



Purveyor of Excellence

Duran Construction

A Minority-Owned, Small Business Disadvantaged, 8(a) Business



Duran Construction

- Privately Owned Business
- Sole Proprietor Since 1992
- Business Base
 - Federal, State and Local Government
 - Private and Commercial Enterprises





Certifications, Licenses & Codes

Arizona-Primary Office

Licensed by the Arizona Registrar of Contractors
Lic. # ROC 283237 classification K-69; Asphalt Paving
Lic. # ROC 283098 classification K-57; Wrecking
DUNS: Arizona-965996387 **CAGE:** Arizona-67WN3

California-Bona fide Office

Licensed by the California Contractors State License
Lic. # 646592 classification C12; Earthwork and Paving
DUNS: 835754979 **CAGE:**5SR4

8(a) Certified by the Small Business Administration (SBA)
Small Disadvantaged Business (SDB) certified by the SBA

SIC Codes: 1611 Highway and Street Construction
(except elevated highways), 1771 Concrete Work,
1794 Excavation Work

NAICS CODES

- 236118:** Addition, alteration and renovation, residential building
- 236210:** Construction, industrial buildings (except warehouses)
- 236220:** Commercial building construction general contractors
- 237110:** Sewer main, pipe and connection construction
- 237310:** Highway, street and bridge construction
- 237990:** Other Heavy and Civil Engineering Construction
- 238110:** Poured concrete foundation and structure contractors
- 238120:** Concrete reinforcement placement
- 238140:** Concrete block laying
- 238390:** Weatherproofing concrete
- 238990:** All other specialty trade contractors
- 238910:** Site preparation contractors
- 561730:** Landscaping
- 561210:** Facility maintenance



Current Experience

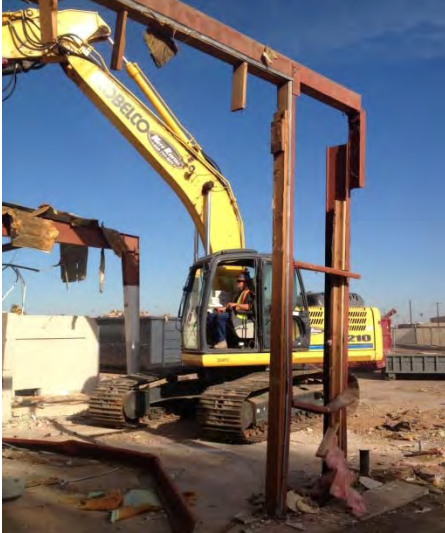


- 20 years of paving, concrete work, grading, chip sealing and roadway construction experience for California municipalities, county governments, utilities, educational institutions, businesses, churches, warehouse facilities and residences.

- Duran Construction uses efficient top of the line equipment in order to assure a job well done.

- We're mobilized in several locations in Arizona, Nevada and California to our government contracted construction jobs.

- Additionally to asphalt paving and concrete airfield projects, we also engage in grading and earthmoving projects, such as structural construction of embankments soil pined and retaining walls. We can also install a wide variety of concrete structures from Airfield Lighting Vault, to parking surfaces to utility and drainage pipes to curbs and islands. We specialize in wrecking and demolition of multi high rise to below grade buildings with high concentration of hazards waste.



SBA Mentor-Protégé Program

Duran Construction is excited to announce that it has entered into the SBA Mentor Protégé Program with Mentor C. Martin Company, Inc.

C. Martin Company, Inc. a Large Woman Veteran Owned Business, and is assisting Duran Construction into the transition in managing larger more complicated government funded contracts in all aspects of daily operations of its business.

Through the Mentor Protégé Program the companies have formed two Joint Venture Companies *The TEAM (JV), LLP* and *DMC (JV), LLP*. The Joint Ventures currently have a bonding capacity of single projects at \$3 million range with an aggregate backing upwards of \$10 Million range.



Current Bids:
AZ MATOC-W912L2-13-R-0002; Construction
CAPE MAY-HSCG84-13-R-AA1425; Housing Maintenance
LUKE MACC- FA4887-13-R-0005; Construction



Utah-GS-08P-13-VE-D-0021; Full Maintenance
SABER DMAFB- FA4877-13-R-0001



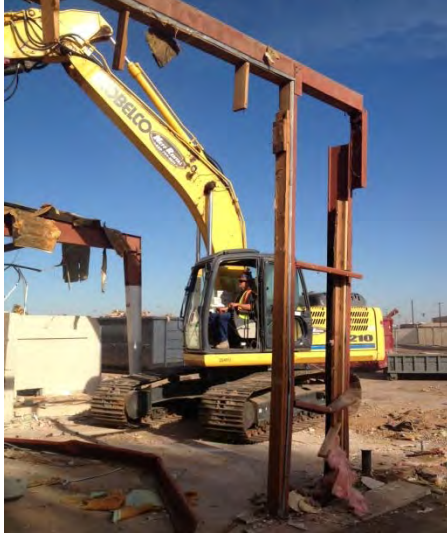
Bonding

Duran Construction has a surety program through Employers Mutual Casualty Company. They are located in Peoria Arizona. They have a current Treasury Listing and an AM Best Rating of A-XXI. The surety has indicated a willingness to favorably consider projects with bond requirements in the \$1 Million+ Range. Duran Construction has entered this surety program with the support of Mentor C. Martin Company through the SBA Mentor Protégé Program.





Services/ Capabilities



- Program Management
- Grading
- Asphalt Paving Construction
- Chip Sealing
- Roadway Construction
- Demolition
- Excavating
- Concrete Work
- Sewer main, pipe and connection
- Design- Build
- Commercial Building Construction
- Landscaping
- Facility Support Services



Duran Construction's Mission

To provide excellent construction services to our customers by generating a flourishing partnership throughout the construction process. Our pledge is to develop lasting positive relationships with our customers by surpassing their expectations and earning their trust through immaculate performance by every member of our team.

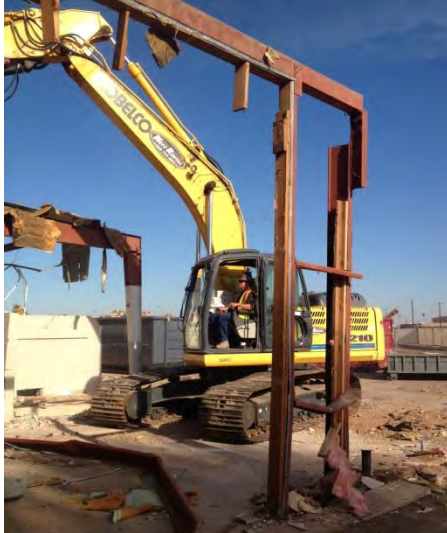




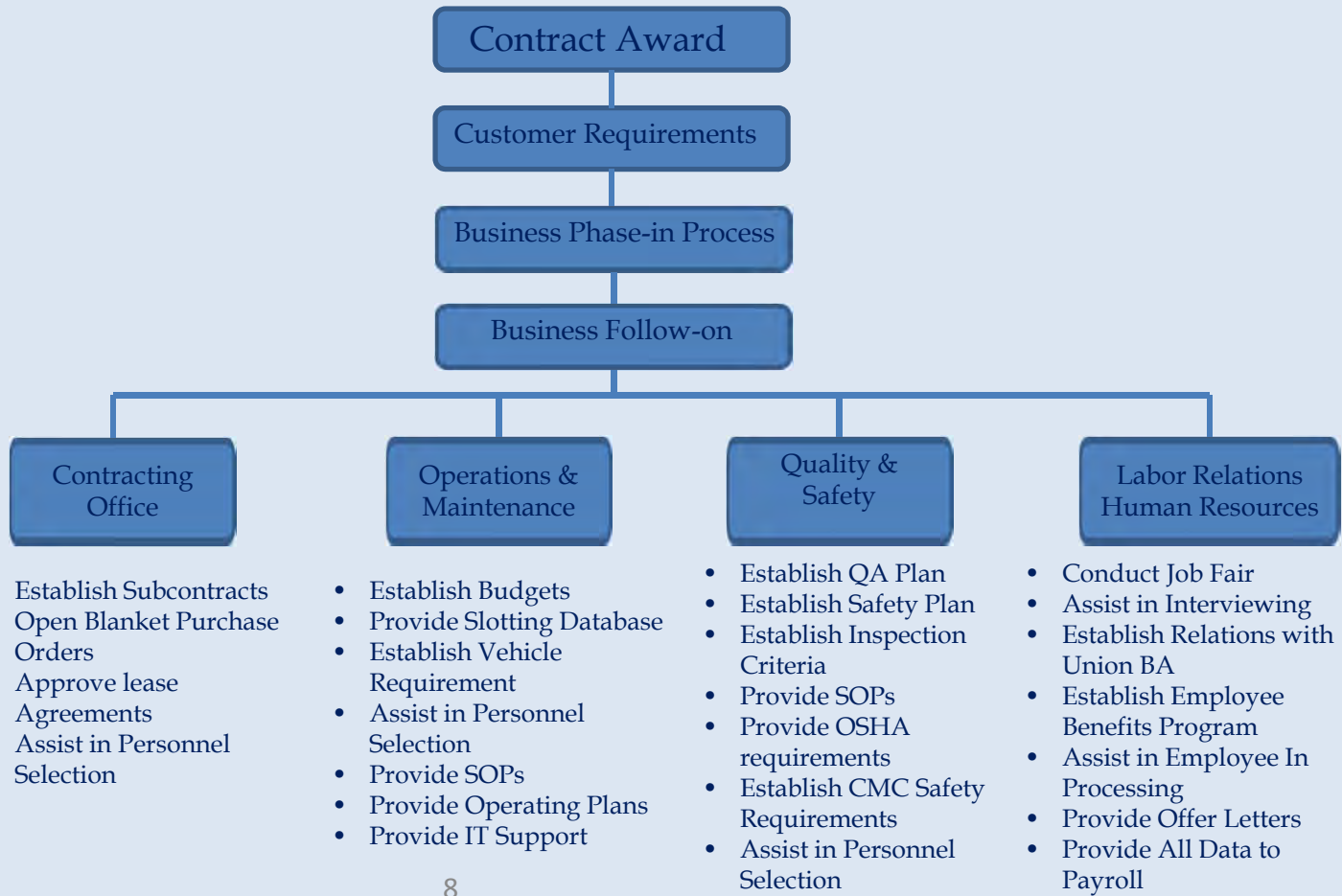
Past Performance

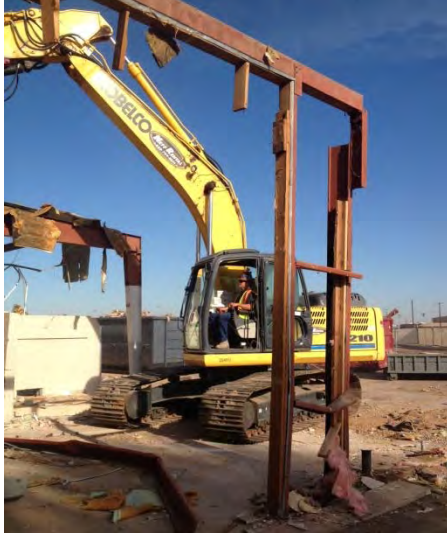


- **California Department of Fish & Game:** Ma-Le'l Dunes Recreation Road
8(a) Contract \$152,000; 7/27/2011
- **San Diego Naval Base:** Kidd Street Paving
BOA Contract \$110,000; 8/19/2011
- **Bureau of Land Management; Arizona:** Cunningham Mountain Access Road
8(a) Contract \$201,000; 9/21/2011
- **Bureau of Land Management; Arizona:** Blackrock Gulch
8(a) Contract \$106,000; 9/22/2011
- **Bureau of Land Management; California:** Airfield Run way Lighthouse
Ranch Demolition 8(a) Contract \$307,125; 7/16/2012
- **Davis-Monthan Air Force Base:** Airfield Runway Trim Pad Repair
8(a) Contract \$187,789.77; 8/3/2012
- **Davis-Monthan Air Force Base:** Thrust Bed Restraint
8(a) Contract \$118,606.39; 9/20/2012
- **56 Contracting Sq- Demolished Ammunition Ready Building:** Concrete and restoration
new Asphalt parking, landscaping 8(a) Subcontract \$51,744.75; 11/7/2012
- **56 Contracting Sq-Luke Air force Base :** POL Building Demolish, utility maintenance site
restorations.
- **9th Contracting SQ-BEALE AFB:** Pt. Arena Power Line Clearance Sept. 20, 2012
\$21532.50 Competitive 8a



Business Flow Down





Workforce Success

- ❑ Develop and maintain a successful workforce by providing the following:
 - Identifying Duran Construction’s objectives for each contract (i.e. award fee sharing)
 - Communicating and translating our strategies
 - Standard Operating Procedures, Performance Standards, and opportunities for feedback and suggestions
 - Fully trained, certified and qualified employees at time of hire
 - Adherence to all training required by Federal, State, and Local regulations
 - On-the-job training and internal and external educational/training opportunities enhancing workforce knowledge
 - A well balanced cross-trainable workforce

- ❑ Duran Construction’s internal indoctrination of employees includes the following:
 - Newcomers Orientation
 - Company policies
 - Site specific work procedures
 - OSHA regulatory training requirements, 10hr minimum
 - Training and certifications EM-385-1-1
 - LEAD awareness Duran Construction



Pricing Strategy/Model

- Our cost estimates will represent the realistic, objective evaluation of all known and anticipated factors affecting costs.
- Our pricing strategy model changes, depending on what type of contract we are proposing, i.e. Firm Fixed Price (FFP), Cost Plus, or Indefinite Quantity. We also consider who our competitors are when determining our cost strategy.
- In order to determine staffing and all associated costs for each project, we carefully analyze the PWS, industry standards, our current project organizations, and the incumbent's historical cost information and existing support requirements. Based on these reviews, we propose an organizational structure that will provide effective, efficient and superior services on each project.
- To ensure the maximum evaluation of our cost proposals, particular attention is devoted to developing cost estimates which provide the greatest degree of cost realism to the Government customer.





Contacts

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