



Statement of Qualifications

Total Plumbing & Heating, Ltd., a Minority and Women Business Enterprise (M/WBE) has been serving Rockford and the Northern Illinois region since 1975. The Total Excavating division of Total Plumbing was started 2000 to satisfy the site excavation and underground needs of our clients.

Since our incorporation we have worked with a variety of clients to deliver quality construction services always on time and on budget. Our residential and commercial plumbing and HVAC teams often work in tandem with our site excavation and underground team. Our flexibility and organization mean that no job is too big or too small.

You will quickly see in working with Total Excavating that our standard of using the latest technology and equipment in the industry starts at pre-bid and streams right into our field operations. Beginning with the estimating process we utilize the most cutting edge earthwork software allowing us to generate data that accurately represents the site conditions before and after construction. This also provides the client with realistic and economic pricing information for evaluation. We proudly maintain our project history as well as our relationships with our vendors. Our goal is to respond quickly in the field in order to deliver your development on time and on budget.

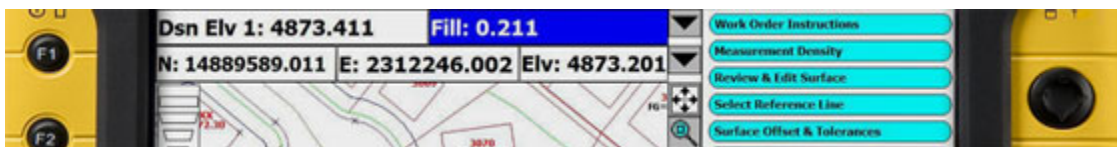
Some of Our Many Benefits & Services

MBE and WBE Certification



Total Excavating, Ltd. is a subsidiary of Total Plumbing & Heating, Ltd., a Minority Business Enterprise (MBE) and a Women Business Enterprise (WBE). Total Plumbing is registered as a M/WBE through the City of Rockford, IL and the Federal Government. Being registered with the CCR qualifies our firm to perform contracts funded by the American Recovery and Reinvestment Act of 2009.

Technological Advantages

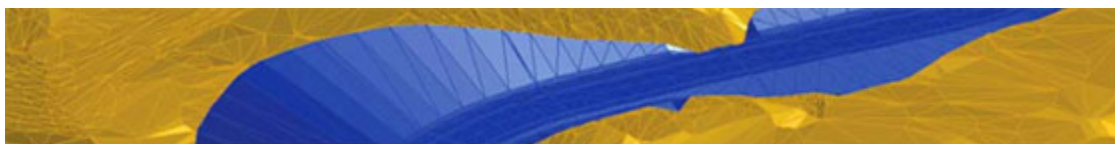


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estimating process we utilize the most cutting edge earthwork software allowing us to generate data that accurately represents the site conditions before and after construction. This also provides the client with realistic and economic pricing information for evaluation. We use mobile workstations equipped with AutoCAD and cell broadband allowing for design alteration and approval to be gained in the field with little delay.

Site Grading and SWPPP Implementation



Before we mobilize on site our team of experts can build a 3D model of the project based on the original design. The model can then be uploaded to our GPS enabled equipment, which has increased efficiency by 30% and reduced construction layout services by 90%. This translates into considerable time and financial savings for the client. We take pride in our relationship with the Winnebago County Soil Conservation District and the Illinois EPA to provide efficient and effective Storm Water Pollution Prevention solutions.

Underground Utility Installation



Our utility crews work everyday in all sectors giving them a total understanding of how the job should be done no matter the situation or location. They take great pride in exceeding client expectations while being sensitive to their surroundings during construction. We understand the responsibility we have to our neighbors during construction and implement the same care whether we are installing 60,000 feet of main or a single service. By incorporating GPS and in-house testing, we are able to ensure ready acceptance by governing agencies upon completion.

Horizontal Directional Drilling (HDD)



Horizontal Directional Drilling (HDD) is a trenchless methodology that provides an installation alternative over traditional open-cut trenching. HDD can be implemented with very little disruption to surface activities, requires less working space, and may be performed more quickly than open-cut methods. Also, it can simplify or eliminate certain permitting processes. This type of installation of municipal underground infrastructure systems has seen a dramatic increase in recent years. It can be used to install new pipelines or replace



existing ones. Geothermal fields are typically constructed using HDD. Our crew has performed over 40 HDD projects. Our in-house equipment is capable of 12,000# pull-back. We have the relationships and the experience to acquire and accomplish larger pull-back requirements.

NAICS Services

2371 Utility System Construction

- 237110 - Capping of water wells
- 237110 - Construction management, water and sewer line
- 237110 - Distribution line, sewer and water, construction
- 237110 - Geothermal drilling
- 237110 - Lagoon, sewage treatment construction
- 237110 - Fire hydrant installation
- 237110 - Pumping station, water and sewage system, construction
- 237110 - Sanitary sewer construction
- 237110 - Sewer main, pipe and connection, construction
- 237110 - Sewage collection and disposal line construction
- 237110 - Storm sewer construction
- 237110 - Utility line (i.e., sewer, water), construction
- 237120 - Service line, gas and oil, construction
- 237130 - Alternative energy (e.g., geothermal, ocean wave, solar, wind) structure construction
- 237130 - Cable laying (e.g., cable television, electricity, marine, telephone), including underground

2373 Highway and Road Construction

- 237310 - Construction management, highway, road, street and bridge
- 237310 - Culverts, highway, road and street, construction
- 237310 - Grading, highway, road, street and airport runway
- 237310 - Road construction

2389 Other Specialty Trade Contractors

- 238910 - Site Preparation Contractors
- 238910 - Backhoe rental with operator
- 238910 - Boring, for building construction
- 238910 - Building demolition
- 238910 - Bulldozer rental with operator
- 238910 - Concrete breaking and cutting for demolition
- 238910 - Construction equipment (except crane) rental with operator
- 238910 - Crawler tractor rental with operator
- 238910 - Cutting new rights of way
- 238910 - Demolition contractor
- 238910 - Dewatering contractors
- 238910 - Digging foundations
- 238910 - Drainage system (e.g., cesspool, septic tank) installation
- 238910 - Dry well construction
- 238910 - Equipment rental (except crane), construction, with operator
- 238910 - Excavating, earthmoving or land clearing, mining (except overburden removal at open pit mine sites or quarries)
- 238910 - Excavating, earthmoving, or land clearing contractors



- 238910 - Excavation contractors
- 238910 - Foundation digging (i.e., excavation)
- 238910 - Grading construction sites
- 238910 - Land clearing
- 238910 - Land leveling contractors
- 238910 - Machinery, construction (except cranes), rental with operator
- 238910 - Power, communication and pipe line right of way clearance (except maintenance)
- 238910 - Septic system contractors
- 238910 - Soil compacting
- 238910 - Trenching (except underwater)
- 238910 - Underground tank (except hazardous material) removal
- 238910 - Weeping tile installation

A History That Delivers Experience, Savings, and Satisfaction

In addition to abbreviated project list below, Total Plumbing & Heating served the City of Loves Park from 2000 through 2005 by repairing 114 existing water main breaks. We have also installed over 3800 water and sewer services. We service commercial, residential, and public markets.

Project Name	Client	Location	Start	End	Description
Champion Park Hope Phase 1	Star General	Rockford, IL	Oct-05	Jul-06	42 Lots & Main Extension - Complete
Champion Park Hope Phase 2	Star General	Rockford, IL	Jul-06	Nov-06	42 Lots & Main Extension - Complete
Moyer Glenn	Gambino Homes	Cherry Valley, IL	Oct-06	Oct-06	3 Lots & Main Extension - Complete
Champion Park Hope Phase 4	Star General	Rockford, IL	Nov-06	Jul-07	52 Lots & Main Extension - Complete
Kelly Meadows	Petry Development	Rockford, IL	Jul-07	Oct-07	42 Lots & Main Extension - Complete
Sauk Ridge Condominiums	Dave Try	Beloit, WI	Oct-07	May-08	48 Lots - Complete
Washington Park Plat 3	CCS of Rockford	Rockford, IL	Apr-08	Apr-08	Concord Ave Main Extension
Gleasant Road Basins	Petry Development	Roscoe, IL	Mar-08	May-08	Regional storm detention facility
Hawks Pointe Plat 4	Petry Development	Roscoe, IL	Nov-08	Mar-08	17 Lots - Complete
Denali Heights Plat 1	Petry Development	Roscoe, IL	Jun-08	Aug-08	71 Lot Subdivision - Complete
Denali Heights Plat 2	Petry Development	Roscoe, IL	Jul-08	Oct-08	67 Lots - Complete
Hawks Pointe Trail	NPPWD	Roscoe, IL	Aug-08	Aug-08	Existing Main Replacement - Complete
Denali Heights Plat 5	Petry Development	Roscoe, IL	Aug-08	Jun-09	79 Lots & Main Extension - Complete
Magic Waters Changing Facility	Rockford Park Dist.	Rockford, IL	Dec-08	Feb-09	Public Infrastructure - Complete
Loves Park Water Services	City of Loves Park	Loves Park, IL	May-10	Sep-10	40 Lot well abandonment & water connection
Concord Sewer Extension	CCS of Rockford	Rockford, IL	Sep-10	Oct-10	Sewer main ext. and Concord St. rehab
The Market Place	KVG Builders	Rockford, IL	Dec-11	Mar-12	Sewer Replacement - 80% Complete



We have a good reputation with clients such as Maplecrest Construction, Gambino Homes, Contry Homes, Hallmark Homes, and Petry Development. Municipal projects have also placed us in good standing with agencies and management firms such as Loves Park Public Works Department, North Park Public Water District, and CCS of Rockford.

Vendor Relationships that Deliver...On Time...Every Time

We are in good standing with the region's largest vendors to ensure efficient and economical material solutions. HD Waterworks, Wm. F. Meyer Co., Water Products Co., Welch Brothers, Rockford Cement, Products, Norwest Paving, and all regional quarries are among our primary suppliers.

We own out-right, 12 pieces of heavy excavation equipment as well as the trucks and trailers necessary to deliver them to your site. Equipment has historically been added through Volvo Rentals and Lee Jensen Sales in order meet demanding schedules and individual project requirements.

About Our Staff

We are an Equal Opportunity Employer in compliance with the Illinois Fair Employment Practices Commission Rules and Regulations.

We have a core group of hand-picked operators and laborers as part of our full time staff. We draw from a pool of experienced operators and laborers through Local 150 and Local 23 Unions that are tailored to the specific needs of your development. We demand accuracy and efficiency. Our crews deliver.

Total Excavating, Ltd. is a drug free environment.

Key Personnel

Elvia Johnson is President and Sole Owner of both Total Excavating and the parent company, Total Plumbing & Heating, Ltd. Elvia has managed the administrative and financial operations of Total Plumbing & Heating for 12 years.

Joe Sluis, General Manager, has 22 years of experience in management and accounting. Joe oversees plumbing and mechanical divisions. Joe also handles purchasing and inventory.

Paul Johnson, Operations Manager, has 26 years of experience at Total Plumbing & Heating. Paul has 14 years of management experience in the construction industry.