

PROPOSAL

TO: City of San Luis, Arizona
1090 East Union Street
P.O. Box 1170
San Luis, Arizona 85349

Project Name: City of San
San Luis Price Center – Roofing Replacement Project

In compliance with the ADVERTISEMENT FOR BIDS:

Having examined the CONTRACT DOCUMENTS, site of work, and being familiar with the conditions to be met, hereby submits the following PROPOSAL for furnishing the material, equipment, labor and everything necessary for the completion of the work listed and agrees to execute the CONTRACT DOCUMENTS and furnish the required CONTRACT AND LABOR AND MATERIAL SURETY BONDS and CERTIFICATES OF INSURANCE for the completion of said work, at the locations and for the prices set forth on the inside pages of this form;

Understands that construction of this PROJECT shall be in accordance with all applicable Yuma County Public Works Standards, Specifications and Standard Details except as otherwise required by the PLANS and SPECIAL PROVISIONS;

Understands that this PROPOSAL for construction of this PROJECT shall be submitted with a proposal guarantee of cash, certified check, cashier's check or BID SURETY BOND for an amount not less than 10 percent of the amount bid;

Agrees that upon receipt of NOTICE OF AWARD, from the City of San Luis, Arizona, Bidder will execute the CONTRACT DOCUMENTS within 7 (seven) calendar days;

Understands that the work shall commence on day 1 of the Contract Time and be completed within **90 calendar days** from the date of Notice to Proceed.

Hereby acknowledges receipt of and agrees Bidder's PROPOSAL is based on the following Addenda listed by number and date issued):

Number	Date	Number	Date
1	January 22, 2018	4	February 2, 2018
2	January 24, 2018	5	February 5, 2018
3	January 26, 2018	6	February 6, 2018

(List any additional addenda on the back of this sheet)

And, hereby submits the following BID SCHEDULE of units and quantities as a part of this PROPOSAL:

BID SCHEDULE

Project Name: City of San Luis
 San Luis Price Center – Roofing Replacement Project

For: City of San Luis, Arizona

Bid No.	Description	Estimated Quantities	Unit	Unit Cost	Total Cost
1	Remove Existing Roofing and Install New R-30 Roof System over Polyiso Insulation, complete in place including infill of all skylight openings.	1	LS	\$ 846,689.00	\$ 846,689.00

TOTAL \$ 846,689.00

5% CONTINGENCY SUBTOTAL \$ 42,334.45

TOTAL ESTIMATED PROJECT COST \$ 889,023.45

TOTAL BASE BID AMOUNT IN WORDS: EIGHT HUNDRED EIGHTY-NINE THOUSAND,
TWENTY THREE DOLLARS AND FORTY FIVE CENTS

THIS PROPOSAL IS SUBMITTED BY Pilkington Commercial Co., Inc.

a corporation organized under the laws of the State of Arizona

or a partnership consisting of N/A

or individual trading as N/A

of the City of Yuma (City, State) and is the holder

of Arizona State Contractor's license(s): General Contractors (type)

Classification B-1 License No. 244265

The Bidder hereby certifies that as of the below date, the bond amount posted with the Arizona Registrar of Contractors is \$ 100,000.00 and that the Bidder's actual volume of work has not exceeded the contemplated gross volume pursuant to Arizona Administrative Code, Title 4 Chapter 9 [Authority: ARS §32-1101 et seq.]

Respectfully Submitted,

Bidder Firm Pilkington Commercial Co., Inc.

Address 2975 S. Ave B

City, State, ZIP Yuma, AZ 85364

By 
[Signature]

Name Chris Pilkington

Title Vice President, Treasurer

Date February 14, 2018

ATTEST:
[If Bidder is an Individual]

Witness: N/A
[Signature] [Date]

Name and Title: N/A

BID SURETY BOND

Project Name: City of San Luis
San Luis Price Center – Roofing Replacement Project

For: City of San Luis, Arizona

KNOW ALL MEN BY THESE PRESENTS:

That we, Pilkington Commercial Co. Inc., as Principal, (hereinafter called the Principal),

and the Western Surety Company, a corporation duly organized under the laws of the State of South Dakota and duly licensed and possessing a certificate of authority to transact surety business in the State of Arizona, as Surety, (hereinafter called the Surety), are held and firmly bound unto City of San Luis, Arizona [hereinafter called City] as Obligee, in the sum of ten percent (10%) of the total amount of the bid of Principal, submitted by him to the City for the work described below, for the payment of which sum, well and truly to be made, the said Principal and the said Surety, bind ourselves, our heirs, executors, and administrators, successors, and assigns, jointly and severally, firmly by these presents, and in conformance with Arizona Revised Statutes [ARS].

WHEREAS, the said Principal is herewith submitting its PROPOSAL for the City of San Luis San Luis Price Center – Roofing Replacement Project.

NOW, THEREFORE, if the City shall accept the PROPOSAL of the Principal and the Principal shall enter into a CONTRACT with the City in accordance with the terms of the PROPOSAL and give the Bonds and Certificates of Insurance as specified in the Standard Specifications with good and sufficient Surety for the faithful performance of the CONTRACT and for the prompt payment of labor and materials furnished in the prosecution of the CONTRACT, or in the event of the failure of the Principal to enter into the CONTRACT and give the Bonds and Certificates of Insurance, if the Principal pays to the City the difference not to exceed the penalty of the bond between the amount specified in the PROPOSAL and such larger amount for which the Obligee may in good faith contract with another party to perform the work covered by the PROPOSAL then this obligation is void. Otherwise it remains in full force and effect provided, however, that this bond is executed pursuant to the provisions of Section 34-201, ARS, and all liabilities on this bond shall be determined in accordance with the provisions of the section to the extent as if it were copied at length herein.

Signed and sealed this 25th day of January 2018, ~~2017~~.

Pilkington Commercial Co. Inc.

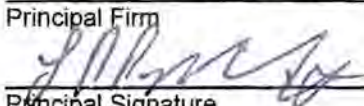
Western Surety Company

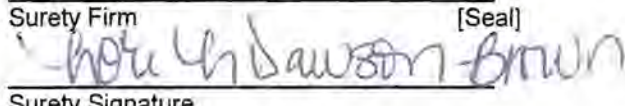
Principal Firm

[Seal]

Surety Firm

[Seal]


Principal Signature


Surety Signature

LEO D. PILKINGTON V.P. COO
Name and Title

Lori L. Dawson-Brown, Attorney-in-Fact
Name and Title

Minard-Ames Insurance Services

Agency of Record

4646 E. Van Buren #200 Phoenix AZ 85008

Address

{NOTE: attach current power of attorney}

Western Surety Company

POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

Know All Men By These Presents, That WESTERN SURETY COMPANY, a South Dakota corporation, is a duly organized and existing corporation having its principal office in the City of Sioux Falls, and State of South Dakota, and that it does by virtue of the signature and seal herein affixed hereby make, constitute and appoint

Michael D. Specht, Deborah K. Anderson, Lori L. Dawson-Brown, Wendy Capirci, Individually

of Phoenix, AZ, its true and lawful Attorney(s)-in-Fact with full power and authority hereby conferred to sign, seal and execute for and on its behalf bonds, undertakings and other obligatory instruments of similar nature

- In Unlimited Amounts -

and to bind it thereby as fully and to the same extent as if such instruments were signed by a duly authorized officer of the corporation and all the acts of said Attorney, pursuant to the authority hereby given, are hereby ratified and confirmed.

This Power of Attorney is made and executed pursuant to and by authority of the By-Law printed on the reverse hereof, duly adopted, as indicated, by the shareholders of the corporation.

In Witness Whereof, WESTERN SURETY COMPANY has caused these presents to be signed by its Vice President and its corporate seal to be hereto affixed on this 23rd day of June, 2016.



WESTERN SURETY COMPANY

Paul T. Bruflat
Paul T. Bruflat, Vice President

State of South Dakota }
County of Minnehaha } ss

On this 23rd day of June, 2016, before me personally came Paul T. Bruflat, to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is the Vice President of WESTERN SURETY COMPANY described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to the said instrument is such corporate seal; that it was so affixed pursuant to authority given by the Board of Directors of said corporation and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said corporation.

My commission expires
June 23, 2021



J. Mohr
J. Mohr, Notary Public

CERTIFICATE

I, L. Nelson, Assistant Secretary of WESTERN SURETY COMPANY do hereby certify that the Power of Attorney hereinabove set forth is still in force, and further certify that the By-Law of the corporation printed on the reverse hereof is still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said corporation this 25th day of January 2018.



WESTERN SURETY COMPANY

L. Nelson
L. Nelson, Assistant Secretary

Authorizing By-Law

ADOPTED BY THE SHAREHOLDERS OF WESTERN SURETY COMPANY

This Power of Attorney is made and executed pursuant to and by authority of the following By-Law duly adopted by the shareholders of the Company.

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, and Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys in Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.

NON-COLLUSION AFFIDAVIT

Project Name: City of San Luis
San Luis Price Center – Roofing Replacement Project

To: City of San Luis, Arizona

That pursuant to Section 1128 of Title 23 USC, the undersigned in submitting a PROPOSAL for performing the following work by CONTRACT, being duly sworn, disposes and says that he has not, nor anyone associated with the business identified below, either directly or indirectly, entered into any agreement, participated in any collusion or otherwise taken any action in restraint of free competitive bidding in connection with this CONTRACT.


Signature of Bidder Chris Pilkington

Vice President, Treasurer

Title

Pilkington Commercial Co., Inc.

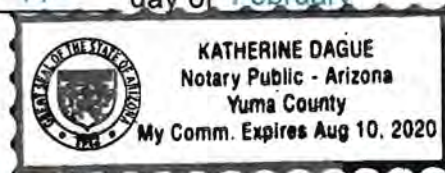
Business Name

2975 S. Ave B Yuma, AZ 85364

Address

Subscribed and sworn to before me this 14 day of February, 2018.


Notary Public



Notary Public in and for the County of Yuma, State Arizona.

My Commission Expires August 10, 2020.

BIDDER'S PARTICIPATION, SUBCONTRACTOR AND SUPPLIER LIST

Project Name: City of San Luis
San Luis Price Center – Roofing Replacement Project

For: City of San Luis, Arizona

This form shall be submitted along with the PROPOSAL but PLACED IN A SEPARATE SEALED ENVELOPE. The outside of the envelope shall bear the name of the CONTRACTOR and be marked "**List of Bidder's Participation, Subcontractors and Suppliers**".

The BIDDER must list below the names and addresses of all qualified subcontractors and major suppliers to be employed on the various portions of the work indicated.

BIDDER AND ALL CONTRACTORS SHALL BE DULY LICENSED IN ACCORDANCE WITH ARIZONA REVISED STATUTES AT THE TIME OF THE BID OPENING.

BIDDER, SUB CONTRACTOR AND/OR SUPPLIER	CURRENT AZ LICENSE [SUB CONTRACTOR]
1. <u>B&H Refrigeration</u>	<u>C-79/AZ ROC # 070686</u>
2. <u>Moran Sheet Metal</u>	<u>CR-45/AZ ROC # 078029</u>
3. <u>Liggett Electrical Services</u>	<u>CR-11/AZ ROC # 293690</u>
4. <u>Above All Plumbing</u>	<u>CR-37/ AZ ROC # 304099</u>
5. <u>Progressive Roofing</u>	<u>CR-42/ AZ ROC # 073961</u>
6. <u>Pacific Steel</u>	<u>A-11/ AZ ROC # 216847</u>

CONTRACTOR'S QUALIFICATION STATEMENT

The undersigned certifies under oath to the truth and correctness of all statements and of all answer to questions made hereinafter.

SUBMITTED TO: City of San Luis

ADDRESS: Office of the City Clerk, City Hall, 1090 E. Union Street, City of San Luis,
Arizona 85349

SUBMITTED BY: Chris Pilkington
NAME: Pilkington Commercial Co., Inc.
ADDRESS: 2975 S. Ave. B Yuma, AZ 85364

PRINCIPAL OFFICE:

Corporation
 Partnership
 Individual

Joint Venture
 Other

1. How many years has your organization been in business as a general contractor? 30 years
2. How many years has your organization been in business under its present business name? 10 years
 - a. Under what other or former names has your organization operated? Pilkington Construction Co., Inc.
3. If a corporation, answer the following:
 - a. Date of incorporation: 02/02/2008
 - b. State of incorporation: Arizona
 - c. President's name: Tammy Pilkington
 - d. Vice-president's name(s): Leo D. Pilkington & Chris Pilkington
 - e. Secretary's name: Leo D. Pilkington
 - f. Treasurer's name: Chris Pilkington
4. If an individual or a partnership, answer the following: N/A
 - a. Date of organization: N/A
 - b. Name and address of all partners (state whether general or limited partnership): N/A

5. If other than a corporation or partnership, describe organization and name principals: **N/A**
6. List states and categories in which your organization is legally qualified to do business. Indicate registration or license numbers. List states in which partnership or trade name is filed.
Arizona - General Contractor - 244265 B-1
California - General Contractor - 924516 B
7. We normally perform the following work with our own forces:
Painting & Finish Carpentry
8. Have you ever failed to complete any work awarded to you? If so, note when, where, and why:
No
9. Within the last five years, has any officer or partner of your organization ever been an officer or partner of another organization when it failed to complete a construction contract? If so, attach a separate sheet of explanation.
No
10. On a separate sheet, list major construction projects your organization has in process, giving the name of project, owner, architect, contract amount, percent complete, and scheduled completion date. **Please see attached Exhibit A**
11. On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of project, owner, architect, contract amount, date of completion, and percentage of the cost of the work performed with your own forces.
Please see attached Exhibit B
12. On a separate sheet, list the construction experience of the key individuals of your organization.
Please see attached Exhibit C

13. Trade references: [Please see attached Exhibit D](#)

14. Bank references:

[1st Bank Yuma](#)
[2799 S. 4th Avenue Yuma, AZ 85364](#)
[Brian Geren](#)
[928-783-3334](#)

15. Name of bonding company and name and address of agent: [Western Surety Co.](#)
[Minard-Ames Insurance Service- Lori - 4646 E Van Buren St # 200, Phoenix, AZ 85008](#)

16. Attach a financial statement, audited if available, including Contractor's latest balance sheet and income statement showing the following items:

[Please see attached Financial Statement](#)

a. Current assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses):

[Please see attached Financial Statement](#)

b. Net fixed assets:

[Please see attached Financial Statement](#)

c. Other assets:

[Please see attached Financial Statement](#)

d. Current liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries, and accrued payroll taxes):

[Please see attached Financial Statement](#)

e. Other liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus, and retained earnings):

[Please see attached Financial Statement](#)

f. Name of firm preparing financial statement and date thereof:

[Please see attached Financial Statement](#)

g. Is this financial statement for the identical organization named on page one?
Yes

h. If not, explain the relationship and financial responsibility of the organization whose financial statement is provided (e.g., parent-subsiary):
N/A

i. Will this organization act as guarantor of the contract for construction?
N/A

17. Dated at Pilkington Commercial Co., Inc. Corporate Office this
14th day of February.

Name of organization: Pilkington Commercial Co., Inc.

By: Chris Pilkington

Title: Vice President, Secretary

18. Chris Pilkington being duly sworn deposes and says that
he/she is the Vice President, Treasurer of
Pilkington Commercial Co., Inc. Contractor(s), and that answers to
the foregoing questions and all statements therein contained are true and correct.

Subscribed and sworn before me this 14th day of February, 2018.

Katherine Dague
Notary Public



My commission expires: August 10, 2020

PILKINGTON COMMERCIAL CO., INC.

Yuma, Arizona

FINANCIAL STATEMENTS

Year Ended December 31, 2016

INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To Management
Pilkington Commercial Co., Inc.
Yuma, Arizona

We have reviewed the accompanying financial statements of Pilkington Commercial Co., Inc. (an Arizona S corporation), which comprise the balance sheet as of December 31, 2016, and the related statements of income and retained earnings and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Accountants' Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountants' Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Henry + Horne, LLP

Scottsdale, Arizona
March 1, 2017

PILKINGTON COMMERCIAL CO., INC.
BALANCE SHEET
December 31, 2016

ASSETS

CURRENT ASSETS

Cash and cash equivalents	\$ 4,934,505
Contracts receivable	626,180
Prepaid expenses	2,266
Costs and estimated earnings in excess of billings on uncompleted contracts	<u>23,155</u>

TOTAL CURRENT ASSETS 5,586,106

PROPERTY AND EQUIPMENT, net

103,636

TOTAL ASSETS \$ 5,689,742

LIABILITIES AND SHAREHOLDERS' EQUITY

CURRENT LIABILITIES

Current portion of long-term debt	\$	4,226
Accounts payable		3,397,586
Accrued liabilities		47,776
Billings in excess of costs and estimated earnings on uncompleted contracts		<u>442,758</u>

TOTAL CURRENT LIABILITIES 3,892,346

LONG-TERM DEBT, less current portion 4,088

TOTAL LIABILITIES 3,896,434

SHAREHOLDERS' EQUITY

Common stock - \$1 par value; 1,000,000 shares authorized; 20,000 shares issued and outstanding		20,000
Retained earnings		<u>1,773,308</u>

TOTAL SHAREHOLDERS' EQUITY 1,793,308

TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY \$ 5,689,742

PILKINGTON COMMERCIAL CO., INC.
STATEMENT OF INCOME AND RETAINED EARNINGS
Year Ended December 31, 2016

CONSTRUCTION REVENUE		\$ 19,178,450
COST OF CONSTRUCTION		<u>17,828,576</u>
	GROSS PROFIT	1,349,874
GENERAL AND ADMINISTRATIVE EXPENSES		<u>836,415</u>
	INCOME FROM OPERATIONS	513,459
OTHER INCOME (EXPENSE)		
Interest income		187
Interest expense		<u>(1,001)</u>
	NET INCOME	512,645
BEGINNING RETAINED EARNINGS		1,796,848
SHAREHOLDER DISTRIBUTIONS		<u>(536,185)</u>
	ENDING RETAINED EARNINGS	<u>\$ 1,773,308</u>

PILKINGTON COMMERCIAL CO., INC.
STATEMENT OF CASH FLOWS
Year Ended December 31, 2016

CASH FLOWS FROM OPERATING ACTIVITIES	
Net income	\$ 512,645
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	34,211
(Increase) decrease in:	
Contracts receivable	1,845,840
Other receivables	7,039
Prepaid expenses	7,663
Costs and estimated earnings in excess of billings on uncompleted contracts	3,335
Increase (decrease) in:	
Accounts payable	2,224,651
Accrued liabilities	(7,030)
Billings in excess of costs and estimated earnings on uncompleted contracts	<u>(189,025)</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>4,439,329</u>
CASH FLOWS USED IN INVESTING ACTIVITIES	
Purchases of property and equipment	<u>(34,202)</u>
CASH FLOWS FROM FINANCING ACTIVITIES	
Payments on long-term debt	(21,039)
Shareholder distributions	<u>(536,185)</u>
NET CASH USED IN FINANCING ACTIVITIES	<u>(557,224)</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS	3,847,903
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	<u>1,086,602</u>
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 4,934,505</u>

See independent accountants' review report and accompanying notes.

PILKINGTON COMMERCIAL CO., INC.
NOTES TO FINANCIAL STATEMENTS
December 31, 2016

NOTE 1 NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Operations

Pilkington Commercial Co., Inc. (the "Company"), an Arizona S corporation, operates as a general building contractor, primarily engaging in commercial and industrial remodeling, renovation and construction for school districts, public agencies, health care facilities and other property owners in Yuma County, Arizona and the surrounding region.

Related Party Leasing Arrangements

The Company leases its facilities from an entity with common ownership (See Note 10). The Company and this entity are under common control, substantially all of the activities between the Company and this entity are related to leasing activities, and the principal amount of the debt of this entity does not exceed the value of the facilities leased by the Company. The Company, which qualifies as a private company, has elected not to evaluate whether this entity is a variable interest entity.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities as of the date of the financial statements, and reported amounts of revenues and expenses during the reporting period. Management periodically evaluates estimates used in the preparation of the financial statements for continued reasonableness. Appropriate adjustments, if any, to the estimates used are made prospectively based upon such periodic evaluation. It is reasonably possible that changes may occur in the near term that would affect management's estimates with respect to the percentage of completion method.

Balance Sheet Classification

The Company includes in current assets and liabilities retainage amounts receivable and payable under construction contracts which may extend beyond one year. A one-year period is used as a basis of classifying all other current assets and liabilities.

Revenue and Cost Recognition

The Company recognizes revenues from construction contracts using the percentage-of-completion method, measured by the percentage of cost incurred to date to the estimated total cost for each contract. That method is used because management considers total cost to be the best available measure of progress on contracts. Because of inherent uncertainties in estimating costs, it is at least reasonably possible that the estimates used will change within the near term.

PILKINGTON COMMERCIAL CO., INC.
NOTES TO FINANCIAL STATEMENTS
December 31, 2016

NOTE 1 NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(Continued)

Revenue and Cost of Recognition (Continued)

Contract costs include all direct material, labor, subcontracting, and equipment costs, and those indirect costs related to contract performance, such as indirect labor, supplies, tools, repairs, and depreciation. General and administrative costs are charged to expense as incurred. Provisions for estimated losses on uncompleted contracts are made in the period in which such losses are determined. Changes in job performance, job conditions, and estimated profitability, including those arising from contract penalty provisions and final contract settlements, may result in revisions to costs and income. Such changes are recognized in the period in which the revisions are determined.

The asset, "Costs and estimated earnings in excess of billings on uncompleted contracts", represents revenues recognized in excess of amounts billed. The liability, "Billings in excess of costs and estimated earnings on uncompleted contracts", represents billings in excess of revenues recognized.

Cash and Cash Equivalents

The Company considers all highly liquid investments with an original maturity of three months or less to be cash equivalents in the accompanying balance sheet.

Contracts Receivable

Contracts receivable are carried at the outstanding amount due less an allowance for doubtful accounts, if an allowance is deemed necessary. The Company provides an allowance for doubtful accounts that is based upon management's consideration of historical collection information, existing economic conditions, and the financial stability of its customers. The Company follows the practice of filing statutory liens on all construction projects where collection problems are anticipated, and the liens serve as collateral for such contracts receivable.

Management considers receivables to be past due when they remain uncollected for more than ninety days after the invoice date. The Company does not accrue finance or interest charges on past due receivables.

When an account is ultimately determined to be uncollectible, and due diligence for collection has taken place, the receivable is written off.

PILKINGTON COMMERCIAL CO., INC.
NOTES TO FINANCIAL STATEMENTS
December 31, 2016

NOTE 1 NATURE OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(Continued)

Property and Equipment

Property and equipment are stated at cost. Major additions and improvements are capitalized. Repair and maintenance costs which do not extend the life of the respective asset are expensed as incurred. When assets are retired or otherwise disposed of, the related cost and accumulated depreciation are removed from the accounts and any related gain or loss is included in other income or expense.

Depreciation is provided utilizing the straight-line method over the estimated useful lives of the assets.

Sales Taxes

States, counties and municipalities generally impose a transaction privilege tax (or sales tax) on the Company's revenue from non-exempt customers. The Company collects those taxes from customers and remits the entire amount to the taxing jurisdictions. The Company includes the taxes collected in construction revenues and taxes remitted as a component of cost of construction. Taxes included in construction revenue and cost of construction for the year ended December 31, 2016 totaled approximately \$56,000.

Income Taxes

The Company has elected to be taxed under the provisions of Subchapter S of the Internal Revenue Code. Under those provisions, the Company does not pay corporate income taxes on its taxable income. Instead, the shareholders are liable for individual income taxes on the Company's taxable income.

Date of Management's Review

Subsequent events have been evaluated through **March 1, 2017**, which is the date the financial statements were available to be issued. Management has determined that no events have occurred subsequent to year end that would require adjustment to, or disclosure in, the financial statements.

NOTE 2 CONCENTRATIONS OF CREDIT RISK

Financial instruments that potentially subject the Company to significant concentrations of credit risk consist principally of cash and contracts receivable. The Company maintains its cash and certificates of deposit in bank accounts, which at times may exceed amounts insured by the Federal Deposit Insurance Corporation. The Company's uninsured balance was approximately \$5,170,000 as of December 31, 2016.

PILKINGTON COMMERCIAL CO., INC.
NOTES TO FINANCIAL STATEMENTS
December 31, 2016

NOTE 3 CONTRACTS RECEIVABLE

Contracts receivable consisted of the following at December 31, 2016:

Contracts in progress and completed contracts	\$ 440,777
Retentions	185,403
Allowance for doubtful accounts	<u>-</u>
	<u>\$ 626,180</u>

Past due contracts receivable at December 31, 2016 totaled \$1,472.

NOTE 4 COSTS AND ESTIMATED EARNINGS ON UNCOMPLETED CONTRACTS

Contract costs, estimated earnings, and billings consisted of the following at December 31, 2016:

Costs incurred on uncompleted contracts	\$ 14,149,627
Estimated earnings	<u>682,627</u>
	14,832,254
Billings to date	<u>(15,251,857)</u>
	<u>\$ (419,603)</u>

Included in the accompanying balance sheet under the following captions:

Costs and estimated earnings in excess of billings on uncompleted contracts	\$ 23,155
Billings in excess of costs and estimated earnings on uncompleted contracts	<u>(442,758)</u>
	<u>\$ (419,603)</u>

PILKINGTON COMMERCIAL CO., INC.
NOTES TO FINANCIAL STATEMENTS
December 31, 2016

NOTE 5 PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at December 31, 2016:

Construction equipment	\$ 141,600
Vehicles	291,662
Office furniture and equipment	<u>37,724</u>
	470,986
Accumulated depreciation	<u>(367,350)</u>
	<u>\$ 103,636</u>

Depreciation expense for the year ended December 31, 2016 totaled \$34,211.

NOTE 6 ACCOUNTS PAYABLE

Accounts payable consisted of the following at December 31, 2016:

Subcontracts and trade payables	\$ 2,333,914
Retentions payable	<u>1,063,672</u>
	<u>\$ 3,397,586</u>

NOTE 7 LINE OF CREDIT

The Company has established a bank line of credit in the amount of \$500,000 (subject to a borrowing base calculation) with interest payable at 2½% above the bank's index rate, but not less than 6½%. The line, which is renewable in October 2017, is secured by contract receivables and is personally guaranteed by the shareholders. At December 31, 2016, there was no outstanding balance on the bank line of credit.

NOTE 8 PROFIT SHARING PLAN

The Company has a profit sharing plan that covers all employees who meet the plan's eligibility requirements. Contributions to the plan, of which there were none for the year ended December 31, 2016, are at the discretion of management.

PILKINGTON COMMERCIAL CO., INC.
NOTES TO FINANCIAL STATEMENTS
December 31, 2016

NOTE 9 LONG-TERM DEBT

Long-term debt consisted of the following at December 31, 2016:

Notes payable to a finance company in monthly installments of \$382, including interest at 5.6%, secured by a vehicle. Final installment is due in November 2018.	\$ 8,314
Less current portion	<u>4,226</u>
	<u>\$ 4,088</u>

Future maturities of long-term debt as of December 31, 2016, are as follows:

<u>Year Ending December 31,</u>	
2017	\$ 4,226
2018	<u>4,088</u>
	<u>\$ 8,314</u>

NOTE 10 RELATED PARTY TRANSACTIONS

The Company rents its facilities from an entity that is owned by the shareholders on a month-to-month basis. Rent expense for the year ended December 31, 2016 totaled approximately \$133,000.

The Company uses a company that is owned by a family member of the shareholders as a subcontractor on certain projects. During the year ended December 31, 2016, subcontract cost to this entity totaled approximately \$141,000.

PILKINGTON COMMERCIAL CO., INC.
NOTES TO FINANCIAL STATEMENTS
December 31, 2016

NOTE 11 BACKLOG

The following schedule shows a reconciliation of backlog representing the amount of revenue the Company expects to realize from work to be performed on uncompleted contracts in progress at December 31, 2016, and from contractual agreements on which work has not yet begun:

Balance at beginning of year	\$ 37,242,118
New contracts and change orders	<u>12,812,966</u>
	50,055,084
Less contract revenue earned	<u>19,178,450</u>
Balance at end of year	<u>\$ 30,876,634</u>

NOTE 12 SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION

During the year ended December 31, 2016, cash paid for interest approximated interest expense.

STATE OF ARIZONA

Office of the
Registrar of Contractors

License No. ROC244265

This is to Certify That

PILKINGTON COMMERCIAL CO INC (CORP.)

*having been shown to possess all the necessary qualifications, and having complied with all the requirements of the law,
is by order of the Registrar of Contractors duly licensed and admitted to engage in and pursue the business of*

B-01

GENERAL COMMERCIAL CONTRACTOR

Contractor in the State of Arizona. Given under my hand and the seal of the Registrar of Contractors

in my office, City of Phoenix, this 10TH day of APRIL, 2008.



Fidelis V. Garcia

DIRECTOR

STATE OF CALIFORNIA

Contractors State License Board

Pursuant to Chapter 9 of Division 3 of the Business and Professions Code and the Rules and Regulations of the Contractors State License Board, the Registrar of Contractors does hereby issue this license to:

PILKINGTON COMMERCIAL CO INC

License Number 924516

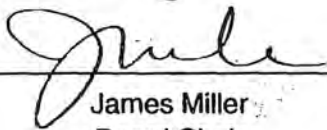
to engage in the business or act in the capacity of a contractor in the following classification(s):

B - GENERAL BUILDING CONTRACTOR

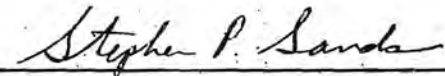
Witness my hand and seal this day,

November 4, 2008

Issued November 3, 2008



James Miller
Board Chair



Stephen P. Sands
Registrar of Contractors

This license is the property of the Registrar of Contractors, is not transferrable, and shall be returned to the Registrar upon demand when suspended, revoked, or invalidated for any reason. It becomes void if not renewed.

EXHIBIT A

NAME OF PROJECT	OWNER NAME	ARCHITECT	CONTRACT AMOUNT	PERCENT COMPLETE	SCHEDULE COMPLETION DATE	PROJECT DESCRIPTION
Fort Yuma Health Care Center	IHS Engineering Services	Dekker/Perich/Sabatini, Ltd	\$ 33,700,000.00	94%	Friday, March 16, 2018	PCC is a General Contractor on this project. The Fort Yuma Health Care Center is located in Winterhaven, California on an approximately 13 acre site. The site is bordered to the north by Highway S24 (Picacho Road), to the south and west by Agnes Road and to the east by Quechan Drive. Proposed construction will consist of an approximately 70,000 square foot, single story and steel frame building with additional improvements including an asphaltic concrete paved parking area along with associated utilities.
Ehrenberg Port of Entry Ph II	Arizona Department of Transportation (ADOT)	Gabor Lorant Architects, Inc	\$ 2,985,667.00	59%	Friday, June 15, 2018	PCC is a Subcontractor on this project. The project is located on I-10 in LaPaz County on Bureau of Land Management (BLM) land between milepost 3.28 and milepost 4.51. The work consists of reconstructing the existing Port of Entry, constructing a new operations building, new satellite credential booths, building canopy, new Portland cement concrete pavement, and asphaltic concrete temporary connectors. Additional work includes constructing box culvert, sewer and roadway lighting systems, concrete sidewalk, pavement markings & signing, and other miscellaneous work.
NAF Visiting Quarters Davis-Monthan AFB	US Army Corps of Engineers	Lee & Sakahara Architects, Inc.	\$ 209,000.00	0%	START - OCTOBER 2018	PCC is a Subcontractor on this project. Perform all work and shall furnish all supervision, labor, materials, layout, hoisting, tools, equipment, supplies, shop drawings, samples, bonds, insurance and all other things necessary to INSTALL ONLY Door, and Hardware.



2975 South Avenue B, Yuma, Arizona 85364
Office (928) 317-0345 • Fax (928) 317-0299
(888) 622-6288
AZ Comm Lic. No. 244265
CA Comm Lic. No. 924516

EXHIBIT B

11. On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of project, owner, architect, contract amount, date of completion, and percentage of the cost of the work performed with your own forces.

Project Title: iFLY Indoor Skydiving - Oceanside
Owner: T. Brook LLC
Architect: Hodges & Associates Architecture
Final Contract Amount: \$7,299,285.00
Completion Date: August 2017
Self-Performed Percentage: 15%

Project Title: PAAC - Pacific Ave Athletic Complex
Owner: City of Yuma
Architect: DWL Architects
Final Contract Amount: \$1,475,000.00
Completion Date: August 2017
Self-Performed Percentage: 15%

Project Title: Cibola - Classroom Addition CMAR
Owner: Yuma High School District
Architect: Burns Wald-Hopkins Shambach Architects
Final Contract Amount: \$2,327,444.00
Completion Date: August 2017
Self-Performed Percentage: 15%

Project Title: Point Loma – Submarine Learning Center (Security/Hardening)
Owner: Electric Boat Corporation
Architect: Electric Boat Corporation
Final Contract Amount: \$286,750.00
Completion Date: October 2016
Self-Performed Percentage: 15%

Project Title: Ehrenberg Port of Entry
Owner: Arizona Department of Transportation
Architect: Gabor Lorant Architects, Inc.
Final Contract Amount: \$2,167,971.00
Completion Date: June 2016
Self-Performed Percentage: 15%

Project Title:	iFLY Ontario (Indoor Skydiving Facility)
Owner:	SkyGroup Investments, LLC
Architect:	Hodges & Associates Architecture
Final Contract Amount:	\$6,526,996.00
Completion Date:	April 2016
Self-Performed Percentage:	15%
Project Title:	Mountain Health & Wellness – Observation Unit Reno
Owner:	Mountain Health & Wellness
Architect:	Venture Architects
Final Contract Amount:	\$305,285.00
Completion Date:	December 2015
Self-Performed Percentage:	15%
Project Title:	Talecris Plasma Center
Owner:	Grifols Plasma Operations / Metro Construction Management
Architect:	Archtype Design Group, Inc.
Final Contract Amount:	\$1,042,305.00
Completion Date:	August 2015
Self-Performed Percentage:	15%
Project Title:	AWC Public Safety Building
Owner:	Arizona Western College
Architect:	Patterson-Thompson Architects, PC
Final Contract Amount:	\$1,333,355.00
Completion Date:	August 2015
Self-Performed Percentage:	15%
Project Title:	YPG – Daly Terminal Expansion
Owner:	US Army Corps of Engineers (LA District)
Architect:	US Army Corps of Engineers (Sacramento District)
Final Contract Amount:	\$696,000.00
Completion Date:	March 2015
Self-Performed Percentage:	15%
Project Title:	YPG – Fire Station No. 2
Owner:	US Army Corps of Engineers
Architect:	Wayne Pea Architect
Final Contract Amount:	\$747,328.00
Completion Date:	March 2015
Self-Performed Percentage:	15%
Project Title:	YPG Admin Facility
Owner:	US Army Corps of Engineers
Architect:	US Army Corps of Engineers
Final Contract Amount:	\$706,066.00
Completion Date:	March 2015
Self-Performed Percentage:	15%

Project Title:	YPG Storage Facility
Owner:	US Army Corps of Engineers
Architect:	US Army Corps of Engineers
Final Contract Amount:	\$707,966.00
Completion Date:	March 2015
Self-Performed Percentage:	15%
Project Title:	Harvest Preparatory Academy – San Luis Campus
Owner:	MJY Community Development, Inc.
Architect:	Edais Engineering, Inc.
Final Contract Amount:	\$1,338,986.00
Completion Date:	October 2014
Self-Performed Percentage:	15%
Project Title:	Romer Beverage Additions & Renovations
Owner:	Romer Beverage
Architect:	Sternco Engineers
Final Contract Amount:	\$593,984.00
Completion Date:	January 2014
Self-Performed Percentage:	15%
Project Title:	YPG Free Fall Simulator
Owner:	US Army Corps of Engineers
Architect:	Sixty First Place Architects
Final Contract Amount:	\$10,300,000.00
Completion Date:	December 2013
Self-Performed Percentage:	15%
Project Title:	Yuma Honda
Owner:	SRZ Yuma
Architect:	John Mahoney Architect
Final Contract Amount:	\$3,778,499.00
Completion Date:	June 2013
Self-Performed Percentage:	15%
Project Title:	Farm Credit Services - Remodel
Owner:	Farm Credit Services
Architect:	N/A
Final Contract Amount:	\$115,265.00
Completion Date:	December 2012
Self-Performed Percentage:	15%
Project Title:	AWC Learning Center
Owner:	Arizona Western College
Architect:	Patterson-Thompson Architects, PC
Final Contract Amount:	\$1,643,021.00
Completion Date:	November 2012
Self-Performed Percentage:	15%

Project Title: AWC Auto Lab Renovation
Owner: Arizona Western College
Architect: Patterson-Thompson Architects
Final Contract Amount: \$465,075.00
Completion Date: September 2012
Self-Performed Percentage: 15%

Project Title: Cibola High School - CMAR
Owner: Yuma Union High School District #70
Architect: Breckenridge Group Architects
Final Contract Amount: \$1,806,412.00
Completion Date: August 2012
Self-Performed Percentage: 15%



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EXHIBIT C

12. On a separate sheet, list the construction experience of the key individuals of your organization.

Please see attached Resumes for:

- Clint Harrington – Project Manager
- James Young – Superintendent

CLINT J. HARRINGTON RESUME

Employment

- Pilkington Commercial Co. Inc. – Project Manager/Business Development (03/17 – current) Yuma, AZ
 - Commercial General Contracting in Arizona and California in both private and governmental sectors.
- MAC Electric, Inc. – Vice President/Director of Operations (11/05 – 03/17) Yuma, AZ/San Diego, CA/Albuquerque, NM
 - Commercial Electrical and General Contracting in Arizona, California, New Mexico and Texas in both private and governmental sectors.
- D & H Electric Inc. – Electrician/Estimator/Project Manager (06/02– 11/05) Yuma, AZ
 - Commercial and Residential Electrical Contracting in Arizona and California in both private and governmental sectors.

Education

- Bachelor of Science - Agricultural and Biosystems Engineering - University of Arizona – (1997 -2002) Tucson, AZ
 - School of Engineering Outstanding Senior 2001
 - University of Arizona Engineering Ambassador(2000-2002)
 - American Society of Agricultural Engineers – U of A Chapter President (2000-2002)
 - University of Arizona – 1/4 Scale Tractor Engineering Design Team – Team Leader (2000-2002)
- Arizona Western College – (1995 -1996) Yuma, AZ
- Cibola High School Graduate – (1991 -1995) Yuma, AZ

Professional Registrations, Certifications & Memberships

- Independent Electrical Contractors Association - Arizona Journeyman Electrician (Certified 2007)
 - Outstanding Apprentice Award 2007
- California Journeyman Electrician (Certified 2008)
- Texas Master Electrician – License # 199526 (Certified 2006)
- National Center for Construction Education and Research Certified Electrical Instructor (Certified 2006)
- OSHA – 30 Hour Training, Card # 600172192 (Certified 2008)
- EM 385 Construction Hazard Awareness Safety Training (Certified 2008)
- USACE Construction Quality Management for Contractors (Certified 2010)
- Independent Electrical Contractors Association of Arizona Member (IECA)
- Yuma Southwest Contractor's Association Member
- Leadership in Energy & Environmental Design - LEED® Associate (Certified 2010)
- City of Yuma Building Advisory Board - Electrical Representative (2013 -2016)
- City of Yuma Building Advisory Board - Chairman (Current)

Contractor Licenses

- Arizona A-17 (ROC # 208894 Commercial Electrical and Transmission Lines) (2000 -current)
- Arizona CR-11 (ROC # 208893 Dual Commercial and Residential Electrical) (2005 -2009)
- California (C10-911785 Commercial Electrical) (2008-current)
- Texas (TECL 26351 Commercial Electrical) (2008-current)
- New Mexico (EE-98 # 34016 Residential and Commercial Electrical) (2011-current)

Professional Experience

- I have estimated, been awarded and managed numerous design-build and design-bid-build projects including many government buildings, remodel, repair & alteration, public buildings and schools, industrial and commercial buildings, SCADA Systems and other special system projects in and around Yuma, Southern California, New Mexico and Texas.
- The majority of my work experience was gained while owning and operating MAC Electric, Inc. I opened up MAC Electric in 2005 with my wife as the president in order to pursue government Department of Defense (DoD) projects that are set-aside for minority women owned firms via a 8(a) certification.

CLINT J. HARRINGTON RESUME

- My responsibilities as the Director of Operations at MAC Electric include but are not limited to:
 - Make decisions for operational activities and set strategic goals.
 - Plan and monitor the day-to-day running of business to ensure smooth progress.
 - Supervise staff from different departments and provide constructive feedback.
 - Evaluate regularly the efficiency of business procedures according to organizational objectives and apply improvements.
 - Manage procurement processes and coordinate material and resources allocation.
 - Review financial information and adjust operational budgets to promote profitability.
 - Revise and/or formulate policies and promote their implementation.
 - Manage relationships/agreements with external customers, vendors and subcontractors.
 - Evaluate overall performance by gathering, analyzing and interpreting data and metrics.
 - Ensure that the company runs with legality and conformity to established regulations.

Project Experience

There are many past projects that I have managed from the initial estimating stage all the way to final completion while operating MAC Electric. As the prime contractor, MAC Electric was awarded (152) contracts/task orders since 2007 for a grand total of \$50,770,358. This total doesn't include work performed as a subcontractor and/or private sector work. Below are the (20) largest projects and DoD contracting vehicles that were awarded under my supervision:

1. Type of Contract: Electrical subcontractor to GC
 - Description: Provide security (CCTV, access control and intrusion detection) and traffic control for the huge multi-year \$187 million port of entry expansion.
 - General Contractor: Hensel Phelps Construction Company
 - Place of Performance: Mariposa Land Port of Entry - Nogales, AZ
 - Contract Number: GS09P09KTC0087
 - Total Contract Amount: \$15.8 million
 - Period of Performance: 2011 - 2014
2. Type of Contract: 8(a) Set side – Firm Fixed Price
 - Description: Construct Yuma hanger complex which includes CBP Air Marine administration building and (2) hangers. MAC Electric and PCc teamed up for this project.
 - Agency: Department of Homeland Security (DHS)
 - Place of Performance: Yuma, AZ
 - Contract Number: HSBP10111C00033
 - Total Contract Amount: \$8.93 million
 - Period of Performance: 2011 - 2012
3. Type of Contract: Multiple Award Task Order Contract (MATOC)
 - Agency: U.S. Army Mission and Installation Command (MICC)
 - Place of Performance: US Army Yuma Proving Grounds – Yuma, AZ
 - Contract Number: W9124R-11-D-0214
 - Total Contract Amount: \$7.15 million
 - Period of Performance: 2011 - 2017
4. Type of Contract: Electrical subcontractor to GC
 - Description: Construction of a C-130 corrosion control hanger and fuel cell repair hanger with a 15 kV electrical substation with (2) miles of high voltage duct bank for Special Operation Forces (SOF).
 - General Contractor: Hensel Phelps Construction Co.
 - Place of Performance: Cannon Air Force Base Clovis, NM
 - Contract Number: W912PP10C0015
 - Total Contract Amount: \$5.1 million
 - Period of Performance: 2010 – 2013

CLINT J. HARRINGTON RESUME

5. Type of Contract: Performance Oriented Construction Activities (POCA)
 - o Agency: U.S. Army Corps of Engineers (USACE) LA District
 - o Contract Number: W912PL-14-D-0008
 - o Place of Performance: US Army Yuma Proving Grounds – Yuma, AZ
 - o Total Contract Amount: \$3.32 million
 - o Period of Performance: 2014-2017
6. Type of Contract: Indefinite Delivery Contract (Multi-Award Vehicle) – Electrical Job Order Contract (JOC)
 - o Agency: Naval Facilities Engineering Command Southwest (NAVFAC SW)
 - o Contract Number: N6247314D0409
 - o Place of Performance: Marine Corps Air Station Yuma – Yuma, AZ
 - o Total Contract Amount: \$3.19 million
 - o Period of Performance: 2014-2017
7. Type of Contract: Indefinite Delivery Contract (Multi-Award Vehicle)
 - o Agency: Air Force Nuclear Weapons Center (AFNWC)
 - o Contract Number: FA940114D0002
 - o Place of Performance: Kirtland Air Force Base – Albuquerque, NM
 - o Total Contract Amount: \$3.09 million
 - o Period of Performance: 2014-2017
8. Type of Contract: 8(a) Set side – Firm Fixed Price
 - o Description: South Bay and Nogales International Water Treatment Plant Security Enhancements.
 - o Description: South Bay and Nogales International Water Treatment Plant Security Enhancements.
 - o Agency: International Boundary Water Commission
 - o Contract Number: IBM16C0004
 - o Place of Performance: San Ysidro, CA and Nogales, AZ
 - o Total Contract Amount: \$2.96 million
 - o Period of Performance: 2016-2017
9. Type of Contract: Indefinite Delivery Contract (Multi-Award Vehicle) – Job Order Contract (JOC)
 - o Agency: U.S. Army Mission and Installation Command (MICC)
 - o Place of Performance: US Army Yuma Proving Grounds – Yuma, AZ
 - o Contract Number: W9124R-11-D-0205
 - o Total Contract Amount: \$2.26 million
 - o Period of Performance: 2011 - 2014
10. Type of Contract: Indefinite Delivery Contract (Multi-Award Vehicle) – Electrical Job Order Contract (JOC)
 - o Agency: Naval Facilities Engineering Command Southwest (NAVFAC SW)
 - o Contract Number: N6247316D2604
 - o Place of Performance: Naval Base Point Loma – San Diego, CA
 - o Total Contract Amount: \$2.19 million
 - o Period of Performance: 2015-2017
11. Type of Contract: Performance Oriented Construction Activities (POCA)
 - o Agency: U.S. Army Corps of Engineers (USACE) LA District
 - o Contract Number: W912PL-16-D-0023
 - o Place of Performance: US Army Yuma Proving Grounds – Yuma, AZ
 - o Total Contract Amount: \$1.8 million
 - o Period of Performance: 2016-2017
12. Type of Contract: Performance Oriented Construction Activities (POCA)
 - o Agency: U.S. Army Corps of Engineers (USACE) LA District
 - o Contract Number: W912PL-15-D-0018
 - o Place of Performance: US Army Yuma Proving Grounds – Yuma, AZ
 - o Total Contract Amount: \$1.66 million
 - o Period of Performance: 2015-2016
13. Type of Contract: Basic Order Agreement (BOA)
 - o Agency: Naval Facilities Engineering Command Southwest (NAVFAC SW)
 - o Contract Number: N62473-10-G-5423

CLINT J. HARRINGTON RESUME

- Place of Performance: Marine Corps Air Station Yuma – Yuma, AZ
 - Total Contract Amount: \$1.42 million
 - Period of Performance: 2009 -2013
14. Type of Contract: 8(a) Set side – Firm Fixed Price
- Description: P-556 Construct airfield runway lighting and control building.
 - Agency: Naval Facilities Engineering Command Southwest (NAVFAC SW)
 - Place of Performance: Marine Corps Air Station Yuma – Yuma, AZ
 - Contract Number: N6247310C0409
 - Total Contract Amount: \$1.36 million
 - Period of Performance: 2010-2011
15. Type of Contract: 8(a) Set side – Firm Fixed Price
- Description: Anzalduas and Retamal Dams Security Enhancements.
 - Agency: International Boundary Water Commission
 - Contract Number: IBM16C0012
 - Place of Performance: Mission and Donna Texas
 - Total Contract Amount: \$1.15 million
 - Period of Performance: 2016-2017
16. Type of Contract: 8(a) Sole Source
- Description: Design/Build of Electric Vehicle Charging Stations and Infrastructure
 - Agency: Naval Facilities Engineering Command Southwest (NAVFAC SW)
 - Contract Number: N6247316C2205
 - Place of Performance: Marine Corps Air Station Miramar – San Diego, CA
 - Total Contract Amount: \$910,709
 - Period of Performance: 2016-2017
17. Type of Contract: 8(a) Sole Source – Firm Fixed Price
- Description: Construction of Administration Building for IPM/MAL -13
 - Agency: Naval Facilities Engineering Command Southwest (NAVFAC SW)
 - Contract Number: N6247316C0605
 - Place of Performance: Marine Corps Air Station Yuma – Yuma, AZ
 - Total Contract Amount: \$898,970
 - Period of Performance: 2015-2017
18. Type of Contract: Purchase Order
- Description: Procurement of various construction materials for the 820th Red Horse Squadron
 - Agency: U.S. Army Corps of Engineers (USACE) LA District
 - Contract Number: W912PL-14-D-0025
 - Place of Performance: US Army Yuma Proving Grounds – Yuma, AZ
 - Total Contract Amount: \$888,290
 - Period of Performance: 2014
19. Type of Contract: Performance Oriented Construction Activities (POCA)
- Agency: U.S. Army Corps of Engineers (USACE) LA District
 - Contract Number: W912PL-16-D-0021
 - Place of Performance: US Army Yuma Proving Grounds – Yuma, AZ
 - Total Contract Amount: \$847,797
 - Period of Performance: 2016-2017
20. Type of Contract: 8(a) Sole Source – Firm Fixed Price
- Description: Replace damaged 12.47 kV overhead electrical distribution line.
 - Agency: Naval Facilities Engineering Command Southwest (NAVFAC SW)
 - Place of Performance: Barry M. Goldwater Bombing Range – Yuma, AZ
 - Contract Number: N6247310C0408
 - Total Contract Amount: \$892,521
 - Period of Performance: 2010-2011

JAMES YOUNG RESUME

PROFILE

Results-oriented, hands-on construction and development professional with 26+ years of expertise in all facets of the industry. Extensive experience related to building and heavy/civil construction. Verifiable track record for the successful completion of projects ranging from \$230K to \$45M through coordinating trades, developing partnerships, and building positive rapport with architects, engineers, local officials, vendors, and clients while maintaining costs. Versed in building code and regulations, Quality Control, submittal register, supervising onsite management staff, scheduling all trades and sub-contractors, weekly sub-contractor meetings, liaison with owner, architect, mechanical and structural engineers, and fire department officials, RFIs, and NOCs supervising horizontal and vertical work activities, and onsite inspections through certification of occupancy.

AREAS OF EXPERTISE:

- Team Building and Leadership
- Quality Control Management
- Safety & Compliance Management
- Construction Planning & Scheduling
- OSHA Safety Compliance & EM-385
- Vendor & Materials Management
- Building Codes & Permits
- Organization & Time Management
- MS Windows, MS Office; Outlook
- First Aid & CPR with current certification

EMPLOYMENT HISTORY:

For the following projects I have executed the role of Superintendent, Site Safety & Quality Control Manager including maintaining Quality Control information on a daily basis including the Contractor Quality Control (CQC) Plan elements, such as: Quality Control organization, definable features of work, submittal register, QC requirements, equipment list, Daily CQC Report, QC punch list items, QC testing, transferred & installed property & user training requirements. Additional responsibilities include conducting & supervising on site management staff, assisting in technical submittal reviews, onsite inspections, supervising horizontal & vertical work activities, safety meetings, job safety hazard analysis reports, scheduling all trades and subcontractors, 2 week look ahead scheduling, weekly sub-contractors meeting, government & special inspections, punch list items, liaison with owner, architect, mechanical, structural engineers, and fire department officials, RFIs, and NOCs. Projects successfully completed on time and under budget.

- Pilkington Commercial Co., Inc. 2010 – Present - Superintendent/Quality Control Manager/Safety Officer
- Hal Hays Construction, Inc., Riverside, CA 2009-2010 - Superintendent/Quality Control Manager/Safety Officer
- DPE Engineering Construction, Yuma, AZ 2008-2009 - Superintendent/Quality Control Manager/Safety Officer
- Pilkington Construction Company, Yuma, AZ 2005-2008 - Superintendent/Quality Control Manager/Safety Officer
- Russell AC, Deer Valley, AZ 2005-2005 - Superintendent/Pipefitter Foreman
- Kiewit Western Company, Tempe AZ 2004-2005 - Super/Pipefitter Foreman
- SNC Lavalin Constructors, Inc., Gila Bend, AZ 2002-2004 - Structural Welder/Pipefitter
- Southwestern Wood Creations, Inc., Gila Bend, AZ 1991-2002 - Manufacturer/Owner

PROFESSIONAL DEVELOPMENT

Safe Forklift Operation Certified	CQC Certified
10 Hour OSHA Construction Safety Certification	30 Hour OSHA Construction Certification
First Aid Certified	CPR Certified

EXHIBIT D - TRADE REFERENCES

Name of Client:	Arizona Western College
Contact:	Steve Eckert
Email Address:	steve.eckert@azwestern.edu
Telephone Number:	928-314-9475
Name of Project:	AWC San Luis
Initial Budget:	\$912,726.00
Final Cost:	\$926,981.00
Initial Scheduled Completion Date:	Friday, December 08, 2017
Final Completion:	Thursday, December 21, 2017

Name of Client:	T. Brook LLC
Contact:	Rob
Email Address:	rob@iflyoceanside.com
Telephone Number:	847-875-3946
Name of Project:	iFLY Oceanside
Initial Budget:	\$7,299,285.00
Final Cost:	\$7,934,735.00
Initial Scheduled Completion Date:	Friday, May 05, 2017
Final Completion:	Wednesday, August 02, 2017

Name of Client:	US Army Corps of Engineers
Contact:	Ernesto Elias
Email Address:	Ernesto.Elias@usace.army.mil
Telephone Number:	928-502-2889
Name of Project:	YPG Free Fall Simulator
Initial Budget:	\$10,300,000.00
Final Cost:	\$10,300,000.00 (No Change Orders)
Initial Scheduled Completion Date:	Sunday, January 05, 2014
Final Completion:	Sunday, January 05, 2014

Name of Client:	SkyGroup Investments, LLC
Contact:	Bill Adams
Email Address:	badams@iflyworld.com
Telephone Number:	512-674-9209
Name of Project:	iFLY Ontario (Indoor Skydiving Facility)
Initial Budget:	\$6,030,734.00
Final Cost:	\$6,526,996.00
Initial Scheduled Completion Date:	Tuesday, April 12, 2016
Final Completion:	Tuesday, April 12, 2016

BIDDER'S PARTICIPATION, SUBCONTRACTOR AND SUPPLIER LIST

Project Name: City of San Luis
San Luis Price Center – Roofing Replacement Project

For: City of San Luis, Arizona

This form shall be submitted along with the PROPOSAL but PLACED IN A SEPARATE SEALED ENVELOPE. The outside of the envelope shall bear the name of the CONTRACTOR and be marked "**List of Bidder's Participation, Subcontractors and Suppliers**".

The BIDDER must list below the names and addresses of all qualified subcontractors and major suppliers to be employed on the various portions of the work indicated.

BIDDER AND ALL CONTRACTORS SHALL BE DULY LICENSED IN ACCORDANCE WITH ARIZONA REVISED STATUTES AT THE TIME OF THE BID OPENING.

	BIDDER, SUB CONTRACTOR AND/OR SUPPLIER	CURRENT AZ LICENSE [SUB CONTRACTOR]
1.	<u>B&H Refrigeration</u>	<u>C-79/AZ ROC # 070686</u>
2.	<u>Moran Sheet Metal</u>	<u>CR-45/AZ ROC # 078029</u>
3.	<u>Liggett Electrical Services</u>	<u>CR-11/AZ ROC # 293690</u>
4.	<u>Above All Plumbing</u>	<u>CR-37/ AZ ROC # 304099</u>
5.	<u>Progressive Roofing</u>	<u>CR-42/ AZ ROC # 073961</u>
6.	<u>Pacific Steel</u>	<u>A-11/ AZ ROC # 216847</u>