

## E.4.9 – LSDBE Utilization Plan and MBE/WBE Outreach Efforts for Green Roofs Project

### MBE/WBE Outreach Efforts

HRGM made several attempts at finding members of the MBE and WBE community that would be able to perform this work. To begin, HRGM reached out to the DBE Office of the EPA. Ms. Veronica Parker in that office provided HRGM with a fact sheet containing several ways to identify MBE/WBE firms. Using those websites, HRGM identified a list of DDOT certified MBE/WBE Companies that do work in the area of landscaping or roofing. From that list, HRGM contacted 20 certified companies via email. One company bounced back as undeliverable and one company acknowledged the email through a read receipt. No other company responded or even potentially opened the email. The list of companies is as follows:

DBE Number	Certification Number	Company Name	Address	Primary Activities	Contact	Email	Email Sent Date	Response from Contractor
1194	10-118-1	A & L Cleaning Services	1806 Fenwood Avenue, Oxon Hill, MD 20745	Janitorial cleaning services, landscaping, carpet cleaning services, trash hauling and snow plowing	Lionel A. Brown	<a href="mailto:lbrown180683@yahoo.com">lbrown180683@yahoo.com</a>	9/11/2014	None
897	09-0582-1	Access Enterprises, LLC	1503 9th St., NW Suite 201, Wash., DC 20001	Real Estate Development, Construction, Transportation Services, Project Management, Business Consulting	Nardos Assegahegn	<a href="mailto:nardos@accessenterprise.com">nardos@accessenterprise.com</a>	9/11/2014	None
1341	1804-W	Axiom Engineering Design, LLC	6990 Columbia Gateway Dr., Suite 150, Columbia MD 21046	Provides civil engineering, land surveying, land planning, and landscape architectural services	Peggy M. White	<a href="mailto:pwhite@axiom-ed.com">pwhite@axiom-ed.com</a>	9/11/2014	None
1076	10-0587-1	Blueprint Development Group, LLC	936 T St., NW, Wash., DC 20001	Commercial Construction	Hershel Bagley	<a href="mailto:golfbag10@yahoo.com">golfbag10@yahoo.com</a>	9/11/2014	None
1198	Metro File 888	Capital Construction Group, LLC	3321 12th St., NW Suite 3, Wash., DC 20017	General Contractor, industrial construction, exterior/interior renovations	Reginald Herndon	<a href="mailto:rherndon@ccg-wdc.com">rherndon@ccg-wdc.com</a>	9/11/2014	None
1005	Metro File 852	Carvalho & Good PLLC	1025 Connecticut Avenue, Suite 1060, Wash., DC 20036	Firm provides Landscape, Architecture, Urban Design, and Planning Services	Bruno Carvalho	<a href="mailto:brunoc@carvalhogood.com">brunoc@carvalhogood.com</a>	9/11/2014	None
1342	1426-W	Chu Contracting	1411 Mariah Ct., Chantilly, VA 20151	Commercial Roofing and Insulation	Jason Yu	<a href="mailto:chucontracting@yahoo.com">chucontracting@yahoo.com</a>	9/11/2014	None
1299	12-05-03-R	Commercial Seeding, Inc.	191123 Beale Place Dr., Zuni, VA 23898	Specializes in excavating, clearing and grubbing, placing topsoil, asphalt concrete, rough grading, final grading, hydro seeding, seeding, mulching, erosion control blanket, silt fence, soil stabilization material, stone work, bush hogging, tractor work, sod installation, aggregate base material, shoulder restoration asphalt concrete and demolition.	Dawn Matthews	<a href="mailto:commseedinginc@aol.com">commseedinginc@aol.com</a>	9/11/2014	None
1179	11-09-05-N	Consys, Inc.	732 Kennedy St., NW, Wash., DC 20011	General contracting company specializing in project management, engineering procurement, safety and technology.	Hemanchal Narain	<a href="mailto:vijay@consys-inc.net">vijay@consys-inc.net</a>	9/11/2014	None
340	Metro File 2008	Community Bridge, Inc	1 Scott Circle, NW Suite 820, Wash., DC 20036	Facility Management: Facilities Maintenance, Janitorial, Outside Seasonal Maintenance, Landscape: Lawn & Grounds Maintenance/Snow & Ice Removal, General Construction, Security Services and Disaster Planning & Recovery and Work Programs (Vocational Training & Life Skills)	Denise Shelton	<a href="mailto:dmselton1@comcast.net">dmselton1@comcast.net</a>	9/11/2014	None
1028	10-1085-1	Conspec Contracting, LLC	3836 Nash St., SE, Wash., DC 20020	General Contracting Construction Company	Troy Thomas	<a href="mailto:thdc11@gmail.com">thdc11@gmail.com</a>	9/11/2014	None
1310	12-06-03-N	EGEM CCM, Inc.	1419 18th Pl., SE Wash., DC 20020	non-residential building construction services, construction services for building highways, streets and bridges, landscaping, tree removal, corporate upholstery and cleaning services.	Marcus Meikle	<a href="mailto:mmeikle@egeminc.com">mmeikle@egeminc.com</a>	9/11/2014	None
346	05-0980	Excell Management Corp.	8630 Fenton St., Silver Spring, MD 20910	Landscaping and Janitorial Services	Brian Brinson	<a href="mailto:bbrinson@excellmanagement.net">bbrinson@excellmanagement.net</a>	9/11/2014	Email Undeliverable
425	Metro File 842	Hardie Industries	1120 G St., N.W. Suite 770, Wash., DC 20005	Construction, Engineering, Inspection, Consulting and IT Services	Yanic Hardie	<a href="mailto:ghardie@hardieindustries.com">ghardie@hardieindustries.com</a>	9/11/2014	None
399	Metro File 407	I & B Associates, Inc.	2625 A Evarst St., NE, Wash., DC 20018	Heating, Ventilation, plumbing, sheet metal work and Air Conditioning Services	Harvey Brackett	<a href="mailto:iandbassoc@aol.com">iandbassoc@aol.com</a>	9/11/2014	None
529	878 Metro	JCMCS	1126 Sixth St., NW, Wash., DC 20001	Civil Engineering, Environmental Consulting Services Remediation, and general construction services.	Garry Jacques	<a href="mailto:gjacques@jcmts.com">gjacques@jcmts.com</a>	9/11/2014	None
1226	12/03/01-N	Sefron, LLC	2226 13th St., SE Wash., DC 20020	Provides premier excavation and site development contractor in the Washington, DC area specializing in excavating,	Ronnie Thomas	<a href="mailto:stefronllc@aol.com">stefronllc@aol.com</a>	9/11/2014	None
742	12-06-08-RE	Swann Construction, Inc	1300 First St., NE Wash., DC 20002	Swann Construction, Inc. provides commercial and residential construction	Jesse Swann	<a href="mailto:info@swannconstructioninc.com">info@swannconstructioninc.com</a>	9/11/2014	None
1458	13-05-11-RE	Ultimate Construction, Inc.	3158 Braverton St., Suite 100, Edgewater, MD 21037	Ultimate Construction, Inc. provides services in General Contracting and Roofing	Jennifer Dixon	<a href="mailto:jdixon@ultimataeconstructioninc.biz">jdixon@ultimataeconstructioninc.biz</a>	9/11/2014	Email Undeliverable

HRGM's next step was to see if the Federal government's SBA site would offer additional contractors. From this site, HRGM contacted by telephone, all companies in the DC area to see if any were MBE/WBE certified. Unfortunately, the companies were not certified as MBE/WBE. There were three companies that stated that they offered services for blower trucks or green roof installation (the two areas involved in this project). One company, Danison, Inc. did not have any certifications and did not send any project experience information. The second and third companies, JCMCS and Earthwork, LLC could not provide any project experience information. The list of companies that HRGM contacted were as follows:

Company Name	Person Spoken With	Phone #	Time	Date	Estimator's Email	Blower Truck Service	Green Roof Installation	Type of Certification (MBE/SBE/DBE)
Abide International	Gene	707-935-1577	1:24	9/9/2014	<a href="mailto:bids@abideinternational.com">bids@abideinternational.com</a>	Not interested	Not interested	
Answer Title & Escrow Company	Tessa	202-204-0600	1:32	9/9/2014	<a href="mailto:hlawery@answertitle.com">hlawery@answertitle.com</a>	Partner	Partner	
Downley Construction		410-273-9120	1:37	9/9/2014	N/A	No	No	
Bedd Group, LLC	Beverly	202-882-8139	1:41	9/9/2014	<a href="mailto:mgmitchell@beddgroup.com">mgmitchell@beddgroup.com</a>	No Response	No Response	
Betance Enterprises, Inc	Tom	951-817-9067	1:46	9/9/2014		No Response	No Response	
Danison, Inc.	Tony Daniels	301-537-3537	1:54	9/9/2014	<a href="mailto:tony@danison-inc.com">tony@danison-inc.com</a>	Yes	Yes	Not Certified
JCMCS	Dean Mitchell	202-558-7601	2:15	9/9/2014	<a href="mailto:dmitchell@jcmcs.com">dmitchell@jcmcs.com</a>	Yes	Yes	LSDBE
NDM Group	Nauman	813-228-0120	2:24	9/9/2014	<a href="mailto:nmazhar@ndmgroup.net">nmazhar@ndmgroup.net</a>	No Response	No Response	
Earthworth, LLC	Chloe Evans	310-743-6730	3:38	9/9/2014	<a href="mailto:earthworth24@gmail.com">earthworth24@gmail.com</a>	Yes	Yes	CBE
R&A Contractors	Gina	202-829-0220	3:45	9/9/2014	<a href="mailto:ralmaraz@racontractors.com">ralmaraz@racontractors.com</a>	No Response	No Response	
Regional Contracting Services	Fred Parker	202-234-8981	3:51	9/9/2014		No	No	
MEM Contracting	Brenda	443-502-2824	3:59	9/9/2014		No	No	
Greener Construction Services	Jeanie Holson	301-346-1555	4:02	9/9/2014	<a href="mailto:jeanie@greenerconstructionservices.com">jeanie@greenerconstructionservices.com</a>	No Response	No Response	
Economic International Construction	Michelle	410-327-9105	4:14	9/9/2014		No	No	
Four Tribes Construction	Doyle Lowry	301-212-4145	4:50	9/9/2014		No	No	

### LSDBE Utilization Plan

HRGM truly believes in the District's philosophy regarding the CBE program – *'smart investments in local business development can help District businesses benefit. As local enterprises, CBEs invest disproportionately in DC's local economy, hiring and paying taxes locally. A reciprocal investment in resources and program improvements from the District Government is just plain smart.'* And most importantly, it recycles these investments back into the District which in turn continues to grow and prosper.

HRGM Corporation has worked in the District of Columbia for over 36 years. During that time, HRGM has maintained its status as a LSDBE firm through the DSLBD office. Currently, HRGM qualifies for 17 points – despite the fact that only 12 are necessary. HRGM is certified for being a local, small, long-time resident business, and finally, an enterprise-development zone located firm. HRGM has extensive capabilities in the areas of roofing, waterproofing, exterior ground renovation work, demolition, carpentry, masonry, electrical and mechanical work.

**On recent contracts since 2008, HRGM has achieved an average LSDBE Utilization rate of 65% - well over the 50% requirement.** This shows our commitment to the program. Please see the last page of this section for a breakdown of contracts and the CBE percentages since 2008.

**In the case of this Green Roofs contract, it is HRGM's intention to perform the majority of work in-house. HRGM will be working with Furbish to ensure our guys are trained and to confirm that the product is being installed properly. HRGM has performed research on the CBE market and there are no CBE subcontractors that self-perform the blower truck services, or are certified to install these green roofs. Therefore, if HRGM has work beyond what it can handle, HRGM will self-perform at least 50% of the installation, and will look to Furbish to provide the additional services as they will be providing the yearly maintenance. Furbish is not a CBE company but has extensive experience in this space.**

During HRGM's 32 years in business, we have developed extensive relationships in the subcontracting community. In the event the workload for this contract surpasses what is manageable for HRGM's in-house crew, HRGM is prepared to hire additional staff within the guidelines of the **First Source program**, or turn to other contractors with whom we have developed long-standing relationships. In fact, **HRGM hired 7 new DC Residents for its current On-Call Contract and 3 new DC hires on its current Brookland contract.** If awarded a new contract, HRGM anticipates some new hires as well.