



Statement of Qualifications



Capitol Environmental Services, Inc.

June 2020

**Smart Solutions
Productive partnership**

Our Company

Capitol Environmental Services Inc. (CES) was founded in 1989. We provide remediation, waste management, site and clean import services across North America and Puerto Rico. Since our inception, our focus is to deliver value to our customers through smart solutions and productive partnerships. This focus, combined with highly trained and professional people, has fostered the continued growth of our company and satisfaction of our customers.

CES serves customers in both public and private sectors. In the public sector, we have served customers at both the Federal and State level including: USEPA, US Navy, US Army, US Air Force, US Coast Guard, FEMA, USACE, USDA. For the private sector, we serve the following industries: Consulting/Engineering, Construction, Banking, Insurance, Utilities, Logistics and Manufacturing.

FOUNDED
1989

AVG
EMPLOYEE
EXPERIENCE
20+ Years

NETWORK
1500+
vendors

INSURED
\$12M
Capacity

CES has cultivated deep relationships with our partners. Relationships built on years of experience, business stability and complementary strengths. This enables CES to deliver a higher level of service and responsiveness to our customers.

CES has highly trained and experienced Business Managers with an average 20+ year experience. Our regulatory expertise and network enable us to engage local, state and federal regulatory offices. Like you, our people understand the importance of planning, communication and teamwork to ensure timely and cost effective service delivery without interruption to business or project operations.

CES maintains insurance policies with endorsements that allow us to meet common client requirements such as additionally insured, waiver of subrogation, and primary non-contributory. CES's insurance program is reviewed annually and levels or types of coverage are adjusted to meet the changing needs of our clients.

CES's goals and objectives are consistent with our customers and our partners - provide safe, compliant and cost competitive services that protect our environment, provide efficiencies and mitigate risks. Our business model and experience makes us uniquely qualified to help our clients achieve these results on an immediate and long-term basis.

INDUSTRIES SERVED

- Engineering
- CONSTRUCTION
- EMERGENCY RESPONSE
- BANKING / REAL ESTATE
- INSURANCE
- UTILITIES
- LOGISTICS
- MANUFACTURING

FEDERAL SECTOR



Our Services

At any point in time during the day, CES may have hundreds of material shipments on the roads, a rail line or on a ship/barge from multiple ongoing remediation

projects or facilities to locations throughout North America. The services we provide our customers include the following:



Waste Management and “Clean”, Imported Materials – Transportation and disposal of hazardous wastes and contaminated materials off-site in truck, rail or barge generated from construction, remediation or manufacturing activities. Certified “Clean” materials imported for backfill.

Remediation and Field Services – Coordination and execution of day to day, on-site activities as well as long term corrective action and remediation services.

Total Management– Providing a single point of contact for end to end solutions which includes, streamlining contract management, vendor consolidation and complete transparency with our tracking and accounting platform, Environexus.

Total Management	Remediation and Field Services	Waste and Materials Management
<ul style="list-style-type: none"> ● Single Point of Contact ● Streamlined Contract Management ● Vendor Consolidation ● Lower Total Costs ● Risk Analysis and Mitigation ● Technical and regulatory guidance ● Sourcing/ Procurement ● Sampling & Analysis ● Material Characterization and Profiling ● Scheduling and Coordination ● Data Management and Reporting ● Compliance 	<ul style="list-style-type: none"> ● Tank Cleaning ● Tank removal and closure ● Excavation/Trenching ● Stabilization ● Treatment System Install ● Demolition ● Lead/Asbestos and PCB Abatement ● Container packaging and consolidation ● Project Management and Site Supervision ● Chemical Lab Packing ● Confined Space Entry ● Emergency and Spill Response ● Temporary Pumps, Tanks and Equipment 	<ul style="list-style-type: none"> ● RCRA Hazardous and Non-Hazardous ● Cylinders, Infectious, Acute, Radioactive ● Beneficial Re-Use& Recycle ● Steel & Non-Ferrous Metals ● Liquids, Sludges, Solids and Soil ● Demo Debris ● End Dumps ● Bins and Roll Offs ● Trailers, Box Vans ● Vactors/Super-Sucker ● Intermodals & Gondolas ● Barges & Vessels

The scope of our services flexes based on the project needs, the type of materials and the resources provided by our customers or other contractors on the project. We work with our customers to provide the right mix of services to support their objectives and deliver the optimal value.

Our “virtual vendor network” allows us to provide both a broad range and specific, unique services related to the remediation and waste/materials management industry. This flexibility allows us to be a true “one-stop” shop for all activities and services whether it is on-site activities or materials requiring beneficial use,

recycling, landfill disposal, wastewater treatment, incineration, etc. As project requirements transform, we have the ability to transform as well.

CES is committed to a Health & Safety Program that promotes active interest, participation, and accountability at all levels of the organization. The CES Safety Manual is continuously updated and provided to all employees covering the following essential topics:

- Policy Statement on Safety
- Duties and Responsibilities
- Benzene Awareness
- Bloodborne Pathogens
- Disciplinary Program
- Electrical Safety Awareness
- Fire Protection/Extinguishers
- Policy Statement on Safety
- Duties and Responsibilities
- Benzene Awareness
- Bloodborne Pathogens
- Disciplinary Program
- Subcontractor Management Plan
- Electrical Safety Awareness
- Fire Protection/Extinguishers
- First Aid
- Hand and Power Tools
- HAZCOM
- Ladder Safety Program
- Lead Program
- Noise Exposure & Hearing Conservation
- PPE Program
- Process Safety Management
- Respiratory Protection Program

CES employees are on an annual training cycle that includes, at a minimum, 8 Hour HAZWOPER Refresher training. Additional topics are covered, as necessary, when identified through the CES Process Safety Management Program.

CESI recognizes our clients' commitment to Safety and provides necessary information to allow evaluation of our programs. CES maintains an "A" rating in ISNet and multiple clients using Avetta.

Our Approach

The key to our success is the design of our model and the talent we employ. We minimize overhead and maximize value with a flat organizational structure where management mitigates risk, “Business Managers” are empowered to quarterback business decisions and the supporting staff executes the plan. This design improves efficiency, lowers cost and guarantees compliance. CES serves as a single point of contact for all on-site activities or movement of materials.

- We evaluate the scope and match either an individual or team of Business Managers to collectively develop a practical, cost effective approach.
- We engage the customer and project manager to ensure alignment of scope, timeline, resources and budget. Communication cycles for project status and confirm escalation procedures.
- We assemble and procure the best team that collectively offer the lowest total cost and lowest risk for project completion and waste management needs.
- Where possible, we implement beneficial reuse programs for materials that maximize the value and contribute to waste reduction and cost reduction goals.
- We synchronize the operating schedules of the customer, and team members to ensure timely and efficient execution. All materials shipped are tracked and accounted for using our state of the art program, Environexus.
- We complete the regulatory documentation (manifest, shipping labels, material profiles) to ensure regulatory compliance.
- We provide project management for remediation projects or on-site personnel to support day-to-day waste management activities.
- Reporting and analysis is provided during project meetings or a pre-determined milestones for long-term programs to ensure performance targets are being achieved

To ensure operational consistency, our teams are cross -trained for multiple roles. This cross-training, combined with our digital applications, facilitates collaboration and communication with our customer and our team to ensure business continuity.

Our people and our professional level of service has been applied to thousands of successful projects and multi-year programs. As a result, we provide:

- **Scalable Solutions** – Our ability to align the right vendors to meet the exact needs and requirements of the project.
- **Risk Management** – Our cross functional teams and vendor network offers a level of redundancy to mitigate operational risks related to capacity or project resources
- **Productivity** – A single point of service enables our customer to spend more time managing issues important to them and not administrative issues like the gathering of information or chasing down another vendor.

Our Value

Outsourcing your project needs or waste management can be a complicated decision with ever-changing challenges and reduced resources. You need a company you can trust, a teaming partner with your perspective and an ability to provide solutions.

CES is focused on delivering solutions that provide direct benefits in terms of reduced liability, cost reduction, and productivity. Our business model and our people enable us to continually evolve and respond to our customers' unique and transitional needs.

Liability Reduction - Our customers are responsible for releases that impact human health and or the environment. As a result, there is a vetting process for vendors providing site services or managing regulated materials. At the expense of higher costs, customers often take actions to avoid potential long-term liability by "going direct". Unfortunately, higher costs can be incurred with only a perception of reduced liability. At CES, we reduce your liability by adding an extra layer of insurance, guaranteeing project performance and shipping materials directly to specialized vendors providing complete transparency with online tracking, monitoring, and compliance reporting.

Total Cost Reduction – We define "Total Cost" as invoice costs (hard) plus the friction costs (soft) of working administratively. CES provides both strategic and transactional cost reduction opportunities. The pursuit of lower, hard costs, is balanced with the acceptable level of risk. We reduce these strategically by employing the industry procurement advantage we have, derived from the sheer volume of business and the preferred rates we receive from our partners and nationwide service providers. We provide transactional, administrative cost savings as a single point of service for contract management, technical oversight, project management, consolidated invoices and payments to CES. Our "Total Cost" approach translates into lower costs and efficiencies for our customers.

Productivity - It is not uncommon for a single person to represent all activities at an entire project or all environmental issues at a single facility. As our customers are expected to do more with less, CES provides a range of services that improves their productivity. Our services enable our customers to consolidate vendors, streamline tracking and reporting, and remotely manage site activities or multiple locations.

At CES, we anticipate and understand the changing needs of our customers. We go beyond the expected to offer unique solutions, flexible field services and treatment and disposal alternatives that are cost competitive, reliable and accountable with minimal risk. We do this by bringing the best resources and technologies from our extensive network of service providers, transporters and waste outlets directly to our customers. By focusing on each customer's particular needs, we tailor a program that works best for them and yields optimal results.

Our Experience

Provided below are a few representative samples of our work experience. Additional work experience is available upon request

Federal and State

Customer/Project	Scope
<p>US Army Corps (USACE) Huntsville, Alabama MEGA Contract AFFF Consolidation and disposal</p> <p>June – September 2018</p> <p>Project Value: \$2.2M</p>	<p>Prime Contractor (Client) drained, rinsed and recharged AFFF fire suppression systems at 61 Air Force /Air National Guard Bases in the western two thirds off the US.</p> <ul style="list-style-type: none"> • CES provided shipping containers, roll-off boxes, totes, drums, cubic yard boxes and storage containment berms.. • Transportation and disposal of 3500 containers of AFFF waste picked up in 90 days.. • Active on 10 bases simultaneously during project. • Prepared and coordinated all shipping documents and labels. • Transportation and disposal, or recycling, of used empty totes, drums, pails, wooden crates, steel tanks. • Tracking of materials, manifests, weight slips and certificates of disposal (COD)
<p>US Navy Bethpage, NY May 2019- May 2020</p> <p>Project Value: \$4.5M</p>	<p>BRAC Project. High visibility and valuable property to state and local government.</p> <ul style="list-style-type: none"> • Removed 37,500 tons of Non-RCRA, Non-TSCA Impacted soil with trace levels of PCB’s. • Disposal of 750 tons of RCRA Hazardous Soil • Recycling of 500 cubic yards of asphalt • Recycling of 1,500 cubic yards of concrete • Supplied 44,000 cubic yards of clean imported material • Supplied 3,500 cubic yards of top soil and 700 tons of subbase
<p>US Marine Corps Barstow, California</p> <p>December 2018- April 2019</p> <p>Project Value: \$2.2M</p>	<p>Turnkey remediation and excavation of a 14 acre shooting range.</p> <ul style="list-style-type: none"> • Disposed of 30,000 tons of contaminated materials using three different waste categories.

Commercial

Customer/Project	Scope
<p>Developer Hollywood, California UST Removal and Demolition November/December 2019 Project Value: \$1.8M</p>	<p>Permitted, excavated cut, pumped and cleaned eight (8) underground hydraulic lifts and nine (9) underground storage tanks containing gasoline and oil. Disposed of non-hazardous, California hazardous and RCRA hazardous waste. Included demolition of underground car wash system including trench and four (4) three stage clarifiers.</p>
<p>Cal Water State of California Mercury Remediation October -2019 and ongoing Project Value: >\$1M</p>	<p>Remediation of underground vaults and electrical panel boards containing elemental mercury. Scope included confined space entry and disposal of waste including mercury debris, soil impacted with mercury and water impacted with mercury. Project included concrete preparation and epoxy coating of concrete vaults to act as vapor barrier for worker protection.</p>