

Summary of Capabilities

PRESENTED BY:

KENNYA ANGELIS DA COSTA





Small Business Certifications

- ✓ Small Disadvantaged Business
- ✓ Washington DC Minority Business Enterprise

Areas of Expertise

- ✓ Construction
- ✓ Hauling
- ✓ HQS
- ✓ UPCS Inspection
- ✓ Management
- ✓ Renovation
- ✓ Site & Road Work

Trade Licenses

- ✓ General Contractor

With more than 70 combined years of experience, K&C CONSTRUCTION, LLC (K&C CONSTRUCTION) is redefining itself by focusing first on leveraging a certified Minority-Owned Disadvantaged Business Enterprise (MBE) that provides general contracting, construction management, and direct trade specialties to being a full-service Design-Build firm with includes architecture and engineering services, site concrete and hardscapes, framing, drywall and painting to government agencies and commercial entities, alike. With headquarters in Washington DC and teaming partnerships in Maryland and Virginia, K&C CONSTRUCTION is poised for regional growth.

As a rapidly-growing company with a solid infrastructure, average experience of our team members exceeding 25 years and a customer focus on a complete solution from concept to completion, "We're Building Solutions". Our customers know us best for our dedication to serving them and their needs through effective cost containment measures and delivery of innovative service ideas.

K&C CONSTRUCTION is a full-service design/build construction company firm whose range of services include design/build ground-up construction, renovation and construction management services, which includes projects in the religious, high technology & biotechnology environments, commercial, educational, recreational, industrial and high volume residential sub-sectors. With in-house capabilities in the division areas of Housing Quality Standards Inspections (HQS), Uniform Physical Conditional Standards (UPCS) (these inspections used by HUD to evaluate it's residents life in safe, decent and sanitary housing) Transportation and Hauling, Carpentry, Electrical, as well as Plumbing, Mechanical, K&C CONSTRUCTION's technical expertise offers a true "One Stop Shop" complete building services option. K&C CONSTRUCTION carries a portfolio of construction projects in excess of \$5 million and has completed more than 50 small-to medium-scale commercial projects in the Washington DC metropolitan area in the last 9 years.

K&C CONSTRUCTION is built on the following pillars: commitment to quality, competitive pricing, value engineering and timely completion.

K&C CONSTRUCTION, LLC

CORPORATE INFORMATION

Company Name:	K&C CONSTRUCTION, LLC
Mailing Address:	4333 G Street SE Washington, DC 20019
Phone Number:	4439790314
Email of POC:	Clarence H. Jackson III & Kenaya Da Costa KC.constructionllc@contractor
Office Locations:	Washington DC Southeast
Business Facts:	14 employees
Pending Business Type:	MDOT Certified Disadvantaged Business Enterprise Maryland Disadvantaged Business Enterprise (MDBE) PGC Certified Small Disadvantaged Business District of Columbia Small and Local Business Development (DSLBD), (LBE), (SBE), (CBE), (DBE), (DZE), (ROB) District of Columbia Local Business Enterprise (LBE) District of Columbia Small Business Enterprise (SBE) District of Columbia Certified Business Enterprise (CBE) <i>Resident-owned Business Enterprise (ROB)</i> <i>Business Enterprise Located Within a Development Enterprise Zone (DZE)</i>
Insurance	\$1M per occurrence

SERVICES

K&C CONSTRUCTION prides itself in keeping its promise. Whether as a developer of a small multi-family project, construction manager, general contractor and HQS / UPCS Inspection or providing a full complement of architecture and engineering services as a design/build firm, K&C CONSTRUCTION is determined to turn its vision of creating a dependable full-service construction management company into reality. That vision has materialized into a company that will grow every year from its inception in May of 2009. It now has a fully qualified cadre of employees, subcontractors, teaming partnerships and has become one of the most dependable companies in a very competitive industry.

K&C CONSTRUCTION services include the following:

- ✓ Construction Budget Development and Administration
- ✓ Architectural services
- ✓ Cost Containment Value Engineering
- ✓ Value Engineering
- ✓ Electrical Engineering
- ✓ Mechanical Engineering
- ✓ Construction Scheduling and Management
- ✓ Quality Control and Quality Assurance
- ✓ Concept Development and Design Management
- ✓ Interior Space Planning and Renovation
- ✓ Residential and Commercial Inspections
- ✓ Professional Cost Estimating and Cost Management

Working together in certain projects to provide an integrated design-build and project management solution the company is treated as a combined

Company operation. Management has positioned K&C CONSTRUCTION as an integrated project management, architecture, engineering and construction firm model ("IPD", "Integrated Project Delivery"), providing a single-source resource who controls, designs, and delivers the project end to end.

K&C CONSTRUCTION collaborates with and/or hires some of the highest quality licensed architects, engineers, mechanical and electrical contractors, interior designers and tradesmen to meet its clients' needs.

Past Performance:

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SERVICES

BUILDING SERVICES

- Real Estate: Land and Improvements
- Land Development and Sub-Division Services
- Appraisals Consulting
- Buildings, Structures and Components Consulting
- Community Development Consulting
- Housing Consulting
- HQS Inspection
- UPCS Inspection
- Management Consulting
- Urban Planning Consulting
- Installment Purchase/ Lease Purchase Financing and Lease with Option to Purchase Financing
- Support Services, Management
- Project Management Services
- Property Management Services
- Program/Project Development and Management Services

The Company is a full-service general contractor primarily targeting commercial, industrial, multi-family, and institutional market segments. With a superior industry reputation, strong customer relationships, significant backlog, and solid management team, the Company is well-positioned for growth.

The Company's design-build services combine architectural engineering and construction services in one contract. The Company takes responsibility for projects using in-house architectural capabilities, and partnering with select engineers, to support in-house capabilities, to create an optimal design solution. Also, the Company's long-term relationship with sub-contractors, a reputation for prompt payment and fair business practices, has earned the Company competitive pricing for client's projects.

The Company has the experience and is licensed to provide construction services to clients in the medical, retail, corporate, institution, recreation and office, hotel, as well as multi-family segments of HUD required HQS UPCS Inspection throughout the Mid-Atlantic and Southeast. To ensure efficient operations, the Company's customer database, project management, and sales systems are completely integrated.

Specifically, the Company's service capabilities range from earthwork such as clearing, demolition, grading, and excavating to roadway construction such as concrete and asphalt paving, storm drainage installation, and curb and sidewalk installation to leasing. Additionally, the Company specializes in mobilization, project management, survey, and layout, erosion control, and all facets of infrastructure and utility.

Over the past two decades, K&C CONSTRUCTION's management team has combined experience with a strong reputation among general contractors and affiliates within the construction space of being the BEST in its class. From employing the industry's most experienced and qualified workforce, to utilizing state-of-the-art equipment, to accomplishing project expectations on time and within budget, K&C CONSTRUCTION sets the standards.

EXPERTISE

Expertise & Experience of Senior Team

The Company has assembled a complete team for the purposes of delivering the projects in a responsible, professional and cost-efficient manner. This team, of skilled project managers and superintendents, has demonstrated an ability to manage very complex tasks and projects while delivering them on time and within budget. The team will include, among others, the following persons occupying key positions.

Clarence H Jackson, III, President

Clarence H. Jackson III. is a results-driven management professional and business strategist with over 8 years of experience and profitable operations in the real estate, construction. Mr. Jackson is a construction manager, having direct experience in manager, Organize the work that have to be done with the Contracts, operation of commercial properties similar in scope of responsibilities to the proposed Projects. Mr. Jackson will be charged with being the Chief Executive Officer of the Company and will have the ultimate responsibility for all of the Company's affairs.

The Company will also be retaining various other consultants, vendors, sub-contractors, managers and employees for the delivery of the proposed Project. For complete information on our businesses plan of contracting contact Clarence H. Jackson III (443.979.0314).

EXPERTISE

PRINCIPLES

Design Elegance. The most elegant solution is often ingeniously simple and concise in appearance and performance. It can also be surprising, delightful and inspiring.

Resource-ful-ness. To some, resource issues become constraints, or even inhibitors (budgets, space requirements, energy efficiency, multi-purpose demands). Others embrace the constraints and translate the challenges into being more resource-full. We are that way. In thirty years of working in education and public works, we've seen, and worked with, just about every imaginable constraint. We see opportunity, or create opportunity, in every reality.

Hitting the Mark. We've all learned that you seldom get multiple chances to get it right. While we would never claim to be perfect, we are committed in our practice of continued improvement and refinement of the successful results we consistently achieve. We take pride in "hitting the mark." We do not live in an ivory tower and we are not the diva architects in black. Quite the opposite, we pride ourselves on being the most approachable, genuine and responsive professionals with whom you will collaborate. To put it plainly, we are grounded. Our goal is to set the standard for professional services in your business life. Plus by our "hitting the mark" we want you to become one of our best references and we want you to wish that more of your endeavors were planning, design and architectural projects.

THE "RE" FACTOR

If you know anything about a boomerang, it is likely this: boomerangs return. In an almost logic-defying way, they travel back to where they came from. We find this both charming and highly efficient.

Re-Use. "Adaptive Reuse" is a major element in design and space planning. In an economic environment characterized by an over-inventory of square footage and inevitable need to create more with less, the solution is often to re-purpose an existing, often fatigued, facility or space. We may adapt it to be more multi-purpose or more energy efficient or to improve the productivity of those inhabiting the space. We might find ways to give new life to a dead space. Or, we may do all of those things.

Results. We think the space you experience and work in should inspire you. It should captivate, motivate and exhilarate. You should feel something each time you enter the space... like enabled for instance. That is the result we aspire to: a space designed by K&C CONSTRUCTION should free you and support you to do your best work.

Repeat. The majority of our work comes from repeat clients. We think that says something, actually quite a lot, about the way we work and the results we achieve. Are we happy working with the same folks over and over again? Absolutely. Are we happy just working with the same folks over and over again? Absolutely not. We want to embark on new challenges with current clients and new clients alike

K&C CONSTRUCTION, LLC

FINANCIALS



INCOME STATEMENT

K&C CONSTRUCTION, LLC

Financial Highlights

The Financial Analysis section presents and evaluates the Company's historical and pro forma financial performance. The Management Team recast historical financial statements to depict normalized Income Statements, Balance Sheets, and Statements of Cash Flows of the company's combined profitability. In addition, Berkeley adjusted the Balance Sheets to eliminate assets and liabilities not normally included in a construction operation.

Limited financial data is highlighted in the following tables with more detailed information discussed upon request.

Recast Historical and Pro Forma Statement of Income^(a) For the Fiscal Years Ended April 30 (\$000)

	Historical			2016	2017	2018	Projected		
	2013	2014	2015				2019	2020	2021
Sales	12,462	10,019	16,947	22,062	26,555	27,964	32,375	39,861	45,674
% Growth	--	-19.6%	69.1%	24.2%	8.05%	1.06%	1.14%	1.19%	1.13%
EBIT	330	-95	-315	85	150	214	385	767	1,277
% of Sales	2.6%	-0.9%	-1.9%	.04%	.05%	.08%	1.1%	1.9%	2.8%
EBITDA	426	6	-194	297	445	475	509	547	682
% of Sales	3.4%	.01%	-1.1%	1.4%	1.6%	1.7%	1.6%	1.4%	1.5%

BALANCE SHEET

Adjusted Balance Sheet As of April 30, 2016 (\$000)

Current Assets	5,354	Current Liabilities	3,862
Net Fixed Assets	1,606	Non-Current Liabilities	172
Other Assets	730	Equity	3,656
Total Assets	7,690	Total Liability & Equity	7,690

CONTACTS



President	Clarence H. Jackson III K&C CONSTRUCTION, LLC 3200 Martin Luther King Jr. Avenue SE – Suite 202 Washington, DC 20032 Office: (240) 929-47732 Mobile: (443) 979-0314 Email: KC.Constructionllc@contractor.net