

Restotech DKI
23062 La Cadena
Laguna Hills, CA 92653
(949) 544-7844

Superior Restoration, Inc.
3135 Roosevelt St.
Carlsbad, CA 92008
(760) 434-4555

Insurance Restoration Network, Inc.
9000 Arlington Ave #103
Riverside, CA 92503
(951) 359-3362

Five Star Restoration & Construction, Inc.
2372 Gold River Road
Gold River, CA 95670
(916) 631-1693

Apex Contracting & Restoration, Inc.
4435 Glacier Ave.
San Diego, CA 92120
(619) 255-3022

Kaping Construction
9233 Eton Ave.
Chatsworth, CA 96063
(800) 499-4006

Anderson Group International
2285 Paragon Drive
San Jose, CA 95131
(408) 954-1400

Unique Restoration
7041 Eton Ave.
Canoga Park, CA 91303
(818) 348-6968

Accurate Construction
4110 E. La Palma Avenue
Anaheim, CA 92807
(800) 696-1977

Supreme Cleaning & Restoration
2040 N. Towne Ave.
Pomona, CA 91767
(909) 865-8994

Cleanrite-Buildrite, Inc.
350 Bridge Street, Suite A
Yuba City, CA 95991
(530) 742-5024

Anderson Group International
10655 W. Vanowen
Burbank, CA 91505
(818) 760-4500

Anderson Group International
2523 Evergreen Ave.
West Sacramento, CA 95691
(916) 376-0908

Colorado

Arrigo Construction & Restoration
80 N. Fabrication Drive
Pueblo, CO 81007
(719) 545-7179

Palace Construction Company, Inc.
7 South Galapago Street
Denver, CO 80223
(303) 777-7999

DRS Inc. dba Professional Restoration
2494 West 2nd Avenue
Denver, CO 80223
(303) 922-4001

SteamMaster Restoration and Cleaning, LLC
1901 S. Main Street
Minturn, CO 81645
(970) 827-5555

SteamMaster Restoration and Cleaning, LLC
699 Ten Mile Dr.
Frisco, CO 80435
(970) 827-5555

Connecticut

Clean Sweep Restoration Services
30 North Plains Industrial Rd., 2nd Floor Suite 4
Wallingford, CT 06492
(800) 952-0556

Clean Sweep Restoration Services
191 Post Road West
Westport, CT 06880
(800) 952-0556

AirCare Environmental Services, Inc.
33 Wisconsin Ave.
Norwich, CT 06360
(866) 246-6789

American Integrity Restoration, LLC
60 Village Place
Glastonbury, CT 06033
(860) 657-2100

American Integrity Restoration, LLC
59 Eastern Steel Road
Milford, CT 06460
(860) 657-2100

Delaware

Woodland Cleaning & Restoration, Inc.
407 Meco Drive
Wilmington, DE 19804
(302) 654-4700

Florida

Bay Area DKI
390 Scarlet Blvd.
Oldsmar, FL 34677
(813) 835-1445

Fireservice Disaster Kleenup
1001 Corporate Avenue, #111
North Port, FL 34289-9375
(941) 255-0024

Fireservice Disaster Kleenup
3120 Winkler Ave. Ext., Suite 30
Fort Myers, FL 33916
(239) 936-1033

Royal Plus Disaster Kleenup
1732 Patterson Ave., #8
Deland, FL 32724
(866) 404-7587

Royal Plus Disaster Kleenup
2571 Partin Settlement Road
Kissimmee, FL 34744
(866) 404-7587

Slays Restoration
100 Industrial Loop North
Orange Park, FL 32073
(904) 264-3232

Attachment G

Fireservice Disaster Kleenup
2241 Trade Center Way
Naples, FL 34109
(239) 261-1422

Royal Plus Disaster Kleenup
625 US Highway 1 - Veloso Bldg,
Suite 105
Key West, FL 33040
(305) 296-8083

Disaster Response Team
2145 Mound Ave.
Panama City, FL 32405
(850) 763-4378

All County DKI
215 NE 32 Ct.
Ft. Lauderdale, FL 33334
(954) 332-1111

Insurance Repair Specialists
5394 NE 13th Way
Pompano Beach, FL 33064
(954) 725-2895

Regency DKI
2361 Vista Parkway, Suite 10
West Palm Beach, FL 33411
(561) 616-5959

Statewide Disaster Restoration Inc.
1736 Independence Blvd.
Sarasota, FL 34234
(941) 359-9505

Anderson Group International
3001 Aloma Avenue, Suite 214
Winter Park, FL 32792
(407) 657-8579

Baxter National
1106 Central Blvd.
Orlando, FL 32805
(407) 835-7999

Royal Plus Disaster Kleenup
5151 Sunbeam Rd., Suite 18
Jacksonville, FL 32257
(904) 619-2501

Baxter National
1000 Holland Drive, Suite 13
Boca Raton, FL 33487
(407) 835-7999

Fireservice Disaster Kleenup
935 N. Collier Blvd.
Marco Island, FL 34145
(239) 963-2358

Statewide Disaster Restoration, Inc.
2745 NW 19th Street
Pompano Beach, FL 33069
(888) 822-9500

Georgia

Metro Disaster Kleenup
1700 Enterprise Way, Suite 104
Marietta, GA 30067
(770) 916-1022

Bowles Construction Inc.
1012 Tindon Street
Augusta, GA 30909
(800) 738-9446

Champion Construction Systems, Inc.
3010 Poplar Rd.
Sharpsburg, GA 30277
(770) 253-6070

First Response Services, Inc.
2276-C Moody Road
Warner Robins, GA 31088
(478) 923-5777

EPIC Response, LLC
3045 Chastain Meadows
Marietta, GA 30066
(770) 516-3491

Elementz DKI
5879B New Peachtree Road
Doraville, GA 30340
(770) 942-3043

Champion Construction Systems, Inc.
3630 Hewett Court
Snellville, GA 30039
(770) 253-6070

Triton DKI
1677A Oakbrook Drive
Gainesville, GA 30507
(770) 287-9200

Hawaii

Hawaii DKI
99-954 Iwaena Street, Suite B
Aiea, HI 96701
(808) 484-4095

Idaho

All American Cleaning & Restoration
3810 N. Yellowstone
Idaho Falls, ID 83401
(208) 529-8179

All American Cleaning & Restoration
4929 Yellowstone Avenue
Pocatello, ID 83202
(208) 232-8808

Disaster Kleenup Serving Treasure Valley
701 North Kings Road
Nampa, ID 83687
(208) 887-0004

Kleins Disaster Kleenup
10024 Taryne St
Hayden, ID 83835
(208) 772-7734

Illinois

J. C. Restoration Inc.
3200 Squibb Ave.
Rolling Meadows, IL 60008
(800) 956-8844

LDR Construction Services, Inc
4652 Stenstrom Road
Rockford, IL 61109-2625
(815) 874-7066

United Services by Permaco Inc.
124 Baker Road
Lake Bluff, IL 60044
(847) 816-9800

First Priority Restoration
301 N. Woodbury St.
South Elgin, IL 60177
(847) 931-1600

Alliance Disaster Kleenup
609 Landwehr Rd.
Northbrook, IL 60062
(847) 205-2100

FireClean LLC
1300 Touhy Ave.
Elk Grove Village, IL 60007
(847) 472-9330

Slays Restoration LLC
109 W. Robinson St.
Carmi, IL 62821
(888) 776-8555

MB Restoration LLC

Attachment G

1400 Lake St.
Pekin, IL 61554
(309) 670-0498

Indiana

**First Response Disaster
Restoration Specialists**
1919 South Michigan Street
South Bend, IN 46613
(574) 288-0500

Protechs Inc.
2777 Sherman Blvd.
Ft. Wayne, IN 46808
(260) 471-3165

Moore Restoration Services, Inc.
3610 Shelby Street
Indianapolis, IN 46227
(317) 791-3862

**United Services, Div. of US
Contractor**
500 E. Ridge Road
Griffith, IN 46319
(219) 972-6300

Slays Restoration LLC
2121 Kottler Ave.
Evansville, IN 47715
(812) 401-8585

Iowa - 0

Kansas

NCRI
8447 E. 35th Street North
Wichita, KS 67226
(316) 636-5700

NCRI
8065 Flint
Kansas City, KS 66214
(913) 663-4111

Kentucky

Colonial Services, Inc.
2241 Ampere Drive
Louisville, KY 40299
(502) 893-7059

Louisiana

Xpert Restoration Services
3040 Knolin Drive, Suite 1

Bossier City, LA 71112
(318) 687-2800

Maine

Viking Restoration, LLC
1817 Congress St
Portland, ME 04102
(207) 828-2900

**Bouchard Cleaning &
Restoration**
38 Emerson Mill Road
Hampden, ME 04444
(207) 947-4454

Viking Restoration, LLC
2 Lincoln Ave., Suite #6
Scarborough, ME 04074
(207) 828-2900

Maryland

Complete Restoration Solutions
10800 Hanna St., Suite F
Beltsville, MD 20705
(877) 490-4277

Royal Plus Disaster Kleenup
1327 Ashton Road, Suite 101
Hanover, MD 21076
(410) 677-3473

**Insurance Repair Specialists,
Inc.**
5463 Southern Maryland Blvd.
Lothian, MD 20711
(301) 627-7946

Royal Plus Disaster Kleenup
201 Belt St.
Snow Hill, MD 21863
(410) 677-3473

**C & C Complete Services of
Southern Maryland**
7335 Old Alexandria Ferry Rd.
Clinton, MD 20735
(301) 877-6803

K & B Restoration, Inc.
6108 Old Bohn Road

Mount Airy, MD 21771
(301) 831-0274

Massachusetts

Able Restoration Inc.
14 Longwater Drive
Rockland, MA 02370
(781) 335-0000

Complete Restoration Solutions
30 Haynes Circle
Chicopee, MA 01020
(877) 490-4277

**AirCare Environmental Services,
Inc.**
480 Neponset Street
Canton, MA 02021
(866) 246-6789

Able Restoration, Inc.
90 Kerry, Suite 6
Norwood, MA 02062
(888) 225-3911

Able Restoration Inc.
1 Jewel Drive
Wilmington, MA 01887
(781) 335-0000

Michigan

**Hammer Building & Restoration
Inc.**
3205 Fashion Sq. Blvd.,
Saginaw, MI 48603
(989) 793-5700

**Cousino Harris Disaster
Kleenup**
4726 S. State Road
Ann Arbor, MI 48108
(800) 874-2122

VanDam & Krusinga, Inc.
7858 Ravine Rd.
Kalamazoo, MI 49009
(269) 276-9922

**Construction Services of West
Michigan**
550 32nd Street SE
Grand Rapids, MI 49548
(616) 243-1927

Attachment G

Regency DKI
35240 Forton Court
Clinton Township, MI 48035
(586) 741-8000

Statewide Disaster Restoration, Inc.
22310 Telegraph Rd.
Southfield, MI 48034
(248) 353-9500

Tri County DKI
41115 Jo Drive, Ste 200
Novi, MI 48375
(248) 381-4020

Statewide Disaster Restoration, Inc.
4180 44th Street SE, Suite D
Grand Rapids, MI 49512
(616) 554-8825

Hammer Building & Restoration Inc.
1733 Industrial Park Ave.
Mt. Pleasant, MI 48858
(989) 773-3473

Bay Area Clean Care, Inc.
1656 Clarion Avenue
Petoskey, MI 49770
(231) 347-7707

Minnesota

Advance Companies, Inc.
6400 Central Ave. NE
Fridley, MN 55432-5155
(763) 572-2000

Quantum Fire and Water Restoration
10525 Hampshire Ave. S.
Bloomington, MN 55438
(952) 943-4357

Thunder Restoration, Inc.
2525 Nevada Ave. N., Suite 208
Golden Valley, MN 55427
(763) 323-3139

Mississippi

Action Catastrophe Team, Inc.
361 3rd Ave.

Sherman, MS 38869
(662) 620-2540

Missouri

Woodard Cleaning & Restoration Services (Corporate)
2600 Creve Coeur Drive
St. Louis, MO 63144
(314) 961-9102

AAS Restoration, Inc.
3131 Wheeling Avenue
Kansas City, MO 64129
(816) 252-4787

Woodard Cleaning & Restoration Services
48 Clarkson Center
Chesterfield, MO 63017
(314) 961-9102

Woodard Cleaning & Restoration Services
9308 Manchester
St. Louis, MO 63119
(314) 961-9102

Montana

Dayspring Restoration
5463 Trumpeter Way
Missoula, MT 59808
(406) 541-4911

Nebraska

Accent DKI
3316 S. 66th Ave. Cir.
Omaha, NE 68106
(402) 551-3333

Nevada

Thistle DKI
2710 S. Highland Dr.
Las Vegas, NV 89109
(702) 871-8462

MARS DKI
2901 South Highland Drive, Suite 13-C

Las Vegas, NV 89109-1054
(702) 257-3955

New Hampshire

Able Restoration, Inc.
251 Rockingham Rd.
Auburn, NH 03032
(781) 335-0000

New Jersey

Insurance Restoration Specialists
30 Abeel Rd.
Monroe Township, NJ 08831
(800) 634-0261

A & B Insurance Damage Restoration, Inc.
215 S. White Horse Pike
Barrington, NJ 08007
(856) 547-1553
Rapid Response DKI
12 Minneakoning Rd., Suite 105A
Flemington, NJ 08822
(908) 806-7800

Insurance Restoration Specialists
184 Warburton Ave.
Hawthorne, NJ 07506
(800) 634-0261

New Mexico

Today's Restoration DKI
12005 Skyline NE
Albuquerque, NM 87192
(505) 864-3421

New York

Branch Services
119 Gary Way
Ronkonkoma, NY 11779, NY 11779
(631) 467-6600

Restoration Specialists
450 Westbury Avenue
Carle Place, NY 11514
(800) 432-6243

Attachment G

Restoration Specialists
350 Fifth Avenue, 59th Floor
New York, NY 10118
(800) 432-6243

D & S Professional Services
359 South Main Street
Minoa, NY 13116-0114
(315) 656-2533

Zott Construction, Inc.
551 Hosner Mt. Rd.
Stormville, NY 12582
(845) 227-4141

Milro Services, Inc.
41 Hanse Ave.
Freeport, NY 11520
(516) 379-6100

Branch Services, Inc.
261 West 35th Street, Suite 403
New York, NY 10001
(212) 244-8441

All Pro Cleaning & Restoration Services
13 Haven Street
Elmsford, NY 10523
(914) 592-2849

Hudson Valley Mitigation & Restoration
2713 Route 17M
New Hampton, NY 10958
(845) 294-8919

Advanced Restoration Corporation
151 Lafayette Road
West Babylon, NY 11704
(631) 422-2100

Zott Construction, Inc.
251 New Karner Rd.
Albany, NY 12205
(877) 248-9688

North Carolina

ARCO Restoration Inc.
3227 Spottswood Street
Raleigh, NC 27615
(919) 872-5033

First Restoration Services

1517 N Graham Street
Charlotte, NC 28206
(704) 376-6777

First Restoration Services of Asheville LLC
173 Rutledge Road
Fletcher, NC 28732
(828) 684-1582

Showcase Restoration
5506 Yadkin Road
Fayetteville, NC 28303
(888) 864-3005

North Dakota - 0

Ohio

Campbell DKI
7433 Hill Road
Canal Winchester, OH 43110
(614) 833-1943

Cousino Harris Disaster Kleenup
26901 Eckel Rd., Suite B
Perrysburg, OH 43551
(800) 874-2122

Cousino Harris Disaster Kleenup
1105 Delphos Avenue
Lima, OH 45805-2066
(800) 874-2122

Omniclean
5205 West 161 St.
Brook Park, OH 44142
(216) 362-8686

J. Bowers Construction Company
3113 Mogadore Road
Akron, OH 44312
(330) 628-4807

A. E. Fickert & Son, Inc.
2908 Springboro West
Dayton, OH 45439
(937) 299-5531

J. Bowers Construction Company
4427 Renaissance Parkway
Cleveland, OH 44128
(216) 464-4467

Cousino Harris Disaster Kleenup
3503 Venice Rd.
Sandusky, OH 44870
(800) 874-2122

Brock Restoration, Inc.
6079 St. Rt. 128
Cleves, OH 45002
(800) 218-6209

Cousino Harris Disaster Kleenup
480 East Wilson Bridge Road,
Suite E
Worthington, OH 43085
(800) 874-2122

Oklahoma

TRC
712 S. Wheeling Avenue
Tulsa, OK 74104
(918) 585-1990

TRC
5701 S.E. 70th Street
Oklahoma City, OK 73135
(405) 736-1990

Oregon

Dow Columbia
3525 SE Division
Portland, OR 97202
(503) 234-0363

Charter Construction, Inc.
3747 SE 8th Ave.
Portland, OR 97202
(503) 546-2600

Spectrum Building & Restoration
90 SE Bridgeford Blvd., Suite A
Bend, OR 97702
(541) 385-0752

Pennsylvania

Compleat Restorations
702 Pointview Avenue
Ephrata, PA 17522-2362

Attachment G

(717) 738-2121

Eastern Diversified Services
89 Allentown Road
Souderton, PA 18964
(215) 723-1920

Tuckey Restoration Inc.
12 Stover Drive
Carlisle, PA 17015
(717) 249-7052

Budget Maintenance Emergency Services
1045 Bool Road
Downingtown, PA 19335
(610) 269-5417

Advanced Drying & Restoration
1220 West 20th Street
Erie, PA 16502
(814) 455-7894

Disaster Restoration Services, Inc.
544 Fifth Street Extension
Trafford, PA 15085
(412) 362-7000

Disaster Restoration Services, Inc.
4 Chestnut Street
Carnegie, PA 15106
(412) 221-3550

Disaster Restoration Services, Inc.
4950 South Pioneer Road
Gibsonia, PA 15044
(724) 444-1110

Delaware County Janitorial & Fire Restoration
5 1/2 Bartram Ave. Rear
Glenolden, PA 19036
(610) 583-5266

Restoration Management Services
1800 Columbus Ave.
Pittsburgh, PA 15233
(412) 231-1952

Damage Control, Inc.
342 Main St.
Eynon, PA 18403
(570) 341-1500

Compleat Restorations
2797 S. Queens Street
Dallastown, PA 17313
(717) 757-2400

Royal Plus Disaster Kleenup
3901 Main Street
Philadelphia, PA 19127
(410) 677-3473

Rhode Island

Clean Care of New England
3620 West Shore Road
Warwick, RI 02886
(401) 736-5420

Able Restoration, Inc.
162 O'Connell St.
Providence, RI 02905
(888) 225-3911

South Carolina – 0
(however, Chris Silliman covers a portion)

South Dakota

Interior Technicians Inc.
501 No. Harlem Ave.
Sioux Falls, SD 57104
(605) 334-9716

Tennessee

RestorAmerica
3951 Cromwell Road
Chattanooga, TN 37421
(423) 490-0408

Rapid Restoration, LLC
3800 New Hope Lane
Springfield, TN 37172
(615) 433-0030

Commercial Cleaning Systems, Inc.
2509 Eugenia Ave.
Nashville, TN 37211
(615) 254-0405

Apex Restoration DKI
401 S. Washington St.

Tullahoma, TN 37388
(931) 461-5508

Sharp & Robbins Construction, LLC
127 Franklin Road, Suite 216
Brentwood, TN 37027
(901) 383-9077

Sharp & Robbins Construction, LLC
8046 N. Brother Blvd., Suite 104
Bartlett, TN 38133
(901) 383-9077

Apex Restoration DKI
8030 Safari Dr.
Smyrna, TN 37167
(615) 459-0325

Apex Restoration DKI
431 Open Range Rd.
Crossville, TN 38555
(931) 247-4933

Texas

Dalworth Restoration
12750 S. Pipeline
Eules, TX 76040
(817) 355-8625

Loss Mitigation Services, Inc.
925 Highway 19 & 24 South
Paris, TX 75462
(903) 784-3559

Skillful Improvements & Restoration
2143 Gus Thomasson
Mesquite, TX 75150
(972) 279-0119

ARS Restoration Services
1917 E. Hwy. US 80
White Oak, TX 75693
(903) 759-3389

281-Flooded, Inc.
1445 N. Loop West
Houston, TX 77018
(281) 356-6333

The Steam Team
1904 W. Koenig
Austin, TX 78756
(512) 451-8326

Attachment G

The Steam Team
8930 Diplomacy Row
Dallas, TX 75247
(214) 631-8326

Coastline DKI
10410 Rockley Road
Houston, TX 77099
(409) 727-8050

Roadrunner Restoration
6450 Clara Rd. #170
Houston, TX 77041
(888) 950-1616

Roadrunner Restoration
10508A Boyer
Austin, TX 78758
(888) 950-1616

MacKenzie Restoration, Inc.
240 Sherwood Dr.
San Antonio, TX 78201
(210) 732-7319

ARS Restoration Services
8701 W. 7th
Texarkana, TX 75501
(903) 832-3389

Utah

Utah Disaster Kleenup
13081 South Minuteman Dr.
Draper, UT 84020
(801) 553-1010

Utah Disaster Kleenup
905 Marshall Way #A
Layton, UT 84041
(801) 660-2142

Vermont – 0

Virginia

First Atlantic Restoration Inc.
414 South Parliament Drive
Virginia Beach, VA 23462
(757) 499-1915

Walker & Frick Construction Co., Inc.
6015 W. Broad Street
Richmond, VA 23230

(804) 282-1281

Royal Plus Disaster Kleenup
134 Market Street
Onancock, VA 23417
(410) 629-0683

Disaster Response, Inc.
8455 A Tyco Rd.
Vienna, VA 22182
(703) 281-5500

Kidds Restoration
2329 Hollins Road, NE
Roanoke, VA 24012
(540) 366-3584

C & C Complete Services of Northern Virginia
7668-F Fullerton Road
Springfield, VA 22153
(703) 691-8854

Kidds Restoration
337 St. Augustine Street
Lynchburg, VA 24501
(434) 847-1281

Washington

France & Company
920 N Wenatchee Ave
Wenatchee, WA 98801
(509) 662-6139

Floodex DKI
2825 Marvin Rd. NE, Suite R
Olympia, WA 98516
(360) 352-5522

RestorX of Washington
1307 West Valley Hwy N. Suite 107
Auburn, WA 98001
(800) 767-2394

Bales Cleaning & Restoration, Inc.
3223 164th St. SW, Suite N
Lynnwood, WA 98087
(800) 492-2537

Sterling Group DKI
2107 128th St. E
Tacoma, WA 98445
(253) 537-3177

Charter Construction, Inc
980 South Harney Street
Seattle, WA 98108
(206) 382-1900

West Virginia

Panhandle Cleaning & Restoration
42 38th Street
Wheeling, WV 26003
(304) 232-2321

Wisconsin

Sullivans Cleaning & Restoration
710 East Tailgrass Drive
Appleton, WI 54913
(920) 337-1986

Sullivans Cleaning & Restoration
3065A Commodity Ln.
Green Bay, WI 54304
(920) 337-1986

Archer Cleaning & Restoration Services
2088 E. US Hwy 8
Saint Croix Falls, WI 54024
(888) 436-3499

Kelmann Corporation
12001 West Dearbourn Ave.
Wauwatosa, WI 53226
(414) 774-3799

Carl Krueger Construction, Inc.
6060 N. 77th St.
Milwaukee, WI 53218
(414) 536-5225

K-tech Kleening Systems, Inc.
7710 Technology Dr.
Weston, WI 54476
(800) 215-8324

Advanced Restoration DKI
4436 Robertson Rd.
Madison, WI 53714
(608) 222-2245

Attachment G

K-tech Kleening Systems, Inc.
3931 Old Highway Road
Sturgeon Bay, WI 54235
(800) 215-8324

K-tech Kleening Systems, Inc.
2917 Borham Avenue
Stevens Point, WI 54481
(800) 215-8324

K-tech Kleening Systems, Inc.
607A Kemp Street
Rhineland, WI 54501
(800) 215-8324

K-tech Kleening Systems, Inc.
1125-C Tuckaway Lane
Menasha, WI 54952
(800) 215-8324

Carl Krueger Construction, Inc.
1040 Cottonwood Ave., #300
Hartland, WI 53029
(877) 306-5225

Wyoming - 0

Attachment H



4224 HOLLAND ROAD, SUITE 104

VIRGINIA BEACH, VA 23452

EXECUTIVE OFFICES: (757) 340-5300 • Fax (757) 498-0529

CUSTOMER SERVICE (757) 431-9758 • www.clarkwhitehill.com

March 18, 2011

To Whom It May Concern:

I am writing today on behalf of Clark Whitehill Enterprises, Inc. We are a small property management firm established in Virginia Beach in 1958. As a family owned operation, we take pride in providing our residents with service that is both personal and professional.

One of our biggest challenges as managers is dealing with the aftermath of a loss event. In those circumstances, it is imperative to us that we restore the property to normal as quickly and efficiently as possible. A fire or other large loss at a property affects everyone at the property, not just those displaced. Residents have to deal with the eyesore of a burned building, or navigate around construction equipment and personnel. Choosing a restoration provider that understands those needs is of paramount importance, and is the reason why First Atlantic is our first choice for restoration services.

Having worked with a number of providers over the years, I can truly say that First Atlantic makes the restoration process as smooth and painless as possible. They will work directly with insurance adjusters to help expedite the claims process. Once construction begins, they do not drag the process down with change orders and other slow downs that end up costing both the insurance company and the property more money. Their crews are both friendly and professional, cognizant of the fact that they work where other people live, and as such they must keep a clean and safe work area. I have used their services on numerous projects, both large and small, and I have yet to have to call them back out to fix their work.

Working with First Atlantic truly feels like a partnership. They show the concern for my property that I would expect them to show for their own. I do not hesitate to recommend them to anyone in need of restoration services, no matter how large or small the job. I may be contacted at 757-340-5300 or cdembitz@clarkwhitehill.com should you have any specific questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'CJ Dembitz', written over a horizontal line.

Christopher J. Dembitz
Vice President, Property Management
Clark Whitehill Enterprises, Inc.

REAL ESTATE
MANAGEMENT • CONSTRUCTION • DEVELOPMENT

Attachment I



October 22, 2008

First Atlantic Restoration, Inc.
414 S. Parliament Drive
Virginia Beach, VA 23455

Re: Reference Letter

To Whom It May Concern:

This letter is to serve as a reference for First Atlantic Restoration. First Atlantic Restoration has performed several jobs for our company at various locations. They have completed work from small water losses to large loss total reconstruction of our apartment units. I have been exceptionally pleased with their high quality of work, attention to detail and the professionalism that each employee and subcontractor displays at our properties. They always deliver our jobs on time and within budget.

I highly recommend First Atlantic Restoration and their team to all of my properties and look forward to our continued relationship of working together.

Best Regards,

A handwritten signature in black ink that reads "Tom Moore". The signature is written in a cursive, slightly slanted style.

Tom Moore
Director of Asset Management

560 Lynnhaven Parkway, Virginia Beach, Virginia 23452 • P.O. Box 8815, Virginia Beach, Virginia 23450

www.thebreedencompany.com

757-486-1000

Fax: 757-463-9164



Attachment J

S.L. NUSBAUM Realty Co.

1700 Wells Fargo Center • 440 Monticello Avenue • Norfolk, VA 23510 • (757) 627-8611 • slnusbaum.com

March 7, 2011

RE: Letter of Reference for First Atlantic Restoration

To Whom It May Concern:

As owners and managers of over 17,000 multi-family housing units, we at S.L. Nusbaum Realty Co. have encountered many situations over the years concerning sudden damage to our properties. In these inevitable disaster related situations, we have long relied on First Atlantic Restoration. Their expertise has allowed us to feasibly and as quickly as possible solve problems ranging from small water, mold and other biohazard issues all the way to full reconstruction of fire ravaged apartment buildings.

Throughout the years of our relationship with First Atlantic Restoration, they have continued to honor their word, their contracts and their promises. Our units are returned to us in excellent condition, on time and on budget as negotiated with the insurance carriers. In my nearly 30 years in this business, I find their personnel, quality of workmanship and integrity unparalleled in the industry.

Just as First Atlantic and S.L. Nusbaum Realty Co. will continue to team together to solve our property damage and disaster related issues, I would be happy to recommend them to any property owner in a similar situation. Should you have any questions, please contact me at 757-640-2214 or mdevine@slnusbaum.com.

Sincerely,

Michael R. Devine
Vice President & Co-Director of the Hampton Roads Region

DEVELOPMENT • PROPERTY MANAGEMENT • LEASING • COMMERCIAL SALES

Commitment. Integrity.

And Excellence.

————— Since 1906. —————

Attachment K
The Arbors Condominium
Owner's Association, Inc.

Address: c/o Andleton Management Co.
12725 McManus Blvd., Suite 2H
Newport News, VA 23602

Telephone: (757) 886-9090
Fax: (757) 886-0096

President: John Campolongo, Esq.
Direct Dial: (917) 749-0160

September 25, 2009

Mr. David E. Collier, CR
First Atlantic Restoration, Inc.
414 S. Parliament Drive
Virginia Beach, VA 23462

Dear David:

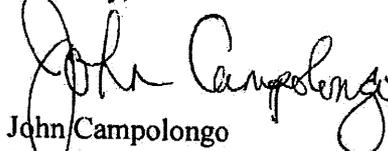
It is hard to believe that one year ago today a fire so severely damaged one of our buildings and displaced 10 families.

On behalf of the Board of Directors of The Arbors Condominium Owner's Association, Inc., I would like to thank you and your staff for their time and effort in restoring our building to its former condition. With Brian Kokie, the on-site Project Manager, Gerry Havlena, the Executive Project Administrator, and Chip Dawley, the Customer Service Manager, the team that you assembled ensured that the project was completed on time and to the satisfaction of our board members, our property manager, and most importantly, the individually effected unit owners. I would especially like to thank Chip and Gerry for responding to my concerns throughout the project, and completing the final punch-list items, as quickly as possible.

Although I certainly hope that The Arbors never suffers such a loss again, it is reassuring to know that First Atlantic is able to complete a project of this magnitude in such a professional, timely and cost-effective manner.

Again, thank you for all you have done, and I would be happy to recommend First Atlantic to other condominium associations.

Sincerely,


John Campolongo
President

Attachment L

CURRICULUM VITAE

DAVID E. COLLIER, CR

**414 S. Parliament Drive
Virginia Beach, VA 23462
(877) 499-1915**

- Founded First Atlantic Restoration, a full service disaster recovery firm, in 1990.
- Has since serviced over 15,000 clients, restoring buildings and their contents in the aftermath of fires, floods, hurricanes, tornadoes, mold contamination, biohazard spills, and numerous other types of disasters.
- Designated a “Certified Restorer” by the National Institute of Disaster Restoration in 1996.
- Has served on the Executive Board of Directors for the SE Virginia Better Business Bureau since 2000.
- Consultant in specialized recovery solutions at the Pentagon in the aftermath of the 9/11 attacks.
- Recipient of the 2003 Jefferson Award honoring public service for work with Habitat for Humanity while on their Board of Directors.
- Serves on board of Hampton Roads’ chapter of the Yellow Ribbon Fund, a charitable organization supporting injured Armed Service members and their families in their needs falling outside of the military’s medical and rehabilitation facilities.

Gerry Havlena

414 S. Parliament Drive
Virginia Beach, VA 23462

Experience

First Atlantic Restoration, Inc., Virginia Beach, VA
June 2008 to present

- Large Loss Project Coordinator
- Large Loss Production Manager
- Large Loss Property Consultant

Independent Adjuster (self employed), USA
2003 to June 2008

- Castastrophe Adjuster

First Restoration Services, Inc., Greensboro, NC
1988 to 2003

- Owner/President
- Full Service Disaster Restoration Company

Certifications

IICRC Applied Microbial Remediation
IICRC Water Damage Restoration
IICRC Fire and Smoke Restoration

References

References are available on request.

Rocco Tennant

414 S. Parliament Drive
Virginia Beach, VA 23462
757-499-1915
rockyt@firstatlanticfire.com

- Experience**
- 12/03 – Present First Atlantic Restoration, Inc. Virginia Beach, VA
Estimator
- Responsible for writing estimates, selling and producing jobs
 - Oversee Emergency Board ups and Fire Loss
- 1/01 – 11/03 Old Dominion Demolition Portsmouth, VA
Asbestos and Lead Supervisor
- Supervised a staff of 15-20 people
 - Responsible for writing estimates for government contracts
- 9/96 – 12/00 Abatement Solutions Virginia Beach, VA
Asbestos and Lead Supervisor
- Led a staff of 20 employees
 - Responsible for writing estimates for government contracts
- Education**
- 9/91 – 6/94 Green Run High School Virginia Beach, VA
- Diploma
 - General Education
- Certifications** WTR, AMRT, ASD, Lead Inspector License, Asbestos Supervisor License
- References** References are available on request.

Experience Armada Hoffler Construction Co. - Project Engineer

March 2002 – June 2005

- Started in the estimating department and quickly moved to project management for Class A Commercial buildings. Projects include Galyan's Sporting Goods and Parking Garage, Hampton University, and The Cosmopolitan Apartments all in the Town Center of Virginia Beach.

Bayside Concrete – Project Manager

June 2005 – September 2006

- Created Purchase Order systems and Project Management procedures for commercial concrete contractor. Performed project management duties including estimating and purchasing on many large concrete projects ranging from \$200,000 to \$5M+

Production Manager – First Atlantic Restoration

September 2006 - Present

- In charge of day-to-day operations of project managers, superintendents, and field employees in construction division. Responsible for overseeing all projects from start to completion including billing and collections.

Education Old Dominion University – Norfolk, VA

August 1998 – May 2002

- B.S. Civil Engineering Technology
- Minor of Engineering Management
- Graduated Magna Cum Laude

References Mr. John Davis – Executive Vice President

Armada Hoffler Construction Company
757-366-4000

Mr. Bob McKenzie – President

McKenzie Construction Corp.
757-422-6177

Mr. Danny Flynn – Senior Superintendent

W.M. Jordan Company
757-596-6341

Mr. Richard Marano – Managing Partner

Edgewater Construction Corp.
757-410-3166

Brian Kokie

2301 Plantation Drive

Virginia Beach VA 23454

Objective: To establish a career with a restoration firm.

Experience:

March 9, 2007 to Current

First Atlantic Restoration

Performed duties as Project Manager, Estimator, and Field Supervisor. Related real time requirements of clients to office and field personnel to obtain quality results. Worked to estimate cost of proposed work and marketed to clients in specialized fields. Established and grew personal relationships with clients which provided future work.

September 27, 2006 to March 9, 2007

Servpro of Norfolk

Performed duties as Carpenter, and Site Supervisor. Repaired homes and businesses to clients and inspectors required standards. Provided supplemental support to the water and mold remediation technicians.

March 6, 2003 to September 27, 2006

Definitive Homes

Performed duties as a Site Supervisor, Custom Carpenter and Project Manager. Oversaw the construction of multiple homes on a large scale basis. Completed work on custom built homes for multiple homes in upper scale neighborhood. Review projects and their status of completion for quality and financial goals.

Education

University of Maryland

Graduated December 12, 1997

Majored in Fire Science with a Minor in Criminal Justice

Bachelors of Science

Harford Community College

Graduated May 5, 1995

Majored in Criminal Justice

Associates of Science

Activities

Firefighter for 10 ten years in three municipalities

Trained in multiple areas of service inside the department (EVD, Hazmat, Confined Space)

Volunteered for several years with Habitat for Humanity

William B. Brown

111 A 55 ½ Street (757) 422-1581
Virginia Beach, VA (757) 513-7837
23451

Experience

11/2002 – Present First Atlantic Restoration, Inc. Virginia Beach, VA
Estimator / Project Manager / Emergency Services Manager
- Responsible for writing estimates, selling, and producing jobs ranging from \$1,000.00 to \$1,000,000.00.
- Certified in water restoration, mold remediation, and safety.
- Oversee Emergency, Mold, Contents & Cleaning, and Bio-Hazard Recovery Departments.

1/2001 – 11/2002 Moogoo, Inc. Virginia Beach, VA
Owner / Operator
- Owner / operator of a restaurant / bar that did \$350,000.00 sales in first year and \$500,000.00 in second year.
- Responsible for all aspects of running the business.

5/1995 – 1/2001 Applebees International Virginia Beach, VA
Assistant Manager to General Manager
- Responsible for all aspects of a 2.5 million dollar a year restaurant including operations, budget, P&L, hiring, evaluations of staff and managers, training, scheduling, maintenance, and customer service.
- First store to implement and test 3 million dollar computer based food cost system later integrated nationwide.
- First store to win statewide award for overall performance and customer service.

9/1989 – 7/1994 United States Navy United States
Naval Officer / Aviator
- Responsible for planning and executing military flight plans including carrier based operations.
- Navigation and Signals Division Officer on board U.S.S. Dwight D. Eisenhower responsible for supervision, training, and evaluations for over 40 enlisted personnel.
- Supervised multi-million dollar overhaul of Navigation and Signals Bridges.
- Awarded Navy Achievement Medal for actions as Conning Officer in response to a rudder malfunction during an underway refueling.

Education

1987 – 1989 Old Dominion University Norfolk, VA
- Bachelor's Degree
- English Major / History Minor

Chip Dawley

414 S. Parliament Drive
Virginia Beach, VA23462
chipd@firstatlanticfire.com

Experience

Customer Service Manager

8/97 to present First Atlantic Restoration, Inc., Virginia Beach, VA

- Business Development
- Emergency Services Coordinator
- Project Manager

Insurance Sales Representative

4/85 to 8/97 New York Life Insurance Co., New York City, NY

- Sale of life and health products

Owner

7/77 to 4/85 NAPA Auto Parts, Norfolk, VA

- Sale of various auto parts
- Managed staff of 10-15 employees

Education

Old Dominion University, Norfolk, VA

9/75 to 6/77

- Bachelor of Science in Accounting

Other

Military Service

1967-1970 United States Army

References

References are available on request.

Dana K. Giesinger

2461 Tranquility Lane
Virginia Beach, VA 23455
danag@firstatlanticfire.com

Experience

First Atlantic Restoration, Inc., Virginia Beach, VA
June 2007 to present

- Emergency Disaster Planning
- Site Consultation
- Customer Retention
- Business Development

Chesapeake Public Schools, Chesapeake Virginia
January 2000 to June 2007

- Classroom Teacher
- SOL Remediator
- Track and Cheerleading Coach

Certifications

IICRC Applied Microbial Remediation
IICRC Water Damage Restoration
IICRC Fire and Smoke Restoration

Education

Liberal Studies B.S., Longwood University 1999
Algebra Endorsement, Norfolk State University 2006

References

References are available on request.

Stephen Collins

414 S. Parliament Drive
Virginia Beach, VA23462

Experience

Estimator

First Atlantic Restoration, Inc., Virginia Beach, VA
November 2009 to present

- Structural Repairs
- Emergency Services

Project Manager

Belfor USA, Chesapeake, VA
1993 to November 2009

- Produced
- Collections
- Estimator

Certifications

IICRC Water Damage Restoration

IICRC Fire and Smoke Restoration

Dewald Drying Institute Certification

Held a Responsible Land Distributor (RDL)

References

References are available on request.

Lee Jackson

414 S. Parliament Drive
Virginia Beach, VA23462

Experience

Project Manager

First Atlantic Restoration, Inc., Virginia Beach, VA

October 2009 to present

- Emergency Services Coordinator
- Business Development

Emergency Services Coordinator

Belfor USA, Chesapeake, VA

August 2005 to October 2009

- Business Development

Sr. Regional Manager

February 1997 to July 2005

Metro Public Adjustment, Bensalem, PA

- Insurance Adjuster

Certifications

IICRC Fire and Smoke Restoration

IICRC Odor Control Technician

ICS-100

References

References are available on request.

Brooks D. Wainwright

2 E. Lamington Rd. • Hampton, VA 23669 • Bwainwright99@hotmail.com • 757.851.2762

A highly motivated construction management professional with 16+ years experience providing leadership in construction, plan development, purchasing, estimating, contract management, 7 years experience in real estate sales as well as REIT property management.

SUMMARY OF QUALIFICATIONS

- **REIT Property Management** • 1 year • **Director of Construction** • generating PCA's reports • CAPR project management of \$1.1 million • Insurance claim management of \$340k • creating project scopes & specs • creating contracts • hiring subcontractors • quality control management • 18 communities with 1500 apartments
- **14 years Construction Experience** with increasing responsibilities culminating as **Area Manager**. Responsibilities include: supervising all construction operations for 1700+ projected units, 60+ active units and 400+ closed units
 - staffing of 11 direct reports
 - hiring
 - mentoring
 - disciplining
 - customer satisfaction
 - home site permitting
 - even flow practices
 - warranty
 - OSHA compliance
 - SWEPPS compliance
 - projections
 - training
 - managing timeliness
 - quality of construction
 - managing unbudgeted expenses
- Under my **leadership** cycle times were reduced by over 30 days, margins increased, extras decreased substantially and the overall quality of the homes consistently improved. Colonial Heritage has received numerous awards nationally and locally for value, quality of construction, customer satisfaction and community cleanliness.
- **Plan Design & Development** • 6 years • responsible for drawing • structural engineering • obtaining local municipality approval • value engineering • prototyping • standardization • redlining • as-built field reviews • trouble shooting • defect prevention.
- **Purchasing and Estimating Manager** • 2 years • responsible for all job budgets • increasing and collecting rebates • negotiating contractor bids • vendor setup and insurance compliance • scopes of work • unit price database • quarterly bids • Performa budgets • creating and maintaining community specifications • lowering brick & mortar costs • monthly management reporting • Sarbanes Oxley file auditing and compliance.
- **Top Producing Realtor** • 6 years • where a personal best of 42 homes sold in a single year was achieved while cumulatively collecting over 30 performance and customer service awards throughout the course of this career.
- **Self starter driven to succeed** willingly assumes leadership roles, authority and responsibility with the capacity to perform numerous roles simultaneously, a long history of achieving outstanding results, the ability to turn vision into reality and individuals into teams.
- Routinely utilizes sound business judgments, **Problem Solving**, negotiating and interpersonal skills to overcome delays, changes and obstacles, balancing field needs with sales goals, ensuring deadlines and corporate objectives are consistently met or exceeded.
- **Computer Literate** with proficiency in MS Outlook, MS Word, MS Power Point, MS Project, People Soft, EV1, EV2, Buzzsaw, BuildPro, Lotus Notes and advanced skills in MS Excel.
- 4 years as Secretary of Colonial Heritage **Board of Directors** and Director of the **Architectural Review & Covenants Committee**.

PROFESSIONAL EXPERIENCE

Director of Construction	AIMCO	2007 to Jan 2009	Rockville, MD
Area Manager, Sr. Construction Manager	Lennar Corp	2003 to 2007	Williamsburg, VA
Purchasing & Estimating Manager, Field Manager	Centex Homes	1998 to 2002	Chesapeake, VA
Superintendent	Widener Corp	1994 to 1998	Virginia Beach, VA
Realtor	Independent	1988 to 1994	Hampton Roads, VA

TRAINING AND CERTIFICATIONS

3 Hour SWEPPS Stormwater Management	10 Hour OSHA Training
2003 Commercial Building Inspector, B2	2003 Residential Building Inspector, B1
Field Manager Training Program	Intermediate and Advanced MS Excel
Construction Operations Review Workshop	Corbin & Co. – Business, Quality & Sufficiency
Code of Conduct & Ethics	Thirty-one miscellaneous training classes at AIMCO

REFERENCES

Available upon request

Javier Solis

414 S. Parliament Drive
Virginia Beach, VA23462

Experience

Site Superintendent

First Atlantic Restoration, Inc., Virginia Beach, VA

July 2006 to present

- Mold Remediation
- Biohazard Clean up
- Structural Repairs
- Emergency Services

Mitigation Manager

Marcor, Baltimore, MD

2004 to July 2006

- Produced
- Collections
- Estimator

Owner

Handyman Services, Inc., Puerto Rico

- Damage Repairs
- Project Manager
- Estimator

Certifications

IICRC Applied Microbial Remediation

IICRC Water Damage Restoration

IICRC Health and Safety

Has had certification in Asbestos

Education

Associate Degree in Computers, Puerto Rico

References

References are available on request.

William Lloyd

414 S. Parliament Drive
Virginia Beach, VA23462

Experience

Estimator

First Atlantic Restoration, Inc., Virginia Beach, VA
August 2006 to present

- Emergency Services
- Water Technician

Water Technician

Bray's Restoration, Chesapeake, VA
July 2004 to August 2006

- Emergency Services

Water Technician

June 1999 to July 2004

First Atlantic Restoration, Inc., Virginia Beach, VA

- Emergency Services

Certifications

IICRC Water Damage Restoration

IICRC Applied Structural & Drying

Dewald Drying Institute Certification

References

References are available on request.

Attachment M

Response Times by Location



Red Circle: 1-Hour Response Time
Green Circle: 2-Hour Response Time
Outside of Circles: 3-4 Hours Response Time