	MARYLAND DEPARTMENT OF TRANSPORTATION MARYLAND AVIATION ADMINISTRATON <u>BID OPENING RESULTS</u>										
	MAA Contract No.: <u>MAA-MC-22-00'</u>	7					Bid	l Opening Da	te: <u>4/22/2021</u>		
	Title: <u>Airside Snow Removal Services</u>	at BWI Th	urgood Mai	shall and M	<u>FN Airports</u>		Tin	ne Bids Due:	2:00:00 p.m.		
							Bid	ls Opened: <u>3:</u>	<u>00:00 p.m.</u>		
Order Bid Received	Name of Company	Bid Bond	Bid/Prop. Affidavit	MBE Form A	MBE Form B	Conflict of Interest	Experience Questionnaire	Living Wage Affidavit	Addendum No.1 Acknowledged	Total Price	Resultant Order
1	Anglin Civil, LLC Livonia, MI	YES/NO	YESNO	YES/NO	YESNO	YES/NO	YESNO	YES NO	YES NO	\$34,973,341.84	2
2	Aero Operating LLC and Affiliates Westbury, NY	YESNO	YESINO	YESNO	YESNO	YESNO	YESNO	YESNO	YESNO	\$46,018,635,00	3
3	Flanigan Baltimore, MD	YESNO	YESNO	YESYNO	YES/NO	YES/NO	YESNO	YESNO	YESNO	\$ 31,166,642,00	
4		YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO		
5		YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO		
6		YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO		
7		YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO	YES/NO		
	Apparent low bidder: $Flan$	igan				Total Bid]	Price: 31,	,166,6	00.64		
	Bid(s) Opened by: <u>Jottavia</u>	Shitte	1) Er	auth	the	Bid(s) Wit	nessed by: <u> </u>	M	N	4/22/21	

MDOT MBE FORM A STATE-FUNDED CONTRACTS CERTIFIED MBE UTILIZATION AND FAIR SOLICITATION AFFIDAVIT PAGE 1 OF 2

THIS AFFIDAVIT MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT THIS AFFIDAVIT AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

In connection with the bid/proposal submitted in response to Solicitation No. MAA-MC-22-007, 1 affirm the following:

1. MBE Participation (PLEASE CHECK ONLY ONE)

X I have met the overall certified Minority Business Enterprise (MBE) participation goal of **TWENTY-TWO** percent (**22%**) and the following subgoals, if applicable: zero percent (0%) for African American-owned MBE firms zero percent (0%) for Hispanic American-owned MBE firms zero percent (0%) for Asian American-owned MBE firms zero percent (0%) for Women-owned MBE firms I agree that these percentages of the total dollar amount of the Contract, for the MBE goal and subgoals (if any), will be performed by certified MBE firms as set forth in the MBE Participation Schedule - Part 2 of the MDOT MBE Form B (State-Funded Contracts).

<u>0R</u>

Level 1 conclude that I am unable to achieve the MBE participation goal and/or subgoals. I hereby request a waiver, in whole or in part, of the overall goal and/or subgoals. Within 10 business days of receiving notice that our firm is the apparent awardee or as requested by the Procurement Officer, I will submit a written waiver request and all required documentation in accordance with COMAR 21.11.03.11. For a partial waiver request, I agree that certified MBE firms will be used to accomplish the percentages of the total dollar amount of the Contract, for the MBE goal and subgoals (if any), as set forth in the MBE Participation Schedule - Part 2 of the MDOT MBE Form B (State-Funded Contracts).

2. Additional MBE Documentation

I understand that if I am notified that I am the apparent awardee or as requested by the Procurement Officer, I must submit the following documentation within 10 business days of receiving such notice: (a) Outreach Efforts Compliance Statement (MDOT MBE Form C - State-Funded Contracts); (b) Subcontractor Project Participation Statement (MDOT MBE Form D - State-Funded Contracts); (c) If waiver requested, MBE Waiver Request Documentation and Forms (MDOT MBE/DBE Form E – Good Faith Efforts Guidance and Documentation) per COMAR 21.11.03.11; and (d) Any other documentation required by the Procurement Officer to ascertain bidder's responsibility/ offeror's susceptibility of being selected for award in connection with the certified MBE participation goal and subgoals, if any.

I acknowledge that if I fail to return each completed document (in 2 (a) through (d)) within the required time, the Procurement Officer may determine that I am not responsible and therefore not eligible for contract award or that the proposal is not susceptible of being selected for award.

MDOT MBE FORM A STATE-FUNDED CONTRACTS CERTIFIED MBE UTILIZATION AND FAIR SOLICITATION AFFIDAVIT PAGE 2 OF 2

3. Information Provided to MBE firms

In the solicitation of subcontract quotations or offers, MBE firms were provided not less than the same information and amount of time to respond as were non-MBE firms.

4. Products and Services Provided by MBE firms

I hereby affirm that the MBEs are only providing those products and services for which they are MDOT certified.

I solemnly affirm under the penalties of perjury that the information in this affidavit is true to the best of my knowledge, information and belief.

Aero Snow Removal, LLC

Company Name

165 Cantiague Rock Road Address

Westbury, NY 11590

City, State and Zip Code

Signature of Representative

Ed McDonald Vice President – Aviation Sales Printed Name and Title

4/22/21

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 1 – INSTRUCTIONS FOR MBE PARTICIPATION SCHEDULE PAGE 1 OF 3

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

PLEASE READ BEFORE COMPLETING THIS FORM

- Please refer to the Maryland Department of Transportation (MDOT) MBE Directory at www.mdot.state.md.us to determine if a firm is certified for the appropriate North American Industry Classification System ("NAICS") Code <u>and</u> the product/services description (specific product that a firm is certified to provide or specific areas of work that a firm is certified to perform). For more general information about NAICS, please visit <u>www.naics.com</u>. Only those specific products and/or services for which a prime or subcontractor is a certified MBE in the MDOT Directory can be used for purposes of achieving the MBE participation goals.
- 2. In order to be counted for purposes of achieving the MBE participation goals, the MBE firm (whether a prime or subcontractor) must be certified for that specific NAICS Code ("MBE" for State-funded projects designation after NAICS Code). WARNING: If the firm's NAICS Code is in <u>graduated status</u>, such services/products <u>will not be counted</u> for purposes of achieving the MBE participation goals. Graduated status is clearly identified in the MDOT Directory (such graduated codes are designated with the word graduated after the appropriate NAICS Code).
- 3. Examining the NAICS Code is the <u>first step</u> in determining whether an MBE firm is certified and eligible to receive MBE participation credit for the specific products/services to be supplied or performed under the contract. The <u>second step</u> is to determine whether a firm's Products/Services Description in the MBE Directory includes the products to be supplied and/or services to be performed that are being used to achieve the MBE participation goals. If you have any questions as to whether a firm is certified to perform the specific services or provide specific products, please contact MDOT's Office of Minority Business Enterprise at 1-800-544-6056 or via email at mbe@mdot.state.md.us.
- 4. Complete the Part 2 MBE Participation Schedule for all certified MBE firms (including primes and subcontractors) being used to achieve the MBE participation goal and subgoals, if any.
- 5. <u>MBE Prime Self-Performance.</u> When a certified MBE firm participates as a prime (independently or as part of a joint venture) on a contract, a procurement agency may count the distinct, clearly defined portion of the work of the contract that the certified MBE firm performs with its own forces toward fulfilling up to fifty-percent (50%) of the MBE participation goal (overall) and up to one hundred percent (100%) of not more than one of the MBE participation subgoals, if any, established for the contract. In order to receive credit for self-performance, an MBE prime must be (a) a certified MBE (see 1-3 above) and (b) listed in the Part 2 MBE Participation Schedule with its certification number, the certification classification under which it will self-perform, and the percentage of the contract that can be counted as MBE self-performance. For the remaining portion of the overall goal and any subgoals, the MBE prime must also list, in the Part 2 MBE Participation Schedule, other certified MBE firms used to meet those goals or, after making good faith efforts to obtain the participation of additional MBE firms, request a waiver. Note: A dually-certified MBE firm can use its own forces toward fulfilling ONLY ONE of the MBE subgoals for which it can be counted.
- 6. The Contractor's subcontractors are considered second-tier subcontractors. Third-tier contracting used to meet an MBE goal is to be considered the exception and not the rule. The following two conditions must be met before MDOT, its Modal Administrations and the Maryland Transportation Authority may approve a third-tier contracting agreement: (a) the bidder/offeror must request in writing approval of each third-tier contract arrangement, and (b) the request must contain specifics as to why a third-tier contracting arrangement should be approved. These documents must be submitted with the bid/proposal in Part 2 of this MBE Participation Schedule.
- 7. For each MBE firm that is being used as a supplier/wholesaler/regular dealer/broker/manufacturer, please follow these instructions for calculating the <u>amount of the subcontract for purposes of achieving the MBE participation goals</u>;
 - A. Is the firm certified as a broker of the products/supplies? If the answer is YES, please continue to Item C. If the answer is NO, please continue to Item B.
 - B. Is the firm certified as a supplier, wholesaler, regular dealer, or manufacturer of such products/supplies? If the answer is YES, continue to Item D. If the answer is NO, continue to Item C <u>only</u> if the MBE firm is certified to perform trucking/hauling services under NAICS Codes 484110, 484121, 484122, 484210, 484220 and 484230. If the answer is NO and the firm is not certified under these NAICS Codes, then <u>no</u> MBE participation credit will be given for the supply of these products.

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 1 – INSTRUCTIONS FOR MBE PARTICIPATION SCHEDULE PAGE 2 OF 3

- C. For purposes of achieving the MBE participation goal, you may count <u>only</u> the amount of any reasonable fee that the MBE firm will receive for the provision of such products/supplies <u>not</u> the total subcontract amount or the value (or a percentage thereof) of such products and/or supplies. For Column 3 of the MBE Participation Schedule, please divide the amount of any reasonable fee that the MBE firm will receive for the provision of such products/services by the total Contract value and insert the percentage in Line 3.1.
- D. Is the firm certified as a manufacturer (refer to the firm's NAICS Code and specific description of products/services) of the products/supplies to be provided? If the answer is NO, please continue to Item E. If the answer is YES, for purposes of achieving the MBE participation goal, you may count the total amount of the subcontract. For Column 3 of the MBE Participation Schedule, please divide the total amount of the subcontract by the total Contract value and insert the percentage in Line 3.1.
- E. Is the firm certified as a supplier, wholesaler and/or regular dealer? If the answer is YES and the MBE firm is furnishing and installing the materials and is certified to perform these services, please divide the total subcontract amount (including full value of supplies) by the total Contract value and insert the percentage in Line 3.1. If the answer is YES and the MBE firm is only being used as a supplier, wholesaler and/or regular dealer or is not certified to install the supplies/materials, for purposes of achieving the MBE participation goal, you may only count sixty percent (60%) of the value of the subcontract for these supplies/products (60% Rule). To apply the 60% Rule, first divide the amount of the subcontract for these supplies/products only (not installation) by the total Contract value. Then, multiply the result by sixty percent (60%) and insert the percentage in Line 3.2.
- 8. For each MBE firm that <u>is not</u> being used as a supplier/wholesaler/regular dealer/broker/manufacturer, to calculate the <u>amount of</u> <u>the subcontract for purposes of achieving the MBE participation goals</u>, divide the total amount of the subcontract by the total Contract value and insert the percentage in Line 3.1.

Example: \$2,500 (Total Subcontract Amount) + \$10,000 (Total Contract Value) x 100 = 25%

9. WARNING: The percentage of MBE participation, computed using the percentage amounts determined per Column 3 for all of the MBE firms listed in Part 2, MUST at least equal the MBE participation goal and subgoals (if applicable) as set forth in MDOT MBE Form A – State-Funded Contracts for this solicitation. If a bidder/offeror is unable to achieve the MBE participation goal and/or any subgoals (if applicable), then the bidder/offeror must request a waiver in Form A or the bid will be deemed not responsive, or the proposal not susceptible of being selected for award. You may wish to use the attached Goal/Subgoal Worksheet to assist you in calculating the percentages and confirming that you have met the applicable MBE participation goal and subgoals (if any).

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 1 – INSTRUCTIONS FOR MBE PARTICIPATION SCHEDULE PAGE 3 OF 3

GOAL/SUBGOAL PARTICIPATION WORKSHEET

- 1. Complete the Part 2 MBE Participation Schedule for each MBE being used to meet the MBE goal and any subgoals.
- 2. After completion of the Part 2 MBE Participation Schedule, you may use the Goal/Subgoal Worksheet to calculate the total MBE participation commitment for the overall goal and any subgoals.
- 3. **MBE Overall Goal Participation Boxes:** Calculate the total percentage of MBE participation for each MBE classification by adding the percentages determined per Column 3 of the Part 2 MBE Participation Schedule. Add the percentages determined in Lines 3.1 and 3.2 for the MBE subcontractor (subs) total. Add the overall participation percentages determined in Line 3.3 for the MBE prime total.
- 4. **MBE Subgoal Participation Boxes:** Calculate the total percentage of MBE participation for each MBE classification by adding the percentages determined per Column 3 of the Part 2 MBE Participation Schedule. Add the percentages determined in Lines 3.1 and 3.2 for the MBE subcontractor (subs) total. Add the subgoal participation percentages determined in Line 3.3 for the MBE prime total.
- 5. The percentage amount for the MBE overall participation in the Total MBE Firm Participation Box F1 should be equal to the sum of the percentage amounts in Boxes A through E of the MBE Overall Goal Participation Column of the Worksheet.
- 6. The percentage amount for the MBE subgoal participation in the Total MBE Firm Participation Box L should be equal to the sum of the percentage amounts in Boxes A through E of the MBE Subgoal Participation Column of the Worksheet.

GOAL/SUBGOAL WORKSH	IEET	
MBE Classification	MBE Overall Goal Participation	MBE Subgoal Participation
 (A) Total African American Firm Participation (Add percentages determined for African American-Owned Firms per Column 3 of MBE Participation Schedule) 	%subs %prime	0%subs 0%prime
(B) Total Hispanic American Firm Participation (Add percentages determined for Hispanic American-Owned Firms per Column 3 of MBE Participation Schedule)	0%subs	0%subs 0%prime
(C) Total Asian American Firm Participation (Add percentages listed for Asian American-Owned Firms per Column 3 of MBE Participation Schedule)	0%subs	0%subs 0%prime
 (D) Total Women-Owned Firm Participation (Add percentages determined for Women-Owned Firms per Column 3 of MBE Participation Schedule) 	8%subs	0%subs %prime
(E) Total for all other MBE Firms (Add percentages for firms listed as Other MBE Classification per Column 3 of the MBE Participation Schedule)	0%subs 0%prime	0%subs 0%prime
Total MBE Firm Participation (Add total percentages determined for all MBE Firms in each column of the Worksheet)	(F1 <u>) 22</u> %	(F2) <u>0</u> %

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE PAGE / of 3

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

Prime Contractor	Project Description	Solicitation Number
Aero Snow Removal. LLC.	Airside Snow Removal Services at Baltimore/Washington	MAA-MC-22-007
	International Thurgood Marshall And Martin State Airports	

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal and subgoals (if applicable) set forth In Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER A-Plus Contracting In Tier 2	CERTIFICATION NO. AND MBE CLASSIFICATION 17-419 ^{C.} African American	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name:	Certification Number:	
A-Plus Contracting Ir	c. 17-419	3.1. <u>TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR</u> (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS, WHOLESALERS OR
X Check here if MBE firm is a subcontractor and complete in accordance with Sections	(If dually certified, check only one box.) ⊠ African American-Owned	REGULAR DEALERS). 8.5% Participation goal and subgoals, if any)
6, 7, & 8 of Part 1 - Instructions. If this box is checked, complete 3.1 or	Hispanic American- Owned	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER,
3.2 in Column C, whichever is appropriate. □ Check here if MBE	Women-Owned Other MBE Classification	WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE 60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
firm is the prime contractor, including a participant in a joint		% Total percentage of Supplies/Products
venture, and self- performance is being counted pursuant to Section 5 of Part 1 -		Participation goal and subgoals, if any)
Instructions. If this box is checked, complete 3.3 in Column C.		3.3. <u>TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT</u> <u>CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS</u> PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE).
Check here if MBE firm is a third-tier contractor (if applicable). Please submit written		(a)% Total percentage for self-performed items of work in which MBE is certified)
documents in accordance		(b)% (Insert 50% of MBE overall goal)
with Section 6 of Part 1 - Instructions		(c)% (Insert subgoal for classification checked in Column 2, if applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals:
		 For MBE Overall goal – Use lesser of (a) or (b) For MBE Subgoal – Use lesser of (a) or (c) If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.

Check here if Continuation Sheets are attached.

MDOT-OP 013-2 (7/14)

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE CONTINUATION SHEET PAGE 2 OF 3

Prime Contractor	Project Description	Solicitation Number
	Airside Snow Removal Services at Baltimore/Washington	MAA-MC-22-007
Aero Snow Removal, LLC.	International Thurgood Marshall And Martin State Airports	

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a walver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal <u>and</u> subgoals (If applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE CERTIFICATION NO. AND MBE CLASSIFICATION SUBCONTRACTOR AND TIER 08-517 Filly Oil, Inc. Women-Owned Tier 2 MBE Name:		FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name: Filly Oil, Inc.	Certification Number: 08-517	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL
Check here if MBE firm is a subcontractor and complete in accordance with Sections 6, 7, & 8 of Part 1 -	(If dually certified, check only one box.) African American-Owned Hispanic American- Owned	CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS, WHOLESALERS OR REGULAR DEALERS). 80% (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any)
Instructions. If this box is checked, complete 3.1 or 3.2 In Column C, whichever is appropriate.	Asian American-Owned Women-Owned	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER, WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE 60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
☐ Check here if MBE firm is the prime contractor, including a participant in a Joint venture, and self- performance is being counted pursuant to Section 5 of Part 1 - Instructions. If this box is		 % Total percentage of Supplies/Products <u>x</u> 60% (60% Rule) <u>60%</u> (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any) 3.3. <u>TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT</u>
checked, complete 3.3 in Column C. Check here if MBE firm is a third-tier contractor (if applicable). Please submit written		CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE) (a)% Total percentage for self-performed items of work in which MBE is certified) (b)% (Insert 50% of MBE overall goal)
documents in accordance with Section 6 of Part 1 - Instructions		(c)% (Insert subgoal for classification checked in Column 2, if applicable) Percentages for purposes of calculating achievement of MBE Participation goals:
		 ➡ For MBE Overall goal – Use lesser of (a) or (b) ➡ For MBE Subgoal – Use lesser of (a) or (c) ➡ If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.

Check here if Continuation Sheets are attached.

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE PAGE 3 of 3

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

Prime Contractor	Project Description	Solicitation Number
	Airside Snow Removal Services at Baltimore/Washington	MAA-MC-22-007
	International Thurgood Marshall And Martin State Airports	

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE
		Form A – State Funded Contracts for this solicitation, the cumulative MBE
		participation for all MBE firms listed herein must equal at least the MBE
NAME OF MBE PRIME	CERTIFICATION NO. AND	participation goal and subgoals (if applicable) set forth In Form A. FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND
OR MBE	MBE CLASSIFICATION	SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions, State the
SUBCONTRACTOR		percentage amount of the products/services in Line 3.1, except for those
AND TIER	98-146	products or services where the MBE firm is being used as a wholesaler,
	African American	supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesalor and/or regular dealer, complete Line 3.2
CBY Enterprises, Inc.	Amount Amonour	using the 60% Rule. For items of work where the MBE firm is the prime,
Tier 2		complete Line 3.3.
MBE Name:	Certification Number:	
CBY Enterprises, Inc.	98-146	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE-
1		EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS, WHOLESALERS OR
<u></u>	(If dually cortified, check	REGULAR DEALERS).
K Check here if MBE firm is a subcontractor	only one box.)	
and complete in		(Percentage for purposes of calculating achievement of MBE
accordance with Sections	African American-Owned	Participation goal and subgoals, if any)
6, 7, & 8 of Part 1 -	Hispanic American- Owned	
Instructions, If this box is	🔲 Asian American-Owned	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER,
checked, complete 3.1 or 3.2 in Column C.	Women-Owned	WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS
whichever is appropriate.	□ Other MBE Classification	A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE
		60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
Firm is the prime		% Total percentage of Supplies/Products
contractor, including a		
participant in a joint		<u>x 60%</u> (60% Rule)
venture, and self-	••	
performance is being counted pursuant to		Participation goal and subgoals, if any)
Section 5 of Part 1 -		Farucipation goal and subgoals, it any
Instructions. If this box is		3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT
checked, complete 3.3 in Column C.		CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS
		PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE).
Check here if MBE		
firm is a third-tier		(a)% Total percentage for self-performed items of work in which MBE is certified)
contractor (if applicable). Please submit written		
documents in accordance		(b)% (Insert 50% of MBE overall goal)
with Section 6 of Part 1 -		(c)% (Insert subgoal for classification checked in Column 2, if
Instructions		applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals:
		➡ For MBE Overall goal – Use lesser of (a) or (b)
		For MBE Subgoal - Use lesser of (a) or (c)
		➡ If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.
		las

Check here if Continuation Sheets are attached.

MDOT MBE FORM B STATE-FUNDED CONTRACTS **PART 3 – CERTIFICATION FOR MBE PARTICIPATION SCHEDULE**

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL AS DIRECTED IN THE INVITATION TO BID/ REQUEST FOR PROPOSALS,

I hereby affirm that I have reviewed the Products and Services Description (specific product that a firm is certified to provide or areas of work that a firm is certified to perform) set forth in the MDOT MBE Directory for each of the MBE firms listed in Part 2 of this MBE Form B for purposes of achieving the MBE participation goals and subgoals that were identified in the MBE Form A that I submitted with this solicitation, and that the MBE firms listed are only performing those products/services/areas of work for which they are certified. I also hereby affirm that I have read and understand the form instructions set forth in Part 1 of this MBE Form B.

The undersigned Prime Contractor hereby certifies and agrees that they have fully complied with the State Minority Business Enterprise law, State Finance and Procurement Article §14-308(a)(2), Annotated Code of Maryland which provides that, except as otherwise provided by law, a contractor may not identify a certified minority business enterprise in a bid or proposal and:

(1) fail to request, receive, or otherwise obtain authorization from the certified minority business enterprise to identify the certified minority business enterprise in its bid or proposal;

fail to notify the certified minority business enterprise before execution of the contract of its (2)inclusion of the bid or proposal;

(3)fail to use the certified minority business enterprise in the performance of the contract; or

(4) pay the certified minority business enterprise solely for the use of its name in the bid or proposal.

I solemnly affirm under the penalties of perjury that the contents of Parts 2 and 3 of MDOT MBE Form B are true to the best of my knowledge, information and belief.

Aero Snow Removal, LLC.

165 Cantiague Rock Road

Company Name

Address

Signature of Representative

Ed McDonald Vice President - Aviation Sales

Printed Name and Title

4/22/2

Date

Contract No. MAA-MC-22-007 Airside Snow Removal Services at BWI & MTN

Westbury, NY 11590 City, State and Zip Code

MDOT-OP 013-2 (7/14)

MDOT MBE FORM A STATE-FUNDED CONTRACTS CERTIFIED MBE UTILIZATION AND FAIR SOLICITATION AFFIDAVIT PAGE 1 OF 2

THIS AFFIDAVIT MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT THIS AFFIDAVIT AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

In connection with the bid/proposal submitted in response to Solicitation No. MAA-MC-22-007, I affirm the following:

1. MBE Participation (PLEASE CHECK ONLY ONE)

I have met the overall certified Minority Business Enterprise (MBE) participation goal of **TWENTY-TWO** percent (**22%**) and the following subgoals, if applicable: zero percent (0%) for African American-owned MBE firms zero percent (0%) for Hispanic American-owned MBE firms zero percent (0%) for Asian American-owned MBE firms zero percent (0%) for Women-owned MBE firms I agree that these percentages of the total dollar amount of the Contract, for the MBE goal and subgoals (if any), will be performed by certified MBE firms as set forth in the MBE Participation Schedule - Part 2 of the MDOT MBE Form B (State-Funded Contracts).

I conclude that I am unable to achieve the MBE participation goal and/or subgoals. I hereby request a waiver, in whole or in part, of the overall goal and/or subgoals. Within 10 business days of receiving notice that our firm is the apparent awardee or as requested by the Procurement Officer, I will submit a written waiver request and all required documentation in accordance with COMAR 21.11.03.11. For a partial waiver request, I agree that certified MBE firms will be used to accomplish the percentages of the total dollar amount of the Contract, for the MBE goal and subgoals (if any), as set forth in the MBE Participation Schedule - Part 2 of the MDOT MBE Form B (State-Funded Contracts).

OR

2. Additional MBE Documentation

I understand that if I am notified that I am the apparent awardee or as requested by the Procurement Officer, I must submit the following documentation within 10 business days of receiving such notice: (a) Outreach Efforts Compliance Statement (MDOT MBE Form C - State-Funded Contracts); (b) Subcontractor Project Participation Statement (MDOT MBE Form D - State-Funded Contracts); (c) If waiver requested, MBE Waiver Request Documentation and Forms (MDOT MBE/DBE Form E – Good Faith Efforts Guidance and Documentation) per COMAR 21.11.03.11; and (d) Any other documentation required by the Procurement Officer to ascertain bidder's responsibility/ offeror's susceptibility of being selected for award in connection with the certified MBE participation goal and subgoals, if any.

I acknowledge that if I fail to return each completed document (in 2 (a) through (d)) within the required time, the Procurement Officer may determine that I am not responsible and therefore not eligible for contract award or that the proposal is not susceptible of being selected for award.

MDOT-OP 012-2 (9/11) (Revised 7/14)

MDOT MBE FORM A STATE-FUNDED CONTRACTS CERTIFIED MBE UTILIZATION AND FAIR SOLICITATION AFFIDAVIT PAGE 2 OF 2

3. Information Provided to MBE firms

In the solicitation of subcontract quotations or offers, MBE firms were provided not less than the same information and amount of time to respond as were non-MBE firms.

4. Products and Services Provided by MBE firms

I hereby affirm that the MBEs are only providing those products and services for which they are MDOT certified.

I solemnly affirm under the penalties of perjury that the information in this affidavit is true to the best of my knowledge, information and belief.

Signature of Representative

L. Doug Anglin II - President Printed Name and Title

Livonia, MI 48150 City, State and Zip Code

Anglin Civil,LLC

Company Name

Address

13000 Newburgh Rd.

04/16/2021 Date

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 1 – INSTRUCTIONS FOR MBE PARTICIPATION SCHEDULE PAGE 1 OF 3

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

PLEASE READ BEFORE COMPLETING THIS FORM

- Please refer to the Maryland Department of Transportation (MDOT) MBE Directory at www.mdot.state.md.us to determine if a firm is certified for the appropriate North American Industry Classification System ("NAICS") Code <u>and</u> the product/services description (specific product that a firm is certified to provide or specific areas of work that a firm is certified to perform). For more general information about NAICS, please visit <u>www.naics.com</u>. Only those specific products and/or services for which a prime or subcontractor is a certified MBE in the MDOT Directory can be used for purposes of achieving the MBE participation goals.
- 2. In order to be counted for purposes of achieving the MBE participation goals, the MBE firm (whether a prime or subcontractor) must be certified for that specific NAICS Code ("MBE" for State-funded projects designation after NAICS Code). WARNING: If the firm's NAICS Code is in <u>graduated status</u>, such services/products <u>will not be counted</u> for purposes of achieving the MBE participation goals. Graduated status is clearly identified in the MDOT Directory (such graduated codes are designated with the word graduated after the appropriate NAICS Code).
- 3. Examining the NAICS Code is the <u>first step</u> in determining whether an MBE firm is certified and eligible to receive MBE participation credit for the specific products/services to be supplied or performed under the contract. The <u>second step</u> is to determine whether a firm's Products/Services Description in the MBE Directory includes the products to be supplied and/or services to be performed that are being used to achieve the MBE participation goals. If you have any questions as to whether a firm is certified to perform the specific services or provide specific products, please contact MDOT's Office of Minority Business Enterprise at 1-800-544-6056 or via email at-mbe@mdot.state.md.us.
- 4. Complete the Part 2 MBE Participation Schedule for all certified MBE firms (including primes and subcontractors) being used to achieve the MBE participation goal and subgoals, if any.
- 5. MBE Prime Self-Performance. When a certified MBE firm participates as a prime (independently or as part of a joint venture) on a contract, a procurement agency may count the distinct, clearly defined portion of the work of the contract that the certified MBE firm performs with its own forces toward fulfilling up to fifty-percent (50%) of the MBE participation goal (overall) and up to one hundred percent (100%) of not more than one of the MBE participation subgoals, if any, established for the contract. In order to receive credit for self-performance, an MBE prime must be (a) a certified MBE (see 1-3 above) and (b) listed in the Part 2 MBE Participation Schedule with its certification number, the certification classification under which it will self-perform, and the percentage of the contract that can be counted as MBE self-performance. For the remaining portion of the overall goal and any subgoals, the MBE prime must also list, in the Part 2 MBE Participation Schedule, other certified MBE firms used to meet those goals or, after making good faith efforts to obtain the participation of additional MBE firms, request a waiver. Note: A dually-certified MBE firm can use its own forces toward fulfilling ONLY ONE of the MBE subgoals for which it can be counted.
- 6. The Contractor's subcontractors are considered second-tier subcontractors. Third-tier contracting used to meet an MBE goal is to be considered the exception and not the rule. The following two conditions must be met before MDOT, its Modal Administrations and the Maryland Transportation Authority may approve a third-tier contracting agreement: (a) the bidder/offeror must request in writing approval of each third-tier contract arrangement, and (b) the request must contain specifics as to why a third-tier contracting arrangement should be approved. These documents must be submitted with the bid/proposal in Part 2 of this MBE Participation Schedule.
- 7. For each MBE firm that is being used as a supplier/wholesaler/regular dealer/broker/manufacturer, please follow these instructions for calculating the <u>amount of the subcontract for purposes of achieving the MBE participation goals</u>:
 - A. Is the firm certified as a broker of the products/supplies? If the answer is YES, please continue to Item C. If the answer is NO, please continue to Item B.
 - B. Is the firm certified as a supplier, wholesaler, regular dealer, or manufacturer of such products/supplies? If the answer is YES, continue to Item D. If the answer is NO, continue to Item C only if the MBE firm is certified to perform trucking/hauling services under NAICS Codes 484110, 484121, 484122, 484210, 484220 and 484230. If the answer is NO and the firm is not certified under these NAICS Codes, then no MBE participation credit will be given for the supply of these products.

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MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 1 – INSTRUCTIONS FOR MBE PARTICIPATION SCHEDULE PAGE 2 OF 3

- C. For purposes of achieving the MBE participation goal, you may count <u>only</u> the amount of any reasonable fee that the MBE firm will receive for the provision of such products/supplies <u>not</u> the total subcontract amount or the value (or a percentage thereof) of such products and/or supplies. For Column 3 of the MBE Participation Schedule, please divide the amount of any reasonable fee that the MBE firm will receive for the provision of such products/services by the total Contract value and insert the percentage in Line 3.1.
- D. Is the firm certified as a manufacturer (refer to the firm's NAICS Code and specific description of products/services) of the products/supplies to be provided? If the answer is NO, please continue to Item E. If the answer is YES, for purposes of achieving the MBE participation goal, you may count the total amount of the subcontract. For Column 3 of the MBE Participation Schedule, please divide the total amount of the subcontract by the total Contract value and insert the percentage in Line 3.1.
- E. Is the firm certified as a supplier, wholesaler and/or regular dealer? If the answer is YES and the MBE firm is furnishing and installing the materials and is certified to perform these services, please divide the total subcontract amount (including full value of supplies) by the total Contract value and insert the percentage in Line 3.1. If the answer is YES and the MBE firm is only being used as a supplier, wholesaler and/or regular dealer or is not certified to install the supplies/materials, for purposes of achieving the MBE participation goal, you may only count sixty percent (60%) of the value of the subcontract for these supplies/products (60% Rule). To apply the 60% Rule, first divide the amount of the subcontract for these supplies/products only (not installation) by the total Contract value. Then, multiply the result by sixty percent (60%) and insert the percentage in Line 3.2.
- B. For each MBE firm that <u>is not</u> being used as a supplier/wholesaler/regular dealer/broker/manufacturer, to calculate the <u>amount of</u> <u>the subcontract for purposes of achieving the MBE participation goals</u>, divide the total amount of the subcontract by the total Contract value and insert the percentage in Line 3.1.

Example: \$2,500 (Total Subcontract Amount) ÷ \$10,000 (Total Contract Value) x 100 = 25%

9. WARNING: The percentage of MBE participation, computed using the percentage amounts determined per Column 3 for all of the MBE firms listed in Part 2, MUST at least equal the MBE participation goal <u>and</u> subgoals (if applicable) as set forth in MDOT MBE Form A – State-Funded Contracts for this solicitation. If a bidder/offeror is unable to achieve the MBE participation goal and/or any subgoals (if applicable), then the bidder/offeror must request a waiver in Form A or the bid will be deemed not responsive, or the proposal not susceptible of being selected for award. You may wish to use the attached Goal/Subgoal Worksheet to assist you in calculating the percentages and confirming that you have met the applicable MBE participation goal and subgoals (if any).

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 1 – INSTRUCTIONS FOR MBE PARTICIPATION SCHEDULE PAGE 3 OF 3

GOAL/SUBGOAL PARTICIPATION WORKSHEET

- 1. Complete the Part 2 MBE Participation Schedule for each MBE being used to meet the MBE goal and any subgoals.
- 2. After completion of the Part 2 MBE Participation Schedule, you may use the Goal/Subgoal Worksheet to calculate the total MBE participation commitment for the overall goal and any subgoals.
- MBE Overall Goal Participation Boxes: Calculate the total percentage of MBE participation for each MBE classification by adding the percentages determined per Column 3 of the Part 2 – MBE Participation Schedule. Add the percentages determined in Lines 3.1 and 3.2 for the MBE subcontractor (subs) total. Add the overall participation percentages determined in Line 3.3 for the MBE prime total.
- 4. MBE Subgoal Participation Boxes: Calculate the total percentage of MBE participation for each MBE classification by adding the percentages determined per Column 3 of the Part 2 MBE Participation Schedule. Add the percentages determined in Lines 3.1 and 3.2 for the MBE subcontractor (subs) total. Add the subgoal participation percentages determined in Line 3.3 for the MBE prime total.
- 5. The percentage amount for the MBE overall participation in the Total MBE Firm Participation Box F1 should be equal to the sum of the percentage amounts in Boxes A through E of the MBE Overall Goal Participation Column of the Worksheet.
- 6. The percentage amount for the MBE subgoal participation in the Total MBE Firm Participation Box L should be equal to the sum of the percentage amounts in Boxes A through E of the MBE Subgoal Participation Column of the Worksheet.

GOAL/SUBGOAL WORKSHEET			
MBE Classification	MBE Overall Goal Participation	MBE Subgoal Participation	
 (A) Total African American Firm Participation (Add percentages determined for African American-Owned Firms per Column 3 of MBE Participation Schedule) 	%subs %prime	%subs %prime	
(B) Total Hispanic American Firm Participation (Add percentages determined for Hispanic American-Owned Firms per Column 3 of MBE Participation Schedule)	%subs %prime	%subs %prime	
(C) Total Asian American Firm Participation (Add percentages listed for Asian American-Owned Firms per Column 3 of MBE Participation Schedule)	%subs %prime	%subs %prime	
(D) Total Women-Owned Firm Participation (Add percentages determined for Women-Owned Firms per Column 3 of MBE Participation Schedule)	%subs %prime	%subs %prime	
(E) Total for all other MBE Firms (Add percentages for firms listed as Other MBE Classification per Column 3 of the MBE Participation Schedule)	%subs %prime	%subs %prime	
Total MBE Firm Participation (Add total percentages determined for all MBE Firms in each column of the Worksheet)	(F1) <u>22</u> %	(F2)%	

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE PAGE <u>1</u> OF <u>5</u>

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

Prime Contractor	Project Description	Solicitation Number
Anglin Civil, LLC	Airside Snow Removal Services at Baltimore/Washington International Thurgood Marshall And Martin State Airports	MAA-MC-22-007

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal and subgoals (if applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name:	Certification Number:	
Price-Less Landscaping and Design, LLC	09-353	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS, WHOLESALERS OR
Check here if MBE	(If dually certified, check only one box.)	REGULAR DEALERS).
firm is a subcontractor and complete in accordance with Sections	African American-Owned	4 (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any)
6, 7, & 8 of Part 1 -	Hispanic American- Owned	
Instructions. If this box is	Asian American-Owned	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR
checked, complete 3.1 or 3.2 in Column C,	Women-Owned	ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER. WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS
whichever is appropriate.	Other MBE Classification	A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE 60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
Check here if MBE firm is the prime		% Total percentage of Supplies/Products
contractor, including a participant in a joint venture, and self-		<u>x 60%</u> (60% Rule)
performance is being counted pursuant to Section 5 of Part 1 -		% (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any)
Instructions. If this box is checked, complete 3.3 in Column C.		3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE)
Check here if MBE firm is a third-tier contractor (if applicable).		(a)% Total percentage for self-performed items of work in which MBE is certified)
Please submit written documents in accordance		(b)% (Insert 50% of MBE overall goal)
with Section 6 of Part 1 - Instructions		(c)% (Insert subgoal for classification checked in Column 2, if applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals:
		➡ For MBE Overall goal – Use lesser of (a) or (b)
		 For MBE Subgoal – Use lesser of (a) or (c) If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE CONTINUATION SHEET PAGE 2 OF 5

Prime Contractor	Project Description	Solicitation Number
Anglin Civil,LLC	Airside Snow Removal Services at Baltimore/Washington International Thurgood Marshall And Martin State Airports	MAA-MC-22-007

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal <u>and</u> subgoals (if applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name:	Certification Number:	
CBY Enterprises, INC	98-146	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS.
	(If dually certified, check	WHOLESALERS OR REGULAR DEALERS).
Check here if MBE firm is a subcontractor	only one box.)	
and complete in	African American-Owned	4 (Percentage for purposes of calculating achievement of MBE
accordance with Sections	Hispanic American- Owned	Participation goal and subgoals, if any)
6, 7, & 8 of Part 1 - Instructions. If this box is	Asian American-Owned	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR
checked, complete 3.1 or		ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER.
3.2 in Column C, whichever is appropriate.	Women-Owned	WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE
wholever is appropriate.	Other MBE Classification	60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
Check here if MBE firm is the prime		% Total percentage of Supplies/Products
contractor, including a participant in a joint venture, and self-		<u>x 60%</u> (60% Rule)
performance is being counted pursuant to Section 5 of Part 1 -		% (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any)
Instructions. If this box is		3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT
checked, complete 3.3 in Column C.		CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE)
Check here if MBE firm is a third-tier contractor (if applicable).		(a)% Total percentage for self-performed items of work in which MBE is certified)
Please submit written		(b)% (Insert 50% of MBE overall goal)
documents in accordance with Section 6 of Part 1 - Instructions		(c)% (Insert subgoal for classification checked in Column 2, if applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals:
		For MBE Overall goal – Use lesser of (a) or (b)
		➡ For MBE Subgoal – Use lesser of (a) or (c) ➡ If MBE Drime is supplier upplier and/or regular declar costs the 60% rule.
		If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.

Check here if Continuation Sheets are attached.

MDOT-OP 013-2 (7/14)

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE PAGE <u>3</u> OF <u>5</u>

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

Prime Contractor	Project Description	Solicitation Number	
Anglin Civil,LLC	Airside Snow Removal Services at Baltimore/Washington International Thurgood Marshall And Martin State Airports	MAA-MC-22-007	

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal and subgoals (if applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name:	Certification Number:	
P & J Contracting Co., INC	07-025	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE-
Check here if MBE firm is a subcontractor and complete in	(If dually certified, check only one box.) ☑ African American-Owned	EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS, WHOLESALERS OR REGULAR DEALERS).
accordance with Sections 6, 7, & 8 of Part 1 -	Hispanic American- Owned	Participation goal and subgoals, if any)
Instructions. If this box is	Asian American-Owned	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR
checked, complete 3.1 or	Women-Owned	ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER, WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS
3.2 in Column C, whichever is appropriate.	Other MBE Classification	A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE 60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
Check here if MBE firm is the prime contractor, including a		% Total percentage of Supplies/Products
participant in a joint venture, and self-		<u>x 60%</u> (60% Rule)
performance is being counted pursuant to Section 5 of Part 1 -		% (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any)
Instructions. If this box is checked, complete 3.3 in Column C.		3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE)
Check here if MBE firm is a third-tier contractor (if applicable).		(a)% Total percentage for self-performed items of work in which MBE is certified)
Please submit written documents in accordance		(b)% (Insert 50% of MBE overall goal)
with Section 6 of Part 1 - Instructions		(c)% (Insert subgoal for classification checked in Column 2, if applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals:
		 For MBE Overall goal – Use lesser of (a) or (b) For MBE Subgoal – Use lesser of (a) or (c) If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.
Chack have if Continuation		- TIMBE TIME IS Supplier, wholesaler and/or regular dealer, apply the 60% fulle.

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PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

Prime Contractor	Project Description	Solicitation Number	
Anglin Civil, LLC	Airside Snow Removal Services at Baltimore/Washington International Thurgood Marshall And Martin State Airports	MAA-MC-22-007	

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

NAME OF MBE PRIME OR MEE SUBCONTRACTOR AND TIER CERTIFICATION NO. AND MBE CLASSIFICATION Form A – State Funded Contracts for this solicitation, the cumulative MBE participation goal and subgoals (if applicable) set forth in Form A. NAME OF MBE PRIME OR MEE SUBCONTRACTOR AND TIER CERTIFICATION NO. AND MBE CLASSIFICATION FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND DMBE CLASSIFICATION MBE Name: L & JWaste Recycling, LLC Certification Number: 11-179 SUBGOALS, refer to Sections of two row where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2. MEE Name: L & JWaste Recycling, LLC Certification Number: 11-179 3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS, WHOLESALERS OR REGULAR DEALERS). MIC Check here if MBE firm is a subcontractor and complete in accordance with Sections 6, 7, 8 to fPart 1 - Instructions, If this box is checked, complete 3.1 or 3.2 in Column C, whichever is appropriate. Matican American-Owned I Asian American-Owned I Asian American-Owned I Other MBE Classification 2 % (Percentage for purposes of calculating achievement of MBE Firm is the prime contractor, including a participant in a joint venture, and self- performance is being contractor, including a participant in a joint venture, and self- performance is being contractor, including a participant in a joint venture, and self- performance is being contractor, including a participant to Section 5 of Part 1 - Section 5 of Part 1 -
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Check here if MBE firm is the prime contractor, including a participant in a joint venture, and self- performance is being counted pursuant to Section 5 of Part 1 -
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Instructions. If this box is checked, complete 3.3 in 3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS
Column C. PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE).
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Check here if MBE
firm is a third-tier (a)% Total percentage for self-performed items of work in which
contractor (if applicable). MBE is certified)
Please submit written documents in accordance (b)% (Insert 50% of MBE overall goal)
with Section 6 of Part 1 - Instructions (c)% (Insert subgoal for classification checked in Column 2, if applicable)
Percentages for purposes of calculating achievement of MBE Participation goals:
➡ For MBE Overall goal – Use lesser of (a) or (b)
➡ For MBE Subgoal – Use lesser of (a) or (c)
If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE PAGE <u>5</u> OF <u>5</u>

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

Prime Contractor	Project Description	Solicitation Number
Anglin Civil,LLC	Airside Snow Removal Services at Baltimore/Washington International Thurgood Marshall And Martin State Airports	MAA-MC-22-007

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal and subgoals (if applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name:	Certification Number:	
Apex Petroleum Corporation	04-012	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE-
Check here if MBE firm is a subcontractor and complete in	(If dually certified, check only one box.) ☑ African American-Owned	EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS, WHOLESALERS OR REGULAR DEALERS).
accordance with Sections 6, 7, & 8 of Part 1 -	Hispanic American- Owned	Participation goal and subgoals, if any)
Instructions. If this box is	Asian American-Owned	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR
checked, complete 3.1 or 3.2 in Column C,	Women-Owned	ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER, WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS
whichever is appropriate.	Other MBE Classification	A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THE PERCENTAGE AS 60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
Check here if MBE firm is the prime		% Total percentage of Supplies/Products
contractor, including a participant in a joint venture, and self-		<u>x 60%</u> (60% Rule)
performance is being counted pursuant to Section 5 of Part 1 -		% (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any)
Instructions. If this box is checked, complete 3.3 in Column C.		3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE)
Check here if MBE firm is a third-tier contractor (if applicable).		(a)% Total percentage for self-performed items of work in which MBE is certified)
Please submit written documents in accordance		(b)% (Insert 50% of MBE overall goal)
with Section 6 of Part 1 - Instructions		(c)% (Insert subgoal for classification checked in Column 2, if applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals:
		 For MBE Overall goal – Use lesser of (a) or (b) For MBE Subgoal – Use lesser of (a) or (c) If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 3 – CERTIFICATION FOR MBE PARTICIPATION SCHEDULE

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL AS DIRECTED IN THE INVITATION TO BID/ REQUEST FOR PROPOSALS.

I hereby affirm that I have reviewed the Products and Services Description (specific product that a firm is certified to provide or areas of work that a firm is certified to perform) set forth in the MDOT MBE Directory for each of the MBE firms listed in Part 2 of this MBE Form B for purposes of achieving the MBE participation goals and subgoals that were identified in the MBE Form A that I submitted with this solicitation, and that the MBE firms listed are only performing those products/services/areas of work for which they are certified. I also hereby affirm that I have read and understand the form instructions set forth in Part 1 of this MBE Form B.

The undersigned Prime Contractor hereby certifies and agrees that they have fully complied with the State Minority Business Enterprise law, State Finance and Procurement Article §14-308(a)(2), Annotated Code of Maryland which provides that, except as otherwise provided by law, a contractor may not identify a certified minority business enterprise in a bid or proposal and:

fail to request, receive, or otherwise obtain authorization from the certified minority (1)business enterprise to identify the certified minority business enterprise in its bid or proposal;

(2)fail to notify the certified minority business enterprise before execution of the contract of its inclusion of the bid or proposal;

(3)fail to use the certified minority business enterprise in the performance of the contract; or

(4)pay the certified minority business enterprise solely for the use of its name in the bid or proposal.

I solemnly affirm under the penalties of perjury that the contents of Parts 2 and 3 of MDOT MBE Form B are true to the best of my knowledge, information and bellef.

Anglin Civil LLC **Company Name**

13000 Newburgh Rd. Address

Livonia, MI 48150 City, State and Zip Code Signature of Representative

L. Doug Anglin II - President Printed Name and Title

4/16/2021

Date

MDOT-OP 013-2 (7/14)

MDOT MBE FORM A STATE-FUNDED CONTRACTS CERTIFIED MBE UTILIZATION AND FAIR SOLICITATION AFFIDAVIT PAGE 1 OF 2

THIS AFFIDAVIT MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT THIS AFFIDAVIT AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

In connection with the bid/proposal submitted in response to Solicitation No. **MAA-MC-22-007**, I affirm the following:

1. MBE Participation (PLEASE CHECK ONLY ONE)

I have met the overall certified Minority Business Enterprise (MBE) participation goal of **TWENTY-TWO** percent (**22**%) and the following subgoals, if applicable: zero percent (0%) for African American-owned MBE firms zero percent (0%) for Hispanic American-owned MBE firms zero percent (0%) for Asian American-owned MBE firms zero percent (0%) for Asian American-owned MBE firms I agree that these percentages of the total dollar amount of the Contract, for the MBE goal and subgoals (if any), will be performed by certified MBE firms as set forth in the MBE Participation Schedule - Part 2 of the MDOT MBE Form B (State-Funded Contracts).

<u>OR</u>

I conclude that I am unable to achieve the MBE participation goal and/or subgoals. I hereby request a waiver, in whole or in part, of the overall goal and/or subgoals. Within 10 business days of receiving notice that our firm is the apparent awardee or as requested by the Procurement Officer, I will submit a written waiver request and all required documentation in accordance with COMAR 21.11.03.11. For a partial waiver request, I agree that certified MBE firms will be used to accomplish the percentages of the total dollar amount of the Contract, for the MBE goal and subgoals (if any), as set forth in the MBE Participation Schedule - Part 2 of the MDOT MBE Form B (State-Funded Contracts).

2. Additional MBE Documentation

I understand that if I am notified that I am the apparent awardee or as requested by the Procurement Officer, I must submit the following documentation within 10 business days of receiving such notice: (a) Outreach Efforts Compliance Statement (MDOT MBE Form C - State-Funded Contracts); (b) Subcontractor Project Participation Statement (MDOT MBE Form D - State-Funded Contracts); (c) If waiver requested, MBE Waiver Request Documentation and Forms (MDOT MBE/DBE Form E – Good Faith Efforts Guidance and Documentation) per COMAR 21.11.03.11; and (d) Any other documentation required by the Procurement Officer to ascertain bidder's responsibility/ offeror's susceptibility of being selected for award in connection with the certified MBE participation goal and subgoals, if any.

I acknowledge that if I fail to return each completed document (in 2 (a) through (d)) within the required time, the Procurement Officer may determine that I am not responsible and therefore not eligible for contract award or that the proposal is not susceptible of being selected for award.

MDOT MBE FORM A STATE-FUNDED CONTRACTS CERTIFIED MBE UTILIZATION AND FAIR SOLICITATION AFFIDAVIT PAGE 2 OF 2

3. Information Provided to MBE firms

In the solicitation of subcontract quotations or offers, MBE firms were provided not less than the same information and amount of time to respond as were non-MBE firms.

4. Products and Services Provided by MBE firms

I hereby affirm that the MBEs are only providing those products and services for which they are MDOT certified.

I solemnly affirm under the penalties of perjury that the information in this affidavit is true to the best of my knowledge, information and belief.

P. Flanigan & Sons, Incorporated

Company Name

2444 Loch Raven Road Address Ahn

Signature of Representative

Thomas A. Williams, Vice President Printed Name and Title

Baltimore, MD 21218

City, State and Zip Code

April 22, 2021

Date

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 1 – INSTRUCTIONS FOR MBE PARTICIPATION SCHEDULE PAGE 1 OF 3

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

PLEASE READ BEFORE COMPLETING THIS FORM

- Please refer to the Maryland Department of Transportation (MDOT) MBE Directory at www.mdot.state.md.us to determine if a firm is certified for the appropriate North American Industry Classification System ("NAICS") Code <u>and</u> the product/services description (specific product that a firm is certified to provide or specific areas of work that a firm is certified to perform). For more general information about NAICS, please visit <u>www.naics.com</u>. Only those specific products and/or services for which a prime or subcontractor is a certified MBE in the MDOT Directory can be used for purposes of achieving the MBE participation goals.
- 2. In order to be counted for purposes of achieving the MBE participation goals, the MBE firm (whether a prime or subcontractor) must be certified for that specific NAICS Code ("MBE" for State-funded projects designation after NAICS Code). WARNING: If the firm's NAICS Code is in <u>graduated status</u>, such services/products <u>will not be counted</u> for purposes of achieving the MBE participation goals. Graduated status is clearly identified in the MDOT Directory (such graduated codes are designated with the word graduated after the appropriate NAICS Code).
- 3. Examining the NAICS Code is the <u>first step</u> in determining whether an MBE firm is certified and eligible to receive MBE participation credit for the specific products/services to be supplied or performed under the contract. The <u>second step</u> is to determine whether a firm's Products/Services Description in the MBE Directory includes the products to be supplied and/or services to be performed that are being used to achieve the MBE participation goals. If you have any questions as to whether a firm is certified to perform the specific services or provide specific products, please contact MDOT's Office of Minority Business Enterprise at 1-800-544-6056 or via email at mbe@mdot.state.md.us.
- 4. Complete the Part 2 MBE Participation Schedule for all certified MBE firms (including primes and subcontractors) being used to achieve the MBE participation goal and subgoals, if any.
- 5. <u>MBE Prime Self-Performance</u>. When a certified MBE firm participates as a prime (independently or as part of a joint venture) on a contract, a procurement agency may count the distinct, clearly defined portion of the work of the contract that the certified MBE firm performs with its own forces toward fulfilling up to fifty-percent (50%) of the MBE participation goal (overall) and up to one hundred percent (100%) of not more than one of the MBE participation subgoals, if any, established for the contract. In order to receive credit for self-performance, an MBE prime must be (a) a certified MBE (see 1-3 above) and (b) listed in the Part 2 MBE Participation Schedule with its certification number, the certification classification under which it will self-perform, and the percentage of the contract that can be counted as MBE self-performance. For the remaining portion of the overall goal and any subgoals, the MBE prime must also list, in the Part 2 MBE Participation Schedule, other certified MBE firms used to meet those goals or, after making good faith efforts to obtain the participation of additional MBE firms, request a waiver. Note: A dually-certified MBE firm can use its own forces toward fulfilling ONLY ONE of the MBE subgoals for which it can be counted.
- 6. The Contractor's subcontractors are considered second-tier subcontractors. Third-tier contracting used to meet an MBE goal is to be considered the exception and not the rule. The following two conditions must be met before MDOT, its Modal Administrations and the Maryland Transportation Authority may approve a third-tier contracting agreement: (a) the bidder/offeror must request in writing approval of each third-tier contract arrangement, and (b) the request must contain specifics as to why a third-tier contracting arrangement should be approved. These documents must be submitted with the bid/proposal in Part 2 of this MBE Participation Schedule.
- 7. For each MBE firm that is being used as a supplier/wholesaler/regular dealer/broker/manufacturer, please follow these instructions for calculating the <u>amount of the subcontract for purposes of achieving the MBE participation goals</u>:
 - A. Is the firm certified as a broker of the products/supplies? If the answer is YES, please continue to Item C. If the answer is NO, please continue to Item B.
 - B. Is the firm certified as a supplier, wholesaler, regular dealer, or manufacturer of such products/supplies? If the answer is YES, continue to Item D. If the answer is NO, continue to Item C only if the MBE firm is certified to perform trucking/hauling services under NAICS Codes 484110, 484121, 484122, 484210, 484220 and 484230. If the answer is NO and the firm is not certified under these NAICS Codes, then no MBE participation credit will be given for the supply of these products.

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 1 – INSTRUCTIONS FOR MBE PARTICIPATION SCHEDULE PAGE 2 OF 3

- C. For purposes of achieving the MBE participation goal, you may count <u>only</u> the amount of any reasonable fee that the MBE firm will receive for the provision of such products/supplies <u>not</u> the total subcontract amount or the value (or a percentage thereof) of such products and/or supplies. For Column 3 of the MBE Participation Schedule, please divide the amount of any reasonable fee that the MBE firm will receive for the provision of such products/services by the total Contract value and insert the percentage in Line 3.1.
- D. Is the firm certified as a manufacturer (refer to the firm's NAICS Code and specific description of products/services) of the products/supplies to be provided? If the answer is NO, please continue to Item E. If the answer is YES, for purposes of achieving the MBE participation goal, you may count the total amount of the subcontract. For Column 3 of the MBE Participation Schedule, please divide the total amount of the subcontract by the total Contract value and insert the percentage in Line 3.1.
- E. Is the firm certified as a supplier, wholesaler and/or regular dealer? If the answer is YES and the MBE firm is furnishing and installing the materials <u>and</u> is certified to perform these services, please divide the total subcontract amount (including full value of supplies) by the total Contract value and insert the percentage in Line 3.1. If the answer is YES and the MBE firm is only being used as a supplier, wholesaler and/or regular dealer or is not certified to install the supplies/materials, for purposes of achieving the MBE participation goal, you may only count sixty percent (60%) of the value of the subcontract for these supplies/products (60% Rule). To apply the 60% Rule, first divide the amount of the subcontract for these supplies/products only (not installation) by the total Contract value. Then, multiply the result by sixty percent (60%) and insert the percentage in Line 3.2.
- 8. For each MBE firm that is not being used as a supplier/wholesaler/regular dealer/broker/manufacturer, to calculate the amount of the subcontract for purposes of achieving the MBE participation goals, divide the total amount of the subcontract by the total Contract value and insert the percentage in Line 3.1.

Example: \$2,500 (Total Subcontract Amount) ÷ \$10,000 (Total Contract Value) x 100 = 25%

9. WARNING: The percentage of MBE participation, computed using the percentage amounts determined per Column 3 for all of the MBE firms listed in Part 2, MUST at least equal the MBE participation goal and subgoals (if applicable) as set forth in MDOT MBE Form A – State-Funded Contracts for this solicitation. If a bidder/offeror is unable to achieve the MBE participation goal and/or any subgoals (if applicable), then the bidder/offeror must request a waiver in Form A or the bid will be deemed not responsive, or the proposal not susceptible of being selected for award. You may wish to use the attached Goal/Subgoal Worksheet to assist you in calculating the percentages and confirming that you have met the applicable MBE participation goal and subgoals (if any).

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 1 – INSTRUCTIONS FOR MBE PARTICIPATION SCHEDULE PAGE 3 OF 3

GOAL/SUBGOAL PARTICIPATION WORKSHEET

- 1. Complete the Part 2 MBE Participation Schedule for each MBE being used to meet the MBE goal and any subgoals.
- 2. After completion of the Part 2 MBE Participation Schedule, you may use the Goal/Subgoal Worksheet to calculate the total MBE participation commitment for the overall goal and any subgoals.
- MBE Overall Goal Participation Boxes: Calculate the total percentage of MBE participation for each MBE classification by adding the percentages determined per Column 3 of the Part 2 – MBE Participation Schedule. Add the percentages determined in Lines 3.1 and 3.2 for the MBE subcontractor (subs) total. Add the overall participation percentages determined in Line 3.3 for the MBE prime total.
- 4. MBE Subgoal Participation Boxes: Calculate the total percentage of MBE participation for each MBE classification by adding the percentages determined per Column 3 of the Part 2 MBE Participation Schedule. Add the percentages determined in Lines 3.1 and 3.2 for the MBE subcontractor (subs) total. Add the subgoal participation percentages determined in Line 3.3 for the MBE prime total.
- 5. The percentage amount for the MBE overall participation in the Total MBE Firm Participation Box F1 should be equal to the sum of the percentage amounts in Boxes A through E of the MBE Overall Goal Participation Column of the Worksheet.
- 6. The percentage amount for the MBE subgoal participation in the Total MBE Firm Participation Box L should be equal to the sum of the percentage amounts in Boxes A through E of the MBE Subgoal Participation Column of the Worksheet.

GOAL/SUBGOAL WORKSHEET			
MBE Classification	MBE Overall Goal Participation	MBE Subgoal Participation	
(A) Total African American Firm Participation (Add percentages determined for African American-Owned Firms per Column 3 of MBE Participation Schedule)	%subs %prime	%subs %prime	
(B) Total Hispanic American Firm Participation (Add percentages determined for Hispanic American-Owned Firms per Column 3 of MBE Participation Schedule)	%subs %prime	%subs %prime	
(C) Total Asian American Firm Participation (Add percentages listed for Asian American-Owned Firms per Column 3 of MBE Participation Schedule)	%subs %prime	%subs %prime	
(D) Total Women-Owned Firm Participation (Add percentages determined for Women-Owned Firms per Column 3 of MBE Participation Schedule)	%subs %prime	%subs %prime	
(E) Total for all other MBE Firms (Add percentages for firms listed as Other MBE Classification per Column 3 of the MBE Participation Schedule)	%subs	%subs %prime	
Total MBE Firm Participation (Add total percentages determined for all MBE Firms in each column of the Worksheet)	(F1)%	(F2)%	

$\begin{array}{c} \textbf{MDOT MBE FORM B} \\ \textbf{STATE-FUNDED CONTRACTS} \\ \textbf{PART 2-MBE PARTICIPATION SCHEDULE} \\ \textbf{PAGE} _ 1 \text{ OF } _ 6 \\ \end{array}$

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL. IF THE BIDDER/OFFEROR FAILS TO ACCURATELY COMPLETE AND SUBMIT PART 2 WITH THE BID/PROPOSAL AS REQUIRED, THE BID SHALL BE DEEMED NOT RESPONSIVE OR THE PROPOSAL SHALL BE DEEMED NOT SUSCEPTIBLE OF BEING SELECTED FOR AWARD.

Prime Contractor	Project Description	Solicitation Number
D Etanison & Cone Incomposited	Airside Snow Removal Services at Baltimore/Washington	MAA-MC-22-007
P. Flanigan & Sons, Incorporated	International Thurgood Marshall And Martin State Airports	

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal and subgoals (if applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name: AJO Concrete Construction, Inc.	Certification Number: 01-148	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATI THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE
Check here if MBE firm is a subcontractor	(If dually certified, check only one box.)	EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS, WHOLESALERS OF REGULAR DEALERS).
and complete in accordance with Sections	African American-Owned Hispanic American- Owned	Participation goal and subgoals, if any)
6, 7, & 8 of Part 1 - Instructions. If this box is	Asian American-Owned	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR
checked, complete 3.1 or 3.2 in Column C,	Women-Owned	ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE A
whichever is appropriate.	Other MBE Classification	A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE 60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
Check here if MBE firm is the prime		% Total percentage of Supplies/Products
contractor, including a participant in a joint venture, and self-		<u>x 60%</u> (60% Rule)
performance is being counted pursuant to		% (Percentage for purposes of calculating achievement of MB Participation goal and subgoals, if any)
Section 5 of Part 1 - Instructions. If this box is checked, complete 3.3 in Column C.	U	3.3. <u>TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT</u> <u>CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS</u> PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE)
Check here if MBE firm is a third-tier contractor (if applicable).		(a)% Total percentage for self-performed items of work in which MBE is certified)
Please submit written		(b)% (Insert 50% of MBE overall goal)
documents in accordance with Section 6 of Part 1 - Instructions	û.	(c)% (Insert subgoal for classification checked in Column 2, if applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals
		 For MBE Overall goal – Use lesser of (a) or (b) For MBE Subgoal – Use lesser of (a) or (c) If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule

Check here if Continuation Sheets are attached. MDOT-OP 013-2 (7/14)

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE CONTINUATION SHEET PAGE 2 OF 6

Prime ContractorProject DescriptionSolicitation NumberP. Flanigan & Sons, IncorporatedAirside Snow Removal Services at Baltimore/Washington
International Thurgood Marshall And Martin State AirportsMAA-MC-22-007

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal <u>and</u> subgoals (if applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name:	Certification Number:	
CBY Enterprises, Inc.	98-146	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS,
	(If dually contified shack	WHOLESALERS OR REGULAR DEALERS).
Check here if MBE	(If dually certified, check only one box.)	
firm is a subcontractor	Sing one box.)	140
and complete in	African American-Owned	4.49 % (Percentage for purposes of calculating achievement of MBE
accordance with Sections	Hispanic American- Owned	Participation goal and subgoals, if any)
6, 7, & 8 of Part 1 -	a subserve and a subserve and and a subserve a	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR
Instructions. If this box is checked, complete 3.1 or	Asian American-Owned	ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER,
3.2 in Column C,	Women-Owned	WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS
whichever is appropriate.	Other MBE Classification	A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE
	Citier MDE Classification	60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
Check here if MBE		% Total percentage of Supplies/Products
firm is the prime		% Total percentage of Supplies/Floducts
contractor, including a participant in a joint		x 60% (60% Rule)
venture, and self-		
performance is being		% (Percentage for purposes of calculating achievement of MBE
counted pursuant to		Participation goal and subgoals, if any)
Section 5 of Part 1 -		
Instructions. If this box is checked, complete 3.3 in		3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS
Column C.		PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE).
Check here if MBE		(a)% Total percentage for self-performed items of work in which
contractor (if applicable).		MBE is certified)
Please submit written		
documents in accordance		(b)% (Insert 50% of MBE overall goal)
with Section 6 of Part 1 - Instructions		(c)% (Insert subgoal for classification checked in Column 2, if applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals:
		For MBE Overall goal – Use lesser of (a) or (b)
		➡ For MBE Subgoal – Use lesser of (a) or (c)
		If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.

Check here if Continuation Sheets are attached.

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MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 - MBE PARTICIPATION SCHEDULE CONTINUATION SHEET PAGE 3 OF 6

Prime Contractor	Project Description	Solicitation Number
P. Flanigan & Sons, Incorporated	Airside Snow Removal Services at Baltimore/Washington	MAA-MC-22-007
	International Thurgood Marshall And Martin State Airports	

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal <u>and</u> subgoals (if applicable) set forth In Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name: L & J Waste Recycling, LLC	Certification Number: 11-179	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS,
 ☐ Check here if MBE firm is a subcontractor and complete in accordance with Sections 6, 7, & 8 of Part 1 - Instructions. If this box is checked, complete 3.1 or 3.2 in Column C, whichever is appropriate. ☐ Check here if MBE firm is the prime contractor, including a participant in a joint venture, and self- performance is being counted pursuant to Section 5 of Part 1 - Instructions. If this box is checked, complete 3.3 in Column C. ☐ Check here if MBE firm is a third-tier contractor (if applicable). Please submit written documents in accordance with Section 6 of Part 1 - Instructions 	(If dually certified, check only one box.)	WHOLESALERS OR REGULAR DEALERS). 1.59 % (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any) 3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER, WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE 60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).

Check here if Continuation Sheets are attached.

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MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE CONTINUATION SHEET PAGE 4 OF 6

Prime Contractor	Project Description	Solicitation Number
	Airside Snow Removal Services at Baltimore/Washington	MAA-MC-22-007
P. Flanigan & Sons, Incorporated	International Thurgood Marshall And Martin State Airports	

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal <u>and</u> subgoals (if applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name:	Certification Number:	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR
SS Trucking, LLC	08-503	(STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS,
	(If dually certified, check	WHOLESALERS OR REGULAR DEALERS).
Check here if MBE	only one box.)	
firm is a subcontractor and complete in	African American-Owned	2.87 (Percentage for purposes of calculating achievement of MBE
accordance with Sections	Hispanic American- Owned	Participation goal and subgoals, if any)
6, 7, & 8 of Part 1 - Instructions. If this box is	A second s	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR
checked, complete 3.1 or	Asian American-Owned	ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER,
3.2 in Column C,	Women-Owned	WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE
whichever is appropriate.	Other MBE Classification	60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
Check here if MBE firm is the prime	()	% Total percentage of Supplies/Products
contractor, including a		
participant in a joint venture, and self-		<u>x 60%</u> (60% Rule)
performance is being counted pursuant to		% (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any)
Section 5 of Part 1 - Instructions. If this box is checked, complete 3.3 in		3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS
Column C.		PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE)
Check here if MBE firm is a third-tier contractor (if applicable).		(a)% Total percentage for self-performed items of work in which MBE is certified)
Please submit written		(b)% (Insert 50% of MBE overall goal)
documents in accordance with Section 6 of Part 1 - Instructions		(c)% (Insert subgoal for classification checked in Column 2, if applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals:
		➡ For MBE Overall goal – Use lesser of (a) or (b)
		 → For MBE Subgoal – Use lesser of (a) or (c) → If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.

Check here if Continuation Sheets are attached.

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MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE CONTINUATION SHEET PAGE <u>5</u> OF <u>6</u>

Prime Contractor	Project Description	Solicitation Number
P. Flanigan & Sons, Incorporated	Airside Snow Removal Services at Baltimore/Washington International Thurgood Marshall And Martin State Airports	MAA-MC-22-007

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal <u>and</u> subgoals (if applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name:	Certification Number:	
Tyson's Construction, LLC	12-389	3.1. <u>TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR</u> <u>(STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL</u> <u>CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS.</u>
	(If dually certified, check	WHOLESALERS OR REGULAR DEALERS).
Check here if MBE	only one box.)	
firm is a subcontractor	only one box.)	3.71 (Percentage for purposes of calculating achievement of MBE
and complete in	African American-Owned	Participation goal and subgoals, if any)
accordance with Sections	Hispanic American- Owned	Participation goal and subgoals, if any
6, 7, & 8 of Part 1 - Instructions. If this box is	A REAL PROPERTY AND A REAL	3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR
checked, complete 3.1 or	Asian American-Owned	ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER.
3.2 in Column C,	Women-Owned	WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS
whichever is appropriate.	Other MBE Classification	A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE
		60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS).
Check here if MBE	2	% Total percentage of Supplies/Products
firm is the prime contractor, including a		
participant in a joint		x 60% (60% Rule)
venture, and self-		
performance is being		% (Percentage for purposes of calculating achievement of MBE)
counted pursuant to		Participation goal and subgoals, if any)
Section 5 of Part 1 -		
Instructions. If this box is checked, complete 3.3 in		3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS
Column C.		PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE).
Check here if MBE		(a)% Total percentage for self-performed items of work in which
firm is a third-tier contractor (if applicable).		MBE is certified)
Please submit written		(b)% (Insert 50% of MBE overall goal)
documents in accordance with Section 6 of Part 1 - Instructions		(c)% (Insert subgoal for classification checked in Column 2, if applicable)
		Percentages for purposes of calculating achievement of MBE Participation goals:
		➡ For MBE Overall goal – Use lesser of (a) or (b)
		➡ For MBF Subgoal – Use lesser of (a) or (c)
		If MBE Prime is supplier, wholesaler and/or regular dealer, apply the 60% rule.

Check here if Continuation Sheets are attached.

MDOT-OP 013-2 (7/14)

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 2 – MBE PARTICIPATION SCHEDULE CONTINUATION SHEET PAGE 6 OF 6

Prime Contractor	Project Description	Solicitation Number
	Airside Snow Removal Services at Baltimore/Washington	MAA-MC-22-007
P. Flanigan & Sons, Incorporated	International Thurgood Marshall And Martin State Airports	

LIST INFORMATION FOR EACH CERTIFIED MBE PRIME OR MBE SUBCONTRACTOR YOU AGREE TO USE TO ACHIEVE THE MBE PARTICIPATION GOAL AND SUBGOALS, IF ANY. NOTE INSTRUCTIONS IN EACH COLUMN.

COLUMN 1	COLUMN 2	COLUMN 3 Unless the bidder/offeror requested a waiver in MDOT MBE Form A – State Funded Contracts for this solicitation, the cumulative MBE participation for all MBE firms listed herein must equal at least the MBE participation goal <u>and</u> subgoals (if applicable) set forth in Form A.
NAME OF MBE PRIME OR MBE SUBCONTRACTOR AND TIER	CERTIFICATION NO. AND MBE CLASSIFICATION	FOR PURPOSES OF ACHIEVING THE MBE PARTICIPATION GOAL AND SUBGOALS, refer to Sections 5 through 8 in Part 1 - Instructions. State the percentage amount of the products/services in Line 3.1, except for those products or services where the MBE firm is being used as a wholesaler, supplier, or regular dealer. For items of work where the MBE firm is being used as a supplier, wholesaler and/or regular dealer, complete Line 3.2 using the 60% Rule. For items of work where the MBE firm is the prime, complete Line 3.3.
MBE Name: Machado Construction Company, Inc. Company, Inc. MBE firm is a subcontractor and complete in accordance with Sections 6, 7, & 8 of Part 1 - Instructions. If this box is checked, complete 3.1 or 3.2 in Column C, whichever is appropriate. Check here if MBE firm is the prime contractor, including a participant in a joint venture, and self- performance is being counted pursuant to Section 5 of Part 1 - Instructions. If this box is checked, complete 3.3 in Column C. Check here if MBE firm is a third-tier contractor (if applicable). Please submit written documents in accordance with Section 6 of Part 1 -	Certification Number: 88-187 (If dually certified, check only one box.) African American-Owned African American-Owned Asian American-Owned Women-Owned Other MBE Classification	3.1. TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE- EXCLUDING PRODUCTS/SERVICES FROM SUPPLIERS, WHOLESALERS OR REGULAR DEALERS). 7.42 % (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any) 3.2 TOTAL PERCENTAGE TO BE PAID TO THE SUBCONTRACTOR FOR ITEMS OF WORK WHERE THE MBE FIRM IS BEING USED AS A SUPPLIER, WHOLESALER AND/OR REGULAR DEALER) (STATE THE PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE AND THEN APPLY THE 60% RULE PER SECTION 7(E) IN PART 1 - INSTRUCTIONS). % Total percentage of Supplies/Products x 60% (60% Rule) % (Percentage for purposes of calculating achievement of MBE Participation goal and subgoals, if any) 3.3. TOTAL PERCENTAGE TO BE PAID TO MBE PRIME FOR WORK THAT CAN BE COUNTED AS MBE SELF-PERFORMANCE (STATE THIS PERCENTAGE AS A PERCENTAGE OF THE TOTAL CONTRACT VALUE) (a)% Total percentage for self-performed items of work in which MBE is certified) % Total percentage for self-performed items of work in which MBE is certified) (b)% (Insert 50% of MBE overall goal) (c)% (Insert subgoal for classification checked in Column 2, if
documents in accordance		

Check here if Continuation Sheets are attached.

MDOT-OP 013-2 (7/14)

MDOT MBE FORM B STATE-FUNDED CONTRACTS PART 3 – CERTIFICATION FOR MBE PARTICIPATION SCHEDULE

PARTS 2 AND 3 MUST BE INCLUDED WITH THE BID/PROPOSAL AS DIRECTED IN THE INVITATION TO BID/ REQUEST FOR PROPOSALS.

I hereby affirm that I have reviewed the Products and Services Description (specific product that a firm is certified to provide or areas of work that a firm is certified to perform) set forth in the MDOT MBE Directory for each of the MBE firms listed in Part 2 of this MBE Form B for purposes of achieving the MBE participation goals and subgoals that were identified in the MBE Form A that I submitted with this solicitation, and that the MBE firms listed are only performing those products/services/areas of work for which they are certified. I also hereby affirm that I have read and understand the form instructions set forth in Part 1 of this MBE Form B.

The undersigned Prime Contractor hereby certifies and agrees that they have fully complied with the State Minority Business Enterprise law, State Finance and Procurement Article §14-308(a)(2), Annotated Code of Maryland which provides that, except as otherwise provided by law, a contractor may not identify a certified minority business enterprise in a bid or proposal and:

(1) fail to request, receive, or otherwise obtain authorization from the certified minority business enterprise to identify the certified minority business enterprise in its bid or proposal;

(2) fail to notify the certified minority business enterprise before execution of the contract of its inclusion of the bid or proposal;

(3) fail to use the certified minority business enterprise in the performance of the contract; or

(4) pay the certified minority business enterprise solely for the use of its name in the bid or proposal.

I solemnly affirm under the penalties of perjury that the contents of Parts 2 and 3 of MDOT MBE Form B are true to the best of my knowledge, information and belief.

P. Flanigan & Sons, Incorporated Company Name

2444 Loch Raven Road

Baltimore, MD 21218

City, State and Zip Code

Address

Signature of Representative

Thomas A. Williams, Vice President Printed Name and Title

April 22, 2021

Date

MDOT-OP 013-2 (7/14)

SECTION P

BID

BID OF	Aero S	Snow Removal, LLC.	
ADDRESS	165 Car	ntiague Rock Road, Westbury, NY 11590	
TELEPHONE		516.266.7509	
FACSIMILE NUME	BER	516.767.9200	
E-MAIL ADDRES	SS .	emcdonald@aerooperating.com	
MADE THIS	22n	d DAY	OF_April
BID GUARANTY		Five percent (5%) of the	e total contract price.
TIME OF COMPL	ETION		See TP-1.04 Duration
LIQUIDATED DA	MAGES	PER	N/A
BIDS ARE IRREV	OCABLE	E FOR 90 DAYS FOLLOWING BID OPEN	VING
		PARTMENT OF TRANSPORTATION	
		ADMINISTRATION BALTIMORE/WASH GOOD MARSHALL AND MARTIN STAT	
GENTLEMEN:			
The undersigned h	ereby decl	lares to have carefully examined the Specifi	cations entitled: Maryland Department

of Transportation, Maryland Aviation Administration, Contract No. MAA-MC-22-007, Airside Snow Removal Services at Baltimore/Washington International Thurgood Marshall Airport (BWI Thurgood Marshall) and Martin State (MTN) Airports, dated March 2021.

The undersigned proposes and agrees to furnish all labor, materials, equipment and services necessary for the above-said project for the Maryland Aviation Administration in accordance with the Specifications and other Contract Documents including all Addenda at and for the following price(s):

Bidders shall submit positive unit price amounts or a bid of zero on the Bid form only. No negative unit price amounts shall be accepted as responsive bids.

Section I - First Year Costs at BWI Thurgood Marshall

Item No.	Description	Unit Cost	x	Frequency (Months)	=.	Annual Cost
1	Seasonal Management Fee	\$ 997,152	x	5	=	\$4,985,760

Part I - Seasonal Management Fee (Per TP-1.22)

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	X	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 8,220	x	3	-	\$ 24,660
2	Level 1 Call-Out Fee	Per Event	\$ 15,634	x	3	=	\$ 46,902
3	Level 2 Call-Out Fee	Per Event	\$ 22,209	x	3	=	\$ 66,627
4	Level 3 Call-Out Fee	Per Event	\$ 41,968	x	1	=	\$ 41,968
		•		Tota	l - Part II	. ≐ .	\$ 180,157

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No,	Description	Daily Rate (Per Employee)	X .	Number of Employees	;=.	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 4,900	x	12	=	\$ 58,800
		Tot	al -	Part III	· =	\$ 58,800

<u>Part IV</u> - Labor Rates for Operating Administration-Owned Equipment (Per TP-1.12, TP-1.22)

Item No.	Description	Unit Cost	X	Frequency (Hours)	=	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 69	x	672	=	\$ 46,368

Item No.	ſ	Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Loader, Rubber Tire with Contractor-Supplied:						
	a.	Snow Plow/Blade: 20 ft.	\$ 69	x	5,040	=	\$ 347,760
	b.	Snow Plow/Blade: 30 ft.	\$ 69	x	672	=	\$ 46,368
2	L	oader, Rubber Tire with Bucket		•	· · · · · · · · · · · · · · · · · · ·		······································
	a.	4 Cubic Yard	\$ 67	x	840	=	\$ 56,280
	b.	6 Cubic Yard	\$ 67	x	3,024	=	\$ 202,608
3	Bobcat with Contractor-Supplied:				· . · · · · · · · · · · · · · · · · · ·		•
	a.	Bobcat Only	\$ 59	x	1,512	П	\$ 89,208
	b.	Snow Plow/Blade: 10 ft.	\$ 59	x	336	=	\$ 19,824
4	Grader		\$ 134	x	168	=	\$ 22,512
5	Gradall		\$ 134	x	168	=	\$ 22,512
6	12 Yard Dump Truck		\$ 79	x	672	=	\$ 53,088
7	Ti	ractor for Administration Owned Snow Melters	\$ 80	x	1,680	=	\$ 134,400
8		lechanic Services (Including Mechanic, Helper and lechanic's Service Truck)	\$ 73	x	672	=	\$ 49,056
9	S	upervisor (All, Including Supervisor's Vehicle)	\$ 69	x	3,528	=	\$ 243,432
10	G	eneral Laborer	\$ 60	x	1,512	=	\$ 90,720
		Total - Part VI					\$ 1.377,768

Part V - Operating Rates for Labor and Equipment (Per TP-1.09, TP-1.11, TP-1.14, TP-1.22)

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section I - First Year

\$ 6,648,853

(Total Part I plus Part II plus Part III plus Part IV plus Part V)

Section II - Second Year Costs at BWI Thurgood Marshall

Item No.	Description	Unit Cost	x	Frequency (Months)	11	Annual Cost
1	Seasonal Management Fee	\$ 997,152	x	5	=	\$ 4,985,760

Part I - Seasonal Management Fee (Per TP-1.22)

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	X -	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 8,220	x	3	=	\$ 24,660
2	Level 1 Call-Out Fee	Per Event	\$ 15,634	x	3	II	\$ 46,902
3	Level 2 Call-Out Fee	Per Event	\$ 22,209	x	3	=	\$ 66,627
4	Level 3 Call-Out Fee	Per Event	\$ 41,968	x	1	=	\$ 41,968
			· · · · · · · · · · · · · · · · · · ·	Tota	l - Part II	П.	\$ 180, 157

<u>Part III</u> - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	Daily Rate (Per Employce)	x	Number of Employees	=	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 4,900	x	12	1	\$ 58,800
		Tot	al - 1	Part III	=	\$ 58,800

Item No.	Description	Unit Cost	X	Frequency (Hours)		Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 69	x	672	=	\$ 46,368

Item No.		Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	L	oader, Rubber Tire with Contractor-Supplied:					
	а.	Snow Plow/Blade: 20 ft.	\$ 69	x	5,040	=	\$ 347,760
	b.	Snow Plow/Blade: 30 ft.	\$ 69	x	672	=	\$ 46,368
2	L	oader, Rubber Tire with Bucket				.	
	а,	4 Cubic Yard	\$ 67	x	840	=	\$ 56,280
	b.	6 Cubic Yard	\$ 67	x	3,024	=	\$ 202,608
3	В	obcat with Contractor-Supplied:					• • • • • • • • • • • • • • • • • • •
	a.	Bobcat Only	\$ 59	x	1,512	=	\$ 89,208
	Ъ.	Snow Plow/Blade: 10 ft.	\$ 59	x	336	=	\$ 19,824
4	G	rader	\$ 134	x	168	=	\$ 22,512
5	G	radall	\$ 134	x	168	=	\$ 22,512
6	12	? Yard Dump Truck	\$ 79	x	672	=	\$ 53,088
7	T	ractor for Administration Owned Snow Melters	\$ 80	x	1,680	=	\$ 134,400
8		echanic Services (Including Mechanic, Helper and echanic's Service Truck)	\$ 73	x	672	=	\$ 49,056
9	S	pervisor (All, Including Supervisor's Vehicle)	\$ 69	x	3,528	=	\$ 243,432
10	G	eneral Laborer	\$ 60	x	1,512	=	\$ 90,720
				Fotal	- Part VI	=	\$ 1,377,768

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section II - Second Year

\$ 6,648,853

(Total <u>Part I</u> plus <u>Part II</u> plus <u>Part III</u> plus <u>Part IV</u> plus <u>Part V</u>)

Section III - Third Year Costs at BWI Thurgood Marshall

Item No.	Description	Unit Cost	x	Frequency (Months)	=	Annual Cost
1	Seasonal Management Fee	\$ 997,152	X	5	=	\$ 4,985,760

Part I - Seasonal Management Fee (Per TP-1.22)

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	X	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 8,220	x	3	=	\$ 24,660
2	Level 1 Call-Out Fee	Per Event	\$ 15,634	x	3	=	\$ 46,902
3	Level 2 Call-Out Fee	Per Event	\$ 22,209	x	3	=	\$ 66,627
4	Level 3 Call-Out Fee	Per Event	\$ 41,968	x	1	=	\$ 41,968
	adame water.			Tota	l - Part II	=	\$ 180,157

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	Daily Rate (Per Employee)	x	Number of Employees	U	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 4,900	x	12	1	\$ 58,800
		Tot	al - 1	Part III	=	\$

Item No.	Description	Unit Cost	x	Frequency (Hours)	=	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 69	x	672	11	\$ 46,368

Item No.		Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Loa	der, Rubber Tire with Contractor-Supplied:					· ·
	а.	Suow Plow/Blade: 20 ft.	\$ 69	x	5,040	=	\$ 347,760
	b.	Snow Plow/Blade: 30 ft.	\$ 69	x	672	=	\$ 46,368
2	Loa	der, Rubber Tire with Bucket			Lu		· · · · · · · · · · · · · · · · · · ·
	a.	4 Cubic Yard	\$ 67	x	840	=	\$ 56,280
	b.	6 Cubic Yard	\$ 67	x	3,024	==	\$ 202,608
3	Bob	ocat with Contractor-Supplied:					
	a.	Bobcat Only	\$ 59	x	1,512	_	\$ 89,208
	b.	Snow Plow/Blade: 10 ft.	\$ 59	x	336	=	\$ 19,824
4	Gra	der	\$ 134	x	168	=	\$ 22,512
5	Gra	dall	\$ 134	X	168	=	\$ 22,512
6	12 \	Yard Dump Truck	\$ 79	x	672	=	\$ 53,088
7	Trac	ctor for Administration Owned Snow Melters	\$ 80	x	1,680	11	\$ 134,400
8		chanic Scrvices (Including Mechanic, Helper and chanic's Service Truck)	\$ 73	x	672	=	\$ 49,056
9	Sup	ervisor (All, Including Supervisor's Vehicle)	\$ 69	x	3,528	н	\$ 243,432
10	Gen	eral Laborer	\$ 60	x	1,512	=	\$ 90,720
]	Fotal	- Part VI	.=	\$ 1,377,768

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section III - Third Year

\$ 6,648,853

(Total Part 1 plus Part II plus Part III plus Part 1V plus Part V)

Section IV - Fourth Year Costs at BWI Thurgood Marshall

Item No.	Description	Unit Cost	x	Frequency (Months)	=	Annual Cost
1	Seasonal Management Fee	\$ 997,152	х	5	li	\$ 4,985,760

Part I - Seasonal Management Fee (Per TP-1.22)

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	X	Frequency (Events)	-	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 8,220	x	3	=	\$ 24,660
2	Level 1 Call-Out Fee	Per Event	\$ 15,634	x	3	11	\$ 46,902
3	Level 2 Call-Out Fee	Per Event	\$ 22,209	x	3	=	\$ 66,627
4	Level 3 Call-Out Fee	Per Event	\$ 41,968	x	1		\$ 41,968
				Tota	l - Part II	II	\$ 180,157

<u>Part III</u> - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	Daily Rate (Pcr Employee)	x	Number of Employees	-	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 4,900	x	12	Ħ	\$ 58,800
		Tot	al -	Part III	H	\$ 58,800

Item No.	Description	Unit Cost	x	Frequency (Hours)	Ŧ	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 69	x	672	-	\$ 46,368

Item No,		Description	Hourly Rate	X	Frequency (Hours)	=	Annual Cost	
1	L	oader, Rubber Tire with Contractor-Supplied:						
	a.	Snow Plow/Blade: 20 ft.	\$ 69	x	5,040	=	\$ 347,760	
	b.	Snow Plow/Blade: 30 ft.	\$ 69	x	672	=	\$ 46,368	
2	L	oader, Rubber Tire with Bucket						
	a.	4 Cubic Yard	\$ 67	x	840	=	\$ 56,280	
	b.	6 Cubic Yard	\$ 67	x	3,024	=	\$ 202,608	
3	В	obcat with Contractor-Supplied:						
	a,	Bobcat Only	\$ 59	x	1,512	Ŧ	\$ 89,208	
	b.	Snow Plow/Blade: 10 ft.	\$ 59	x	336	=	\$ 19,824	
4	G	rader	\$ 134	x	168	=	\$ 22,512	
5	G	radall	\$ 134	x	168	=	\$ 22,512	
6	12	2 Yard Dump Truck	\$ 79	x	672	=	\$ 53,088	
7	Т	ractor for Administration Owned Snow Melters	\$ 80	x	1,680	=	\$ 134,400	
8		echanic Services (Including Mechanic, Helper and lechanic's Service Truck)	\$ 73	x	672	=	\$ 49,056	
9	Sı	pervisor (All, Including Supervisor's Vehicle)	\$ 69	x	3,528	=	\$ 243,432	
10	G	eneral Laborer	\$ 60	x	1,512	=	\$ 90,720	
				Total	- Part VI	=	\$ 1,377,768	

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section IV - Fourth Year

\$ 6,648,853

(Total Part I plus Part II plus Part III plus Part IV plus Part V)

Section V - Fifth Year Costs at BWI Thurgood Marshall

Item No.	Description	Unit Cost	x	Frequency (Months)	=	Annual Cost
1	Seasonal Management Fee	\$ 997,152	X	5	=	\$ 4,985,760

Part I - Seasonal Management Fee (Per TP-1.22)

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 8,220	x	3	=	\$ 24,660
2	Level 1 Call-Out Fee	Per Event	\$ 15,634	x	3	=	\$ 46,902
3	Level 2 Call-Out Fee	Per Event	\$ 22,209	x	3	=	\$ 66,627
4	Level 3 Call-Out Fee	Per Event	\$ 41,968	x	1	=	\$ 41,968
				Tota	l - Part II	=	\$ 180,157

Part III - Daily Training Rate (Per TP-1.10 and TP-1.22)

Item No.	Description	Daily Rate (Per Employee)	x	Number of Employees	=	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 4,900	x	12	II	\$ 58,800
		Tot	al -	Part III	Î.	\$ 58,800

Item No.	Description	Unit Cost	x	Frequency (Hours)	II.	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 69	x	672	÷	\$ 46,368

Item No.		Description	Hourly Rate	x	Frequency (Hours)	. ==	Annual Cost	
1	L	oader, Rubber Tire with Contractor-Supplied:					• • • • • • • • • • • • • • • • • • •	
	a.	Snow Plow/Blade: 20 ft.	\$ 69	x	5,040	=	\$ 347,760	
	Ъ.	Snow Plow/Blade: 30 ft.	\$ 69	x	672	=	\$ 46,368	
2	L	oader, Rubber Tire with Bucket						
	a.	4 Cubic Yard	\$ 67	x	840	=	\$ 56,280	
	b.	6 Cubic Yard	\$ 67	x	3,024	=	\$ 202,608	
3	Bobcat with Contractor-Supplied:					• • • • • •	•	
	а.	Bobcat Only	\$ 59	x	1,512	=	\$ 89,208	
	Ъ.	Snow Plow/Blade: 10 ft.	\$ 59	x	336	=	\$ 19,824	
4	G	rader	\$ 134	x	168	=	\$ 22,512	
5	G	radall	\$ 134	x	168	=	\$ 22,512	
6	12	2 Yard Dump Truck	\$ 79	x	672	=	\$ 53,088	
7	Tı	ractor for Administration Owned Snow Melters	\$ 80	x	1,680		\$ 134,400	
8		lechanic Services (Including Mechanic, Helper and lechanic's Service Truck)	\$ 73	x	672	Ħ	\$ 49,056	
9	Sı	pervisor (All, Including Supervisor's Vehicle)	\$ 69	x	3,528	=	\$ 243,432	
10	G	eneral Laborer	\$ 60	x	1,512	=	\$ 90,720	
				Fotal	- Part VI		\$ 1,377,768	

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section V - Fifth Year

\$ 6,648,853

(Total Part I plus Part II plus Part III plus Part IV plus Part V)

MARTIN STATE (MTN) AIRPORT

Section VI - First Year Costs at MTN (Per TP-2)

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 994	x	3	II	\$ 2,982
2	Level 2 Call-Out Fee	Per Event	\$ 1,967	x	3	#	\$ 5,901
3	Level 3 Call-Out Fee	Per Event	\$ 5,891	x	1	1	\$ 5,891
				Tot	al - Part I		\$ 14,774

Part II - Operating Rates for Labor and Equipment

Item No.	Description	Hourly Rate	X	Frequency (Hours)	=	Annual Cost
1	Tri-Axle Dump	\$ 129	x	96	=	\$ 12,384
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 145	x	3,360	=	\$ 487,200
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 249	x	3,360	=	\$ 836,640
4	Gradall	\$ 289	x	48	=	\$ 13,872
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 109	x	336	=	\$ 33,624
6	On-Site Mechanic and Mechanic's Truck	\$ 169	x	20	=	\$ 3380
		*	Tota	l - Part II	H	\$ 1,390,100

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section VI - First Year

\$ 1,404,874

Section VII - Second Year Costs at MTN (Per TP-2)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	₩.	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 994	x	3	1	\$ 2,982
2	Level 2 Call-Out Fee	Per Event	\$ 1,967	x	3	=	\$ 5,901
3	Level 3 Call-Out Fee	Per Event	\$ 5,891	x	1	=	\$ 5,891
	ge de la constante de la const			Tot	al - Part I	=	\$ 14,774

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No.	Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Tri-Axle Dump	\$ 129	x	96	Н	\$ 12,384
. 2	Skid Steer with 2 Cubic Yard Bucket:	\$ 145	x	3,360	=	\$ 487,200
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 249	x	3,360	=	\$ 836,640
4	Gradall	\$ 289	x	48	=	\$ 13,872
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 109	x	336	=	\$ 36,624
6	On-Site Mechanic and Mechanic's Truck	\$ 169	x	20	=	\$ 3,380
			Tota	l - Part II	=	\$ 1,390,100

Total Section VII - Second Year \$1,404,874

Section VIII - Third Year Costs at MTN (Per TP-2)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	11	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 994	x	3	ł	\$ 2,982
2	Level 2 Call-Out Fee	Per Event	\$ 1,967	x	3	ŧ	\$ 5,901
3	Level 3 Call-Out Fee	Per Event	\$ 5,891	x	1	=	\$ 5,891
			-	Tot	al - Part I	=	\$ 14,774

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No.	Description	Hourly Rate	x	Frequency (Hours)	1	Annual Cost
1	Tri-Axle Dump	\$ 129	x	96	=	\$ 12,384
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 145	x	3,360	1	\$ 487,200
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 249	x	3,360	=	\$ 836,640
4	Gradall	\$ 289	x	48	Ħ	\$ 13,624
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 109	x	336	===	\$ 36,624
6	On-Site Mechanic and Mechanic's Truck	\$ 169	x	20	=	\$ 3,380
			Tota	l - Part II	-	\$ 1,390,100

Total Section VIII - Third Year <u>\$1,404,874</u>

Section IX - Fourth Year Costs at MTN (Per TP-2)

Item No.	Description	Unit Type	Unit Cost		Frequency (Events)	. 11	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 994	x	3	=	\$ 2,982
2	Level 2 Call-Out Fee	Per Event	\$ 1,967	x	3		\$ 5,901
3	Level 3 Call-Out Fee	Per Event	\$ 5,891	x	1	=	\$ 5,891
				Tot	al - Part I	=	\$ 14,774

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No,	Description	Hourly Rate	x	Frequency (Hours)	H.	Annual Cost
1	Tri-Axle Dump	\$ 129	x	96	=	\$ 12,384
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 145	X	3,360	=	\$ 487,200
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 249	x	3,360	=	\$ 836,640
4	Gradall	\$ 289	X	48	=	\$ 13,872
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 109	x	336	=	\$ 36,624
6	On-Site Mechanic and Mechanic's Truck	\$ 169	x	20	±	\$ 3,380
			Tota	l - Paet II	-	\$ 1,390,100

Total Section IX - Fourth Year

\$1,404,874

Section XI - Extra Work. Labor and Equipment Allowances (Per TP-1.23)

Item No.	Description		Total Amount
1	Extra Work, Labor and Equipment Allowance - BWI Thurgood Marshall	=	\$ 5,000,000.00
2	Administration Owned Snow Melter Maintenance and Parts Allowance	=	\$ 500,000.00
3	Extra Work, Labor and Equipment Allowance - MTN	=	\$ 250,000.00
	Total - Section XI	. =	\$ 5,750,000.00

The Extra Work, Labor and Equipment Allowances are per <u>TP-1.23</u>. The dollar amounts for the Extra Work, Labor and Equipment Allowances are not guaranteed payments to the Contractor. The funds are intended to give the Administration spending flexibility for work over and above the routine scope of work outlined in the technical provisions of the contract for growth of BWI Marshall passenger counts and increased usage of facilities, as well as non-routine, unexpected and emergency expenses.

Section XII - Total Contract Cost		\$46,018,635
(Total Section 1 through XI)		
TOTAL CONTRACT COST	Forty six million eighteen thousa	and six hundred and thirty five
DOLLARS AND	CENTS.	(\$ 46,018,635

The contract shall be awarded to the responsible bidder that submits the lowest responsive bid based upon the specifications.

The foregoing prices include and cover the furnishing of all vendor/subcontractor labor and material, mark-up, overhead, profit, delivery, storage, burden, installation, equipment, tools, insurance, and all similar incidental costs to complete each individual task, as set forth, described, and shown in the Specifications and other Contract Documents. Total Contract Cost listed above is the maximum spending authority for this contract and is subject to approval by the Maryland Board of Public Works. It should be noted, however, Administration spending authority for the contract is subject to fiscal year appropriations as approved by the Governor and the State Legislature and may be funded at less than the full contract value.

Each and every person bidding and named above must sign here. In case of firm, give the first and last name of each member in full with residence.

In case a bid shall be submitted by or on behalf of any corporation it must be signed in the name of such corporation by an authorized officer, or agent thereof, who shall also subscribe his name and office. The seal of the corporation shall be fixed.

IN WITNESS WHEREOF:

Sheiter Restric Kleman.

Aero Snow Removal, LLC.

Contractor

12/21

ву:

Signature

Ed McDonald

Name of Point of Contact

Ed McDonald

Printed or Typed

516.266.7509

Phone Number of Point of Contact

Vice President - Aviation Sales

Title

emcdonald@aerooperating.com

E-Mail Address of Point of Contact

82-3597941

Federal Tax Identification Number or Social Security Number

Vice President - Aviation Sales

Title of Point of Contact

SECTION P

BID OF	Anglin Civil, LLC	
ADDRESS	13000 Newburgh Road, Livonia, MI 48150	
TELEPHONE	(734) 464-2600	
FACSIMILE NUM	BER <u>N/A</u>	
E-MAIL ADDRE	SS montana@anglincivil.com	<u> </u>
MADE THIS S	xteenth DAY OF_April	
BID GUARANT	Five percent (5%) of the total contract price	•
TIME OF COMP	LETION See TP-1.04 Dur	ation
LIQUIDATED D	AMAGES PER N/A	
BIDS ARE IRRE	VOCABLE FOR 90 DAYS FOLLOWING BID OPENING	
MARYLAND AV	AND DEPARTMENT OF TRANSPORTATION IATION ADMINISTRATION BALTIMORE/WASHINGTON L THURGOOD MARSHALL AND MARTIN STATE AIRPORTS	

GENTLEMEN:

The undersigned hereby declares to have carefully examined the Specifications entitled: Maryland Department of Transportation, Maryland Aviation Administration, **Contract No. MAA-MC-22-007**, **Airside Snow Removal Services at Baltimore/Washington International Thurgood Marshall Airport (BWI Thurgood Marshall) and Martin State (MTN) Airports, dated March 2021**.

The undersigned proposes and agrees to furnish all labor, materials, equipment and services necessary for the above-said project for the Maryland Aviation Administration in accordance with the Specifications and other Contract Documents including all Addenda at and for the following price(s):

Bidders shall submit positive unit price amounts or a bid of zero on the Bid form only. No negative unit price amounts shall be accepted as responsive bids.

Section I - First Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	I	Annual Cost
1	Seasonal Management Fee	\$ 98,000.00	x	5		\$ 490,000.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	I	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 2,500.00	X	3	=	\$ 7,500.00
2	Level 1 Call-Out Fee	Per Event	\$ 5,000.00	x	3	=	\$ 15,000.00
3	Level 2 Call-Out Fee	Per Event	\$ 5,000.00	x	3	=	\$ 15,000.00
4	Level 3 Call-Out Fee	Per Event	\$ 5,000.00	x	1	=	\$ 5,000.00
				Tota	l - Part II	=	\$ 42,500.00

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	Daily Rate (Per Employee)	x	Number of Employees	II	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 500.00	х	12	=	\$ 6,000.00
		Το	tal - I	Part III	=	\$ 6,000.00

Item No.	Description	Unit Cost	x	Frequency (Hours)	=	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 75.00	X	672	=	\$ 50,400.00

Item No.		Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Loa	der, Rubber Tire with Contractor-Supplied:					
	a.	Snow Plow/Blade: 20 ft.	\$ 260.00	x	5,040	=	\$1,310,400.00
	b.	Snow Plow/Blade: 30 ft.	\$290.00	x	672		\$194,880.00
2	Loa	der, Rubber Tire with Bucket					
	a.	4 Cubic Yard	\$245.00	x	840	=	\$ 205,800.00
	b.	6 Cubic Yard	\$265.00	x	3,024	=	\$801,360.00
3	Bot	beat with Contractor-Supplied:					
	a.	Bobcat Only	\$ 155.00	x	1,512	=	\$ 234,360.00
	b.	Snow Plow/Blade: 10 ft.	\$ 170.00	x	336	=	\$ 57,120.00
4	Gra	ıder	\$ 125.00	x	168	=	\$ 21,000.00
5	Gra	ıdall	\$ 125.00	x	168		\$ 21,000.00
6	12	Yard Dump Truck	\$ 150.00	x	672	=	\$ 100,800.00
7	Tra	ector for Administration Owned Snow Melters	\$ 125.00	X	1,680	=	\$ 210,000.00
8		chanic Services (Including Mechanic, Helper and chanic's Service Truck)	\$ 150.00	x	672	=	\$ 100,800.00
9	Sup	pervisor (All, Including Supervisor's Vehicle)	\$ 125.00	X	3,528	=	\$ 441,000.00
10	Ger	neral Laborer	\$ 62.00	X	1,512	=	\$ 93,744.00
			 	Total	- Part VI	=	\$3,792,264.00

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

\$ 4,381,164.00

Total Section I - First Year (Total <u>Part I</u> plus <u>Part II</u> plus <u>Part IV</u> plus <u>Part V</u>)

Section II - Second Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	-	Annual Cost
1	Seasonal Management Fee	\$ 98,000.00	x	5	=	\$ 490,000.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 2,500.00	х	3	II.	\$ 7,500.00
2	Level 1 Call-Out Fee	Per Event	\$ 5,000.00	x	3	=	\$ 15,000.00
3	Level 2 Call-Out Fee	Per Event	\$ 5,000.00	x	3	=	\$ 15,000.00
4	Level 3 Call-Out Fee	Per Event	\$ 5,000.00	X	1	=	\$ 5,000.00
				Tota	l - Part II	=	\$ 42,500.00

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	Daily Rate (Per Employee)	x	Number of Employees	=	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 500.00	x	12	=	\$ 6,000.00
		То	tal -	Part III	=	\$ 6,000.00

Item No.	Description	Unit Cost	x	Frequency (Hours)	=	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 75.00	X	672	=	\$ 50,400.00

Item No.		Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Loader, I	Rubber Tire with Contractor-Supplied:					
	a.	Snow Plow/Blade: 20 ft.	\$ 260.00	x	5,040	=	\$ 1,310,400.00
	b.	Snow Plow/Blade: 30 ft.	\$ 290.00	x	672	=	\$ 194,880.00
2	Loader, I	Rubber Tire with Bucket					÷
	a.	4 Cubic Yard	\$ 245.00	x	840	1	\$ 205,800.00
	b.	6 Cubic Yard	\$ 265.00	x	3,024	н	\$ 801,360.00
3	Bobcat w	vith Contractor-Supplied:					
	a.	Bobcat Only	\$ 155.00	x	1,512	=	\$234,360.00
	b.	Snow Plow/Blade: 10 ft.	\$ 170.00	x	336		\$ 57,120.00
4	Grader		\$ 125.00	x	168	=	\$ 21,000.00
5	Gradall		\$ 125.00	х	168	=	\$ 21,000.00
6	12 Yard	Dump Truck	\$ 150.00	X	672	=	\$ 100,800.00
7	Tractor f	or Administration Owned Snow Melters	\$ 125.00	Х	1,680	=	\$ 210,000.00
8	and the second second second second	c Services (Including Mechanic, Helper and c's Service Truck)	\$ 150.00	x	672	=	\$ 100,800.00
9	Supervis	or (All, Including Supervisor's Vehicle)	\$ 125.00	X	3,528	н	\$ 441,000.00
10	General	Laborer	\$ 62.00	X	1,512	=	\$ 93,744.00
				Total	- Part VI	=	\$ 3,792,264.00

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section II - Second Year

\$ 4,381,164.00

(Total Part I plus Part II plus Part III plus Part IV plus Part V)

Section III - Third Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	=	Annual Cost
1	Seasonal Management Fee	\$ 98,980.00	x	5	=	\$ 494,900.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 2,525.00	x	3	=	\$ 15,150.00
2	Level 1 Call-Out Fee	Per Event	\$5,050.00	x	3	=	\$ 15,150.00
3	Level 2 Call-Out Fee	Per Event	\$5,050.00	x	3	=	\$ 15,150.00
4	Level 3 Call-Out Fee	Per Event	\$5,050.00	x	1	-	\$ 5,050.00
				Tota	l - Part II	=	\$ 4 2,925.00

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	Daily Rate (Per Employee)	x	Number of Employees	=	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 505.00	x	12	=	\$ 6,060.00
		То	tal - I	Part III	=	\$ 6,060.00

Item No.	Description	Unit Cost	x	Frequency (Hours)	=	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 75.75	X	672	=	\$ 50,904.00

Item No.		Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Load	er, Rubber Tire with Contractor-Supplied:					
	a.	Snow Plow/Blade: 20 ft.	\$ 262.60	x	5,040	0=0	\$ 1,323,504.00
	b.	Snow Plow/Blade: 30 ft.	\$ 292.90	x	672	=	\$ 196,828.80
2	Load	er, Rubber Tire with Bucket					
	a.	4 Cubic Yard	\$ 247.45	x	840	=	\$ 207,858.00
	b.	6 Cubic Yard	\$ 267.65	x	3,024	=	\$ 809,373.60
3	Bobc	at with Contractor-Supplied:					
	a.	Bobcat Only	\$ 156.55	x	1,512	=	\$ 236,703.60
	b.	Snow Plow/Blade: 10 ft.	\$ 171.70	x	336	=	\$ 57,691.20
4	Grade	er	\$ 126.25	x	168	=	\$ 21,210.00
5	Grada	all	\$ 126.25	x	168	#	\$ 21,210.00
6	12 Ya	ard Dump Truck	\$ 151.50	x	672	=	\$ 101,808.00
7	Tract	tor for Administration Owned Snow Melters	\$ 126.25	x	1,680	=	\$ 212,100.00
8		nanic Services (Including Mechanic, Helper and nanic's Service Truck)	\$ 151.50	x	672	=	\$ 101,808.00
9	Super	rvisor (All, Including Supervisor's Vehicle)	\$ 126.25	X	3,528	-	\$ 445,410.00
10	Gene	eral Laborer	\$ 62.62	X	1,512	=	\$ 94,681.44
			2	Total	- Part VI	=	\$ 3,830,186.64

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section III - Third Year

\$ 4,424,975.64

(Total <u>Part I</u> plus <u>Part II</u> plus <u>Part III</u> plus <u>Part IV</u> plus <u>Part V</u>)

Section IV - Fourth Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	=	Annual Cost
1	Seasonal Management Fee	\$ 99,960.00	х	5	=	\$ 499,800.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 2,550.00	x	3	=	\$ 7,650.00
2	Level 1 Call-Out Fee	Per Event	\$ 5,100.00	x	3	=	\$ 15,300.00
3	Level 2 Call-Out Fee	Per Event	\$ 5,100.00	x	3	H	\$ 15,300.00
4	Level 3 Call-Out Fee	Per Event	\$ 5,100.00	x	1	п	\$ 5,100.00
				Tota	l - Part II	=	\$ 43,350.00

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	Daily Rate (Per Employee)	x	Number of Employees	=	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 510.00	x	12	=	\$ 6,120.00
		То	tal -	Part III	=	\$ 6,120.00

Item No.	Description	Unit Cost	x	Frequency (Hours)	=	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 76.50	X	672	=	\$ 51,408.00

Item No.		Description	Hourly Rate	x	Frequency (Hours)		Annual Cost	
1	Loader, l	Rubber Tire with Contractor-Supplied:						
	a.	Snow Plow/Blade: 20 ft.	\$ 265.20	X	5,040	=	\$ 1,336,608.00	
	b.	Snow Plow/Blade: 30 ft.	\$ 295.80	x	672	=	\$ 198,777.60	
2	Loader, l	Rubber Tire with Bucket					N	
	a.	4 Cubic Yard	\$ 249.90	x	840	=	\$ 209,916.00	
	b.	6 Cubic Yard	\$ 270.30	x	3,024	=	\$ 817,387.20	
3	Bobcat v	vith Contractor-Supplied:						
	a.	Bobcat Only	\$ 158.10	x	1,512	=	\$ 239,047.20	
	b.	Snow Plow/Blade: 10 ft.	\$ 173.40	x	336	=	\$ 58,262.40	
4	Grader		\$ 127.50	x	168	=	\$ 21,420.00	
5	Gradall		\$ 127.50	x	168	=	\$ 21,420.00	
6	12 Yard	Dump Truck	\$ 153.00	X	672	=	\$ 102,816.00	
7	Tractor f	for Administration Owned Snow Melters	\$ 127.50	x	1,680	=	\$ 214,200.00	
8	a strate and the second second	c Services (Including Mechanic, Helper and c's Service Truck)	\$ 133.00	x	672	=	\$ 102,816.00	
9	Supervis	or (All, Including Supervisor's Vehicle)	\$ 127.50	x	3,528	=	\$ 449,820.00	
10	General	Laborer	\$ 63.24	х	1,512	=	\$ 95,618.88	
				Total	- Part VI	-	\$ 3,868,109.28	

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section IV - Fourth Year

\$ 4,468,787.28

(Total Part I plus Part II plus Part III plus Part IV plus Part V)

Section V - Fifth Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	=	Annual Cost
1	Seasonal Management Fee	\$ 100,940.00	x	5	=	\$ 504,700.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 2,575.00	x	3	=	\$ 7,725.00
2	Level 1 Call-Out Fee	Per Event	\$ 5,150.00	X	3	=	\$ 15,450.00
3	Level 2 Call-Out Fee	Per Event	\$ 5,150.00	X	3	=	\$ 15,450.00
4	Level 3 Call-Out Fee	Per Event	\$ 5,150.00	X	1	=	\$ 5,150.00
				Tota	l - Part II	=	s 43,775.00

Part III - Daily Training Rate (Per TP-1.10 and TP-1.22)

Item No.	Description	Daily Rate (Per Employee)	x	Number of Employees	II	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 515.00	x	12		\$ 6,180.00
		То	tal - 1	Part III	=	\$ 6,180.00

Item No.	Description	Unit Cost	x	Frequency (Hours)	=	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 77.25	x	672	=	\$ 51,912.00

Item No.		Description	Hourly Rate	x	Frequency (Hours)	T	Annual Cost
1	Load	er, Rubber Tire with Contractor-Supplied:					
	a.	Snow Plow/Blade: 20 ft.	\$ 267.80	x	5,040	=	\$ 1,349,712.00
	b.	Snow Plow/Blade: 30 ft.	\$ 298.70	x	672	-	\$ 200,726.40
2	Load	er, Rubber Tire with Bucket					
	a.	4 Cubic Yard	\$ 252.35	X	840	E.	\$ 211,974.00
	b.	6 Cubic Yard	\$ 272.95	x	3,024	-	\$ 825,400.80
3	Bobc	eat with Contractor-Supplied:					
	a.	Bobcat Only	\$ 159.65	X	1,512	=	\$ 241,390.80
	b.	Snow Plow/Blade: 10 ft.	\$ 175.10	x	336	н	\$ 58,833.60
4	Grad	er	\$ 128.75	x	168	Ħ	\$ 21,630.00
5	Grad	all	\$ 128.75	x	168	Ŧ	\$ 21,630.00
6	12 Y	ard Dump Truck	\$ 154.50	X	672	=	\$ 103,824.00
7	Tract	tor for Administration Owned Snow Melters	\$ 128.75	х	1,680	=	\$ 216,300.00
8		nanic Services (Including Mechanic, Helper and nanic's Service Truck)	\$ 154.50	x	672	=	\$ 103,824.00
9	Supe	rvisor (All, Including Supervisor's Vehicle)	\$ 128.75	x	3,528	=	\$ 454,230.00
10	Gene	eral Laborer	\$ 63.86	X	1,512	=	\$ 96,556.32
				Total	- Part VI	=	\$ 3,906,031.92

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section V - Fifth Year

\$4,512,598.92

(Total <u>Part I</u> plus <u>Part II</u> plus <u>Part III</u> plus <u>Part IV</u> plus <u>Part V</u>)

MARTIN STATE (MTN) AIRPORT

Section VI - First Year Costs at MTN (Per TP-2)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 5,000.00	х	3	1	\$ 15,000.00
2	Level 2 Call-Out Fee	Per Event	\$ 5,000.00	x	3	=	\$ 15,000.00
3	Level 3 Call-Out Fee	Per Event	\$ 5,000.00	x	1	=	\$ 15,000.00
				Tot	al - Part I	=	\$ 35,000.00

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Part II - Operating Rates for Labor and Equipment

Item No.	Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Tri-Axle Dump	\$ 150.00	х	96	=	\$ 14,400.00
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 140.00	X	3,360	=	\$ 470,400.00
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 245.00	X	3,360	=	\$ 823,200.00
4	Gradall	\$ 125.00	X	48	=	\$ 6,000.00
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 125.00	X	336	=	\$ 42,000.00
6	On-Site Mechanic and Mechanic's Truck	\$ 160.00	х	20	=	\$ 3,200.00
			Tota	l - Part II	=	\$ 1,359,200.00

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section VI - First Year

\$ 1,394,200.00

(Total <u>Part I</u> plus <u>Part II</u>)

Section P (Bid) (MAA - 1/21)

Section VII - Second Year Costs at MTN (Per TP-2)

Item Frequency Description Unit Type Unit Cost X **Annual Cost** = No. (Events) 1 Level 1 Call-Out Fee \$ 5,000.00 Х Per Event 3 \$ 15,000.00 -Level 2 Call-Out Fee 2 Per Event \$ 5,000.00 Х 3 \$ 15,000.00 = 3 \$ 5,000.00 Level 3 Call-Out Fee \$ 5,000.00 Per Event Х 1 == **Total - Part I** \$ 35,000.00 =

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No.	Description	Hourly Rate		Frequency (Hours)	=	Annual Cost	
1	Tri-Axle Dump	\$ 150.00	x	96	H.	\$ 14,400.00	
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 140.00	X	3,360	=	\$ 470,400.00	
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 245.00	X	3,360	=	\$ 823,200.00	
4	Gradall	\$ 125.00	x	48	=	\$ 6,000.00	
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 125.00	X	336	=	\$ 42,000.00	
6	On-Site Mechanic and Mechanic's Truck	\$ 160.00	Х	20	=	\$ 3,200.00	
			Tota	l - Part II	=	\$ 1,359,200.00	

Total Section VII - Second Year

\$ 1,394,200.00

Section VIII - Third Year Costs at MTN (Per TP-2)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 5,050.00	x	3	=	\$ 15,150.00
2	Level 2 Call-Out Fee	Per Event	\$ 5,050.00	x	3	=	\$ 15,150.00
3	Level 3 Call-Out Fee	Per Event	\$ 5,050.00	X	1	=	\$ 5,050.00
				Tot	al - Part I	=	\$ 35,350.00

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No.	Description	Hourly Rate		Frequency (Hours)	=	Annual Cost	
1	Tri-Axle Dump	\$ 151.50	х	96	=	\$ 14,544.00	
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 141.40	X	3,360	=	\$ 475,104.00	
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 247.45	X	3,360	=	\$ 831,432.00	
4	Gradall	\$ 126.25	x	48	=	\$ 6,060.00	
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 126.25	X	336	=	\$ 42,420.00	
6	On-Site Mechanic and Mechanic's Truck	\$ 161.60	X	20	H.	\$ 3,232.00	
			Tota	l - Part II	=	\$ 1,372,792.00	

Total Section VIII - Third Year

\$ 1,408,142.00

Section IX - Fourth Year Costs at MTN (Per TP-2)

Item Frequency **Unit Cost** Description Unit Type Х **Annual Cost** = No. (Events) 1 Level 1 Call-Out Fee Per Event \$ 5,100.00 Х 3 = \$ 15,300.00 2 Level 2 Call-Out Fee \$ 5,100.00 Per Event X 3 = \$ 15,300.00 3 Level 3 Call-Out Fee \$ 5,100.00 Х \$ 5,100.00 Per Event 1 = Total - Part I = \$ 35,700.00

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No.	Description	Hourly Rate		Frequency (Hours)	=	Annual Cost	
1	Tri-Axle Dump	\$ 153.00	x	96	6=2	\$ 14,688.00	
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 142.80	X	3,360	1=	\$ 479,808.00	
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 249.90	X	3,360	=	\$ 839,664.00	
4	Gradall	\$ 127.50	X	48	=	\$ 6,120.00	
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 127.50	X	336	=	\$ 42,840.00	
6	On-Site Mechanic and Mechanic's Truck	\$ 163.20	X	20	=	\$ 3,264.00	
			Tota	l - Paet II	=	\$ 1,386,384.00	

Total Section IX - Fourth Year

\$ 1,422,084.00

Section X - Fifth Year Costs at MTN (Per TP-2)

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	H	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 5,150.00	x	3	н	\$ 15,450.00
2	Level 2 Call-Out Fee	Per Event	\$ 5,150.00	x	3	=	\$ 15,450.00
3	Level 3 Call-Out Fee	Per Event	\$ 5,150.00	x	1	=	\$ 5,150.00
				Tot	al - Part I	=	\$ 36,050.00

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No.	Description	Hourly Rate	x	Frequency (Hours)	Ш	Annual Cost
1	Tri-Axle Dump	\$ 154.50	х	96	=	\$ 14,832.00
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 144.20	x	3,360	=	\$ 484,512.00
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 252.35	х	3,360	=	\$ 847,896.00
4	Gradall	\$ 128.75	X	48	=	\$ 6,180.00
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 128.75	х	336	=	\$ 43,260.00
6	On-Site Mechanic and Mechanic's Truck	\$ 164.80	X	20	=	\$ 3,296.00
			Tota	l - Part II	=	\$ 1,399,976.00

Total Section X - Fifth Year

\$ 1,436,026.00

Section XI - Extra Work, Labor and Equipment Allowances (Per TP-1.23)

Item No.	Description		1	Fotal Amount
1	Extra Work, Labor and Equipment Allowance - BWI Thurgood Marshall	=	\$	5,000,000.00
2	Administration Owned Snow Melter Maintenance and Parts Allowance	=	\$	500,000.00
3	Extra Work, Labor and Equipment Allowance - MTN	=	\$	250,000.00
	Total - Section XI	=	\$	5,750,000.00

The Extra Work, Labor and Equipment Allowances are per $\underline{TP-1.23}$. The dollar amounts for the Extra Work, Labor and Equipment Allowances are not guaranteed payments to the Contractor. The funds are intended to give the Administration spending flexibility for work over and above the routine scope of work outlined in the technical provisions of the contract for growth of BWI Marshall passenger counts and increased usage of facilities, as well as non-routine, unexpected and emergency expenses.

Section XII - Tot	al Contract Cost				\$	34,973,34	1.84
(Total Section I through XI)							
TOTAL CONTRA	ACT COST	Thirty Four Million	Nine Hundred S	Sever	nt Three Thousa	nd Three Hur	ndred
Fourty One	DOLLARS AND	Eighty Four	CENTS.	(\$	34,973,341.8	34)

The contract shall be awarded to the responsible bidder that submits the lowest responsive bid based upon the specifications.

The foregoing prices include and cover the furnishing of all vendor/subcontractor labor and material, mark-up, overhead, profit, delivery, storage, burden, installation, equipment, tools, insurance, and all similar incidental costs to complete each individual task, as set forth, described, and shown in the Specifications and other Contract Documents. Total Contract Cost listed above is the maximum spending authority for this contract and is subject to approval by the Maryland Board of Public Works. It should be noted, however, Administration spending authority for the contract is subject to fiscal year appropriations as approved by the Governor and the State Legislature and may be funded at less than the full contract value.

Each and every person bidding and named above must sign here. In case of firm, give the first and last name of each member in full with residence.

In case a bid shall be submitted by or on behalf of any corporation it must be signed in the name of such corporation by an authorized officer, or agent thereof, who shall also subscribe his name and office. The seal of the corporation shall be fixed.

SECTION P

BID

BID OF	P. Flani	gan & Sons, Incorporated			
ADDRESS	2444 Loci	h Raven Road, Baltimore, MD	21218		
TELEPHONE		410-467-5900			
FACSIMILE NUM	BER	410-467-3127			
E-MAIL ADDRE	SS	twilliams@pflanigan.com			
MADE THIS		22nd	DAY OF_	April,	2021
BID GUARANT	Y	Fiv	ve percent (5%) of the tot	al contract price.	
TIME OF COMP	LETION			See TP-1.04 Dura	ation
LIQUIDATED D	IL ADDRESS twilliams@pflanigan.com E THIS 22nd DAY OFApril, 2021				
BIDS ARE IRRE	VOCABL	E FOR 90 DAYS FOLI	LOWING BID OPENING	G	
MARYLAND A	VIATION	ADMINISTRATION B	BALTIMORE/WASHING		
GENTLEMEN:					

The undersigned hereby declares to have carefully examined the Specifications entitled: Maryland Department of Transportation, Maryland Aviation Administration, **Contract No. MAA-MC-22-007**, **Airside Snow Removal Services at Baltimore/Washington International Thurgood Marshall Airport (BWI Thurgood Marshall) and Martin State (MTN) Airports, dated March 2021**.

The undersigned proposes and agrees to furnish all labor, materials, equipment and services necessary for the above-said project for the Maryland Aviation Administration in accordance with the Specifications and other Contract Documents including all Addenda at and for the following price(s):

Bidders shall submit positive unit price amounts or a bid of zero on the Bid form only. No negative unit price amounts shall be accepted as responsive bids.

Section I - First Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	н	Annual Cost
1	Seasonal Management Fee	\$ 50,000.00	x	5	=	\$ 250,000.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 5,000.00	x	3	=	\$ 15,000.00
2	Level 1 Call-Out Fee	Per Event	\$ 22,750.00	x	3	-	\$ 68,250.00
3	Level 2 Call-Out Fee	Per Event	\$ 28,500.00	x	3	=	\$ 85,500.00
4	Level 3 Call-Out Fee	Per Event	\$ 36,750.00	x	1	=	\$ 36,750.00
				Tota	l - Part II	=	\$ 205,500.00

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description		Daily Rate (Per Employee)		Number of Employees	H	Annual Cost	
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$	725.00	x	12	=	\$	8,700.00
			To	tal -	Part III	H	\$	8,700.00

Item No.	Description	Unit Cost	x	Frequency (Hours)	=	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 69.00	x	672	=	\$ 46,368.00

ltem No.	Description		cription Hourly Rate X		x	Frequency (Hours)	Ħ	Annual Cost	
1	Loader	r, Rubber Tire with Contractor-Supplied:	_						
	a.	Snow Plow/Blade: 20 ft.	\$	230.00	x	5,040	H	\$ 1,159,200.00	
	ь.	Snow Plow/Blade: 30 ft.	\$	230.00	x	672	11	\$ 154,560.00	
2	Loader	r, Rubber Tire with Bucket						_	
	a.	4 Cubic Yard	\$	230.00	x	840	П	\$ 193,200.00	
	b.	6 Cubic Yard	\$	230.00	x	3,024	H	\$ 695,520.00	
3	Bobcat with Contractor-Supplied:								
	a.	Bobcat Only	\$	134.00	x	1,512	=	\$ 202,608.00	
	b.	Snow Plow/Blade: 10 ft.	\$	134.00	x	336	"	\$ 45,024.00	
4	Grade	r	\$	230.00	x	168	I	\$ 38,640.00	
5	Grada	n	\$	130.00	x	168	Ш	\$ 21,840.00	
6	12 Ya	rd Dump Truck	\$	115.00	x	672	=	\$ 77,280.00	
7	Tracto	or for Administration Owned Snow Melters	\$	112.00	x	1,680	-	\$ 188,160.00	
8		anic Services (Including Mechanic, Helper and anic's Service Truck)	\$	111.00	x	672	=	\$ 74,592.00	
9	Super	visor (All, Including Supervisor's Vehicle)	\$	107.00	x	3,528	=	\$ 377,496.00	
10	Gener	ral Laborer	\$	46.50	x	1,512	=	\$ 70,308.00	
					Tota	l - Part VI	=	\$ 3,298,428.00	

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section I - First Year

\$ 3,808,996.00

(Total <u>Part I</u> plus <u>Part II</u> plus <u>Part III</u> plus <u>Part IV</u> plus <u>Part V</u>)

P. Flanigan & Sons, Incorporated

Section II - Second Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	=	Annual Cost
1	Seasonal Management Fee	\$ 50,000.00	x	5	-	\$ 250,000.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)		Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 5,000.00	x	3	=	\$ 15,000.00
2	Level 1 Call-Out Fee	Per Event	\$ 21,500.00	x	3	=	\$ 64,500.00
3	Level 2 Call-Out Fee	Per Event	\$ 26,750.00	x	3	=	\$ 80,250.00
4	Level 3 Call-Out Fee	Per Event	\$ 32,750.00	x	1	=	\$ 32,750.00
				Tota	l - Part II	=	\$ 192,500.00

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	1000	Daily Rate r Employee)	x	Number of Employees	1	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$	688.00	x	12	II	\$ 8,256.00
			То	tal -	Part III	=	\$ 8,256.00

Item No.	Description	Unit Cost	x	Frequency (Hours)	-	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 69.00	x	672	1	\$ 46,368.00

Item No.	Description		Hourly Rate X		x	Frequency (Hours)	=	Annual Cost	
1	Lo	ader, Rubber Tire with Contractor-Supplied:							
	a.	Snow Plow/Blade: 20 ft.	\$	222.00	x	5,040	H	\$ 1,118,880.00	
	b.	Snow Plow/Blade: 30 ft.	\$	222.00	x	672	II	\$ 149,184.00	
2	Lo	oader, Rubber Tire with Bucket						_	
	a.	4 Cubic Yard	\$	222.00	x	840	I	\$ 186,480.00	
	ь.	6 Cubic Yard	\$	222.00	x	3,024	=	\$ 671,328.00	
3	Bobcat with Contractor-Supplied:						_		
	a.	Bobcat Only	\$	126.00	x	1,512	=	\$ 190,512.00	
	b.	Snow Plow/Blade: 10 ft.	\$	126.00	x	336	=	\$ 42,336.00	
4	G	rader	\$	222.00	x	168	=	\$ 37,296.00	
5	G	radall	\$	130.00	x	168	=	\$ 21,840.00	
6	12	2 Yard Dump Truck	\$	120.00	x	672	=	\$ 80,640.00	
7	Т	ractor for Administration Owned Snow Melters	\$	106.00	x	1,680	-	\$ 178,080.00	
8		fechanic Services (Including Mechanic, Helper and fechanic's Service Truck)	\$	106.00	x	672	=	\$ 71,232.00	
9	s	upervisor (All, Including Supervisor's Vehicle)	\$	100.00	x	3,528	=	\$ 352,800.00	
10	G	eneral Laborer	\$	44.00	x	1,512	=	\$ 66,528.00	
	T				Fota	l - Part VI	=	\$ 3,147,136.00	

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section II - Second Year

\$ 3,664,260.00

(Total Part I plus Part II plus Part III plus Part IV plus Part V)

Section III - Third Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	=	Annual Cost
1	Seasonal Management Fee	\$ 50,000.00	x	5	=	\$ 250,000.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 5,000.00	x	3	=	\$ 15,000.00
2	Level 1 Call-Out Fee	Per Event	\$ 21,750.00	x	3	=	\$ 65,250.00
3	Level 2 Call-Out Fee	Per Event	\$ 27,250.00	x	3	=	\$ 81,750.00
4	Level 3 Call-Out Fee	Per Event	\$ 35,500.00	x	1	=	\$ 35,500.00
			_	Tota	l - Part II	=	\$ 197,500.00

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	Daily Rate r Employee)	x	Number of Employees	=	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 700.00	x	12	ш	\$ 8,400.00
		To	tal -	Part III	=	\$ 8,400.00

Part IV - Labor Rates for Operating Administration-Owned Equipment (Per TP-1.12, TP-1.22)

Item No.	Description	U	nit Cost	x	Frequency (Hours)	1	Annual Cost
1	Driver capable of operating a Front-End Loader	\$	69.00	x	672	=	\$ 46,368.00

Part V - Operating Rates for Labor and Equipment (Per TP-1.09, TP-1.11, TP-1.14, TP-1.22)

Item No.		Description	Но	ourly Rate	x	Frequency (Hours)		Annual Cost
1	Lo	Loader, Rubber Tire with Contractor-Supplied:						
	a.	Snow Plow/Blade: 20 ft.	\$	226.00	x	5,040	I	\$ 1,139,040.00
	b.	Snow Plow/Blade: 30 ft.	\$	226.00	x	672	=	\$ 151,872.00
2	Lo	oader, Rubber Tire with Bucket						
	a.	4 Cubic Yard	\$	226.00	x	840	Ш	\$ 189,840.00
	b.	6 Cubic Yard	\$	226.00	x	3,024	=	\$ 683,424.00
3	В	obcat with Contractor-Supplied:						
	a.	Bobcat Only	\$	128.50	x	1,512	=	\$ 194,292.00
	b.	Snow Plow/Blade: 10 ft.	\$	128.50	x	336	=	\$ 43,176.00
4	G	irader	\$	226.00	x	168	=	\$ 37,968.00
5	G	iradall	\$	130.00	x	168	=	\$ 21,840.00
6	12	2 Yard Dump Truck	\$	125.00	x	672	I	\$ 84,000.00
7	Т	ractor for Administration Owned Snow Melters	\$	107.50	x	1,680	=	\$ 180,600.00
8		Acchanic Services (Including Mechanic, Helper and Acchanic's Service Truck)	\$	107.50	x	672	=	\$ 72,240.00
9	s	upervisor (All, Including Supervisor's Vehicle)	\$	102.00	x	3,528	=	\$ 359,856.00
10	G	General Laborer	\$	45.00	x	1,512	=	\$ 68,040.00
	T			1	Гota	l - Part VI	=	\$ 3,226,188.00

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section III - Third Year

\$ 3,728,456.00

(Total Part I plus Part II plus Part III plus Part IV plus Part V)

Section IV - Fourth Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	=	Annual Cost
1	Seasonal Management Fee	\$ 50,000.00	x	5	=	\$ 250,000.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 5,000.00	x	3	=	\$ 15,000.00
2	Level 1 Call-Out Fee	Per Event	\$ 22,300.00	x	3	H	\$ 66,900.00
3	Level 2 Call-Out Fee	Per Event	\$ 27,650.00	x	3	=	\$ 82,950.00
4	Level 3 Call-Out Fee	Per Event	\$ 36,150.00	x	1	=	\$ 36,150.00
				Tota	l - Part II	=	\$ 201,000.00

Part III - Daily Training Rate (Per TP-1.12 and TP-1.22)

Item No.	Description	Daily Rate er Employee)	x	Number of Employees	=	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$ 718.00	x	12	=	\$ 8,616.00
		To	tal - I	Part III	=	\$ 8,616.00

Part IV - Labor Rates for Operating Administration-Owned Equipment (Per TP-1.12, TP-1.22)

Item No.	Description	I	Unit Cost	x	Frequency (Hours)	H	Annual Cost
1	Driver capable of operating a Front-End Loader	\$	69.00	x	672	I	\$ 46,368.00

Part V - Operating Rates for Labor and Equipment (Per TP-1.09, TP-1.11, TP-1.14, TP-1.22)

Item No.		Description	н	ourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Loa	ader, Rubber Tire with Contractor-Supplied:						
	a.	Snow Plow/Blade: 20 ft.	\$	231.00	x	5,040	ji ji	\$ 1,164,240.00
	ь.	Snow Plow/Blade: 30 ft.	\$	231.00	x	672	I	\$ 155,232.00
2	Loa	ader, Rubber Tire with Bucket						
	a.	4 Cubic Yard	\$	231.00	x	840	II	\$ 194,040.00
	b.	6 Cubic Yard	\$	231.00	x	3,024	=	\$ 698,544.00
3	Bol	bcat with Contractor-Supplied:						
	a.	Bobcat Only	\$	131.50	x	1,512	=	\$ 198,828.00
	b.	Snow Plow/Blade: 10 ft.	\$	131.50	x	336	II	\$ 44,184.00
4	Gra	ader	\$	231.00	x	168	=	\$ 38,808.00
5	Gra	adall	\$	131.00	x	168	I	\$ 22,008.00
6	12	Yard Dump Truck	\$	127.50	x	672	=	\$ 85,680.00
7	Tra	actor for Administration Owned Snow Melters	\$	110.00	x	1,680	=	\$ 184,800.00
8		echanic Services (Including Mechanic, Helper and echanic's Service Truck)	\$	110.00	x	672	=	\$ 73,920.00
9	Su	pervisor (All, Including Supervisor's Vehicle)	\$	104.25	x	3,528	=	\$ 367,794.00
10	Ge	eneral Laborer	\$	46.00	x	1,512	=	\$ 69,552.00
					Tota	l - Part VI	=	\$ 3,297,630.00

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section IV - Fourth Year

\$ 3,803,614.00

(Total Part I plus Part II plus Part III plus Part IV plus Part V)

Section V - Fifth Year Costs at BWI Thurgood Marshall

Part I - Seasonal Management Fee (Per TP-1.22)

Item No.	Description	Unit Cost	x	Frequency (Months)	1	Annual Cost
1	Seasonal Management Fee	\$ 50,000.00	x	5	-	\$ 250,000.00

Part II -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)		Annual Cost
1	Minimum Call-Out Fee	Per Event	\$ 5,000.00	x	3	II	\$ 15,000.00
2	Level 1 Call-Out Fee	Per Event	\$ 23,250.00	x	3		\$ 69,750.00
3	Level 2 Call-Out Fee	Per Event	\$ 28,500.00	x	3	=	\$ 85,500.00
4	Level 3 Call-Out Fee	Per Event	\$ 37,000.00	x	1	=	\$ 37,000.00
		•		Tota	l - Part II	=	\$ 207,250.00

Part III - Daily Training Rate (Per TP-1.10 and TP-1.22)

Item No.	Description	in the second	Daily Rate er Employee)	x	Number of Employees	N	Annual Cost
1	Daily Training Rate - Contractor and Sub-Contractor Employees	\$	734.50	x	12	I	\$ 8,814.00
			То	tal -	Part III	=	\$ 8,814.00

Part IV - Labor Rates for Operating Administration-Owned Equipment (Per TP-1.12, TP-1.22)

ltem No.	Description	Unit Cost	x	Frequency (Hours)	11	Annual Cost
1	Driver capable of operating a Front-End Loader	\$ 69.00	x	672	II	\$ 46,368.00

Part V - Operating Rates for Labor and Equipment (Per TP-1.09, TP-1.11, TP-1.14, TP-1.22)

Item No.	Description		1	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Lo	oader, Rubber Tire with Contractor-Supplied:						
	a.	Snow Plow/Blade: 20 ft.	\$	236.00	х	5,040	=	\$ 1,189,440.00
	b.	Snow Plow/Blade: 30 ft.	\$	236.00	x	672	I	\$ 158,592.00
2	Lo	oader, Rubber Tire with Bucket						_
	a.	4 Cubic Yard	\$	236.00	x	840	=	\$ 198,240.00
	b.	6 Cubic Yard	\$	236.00	x	3,024	=	\$ 713,664.00
3	В	obcat with Contractor-Supplied:			_			
	a.	Bobcat Only	\$	134.00	x	1,512		\$ 202,608.00
-	b.	Snow Plow/Blade: 10 ft.	\$	134.00	x	336	1	\$ 45,024.00
4	G	irader	\$	236.00	x	168	:=:	\$ 39,648.00
5	G	iradall	\$	131.00	x	168	=	\$ 22,008.00
6	13	2 Yard Dump Truck	\$	130.00	x	672	=	\$ 87,360.00
7	Т	ractor for Administration Owned Snow Melters	\$	112.00	x	1,680	-	\$ 188,160.00
8		Acchanic Services (Including Mechanic, Helper and Acchanic's Service Truck)	\$	113.00	x	672	=	\$ 75,936.00
9	s	upervisor (All, Including Supervisor's Vehicle)	\$	107.00	x	3,528	=	\$ 377,496.00
10	C	General Laborer	\$	47.00	x	1,512	=	\$ 71,064.00
	T				Tota	l - Part VI	=	\$ 3,369,240.00

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section V - Fifth Year

\$ 3,881,672.00

(Total Part I plus Part II plus Part III plus Part IV plus Part V)

MARTIN STATE (MTN) AIRPORT

Section VI - First Year Costs at MTN (Per TP-2)

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 12,000.00	x	3		\$ 36,000.00
2	Level 2 Call-Out Fee	Per Event	\$ 16,000.00	x	3	=	\$ 48,000.00
3	Level 3 Call-Out Fee	Per Event	\$ 20,000.00	x	1	=	\$ 20,000.00
				Tot	al - Part I	=	\$ 104,000.00

Part II - Operating Rates for Labor and Equipment

Item No.	Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Tri-Axle Dump	\$ 115.00	x	96	=	\$ 11,040.00
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 126.00	x	3,360	=	\$ 423,360.00
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 210.00	x	3,360	=	\$ 705,600.00
4	Gradall	\$ 145.00	x	48	=	\$ 6,960.00
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 115.00	x	336	=	\$ 38,640.00
6	On-Site Mechanic and Mechanic's Truck	\$ 105.00	x	20	=	\$ 2,100.00
			Tota	l - Part II	=	\$ 1,187,700.00

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section VI - First Year

\$ 1,291,700.00 (Total Part I plus Part II)

Section VII - Second Year Costs at MTN (Per TP-2)

ltem No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 12,000.00	x	3	=	\$ 36,000.00
2	Level 2 Call-Out Fee	Per Event	\$ 16,000.00	x	3	=	\$ 48,000.00
3	Level 3 Call-Out Fee	Per Event	\$ 20,000.00	x	1	-	\$ 20,000.00
				Tot	al - Part I	=	\$ 104,000.00

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No.	Description	3	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Tri-Axle Dump	\$	115.50	x	96	=	\$ 11,088.00
2	Skid Steer with 2 Cubic Yard Bucket:	\$	127.00	x	3,360	=	\$ 426,720.00
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$	211.00	x	3,360	=	\$ 708,960.00
4	Gradall	\$	146.00	x	48	=	\$ 7,008.00
5	Supervisor (All, Including Supervisor's Vehicle)	\$	116.00	x	336	I	\$ 38,976.00
6	On-Site Mechanic and Mechanic's Truck	\$	106.00	x	20	=	\$ 2,120.00
				Tota	l - Part II	=	\$ 1,194,872.00

Total Section VII - Second Year

\$ 1,298,872.00

(Total <u>Part 1</u> plus <u>Part II</u>)

P. Flanigan & Sons, Incorporated

Section VIII - Third Year Costs at MTN (Per TP-2)

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 12,000.00	x	3	=	\$ 36,000.00
2	Level 2 Call-Out Fee	Per Event	\$ 16,000.00	x	3	=	\$ 48,000.00
3	Level 3 Call-Out Fee	Per Event	\$ 20,000.00	x	1	=	\$ 20,000.00
				Tot	al - Part I	=	\$ 104,000.00

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No.	Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Tri-Axle Dump	\$ 115.50	x	96	=	\$ 11,088.00
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 128.00	x	3,360	=	\$ 430,080.00
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 212.00	x	3,360	H	\$ 712,320.00
4	Gradall	\$ 146.00	x	48	=	\$ 7,008.00
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 117.00	x	336	=	\$ 39,312.00
6	On-Site Mechanic and Mechanic's Truck	\$ 107.00	x	20	=	\$ 2,140.00
			Tota	l - Part II	=	\$ 1,201,948.00

Total Section VIII - Third Year

\$ 1,305,948.00

(Total Part I plus Part II)

P. Flanigan & Sons, Incorporated

Section IX - Fourth Year Costs at MTN (Per TP-2)

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	П	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 12,000.00	x	3	=	\$ 36,000.00
2	Level 2 Call-Out Fee	Per Event	\$ 16,000.00	x	3	=	\$ 48,000.00
3	Level 3 Call-Out Fee	Per Event	\$ 20,000.00	x	1	=	\$ 20,000.00
				Tot	al - Part I	=	\$ 104,000.00

Part II - Operating Rates for Labor and Equipment

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Item No.	Description	Hourly Rate	x	Frequency (Hours)	-	Annual Cost
1	Tri-Axle Dump	\$ 115.50	x	96	=	\$ 11,088.00
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 129.00	x	3,360	=	\$ 433,440.00
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 213.00	x	3,360	=	\$ 715,680.00
4	Gradall	\$ 146.00	x	48	I	\$ 7,008.00
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 118.00	x	336	=	\$ 39,648.00
6	On-Site Mechanic and Mechanic's Truck	\$ 108.00	x	20	=	\$ 2,160.00
			Tota	l - Paet II	=	\$ 1,209,024.00

Total Section IX - Fourth Year

\$ 1,313,024.00

(Total <u>Part I</u> plus <u>Part II</u>)

P. Flanigan & Sons, Incorporated

Section X - Fifth Year Costs at MTN (Per TP-2)

Part I -Call-Out Fees (Per TP-1.10 and TP-1.22)

Item No.	Description	Unit Type	Unit Cost	x	Frequency (Events)	=	Annual Cost
1	Level 1 Call-Out Fee	Per Event	\$ 12,000.00	x	3		\$ 36,000.00
2	Level 2 Call-Out Fee	Per Event	\$ 16,000.00	x	3	=	\$ 48,000.00
3	Level 3 Call-Out Fee	Per Event	\$ 20,000.00	x	1	=	\$ 20,000.00
				Tot	al - Part I	=	\$ 104,000.00

Part II - Operating Rates for Labor and Equipment

Item No.	Description	Hourly Rate	x	Frequency (Hours)	=	Annual Cost
1	Tri-Axle Dump	\$ 115.50	x	96	н	\$ 11,088.00
2	Skid Steer with 2 Cubic Yard Bucket:	\$ 130.00	x	3,360	=	\$ 436,800.00
3	Rubber Tire Loader with 6 Cubic Yard Bucket:	\$ 214.00	x	3,360	=	\$ 719,040.00
4	Gradall	\$ 146.00	x	48	I	\$ 7,008.00
5	Supervisor (All, Including Supervisor's Vehicle)	\$ 119.00	x	336	=	\$ 39,984.00
6	On-Site Mechanic and Mechanic's Truck	\$ 109.00	x	20	=	\$ 2,180.00
			Tota	l - Part II	=	\$ 1,216,100.00

Note: Hourly Rate for Equipment includes Equipment plus Driver plus Fuel

Total Section X - Fifth Year (Total Part I plus Part II) **\$** 1,320,100.00

Section XI - Extra Work, La	bor and Equipment	Allowances	(Per TP-1.23)
Section AI - DAtta Horn, Da			

Item No.	Description		Т	otal Amount
1	Extra Work, Labor and Equipment Allowance - BWI Thurgood Marshall	=	\$	5,000,000.00
2	Administration Owned Snow Melter Maintenance and Parts Allowance	=	\$	500,000.00
3	Extra Work, Labor and Equipment Allowance - MTN	=	\$	250,000.00
	Total - Section XI	=	\$	5,750,000.00

The Extra Work, Labor and Equipment Allowances are per <u>**TP-1.23**</u>. The dollar amounts for the Extra Work, Labor and Equipment Allowances are not guaranteed payments to the Contractor. The funds are intended to give the Administration spending flexibility for work over and above the routine scope of work outlined in the technical provisions of the contract for growth of BWI Marshall passenger counts and increased usage of facilities, as well as non-routine, unexpected and emergency expenses.

	<u>Total Contract Cost</u> ction I through XI)				\$ ^{31,}	166,642.00
TOTAL CON	TRACT COST	Thirty-One M	Iillion One Hundred S	ixty-S	ix Thousand Six Hund	red
Forty-Two	DOLLARS AND	Zero	CENTS.	(\$	31,166,642.00)

The contract shall be awarded to the responsible bidder that submits the lowest responsive bid based upon the specifications.

The foregoing prices include and cover the furnishing of all vendor/subcontractor labor and material, mark-up, overhead, profit, delivery, storage, burden, installation, equipment, tools, insurance, and all similar incidental costs to complete each individual task, as set forth, described, and shown in the Specifications and other Contract Documents. Total Contract Cost listed above is the maximum spending authority for this contract and is subject to approval by the Maryland Board of Public Works. It should be noted, however, Administration spending authority for the contract is subject to fiscal year appropriations as approved by the Governor and the State Legislature and may be funded at less than the full contract value.

Each and every person bidding and named above must sign here. In case of firm, give the first and last name of each member in full with residence.

In case a bid shall be submitted by or on behalf of any corporation it must be signed in the name of such corporation by an authorized officer, or agent thereof, who shall also subscribe his name and office. The seal of the corporation shall be fixed.

***** **IN WITNESS WHEREOF:**

**

P. Flanigan & Sons, Incorporated Contractor Witness Jill L. Keifer April 22, 2021 By: Signature Date Thomas A. Williams Thomas A. Williams Printed or Typed Name of Point of Contact Vice President 410-467-5900 Title Phone Number of Point of Contact twilliams@pflanigan.com 52-0313970 Federal Tax Identification Number E-Mail Address of Point of Contact or Social Security Number Vice President

Title of Point of Contact