

COPY 2



REQUEST FOR PROPOSALS

Paving and Repair at Various Durham County Facilities

RFP No. 25-032

ISSUE DATE: Date: February 20, 2025

ISSUING DEPARTMENT: County of Durham Purchasing Division of Finance
201 East Main Street, 7th Floor, Room 703
Durham, NC 27701

Sealed Proposals will be received until 2:00 P.M., Eastern Time on March 13, 2025. The purpose and intent of the Request for Proposals (RFP) is to solicit proposals from qualified firms to provide paving and repair at various Durham County Facilities.

All inquiries concerning the Scope of Services, Proposal Submission Requirements or Procurement Procedures should be directed to:

Rishanda Fowler, Procurement Specialist
Purchasing Division of Finance
Email: purchasinggroup@dconnc.gov
Telephone: 919-560-0041

Sealed Proposals shall be mailed and/or hand delivered to the Issuing Department shown above, and the envelope shall bear the name and number of this Request for Proposals (RFP). It is the sole responsibility of the Proposer to ensure that his/her Proposal reaches the Purchasing Division by the designated date and hour indicated above.

In compliance with this Request for Proposals and to all the terms and conditions imposed herein, the undersigned offers and agrees to furnish the goods and services described in accordance with the attached signed proposal.

Firm Name: Pinam Construction, Inc.
Address: 2121 Guess Road
Durham, NC 27705
Phone: (919) 908-8774

Date: 3/20/2025
By: Beth Marshburn
(Name Typed/Printed)
Beth Marshburn
(Signature in Ink)



COPY 2-

TAB 1
Signed Forms

Attachment A



PROPOSAL FORM

RFP No. 25-032

In accordance with the attached instructions, terms, conditions, and Scope of Services we submit the following proposal to the County of Durham.

TOTAL PROPOSED COST

\$ 154,970.78

One hundred fifty-four thousand, nine hundred and seventy
(Total Proposed Cost in Writing) dollars and seventy-
eight cents

The above Total Proposed Cost should be based on being awarded the entire project.

I certify that the contents of this proposal are known to no one outside the firm, and to the best of my knowledge all requirements have been complied with.

Date: 3/20/2025

Authorized Signature: Beth Marshburn

Name Beth Marshburn

Title Corporate Secretary

Firm Name Pinam Construction, Inc.

Attachment C

ADDENDUM ACKNOWLEDGEMENT
Paving and Repair at Various Durham County Facilities
RFP No. 25-032

Receipt of the following Addendum is acknowledged:

Addendum no. 1 Date 3/7/2025

Addendum no. 2 Date 3/12/2025

Addendum no. _____ Date _____

Addendum no. _____ Date _____

Addendum no. _____ Date _____

Signature: Beth Markum Date: 3/20/25

Pinam Construction, Inc.
Name of Firm

Attachment D

NON-COLLUSION AFFIDAVIT

State of North Carolina
County of Durham

Beth Marshburn, being first duly sworn, deposes and says that:

1. He/She is the Coop. Secretary of Pinam Construction, Inc. the Proposer that has submitted the attached proposal;
2. He/She is fully informed respecting the preparation and contents of the attached Proposal and of all pertinent circumstances respecting such Proposal;
3. Such Proposal is genuine and is not a **collusive** or **sham** Proposal;
4. Neither the said Proposer nor any of its officers, partners, owners agents, representatives, employees or parties of interest, including this affidavit, has in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, firm or person to submit a **collusive** or **sham** Proposal in connection with the contract for which the attached Proposal has been submitted or to refrain from bidding in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Proposer, firm or person to fix the price or prices in the attached Proposal or of any other Proposer, or to fix any overhead, profit or cost element of the Proposal price of any other Proposer or to secure through collusion, conspiracy, connivance or unlawful agreement any advantage against the County of Durham or any person interested in the proposed contract; and
5. The price or prices quoted in the attached Proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affidavit.

Beth Marshburn
Signature of Proposer

3/13/2025
Date

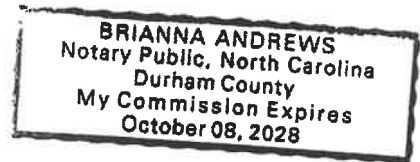
State of North Carolina, County of Durham

Subscribed and sworn before me on this 13 day of March, 2025

Notary Public Brianna Andrews

(Seal)

My Commission Expires: 10/08/2028



Attachment E

MWBE FORMS
(Affidavits A-D and Appendix E)

Affidavit A

ATTACH TO BID

State of North Carolina AFFIDAVIT A - List of the Good Faith Effort

COUNTY OF DURHAM

Affidavit of Pinam Construction, Inc.
(Name of Bidder)

I have made a good faith effort to comply under the following areas checked:
(A minimum of 5 areas must be checked in order to have achieved a "good faith effort")

- 1-Contacted minority businesses that reasonably could have expected to submit a quote and that were known to the contractor, or available on State or local government-maintained lists, at least 10 days before the bid date and notified them of the nature and scope of the work to be performed.
- 2-Made the construction plans, specifications and requirements available for review by prospective minority businesses or providing these documents to them at least 10 days before the bids are due.
- 3-Broken down or combined elements of work into economically feasible units to facilitate minority participation.
- 4-Worked with minority trade, community, or contractor organizations identified by the Office of Historically Underutilized Businesses and included in the bid documents that provide assistance in recruitment of minority business.
- 5-Attended pre-bid meetings scheduled by the public owner.
- 6-Provided assistance in getting required bonding or insurance or provided alternatives to bonding or insurance for subcontractors.
- 7-Negotiated in good faith with interested minority businesses and did not reject them as unqualified without sound reasons based on their capabilities. Any rejection of a minority business based on lack of qualification should have the reasons documented in writing.
- 8-Provided assistance to an otherwise qualified minority business in need of equipment, loan capital, lines of credit, or joint pay agreements to secure loans, supplies, or letters of credit, including waiving credit that is ordinarily required. Assisted minority businesses in obtaining the same unit pricing with the Bidder's suppliers in order to help minority businesses in establishing credit.
- 9-Negotiated joint venture and partnership arrangements with minority businesses in order to increase opportunities for minority business participation on a public construction or repair project when possible.
- 10-Provided quick pay agreements and policies to enable minority contractors and suppliers to meet cashflow demands.

In accordance with GS 143-128.2(d) the undersigned will enter into a formal agreement with the firms listed in the Identification of Minority Business Participation schedule conditional upon execution of a contract with the Owner. Failure to abide by this statutory provision will constitute a breach of the contract.

The undersigned hereby certifies that he or she has read the terms of the minority business commitment and is authorized to bind the bidder to the commitment herein set forth.

Date: 3/13/25 Name of Authorized Officer: Beth Marshburn

Signature: Beth Marshburn
Title: Corporate Secretary



State of North Carolina, County of Durham
Subscribed and sworn to before me this 13 day of March 2025
Notary Public Brianna Andrews
My commission expires 10/08/2028

BRIANNA ANDREWS
Notary Public, North Carolina
Durham County
My Commission Expires
October 08, 2028

Affidavit C

ATTACH TO BID - IF YOU HAVE MWBE PARTICIPATION

**State of North Carolina AFFIDAVIT C - Portion of the Work to be Performed by Minority Firms
COUNTY OF DURHAM**

Durham County Goals for MWBE Participation in the Procurement of Goods, Services and Construction

| Categories | Construction | Architect/ Engineer | Services | Goods | MWBE Availability % (Median Availability) |
|--|--------------|------------------------|----------|-------|---|
| Black American | 14.6 | 9.8 | 10.9 | 2.8 | 10.4% |
| Asian American | 1.3 | 3.0 | 1.1 | .43 | 1.3% |
| Hispanic American | 4.2 | 1.8 | 1.1 | .43 | 1.5% |
| American Indian | .65 | .75 | 1.0 | .5 | .70% |
| White Female | 13.8 | 11.0 | 9.5 | 7.1 | 10.3% |
| Overall MWBE Participation Goal = | | | | | 25.0% |

Affidavit of Pinam Construction, Inc. I do hereby certify that on the
(Name of Bidder)

Paving and Repair at Various Durham County Facilities
(Project Name)

Project ID No. 25-032 Amount of Bid \$ 154,970.78

I will expend a minimum of _____% of the total dollar amount of the contract with minority businesses enterprises. Work will be subcontracted to the following firms listed below. Attach additional sheets if needed.

| Firm Name (Street Address/Zip/Telephone) | *Minority Category | Work Description | Dollar Value | Percentage of Goal |
|--|--------------------|---------------------------|-------------------|--------------------|
| <u>Pinam Construction, Inc. 2121 GROSS ROAD, DURHAM, NC 27705 (919) 908-8774</u> | <u>H</u> | <u>project management</u> | <u>735,800.78</u> | <u>33.4%</u> |
| | | | | |
| | | | | |

*Minority categories: Black, African American (B), Hispanic (H), Asian American (A), American Indian (I), Female (F)

Pursuant to GS 143-128.2(d), the undersigned will enter into a formal agreement with Minority Firms for work listed in this schedule conditional upon execution of a contract with the Owner. Failure to fulfill this commitment may constitute a breach of the contract.

The undersigned hereby certifies that he or she has read the terms of this commitment and is authorized to bind the bidder to the commitment herein set forth.

Date: 3/19/25 Name of Authorized Officer: Beth Marshburn
Signature: Beth Marshburn
Title: Corporate Secretary

State of North Carolina, County of Durham
Subscribed and sworn to before me this 19 day of March 2025
Notary Public: Brianna Andrews
My commission expires 10/08/2028



BRIANNA ANDREWS
Notary Public, North Carolina
Durham County
My Commission Expires
October 08, 2028

Attachment F

AFFIDAVIT OF COMPLIANCE

**STATE OF NORTH CAROLINA
COUNTY OF DURHAM**

**AFFIDAVIT OF COMPLIANCE
with N.C. E-Verify Statutes**

I, Beth Marshburn (hereinafter the "Affiant"), being duly authorized by and on behalf of Piram Construction, Inc. (hereinafter "Contractor") after first being duly sworn hereby swears or affirms as follows:

1. Contractor understands that E-Verify is the federal E-Verify program operated by the United States Department of Homeland Security and other federal agencies, or any successor or equivalent program used to verify the work authorization of newly hired employees pursuant to federal law in accordance with Article 2 of Chapter 64 of the North Carolina General Statutes; and
2. Contractor understands that an "Employer", as defined in NCGS§64-25(4), is required by law to use E-Verify to verify the work authorization of its employees through E-Verify in accordance with NCGS§64-26(a). The term "Employer" does not include State agencies, counties, municipalities, or other governmental bodies.
3. Contractor is a person, business entity, or other organization that transacts business in this State and that employs 25 or more employees in the state of North Carolina. (mark Yes or No)
 - a. YES
 - b. NO
4. Contractor will ensure compliance with E-Verify to the extent applicable and will ensure compliance by any subcontractors subsequently hired by Contractor to perform work under Contractor's contract with Durham County.

This 13 day of March, 2025

Beth Marshburn
Signature of Affiant

Print or Type Name: Beth Marshburn

State of North Carolina
County of Durham

Signed and sworn to (or affirmed) before me, this the 13
day of March, 2025

My Commission Expires:
10/08/2028 Brianna Andrews
Notary Public

(Affix Official/Notarial Seal)

BRIANNA ANDREWS
Notary Public, North Carolina
Durham County
My Commission Expires
October 08, 2028

Attachment G

VENDOR APPLICATION & W-9



VENDOR APPLICATION

IT IS CRITICAL TO THE COUNTY THAT YOU COMPLETE ALL DATA - PLEASE PRINT OR TYPE
(A W-9 FORM IS REQUIRED AND MUST BE SUBMITTED WITH THIS FORM)

1. Vendor Name: Pinam Construction, Inc.

Do you require a 1099? Yes No

2. Mailing address for payments:

2121 Guess Road
Durham, NC 27705

3. Mailing address for purchase orders, proposals and bids:

2121 GUESS ROAD
DURHAM, NC 27705

4. Contact Person Beth Marshburn Phone #: (919) 908-8774

Email: support@pinamconstruction.com Fax #: N/A

5. In what City and State is your firm licensed? Durham, NC

If licensed in NC, indicate County (for tax purposes) Durham

Individual Partnership Corporation Governmental Agency Other

6. Is your firm a large business? Yes No 7. Is your firm a small business? Yes No

8. Is your firm 51 percent or more owned and operated by a woman? Yes No
If yes, with what governmental agencies are you certified? Not certified

9. Is your firm 51 percent or more owned and operated by a minority? Yes No

10. If yes, with what governmental agencies are you certified? Historically Underutilized Businesses

11. Identify appropriate minority group:

Black American Native American Hispanic Asian/Pacific Asian Indian

12. Is your firm incorporated? Yes No

13. Is your firm a not-for-profit concern? Yes No

14. Is your firm a handicapped business concern? Yes No

15. Give a brief description of goods or services your firm provides:

General contracting services, structural repairs, waterproofing, demolition, roofing, drainage, etc.

Signature: Beth Marshburn

Title: Corporate Secretary

Print name: Beth Marshburn

Date: 3/13/2025

If you have any questions concerning this form, email Durham County Purchasing Division at purchasinggroup@dcnc.gov

NOTICE TO THE BIDDERS/PROPOSERS

Please return this Vendor Application and W-9 along with your Bid Proposal packet.

PURCHASING TO COMPLETE (when received from the department)

Listed as Debarred or Suspended Vendors?

<https://www.sam.gov> Yes No

<https://www.dca.nc.gov/divisions/purchase-contract/debarred-vendors> Yes No

Verified by:

Date:



PINAM

Executive Summary

Pinam Construction understands that the Scope of Services includes paving, paving repairs, crack filling, sealing, and striping at various Durham County facilities. The contract will commence upon award and remain in effect until June 30, 2025. Invoices will be paid within 30 days of review and approval by the County's Designated Representative.

The scope of work involves crack repairs, parking lot sealing, and restriping at facilities such as EMS (S. Miami Blvd), Admin I, Judicial Annex, Courthouse Parking Deck, Animal Shelter, and Animal Control. Additional work includes asphalt milling and new wheel stops at the Judicial Annex, while EMS (S. Miami Blvd) requires cleaning and crack filling 1,700 square feet of concrete as specified by the County representative prior to work, followed by restriping. Site visits are essential for assessing conditions, particularly at the Judicial Annex and EMS locations. To gather critical information, Pinam Construction conducted two site visits at the aforementioned locations.

The project must be completed within 60 calendar days from the Notice to Proceed, with work scheduled during regular hours (Monday to Friday, 8:00 am – 4:00 pm). Weekend inspections may be required for some buildings. While we will adhere to the designated hours, Pinam proposes negotiating weekend access to certain sites, particularly in Downtown Durham, such as Admin I and Judicial Annex, due to high traffic and the extensive work needed in these areas. Pinam Construction intends to create a detailed project schedule upon contract award, collaborating with Durham County to ensure an efficient approach, including optimal work hours and possible weekend access.

Pinam's approach emphasizes efficiency, planning to work simultaneously across multiple locations due to their proximity. Recognizing the importance of time, we aim to deliver the project on schedule through close collaboration with Durham County.



TAB 3
Corporate Overview



Corporate Overview

Pinam Construction, Inc.

Entity Type: Corporation

State of Organization: North Carolina

Years in Business: 9

CEO & President: Angelica Thacker

Firm Representative: Beth Marshburn,
CFO, Corporate Secretary

Address:

2121 Guess Rd.

Durham, NC 27705

Phone: (919) 908-8774

Email: support@pinamconstruction.com

Introduction: Established in 2016, Pinam Construction has been dedicated to creating a sustainable and continuously improving construction company. We have always placed a strong emphasis on building long-term relationships with our clients, industry professionals, and government agencies. Our mission is to provide top-quality commercial construction services that meet and exceed expectations. Our team of experts has years of experience in a wide range of services such as demolition, grading, roofing, concrete work, and more. We have completed various projects for professionals and municipalities alike from public schools and parks and recreation departments to fire stations and more, earning us their trust and confidence.

Services:

- Maintenance and Support Structures
- Waterproofing and Dampproofing
- Roofing and Roof Repair
- Concrete Work, Flat Work, and Foundations
- Excavation, Rock, and Hard Dig
- Underground Utilities and Structures
- Earthwork
- Demolition
- Foundation, Structural, and Crawl Space Repair
- Retaining Wall Construction and Repair
- Stormwater and Drainage

Licenses:

- North Carolina General Contractors Unlimited License – License #78381
 - Building Classification
 - Public Utilities Classification



TAB 4
Approach



Approach

Overview: Pinam Construction, Inc. will partner with Tri-Lakes Paving, Inc. to efficiently complete this project while minimizing disruptions and delays. The primary objective of this approach is to prioritize efficiency, ensure timely transitions between tasks, and strategically utilize weekends to avoid traffic-related delays, with the approval of the City. Additionally, we will minimize mobilizations to optimize the project timeline. The plan will focus on addressing critical tasks in a specific order to ensure the most time-sensitive work is completed first, without unnecessary downtime between locations.

Project Strategy & Phasing:

1. **High-Priority Tasks:** The project's most extensive work is expected to occur at the **Annex Building, EMS Station, and Animal Shelter**. These locations will be prioritized immediately after the Notice to Proceed is issued to ensure that any potential issues are addressed early on. This strategy will help avoid delays and streamline the entire process.
 - **Animal Shelter:** The shelter requires patching due to "alligator" cracking, which will be addressed first. We plan to allow 30-45 days for curing of the patch before sealing the remaining parking lot and striping. The final tasks at this location will be completed towards the end of the project once the patch has fully cured.
 - **Justice Center Parking Deck:** Given the simplicity of this task, we will initiate the parking deck work at the same time as the Animal Shelter or Annex Building, using a separate crew. The project can only proceed once the County has successfully relocated the cars from the top levels of the deck, allowing for the commencement of striping activities.

Please continue to the next page.



- **EMS Station:** We will begin by repairing spalling areas before proceeding with crack fill. Concrete repairs will cover approximately 100 square feet and will require 3-5 days to cure. Once the repairs have set, we will grind cracks and apply crack fill material, followed by a curing period of 3-5 days, depending on the material used. Some crack fill materials do not allow for striping and may not be suitable for slopes. Once the crack fill material has fully cured, striping will be completed. The project includes 800 linear feet of crack fill application.
 - **Annex Building:** Milling of the existing parking lot and repaving will occur here. Milling will take place on a Saturday, followed by paving on Monday. Although asphalt requires 7 days to cure before striping, the County will be able to use the parking lot by Tuesday after paving to minimize disruption. The striping will be scheduled for the following Saturday.
2. **Subgrade Issues at Annex Building:** After milling, the subgrade will be assessed. Should there be issues such as cracks or depressions, additional time will be required to address these before repaving. This potential delay will be managed and factored into the overall project timeline.
 3. **Time-Dependent Scopes and Task Coordination:** Once the time-sensitive tasks are complete, we will revisit the **EMS Station** after a maximum 5-day curing period for the concrete repair to begin crack filling. After an additional curing period of up to 5 days for the crack fill material, we will return to apply striping. Next, we will focus on **Animal Control** and the **Animal Shelter** for sealing and striping, with **Animal Control** completed first, followed by the **Animal Shelter**. The goal is to complete both locations in close succession, streamlining the process.

Specific Task Details:

1. **Animal Shelter:**
 - Patching: 1 day
 - Curing Time: 30-45 days
 - Crack Filling, Sealing, and Striping: 3 days
 - Total Labor Days: 4
 - Maximum Cure Time: 45 days



Please continue to the next page.

2. Animal Control:

- Crack Filling, Sealing, and Striping: 3 days
- Total Labor Days: 3

3. EMS Concrete Work:

- Repair spalling areas before crack fill (100 square feet of concrete repair): 1 day
- Spalling repair cure time: 3-5 days
- Grind cracks and place crack fill material after concrete repair (800 linear feet of crack fill): 3-4 days
- Crack fill cure time: 3-5 days (dependent on the material used)
- Striping: 1 day

4. Annex Building:

- Milling: 1 day (Saturday)
- Paving: 1 day (Monday)
- Cure Time: 7 days before striping
- Striping: 1 day (Saturday)
- Total Labor Days: 3
- Minimum Cure Time: 7 days

5. Admin Building:

- Sealing: 1 day (Saturday)
- Striping: 1 day (Sunday)
- Total Labor Days: 2

6. Parking Deck:

- Striping: 1 day
- Total Labor Days: 1

Project Analysis & Timeline:

The most time-sensitive work is the patching at the **Animal Shelter**, which requires a maximum curing time of 45 days. Given this, the project will be structured to complete other locations within this timeframe and return to the Animal Shelter for sealing and striping once the patch has cured.



Please continue to the next page.

- **Total Estimated Completion Time:** 48 days, assuming all tasks proceed without delays and not including all weekend days. This allows 12 contingency days (within the 60-day contract period) for unforeseen circumstances such as adverse weather, delays, or equipment availability issues.
- **Contingency Time:** With a 60-day contract, the remaining 12 days provide buffer time to manage any unanticipated delays, ensuring that the project can still be completed on time even if issues arise.
- **Potential Changes:** The timeline is subject to change based on the actual Notice to Proceed date, equipment availability, and potential contract time negotiations.

Conclusion: Pinam Construction, Inc. and Tri-Lakes Paving, Inc. will employ a detailed, strategic approach to complete this project efficiently and within the anticipated contracted time frame. By prioritizing time-sensitive tasks, coordinating work across multiple locations, and managing curing times effectively, we are confident in our ability to meet project deadlines while maintaining high-quality standards. The project approach ensures minimal disruptions, reduces downtime, and optimizes resource utilization throughout the entire process.

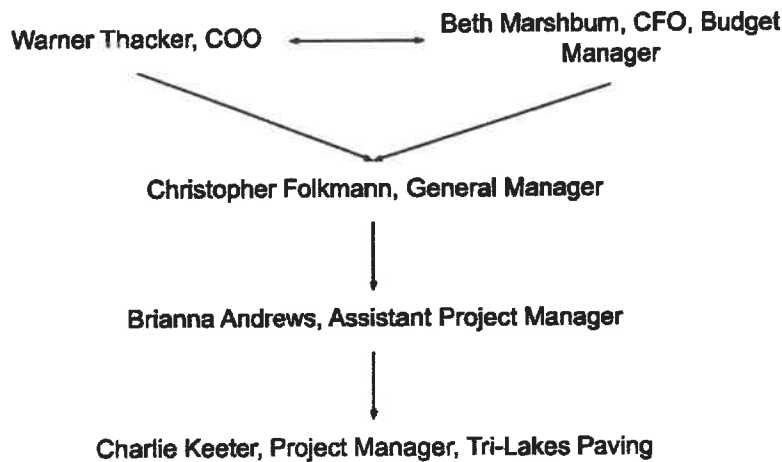


TAB 5
Organization and Staffing



Organization and Staffing

Pinam Construction, Inc. will collaborate with our trusted subcontractor, Tri-Lakes Paving, Inc., based in Henderson, NC, to successfully complete this project. Pinam's project team will consist of four full-time managerial staff members: Brianna Andrews (Assistant Project Manager), Christopher Folkmann (General Manager), Beth Marshburn (CFO and Budget Manager), and Warner Thacker (Chief of Operations). Below is the organizational structure for this project:



Pinam Construction, Inc. plans to subcontract the majority of this project to Tri-Lakes Paving, Inc., with the exception of the project management, which will be handled by Pinam's team. Tri-Lakes Paving, Inc. will be represented by key personnel, including Caleb Keeter, Owner, who brings 12 years of experience in the construction industry and 5 years of leadership at Tri-Lakes Paving, and Charlie Keeter, Project Manager, with 18 years of industry experience and 12 years of managing a company specializing in concrete work. Charlie Keeter will serve as Pinam's primary point of contact for the duration of this project. Pinam has selected Tri-Lakes Paving, Inc. due to their extensive experience with similar projects. Having worked with them previously, we are confident in their expertise, work ethic, and industry knowledge.

Pinam Construction, Inc. is a HUB-certified MWBE contractor and a Hispanic-owned business. As part of our commitment to the MWBE goals for this project, we will be fulfilling the project management scope in-house.



Warner Thacker, Project Manager

Firm: Pinam Construction, Inc.
 Address:
 2121 Guess Rd.
 Durham, NC 27705
 Phone: (919) 908-8774
 Email: warner@pinamconstruction.com

Introduction: Pinam’s Chief Operating Officer, Warner Thacker, has been part of the remediation world scene 1990. For the better part of 20 years, Warner was one of the lead emergency contractors in the state of NC. Recently adopting a dual role as a Project Manager, he has conducted oversight on multiple projects for the City of Durham, as is his intention for this project.

Roles and Responsibilities:

- Leading the planning, design, and construction processes of commercial buildings with a focus on timely delivery, adherence to budgetary constraints, and the highest quality standards.
- Managing and coordinating all project activities, including scheduling, budgeting, procurement, subcontractor management, and site inspections.
- Development and maintenance of project timelines, budgets, and cost estimates, with regular reporting on project progress to stakeholders.
- Collaborating with diverse teams consisting of architects, engineers, contractors, and other stakeholders to ensure project objectives are achieved, and effectively addressing potential challenges and issues.
- Ensuring compliance with building codes, permit requirements, safety regulations, and other legal and regulatory standards.
- Identifying and mitigating project risks, conflicts, and obstacles, offering timely and effective solutions to maintain project momentum.

Similar Past Projects

| | | |
|--|--|--|
| Whippoorwill Park Playground Demolition | DPR Athletic Court Renovations (ongoing) | Solid Waste Management Driveway Repairs |
|--|--|--|



Beth Marshburn, CFO, Budget Manager

Firm: Pinam Construction, Inc.
Address:
2121 Guess Rd.
Durham, NC 27705
Phone: (919) 996-9611
Email: beth@pinamdevelopment.com

Introduction: With over 20 years of financial experience in the construction realm, Beth Marshburn serves as one of our key management personnel through her tireless dedication to maintaining Pinam’s financial accounts. Beth stays informed on every project and plays an essential role in our forecasting and budgeting procedures for every project.

Roles and Responsibilities:

- Leading the financial planning and budgeting process for commercial construction projects, ensuring accurate cost estimation, revenue forecasting, and cash flow management.
- Analyzing project financial performance, identifying trends, risks, and opportunities, and providing recommendations for cost control and profitability improvement.
- Collaborating with Project Managers and other key stakeholders to develop project budgets, monitoring expenditures, and implementing strategies to minimize cost overruns.
- Conducting financial impact assessments for proposed project changes and providing insights on the feasibility and financial implications of such changes.
- Managing financial reporting for projects, including P&L statements, project cost tracking, and variance analysis, to provide stakeholders with accurate and timely financial information.
- Coordinating with accounting teams to ensure accurate project accounting, adherence to financial policies and procedures, and compliance with financial regulations.
- Assisting in negotiating contracts, reviewing vendor proposals, and analyzing financial terms to ensure favorable financial outcomes for the organization.

Similar Past Projects

| | | |
|--|---|--|
| Whippoorwill Park Playground Demolition | DPR Athletic Court Renovations (ongoing) | Solid Waste Management Driveway Repairs |
|--|---|--|



Christopher Folkmann, General Manager

Firm: Pinam Construction, Inc.

Address:

2121 Guess Rd.

Durham, NC 27705

Phone: (919) 908-8774

Email: christopher@pinamconstruction.com

Introduction: Christopher Folkmann, General Manager, has been an integral part of Pinam for several years and recently transitioned to the company's commercial division. With a strong track record of overseeing multiple projects, Christopher brings a wealth of experience and strategic vision to his role, driving success and growth within the division. His leadership continues to make a significant impact on Pinam's commercial endeavors.

Roles and Responsibilities:

- **Oversee operational performance and ensure alignment with the company's vision and objectives.**
- **Manage the planning, scheduling, and execution of construction projects to ensure timely and successful completion.**
- **Monitor project budgets, timelines, and resources to meet profitability and quality standards.**
- **Resolve challenges and bottlenecks that arise during construction to maintain project momentum.**
- **Lead and mentor project managers, engineers, and other team members to enhance productivity and morale.**
- **Oversee budgeting, forecasting, and financial performance of projects and the overall business unit.**
- **Uphold the company's quality standards by conducting regular inspections and reviews of ongoing projects.**

Similar Past Projects

| | | |
|---|---|---|
| DPR Athletic Court Renovations (ongoing) | North Carolina Museum of Art Waterproofing | Onslow County DSS Ceiling Tile Replacement (ongoing) |
|---|---|---|



PINAM

Qualifications and Experience

Past Projects:

1. Whippoorwill Park Playground Demolition

- a. Demolition of existing playground equipment, bollards, timber retaining walls, benches, and trash cans followed by the replacement of timber retaining walls. Backfill and grading were performed along with consistent site clean-up.
Completed on time and within budget
- b. Dates: April 22nd, 2024 to April 24, 2024
Time period to completion: 3 days
- c. Owner's Representative:
Jessica Kemp, Senior Construction Project Manager
Parks and Recreation, City of Durham
Phone: (919) 560-1701
Email: Jessica.Kemp@durhamnc.gov
- d. Initial award of contract amount: \$21,300.00
- e. Final contract amount:\$21,300.00
- f. Change orders: 0

2. Solid Waste Management Driveway Repair Project

- a. Removal of existing concrete/stone area followed by replacement with 225 yards of concrete including construction and expansion joints without interfering with the daily operations of the waste management facility. This project was time sensitive with only a 4-day window to complete for the facility to resume operation. ***Completed on time and within budget***
- b. March 27, 2024 - March 31, 2024
Time period to completion: 4 days
- c. Owner's representative:
Muriel Williman, Senior Assistant Solid Waste Manager
City of Durham Solid Waste Management Department
Phone: (919) 452-5919
Email: Muriel.Williman@durhamnc.gov
- d. Initial award of contract amount: \$130,881.00
- e. Final contract amount: \$130,881.00
- f. Change orders: 0



3. **DPS Water Fountain Replacement - Phase II**
 - a. Project required the removal of over 100 water fountains collectively across 13 different schools in Durham County. This project contained time-sensitive elements that were handled by working late night shifts for the schools to return to normal operations the next morning. *****Completed on time and within budget*****
 - b. Dates: 11/08/2023 - 01/31/2024
Time period to completion: <90 days
 - c. Owner's representative:
Steve Bumgarner, Project Manager
Cates Services and Construction, LLC
Phone: (984) 287-0843
Email: sbumgardner@catesvc.com
 - d. Initial award of contract amount: \$298,000.00
 - e. Final contract amount:\$298,000.00
 - f. Change Orders: 0

4. **Demolition work at multiple parks in Durham, NC (East End & Northgate)**
 - a. Demolition of select infrastructures and two parks to improve public safety.
*****Completed on time and within budget*****
 - b. Dates: 10/15/2023 - 11/01/2023
Time period to completion: <90 days
 - c. Owner's representative:
Jessica Kemp, Senior Construction Project Manager
Parks and Recreation, City of Durham
Phone: (919) 560-1701
Email: Jessica.Kemp@durhamnc.gov
 - d. Initial award of contract amount: \$17,490.00
 - e. Final contract amount: \$17,490.00
 - f. Change Orders: 0

5. **Fire Station #2 Roof Replacement**
 - a. Removal and disposal of existing roof system including flashings and sheet metal down to the gypsum deck followed by the replacement of the sheet metal



flashings and trim. Also, the removal of the existing TPO roofing system.

*****Completed on time and within budget*****

- b. Dates: 09/14/2022 - 12/15/2022
Time period to completion: <120 days
- c. Owner's representative:
Lesa Rickard, Project Manager
City of Durham General Services Department
Phone: (919) 560-4197
Email: lesa.rikard@durhamnc.gov
- d. Initial award: \$172,455.00
- e. Final contract amount: \$195,988.00
- f. Change Order: (1) \$23,533.00

6. CR Wood Park Demolition

- a. Demolition of existing restroom building, concrete slab, CMU blocks, and select concrete sidewalk.
- b. Dates: 06/24/2024 - 12/11/2024
Time period to completion: < 240 days
- c. Owner's Representative:
Jessica Kemp, Senior Construction Project Manager
Parks and Recreation, City of Durham
Phone: (919) 560-1701
Email: Jessica.Kemp@durhamnc.gov
- d. Initial award: \$18,431.25
- e. Final contract amount: 19,296.25
- f. Change Order: (1) \$865.00

7. 109 Old Fox Trail Demolition

- a. City-ordered demolition of an existing residential structure due to safety hazards.
- b. Dates: 12/18/2024 - 01/16/2025
Time period to completion: < 30 days
- c. Owner's representative:
Robb Damman, Housing Appeals Board & Contract Services Manager
Neighborhood Improvement Services, City of Durham
Phone: (919) 717-4193



PINAM

Email: robb.damman@durhamnc.gov

- d. Initial award: \$24,800.00
 - e. Final contract amount: \$25,700.00
 - f. Change Order: (1) \$900.00
8. Carolina Arbors HOA
- a. Brick column and concrete slab replacement
Tri-Lakes Paving, Inc. performed slab removal and replacement
 - b. Dates: 10/02/2024 - ongoing
Time period to completion: ongoing
 - c. Owner's Representative:
James Pierce
Phone: (919) 886-8240
Email: james.pierce@associacarolinas.com
 - d. Initial award: \$86,284.00
 - e. Final contract amount: \$94,534.00
 - f. Change Order: (2) \$8,250.00



TAB 7
MWBE Participation



MWBE Participation

Pinam Construction, Inc. is actively refining our program to encourage MWBE participation, drawing on our experience in recruiting and inviting MWBE firms to bid on projects. Our current process involves evaluating potential bid opportunities, identifying scopes of work suitable for MWBE firms, and sending out invitations along with supporting documentation, such as plans, to qualifying MWBE firms. We break down scopes of work into manageable units to encourage bid submissions and maintain open communication with invited firms, providing updates on addendums, cancellations, site visit dates, and other project-related information. Additionally, we send reminder notices for bid deadlines and respond promptly to any questions. We negotiate in good faith with MWBE firms to ensure they have a fair opportunity to perform work on our projects.

We are continuously assessing ways to enhance our outreach efforts, streamline document distribution, and provide additional support, such as access to bonding and insurance, equipment assistance, credit referrals, and quick pay agreements.

As a MWBE-certified company, Pinam Construction understands the importance of including MWBE firms in our projects and is committed to offering opportunities and support to help them succeed, whenever economically feasible.



TAB 8
Conflict of Interest



PINAM

Conflict of Interest

Pinam Construction, Inc., including its employees, owners, and proposed subcontractors, hereby affirms that there are no current or potential conflicts of interest with Durham County related to this project or any future projects.

This concludes Pinam Construction, Inc.'s proposal for RFP No. 25-032 Paving and Repairs at Various Durham County Facilities. We appreciate your consideration of our firm in this evaluation process and look forward to the opportunity to collaborate with you on these important improvements to Durham County's facilities.

Signature of authorized representative: Beth Marshburn Date: 3/13/21

Print Name: Beth Marshburn Title: Corp. Secretary

Address: 2121 Guess Rd Durham, NC 27705

Telephone: 919 908 8774

Email Address: support@pinamconstruction.com

