



December 19, 2017

City of New Port Richey
City Clerk's Office
5919 Main St
New Port Richey, Florida 34652

RE: RFP-18-004, 2018 Disaster Recovery and Debris Removal Services
Due: December 20, 2017 at 2:00 PM ET

Dear Evaluation Team:

We are pleased to submit the enclosed proposal for the **City of New Port Richey RFP-18-004, 2018 Disaster Recovery and Debris Removal Services**. Ceres Environmental Services, Inc. is an experienced disaster recovery and Government contracting firm capable of providing personnel, equipment and resources to rapidly and efficiently respond to a disaster recovery event. Our services include debris removal and segregation, demolition and hazardous material management, debris reduction and site management, and the collection/generation of FEMA-required project documentation.

In the past year, Ceres responded to more than 20 jurisdictions following disasters ranging from floods to hurricanes to tornados. Ceres was already working in Louisiana following heavy rains and flooding when Hurricanes Hermine and Matthew hit the U.S. coast within a month of each other. Earlier this year, Ceres responded to jurisdictions in Georgia and Louisiana after tornados swept through the Southeast. Ceres is currently responding to clients in Texas, Florida and Georgia following Hurricanes Harvey and Irma.

In 2008, Ceres received an **"Outstanding"** performance review from the U.S. Army Corps of Engineers for our work in Louisiana following Hurricane Katrina. We are confident that if Ceres is selected for an event response based on this proposal, you will also find our services to be exemplary. We have a long list of satisfied clients and would be pleased to serve your community as well.

Our office in Sarasota, FL, **located less than two hours from New Port Richey**, provides an excellent location from which to manage our post-disaster work in New Port Richey. Other permanent offices for Ceres give us good geographical dispersion. Those offices are located in Houston, TX and Brooklyn Park, MN. Ceres' multiple locations ensure that, even if an event affects our Florida location, other offices will swiftly take over to meet the needs of the City. Ceres also has servers storing company documents in multiple locations throughout the country. If one server is lost in an event the data will not be lost, and will not prevent Ceres from performing any work for any of its clients.

David A. McIntyre, Sole Shareholder and President; David Preus, Senior Vice President; Tia Laurie, Corporate Secretary; and Dawn Brown, Assistant Corporate Secretary, have signature authority to bind the company and can all be reached by calling Ceres' toll free number (800) 218-4424.

We look forward to the opportunity to be your supplier of disaster recovery services.

Sincerely,

A handwritten signature in blue ink that reads "Dawn Brown". The signature is fluid and cursive, written over a white background.

Dawn Brown
Assistant Corporate Secretary
Ceres Environmental Services, Inc.

Enc.

Ceres Environmental Services Facts and Highlights

- Founded in 1976 and incorporated in 1995, Ceres Environmental Services, Inc. has provided emergency management and other services for **41** to government entities throughout the United States.
- Ceres has **never defaulted on a contract or failed to complete any work awarded**.
- **No client of Ceres has been denied reimbursement for work Ceres has performed**. Ceres' professional staff assists our clients, upon request, with the preparation and submission of project worksheets for FEMA and other agencies.
- **No Regulatory or License Agency Sanctions** have ever been imposed on Ceres or any of its principals.
- Ceres' policy and practice is to **utilize qualified local small and disadvantaged business enterprises** to the maximum extent practicable to further aid in the recovery of the community.
- Exemplary Performance on **over \$1.8 billion dollars** of Emergency Debris Management contracts awarded by various government agencies within the past 25 years on over 120 FEMA-funded contracts.
- Ceres responded to Louisiana flooding in 2016, **removing over one million cubic yards of debris** as well as damaged white goods and putrescent food.
- Following Hurricanes Hermine and Matthew, Ceres was activated on **20 contracts over four states**: Florida, Georgia, South Carolina and North Carolina. Ceres successfully removed **more than 3 million cubic yards** of hurricane debris resulting from Hermine and Matthew despite already working in Louisiana following the flooding.
- Ceres responded to the Midwestern flooding and Hurricanes Dolly, Gustav and Ike during 2008 and **fulfilled all obligations for nine separate contracts**, seven of which were performed simultaneously.
- Performed **simultaneous Hurricanes Katrina, Rita and Wilma recovery operations** in three states throughout 44 counties and parishes.
- During Hurricane Katrina recovery, 45,000 cubic yards of debris were hauled on the first day of operations and up to 200,000 cubic yards daily after that. In total, **more than 13 million cubic yards** were hauled and processed.
- Performed **over 40,000 Right of Entry (ROE) work orders** for "Blue Roof" repairs for the U.S. Army Corps of Engineers on five contracts, with concurrent operations in over 30 counties.
- Recipient of the **Million Work Hours Award** for our **superb safety record** on the Katrina Debris project for the U.S. Army Corps of Engineers.
- In order to speed response, Ceres maintains a **rapid-response deployment facility** in Sarasota, Florida. Additional equipment is stored in Houston, TX and Brooklyn Park, MN.
- Federal Employer Identification Number 41-1816075
- Florida General Contractor's License CGC1508764