



Company Information

Offeror's Name: Etolin Strait Development Group, LLC.
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Company Profile

ESDG DUNS: 116995324
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SBA Point of Contact

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PLEASE SEND ALL OFFERS TO ALASKA8A@SBA.GOV

Technical Experience

Etolin Strait Development Group, LLC. (ESDG) is an Alaskan Native 8(a) Small Business general contractor focused on serving Federal clients across several regions. ESDG is a part of an SBA approved Mentor-Protégé Agreement with Turner Strategic Technologies, LLC. (TST) TST is a national general contracting company with an over thirteen (13) year history of providing diversified general contracting services with operations primarily across the Mid-Atlantic and Southeast, but also has contracts held in the Ohio and Washington State areas.

TST has been successful in assisting ESDG in establishing a presence in the Mid-Atlantic and South Atlantic region. ESDG currently holds IDIQs with Joint Expeditionary Base Little Creek-Fort Story, Naval Air Station Oceana and the Naval Weapons Station in Yorktown, VA. ESDG has also been successful in receiving various sole-source awards with the U.S. Army Corps of Engineers at both Fort Bragg, NC and Fort Stewart, GA. ESDG has an already established presence in the Washington Metropolitan Area District including a mechanical IDIQ with NSA Bethesda. TST operates in the Mid-Atlantic and Southeast regions with offices in Fort Bragg, Fort Stewart, and JB Charleston.

ESDG and TST have worked cohesively to complete multiple Federal contracts, and through the Joint Venture of ESP of which ESDG is the majority partner, currently holds the \$150M, 5-year NAVFAC Washington Regional JOC where we have responded to over 464 Task Order RFP's and been awarded 345 Task Orders totaling over \$68M in only a 24-month timeframe.

ESDG and TST have the experience successfully managing high volumes of simultaneous projects with varying requirements and restraints. Managing multiple concurrent projects is an inherent part of what we do every day to serve our clients and the same management principles and applications that allow us to perform successfully on these projects will allow us to successfully adapt to the this contract and to each individual facility. Our team is made up of principled professionals who embrace excellence and exercise honesty, pride, and integrity. This has resulted in strong relationships with our customers and overwhelming growth and success for these companies.



ESDG has strong experience in the areas critical to the success of this contract, including the following relevancy highlights:

- ✓ Performance on SABER, JOC, SATOC and multiple IDIQ & MACC Contracts
- ✓ Performance at DoD Facilities
- ✓ Similar Staffing Structures
- ✓ Multiple projects performed simultaneously at various locations
- ✓ Work in occupied facilities
- ✓ Work in high-profile and secure facilities
- ✓ Projects of various sizes and levels of complexity
- ✓ Joint Scoping and Value Engineering
- ✓ Design-Build services and Design support
- ✓ CPM schedule development and management
- ✓ Detailed cost estimates using R.S. Means Unit Price Book Software
- ✓ Management of multiple Subcontractors of all trades
- ✓ Attention to Public Safety
- ✓ Formal Safety and QC Programs and Plans
- ✓ Fluctuations in Workload and Surge requirements

Safety

Safety of all personnel, including employees, subcontractors, and customers working near construction sites, is our number one priority. We also make it mandatory for our subcontractors and craftspeople to behave in the manner appropriate to work in public and occupied venues. Any forthcoming contracts will be managed by the same processes, procedures, and management approach as the projects described within this section, tailored to suit our customer's preferences and requirements. An integral part of our projects is scheduling work to minimize disruption to the visiting public and facility users

Management Approach

ESDG has been successful in providing the organization of management personnel whose responsibilities encompass contract management, project management, field engineering, design capabilities, superintendence, quality control, estimating, scheduling, safety, and subcontract purchasing and administration. Our staff is well-versed in Primavera P6, Microsoft Project, R.S. Means, e4clicks and CostWorks; all of which will allow us to comprehensively manage this contract.

Design-Build

ESDG offers a wide range of architectural and engineering specialists to meet any need for professional architectural/engineering (A/E) support on any contract. In addition to our own in-house expertise, ESGD and TST have partnered with several design firms across the country to include DJG, Inc., Pond & Co., Burgess & Niple and Zapata Group, to name a few. Each of these firms have a history of partnering with us on contracts with Federal requirements and have long-standing reputations for excellence in design on a wide range of Federal projects. From RFP issuance to Final Design approval, the ESGD team has honed our processes and deliverables to most efficiently react and respond to the needs of our clients. A distinct and key advantage of ESGD's design team partners is their local presence throughout several regions. Not only does this provide for face-to-face strategy and design meetings, both ESGD and our design team partners are able to respond rapidly to the installation and provide face-to-face interaction with the Government and job site representatives.



Bonding Capacity

ESDG has a bonding program of \$15M single job with a \$70M aggregate. East Coast Surety Solutions has been providing surety bonds for ESGD over the last 3 years. The account is written through Argonaut Insurance Company, an Illinois corporation licensed to transact business in Virginia. Argo is an AM Best "A-" rated company and is listed on the United States Department of Treasury Circular 570 list of acceptable surety companies.

****Please see attached Bonding Letter****