

CONTRACTOR QUALIFICATION STATEMENT



CORPORATE INFORMATION

- **Address:** 1538 Country Club Parkway, Elkhorn, WI 53121-3999
- **Office:** (262) 743-2800
- **Fax:** (262) 743-2810
- **Email:** field@balestrierigroup.com
- **President:** Kenneth R. Balestrieri
- **Vice President:** Cynthia K. Balestrieri
- **Secretary:** Cynthia K. Balestrieri
- **Treasurer:** Kenneth R. Balestrieri
- **Incorporated:** March 25, 1992
- **State of Incorporation:** WI
- **Years Doing Business Under Present Name:** 28 years
- **FEIN:** 39-1725341
- **DUNS:** 80-801-8857
- **US NAICS Code:** 562910
- **Small Business Enterprise:** Yes, Registered with SBA, P0782675
- **Management Team:** 21 Employees, 3 Executive, 9 Field, 9 Office

ELLIE: COMPANY MASCOT



RIPLEY: COMPANY MASCOT



THE BALESTRIERI TEAM



EXECUTIVE STAFF

- A. Kenneth R. Balestrieri, President
- B. Cynthia K. Balestrieri, Vice President
- C. Anthony F. Balestrieri, AIA, NSPE
Registered Architect/Professional Engineer

PROJECT MANAGEMENT TEAM

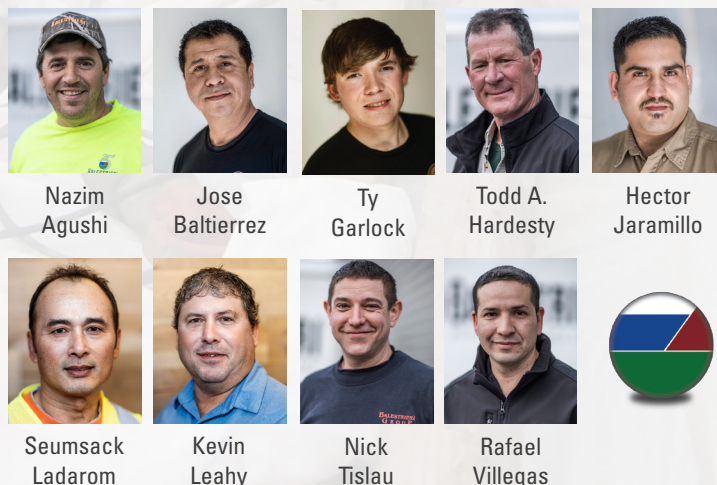
- D. Alexander P. Balestrieri,
Project Manager/Estimator
- E. Richard R. Heyer,
Project Manager/Estimator
- F. Steve P. Jandrowski
Field Safety Manager/Project Manager
- G. Nate G. Kawlewski,
Project Manager/Estimator
- H. Michael J. Ruenz,
Project Manager/Estimator
- I. Michael J. Kapitan
Inside Project Manager

ADMINISTRATION TEAM

- J. Sarah J. Pavlik
Accounting and Human Resources
Manager
- K. Jessica K. Balestrieri
Project, Administration, & Marketing
Coordinator
- L. Beckett A. Runge
Project, Accounting, & Licensing
Coordinator



FIELD MANAGEMENT TEAM



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BONDING PROGRAM

Balestrieri Environmental & Development, Inc. is a highly regarded and valued client of The Guarantee Company of North America USA and Babcock Solutions, LLC. The Guarantee Company of North America supports single projects of \$2,000,000 subject to an aggregate work program upwards of \$4,000,000. As stated in A.M. Best Rating Guide, The Guarantee Company of North America USA has a rating of A, (IX).

GENERAL LIABILITY/ POLLUTION INSURANCE

Balestrieri maintains AM Best A-rated general, pollution liability coverage in the amount of \$10 million for our clients.

AUTOMOBILE INSURANCE

Balestrieri maintains insurance for company owned, rental and hired vehicles in the amount of \$1,000,000.00 per occurrence; with an additional \$9,000,000.00 excess liability on all projects.

WORKERS COMPENSATION INSURANCE

Balestrieri Environmental maintains Worker's Compensation Insurance, as required by law and per state statutes.

CORPORATE COUNSEL

In order to provide the best possible service to our clients, solid financial, corporate, and legal assistance is required. The following list comprises our company's counsel:

ATTORNEYS

Donald P. Gallo

Axley Brynerson LLP

N20 W22961 Watertown Road
Waukesha, WI 53186
Telephone: (262) 409-2283
Cell: (414) 507-6350
Email: dgallo@axley.com

Theodore N. Johnson

Godfrey Law Office
354 Seymour Ct.
Elkhorn, WI 53121
Telephone: (262) 741-1540
Email: tjohnson@godfreylaw.com

Charles V. Sweeney

Axley Brynerson, LLP
2 E. Mifflin St., Ste 200
Madison, WI 53703
Telephone: (800) 368-5661
Cell: (608) 695-8215
Email: csweeney@axley.com

CERTIFIED PUBLIC ACCOUNTANTS

Jon S. Chamberlain

Chamberlain & Henningfield, CPAs
PO Box 1119
Lake Geneva, WI 53147
Telephone: (262) 249-1100
Email: jchamberlain@cchcpas.com

Daniel J. Maurina

Deloitte & Touche, LLP
555 E. Wells St., Ste 1400
Milwaukee, WI 53202
Telephone: (414) 977-2667
Cell: (414) 303-5613
Email: dmaurina@deloitte.com

BONDING

Bradley Babcock

Babcock Solutions, LLC
1533 Wisconsin Ave
Grafton, WI 53024
CELL: (262) 853-4622
EMAIL: brad@Babcock-Solutions.com

FINANCIAL

Shannon Garrity

US Bank
13195 W. Hampton Ave.
Butler, WI 53007
Telephone: (262) 790-0458 (direct)
Cell: (602) 369-1406
Email: Shannon.Garrity@usbank.com

INSURANCE

Michael Barry

Marsh & McLennan Agency
2725 S. Moorland Rd.
New Berlin, WI 53151
Telephone: (262) 796-8805
Cell: (414) 322-1415
Email: michael.barry@MarshMMA.com

INFORMATION TECHNOLOGY

Mr. Paul Schaff

Advanced Computer Systems
PO Box 546
Janesville, WI 53546
Telephone: (608) 754-1991
Email: paul.schaff@advconnections.com

STRONG FINANCIAL BASE

We are aware that it is of paramount importance to our clients, potential clients, and suppliers to be assured that our company has a solid financial base. Therefore, we are providing you with the names of our Corporate Counsel. Please feel free to contact any of our counsel members to discuss the solidity of Balestrieri Environmental & Development, Inc. As a privately held company, it is not our policy to release our Financial Statement to the public. In the rare case where financials are required, requestors will need to complete our Financial Non-Disclosure Agreement.



CONTRACTOR QUALIFICATION STATEMENT



SAFETY AND TRAINING PROGRAMS



Balestrieri has established a comprehensive and proactive performance orientated safety program. We instruct, inspire, and train our employees to follow these policies, procedures, and practices and to recognize job-related safety and health hazards.

Our employees are aware that as the size of a worksite or the complexity of a hazardous operation increases, the need for written guidelines is necessary to ensure clear communications of policies and priorities. The program includes provisions for the systematic identification, evaluation, prevention, and/or control of general workplace hazards, specific job hazards, and potential hazards that may arise from unforeseen circumstances.

Balestrieri's Health and Safety Program includes, but is not limited to, the following:

- OSHA 30-Hour Construction Industry Outreach Training
- OSHA 10-Hour Construction Safety Training and Orientation for All New Employees
- Daily Project Site Safety Meetings and Monthly Training Meetings
- Hazwoper Training
- Code of Safe Practices
- Drug and Alcohol Policy
- Heavy Metals and Hazardous Materials Safe Handling Review
- Defensive Driving Skills
- Fleet Safety Manual
- Trenching/Excavation Training
- Confined Space Training
- Firearms and Weapons Policy
- Emergency Procedures
- Aerial Work Platforms Training
- Medical Programs
- Personal Protective Equipment Program
- Respirator Program & Training
- Powered Industrial Vehicles Policy & Training
- DOT Hazardous Material for Transportation
- USDOT Compliance Inspection
- Hazardous Communication/Right to Know Policy
- First Aid/CPR Training
- Accident Report Investigation
- Safety Audits/Self-Performed and Outside Risk Management Audits
- Comprehensive Pre- and Continued Employment Background Verifications
- Target Zero Safety Incentive Program
- A92/Aerial Lift Compliant

ADDITIONAL COMPANY MILESTONES

- Voted #1 Abatement Company by The Daily Reporter Readers in 2017, 2018, and 2019
- 2019 Tony Balestrieri, Daily Reporter Icon in Construction Award
- 2018 Sponsor of the Milwaukee Business Journal Real Estate Awards
- 2018 Daily Reporter Diversity Award Recipient
- Daily Reporter 2017 Top Project Winners; Pabst Milwaukee Brewery and UW-Madison Memorial Union
- Wisconsin Safety Council Safety Award Finalist in 2017
- Employee membership and lead participation in: Milwaukee Construction Industry Safety Council's Construction Safety Leadership Forum; Wisconsin Asbestos Conference planning committee; AGC Leadership Class 2019; and AGC of Wisconsin Project Management Development Class



MOD RATES

Verified Workers Compensation Experience Modification Rates (EMR) for Balestrieri.

Policy Term

3/25/20 to 3/25/21 0.90

OSHA SAFETY STATISTICS

Deaths

2019..... 0

Lost Workday Cases

2019..... 0

Recordable Workday Cases

2019..... 0

Total Case Incidence Rate

2019..... 0

of Regulatory Citations

2019..... 0

OSHA 300 LOGS

Available upon request.

ONLINE CONTRACTOR MANAGEMENT PROGRAM

Balestrieri participates in several online contractor management programs. We are active members of ISNetWorld, BROWZ, Avetta, CBRE, ComplyWorks, and most recently, ConnXus. These programs provide our clients with vital safety and compliance information, allowing for an educated and efficient decision making process when determining the most qualified contractor. Find us online today!



CONTRACTOR QUALIFICATION STATEMENT



ASBESTOS & LEAD ABATEMENT



MACHINERY ROW RACINE, WI

Project Manager: Nate Kawlewski
Field Manager: Nazim Agushi & Nick Tislau

Machinery Row was the original Case Manufacturing Plant located in the Racine Harbor. Balestrieri removed over half a million square feet of asbestos containing transite wall panels. These made up the exterior walls of the facility, which were removed to make way for demolition. This abatement and deconstruction project was part of the clearing of the 27-acre Water Street Redevelopment Area to make way for new development for the City of Racine.

MECHANICAL EQUIPMENT DISMANTLING



MILWAUKEE VA MEDICAL CENTER (ZABLOCKI) MILWAUKEE, WI

Project Manager: Nate Kawlewski
Field Manager: Nazim Agushi

Balestrieri Environmental & Development systematically dismantled stacks, catwalks, and three boilers at the Milwaukee VA in unison with other contractors to keep all facilities live and operating. The boilers were replaced and re-installed within a very sensitive timeframe. This project required excellent communication and coordination; both were key aspects throughout the job to complete the project ahead of schedule.

DEMOLITION & EXCAVATION



MILLER PARKWAY MILWAUKEE, WI

Project Manager: Nate Kawlewski
Field Manager: Nazim Agushi

Balestrieri abated and demolished multiple buildings along Miller Parkway to clear the way for future development. The surrounding area of Miller Park has undergone a renaissance since the ballpark was built in 1996 and completed in 2001.

MISSION STATEMENT:

Our mission is to assist our clients in reducing their exposure to environmental liability and hazards. It is understood that the nature of the work being performed by Balestrieri Environmental & Development, the protection of human health and the environment shall be the number one concern of every employee and shall supercede time to ensure that our work is completed safely for all parties involved.

LABOR STATEMENT:

To best serve our clients' needs and preferences for the work being performed, Balestrieri contracts with both union and non-union contractors.

CORPORATE LICENSES:

Contract license numbers will be provided upon request.

SPECIALTY DEMOLITION



UW HEALTH AMERICAN FAMILY CHILDREN'S HOSPITAL MADISON, WI

Project Manager: Rich Heyer
Field Manager: Nick Tislau

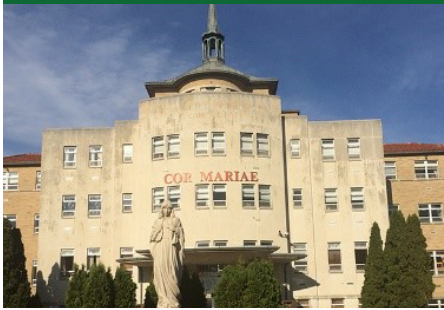
Balestrieri was entrusted with the disassembling and removal of the previous helipad. Every move our team made had to be precisely calculated due to the sensitive medical equipment directly below the helipad. Our skillful team completed the project ahead of schedule while also being mindful of the emergency routes and safety precautions of an operating hospital.



CONTRACTOR QUALIFICATION STATEMENT



MOLD REMEDIATION



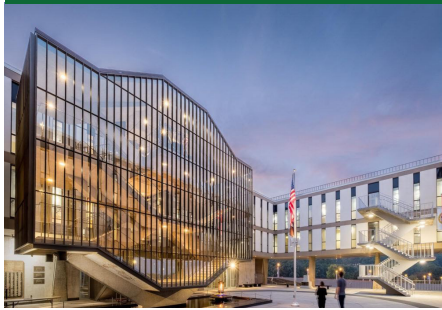
COR MARIAE CENTER ROCKFORD, WI

Project Manager: Nate Kawlewski

Field Manager: Jose Baltierrez

Cor Mariae is an Assisted Living All-Inclusive Program for rehabilitation and long-term care in the Rockford area. The facility owner contracted Balestrieri Environmental & Development to perform construction cleaning throughout the first floor and the basement. This project was performed efficiently and on time in order to not impede the owner's occupancy.

ADAPTIVE REUSE



WAR MEMORIAL CENTER MILWAUKEE, WI

Project Manager: Rich Heyer

Field Manager: Antonio Venegas

Balestrieri was recognized and rewarded with the Merit Award on the Milwaukee County Bird Cage Stair Restoration by the American Institute of Architects (AIA.) By regulating the environmental controls and maintaining temperature throughout the facility, Balestrieri Environmental & Development was able to diligently use high-pressure steam to remove lead paint from the steel beams. In addition, Balestrieri removed asbestos containing windows and replaced them with new state-of-the-art windows to keep the Bird Cage of the War Memorial looking exceptional. Because of prior experience with historical projects, Balestrieri knew to pay close attention to details in order to ensure everything was restored to its original glory. In doing so, Balestrieri was able to properly protect the names on the Veteran's Plaques.

GEOGRAPHIC AREAS SERVED

Wisconsin, Illinois, Michigan, Iowa, Kentucky, Ohio, Indiana, Minnesota, North Dakota, Tennessee, and throughout the entire Midwest. Balestrieri provides our clients with quality environmental services wherever they require us.

INDUSTRIES SERVED

- Utility
- Telecommunications
- Manufacturing & Commerce
- Educational
- Healthcare Facilities
- Real Estate Development
- Institutional Facilities
- Commercial Retail Facilities
- Government: Federal, State, and Local

SERVICES

- Asbestos & Lead Abatement
- Demolition & Excavation
- Mechanical Equipment Dismantling
- Specialty Demolition
- Mold Remediation
- Adaptive Reuse/Historical Preservation
- Industrial Cleaning & Hazmat
- Aerial Imagery (sUAV)
- Commercial Building Alteration
- Exterior Chemical Cleaning
- Interior Demolition
- Hazardous Waste Removal
- Duct Cleaning
- Dust Particulate Containment
- Freon Removal

INDUSTRIAL CLEANING & HAZMAT



USDA FOREST SERVICE- FOREST PRODUCT LABORATORY MADISON, WI

Project Manager: Rich Heyer

Field Manager: Nick Tislau

Balestrieri Environmental & Development was brought in to remove and clean concrete impacted with polychlorinated biphenyl and other hazardous materials. Our Hazwoper trained team properly contained, removed, and profiled the hazardous concrete debris.

AERIAL IMAGERY (sUAV)



FORMER SAPPI MILLS MUSKEGON, MI

Project Manager: Mike Ruenz

Field Manager: Jose Baltierrez

Balestrieri Environmental & Development utilized the Federal Aviation Administration (FAA) compliant remote sUAV/Drone Imagery to view structural deficiencies on a 275' concrete boiler stack. Utilizing high-resolution drone imagery for pre-demolition and safety project correspondence offered an instantaneous resolution for the means and methods needed for the project management team to formulate a comprehensive demolition and safety plan.



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TRADE PARTNERS

Company	Contact	Phone
Aerial Work Platforms, Inc.	Pat Barney	(800) 236-1000
Badger Scaffold, Inc.	Peter Petitjean	(800) 863-9791
Bird Ladder & Equipment Co.	Charles Cain	(414) 645-0555
Delta Electric	Rich Rozelle	(262) 473-1019
Milwaukee Lead & Asbestos Info Center	Debra Everly	(414) 481-9070
Waste Management	Joel Meyer	(414) 949-1289

STATEMENT OF ETHICS

Balestrieri has been providing turn-key environmental building renovation and demolition services for the commercial and industrial markets since 1992. We are proud of our legacy of successful projects and guiding principles:

Safety—Protection of human health and the environment is our number one priority.

Value—Industry leaders in regulatory knowledge, renovation experience, and environmental management expertise.

Service—Outstanding customer service from project set-up and planning through project completion and documentation.

Trust—A 25+ year record of on-time awarded project completion.

Integrity—A well-earned reputation for honesty, fairness, and ethical conduct.

Partnership—Our passion for service, quality, and results drives our long-term relationships with hundreds of satisfied clients. How can we help with your next project?

BALESTRIERI SERVICES, INC.

A certified Women's Business Enterprise (WBE).



TRADE PARTNER MANAGEMENT PROGRAM

Subcontractors are pre-qualified, meet, or exceed Balestrieri safety and insurance requirements and complete our Confidentiality Agreement. We have strong relationships to ensure residential preference programs and/or various emerging business opportunities to meet clients' requirements.

WASTE HAULERS & LANDFILLS

Waste haulers and landfills utilized by Balestrieri are licensed, accredited, and insured for the disposal and transport of hazardous debris.

INDEPENDENT ACCREDITED LABORATORIES

All bulk and air sampling analysis for asbestos, lead-based paint, and hazardous materials are submitted to fully independent and accredited environmental testing laboratories. Accreditation is requested annually.

