

<b>SOLICITATION, OFFER, AND AWARD</b> <i>(Construction, Alteration, or Repair)</i>	1. SOLICITATION NO. DACW17-03-B-0006-0003	2. TYPE OF SOLICITATION <input checked="" type="checkbox"/> SEALED BID (IFB) <input type="checkbox"/> NEGOTIATED (RFP)	3. DATE ISSUED 14-Mar-2003	PAGE OF PAGES 1 OF 151
	<b>IMPORTANT - The "offer" section on the reverse must be fully completed by offeror.</b>			

4. CONTRACT NO. DACW17-03-G-0014	5. REQUISITION/PURCHASE REQUEST NO. W32CSS-2350-0013	6. PROJECT NO.
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7. ISSUED BY USA ENGINEER DISTRICT, JACKSONVILLE PRUDENTIAL OFFICE BLDG 701 SAN MARCO BLVD CESAJ-CT JACKSONVILLE FL 32207-8175  TEL: _____ FAX: _____	CODE DACW17	8. ADDRESS OFFER TO (If Other Than Item 7) CODE BY HAND: DELIVER TO "ISSUED BY" ADDRESS BY MAIL: USAED JACKSONVILLE, PO BOX 4970, ATTN: CESAJ-CT JACKSONVILLE FL 32232-0019  TEL: _____ FAX: _____	CODE DACW17
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9. FOR INFORMATION CALL:	A. NAME DEIDRA W COX	B. TELEPHONE NO. (Include area code) (NO COLLECT CALLS) 904-232-1215
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**SOLICITATION**

**NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid" and "bidder".**

10. THE GOVERNMENT REQUIRES PERFORMANCE OF THE WORK DESCRIBED IN THESE DOCUMENTS (Title, identifying no., date):

SOUTH JETTY SAND TIGHTENING, SOUTH JETTY REHABILITATION, NORTH JETTY REHABILITATION, AND NORTH REVETMENT REHABILITATION, PALM BEACH COUNTY, PALM BEACH HARBOR, FLORIDA

DRAWINGS: D.O. File Number 16-38,352, dated October 2002, cover plus 44 sheets

DESCRIPTION OF PROJECT: See Page 00010-3.

MAGNITUDE OF CONSTRUCTION IS BETWEEN \$1,000,000.00 AND \$5,000,000.00.

This acquisition is unrestricted, being issued pursuant to the Small Business Competitive Demonstration Program. You must be registered in the Central Contractor Registration in order to be eligible to receive an award from this solicitation. Call 1-888-227-2423 for more information.

NOTE ON BLOCK 11: See FAR 52.211-10, Commencement, Prosecution, and Completion of Work regarding Option Line Items.

11. The Contractor shall begin performance within 30 calendar days and complete it within 210 calendar days after receiving  award,  notice to proceed. This performance period is  mandatory,  negotiable. (See Section 00700 \_\_\_\_\_.)

12 A. THE CONTRACTOR MUST FURNISH ANY REQUIRED PERFORMANCE AND PAYMENT BONDS? (If "YES," indicate within how many calendar days after award in Item 12B.) <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO	12B. CALENDAR DAYS 10
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13. ADDITIONAL SOLICITATION REQUIREMENTS:

A. Sealed offers in original and 0 copies to perform the work required are due at the place specified in Item 8 by 03:00 PM (hour) local time 22 Apr 2003 (date). If this is a sealed bid solicitation, offers must be publicly opened at that time. Sealed envelopes containing offers shall be marked to show the offeror's name and address, the solicitation number, and the date and time offers are due.

B. An offer guarantee  is,  is not required.

C. All offers are subject to the (1) work requirements, and (2) other provisions and clauses incorporated in the solicitation in full text or by reference.

D. Offers providing less than 60 calendar days for Government acceptance after the date offers are due will not be considered and will be rejected.

**ORIGINAL**

**SOLICITATION, OFFER, AND AWARD (Continued)**

*(Construction, Alteration, or Repair)*

**OFFER (Must be fully completed by offeror)**

14. NAME AND ADDRESS OF OFFEROR *(Include ZIP Code)*

Jay Cashman, Inc.  
20 West Howell Street  
Boston, MA 02125

15. TELEPHONE NO. *(Include area code)*

(617) 287-1600

16. REMITTANCE ADDRESS *(Include only if different than Item 14)*

See Item 14

CODE DUNS#  
868160698

FACILITY CODE

17. The offeror agrees to perform the work required at the prices specified below in strict accordance with the terms of this solicitation, if this offer is accepted by the Government in writing within 60 calendar days after the date offers are due. *(Insert any number equal to or greater than the minimum requirements stated in Item 13D. Failure to insert any number means the offeror accepts the minimum in Item 13D.)*

AMOUNTS

SEE SCHEDULE OF PRICES

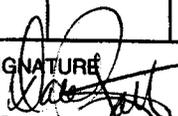
18. The offeror agrees to furnish any required performance and payment bonds.

**19. ACKNOWLEDGMENT OF AMENDMENTS**

*(The offeror acknowledges receipt of amendments to the solicitation -- give number and date of*

AMENDMENT NO.	001	002	003						
DATE	4/4/03	4/11/03	4/17/03						

20A. NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER *(Type or print)* Dale Pyatt, President

20B. SIGNATURE 

20C. OFFER DATE  
4/22/03

**AWARD (To be completed by Government)**

21. ITEMS ACCEPTED: 0001 thru 0001AE

FUNDED: 1,000.00  
REMAINING: \$952,000.00  
TOTAL \$953,000.00

**SEE SCHEDULE**

22. AMOUNT  
\$953,000.00

23. ACCOUNTING AND APPROPRIATION DATA

96 NA X 3123.0000 K3 X 08 2444 013590 96083 3230 31B963 \$1,000.00

24. SUBMIT INVOICES TO ADDRESS SHOWN IN *(4 copies unless otherwise specified)*

ITEM  
26

25. OTHER THAN FULL AND OPEN COMPETITION PURSUANT TO

10 U.S.C. 2304(c)  41 U.S.C. 253(c)

26. ADMINISTERED BY CODE K3M0J00

SOUTH FLORIDA AREA OFFICE  
USA CORPS OF ENGINEERS ((CESAJ-CO-W)  
4400 PGA BLVD, SUITE 203  
PALM BEACH GARDENS, FL 33410  
(PHONE: 561-626-5299)

27. PAYMENT WILL BE MADE BY CODE t0b0200

USACE FINANCE CENTER  
5722 INTEGRITY DRIVE  
ATTN: CEFC-AO-P  
MILLINGTON, TN 38054-5005

**CONTRACTING OFFICER WILL COMPLETE ITEM 28 OR 29 AS APPLICABLE**

28. NEGOTIATED AGREEMENT *(Contractor is required to sign this document and return \_\_\_\_\_ copies to issuing office.)* Contractor agrees to furnish and deliver all items or perform all work, requisitions identified on this form and any continuation sheets for the consideration stated in this contract. The rights and obligations of the parties to this contract shall be governed by (a) this contract award, (b) the solicitation, and (c) the clauses, representations, certifications, and specifications or incorporated by reference in or attached to this contract.

29. AWARD *(Contractor is not required to sign this document.)*  
Your offer on this solicitation, is hereby accepted as to the items listed. This award commutates the contract, which consists of (a) the Government solicitation and your offer, and (b) this contract award. No further contractual document is necessary. Your approved Subcontracting plan dated 05/08/03 is hereby incorporated into this contract.

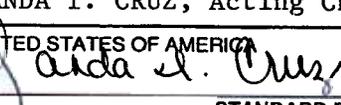
30A. NAME AND TITLE OF CONTRACTOR OR PERSON AUTHORIZED TO SIGN *(Type or print)*

31A. NAME OF CONTRACTING OFFICER *(Type or print)*

WANDA I. CRUZ, Acting Chief, A-E Const. BR.

30B. SIGNATURE

30C. DATE

31B. UNITED STATES OF AMERICA  
BY 

31C. AWARD DATE

13 June 2003

SOUTH JETTY SAND TIGHTENING, SOUTH JETTY REHABILITATION,  
NORTH JETTY REHABILITATION, AND NORTH REVETMENT REHABILITATION,  
PALM BEACH COUNTY, PALM BEACH HARBOR, FLORIDA

PROJECT DESCRIPTION

This project consists of ~~five~~ four separate features of work for the Federal navigation project at Palm Beach Harbor as described below. The first feature will be the Contract Base Bid portion of work and ~~four~~ three remaining features will be Option Bid Items.

- (1) The first feature of work consists of sand tightening a 775-foot section of the South Jetty from station 49+75 to station 57+50. The jetty will be widened on the south side with the addition of armor, core, and bedding stone over a composite geogrid/geotextile barrier.
- (2) The second feature of work consists of restoring armor stone to the north side of the South Jetty from station 43+00 to station 54+00 and restoring 2 armor stones to the south side of the North Jetty at approximately station 46+50.
- (3) The third feature of work consists of restoring the North Revetment from station 60+43 to station 62+91 using chinking and rip-rap stone and filling a depression in the beach on the north side of the North Jetty with gravel at approximately station 43+75.
- (4) The fourth feature of work consists of restoring the entire concrete jetty cap on the South Jetty from station 43+05 to station 60+95 and restoring the concrete cap on the North Jetty from approximately station 48+10 to station 49+00 and from approximately station 40+55 to station 41+05.
- ~~(5) The fifth feature of work consists of removing man-made encroachments from within the federal property lines. The encroachments consist primarily of two wooden decks, approximately 10 lightpoles, approximately 200 linear feet of chain link fence, and approximately 200 square yards of concrete slab. In addition, a small amount of specified vegetation shall be removed.~~

## SECTION 00010A

## LINE ITEMS AND PRICING SCHEDULE

SOUTH JETTY SAND TIGHTENING, SOUTH JETTY REHABILITATION, NORTH JETTY REHABILITATION  
AND NORTH REVETMENT REHABILITATION, PALM BEACH HARBOR, FLORIDA

LINE ITEM	DESCRIPTION	QUANTITY	UNIT	UNIT PRICE	TOTAL
0001	BASE (SOUTH JETTY SAND TIGHTENING)				
0001AA	EXCAVATION & BACKFILL (UNCLASSIFIED)		LUMP SUM		\$ <u>60,000-</u>
0001AB	ARMOR STONE, 6,000-LB MEDIAN (ESTIMATED QUANTITY.)	4,700	TON	\$ <u>100-</u>	\$ <u>470,000-</u>
0001AC	ARMOR STONE, 2,000-LB MEDIAN (ESTIMATED QUANTITY.)	1,600	TON	\$ <u>100-</u>	\$ <u>160,000-</u>
0001AD	BEDDING / CHINKING STONE (ESTIMATED QTY.)	2,600	TON	\$ <u>100-</u>	\$ <u>260,000-</u>
0001AE	COMPOSITE GEOGRID/GEOTEXTILE FABRIC (ESTIMATED QUANTITY)	3,000	SQ. YARD	\$ <u>1-</u>	\$ <u>3,000-</u>
	TOTAL BASE				\$ <u>953,000-</u>
0002	OPTION A (SOUTH JETTY AND NORTH JETTY STONE RESTORATION)				
0002AA	ARMOR STONE, 22,000-LB MEDIAN (ESTIMATED QUANTITY.)	3,000	TON	\$ <u>105-</u>	\$ <u>315,000-</u>
0002AB	ARMOR STONE, 14,000-LB MEDIAN (ESTIMATED QUANTITY.)	2,900	TON	\$ <u>105-</u>	\$ <u>304,500-</u>
	TOTAL OPTION A				\$ <u>619,500-</u>
	TOTAL BASE AND OPTION A				\$ <u>1,572,500-</u>
0003	OPTION B (NORTH REVETMENT RESTORATION)				
0003AA	RIP-RAP, 600-LB MEDIAN (ESTIMATED QUANTITY)	250	TON	\$ <u>180-</u>	\$ <u>45,000-</u>
0003AB	CHINKING STONE (ESTIMATED QUANTITY)	300	TON	\$ <u>180-</u>	\$ <u>54,000-</u>
0003AC	GRAVEL (ESTIMATED QUANTITY)	4	TON	\$ <u>180-</u>	\$ <u>720-</u>
	TOTAL OPTION B				\$ <u>99,720-</u>
	TOTAL BASE AND OPTION A AND B				\$ <u>1,672,220-</u>
0004	OPTION C (CONCRETE CAP RESTORATION) CONCRETE CAP AND FILL (ESTIMATED QUANTITY)	330	CUBIC YARD	\$ <u>500-</u>	\$ <u>165,000-</u>
	TOTAL OPTION C				\$ <u>165,000-</u>

SECTION 00010A

LINE ITEMS AND PRICING SCHEDULE

SOUTH JETTY SAND TIGHTENING, SOUTH JETTY REHABILITATION, NORTH JETTY REHABILITATION  
AND NORTH REVETMENT REHABILITATION, PALM BEACH HARBOR, FLORIDA

LINE ITEM	DESCRIPTION	QUANTITY	UNIT	UNIT PRICE	TOTAL
	TOTAL (LINE ITEMS 0001 THRU 0004)				\$1,837,220

NOTES:

- (1) BIDDERS MUST BID ON ALL LINE ITEMS. SEE PROVISION AT 52.214-18 (SECTION 00100).
- (2) SEE SECTION 00100, "INSTRUCTIONS TO OFFERORS".
- (3) FAILURE TO COMPLETE AND RETURN ALL REQUIRED SUBMISSIONS (SF 1442, SECTION 00010A, AND SECTION 00600) COULD RENDER YOUR BID NONRESPONSIVE.
- (4) THE GOVERNMENT RESERVES THE RIGHT TO EXERCISE OPTIONAL ITEM(S) ANYTIME PRIOR TO DEMOBILIZATION OF EQUIPMENT. SEE CLAUSE 52.217-7 (SECTION 00700).

**PROPOSED SUBCONTRACTING PLAN  
SOLICITATION DACW17-03-B-0006**

**Submitted to:**

**US Army Corps of Engineers  
Jacksonville District**

**Submitted by:**

**Jay Cashman, Inc.**

**JAY CASHMAN, INC.  
PROPOSED SUBCONTRACTING PLAN**

DATE: May 8, 2003 (Amended)

CONTRACTOR: Jay Cashman Inc.

ADDRESS: 20 West Howell Street. 02125

SOLICITATION/CONTRACT NUMBER: DACW17-03-B-0006

CONTRACT VALUE: \$1,837,220 (With Options)

**POLICY STATEMENT**

It is the corporate policy of Jay Cashman, Inc. to make every reasonable effort to make available to any and all interested "Small Business", "Small Disadvantaged", "Hubzone", "Service Disabled", "Veteran", and "Woman Owned" business concerns an equitable opportunity to compete for and be awarded subcontracts on projects awarded to Jay Cashman, Inc.

**SUBCONTRACTING PLAN GOALS**

(a) With regard to the above referenced project, Jay Cashman, Inc. has established in this subcontracting plan the following percentage goals (expressed in terms of a percentage of total planned subcontracting dollars) which are applicable to the contract awarded under the solicitation cited.

- (1.) Small Business Concerns: 57.2% of total planned sub-contracting dollars under this contract will go to sub-contractors who are small business concerns.
- (2.) Small Disadvantaged Business Concerns: 8.9% of total planned subcontracting dollars under this contract will go to subcontractors who are small disadvantaged business owned and controlled by socially and economically disadvantaged individuals. This percentage is included in the percentage shown under (a) (1) above.
- (3.) Women Owned 8.1% of the total planned subcontracting dollars under this contract will go to subcontractors who are women owned. This percentage is included in the percentage shown under (a) (1) above.
- (4.) Hubzone Business Concerns: 3.0 % of total planned subcontracting dollars under this contract will go to subcontractors who are small business concerns located in an historically underutilized business zone which is in an area located within one or more qualified nonmetropolitan counties, or lands within the external boundaries of an Indian reservation and appear on the list of Qualified HUBZone Small Business Concerns maintained by the SBA (<http://www.sbs.gov.hubzone/>). This percentage is included in the percentage shown under (a) (1.) above.

- (5.) Service Disabled Veteran Owned Small Business Concerns: 3.0% of total planned subcontracting dollars under this contract will go to subcontractors who are small Service Disabled Veteran Owned concerns. This percentage is included in (a) (1.) above.
- (6.) Veteran -Owned Small Business Concerns: 4.0% of total planned subcontracting dollars under this contract will go to small Businesses. This percentage is included in the percentage shown under (a) (1.)

(b)As a marine contractor with its own barges ,cranes and requisite equipment for this maritime related contract, Jay Cashman Inc. will self perform the majority of the work on this contract; nevertheless, we anticipate subcontracting a dollar value of \$190,000 on this contract at the time of this plan submittal. This \$190,000 figure is based upon the base bid plus options; due to the nature of the work on this contract, we do not anticipate the goals for small business participation to vary on a percentage basis whether the options are taken or not by the USACE. (based upon Base and Options A, B, and C)

(b)(1)The base bid for this contract was \$953,000.00. If this bid alone was elected by the ACOE, we anticipate subcontracting \$95,300, with a goal of 57.2% being allocated to small business concerns. Accordingly, we anticipate the following goals under base bid:

- (1.) Total dollars planned to be subcontracted to small business concerns: \$54,512.00
- (2.) Total dollars planned to be subcontracted to Small Disadvantaged business concerns: \$8,482.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.
- (3.) Total dollars planned to be subcontracted to Woman Owned business concerns: \$7,720.00. This dollar amount is included in the amount shown under (b) (1) as a subset.
- (4.) Total dollars planned to be subcontracted to HUBZone business concerns:\$2,860.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.
- (5.) Total dollars planned to be subcontracted to Service Disabled Veteran Owned business concerns: \$2,860.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.
- (6.) Total dollars planned to be subcontracted to veteran owned small business concerns would be: \$ 3,812.00. This dollar amount is included in (b.) (1.) as a subset.

(b)(2) If ACOE elects the base bid plus Option "A" which was \$619,500.00, the contract amount would be \$1,572,500.00. Accordingly, we'd anticipate subcontracting \$157,250.00, and anticipate the following contract goals:

- (1.) Total dollars planned to be subcontracted to small business concerns: \$89,947.00
- (2.) Total dollars planned to be subcontracted to Small Disadvantaged business concerns: \$13,995.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.
- (3.) Total dollars planned to be subcontracted to Woman Owned business concerns: \$12,737.00. This dollar amount is included in the amount shown under (b) (1) as a subset.
- (4.) Total dollars planned to be subcontracted to HUBZone business concerns: \$4,718.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.
- (5.) Total dollars planned to be subcontracted to Service Disabled Veteran Owned business concerns: \$4,718.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.
- (6.) Total dollars planned to be subcontracted to veteran owned small business concerns would be: \$ 6,290.00. This dollar amount is included in (b.) (1.) as a subset.

(b)(3) If ACOE elects the base bid plus Option "A" and Option "B" (\$99,720.00), the total contract value would be \$1,672,220.00. Accordingly, the goals for small business concerns would be as follows based on subcontracting \$167,222.00:

- (1.) Total dollars planned to be subcontracted to small business concerns: \$95,651.00
- (2.) Total dollars planned to be subcontracted to Small Disadvantaged business concerns: \$14,883.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.
- (3.) Total dollars planned to be subcontracted to Woman Owned business concerns: \$13,545.00. This dollar amount is included in the amount shown under (b) (1) as a subset.
- (4.) Total dollars planned to be subcontracted to HUBZone business concerns: \$5,017.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.
- (5.) Total dollars planned to be subcontracted to Service Disabled Veteran Owned business concerns: \$5,017.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.

(6.) Total dollars planned to be subcontracted to veteran owned small business concerns would be: \$ 6,689.00. This dollar amount is included in (b.) (1.) as a subset.

(b)(4) If ACOE elects the base bid plus Options A, B, and C (\$165,000.00), the total contract value would be \$1,837,220.00 with an anticipated subcontract amount of approximately \$190,000.00 and small business goals as follows:

(1.) Total dollars planned to be subcontracted to small business concerns: \$108,680.00

(2.) Total dollars planned to be subcontracted to Small Disadvantaged business concerns: \$16,910.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.

(3.) Total dollars planned to be subcontracted to Woman Owned business concerns: \$15,390.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.

(4.) Total dollars planned to be subcontracted to HUBZone business concerns: \$5,700.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.

(5.) Total dollars planned to be subcontracted to Service Disabled Veteran Owned business concerns: \$5,700.00. This dollar amount is included in the amount shown under (b) (1.) as a subset.

(6.) Total dollars planned to be subcontracted to veteran owned small business concerns would be: \$ 7,600.00. This dollar amount is included in (b.) (1.) as a subset.

The principal items contemplated as being subcontracted on this project at the present time are:

- a. Survey.
- b. Tugs and towing, miscellaneous marine services
- c. Fuel and petroleum related materials

In the event a need for other first tier subcontracts, products or services develops over the life of this project, Jay Cashman, Inc. shall make a reasonable effort to give the opportunity to compete for such items to "Small Business", "Small Disadvantaged", "Hubzone", "Service Disabled" "Women Owned" and "Veteran Small Business" concerns.

The subcontracting dollar value was developed from similar projects executed by Jay Cashman, Inc. and does not include indirect cost. Market source surveys have been used to develop source lists. In the event we are awarded the contract on this project we will request additional information from various sources, such as the Minority Business Development Center of the Department of Commerce, in the project area.

It is Jay Cashman, Inc.'s corporate policy that the awardee of any subcontract shall be the offerer(s) who presents the most competitive and cost efficient proposal, regardless of the offerers' business structure. All proposals will be evaluated regarding their cost and timeliness of delivery.

(c) Mr. Dale Pyatt, President, is director of the overall corporate policies concerning the "subcontracting plan". His duties shall comprise:

1. The general responsibility of overseeing the "subcontracting plan", such that the spirit and intent of it is implemented by the pertinent employees.
2. Outline the procedures and direct the various company divisions and departments responsible for procurements regarding the implementation of the specific efforts to be made under the "subcontracting plan", and
3. The responsibility for establishing comprehensive records of the efforts made regarding the "subcontracting plan".

Mr. Pyatt is located in our general corporate headquarters in Boston, Massachusetts.

Mr. David Fenton will be the Administrator for the "subcontracting plan" and shall be immediately responsible for the management of said plan covering the above referenced project. His duties include the direct administration of said plan and recording of efforts made by the project regarding the corporate policies established by the "subcontracting plan".

Mr. Fenton also works out of our Boston office: 20 West Howell Street, Phone (617)287-1600, Fax (617)288-4585.

(d) The following efforts will be made by Jay Cashman Inc. to assure that "small business" small "disadvantaged" and "women owned" business concerns will be given an equitable opportunity to compete for subcontracts.

- (1.) The Company will educate and direct the relevant employees concerning its policy in support of the subcontracting plan and efforts to be made thereunder.
- (2.) Obtain lists of subject businesses from local associations and the Small Business and Disadvantaged business Utilization Specialist of the SBA in the Central office serving that area as related to items to be subcontracted and distribute said lists to the respective division departments responsible for procurement
- (3.) Publicize in the local media when necessary, the opportunities for subcontracting for the subject businesses.
- (4.) Make reasonable efforts to provide adequate time to prepare, and to aid the subject businesses in their preparation of such proposals.

It is the corporate policy of Jay Cashman, Inc. that the clause entitled "Utilization of Small Business Concerns" (FAR 52.219-8) will be included in all subcontracting opportunities, and all subcontractors except small business concerns who receive subcontracts in excess of \$500,000.00 will be required to adopt and comply with a subcontracting plan similar to this one. The acceptability of percentage goals shall be determined on a case-by-case basis, depending on the supplies and services involved, the availability of potential small and small disadvantaged

subcontractors, and prior experience. Once approved and implemented, plans will be monitored through the submission of periodic reports (SF 294 and SF 295).

- (e) Jay Cashman Inc. agrees to submit such periodic reports including S.F. 294 and S.F. 295, and
- (i) cooperate in any studies or surveys as may be required by the Corps of Engineers or the Small Business Administration in order to determine the extent of compliance by the bidder with the subcontracting plan and with the clause entitled "Utilization of Small Business Concerns and Small Business Concerns Owned and Controlled by Socially and Economically Disadvantaged Individuals: contained in the contract.
- (f) The following records will be kept by Jay Cashman, Inc. concerning the "subcontracting plan":
- (i) Source lists, guides, and other data that identify small and small disadvantaged business concerns.  
  
Organizations contacted in an attempt to locate sources that are small or small disadvantaged business concerns.  
  
Records on each subcontract solicitations results in an award of more than \$100,000, indicating (A) whether small business concerns were solicited and if not, why not, (B) whether small disadvantaged business concerns were solicited and if not, why not, (C) if applicable, the reason award was not made to small business concern.  
  
Records of any outreach efforts to contact (A) trade associations, (B) business development organizations, and (C) conferences and trade fairs to locate small and small disadvantaged business sources.  
  
Records of internal guidance and encouragement provided to buyers through (A) workshops, seminars, training, etc..., and (B) monitoring performance to evaluate compliance with the program's requirements.  
  
On the contract-by-contract basis, records to support award data submitted by the offerer to the Government including the name, address and business size of each subcontractor.

### **PROJECT SPECIFIC OUTREACH**

For the purposes of this solicitation Cashman contacted The National Association of Minority Contractors in Washington who referred us to two major minority trade associations in Miami and Jacksonville, Florida for outreach assistance.

Both of these organizations provide services to Small Businesses, Small Disadvantage Businesses, SBA Hub Zone Businesses and Veteran Owned Business.

Mr. Clifton Reed, President of the Allied Contractors Association located at 1730 Biscayne Blvd, Miami, FL 33130, tel # 305-577-3525 and Mr. William Truitt, President of The North Florida

chapter of The National Association of Minority Contractors, tel # 904-766-9299 have been contacted relative to this project.

Both were informed of the type of work being performed and the work we are planning to subcontract (tug/towing services, fuel and petroleum related products, survey services).

Both organizations will provide a listing of their members who can provide work as outlined.

We have also contacted other resource agencies listed in the Bid Documents and we are exploring various websites as another form of outreach.

As mentioned under "Subcontracting Plan Goals" earlier in this document, Jay Cashman, Inc. anticipates subcontracting/small business subcontracting in the following: Survey; Tugs/towing, miscellaneous marine services; and fuel and petroleum related products. Accordingly we've identified the following small business entities for consideration in these trade categories:

**SURVEY:** Adair & Brady                      E. Brownell & Associates  
                   1058 S. Congress Ave.        3152 Coral Way  
                   W. Palm Beach, FL            Miami, FL

                  Brown & Phillips  
                   3970 RCA Blvd.  
                   Palm Beach Gardens, FL

**FUEL:**     A & E Fuel  
                   PO Box 9646  
                   Coral Springs, FL

#### **TOWING/**

**MARINE:** Meridian Marine Transport, Inc.    Pilingotes, Inc.  
                   4355 NE Hyline Drive                    3121 Ponce DeLeon Blvd.  
                   Jensen Beach, FL                      Coral Gables, FL

### **SMALL BUSINESS FOSTERING OBJECTIVES**

Jay Cashman, Inc. is committed to fostering small business opportunities wherever possible on our projects. As such, we are aware of the Small Business Act of 1953, as amended and Public Laws 99-661, Section 1207 and Public Law 100-80, Section 806. We will do everything within our power to demonstrate our management's commitment to small business utilization by subcontracting work to socially and economically disadvantaged businesses, including providing management and technical assistance to such firms.

**HISTORY OF FIRM WITH UTILIZATION OF SMALL DISADVANTAGED BUSINESSES**

Jay Cashman, Inc. has worked on dozens of jobs with project specific goals for minority, small business and disadvantaged business participation, many of these contracts were federally assisted projects. A partial listing of projects/participation is included as "Attachment A".

JAY CASHMAN, INC.  
  
Dale Pfaff  
President

## ATTACHMENT A

## PARTIAL HISTORY JAY CASHMAN, INC. SMALL DISADVANTAGED BUSINESS PARTICIPATION

<u>PROJECT AMOUNT</u>	<u>CONTRACT AMOUNT</u>	<u>DBE GOAL</u>	<u>RESULTS</u>	<u>COMPLETED</u>
MILLBURY	35,000,000.	11%	MET	YES
MARLBOROUGH	1,016,500.	11%	MET	YES
NORTH STATION	350,000,000.	11%	MET	YES
SOIL STABILIZATION	229,000,000.	11%	EXCEEDED	YES
FORT POINT DREDGING	2,000,000.	11%	MET	YES
LONG WHARF	716,495.	15%	MET	YES
MASS MARITIME	3,824,000.	5%	MET	NO
WOLLASTON BEACH	2,800,000.	5%	ON GOING	NO
NEW BEDFORD DREDGING	3,800,000.	50% LOCAL BUSINESS 5% WOMEN 5% MINORITY	MET	YES

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<u>PROJECT AMOUNT</u>	<u>CONTRACT AMOUNT</u>	<u>DBE GOAL</u>	<u>RESULTS</u>	<u>COMPLETED</u>
SCITUATE HARBOR DREDGING	2,300,000.	NO GOALS	9% SMALL BUSINESS	YES

Jay Cashman, Inc. utilized approximately twenty to twenty five subcontractors to meet the goals of the above projects and the classifications include sitework, utilities, demolition, drilling, electrical, paving, concrete, rebar, fencing, trucking, marine transportation, landscaping, disposal services, site instruments and construction photos.

All of the firms utilized by Cashman were certified by the Commonwealth of Massachusetts, Massachusetts Highway Department and some had small business administration 8A Certifications.

In December of 2002 Cashman received an award from the local chapter of the National Association of Minority Contractors for its contributions toward the development of small business enterprises.

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