



CITY OF ORLANDO

2nd ADVISORY COMMITTEE MEETING MINUTES

RFP16-0175

DEBRIS MANAGEMENT AND REMOVAL SERVICES, PROJECT NO. SWM0001_C

August 19, 2016

City Hall – 4th Floor, Marlin Conference Room

8:00 a.m.

The Advisory Committee (Committee) for the above project convened on August 19, 2016, at **8:07** a.m. at the Marlin Conference Room, City Hall. The purpose of this meeting is to discuss the Proposals and answer any questions from the Committee Members.

COMMITTEE MEMBERS PRESENT:

Mike Carroll (Technical Chair)-SW Division Manager-Solid Waste

Jesus Roman, Accountant III-Business & Financial Services

Jonathan Ford, BFS- Fleet & Facilities

Frank Nunez, Lieutenant-Police Department

Howard Elkin, Asst. Division Manager-Public Works

PROCUREMENT & OTHER CITY REPRESENTATIVES:

Silvia Coste, Purchasing Agent II (Facilitator)

Teddi McCorkle, Senior Contract Administrator

Dawn Chin Shue, Contract Compliance, Minority Business Enterprise Office

Actions/Discussion/Motions:

Silvia Coste, Facilitator, introduced herself and took the following actions:

1. Called the meeting to order at **8:07** a.m.
2. Reminded everyone that the meeting is being recorded.
3. Had all Committee members and others present introduce themselves.
4. Advised the Committee that a quorum was established.
5. Announced that the meeting was publicly posted for more than 48 hours in advance.
6. Asked all attendees to sign the sign-in sheet.
7. Silvia Coste reminded everyone, that the public input procedures are still in effect. No public representatives were present.

DISCUSSION AND MOTIONS:

Silvia handed out the D & B Report for AshBritt, Inc., Crowdergulf Joint Venture, Inc., DRC Emergency Services, LLC, and Phillips and Jordan, Incorporated.

A discussion ensued in reference to the D & B Reports. A motion was made by Howard Elkin, and seconded by Frank Nunez, to have Jesus Roman compile, and review the reports; Jesus is to share his analysis with the Committee and discuss further at the next Committee Meeting. Discussion ensued. The motion carried unanimously.

A Discussion ensued about short listing. A motion was made by Howard Elkin and seconded by Jonathan Ford to evaluate, move forward, and consider all four responses. The intent of the City is to award to one primary and three secondary's vendors. Discussion ensued. The motion carried unanimously.

Dawn Chin Shue will report the MBE participation at next meeting.

References received to date were sent to the Committee. The Committee determined the references will be discussed at the next meeting.

The Committee asked Silvia Coste to create a tabulation of the pricing pages an email it to the Committee.

The Committee discussed if presentations were needed. The Committee determined presentations were not needed by the Proposers.

Silvia Coste mentioned that a copy of the August 12, 2016 1st Committee Meeting Minutes were sent to the Committee for review. A motion was made by Jesus Roman and seconded by Frank Nunez, to accept the August 12, 2016 1st Committee Meeting Minutes as written. Discussion ensued. The motion carried unanimously.

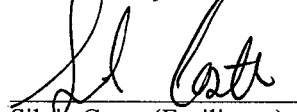
The next Committee Meeting is scheduled for September 1, 2016, beginning at 8 a.m. in the Tarpon Conference Room, 4th Floor, City Hall.

Silvia Coste reminded everyone that all the Committee rules are still in place. All questions and inquiries should go through Procurement until there is an executed contract.

Mike Carroll adjourned the meeting at 10:14 a.m.

These minutes are considered to be the official minutes of the RFP16-0175 Advisory Committee Meeting held on August 19, 2016, and no other notes, tapes, or other recordings taken by anyone takes precedence.

Submitted by:



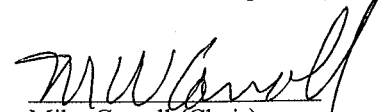
Silvia Coste (Facilitator)
Purchasing Agent II
Procurement & Contracts Division

Reviewed by:



Teddi McCorkle, CPPB, C.P.M.
Sr. Contract Administrator
Procurement & Contracts Division

Reviewed and Accepted by:

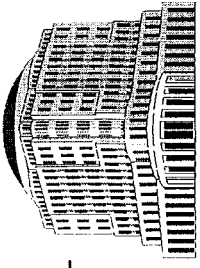


Mike Carroll (Chair)
SW Division Manager
Solid Waste Division

Attachment: Sign-in Sheet
References
D & B Reports



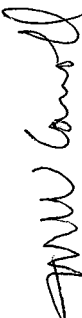

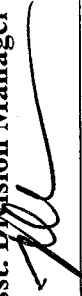
CITY OF ORLANDO

Procurement and Contracts Division 2nd Committee Meeting Sign-In Sheet



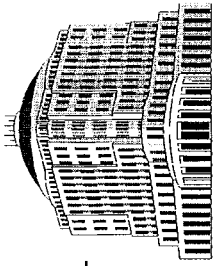
Date: 8/19/16 **Time:** 8:00 a.m. **Bid Number:** RFP16-0175 **Location:** City Hall at One City Commons, 400 South Orange Avenue, Marlin Conference Room, 4th Floor, Orlando, Florida

Title: Debris Management and Removal Services

COMPANY NAME & ADDRESS DEPARTMENT/BUREAU	COMPANY REPRESENTATIVE (PLEASE PRINT LEGIBLE YOUR NAME & PROVIDE SIGNATURE)	EMAIL ADDRESS: <u>IMPORTANT</u> (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
Procurement & Contracts Div. 400 South Orange Avenue, 4 th Floor, City Hall Orlando, Florida 32801	Teddi McCorkle, Sr. Contract Admin. Silvia Coste, Purchasing Agent II 	teddi.mccorkle@cityoforlando.net silvia.coste@cityoforlando.net	(407) 246-2332 (407) 246-2216	(407) 246-2869
City of Orlando Orlando-Minority Business Enterprise Office	Dawn Chin Shue Contractor Compliance 	Dawn.chinshue@cityoforlando.net	407-246-2408	
City of Orlando	Mike Carroll SW Division Manager	Mike.carroll@cityoforlando.net 	407-3050	
City of Orlando	Frank Nunez Lieutenant	Frank.Nunez@Cityoforlando.net 	321-303-0733	
City Of Orlando	Howard Elkin Asst. Division Manager 	Howard.elkin@cityoforlando.net	407-246-2289	


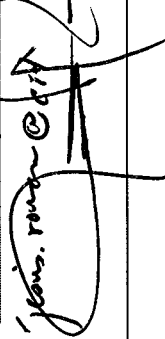
CITY OF ORLANDO

Procurement and Contracts Division
2nd Committee Meeting Sign-In Sheet



Date: 8/19/16 Time: 8:00 a.m. Bid Number: RFP16-0175 Location: City Hall at One City Commons, 400 South Orange Avenue, Marlin Conference Room, 4th Floor, Orlando, Florida

Title: Debris Management and Removal Services

COMPANY NAME & ADDRESS DEPARTMENT/BUREAU	COMPANY REPRESENTATIVE (PLEASE PRINT LEGIBLE YOUR NAME & PROVIDE SIGNATURE)	EMAIL ADDRESS: IMPORTANT (DO NOT LEAVE IN BLANK)	TELEPHONE #	FAX #
City of Orlando	Jonathan Ford Fleet Superintendent	<u>Jonathan.ford@cityoforlando.net</u>  19 Aug 2016	407-246-3863	
City Of Orlando	Jesus Roman Accountant III	<u>Jesus.roman@cityoforlando.net</u>  8/19/16	407-246-4228	



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Ocean County, NJ Hurricane Sandy
Ernie Kuhlwein
129 Hooper Ave
Toms River, NJ 08754

Dear Mr. Kuhlwein,

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Ashbritt, Inc has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:

Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>Sandy</u> Volume cyd <u>1,278,534</u> Event Name: _____ Volume cyd. _____		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		

Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
How would you rate the Contractors initial response to the disaster? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?		

Questionnaire completed by: Ernest J. Kuhlwein Jr., Director Date: 8-15-16
 (Name and Title)



Public Utilities Department
Solid & Hazardous Waste Management Division

Company Name: ASHBRIIT, INC.

Additional Comments:

The Board of County Commissioners approved AshBritt, Inc. (AshBritt), to provide disaster debris management and removal services for the 2016 hurricane season. AshBritt has been under contract with Collier County for eleven years.

Following Hurricane Wilma in 2005, AshBritt provided exceptional and professional post-disaster debris collection, removal, and disposal services. The county was divided into 58 work zones. Debris was collected and disposed of in full compliance with FEMA rules and regulations, qualifying Collier County for maximum reimbursement of federal and state emergency funds. The county's four temporary debris staging sites were reviewed and surveyed. A complete restoration of all four sites was done in a timely manner.

The collection and monitoring of approximately 1 million cubic yards of Hurricane Wilma-generated debris was completed in 45 days, with the debris staging sites cleared shortly thereafter. AshBritt provided an excellent FEMA liaison and worked effectively with FEMA representatives, operating within FEMA's guidelines to optimize the county's eligibility for reimbursement. AshBritt's cradle-to-grave contract price included stumps, collection, processing, and disposal. Following the project's final audit, Collier County received a reimbursement of \$24 million, with only \$1,000 disallowed due to rounding errors.

AshBritt also provided exceptional and professional debris collection and removal services following Tropical Storm Fay in 2008, collecting and disposing of an estimated 20,000 cubic yards of debris at an estimated cost of \$403,571.

AshBritt was deployed in January 2016, in response to a severe wind storm that hit Collier County during the pre-dawn hours January 17. AshBritt had skillful staff quickly mobilized for debris collection and removal, collecting and disposing of an estimated 44,032 cubic yards of debris at an estimated cost of \$465,152.





**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Orange County FL-Hurricane Charley
Mark Massaro
400 S. John Young Parkway
Orlando, FL 32839

Dear Mr. Massaro,

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Ashbritt, Inc has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: Hurricane Charley Volume cyd 426,862 (2004 Total) Event Name: _____ Volume cyd. _____		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		

Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
How would you rate the Contractors initial response to the disaster? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?		X

Questionnaire completed by: Mark Massaro, Director OCPW
 (Name and Title)

Date: 8/17/16



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Augusta Georgia-Winter Strom Pax
Steve Cassell
530 Greene St.
Augusta, GA 30901

Dear Mr. Cassell,

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Ashbritt, Inc has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

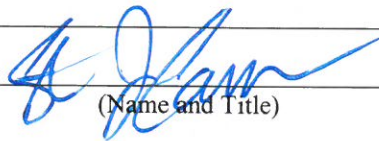
The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>Ice Storm Pax (February 2014)</u> Volume cyd <u>+/-800,000</u> Event Name: _____ Volume cyd. _____		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: Ashbritt was able to put the entire operation into place in less than 48 hours and complete the debris removal in less than 6 weeks.		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____		

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p> <p>_____</p>		
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p> <p>_____</p>		
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p> <p>_____</p>		
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u> N/A </u></p> <p>_____</p>		
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?</p>		

Questionnaire completed by:


 (Name and Title)

Date:

8/18/10



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Collier County-Hurricane Wilma
Daniel Rodriguez
3299 Tamiami Trail
East Naples, FL 34112

Dear Mr. Rodriguez,

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Ashbritt, Inc has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>Hurricane Wilma</u> Volume cyd <u>One Million</u> Event Name: _____ Volume cyd. _____	Yes	
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____ _____</p>		
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____ _____</p>		
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____ _____</p>		
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____ _____</p>		
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?</p>		
<p>Please refer to attachment for additional comments.</p>		

Questionnaire completed by: Daniel R. Rodriguez, MBA, CFM, Solid & Hazardous Waste Mgt. Director Date: 8-16-16
(Name and Title)



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Baldwin County-Hurricane Ivan
Joey Nunnally
22070 HWY 59 Central Annex II 3rd & 4th Floor
Robertsdale, AL 36567

Dear Mr. Nunnally,

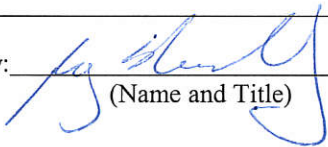
The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Crowdergulf Joint Venture, Inc., has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>2014 Rain Event</u> Volume cyd <u>1100 cy</u> Event Name: <u>2005 Katrina</u> Volume cyd. <u>309,000 cy</u>		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>quality and timeliness is great</u>		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input checked="" type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: <u>not sure what claim you are referring to, but this firm is very reputable</u>		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: <u>we have never had any problems getting reimbursed</u>		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: <u>very good & easy to work with</u>		

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input checked="" type="checkbox"/>4 <input type="checkbox"/>5 Comments: <u>a little burning but mostly chips, they did what ever we wanted them to do</u></p>		
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>were very minor problems</u></p>		
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p>		
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>They are very responsive</u></p>		
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?</p>		

Questionnaire completed by:  Const. Eng Date: 8/12/16
(Name and Title)



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Orange County FL-Hurricane Frances
Ralphetta Aker
4200 S. John Young Parkway
Orlando, FL 32839

Dear Ms. Aker,

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Crowdergulf Joint Venture, Inc., has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: __Frances Volume cyd ___1,317,965.02 (Total 2004) Event Name: _____ Volume cyd. _____		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		

Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
How would you rate the Contractors initial response to the disaster? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?		X

Questionnaire completed by: Ralphetta G. Aker, Manager, OCPW
 (Name and Title)

Date: 8/17/16



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Galveston County-Hurricane Ike
Garrett Foskit
722 Moody 5th Floor
Galveston County, TX 77550

Dear Mr. Foskit,

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Crowdergulf Joint Venture, Inc., has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>Ike</u> Volume cyd <u> </u> ~3 Million excluding the cities Event Name: <u> </u> Volume cyd. <u> </u>		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>They were as fast as FEMA and the monitors would allow them to go.</u>		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>They responded very promptly and addressed any issue that arose. This also included lawsuits.</u>		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>Their sub-contractors were conscientious of what they were doing in a very hazardous environment I don't recall any serious injury.</u>		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>We had ~\$100+ million debris cost and were only de-obligated ~\$70,000.</u>		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>Well organized and smoothly run operation meeting all local, state, and federal requirements.</u>		

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>As a coastal community with heavy industry we had many debris streams and disposal methods. They were very resourceful at finding uses for debris to minimize the use of landfills.</u></p>		
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>Galveston County did over 3000 non voluntary PPDRs. We were sued on 7, Crowder-Gulf funded all of the legal fees.</u></p>		
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>As one of two county employees whom worked on a daily basis with Crowder-Gulf for ~ 1year and seeing how they operate and treat their subcontractors I have recommended to my county that they continue to be our primary debris contractor.</u></p>		
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>Crowder-Gulf had its representatives in our EOC within 6 hours of a 2am landfall, and their trucks within 24hrs. The monitoring firm that needed to certify the trucks was the limiting factor.</u></p>		
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)? I would be happy to go into greater detail or answer additional questions. Office 281-309-5003 or Cell 409-682-4031 or email. Garret.foskit@co.galveston.tx.us</p>		

Questionnaire completed by: Garret Foskit, EMC Galveston County OEM Date: 8/12/16
(Name and Title)



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Polk County FL-Hurricane Charley
Pete McNally
1890 Jimm Keene Blvd
Winter Haven, FL 33880

Dear Mr. McNally,

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Crowdergulf Joint Venture, Inc., has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>Hurricanes (3) 2004</u> Volume cyd <u>1.8 million</u> Event Name: _____ Volume cyd. _____	X	
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____ _____</p>		
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input type="checkbox"/>5 Comments: <u>No significant problem noted</u> _____</p>		
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____ _____</p>		
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>We have had three subsequent RFPs for a stand-by debris management contract, and CrowderGulf has been selected #1 each time. A great partner, in disasters and for training between events</u></p>		
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?</p>		

Questionnaire completed by: **Pete McNally, Emergency Management Director** Date: **8/18/16**
(Name and Title)



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Rosana Pratt
City of Galveston
823 Rosenberg Street
Galveston TX, 77553

Dear Ms. Pratt

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which DRC Emergency Services, LLC has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: Hurricane Ike Volume cyd 1,301,656 Event Name: _____ Volume cyd. _____		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		

Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
How would you rate the Contractors initial response to the disaster? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?		

Questionnaire completed by: Rosana Pratt, Acting Emergency Management Coordinator Date: 08/15/2016
 (Name and Title)



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Vic Ayres
City of Houston
611 Walker Street 12th Floor
Houston TX, 77002

Dear Ayres

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which DRC Emergency Services, LLC has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>IKE</u> Volume cyd <u>5.6 MM CY</u> Event Name: <u>Tax Day 2016</u> Volume cyd. <u>220,000 CY</u>	✓	
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>excellent, fast and thorough.</u>	✓	
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>Handled all claims timely.</u>	✓	
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>No Accidents</u>	✓	
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>We use a 3rd party vendor to scrub all federal information.</u>	✓	
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____	✓	

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____</p>	✓	
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>None</u></p>	✓	
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>good leader</u></p>	✓	
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____</p>	✓	
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?</p>	✓	

Questionnaire completed by: Harry Hayes, Director Date: 8/12/16
(Name and Title)



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

David Cook
South Carolina Department of Transportation
955 Park Street
Columbia SC, 29201

Dear David,

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which DRC Emergency Services, LLC. has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>DR-416de</u> Volume cyd <u>1.4 Million</u> Event Name: _____ Volume cyd. _____		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input checked="" type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: _____ _____		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input checked="" type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: <u>Unauthorized burning at TDMS.</u>		

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>Did a very good job of identifying TDM sites where burning could be permitted.</u></p>		
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/>1 <input type="checkbox"/>2 <input checked="" type="checkbox"/>3 <input type="checkbox"/>4 <input type="checkbox"/>5 Comments: <u>Only issue was resolution to unauthorized burning at one site.</u></p>		
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p>		
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>Very quick response. Actually used to assist with initial roadway clearing.</u></p>		
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?</p>		

Questionnaire completed by: David Cook, Stake Maintenance Engr. Date: 8/18/16
(Name and Title)



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

Matt Tate
Tornado Super-Outbreak Debris Management
109 St Joseph Street
Mobile, AL 36628

Dear Matt

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Phillips and Jordan Incorporated has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>2011 Alabama Tornado</u> Volume cyd <u>5.6 M CYs</u> Event Name: _____ Volume cyd. _____		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p> <p>_____</p>		
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p> <p>_____</p>		
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p> <p>_____</p>		
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p> <p>_____</p>		
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?</p>		

Questionnaire completed by: TATE.JACOB.M.1230678371 Digitally signed by TATE.JACOB.M.1230678371
DN: cn=US, ou=U.S. Government, ou=DOD, ou=PSL, ou=USA, cn=TATE.JACOB.M.1230678371
Date: 2018.08.17 12:05:06 -0500 Date: _____
(Name and Title)



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

John Archambo
Hurricanes Frances and Jeanne Debris Management
7501 N Jog Road
West Palm Beach FL, 33412

Dear John

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Phillips and Jordan Incorporated has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Hurricanes Frances Event Name: <u>Jeanne</u> Volume cyd <u>Approximately 3 million</u> Hurricane Event Name: <u>Wilma</u> Volume cyd. <u>Approximately 3 million</u>		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>GREAT</u>		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>GREAT</u>		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: <u>GREAT</u>		

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input checked="" type="checkbox"/>4 <input type="checkbox"/>5 Comments: <u>GREAT</u></p>		
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input checked="" type="checkbox"/>4 <input type="checkbox"/>5 Comments: <u>No problems!</u></p>		
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input checked="" type="checkbox"/>4 <input type="checkbox"/>5 Comments: <u>We did contract again for services</u></p>		
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input checked="" type="checkbox"/>4 <input type="checkbox"/>5 Comments: <u>Outstanding</u></p>		
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?</p>		

Questionnaire completed by: John Archambo, Director Date: 8/12/16
(Name and Title) customer relations



**CITY OF ORLANDO
PROCUREMENT AND CONTRACT DIVISION
VENDOR REFERENCE FORM**

Date August 12, 2016

David Cook
Ice Storm Debris Management
955 Park Street
Columbia, SC 29201

Dear David,

The City of Orlando has publicly solicited proposals regarding Debris Management and Removal Services in which Phillips and Jordan Incorporated has provided you as a reference. We would greatly appreciate your input in completing this Reference Questionnaire.

The Procurement and Contract Division requests return of the Questionnaire by 8/17/16 by 2:00 p.m. Please fax or email your completed Questionnaire to the attention of:
Silvia Coste, Purchasing Agent II, Silvia.Coste@cityoforlando.net or fax 407-446-2869.

Thank you for your time in assisting us with this feedback.

	Yes	No
Please indicate the volume of debris removed by the named firm: Event Name: <u>DR-4166</u> Volume cyd. <u>225,000 CY</u> Event Name: _____ Volume cyd. _____		
Quality of Work (collection): How would you rate the quality of work for debris collection provided by the firm? On a scale from 1-5 with 5 being the highest, how would you rate the quality and timeliness of service? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Damage: How would you rate the quality of dealing with damage claims? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
Safety How would you rate the safety practices of this firm? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____		
Documents for Federal Reimbursements: How would you rate the quality of documentation for federal reimbursement by this firm? FEMA: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input checked="" type="checkbox"/> 5 Comments: _____ _____		
DMS: How would you rate the operation of the debris management site? <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input checked="" type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 Comments: <u>Had difficulty getting recycling revenue,</u>		

<p>Disposal: How would you rate the final disposal options for the event debris? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: <u>Recycled almost all debris.</u></p>		
<p>End of Job Problems. How would you rate the resolution and handling of any problems encountered at the end of the contractors work for your jurisdiction? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input checked="" type="checkbox"/>4 <input type="checkbox"/>5 Comments: <u>Only issue was timely receipt of recycling revenue.</u></p>		
<p>Rehire: On a scale from 1-5 with 5 being the highest, how likely is it that you would recommend hiring this company again? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p>		
<p>How would you rate the Contractors initial response to the disaster? <input type="checkbox"/>1 <input type="checkbox"/>2 <input type="checkbox"/>3 <input type="checkbox"/>4 <input checked="" type="checkbox"/>5 Comments: _____</p>		
<p>Would you prefer to be contacted by a representative of the City of Orlando to discuss the performance of the contractor (firm)?</p>		

Questionnaire completed by: David Cook State Maintenance Engr. Date: 8/18/16
 (Name and Title)

ASHBRITT, INC.

D-U-N-S® 84-897-0893

Single
565 E Hillsboro Blvd,
Deerfield Beach, FL 33441
Website: www.ashbritt.com

Phone 954 725-6992
Fax 954-545-3585

Comprehensive Report

Purchase Date: 08/17/2016
Last Update Date: 04/25/2016
Attention: Torry/OBFS

Executive Summary

Company Info

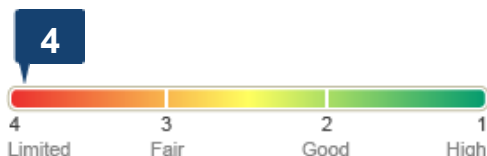
Year Started	1992	Employees	40
Control Year	1992	Trade Styles	ASHBRITT ENVIRONMENTAL
CEO	RANDAL R. PERKINS, CEO		

D&B Rating

D&B Rating

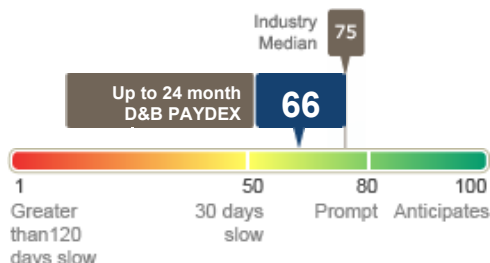
1R4

Composite Credit Appraisal

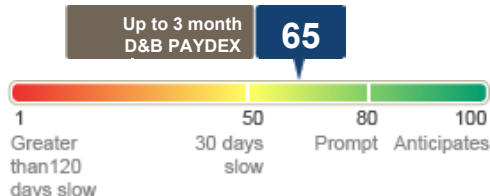


D&B PAYDEX®

Up to 24 month D&B PAYDEX

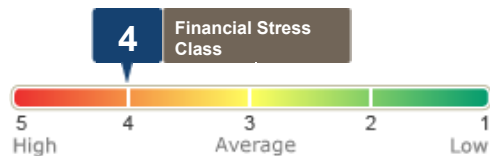


Up to 3 month D&B PAYDEX



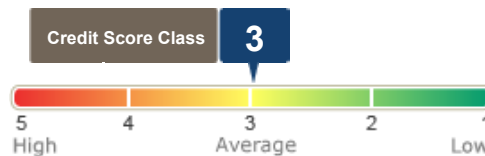
Predictive Analytics

Financial Stress Class



The Financial Stress Class of 4 for this company shows that firms with this class had a failure rate of 0.84% (84 per 10,000).

Credit Score Class



The Credit Score class of 3 for this company shows that 5.80% of firms with this classification paid one or more bills severely delinquent.

Financial Stress Class	4
Financial Stress Score	1,381
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class	3
Credit Score	492
Highest Risk	101
Lowest Risk	670

Credit Limit Recommendation

D&B Viability Rating

Risk Category

High Moderate Low

Conservative Credit Limit	\$25,000
Aggressive Credit Limit	\$55,000

D&B Viability Rating

6 8 B I

6

Viability Score

9 High Risk 5 1 Low Risk

8

Portfolio Comparison

9 High Risk 5 1 Low Risk

B

Data Depth Indicator

G Descriptive A Predictive

I

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Medium	Established

Business Information

Business Summary

SIC	1799 Trade contractor
NAICS	238990 All Other Specialty Trade Contractors
History Status	CLEAR

Credit Capacity Summary

D&B Rating

1R4

Composite Credit Appraisal

4 Limited 3 Fair 2 Good 1 High

Prior D&B Rating	1R4
Rating Date	04/25/2016

Payment Activity (based on 29 experiences)	USD
Average High Credit	\$1,910
Highest Credit	10,000
Total Highest Credit	29,000

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

6

Viability Score

Compared to All US Businesses within D&B Database:

- Level of risk: **Moderate Risk**
- Businesses ranked 6 have a probability of becoming no longer viable: **13%**
- Percentage of businesses ranked 6: **30%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

8

Portfolio Comparison

Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **High Risk**
- Businesses ranked 8 within this model segment have a probability of becoming no longer viable: **11%**
- Percentage of businesses ranked 8 within this model segment: **13%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

B

Data Depth Indicator

Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at <https://iupdate.dnb.com/iUpdate/>

I	Company Profile			
	Financial Data	Trade Payments	Company Size	Years in Business
	Not Available	Available (3+Trade)	Medium	Established

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Medium** (Employees: 10-49 or Sales: \$100K-\$499K)
- Years in Business: **Established** (5+)

Business History

Officers RANDAL R. PERKINS, CEO;
JOHN W. NOBLE, COO;
RALPH DAHLGREN, SR V PRES;
CHARLES KNIGHT, SR V PRES;
ROB RAY, SR V PRES

Directors THE OFFICER(S)

As of 04/25/2016

The Florida Secretary of State's business registrations file showed that Ashbritt, Inc was registered as a Corporation on October 28, 1992.

Business started 1992 by Saily & Randall Perkins.

RANDAL R. PERKINS born 1968. 1992-present active here.

JOHN W. NOBLE born 1964. 1994-present active here. Masters degree in Solid and Hazardous Waste Management from the University of Florida.

RALPH DAHLGREN born 1965. has over 20 yrs of exp, 2004-Present active here. Ralph is a graduate of the Florida International University in business administration, and he earned an MBA from the University of Florida.

CHARLES KNIGHT. graduate of the United States Merchant Marine Academy in Kings Point, New York.

ROB RAY. In 2005, Rob served as both a Senior Project Manager and as the Operations Manager for the USACE Hurricane Katrina State of Mississippi recovery operations.

Business address has changed from 480 Sw 12th Ave Ste 103, Pompano Beach, FL, 33069 to 565 E Hillsboro Blvd, Deerfield Beach, FL, 33441.

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	YES (2016)
Administrative Debt	No	Small Business	YES (2016)
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	Yes
Public Company	N/A		
Contractor	No		
Importer/Exporter	Importer		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 04/25/2016

Description: Contractor specializing in post disaster renovations.(100%).
Terms are Net 30 days. Sells to government agency. Territory : United States.
Nonseasonal.

Employees: 40 which includes officer(s).

Facilities: Leases 3,000 sq. ft. in a one story concrete block building.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
17999926	Post disaster renovations	238990	All Other Specialty Trade Contractors

Financial Statements

Key Business Ratios (Based on 22 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	5.3	UN
Return on Net Worth	UN	27.4	UN
Short Term Solvency			
Current Ratio	UN	2.6	UN
Quick Ratio	UN	2.0	UN
Efficiency			
Assets Sales	UN	37.2	UN
Sales / Net Working Capital	UN	5.5	UN
Utilization			
Total Liabs / Net Worth	UN	63.5	UN

Most Recent Financial Statement

As of 04/25/2016

D&B has updated this report using available sources.

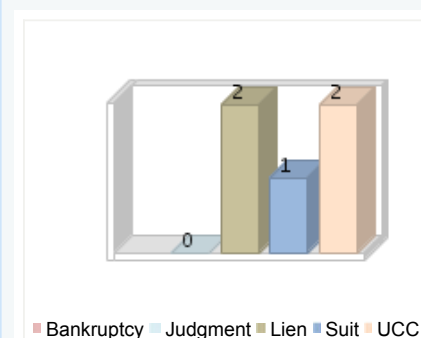
Indicators

Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	2	03/28/2016
Suit	1	11/19/2007
UCC	2	07/06/2016

Public Filings



The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings

Suits

Status	Pending	Latest Info Received	12/14/2007
Where Filed	BALDWIN COUNTY CIRCUIT COURT, BAY MINETTE, AL	DOCKET NO.	CV2007900903
Plaintiff	DEBORAH CROMARTIE	Status Attained	11/19/2007
Defendant	ASHBRITT INC	Date Filed	11/19/2007

Liens

Amount	\$942	Latest Info Received	06/08/2016
Status	Open	Type	State Tax
Where Filed	FULTON COUNTY SUPERIOR COURT CLERKS OFFICE, ATLANTA, GA	Status Attained	03/28/2016
Filed By	GEORGIA DEPARTMENT OF LABOR, ATLANTA, GA	Date Filed	03/28/2016
against	ASHBRITT INC	BOOK/PAGE	3604/178

Amount	\$942	Latest Info Received	11/09/2014
Status	Open	Type	State Tax
Where Filed	FULTON COUNTY SUPERIOR COURT CLERKS OFFICE, ATLANTA, GA	Status Attained	09/24/2014
Filed By	GEORGIA DEPARTMENT OF LABOR, ATLANTA, GA	Date Filed	09/24/2014
against	ASHBRITT INC	BOOK/PAGE	3085/430

A lienholder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lienholder against a debtor may be indicative of such an occurrence.

UCC Filings

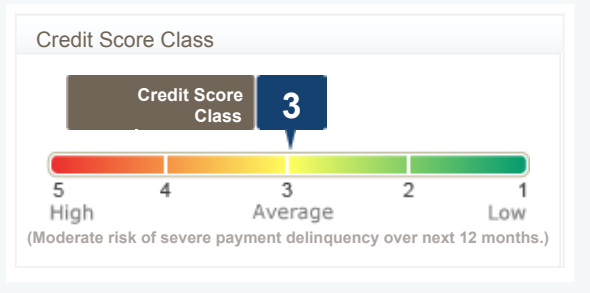
Collateral	All Inventory - All Account(s) - All Chattel paper - All General intangibles(s) - All Equipment	Latest Info Received	01/06/2012
Filing No.	201105875324	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	12/22/2011
Secured Party	BANK OF AMERICA, N.A., JACKSONVILLE, FL		
Debtor	ASHBRITT, INC.		

Filing No.	20160808243X	Latest Info Received	07/06/2016
Original UCC Filed Date	12/22/2011	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL	Date Filed	07/06/2016
Secured Party	BANK OF AMERICA, N.A., JACKSONVILLE, FL	Original Filing No.	201105875324
Debtor	ASHBRITT, INC.		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Commercial Credit Score

Summary



Incidence of Delinquent Payment

Among Companies with This Class	5.80%
Average Compared to All Businesses	10.20%
Credit Score Percentile	43
Credit Score	492
Number of Payment Experiences	29

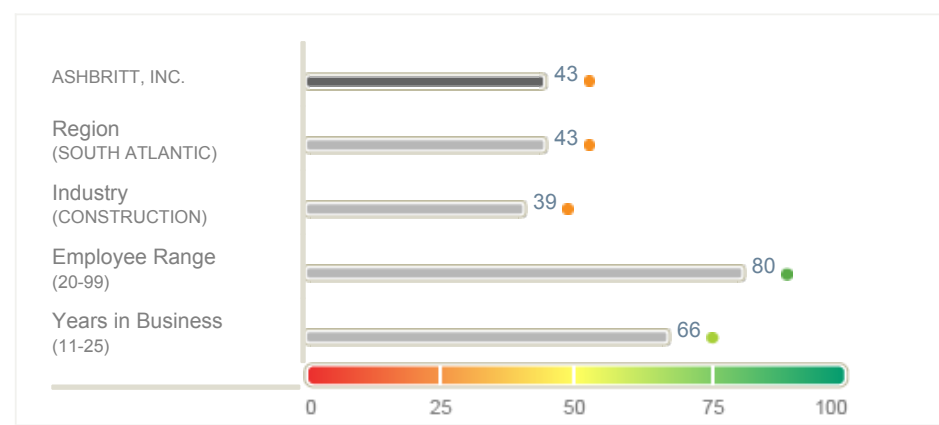
Key Factors

- Higher risk industry based on delinquency rates for this industry
- Recent high balance past due
- Evidence of open suits and liens
- Proportion of past due balances to total amount owing
- Variable Paydex over last 12 months

Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Credit Score Percentile Norms Comparison



- Similar risk compared to other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary		Financial Stress Score Percentile	
		Financial Stress National Percentile	5
		Financial Stress Score	1381
		Probability of Failure with This Score	0.84%
		Failure per 10K	84/10,000
		Average Failure Rate within D&B database	0.48%
		Failure per 10K	48/10,000
		Number of Payment Experiences	29

Key Factors

- Low proportion of satisfactory payment experiences to total payment experiences.
- High number of inquiries to D&B over last 12 months.
- Low Paydex Score.
- Unstable Paydex over last 12 months.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison

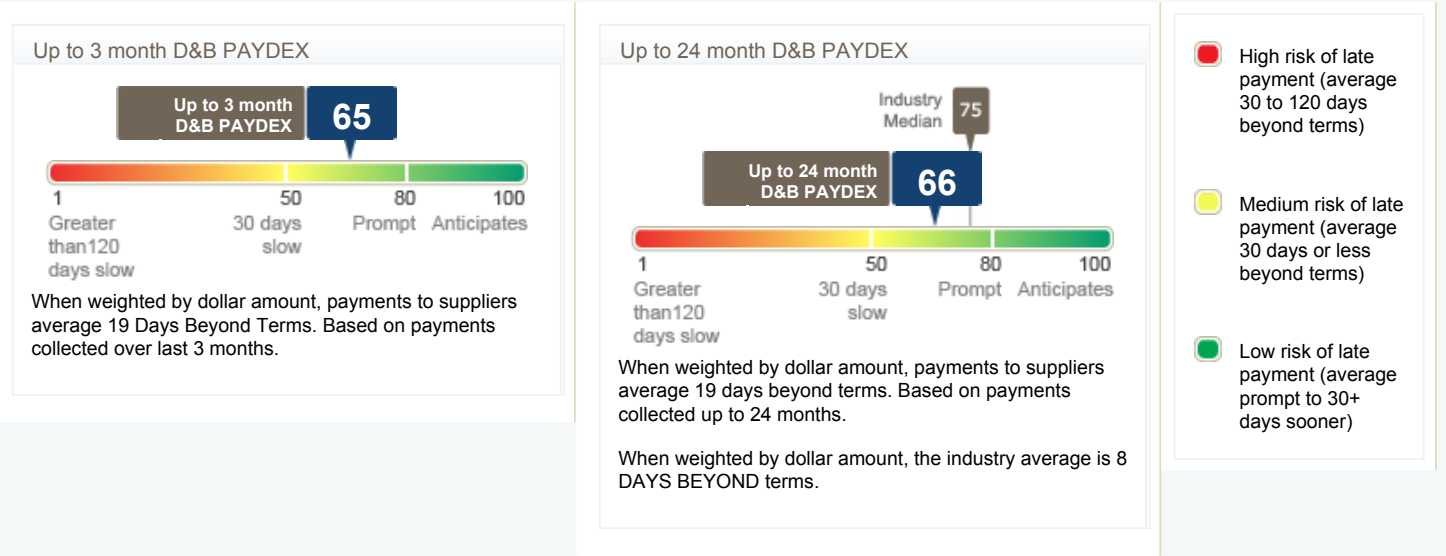
ASHBRITT, INC.	5
Region (South Atlantic)	48
Industry (Construction)	49
Employee Range (20-99)	66
Years in Business (11-25)	68

- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®

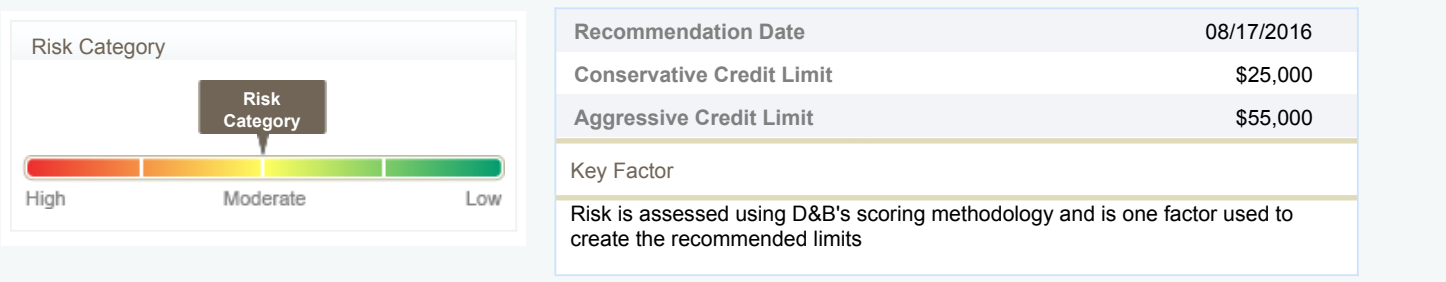
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.



Payment Trend	unchanged *	Total Payment Experiences for the HQ	29	Highest Now Owing	\$1,000
Payments Within Terms	82%	Total Placed for Collection	0	Highest Past Due	\$500
Average High Credit	\$1,910	Largest High Credit	\$10,000		

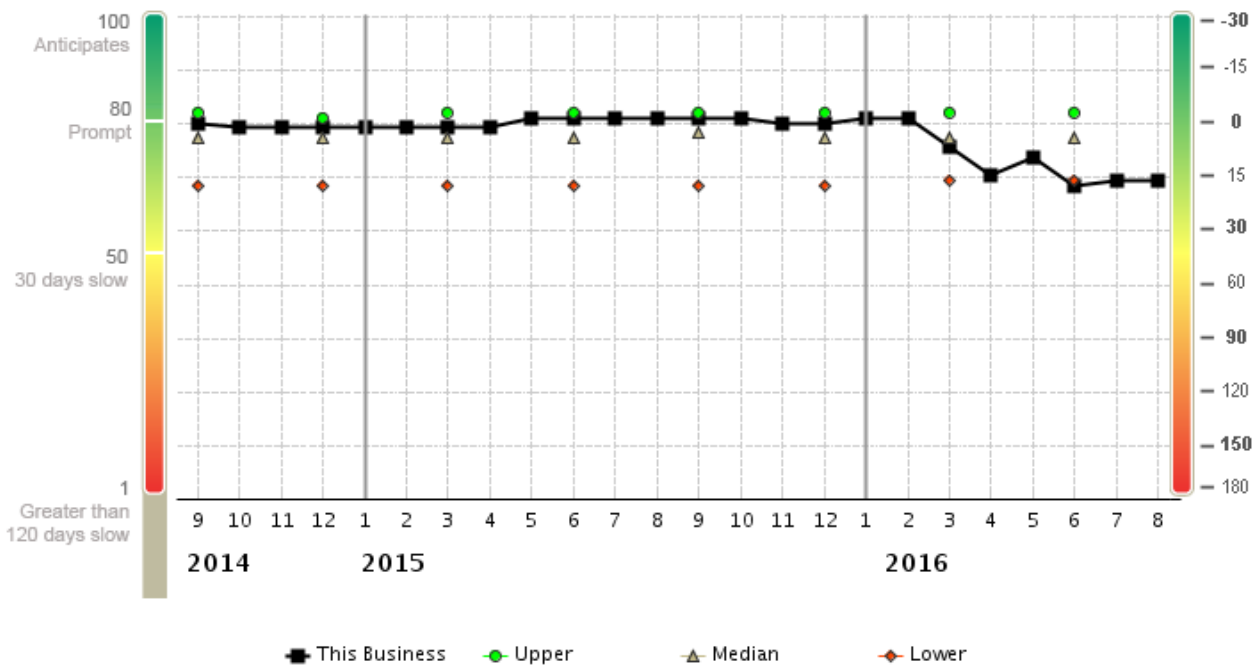
* compared to payments three months ago

Credit Limit Recommendation



PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Trade contractor, based on SIC code 1799.



This Business	78	77	77	77	77	77	77	77	79	79	79	79	79	79	78	78	79	79	73	67	71	65	66	66
Industry Quartiles																								
Upper	80			79				80						80					80				80	
Median	75			75				75						76					75				75	
Lower	65			65				65						65					66				66	

Note

- Current PAYDEX® for this Business is 66, or equal to 19 days beyond terms.
- The 24 month high paydex is 79.0, or equal to 2 DAYS BEYOND terms.
- The 24 month low paydex is 65.0, or equal to 19 DAYS BEYOND terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Habits

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	0%	0	\$0
50,000-100,000	0%	0	0
15,000-49,999	0%	0	0
5,000-14,999	34%	2	15,000
1,000-4,999	83%	6	9,000
Under 1,000	82%	6	2,750

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 29 payment experiences in D&B's file, with 15 experiences reported during the last three month period. The highest Now Owes on file is \$1,000. The highest Past Due on file is \$500.

All Industries



Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Telephone communictns	2	\$1,750	\$1,000	100	0	0	0	0
Hvy const eqpt rental	1	10,000	10,000	0	50	50	0	0
Public finance	1	5,000	5,000	100	0	0	0	0
Electric services	1	2,500	2,500	100	0	0	0	0
Tour operator	1	2,500	2,500	100	0	0	0	0
Whol office supplies	1	1,000	1,000	50	50	0	0	0
Nonclassified	1	1,000	1,000	100	0	0	0	0
Radiotelephone commun	1	1,000	1,000	0	100	0	0	0
Trucking non-local	1	500	500	0	100	0	0	0
Misc business service	1	500	500	100	0	0	0	0
Misc equipment rental	1	500	500	100	0	0	0	0
Reg misc coml sector	1	250	250	100	0	0	0	0
Whol office equipment	1	250	250	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	15	\$2,250	\$750
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
July 2016	Ppt	\$2,500	\$1,000	\$0	N/A	1
	Ppt	2,500	0	0	N/A	6-12
	Ppt	1,000	0	0	N/A	1
	Ppt	750	0	0	N/A	1
	Ppt	250	0	0	N/A	2-3
	Ppt-Slow 30	1,000	100	0	N30	1
	Slow 15	1,000	0	0	N/A	6-12
	Slow 30-60	10,000	0	0	N30	2-3
June 2016	(009)	100	0	0	Cash account	1
	Ppt	500	0	0	N/A	1
	(011)	100	0	0	Cash account	1
May 2016	(012)	50	0	0	Cash account	1
	Ppt	5,000	0	0	N/A	2-3
	Slow 15	500	500	500	N/A	
	(015)	750	0	0	Cash account	1
April 2016	(016)	50	0	0	Cash account	6-12
	Ppt	500	100	0	Lease Agreemnt	
	March 2016	(018)	50	0	0	Cash account
(019)		50	0	0	Cash account	1
November 2015	(020)	50	0	0	Cash account	1

September 2015	(021)	500	0	0	Cash account	1
	(022)	250	0	0	Cash account	1
	(023)Cash own option	100	0	0	Cash account	1
July 2015	Ppt	1,000	0	0	N/A	6-12
	(025)	50	0	0	Cash account	1
May 2015	(026)Satisfactory	250	0	0	N/A	1
April 2015	(027)	50	0	0	Cash account	1
March 2015	(028)	100	100	0	Cash account	1
February 2015	(029)	0	0	0	Cash account	6-12

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

CROWDERGULF, LLC

D-U-N-S® 19-568-6477 Single
 5435 Business Pkwy,
 Theodore, AL 36582
 Website:
 www.crowdergulf.com

Phone 251 459-7430

Comprehensive Report

Purchase Date: 08/17/2016
 Last Update Date: 08/11/2016
 Attention: Torry/OBFS

Executive Summary

Company Info			
Year Started	2005	Employees	45
Control Year	2005	Trade Styles	CROWDERGULF JOINT VENT

D&B Rating

D&B Rating **1R4**

Composite Credit Appraisal

4 Limited 3 Fair 2 Good 1 High

D&B PAYDEX®

Up to 24 month D&B PAYDEX

Industry Median 75

Up to 24 month D&B PAYDEX **80**

1 Greater than 120 days slow 50 30 days slow 80 Prompt 100 Anticipates

Up to 3 month D&B PAYDEX

Up to 3 month D&B PAYDEX **80**

1 Greater than 120 days slow 50 30 days slow 80 Prompt 100 Anticipates

Predictive Analytics

Financial Stress Class

Financial Stress Class **3**

5 High 4 3 Average 2 1 Low

The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000).

Financial Stress Class	3
Financial Stress Score	1,472
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class

Credit Score Class **3**

5 High 4 3 Average 2 1 Low

The Credit Score class of 3 for this company shows that 5.80% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	3
Credit Score	523
Highest Risk	101
Lowest Risk	670

Credit Limit Recommendation

D&B Viability Rating

Risk Category

High Moderate Low

Conservative Credit Limit \$55,000

Aggressive Credit Limit \$100,000

D&B Viability Rating **3 2 B I**

Viability Score **3**

Portfolio Comparison **2**

Data Depth Indicator **B**

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Not Available	Available (3+Trade)	Medium	Established

Business Information

Business Summary

SIC 1799
Special trade contractor, management services, sanitary services, wrecking/demolition work

NAICS 238990
All Other Specialty Trade Contractors

History Status CLEAR

Credit Capacity Summary

D&B Rating **1R4**

Composite Credit Appraisal **4**

Prior D&B Rating 1R4

Rating Date 03/15/2016

Payment Activity (based on 27 experiences)	USD
Average High Credit	\$979
Highest Credit	2,500
Total Highest Credit	14,200

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

3

Viability Score

Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

2

Portfolio Comparison

Compared to all Businesses within the same MODEL SEGMENT:

Model Segment: **Established Trade Payments**

- Level of risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

B

Data Depth Indicator

Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Basic Financial Attributes

Greater data depth can increase the precision of the D&B Viability Rating assessment.

You have the ability to influence the confidence of the viability assessment by asking the business to report more information to D&B at <https://iupdate.dnb.com/iUpdate/>

I	<h2>Company Profile</h2>	Financial Data	Trade Payments	Company Size	Years in Business
	Not Available	Available (3+Trade)	Medium	Established	

Company Profile Details:

- Financial Data: **Not Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Medium** (Employees: 10-49 or Sales: \$100K-\$499K)
- Years in Business: **Established** (5+)

Business History

Officers JOHN RAMSAY, PTNR

Directors THE OFFICER(S)

As of 08/11/2016

The Alabama Secretary of State's business registrations file showed that Crowder-gulf Joint Venture, LLP. was registered as a Limited Liability Partnership on September 15, 2006.

Business started 2005. Present control succeeded 2005.

JOHN RAMSAY born 1941. Antecedents are undetermined.

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	YES (2016)
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	No		
Importer/Exporter	N/A		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 08/11/2016

Description: Contractor specializing in construction site cleanup (100%). Provides management services. Provides sanitary services, specializing in toxic or hazardous waste cleanup. Contractor of wrecking or demolition work. Provides individual or family social services, specialized in temporary relief services.

Terms are on contractual basis. Has 24 account(s). Sells to government organizations. Territory : United States.

Nonseasonal.

Employees: 45 which includes partners.

Facilities: Rents 24,000 sq. ft. in a one story brick building.

Location: Industrial section on main highway.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
17990503	Construction site cleanup	238990	All Other Specialty Trade Contractors
87410000	Management services	561110	Office Administrative Services
49590300	Toxic or hazardous waste cleanup	562910	Remediation Services
49599901	Beach maintenance cleaning	562998	All Other Miscellaneous Waste Management Services
17950000	Wrecking and demolition work	238910	Site Preparation Contractors
83220307	Temporary relief service	624230	Emergency and Other Relief Services

Financial Statements

Key Business Ratios (Based on 22 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	5.3	UN
Return on Net Worth	UN	27.4	UN
Short Term Solvency			
Current Ratio	UN	2.6	UN
Quick Ratio	UN	2.0	UN
Efficiency			
Assets Sales	UN	37.2	UN
Sales / Net Working Capital	UN	5.5	UN
Utilization			
Total Liabs / Net Worth	UN	63.5	UN

Most Recent Financial Statement

As of 08/11/2016

The name and address of this business have been confirmed by D&B using available sources.

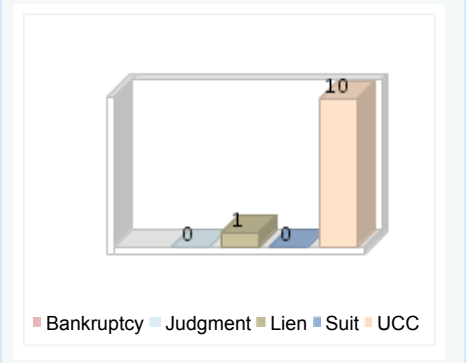
Indicators

Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	1	06/26/2013
Suit	0	
UCC	10	07/21/2014

Public Filings



The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings

Liens

Status	Open	Latest Info Received	06/30/2013
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Type	State Tax
Filed By	STATE OF ALABAMA		



against	CROWDERGULF LLC	Date Filed	06/26/2013
		DOCKET NO.	13-0305615
UCC Filings			
Collateral	Equipment and proceeds	Latest Info Received	09/09/2014
Filing No.	14-7566421	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	07/21/2014
Secured Party	THOMPSON TRACTOR CO., INC., BIRMINGHAM, AL		
Debtor	CROWDERGULF, LLC		
Collateral	Business machinery/equipment and proceeds	Latest Info Received	01/03/2013
Filing No.	12-7319538	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	11/26/2012
Secured Party	U.S. BANK EQUIPMENT FINANCE, A DIVISION OF U.S. BANK NATIONAL AS, MARSHALL, MN		
Debtor	CROWDERGULF, LLC		
Collateral	Equipment and proceeds	Latest Info Received	02/25/2011
Filing No.	2010155030-2	Type	Original
Where Filed	UNIFORM COMMERCIAL CODE SECTION, LANSING, MI	Date Filed	11/22/2010
Secured Party	FABCO EQUIPMENT, MADISON, WI		
Debtor	CROWDER GULF		
Collateral	Equipment and proceeds	Latest Info Received	10/22/2010
Filing No.	2010126129-6	Type	Original
Where Filed	UNIFORM COMMERCIAL CODE SECTION, LANSING, MI	Date Filed	09/20/2010
Secured Party	FABCO EQUIPMENT, MADISON, WI		
Debtor	CROWDER GULF		
Collateral	Equipment and proceeds	Latest Info Received	08/25/2010
Filing No.	2010099974-3	Type	Original
Where Filed	UNIFORM COMMERCIAL CODE SECTION, LANSING, MI	Date Filed	07/22/2010
Secured Party	FABCO EQUIPMENT, MADISON, WI		
Debtor	CROWDER GULF		
Collateral	Equipment	Latest Info Received	02/11/2011
Filing No.	11-7008905	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	01/19/2011
Secured Party	BEARD EQUIPMENT COMPANY, MOBILE, AL		
Debtor	CROWDER-GULF JOINT VENTURE, LLP		
Collateral	Equipment	Latest Info Received	02/11/2011
Filing No.	11-7008889	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	01/19/2011
Secured Party	BEARD EQUIPMENT COMPANY, MOBILE, AL		
Debtor	CROWDER-GULF JOINT VENTURE, LLP		
Collateral	Equipment	Latest Info Received	02/11/2011
Filing No.	11-7008843	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	01/19/2011



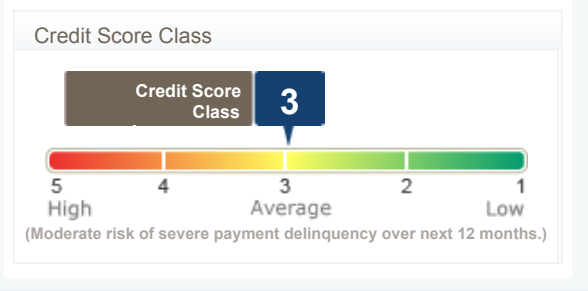
Debtor	CROWDER-GULF JOINT VENTURE, LLP		
Collateral	Unspecified	Latest Info Received	11/26/2007
Filing No.	07-0879714	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	10/22/2007
Secured Party	REGIONS BANK, MOBILE, AL		
Debtor	CROWDER GULF JOINT VENTURE LLP and OTHERS		

Filing No.	07-0879714	Latest Info Received	04/29/2012
Original UCC Filed Date	10/22/2007	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	04/26/2012
Secured Party	REGIONS BANK, MOBILE, AL	Original Filing No.	07-0879714
Debtor	CROWDER GULF JOINT VENTURE LLP and OTHERS		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Commercial Credit Score

Summary



Incidence of Delinquent Payment

Among Companies with This Class	5.80%
Average Compared to All Businesses	10.20%
Credit Score Percentile	67
Credit Score	523
Number of Payment Experiences	27

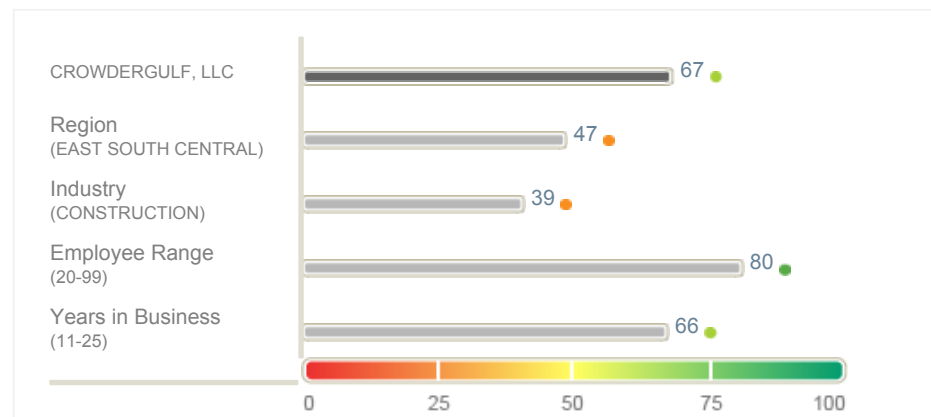
Key Factors

- Higher risk industry based on delinquency rates for this industry
- Recent high balance past due
- Evidence of open liens

Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Credit Score Percentile Norms Comparison



- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary

Financial Stress Class

Financial Stress Score Percentile

Financial Stress National Percentile	47
Financial Stress Score	1472
Probability of Failure with This Score	0.24%
Failure per 10K	24/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	27

Key Factors

- Low proportion of satisfactory payment experiences to total payment experiences.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison

Category	Percentile
CROWDERGULF, LLC	47
Region (East South Central)	43
Industry (Construction)	49
Employee Range (20-99)	66
Years in Business (11-25)	68

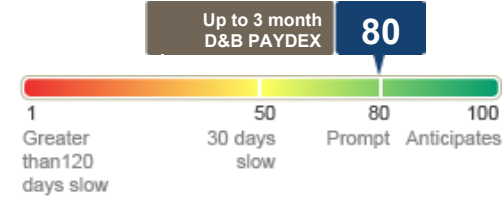
- Lower risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®

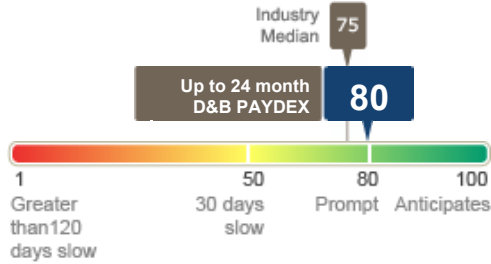
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average Within terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average generally within terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 8 DAYS BEYOND terms.

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	27	Highest Now Owing	\$2,500
Payments Within Terms	96%	Total Placed for Collection	0	Highest Past Due	\$100
Average High Credit	\$979	Largest High Credit	\$2,500		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



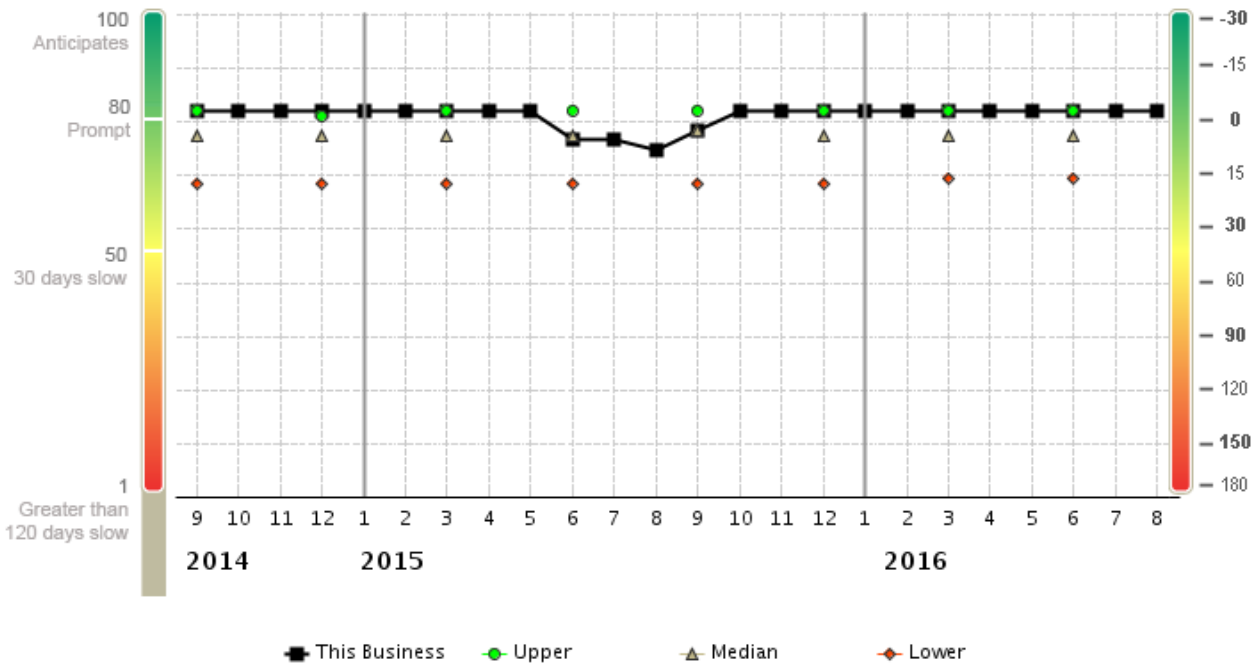
Recommendation Date	08/17/2016
Conservative Credit Limit	\$55,000
Aggressive Credit Limit	\$100,000

Key Factor

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Special trade contractor, management services, sanitary services, wrecking/demolition work, based on SIC code 1799.



This Business	80	80	80	80	80	80	80	80	80	74	74	72	76	80	80	80	80	80	80	80	80	80	80	80	
Industry Quartiles																									
Upper	80			79			80			80			80			80			80			80			
Median	75			75			75			75			76			75			75			75			
Lower	65			65			65			65			65			65			66			66			

Note

- Current PAYDEX® for this Business is 80, or equal to generally within terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 72.0, or equal to 12 DAYS BEYOND terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Habits

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	0%	0	\$0
50,000-100,000	0%	0	0
15,000-49,999	0%	0	0
5,000-14,999	0%	0	0
1,000-4,999	100%	5	9,500
Under 1,000	98%	7	2,250

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 27 payment experiences in D&B's file, with 13 experiences reported during the last three month period. The highest Now Owes on file is \$2,500. The highest Past Due on file is \$100.

All Industries



Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Radiotelephone commun	3	\$5,050	\$2,500	99	1	0	0	0
Telephone communicatns	3	1,350	750	100	0	0	0	0
Passenger car rental	1	2,500	2,500	100	0	0	0	0
Misc equipment rental	1	1,000	1,000	100	0	0	0	0
Whol industrial suppl	1	1,000	1,000	100	0	0	0	0
Security broker/deal	1	500	500	100	0	0	0	0
Nonclassified	1	250	250	100	0	0	0	0
Investment advice	1	100	100	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	15	\$2,450	\$500
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
July 2016	Ppt	\$750	\$750	\$0	N/A	1
	Ppt	500	0	0	N/A	2-3
	Ppt	100	0	0	N/A	1
	Ppt	100	100	0	N/A	1
	(005)	100	0	0	Cash account	1
	(006)	50	0	0	Cash account	1
June 2016	Ppt	2,500	0	0	N/A	4-5
	Ppt	2,500	2,500	100	N/A	1
	Ppt	1,000	50	0	N/A	1
	Ppt	500	500	0	N30	1
	(011)	100	0	0	Cash account	1
	(012)	50	0	0	Cash account	1
May 2016	(013)	500	500	0	Cash account	
	(014)	50	0	0	Cash account	6-12
April 2016	Slow 15	50	50	50	N/A	
November 2015	(016)	50	0	0	Cash account	1
	(017)	50	0	0	Cash account	1
September 2015	Ppt	2,500	0	0	N30	6-12
	(019)Cash own option	500	0	0	Cash account	1
July 2015	(020)	100	0	0	Cash account	1
May 2015	Ppt	1,000	0	0	N/A	6-12
April 2015	(022)	100	0	0	Cash account	1
	(023)	100	0	0	Cash account	1
March 2015	(024)	500	500	0	Cash account	1
	(025)	100	100	0	Cash account	1
February 2015	(026)	100	0	0	Cash account	6-12



November 2014	Ppt	250	0	0	N/A	2-3
<p>Lines shown in red are 30 or more days beyond terms</p> <p>Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.</p> <p>Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.</p>						

DRC EMERGENCY SERVICES, LLC

D-U-N-S® 55-749-3983 Headquarters Phone 504 482-2848
 Mailing PO BOX 13 Evia Main,
 Address 82319 Galveston, TX 77554
 Mobile, AL Website:
 36689 www.drcemergencyservices.net

Comprehensive Report

Purchase Date: 08/17/2016
 Last Update Date: 04/15/2016
 Attention: Torry/OBFS

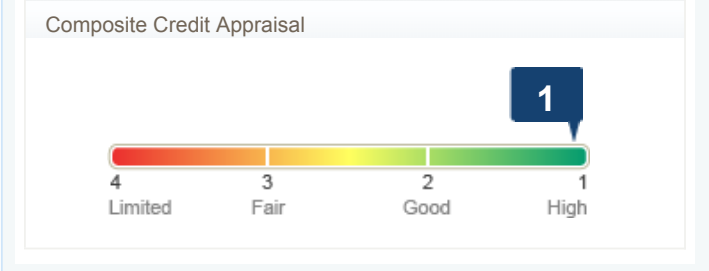
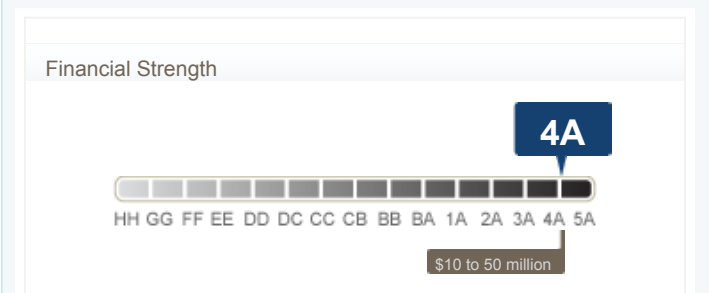
Executive Summary

Company Info

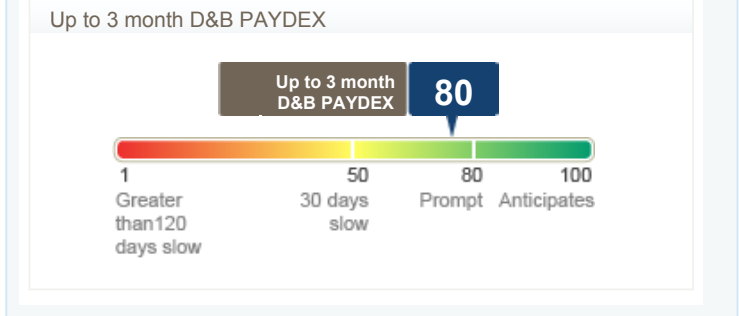
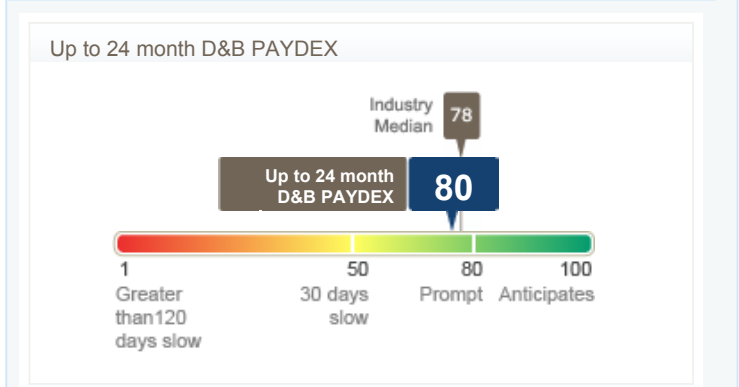
Year Started	2001	Working Capital	\$9,313,162
Control Year	2001	Trade Styles	DRC EMERGENCY SERVICES
CEO	JOHN R SULLIVAN, PRES	Sales (Financial Statement)	\$55,062,207
Employees	65	Net Worth (Financial Statement)	17,163,299
Employees Here	UNDETERMINED at this location	As of 12/31/2014	

D&B Rating

D&B Rating **4A1**

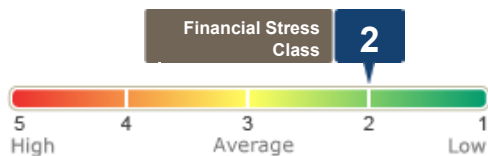


D&B PAYDEX®



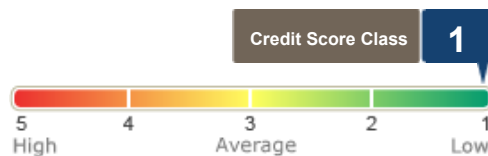
Predictive Analytics

Financial Stress Class



The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000).

Credit Score Class



The Credit Score class of 1 for this company shows that 1.10% of firms with this classification paid one or more bills severely delinquent.

Financial Stress Class	2
Financial Stress Score	1,530
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class	1
Credit Score	599
Highest Risk	101
Lowest Risk	670

Credit Limit Recommendation

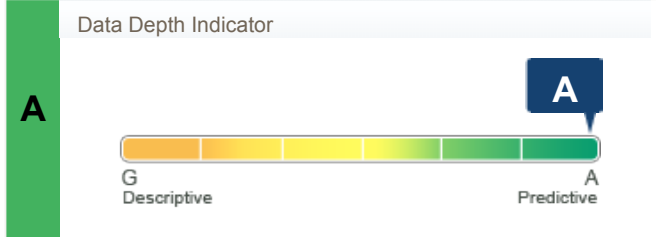
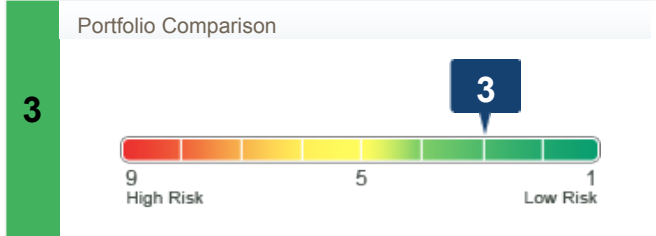
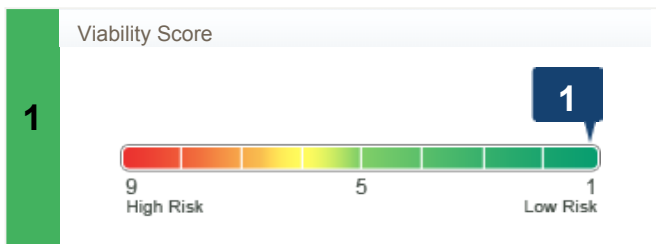
Risk Category



Conservative Credit Limit	\$15,000
Aggressive Credit Limit	\$25,000

D&B Viability Rating

D&B Viability Rating



Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Business Information

Business Summary		Credit Capacity Summary	
Financing	SECURED	D&B Rating	4A1
Financial Condition	STRONG		
SIC	8322 Individual/family services, nonresidential construction, facilities support services	Financial Strength 	Prior D&B Rating: 4A1 Rating Date: 02/24/2016
NAICS	624230 Emergency and Other Relief Services		
History Status	CLEAR	Composite Credit Appraisal 	Payment Activity (based on 45 experiences): USD Average High Credit: \$22,335 Highest Credit: 400,000 Total Highest Credit: 540,350

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

1	<h2>Viability Score</h2>	
	<p>Compared to All US Businesses within D&B Database:</p> <ul style="list-style-type: none"> • Level of risk: Low Risk • Businesses ranked 1 have a probability of becoming no longer viable: 0.2% • Percentage of businesses ranked 1: 0.3% • Across all US businesses, the average probability of becoming no longer viable: 14% 	
3	<h2>Portfolio Comparison</h2>	
	<p>Compared to all Businesses within the same MODEL SEGMENT: Model Segment: Available Financial Data</p> <ul style="list-style-type: none"> • Level of risk: Low Risk • Businesses ranked 3 within this model segment have a probability of becoming no longer viable: 0.2% • Percentage of businesses ranked 3 within this model segment: 15% • Within this model segment, the average probability of becoming no longer viable: 0.6% 	
A	<h2>Data Depth Indicator</h2>	

A

Data Depth Indicator

A

G Descriptive A Predictive

Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes

A

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Available**
- Trade Payments: **Available (3+Trade)**
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established (5+)**

Business History

Officers JOHN R SULLIVAN, PRES;
MARK STAFFORD, V PRES;
KRISTY FUENTES, V PRES-SEC CECO;
TODD P SULLIVAN, V PRES;
WILLIAM W SULLIVAN, V PRES;
KURT THORMAHLEN, EXEC VP-GEN MGR;
MARK STAFFORD, V PRES

Directors THE OFFICER(S) and Don Johnson.

As of 04/15/2016

The Alabama Secretary of State's business registrations file showed that Drc Emergency Services, LLC was registered as a Limited Liability Company on September 12, 2001, under the file registration number DLL 677-589.

Business started 2001.

JOHN R SULLIVAN born 1975. 2016-present active as President. Mr. Sullivan has vast experience in all aspects of the construction industry, ranging from marine construction and dredging, land development and infrastructure construction as well as the intricate completion of individual custom homes. Mr. Sullivan, along with his brothers, started Sullivan Land Services, Ltd. which provides comprehensive site services for disaster response and recovery, infrastructure, and commercial landscaping, while earning a degree at Texas A&M University in Construction Management. His ingenuity eventually led to the creation of Sullivan Interests, Ltd., a portfolio of companies that provides services and products to various industries. With over 20 years of experience in the construction industry, Mr. Sullivan has gained both extensive knowledge and hands on experience with the recovery process.

MARK STAFFORD born 1956. 2005-present active here. Mr. Stafford brings many years of experience in disaster and commercial/industrial waste management to DRC Emergency Services. He has participated in recovery following ice storms and hurricanes throughout the Southeast. Mark has overseen and operated landfills, recycling operations and transportation companies exceeding \$200 million in annual revenues. He has managed teams of over 1,100 staff serving business, industry and municipalities. Prior to joining DRC, Mark was the president and regional director of Allied Waste for the State of Louisiana. He also worked in an executive capacity for Waste Management. He earned a B. S. in business from the University of Louisiana.

KRISTY FUENTES born 1974. 2015-present active here. Ms. Fuentes is the Vice President of Administration and Compliance for DRC Emergency Services, LLC (DRC ES). She was appointed as the DRC ES Chief Ethics & Compliance Officer (CECO), effective October 13, 2014. Previously Ms. Fuentes was Director of Business Development, leading the marketing, sales and communications functions at DRC ES. She combines her depth of industry experience, people skills, management background and marketing talents to provide superior service to DRC ES employees and clients. Since joining DRC ES in 2005, Ms. Fuentes has provided assistance to DRC ES clients in planning, program management, disaster response, demolition contracting, and regulatory compliance.

TODD P SULLIVAN born 1975. 2016-present active here. Mr Todd P Sullivan earned a degree in Petroleum Engineering from Texas A&M University and began his career in the oil and gas industry where his primary focus was in production forecasting and reserves valuations. He left his engineering career to pursue various business interests with his brothers, which led to the diversification of Sullivan Interests, Ltd. into broad-based land development, industrial and service related companies. Todd oversees the management and operation for Sullivan Industrial and leverages his background in the oil and gas industry to foster business opportunities for the Sullivan Industrial group of companies. William W. (Billy) Sullivan, 2016 William W. (Billy) Sullivan is responsible for the management and operation of Sullivan Land Services, Ltd. as well as Evia and Harper Woods. His scope of responsibility is broad and includes site development and construction. Billy also focuses on the regulatory and execution of various disaster response and recovery projects. Billy earned a degree in Finance from Texas A&M University.

WILLIAM W SULLIVAN born 1979. 2016-present active here.

KURT THORMAHLEN. 2016-present active here. As a former United States Marine Major with worldwide command, and control oversight in expeditionary and contingency operations, Mr. Thormahlen served as a Helicopter Pilot and Operations Manager in Hawaii, Iraq and Afghanistan. He currently serves as Division Manager, Response at Sullivan Land Services, Ltd. where he is responsible for seeking out and managing business development efforts related to immediate disaster response and recovery projects. Additionally, he is in charge of responding to the Request for Proposals and negotiating contracts with city, county, and federal agencies for pre-event disaster response contracts. He received his Bachelor of Business Administration/Management from Texas A&M University.

Business address has changed from 740 Museum Dr Mobile, AL 36608 to 13 Evia Main Galveston, TX 77554.

Government Activity Summary

Activity Summary		Possible candidate for socioeconomic program consideration	
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	N/A
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	Yes		
Importer/Exporter	N/A		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 04/15/2016

Description: Provides individual or family social services, specialized in in disaster services (90%). Contractor of nonresidential buildings, specializing in new construction of commercial or office buildings (10%). Provides Environmental remediation.

Terms are reimbursement and grants. Sells to commercial concerns and municipalities. Territory : International.

Nonseasonal.

Employees: 65 which includes officer(s). UNDETERMINED employed here.

Facilities: Leases 2,300 sq. ft. on 1st floor of a one story brick building.

Location: Central business section on side street. This address has multiple businesses operating at what is believed to be a residential address.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
83220303	Disaster service	624230	Emergency and Other Relief Services
15420101	Commercial and office building, new construction	236220	Commercial and Institutional Building Construction
87449904	Environmental remediation	561210	Facilities Support Services

Financial Statements

One Year Comparative Statement		Key Business Ratios (Based on 29 establishments)			
	Fiscal Dec 31 2014 USD		This Business	Industry Median	Industry Quartile
Curr Assets	\$13,876,014	Profitability			
Curr Liabs	4,562,852	Return on Sales	6.8	1.5	2
Current Ratio	3.04	Return on Net Worth	21.7	4.5	1
Working Capital	9,313,162	Short Term Solvency			
Other Assets	8,850,137	Current Ratio	3.0	3.5	3
Worth	17,163,299	Quick Ratio	2.8	2.1	2
Sales	55,062,207	Efficiency			
Long Term Liab	1,000,000	Assets Sales	41.3	92.0	1
Net Profit (Loss)	3,726,058				

Sales / Net Working Capital	5.9	5.8	2
Utilization			
Total Liabs / Net Worth	32.4	44.4	2

As of 12/31/2014

Most Recent Financial Statement**Fiscal statement dated DEC 31 2014:**

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$8,279,837	Accts Pay	\$2,607,942
Accts Rec	4,513,716	Accruals	1,954,910
Assets Held For Sale	700,000	Total Current Liabilities	4,562,852
Due From Related Party	13,338		
Other Receivables	259,223		
Prepaid	109,900		
Total Current Assets	13,876,014		
Non Current Assets		Non Current Liabilities	
Fixt & Equip	5,317,157	Working Capital Notes Payable	1,000,000
Due From Related Party	5,632	MEMBERS EQUITY	17,163,299
Goodwill-Net	2,524,848	Total Liabilities & Net Worth	22,726,151
Other Intangibles-Net	1,002,500		
Total Assets	22,726,151		

As of 02/26/2016

From JAN 01 2014 to DEC 31 2014 annual sales \$55,062,207; cost of goods sold \$37,145,548. Gross profit \$17,916,659; operating expenses \$14,305,566. Operating income \$3,611,093; other income \$625,245; other expenses \$510,280. Net income \$3,726,058.

Statement Source

Prepared from statement(s) by Accountant: Sellers Richardon Holman & West LLP, Birmingham, AL.

Accountant's Opinion

A review of the accountant's opinion as submitted by the subject company indicates the financial statements meet generally accepted accounting principles and that the audit contains no qualifications.

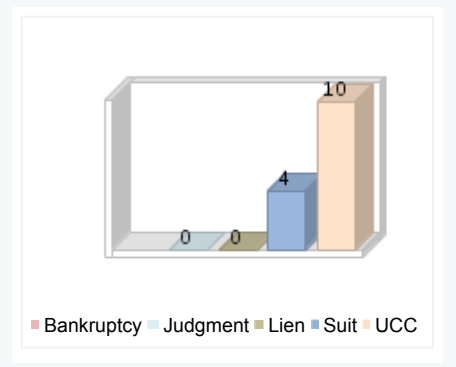
Fixed assets shown net less \$2,012,567 depreciation.

On FEB 26 2016 Lisa Garcia, Contract Mgr, deferred financial information.

Indicators**Public Filings Summary**

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	0	
Suit	4	12/16/2014
UCC	10	08/27/2015

Public Filings

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings

Suits			
Status	Pending	Latest Info Received	03/11/2015
Where Filed	MOBILE COUNTY CIRCUIT COURT, MOBILE, AL	CASE NO.	02-CV-2014-903439.00
Plaintiff	B & B ENVIRONMENTAL SERVICES, INC., MOBILE, AL C & M CONSTRUCTION COMPANY, LLC, MOBILE, AL A & J TRANSPORT, INC., MOBILE, AL GIBSON CARL, MOBILE, AL	Status Attained	12/16/2014
Defendant	DRC EMERGENCY SERVICES, LLC AND OTHERS	Date Filed	12/16/2014
Cause	OTHER CV CASE		
Status	Pending	Latest Info Received	03/11/2015
Where Filed	JEFFERSON COUNTY CIRCUIT COURT/BIRMINGHAM, BIRMINGHAM, AL	CASE NO.	01-CV-2014-904190.00
Plaintiff	FUZZELL STEWART (BUDDY) JR., BIRMINGHAM, AL	Status Attained	10/07/2014
Defendant	DRC EMERGENCY SERVICES LLC AND OTHERS	Date Filed	10/07/2014
Cause	OTHER CV CASE		
Status	Pending	Latest Info Received	03/11/2015
Where Filed	TUSCALOOSA COUNTY CIRCUIT COURT, TUSCALOOSA, AL	CASE NO.	63-CV-2014-900549.00
Plaintiff	RACON, INC., TUSCALOOSA, AL	Status Attained	04/30/2014
Defendant	DRC EMERGENCY SERVICES AND OTHERS	Date Filed	04/30/2014
Cause	CONTRACT/EJMNT/SEIZU		
Amount	\$30,908	Latest Info Received	03/11/2015
Status	Pending	CASE NO.	02-CV-2014-900474.00
Where Filed	MOBILE COUNTY CIRCUIT COURT, MOBILE, AL	Status Attained	02/18/2014
Plaintiff	QUALITY INVESTMENT PROPERTIES RICHMOND, LLC, OVERLAND PARK, KS	Date Filed	02/18/2014
Defendant	DRC GROUP AKA DRC EMERGENCY SERVICES LLC		
Cause	CONTRACT/EJMNT/SEIZU		
If it is indicated that there are defendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.			
UCC Filings			
Collateral	All Assets and proceeds	Latest Info Received	06/10/2014
Filing No.	14-0149474	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	04/17/2014
Secured Party	BNY MELLON-ALCENTRA MEZZANINE III, L.P., AS COLLATERAL AGENT, NEW YORK, NY		
Debtor	DRC EMERGENCY SERVICES, LLC		
Filing No.	14-0149474	Latest Info Received	06/24/2014
Original UCC Filed Date	04/17/2014	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	05/19/2014
Secured Party	ALCENTRA CAPITAL CORPORATION, AS COLLATERAL AGENT, NEW YORK, NY BNY MELLON-ALCENTRA MEZZANINE III, L.P., AS COLLATERAL AGENT, NEW YORK, NY	Original Filing No.	14-0149474
Debtor	DRC EMERGENCY SERVICES, LLC		

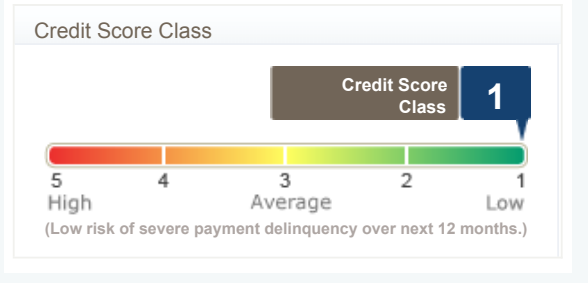


intangibles(s) and proceeds - Chattel paper and proceeds		Received	
Filing No.	11-7183937	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	09/08/2011
Secured Party	LSQ FUNDING GROUP, ORLANDO, FL		
Debtor	DRC EMERGENCY SERVICES, LLC		
Collateral Accounts receivable		Latest Info Received	
Filing No.	12-7315512	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	11/19/2012
Secured Party	DEAD RECKONING, LLC, TUSCALOOSA, AL		
Debtor	DRC EMERGENCY SERVICES, LLC		
Collateral Accounts receivable		Latest Info Received	
Filing No.	12-7315512	Type	Assignment
Original UCC Filed Date	11/19/2012	Date Filed	12/28/2012
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Original Filing No.	12-7315512
Secured Party	DEAD RECKONING, LLC, TUSCALOOSA, AL SERVISFIRST BANK, BIRMINGHAM, AL		
Debtor	DRC EMERGENCY SERVICES, LLC		
Collateral Accounts receivable		Latest Info Received	
Filing No.	12-7252427	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	09/14/2012
Secured Party	CAHABA DISASTER RECOVERY, LLC, MOBILE, AL		
Debtor	DRC EMERGENCY SERVICES, LLC		
Collateral Account(s) and proceeds - Contract rights and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds - Leased Equipment and proceeds		Latest Info Received	
Filing No.	15-7695734	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	08/27/2015
Secured Party	DEERE CREDIT, INC., JOHNSTON, IA		
Debtor	DRC EMERGENCY SERVICES, LLC		
Collateral Equipment		Latest Info Received	
Filing No.	110007063502	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, BISMARCK, ND	Date Filed	11/16/2011
Secured Party	LYLE MACHINERY CO, RICHLAND, MS		
Debtor	DRC EMERGENCY SERVICES, LLC		
Collateral Unspecified		Latest Info Received	
Filing No.	12-0530282	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Date Filed	10/03/2012
Secured Party	DEAD RECKONING, LLC, TUSCALOOSA, AL		
Debtor	DRC EMERGENCY SERVICES, LLC		
Collateral Unspecified		Latest Info Received	
Filing No.	12-0530282	Type	Assignment
Original UCC Filed Date	10/03/2012	Date Filed	10/19/2012
Where Filed	SECRETARY OF STATE/UCC DIVISION, MONTGOMERY, AL	Original Filing No.	12-0530282
Secured Party	DEAD RECKONING, LLC, TUSCALOOSA, AL SERVISFIRST BANK, BIRMINGHAM, AL		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Commercial Credit Score

Summary



Incidence of Delinquent Payment

Among Companies with This Class	1.10%
Average Compared to All Businesses	10.20%
Credit Score Percentile	96
Credit Score	599
Number of Payment Experiences	45

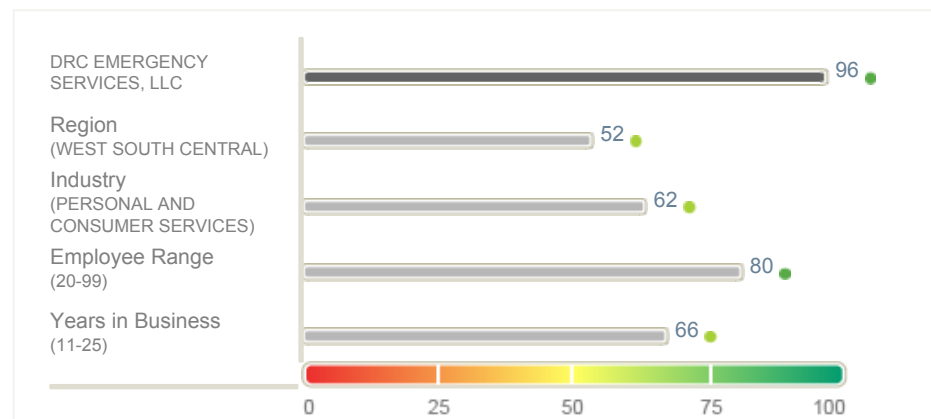
Key Factors

- Evidence of open suits
- Higher risk industry based on delinquency rates for this industry
- Financial ratios

Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

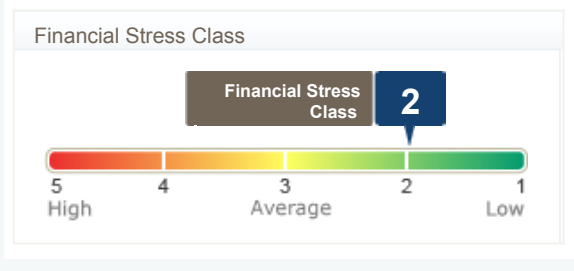
Credit Score Percentile Norms Comparison



- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary



Financial Stress Score Percentile

Financial Stress National Percentile	79
Financial Stress Score	1530
Probability of Failure with This Score	0.09%
Failure per 10K	9/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	45

Key Factors

- Limited number of comparative financial statements.
- UCC Filings reported.
- High number of inquiries to D&B over last 12 months.
- Business does not own facilities.
- Higher risk legal structure.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison



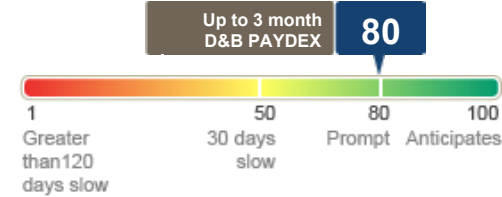
- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®

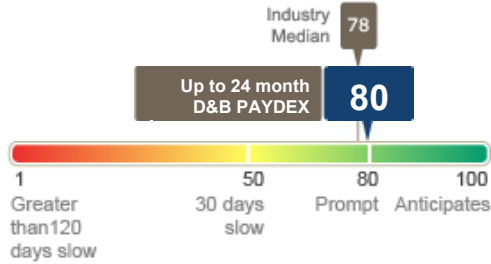
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average Within terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average generally within terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 3 DAYS BEYOND terms.

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	45	Highest Now Owing	\$50,000
Payments Within Terms	100%	Total Placed for Collection	0	Highest Past Due	\$0
Average High Credit	\$22,335	Largest High Credit	\$400,000		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



Recommendation Date	08/17/2016
Conservative Credit Limit	\$15,000
Aggressive Credit Limit	\$25,000

Key Factor

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Individual/family services, nonresidential construction, facilities support services, based on SIC code 8322.



This Business	72	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	
Industry Quartiles																							
Upper	80			80				80						80					80				
Median	78			78				78						78					78				
Lower	74			74				74						73					73				

Note

- Current PAYDEX® for this Business is 80, or equal to generally within terms.
- The 24 month high paydex is 80.0, or equal to GENERALLY WITHIN terms.
- The 24 month low paydex is 72.0, or equal to 12 DAYS BEYOND terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Habits

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	100% <input type="checkbox"/>	1	\$400,000
50,000-100,000	0% <input type="checkbox"/>	0	0
15,000-49,999	100% <input type="checkbox"/>	3	70,000
5,000-14,999	100% <input type="checkbox"/>	5	50,000
1,000-4,999	100% <input type="checkbox"/>	6	13,500
Under 1,000	100% <input type="checkbox"/>	9	2,550

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 45 payment experiences in D&B's file, with 17 experiences reported during the last three month period. The highest Now Owes on file is \$50,000. The highest Past Due on file is \$0.

All Industries



Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Hvy const eqpt rental	2	\$45,000	\$35,000	100	0	0	0	0
Petroleum terminal	2	12,500	10,000	100	0	0	0	0
Telephone communictns	2	5,000	2,500	100	0	0	0	0
Legal services	1	400,000	400,000	100	0	0	0	0
Advertising agency	1	20,000	20,000	100	0	0	0	0
Information retrieval	1	15,000	15,000	100	0	0	0	0
Whol industrial equip	1	10,000	10,000	100	0	0	0	0
Whol roof/side/insul	1	10,000	10,000	100	0	0	0	0
Whol const/mine equip	1	10,000	10,000	100	0	0	0	0
Radiotelephone commun	1	2,500	2,500	100	0	0	0	0
Mfg construction mach	1	2,500	2,500	100	0	0	0	0
Data processing svcs	1	1,000	1,000	100	0	0	0	0
Misc equipment rental	1	750	750	100	0	0	0	0
Whol industrial suppl	1	500	500	100	0	0	0	0
Whol plumb/hydraulics	1	500	500	100	0	0	0	0
Help supply service	1	250	250	100	0	0	0	0
Whol chemicals	1	250	250	100	0	0	0	0
Reg misc coml sector	1	100	100	100	0	0	0	0
Nonclassified	1	100	100	100	0	0	0	0
Security broker/deal	1	50	50	100	0	0	0	0
Public finance	1	50	50	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	21	\$4,300	\$1,000
Payment record unknown	0	0	0
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
July 2016	Ppt	\$10,000	\$10,000	\$0	N/A	1
	Ppt	10,000	0	0	N/A	6-12
	Ppt	2,500	2,500	0	N/A	1
	Ppt	2,500	250	0	N/A	1
	Ppt	2,500	0	0	N/A	6-12
	Ppt	2,500	0	0	N/A	6-12
	Ppt	500	0	0	N/A	6-12
	(008)	0	0	0	Sales COD	1
June 2016	Ppt	2,500	1,000	0	N/A	1
	Ppt	500	250	0	N/A	1
	Ppt	250	0	0	Regular terms	6-12

	Ppt	50	0	0	N30	6-12
	(013)	250	0	0	Cash account	1
	(014)	50	0	0	Cash account	1
May 2016	(015)	500	500	0	Cash account	
	(016)	500	500	0	Cash account	
	(017)	500	500	0	Cash account	
April 2016	Ppt	1,000	250	0	N/A	1
January 2016	Ppt	250	0	0	N/A	6-12
November 2015	(020)	50	0	0	Cash account	1
	(021)	50	0	0	Cash account	1
October 2015	(022)	500	0	0	Cash account	1
	(023)	50	0	0	Cash account	1
July 2015	Ppt	750	0	0	N30	6-12
	(025)	100	0	0	Cash account	2-3
	(026)	50	0	0	Cash account	6-12
June 2015	(027)	100	0	0	Cash account	1
May 2015	Ppt	35,000	15,000	0	N30	1
	Ppt	20,000	0	0	N30	2-3
	(030)	0	0	0	Cash in advance	1
	(031)	100	0	0	Cash account	1
	(032)Satisfactory	100	0	0	N/A	1
	(033)	50	0	0	Cash account	1
April 2015	Ppt	400,000	50,000	0	N60	1
	Ppt	15,000	0	0	N10	1
	Ppt	10,000	0	0	N30	1
	Ppt	10,000	10,000	0	N30	1
	Ppt	50	0	0	N/A	1
	(039)	100	0	0	Cash account	1
	(040)	50	0	0	Cash account	1
March 2015	(041)	1,000	1,000	0	Cash account	1
February 2015	Ppt	10,000	0	0	N/A	6-12
	(043)	250	0	0	Cash account	1
November 2014	Ppt	100	100	0	N/A	1
July 2014	(045)	50	0	0	Cash account	4-5

Lines shown in red are 30 or more days beyond terms

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

PHILLIPS AND JORDAN, INCORPORATED

D-U-N-S® 00-384-5336 Headquarters Phone 865 688-8342
 Mailing PO BOX 10201 Parkside Dr Ste 300, Fax 865-688-8369
 Address 52050 Knoxville, TN 37922
 Knoxville, TN Website: www.pandj.com
 37950

Comprehensive Report

Purchase Date: 08/17/2016
 Last Update Date: 05/25/2016
 Attention: Torry/OBFS

Executive Summary

Company Info			
Year Started	1953	Working Capital	\$40,823,490
Control Year	1953	Sales (Financial Statement)	\$340,295,391
CEO	WILLIAM T PHILLIPS JR, CEO	Net Worth (Financial Statement)	110,170,045
Employees	650	As of 12/31/2015	
Employees Here	100 at this location		

D&B Rating

D&B Rating **5A1**

Financial Strength

HH GG FF EE DD DC CC CB BB BA 1A 2A 3A 4A 5A

\$50 million and over

Composite Credit Appraisal

4 Limited 3 Fair 2 Good 1 High

D&B PAYDEX®

Up to 24 month D&B PAYDEX

Industry Median 76

Up to 24 month D&B PAYDEX 76

1 Greater than 120 days slow 50 30 days slow 80 Prompt 100 Anticipates

Up to 3 month D&B PAYDEX

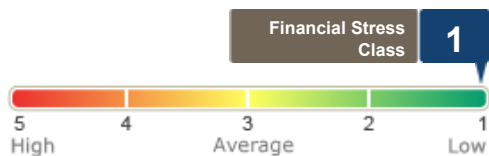
Up to 3 month D&B PAYDEX 76

1 Greater than 120 days slow 50 30 days slow 80 Prompt 100 Anticipates

Predictive Analytics

Area reserved for Predictive Analytics data.

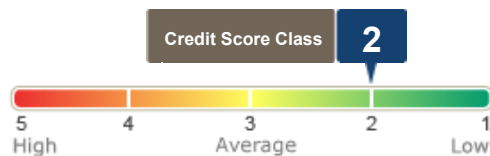
Financial Stress Class



The Financial Stress Class of 1 for this company shows that firms with this class had a failure rate of 0.03% (3 per 10,000).

Financial Stress Class	1
Financial Stress Score	1,624
Highest Risk	1,001
Lowest Risk	1,875

Credit Score Class



The Credit Score class of 2 for this company shows that 2.50% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	2
Credit Score	575
Highest Risk	101
Lowest Risk	670

Credit Limit Recommendation

Risk Category



Conservative Credit Limit	\$600,000
Aggressive Credit Limit	\$900,000

D&B Viability Rating

D&B Viability Rating



1 Viability Score

2 Portfolio Comparison

A Data Depth Indicator

A Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Business Information

Business Summary		Credit Capacity Summary									
Branch & Division	YES	D&B Rating 5A1	Prior D&B Rating 5A1 Rating Date 05/06/2009								
Financing	SECURED										
Financial Condition	STRONG										
SIC	1611 Highway/street construction, heavy construction										
NAICS	237310 Highway, Street, and Bridge Construction										
History Status	CLEAR	<div style="border: 1px solid #ccc; padding: 5px;"> Financial Strength </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> Composite Credit Appraisal </div>									
		<table border="1" style="width: 100%;"> <tr> <td>Payment Activity (based on 205 experiences)</td> <td>USD</td> </tr> <tr> <td>Average High Credit</td> <td>\$21,390</td> </tr> <tr> <td>Highest Credit</td> <td>700,000</td> </tr> <tr> <td>Total Highest Credit</td> <td>3,364,500</td> </tr> </table>		Payment Activity (based on 205 experiences)	USD	Average High Credit	\$21,390	Highest Credit	700,000	Total Highest Credit	3,364,500
Payment Activity (based on 205 experiences)	USD										
Average High Credit	\$21,390										
Highest Credit	700,000										
Total Highest Credit	3,364,500										

D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

1

Viability Score

Compared to All US Businesses within D&B Database:

- Level of risk: **Low Risk**
- Businesses ranked 1 have a probability of becoming no longer viable: **0.2%**
- Percentage of businesses ranked 1: **0.3%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

2

Portfolio Comparison

Compared to all Businesses within the same MODEL SEGMENT:
 Model Segment: **Available Financial Data**

- Level of risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **0.2%**
- Percentage of businesses ranked 2 within this model segment: **14%**
- Within this model segment, the average probability of becoming no longer viable: **0.6%**

A

Data Depth Indicator

A

Data Depth Indicator

A

Data Depth Indicator Details:

- ✓ Rich Firmographics
- ✓ Extensive Commercial Trading Activity
- ✓ Comprehensive Financial Attributes

A

Company Profile

Financial Data	Trade Payments	Company Size	Years in Business
Available	Available (3+Trade)	Large	Established

Company Profile Details:

- Financial Data: **Available**
- Trade Payments: **Available** (3+Trade)
- Business Size: **Large** (Employees:50+ or Sales: \$500K+)
- Years in Business: **Established** (5+)

Business History

Officers	WILLIAM T PHILLIPS JR, CEO; J PATRICK MCMULLEN, PRES; JOHN D LAWRENCE, V PRES; CONNIE H NICHOLS, SR V PRES-SEC-DIR; WILLIAM T PHILLIPS SR, CHM
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Directors	THE OFFICER(S)
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As of 05/25/2016

The North Carolina Secretary of State's business registrations file showed that Phillips And Jordan, Incorporated was registered as a Corporation on August 4, 1959.

Business started 1953. 100% of capital stock is owned by William T Phillips Sr.

WILLIAM T PHILLIPS JR born 1959. 1989-present active here.

J PATRICK MCMULLEN born 1964. 1994-present active here.

JOHN D LAWRENCE. Antecedents are unknown.

CONNIE H NICHOLS born 1953. 1972-present active here.

WILLIAM T PHILLIPS SR born 1931. 1953-present active here.

Business address has changed from 6621 Wilbanks Rd, Knoxville, TN, 37912 to 10201 Parkside Dr Ste 300, Knoxville, TN, 37922.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Aug 12 2016:
This data is for information purposes only. Certification can only be obtained through the Department of the North Carolina Secretary of State.

Registered Name	PHILLIPS AND JORDAN, INCORPORATED	Registration ID	0112777 -BUS	Filing Date	08/04/1959
Business Type	CORPORATION	Duration	PERPETUAL	Registered Agent CT CORPORATION SYSTEM 150 FAYETTEVILLE ST., BOX 1011, RALEIGH, NC 276012957	
Corporation Type	PROFIT	Status	ACTIVE		
Incorporated Date	08/04/1959	Where Filed SECRETARY OF STATE/CORPORATIONS DIVISION , RALEIGH , NC			
State of Incorporation	NORTH CAROLINA				

Government Activity Summary

Activity Summary	Possible candidate for socioeconomic program consideration		
Borrower	No	Labor Surplus Area	N/A
Administrative Debt	No	Small Business	N/A
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	Yes
Public Company	N/A		
Contractor	Yes		
Importer/Exporter	Importer		

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 05/25/2016

Description: Contractor of highways and streets. Land clearing.
Terms are.
Has 125 account(s). Terms are undetermined. Sells to government.
Nonseasonal.

Employees: 650 which includes officer(s). 100 employed here.

Facilities: Owns 52,000 sq. ft. in a one story brick building.

Location: Rural section on main street.

Industry Data

SIC		NAICS	
Code	Description	Code	Description
16110000	Highway and street construction	237310	Highway, Street, and Bridge Construction
16299903	Land clearing contractor	236210	Industrial Building Construction

Family Tree

Branches Domestic

PHILLIPS & JORDAN INC (D-U-N- S@:02-999-8536) 4480 COMMERCE DR STE B, BUFORD, GA 30518-7506	PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:09-046-8740) 20202 THUNDERHEAD WAY, GERMANTOWN, MD 20874-3801	PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:12-607-9511) 13621 RHODINE RD, RIVERVIEW, FL 33579-6886	PHILLIPS & JORDAN INC (D-U-N- S@:13-005-9892) AKA: SIGHTSCAPES 1660 OLD SOUTH RD, ORLANDO, FL 32830-8427	PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:13-966-4932) AKA: FLORIDA DIVISION 8940 GALL BLVD, ZEPHYRHILLS, FL 33541-7407
PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:17-655-8716) 9212 FALLS OF NEUSE RD STE 121, RALEIGH, NC 27615-2483	PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:78-931-8334) 191 P AND J RD, ROBBINSVILLE, NC 28771	PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:95-898-5459) 1 CARRIAGE LN STE 101, CHARLESTON, SC 29407-6060	PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:96-260-6802) 6238 PRESIDENTIAL CT STE 3, FORT MYERS, FL 33919-3581	PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:03-384-5446) 416 GALLIMORE DAIRY RD STE N, GREENSBORO, NC 27409-9528
PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:07-457-7087) 2111 DICKSON DR, AUSTIN, TX 78704-4796	PHILLIPS AND JORDAN, INCORPORATED; (D-U-N- S@:03-426-2116) 1310 CHURCH ST, MOSCOW, PA 18444-9470			

This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international. Please use the Global Family Linkage Link above to view the full listing.

Financial Statements

Key Business Ratios (Based on 14 establishments)

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	3.1	3.0	2
Return on Net Worth	9.5	8.7	2
Short Term Solvency			
Current Ratio	1.6	1.5	2
Quick Ratio	1.5	0.9	1
Efficiency			
Assets Sales	59.5	83.3	1
Sales / Net Working Capital	8.3	7.0	2
Utilization			
Total Liabs / Net Worth	83.9	130.2	1

As of 12/31/2015

Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2015:

Assets	USD	Liabilities	USD
Current Assets		Current Liabilities	
Cash	\$620,604	Accts Pay	\$13,736,255
Accts Rec	91,950,933	Cash Management Clearing	5,935,802
Inventory	1,308,810	Accruals	6,162,893
Costs In Excess Of Billings	4,551,169	Taxes	928,604
Amounts Due From Related Parties	969,674	Installmnt Note Pay-Due Within 1 Yr	9,744,124
Cash Surrender Value-Life Insurance	2,747,933	Estimates Due To Subcontractors	4,050,083
Rel Party Notes Rec-Due Within 1 Yr	832,813	Other Curr Liabs	23,071,795
Other Curr Assets	1,471,110	Total Current Liabilities	63,629,556
Total Current Assets	104,453,046		
Non Current Assets		Non Current Liabilities	
Fixt & Equip	81,496,383	Instllment Notes Pay-Due After 1 Yr	24,712,022
Rel Pay Notes Rec-Due After 1 Yr	14,875,273	Def State Income Taxes	1,394,000
Investments-Other	404,286	L.T. Liab-Other	2,662,768
Other Assets	1,339,403	COMMON STOCK	7,500
Total Assets	202,568,391	ADDIT. PD.-IN CAP	1,680,744
		RETAINED EARNINGS	108,481,801
		Total Liabilities & Net Worth	202,568,391

As of 05/25/2016

From JAN 01 2015 to DEC 31 2015 annual sales \$340,295,391; cost of goods sold \$282,456,556. Gross profit \$57,838,835; operating expenses \$42,909,840. Operating income \$14,928,995; other income \$1,563,258; other expenses \$5,867,857; net income before taxes \$10,624,396; Federal income tax \$188,915. Net income \$10,435,481.

Statement Source

Prepared from statement(s) by Accountant: Rodgers Moss & Co., PLLC, Knoxville, Tennessee.

Accountant's Opinion

A review of the accountant's opinion as submitted by the subject company indicates the financial statement meets generally accepted accounting principles and the audit contains no qualifications.

Accounts receivable shown net less \$634,243 allowance. Fixed assets shown net less \$101,265,113 depreciation.

Explanations

Other Current Liabilities consist of retainage due to subcontractors and billings in excess of costs.

D&B has updated this report using available sources.

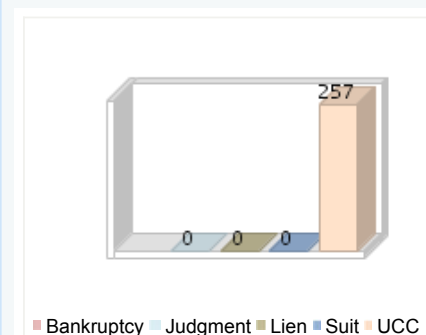
Indicators

Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date
Judgment	0	
Lien	0	
Suit	0	
UCC	257	07/31/2016

Public Filings



The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings

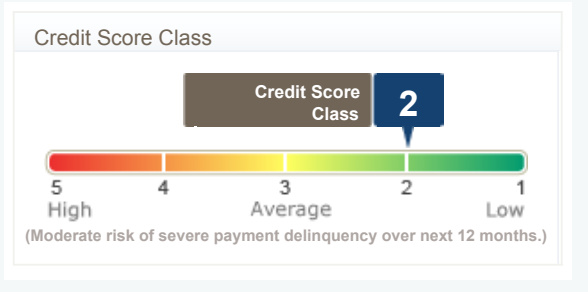
Collateral	All Inventory including proceeds and products - All Account(s) including proceeds and products - All Fixtures including proceeds and products - All Machinery including proceeds and products - and OTHERS	Latest Info Received	04/10/2007
		Type	Original
Filing No.	20070017230C	Date Filed	02/20/2007
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC		
Secured Party	CHASE EQUIPMENT LEASING INC., COLUMBUS, OH		
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Filing No.	20120011083K	Latest Info Received	02/12/2012
Original UCC Filed Date	02/20/2007	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	02/07/2012
Secured Party	CHASE EQUIPMENT LEASING INC., COLUMBUS, OH	Original Filing No.	20070017230C
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Filing No.	20140115343F	Latest Info Received	12/30/2014
Original UCC Filed Date	02/20/2007	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	12/11/2014
Secured Party	CHASE EQUIPMENT LEASING INC., COLUMBUS, OH	Original Filing No.	20070017230C
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Collateral	Accounts receivable including proceeds and products - Inventory including proceeds and products - Assets including proceeds and products - Account(s) including proceeds and products - and OTHERS	Latest Info Received	08/15/2014
		Type	Original
Filing No.	201401937398	Date Filed	08/04/2014
Where Filed	SECRETARY OF STATE/UCC DIVISION, TALLAHASSEE, FL		
Secured Party	SMARTBANK, PIGEON FORGE, TN		
Debtor	PHILLIPS, WILLIAM T JR.		
Collateral	Inventory including proceeds and products - Account(s) including proceeds and products - Chattel paper including proceeds and products - Fixtures including proceeds and products - and OTHERS	Latest Info Received	03/26/2012
		Type	Original
Filing No.	20120016703C	Date Filed	02/24/2012
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC		
Secured Party	JPMORGAN CHASE BANK, N.A., COLUMBUS, OH		
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Filing No.	20140102634E	Latest Info Received	11/18/2014
Original UCC Filed Date	02/24/2012	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	11/03/2014
Secured Party	JPMORGAN CHASE BANK, N.A., COLUMBUS, OH	Original Filing No.	20120016703C
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Filing No.	20140115347K	Latest Info Received	12/30/2014
Original UCC Filed Date	02/24/2012	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	12/11/2014
Secured Party	JPMORGAN CHASE BANK, N.A., COLUMBUS, OH	Original Filing No.	20120016703C
Debtor	PHILLIPS AND JORDAN, INCORPORATED		

intangibles(s) and proceeds - Chattel paper and proceeds - Leased Equipment and proceeds		Received	
Filing No.	20160040408G	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	04/22/2016
Secured Party	DEERE CREDIT, INC., JOHNSTON, IA		
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Account(s) and proceeds - Contract rights and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds - Leased Equipment and proceeds		Latest Info Received	
Filing No.	20160018202C	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	02/25/2016
Secured Party	DEERE CREDIT, INC., JOHNSTON, IA		
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Account(s) and proceeds - Contract rights and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds - Leased Equipment and proceeds		Latest Info Received	
Filing No.	20160018201B	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	02/25/2016
Secured Party	DEERE CREDIT, INC., JOHNSTON, IA		
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Account(s) and proceeds - Contract rights and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds - Leased Equipment and proceeds		Latest Info Received	
Filing No.	20160018200A	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	02/25/2016
Secured Party	DEERE CREDIT, INC., JOHNSTON, IA		
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Account(s) and proceeds - Contract rights and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds - Leased Equipment and proceeds		Latest Info Received	
Filing No.	20160018199J	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	02/25/2016
Secured Party	DEERE CREDIT, INC., JOHNSTON, IA		
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Account(s) and proceeds - Contract rights and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds - Leased Equipment and proceeds		Latest Info Received	
Filing No.	20160018198H	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	02/25/2016
Secured Party	DEERE CREDIT, INC., JOHNSTON, IA		
Debtor	PHILLIPS AND JORDAN, INCORPORATED		
Account(s) and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds - Contract rights and proceeds - Equipment and proceeds		Latest Info Received	
Filing No.	20160018197G	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, RALEIGH, NC	Date Filed	02/25/2016
Secured Party	JOHN DEERE CONSTRUCTION & FORESTRY COMPANY, JOHNSTON, IA		
Debtor	PHILLIPS AND JORDAN, INCORPORATED		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Commercial Credit Score

Summary



Incidence of Delinquent Payment

Among Companies with This Class	2.50%
Average Compared to All Businesses	10.20%
Credit Score Percentile	89
Credit Score	575
Number of Payment Experiences	205

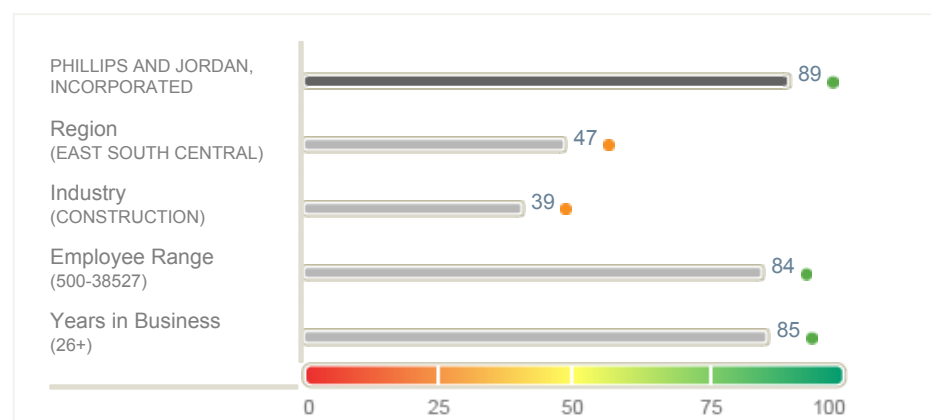
Key Factors

- Higher risk industry based on delinquency rates for this industry
- Financial ratios
- Proportion of past due balances to total amount owing
- Proportion of slow payments in recent months

Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

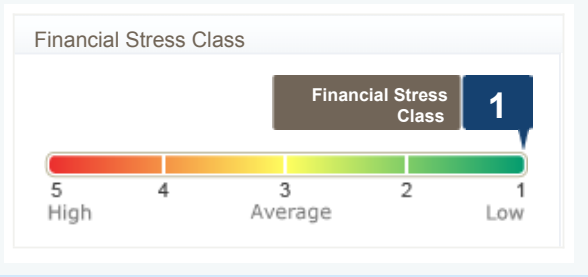
Credit Score Percentile Norms Comparison



- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary



Financial Stress Score Percentile

Financial Stress National Percentile	99
Financial Stress Score	1624
Probability of Failure with This Score	0.03%
Failure per 10K	3/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	205

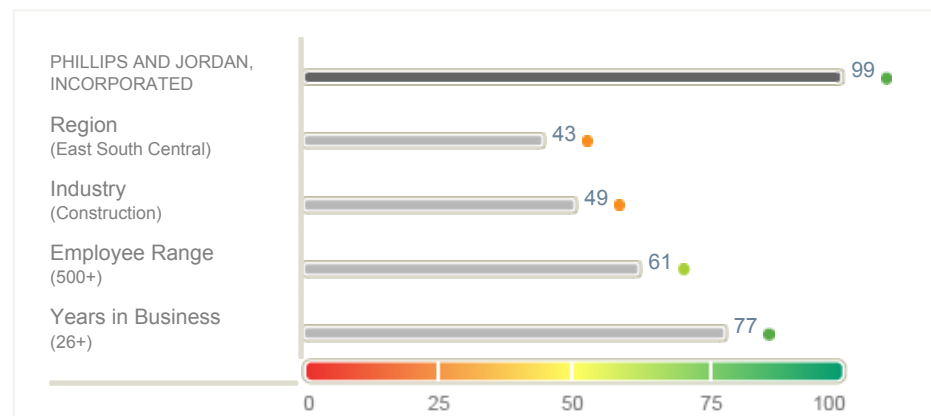
Key Factors

- UCC Filings reported.
- High number of inquiries to D&B over last 12 months.
- Negative change in net worth.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison



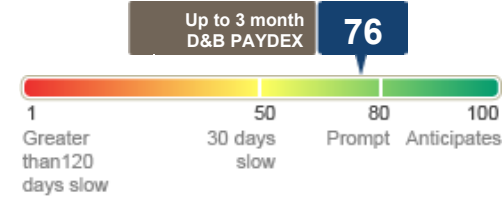
- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®

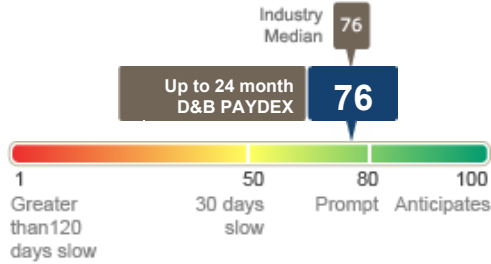
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 6 Days Beyond Terms. Based on payments collected over last 3 months.

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 6 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 6 DAYS BEYOND terms.

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged *	Total Payment Experiences for the HQ	205	Highest Now Owing	\$500,000
Payments Within Terms	88%	Total Placed for Collection	1	Highest Past Due	\$400,000
Average High Credit	\$21,390	Largest High Credit	\$700,000		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category



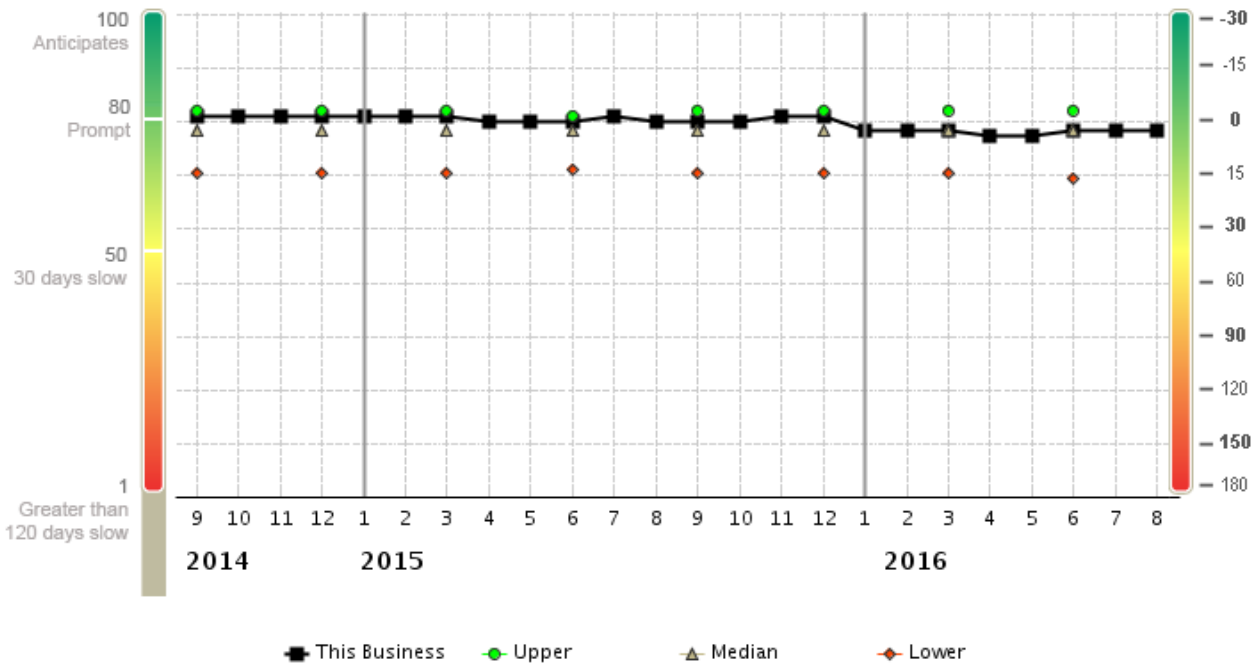
Recommendation Date	08/17/2016
Conservative Credit Limit	\$600,000
Aggressive Credit Limit	\$900,000

Key Factor

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Highway/street construction, heavy construction, based on SIC code 1611.



This Business	79	79	79	79	79	79	79	78	78	78	79	78	78	78	79	79	76	76	76	75	75	76	76	76
Industry Quartiles																								
Upper	80			80				80							80									80
Median	76			76				76							76									76
Lower	67			67				67							67									66

Note

- Current PAYDEX® for this Business is 76, or equal to 6 days beyond terms.
- The 24 month high paydex is 79.0, or equal to 2 DAYS BEYOND terms.
- The 24 month low paydex is 75.0, or equal to 8 DAYS BEYOND terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

Payment Habits

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	83%	5	\$2,100,000
50,000-100,000	100%	8	610,000
15,000-49,999	86%	16	405,000
5,000-14,999	75%	22	135,000
1,000-4,999	90%	47	86,000
Under 1,000	93%	59	22,350

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 205 payment experiences in D&B's file, with 124 experiences reported during the last three month period. The highest Now Owes on file is \$500,000. The highest Past Due on file is \$400,000.

All Industries

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Whol plumb/hydrionics	15	\$745,600	\$500,000	97	3	0	0	0
Whol const/mine equip	10	631,050	400,000	99	1	0	0	0
Electric services	8	7,400	2,500	100	0	0	0	0
Executive office	7	21,000	15,000	100	0	0	0	0
Nonclassified	7	20,750	7,500	81	13	6	0	0
Telephone communictns	7	10,350	7,500	100	0	0	0	0
Whol industrial suppl	6	11,750	7,500	91	9	0	0	0
Short-trm busn credit	5	845,000	700,000	59	41	0	0	0
Whol auto parts	5	2,800	1,000	64	27	9	0	0
Whol electrical equip	4	101,000	95,000	100	0	0	0	0
Mfg sheet metalwork	4	11,750	7,500	100	0	0	0	0
Operative builders	4	11,500	5,000	76	24	0	0	0
Misc business service	4	5,800	5,000	94	4	2	0	0
Whol chemicals	4	3,850	2,500	100	0	0	0	0
Whol industrial equip	4	4,500	2,500	72	28	0	0	0
Misc equipment rental	3	42,500	40,000	100	0	0	0	0
Public finance	3	13,250	10,000	100	0	0	0	0
Help supply service	3	8,500	5,000	71	29	0	0	0
Ret stationery	3	3,300	2,500	100	0	0	0	0
Whol roof/side/insul	2	85,500	85,000	100	0	0	0	0
Radiotelephone commun	2	60,100	60,000	100	0	0	0	0
Whol lumber/millwork	2	35,250	35,000	100	0	0	0	0
Street/hwy builder	2	35,000	20,000	50	50	0	0	0
Accounting services	2	7,500	5,000	67	0	33	0	0
Granite mining	2	3,250	2,500	100	0	0	0	0
Detective/guard svcs	2	3,500	2,500	100	0	0	0	0
Trucking non-local	2	3,250	2,500	100	0	0	0	0
Whol metal	2	1,500	1,000	100	0	0	0	0
Whol service paper	2	1,250	750	100	0	0	0	0
Newspaper-print/publ	2	250	250	100	0	0	0	0
Mfg construction mach	1	300,000	300,000	100	0	0	0	0
Passenger car rental	1	200,000	200,000	100	0	0	0	0
Arrange cargo transpt	1	30,000	30,000	100	0	0	0	0
Manmade broadwvn mill	1	20,000	20,000	0	100	0	0	0
Hvy const eqpt rental	1	15,000	15,000	100	0	0	0	0
Mfg conveyors	1	7,500	7,500	50	50	0	0	0
Mfg tires/inner tubes	1	5,000	5,000	100	0	0	0	0
Police protection	1	5,000	5,000	100	0	0	0	0
Mfg computers	1	5,000	5,000	100	0	0	0	0
State commercial bank	1	5,000	5,000	50	50	0	0	0



Mfg guidance equip	1	5,000	5,000	0	0	0	100	0
Federal savings bank	1	5,000	5,000	50	50	0	0	0
Whol office supplies	1	2,500	2,500	50	50	0	0	0
Whol computers/softwr	1	2,500	2,500	100	0	0	0	0
General auto repair	1	2,500	2,500	0	50	50	0	0
Whol hardware	1	2,500	2,500	100	0	0	0	0
Tour operator	1	1,000	1,000	0	100	0	0	0
Whol petroleum prdts	1	1,000	1,000	100	0	0	0	0
Mfg scales/balances	1	1,000	1,000	100	0	0	0	0
Whol tires/tubes	1	750	750	100	0	0	0	0
Mfg hydraulic cement	1	750	750	100	0	0	0	0
Ret building material	1	500	500	100	0	0	0	0
Whol durable goods	1	500	500	100	0	0	0	0
Mfg industrial gases	1	500	500	100	0	0	0	0
Mfg industrial valves	1	500	500	100	0	0	0	0
Mfg fabric textiles	1	500	500	100	0	0	0	0
Mfg glass products	1	250	250	100	0	0	0	0
Hotel/motel operation	1	250	250	0	100	0	0	0
Ret auto supplies	1	100	100	100	0	0	0	0
Nonscheduled air trns	1	100	100	100	0	0	0	0
Reg misc coml sector	1	50	50	100	0	0	0	0
Scheduled air trans	1	50	50	0	100	0	0	0
Lithographic printing	1	50	50	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash experiences	41	\$6,000	\$750
Payment record unknown	2	100	50
Unfavorable comments	0	0	0
Placed for Collection	1	50	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
August 2016	Ppt	\$25,000	\$25,000	\$0	N/A	1
	Ppt	20,000	20,000	0	N/A	1
July 2016	Disc	500	0	0	1 10 N30	2-3
	Ppt	0	0	0	N/A	1
	Ppt	500,000	500,000	0	N/A	1
	Ppt	300,000	100,000	0	N/A	1
	Ppt	90,000	0	0	N/A	4-5
	Ppt	85,000	85,000	0	N/A	1
	Ppt	85,000	5,000	0	N/A	1
	Ppt	40,000	2,500	0	N30	1
	Ppt	15,000	7,500	0	N/A	1

Ppt	5,000	1,000	0	N/A	1
Ppt	5,000	0	0	N/A	4-5
Ppt	5,000	5,000	0	N30	1
Ppt	2,500	0	0	N/A	6-12
Ppt	2,500	0	0	N/A	4-5
Ppt	2,500	0	0	N30	2-3
Ppt	2,500	0	0	N/A	2-3
Ppt	2,500	0	0	N/A	6-12
Ppt	2,500	100	0	N60	1
Ppt	2,500	500	0	N/A	1
Ppt	2,500	1,000	0	N/A	1
Ppt	2,500	0	0	N/A	6-12
Ppt	1,000	1,000	0	N/A	1
Ppt	1,000	1,000	0	N/A	1
Ppt	1,000	1,000	0	N/A	1
Ppt	1,000	0	0	N/A	6-12
Ppt	1,000	750	0	N/A	1
Ppt	1,000	0	0	N/A	6-12
Ppt	1,000	0	0	N/A	4-5
Ppt	1,000	1,000	0	N/A	1
Ppt	1,000	0	0	N/A	6-12
Ppt	750	0	0	N/A	6-12
Ppt	750	0	0	N30	1
Ppt	750	0	0	N/A	6-12
Ppt	750	750	0	N/A	1
Ppt	750	0	0	N/A	4-5
Ppt	500	0	0	N/A	2-3
Ppt	500	0	0	N/A	2-3
Ppt	500	0	0	N/A	6-12
Ppt	500	0	0	N/A	6-12
Ppt	500	0	0	N/A	1
Ppt	250	0	0	N/A	4-5
Ppt	250	0	0	N/A	4-5
Ppt	250	0	0	N30	6-12
Ppt	250	250	0	N30	1
Ppt	100	0	0	N/A	1
Ppt	100	0	0	N10	6-12
Ppt	50	0	0	N/A	2-3
Ppt	50	0	0	N/A	6-12
Ppt	50	0	0	N30	6-12
Ppt	0	0	0	N30	6-12
Ppt-Slow 30	20,000	0	0	N/A	2-3
Ppt-Slow 30	10,000	0	0	N/A	2-3
Ppt-Slow 30	5,000	2,500	0	N/A	1
Ppt-Slow 30	5,000	0	0	N/A	6-12
Ppt-Slow 30	1,000	0	0	N/A	1
Ppt-Slow 30	500	500	0	N/A	1

	Ppt-Slow 60	5,000	2,500	500	N/A	1
	Ppt-Slow 60	500	250	250	N/A	1
	Ppt-Slow 60	250	0	0	N/A	6-12
	Slow 15	1,000	0	0	N30	4-5
	Slow 30	5,000	0	0	N/A	6-12
	Slow 30	1,000	0	0	N/A	4-5
June 2016	Ppt	2,500	500	0	N/A	1
	Ppt	2,500	500	0	N/A	1
	Ppt	2,500	2,500	0	N30	1
	Ppt	1,000	100	0	N/A	1
	Ppt	1,000	0	0	N/A	6-12
	Ppt	1,000	0	0	N/A	6-12
	Ppt	750	750	0	N30	1
	Ppt	250	100	0	N/A	1
	Ppt	250	100	0	N/A	1
	Ppt	100	0	0	N/A	1
	Ppt	100	100	0	N/A	1
	Ppt	50	0	0	N/A	4-5
December 2015	Ppt	15,000	5,000	0	N/A	1
August 2015	Slow 90	5,000	0	0	N30	6-12

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.