

# TERRA CAPABILITY STATEMENT

Terra Site Constructors, LLC is an experienced, reliable, and innovative provider of Federal construction requirements throughout the Mid-Atlantic Region. Terra leads with a comprehensive approach to Federal contracting.

- **Prompt** submission of FAR compliant proposals and supporting itemized estimates
- **Organized** internal accounting and financial systems for invoicing, weekly certified payroll processing, and prompt payment compliance
- **Detailed** preparation and immediate submission of administrative submittals following contract award
- **Qualified** construction leadership through our professional team of administrators, management, and site staff
- **Safe** working culture of personal accountability
- **Professional** oversight of all daily operations. Our in-house tradesmen include equipment operators, carpenters, concrete & utility crews, and laborers
- **Terra is a Self-Performing General Contractor.**

## CORPORATE PROFILE

Owner: Babur R. Mian, P.E.  
 Business Type: LLC  
 Bonding Single: \$15,000,000  
 Bonding Aggr: \$50,000,000  
 Primary NAICS: 237310  
 CAGE: 833G2  
 DUNS: 063496464

## EXPERIENCE AND CAPABILITIES

- |   |  |  |
|---|--|--|
| <b>Civil and Infrastructure:</b>  | <b>Building and Institutional:</b>   | <b>Waterfront and Marine:</b>  |
| <ul style="list-style-type: none"> <li>• Roads and Bridges</li> <li>• Utilities</li> <li>• Site work</li> <li>• Retaining Walls</li> <li>• MSE Walls</li> <li>• Airports &amp; Rail</li> <li>• Caissons and Drilling</li> </ul> | <ul style="list-style-type: none"> <li>• New Construction</li> <li>• Interior Renovation</li> <li>• MEP Upgrades</li> <li>• Building Envelope</li> <li>• Historic Preservation</li> <li>• AT/FP</li> <li>• Industrial</li> </ul> | <ul style="list-style-type: none"> <li>• Piers and Dry Docks</li> <li>• Dredging</li> <li>• Piling</li> <li>• Bulkheads</li> <li>• Jetties</li> <li>• Sea Rise Mitigation</li> <li>• Shore Power and Fuel</li> </ul> |

## CERTIFICATIONS & LICENSES

8(a): Nationwide  
 DBE: DE | DC | MD | NC | VA | WV  
 MBE: MD (Asian American), DE  
 SBE: NC | MD  
 SWAM: VA  
 LDBE: MWAA  
 Entry: 6 May 2019  
 Exit: 5 May 2029  
 SBA: Kenia Montano - 8(a) BOS  
 Kenia.Montano@sba.gov  
 Offers: RDOfferletters@sba.gov

## FEDERAL EXPERTISE

- Prompt, Detailed & Itemized Proposals
- Federal Forms and Process Proficiency
- Self-Perform Trades and Crews
- Exceed FAR 52.219-14
- Government Approved APP/QC Plans
- Degreed Project Management Staff
- Qualified CQC | SSHO | Superintendents
- Compliant Weekly Certified Payrolls
- In-House Professional CPM Scheduler
- In-House Professional Safety Director
- Design-Build Expertise and Proficiency

## SECONDARY NAICS CODES

- 236210 – Industrial Building Construction
- 236220 – Commercial and Inst. Bldg. Const.
- 237110 – Water and Sewer Construction
- 237990 – Other Heavy and Civil Const.
- 238110 – Concrete Foundation and Struct.
- 238160 – Roofing Constructors
- 238120 – Structural Steel and Precast
- 238210 – Electrical Contractors
- 238220 – Plumbing, Heating, and A/C
- 238910 – Site Preparation Contractors
- 238990 – All Other Specialty Trade Contr.

## PROJECT PROFILE SNAPSHOT - 100+ COMPLETED AND ACTIVE PROJECTS IN 6 MID-ATLANTIC STATES

Project Title	Value	Location	Description	Self-Perform
Catoctin NHP Upgrades:	\$2,935,713	Thurmont, MD	Building Renovation, Recreation Facility, Sitework	30%
Amazon Speedway RIC4:	\$925,497	Richmond, VA	Earthwork, MSE Walls, Precast	100%
C&O Canal Stabilization:	\$1,711,519	Washington, DC	Excavation, Concrete, Structural Steel, Environmental	30%
I-77 Hot Lanes:	\$2,197,767	Charlotte, NC	MSE Walls, Concrete, Precast, Moment Slabs	100%
Fort Sumter Pier:	\$2,255,743	Charleston, SC	Piles, Fendering, Electrical, Structural Repairs	30%
I-64 Segment I:	\$7,794,676	Newport News, VA	Earthwork, Concrete, Precast, Utilities, Stormwater	100%
Purple Line:	\$7,979,804	Prince George's, MD	MSE Walls, Concrete, Utilities, Stormwater, Precast	100%
Runway 34R:	\$410,251	Manassas Airport, VA	Earthwork, Concrete, MSE Walls, Site Restoration	100%
USDA National Arboretum:	\$508,519	Washington, DC	Excavation, Stormwater, Utilities, Precast, Concrete	20%
Transform I-66:	\$8,612,809	Northern VA	Earthwork, MSE Walls, Stormwater, Concrete	100%
I-95 Express:	\$9,146,493	Northern VA	Earthwork, MSE Walls, Sound Walls, SWM, Concrete	100%
I-66 P&P + Sound Walls:	\$9,447,217	Northern VA	Earthwork, Post & Panel Retaining & Sound Walls	100%



# TERRA FEDERAL CAPABILITY STATEMENT



### Civil Construction:

Bridges, Roads, Utilities, Sitework, Retaining Walls, Mechanically Stabilized Earth (MSE) Walls, Runways, Rail, and Supporting Requirements.



### Building Construction:

New Construction, Interior Renovation, MEP Upgrades, Building Envelope, Historic Preservation, MEP Upgrades, and Physical Security.



### Waterfront Facilities:

Piers, Dredging, Piling, Bulkheads, Dry Docks, Canals, Jetties, Seawalls, Sea Level Rise Mitigation, Shoreline Protection.



### Federal Requirements:

ATFP, SCIF, Restricted Areas, UFC Criteria, Occupied Facilities, Remote Locations, ABAAS/ADA, Design-Build, Whole Building Design Guide.



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**Terra Site Constructors, LLC is a solution provider for complex and challenging construction projects.**

As a general contractor serving the Mid-Atlantic region, our team of dedicated professionals are committed to the craft and profession of construction. Since our founding in 2013 as a self-performing civil contractor, we have advanced our services to include vertical construction, renovations, utilities, and specialty projects. Our growth is a testament to our people, professional service, client satisfaction, and capabilities as a construction solution provider.

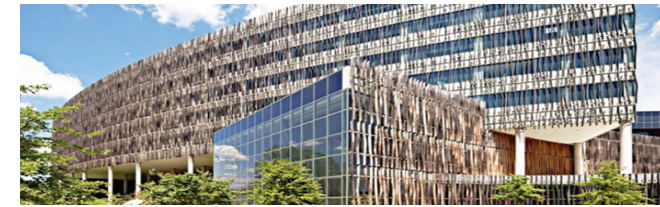
# Terra Site Constructors, LLC has an 8 Year Established Track Record of Design Build Capabilities for Turnkey Solutions to Clients.

BUILDING

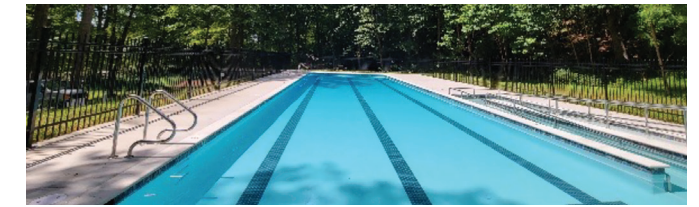
## DESIGN BUILD

## DESIGN BID BUILD

## PROJECTS



GSA - US Census Bureau Parking Garage Deck Repair



NPS - Catoclin National Park Mount Misty Camp Swimming Pool & Bathhouse

HEAVY CIVIL



JOINT BASE ANDREWS  
NAVAL AIR FACILITY WASHINGTON  
JBA \$700MM MACC  
TSC-EDIFICE JV



NPS - C&O Canal Georgetown Abutment



USFS - Sherando Bridge Replacement



USDA - National Arboretum Stormwater



NPS - Ft Sumter Pier Upgrade

## \$5MM INVESTED IN EQUIPMENT

TR60 Drill Rig, 75TON Crawler Crane, Excavators, Backhoes, Bulldozers, Helicals, Shoring

## FIELD EMPLOYEES

Laborers, Carpenters, Concrete Finishers, Operators, Foremen & Superintendents

## OFFICE SUPPORT EMPLOYEES

Project Managers, Project Engineers, Estimators, Safety Director, Accounting, Human Resources, IT, Admins

### FEDERAL COMPLIANCE

**Geoff Bambini, Senior VP Federal**

- 25 years of Federal Procurement & Construction Management Expertise with Design Build & Design Bid Build Track Record
- Successfully Graduated Several SBA 8a Firms
- Proposal Development, Estimating & Project Management for Federal Projects

### PROCUREMENT

**Murad Pandit, Director of Business Development**

- 20 Years of Design Bid Build Experience as an Owner/Developer of Mixed Use & Retail Assets in Mid Atlantic
- Turnkey & Asset Lifecycle Experience with Multinational Firm
- Owned & managed several companies specializing in land use, site design, phasing, entitlements, construction & facility mgmt

### DESIGN & OVERSIGHT

**Babur Mian, P.E. Geotechnical, President & CEO**

- 20 Years of Design Experience with over \$500MM delivered as Lead Engineer with Prominent Multinational AE Firms
- 10 Years of Construction Management Experience in Site/Civil with Terra Site Constructors, LLC

### PROJECT DELIVERY

**Peter Bernat, COO**

- 30 Years of Project Delivery experience including largest infrastructure projects in DC Metro
- Led project delivery of over \$1B of Design Build & Design Bid Build work over career

## DESIGN BUILD DOT WORK ON INFRASTRUCTURE PROJECTS:



- Harford Road Baltimore County - Install Pedestrian Bridge & MSE Walls (Designer: Old Castle)
- VDOT G 70 - Anchors for Temporary Slope Stabilization, MSE Walls & Sound Walls (Designer: ERS)
- US 113 MD SHA - Wire wall to Reinforce Soil Slope (Designer: ERS)
- MD Rt 2 SHA - Reinforced Soil Slope (Designer: ERS)
- Purple Line MTA - MSE Walls (Designer: RECO)
- I 95 Express - Sound Walls (Designer: ERS)

*Terra delivers its Federal partners a comprehensive project process to demonstrate performance, maintain trust, and earn long-term relationships.*

### PRECONSTRUCTION/ ESTIMATING

- Preconstruction team delivers Terra proposal and estimating requirements.
- FY Y/E surges are supported by Project Managers and Supervisors to ensure timely proposal submission.
- Terra utilizes a nationally recognized estimating software with an R.S. Means database.

### CONTRACT EXECUTION

- 48 Hours:** Terra will immediately process contract award upon receipt and return for formal execution requisition and submission of bonds and COI within 2 days.
- Conversion of Projects from Estimate Software to PM Software, Project Team Notification, Project turn-over from Estimating to Operations, Safety Director and Accounting, Budget Creating, interdepartmental Notifications.

### CONTRACT STARTUP & ADMINISTRATION

- 10 Days:** Preparation and submission of Accident Prevention Plan, Quality Control Plan, Baseline Schedule, Schedule of Values, Appointment Letters, Project Team Information, and other administrative submittals will be within 10 days of Bond and COI approval.
- Post Award Kick-off Meeting Request. Design-Builder | Designer Agreement (if applicable), request concept design.

### SELF PERFORMANCE, SUBCONTRACT ISSUANCE & SUBMITTALS

- 20 Days:** A Key metric in successful project management is the expedient issuance of Subcontracts, Purchase Orders, Professional Service Agreements, Self-Performance Controls, and subsequent submittal preparation and submission.
- Terra requires the buy-out to be performed within 20 days of contract award, or sooner on fast-track construction projects.
- Our agreements include FAR and flow-down provisions, inclusion of plans, specifications, Davis-Bacon Wage Determination, and other requirements as applicable. Submittals are required within 10 days of receipt of the subcontract.

### CONSTRUCTION EXECUTION

- The Project Manager and Superintendent (SSHO and QC as applicable) are engaged throughout the project development and assume control following the project turn-over.
- The PM and Superintendent work collaboratively to ensure the quality, safety, schedule, and project objectives are achieved.
- Our Project Executive, Safety Director, and Executives support the project team success by fostering a solution and results driven approach, while also ensuring our client is receiving a high standard of care from Terra.
- Our collaborative approach is proactive, performance, and partner driven.

AE CONSULTANTS | Working relationships with established AE firms