

SKANSKA SHOOK

HEALTHCARE CONSTRUCTION BUILDING BLOCKS PROGRAM APPLICATION

Attention: Deadline for application is September 2, 2011

I. GENERAL INFORMATION

| I am current | ly certified with the City of Cleveland as a: | | | | | | | |
|---------------|--|--|--|--|--|--|--|--|
| | Minority Business Enterprise (MBE) | | | | | | | |
| | Female Business Enterprise (FBE) | | | | | | | |
| | Cleveland Area Small Business (CSB) | | | | | | | |
| I was referre | ed to Building Blocks by: | | | | | | | |
| I am also cei | tified with the following agencies: | | | | | | | |
| | Northeast Ohio Regional Sewer District | | | | | | | |
| | Cuyahoga County | | | | | | | |
| | Cuyahoga Metropolitan Housing Authority | | | | | | | |
| | State of Ohio EDGE | | | | | | | |
| | State of Ohio MBE | | | | | | | |
| | RTA/ ODOT - Disadvantaged Business Enterprise | | | | | | | |
| | Veteran Owned Business Enterprise (VBE) | | | | | | | |
| | Service Disabled Veteran Owned Small Business (SDVOSB) | | | | | | | |
| | Other | | | | | | | |
| | | | | | | | | |
| Name of Firn | n: | | | | | | | |
| Address: | | | | | | | | |
| City/State/Zi | p: | | | | | | | |
| Email Addres | SS: | | | | | | | |
| Web Address | s: | | | | | | | |
| | | | | | | | | |

| Business Telephone: | (|) | |
|---|-----------|-----------|---|
| Business Fax #: | (|) | |
| Dun & Bradstreet # : | | , | |
| Federal Employer ID #: | | | |
| Owner's Home Address(es) : | | | |
| Owner's Home Telephone(s): | (|) | |
| Parent Company: | | • | |
| Other business address if applicable: | | | |
| Type of Business: (Check one |) | | |
| Construction Contracto | r | | Supplier of Goods |
| General Contractor | | | Consultant |
| Specific Trade | | | Service |
| Professional Services _ | | | Other (specify) |
| Briefly describe products and/ | or servic | es provi | ded (include NAICS codes): |
| | | | |
| | | | |
| Briefly describe what your corgain capacity for growth. | mpany ne | eeds to b | pe more successful, competitive, and/or |
| | | | |
| | | | |

II. OWNERSHIP OF FIRM

| Business Organization | : (Check one) | | | | |
|------------------------|---|-----------------------------------|-----------------------|--|--|
| A. Sole Proprie | etorship | Date Established | Date Established | | |
| B. Partnership | | Date of Agreement | | | |
| C. Corporation | I | Date of Incorporation | Date of Incorporation | | |
| D. Limited Liab | ility Corporation | Date of Incorporation | on | | |
| Has firm done or is it | ched, if different from questions described the currently doing businesNo | s under another name | | | |
| Identify | Owner those who hold 5% or | ership r more of the firm's ow | nership: | | |
| | 1 | 2 | 3 | | |
| Name/Title | | | | | |
| Race*/Gender | | | | | |
| Years Owned | | | | | |
| Owner % | | | | | |
| Salary | | | | | |
| Class of Stock | | | | | |

 $\label{eq:Alaskan} \begin{array}{ll} \text{Alaskan} = \text{AL} & \text{Black/African American} = \text{B} & \text{Hispanic} = \text{H} & \text{American Indian/Native American} = \text{N***} \\ & \text{White/Caucasian} = \text{W} & \text{Asian} = \text{A (Pacific Islander or Oriental)} \end{array}$

(Common/Preferred)

^{*} Specify ethnic background of each person listed above with the appropriate letter listed below:

III. CONTROL OF FIRM

Identify by name, race, gender, title, and job classification, those individuals in the firm who are responsible for day-to-day management and policy decision making, including, but not limited to, those with prime responsibility for: (include owners and non-owners)

| | NAME | RACE | GENDER | TITLE |
|--|------|------|--------|-------|
| Financial Decisions | | | | |
| Signing of Checks Payroll Purchasing Other | | | | |
| Estimating | | | | |
| Sales/Marketing | | | | |
| Hiring/Firing of Management Personnel | | | | |
| Purchases of Major Items/ Supplies | | | | |
| Supervision Field Operations | | | | |
| Negotiating/Signing Contracts | | | | |
| Credit Acquisition | | | | |
| Management Decisions | | | | |
| Bid Negotiations/Scheduling | | | | |
| Office Management | | | | |
| Bonding/Insurance | | | | |
| Operating Management | | | | |

Identify all key personnel, race, gender, and job classification

| NAME | RACE | GENDER | TITLE/JOB CLASSIFICATION |
|------|------|--------|--------------------------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

IV. CURRENT EMPLOYMENT DATA

| Number of Full Time Employees: |
|---|
| 2. Number of Part Time Employees: |
| 3. Number of Minority Employees: |
| 4. Number of Female Employees: |
| |
| V. CONTRACTS/DIRECT SALES |
| Has firm ever been awarded any contracts? |
| Yes No |
| a. Was the contract: Federal State Local |
| b. List largest dollar amount awarded in 2011 \$ |
| c. Date of last award: |
| d. Provide true copies of contracts awarded, purchase orders or invoices of you six largest jobs for the past three years. (If you have done less than six, please supply what you have.) |
| Does your firm have extensive commercial experience? |
| Yes No |
| Does your firm have previous hospital experience? |
| Yes No |
| Are you affiliated with any unions? Please list: |
| |
| |

VI. CREDIT REFERENCES

| FIRM | CONTACT/TITLE | ADDRESS/CITY/ZIP | TELEPHONE |
|----------------|---------------|------------------|-----------|
| Banking | | | |
| | | | |
| Insurance | | | |
| | | | |
| | | | |
| Bonding | | | |
| | | | |
| Line of Credit | | | |
| | | | |
| | | | |

VII. BUSINESS REFERENCES

List the name of three companies you are currently doing business with. Include a name with the persons title listed and a contact phone number for a reference. The contact should be someone who has supervised your work.

| COMPANY NAME | CONTACT/TITLE | ADDRESS/CITY/ZIP | TELEPHONE |
|--------------|---------------|------------------|-----------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

VIII. BUSINESS REVENUE

| GI | OSS | Revenue | tor | the | past | three | years |
|----|-----|---------|-----|-----|------|-------|-------|
|----|-----|---------|-----|-----|------|-------|-------|

| Current | |
|---------|--|
| 2009 | |
| 2008 | |
| 2007 | |

IX. ADDITIONAL SUBMISSIONS

Please submit the following documents applicable to your company. You may be requested to submit other documentation upon review by the Office of Equal Opportunity.

| Completed Application | |
|--|--|
| Provide Company Statement of Qualifications | |
| Current Bank Statement and Signature Card | |
| Financial Statements/Loans (past 2 years) | |
| 6 signed copies of past contracts, purchase orders and/or invoices | |
| Licenses – applicable to scope of work | |
| Resume of All Principal Officers | |

X. AFFIDAVIT

A signed affidavit with original signature must accompany each application.

The undersigned swears that the foregoing statements made as part of this application are true and correct and include all material information necessary:

| 1. To | identify and exp | lain the operation | ons of (Name | of Comp | any); and |
|--|--|--|---|---|---|
| 2. To | o identify the own | ership thereof | | | · |
| the ownership a cooperation wit at the business terminating any | and control by h the certifying enti location or at any o contract which ma | ties and allowing ther place. It is y be awarded and | the examination that the control of | of the coron of books at any mate sanctions (| rials as may be required to substantiate mpany. This includes complete s, records and files of the named company erial misrepresentation will be grounds for under federal, state or local laws this application may be subject to such |
| If, after filing th | is document there i | s any change (du | ıring the ensui | ng calenda | r year) in the information submitted |
| herein, the und | ersigned will inform | the Office of Equ | ual Opportunity | immediate | ely of the change(s). |
| NOTA | RIZATION: | (Sign only in the | he presence | of a Notar | y Public.) |
| | | Name (print):_ | | | |
| State of | | County of | | | |
| | | | | | _, before me appeared |
| (Name) | | | that he or | she was į | properly authorized by |
| (Name of Firm | n) | | | , to | execute the Affidavit and did so as his |
| or her free act | and deed. | | | | |
| (Seal) Notary | Public | | My | Commiss | ion Expires |