



- 1.4 Is your firm certified as:
- Minority Business Enterprise (MBE)?  Yes  No
- Woman Owned Business Enterprise (WBE)?  Yes  No
- Disadvantaged Business Enterprise (DBE)?  Yes  No
- Hub-Zone Small Business (HZSB)?  Yes  No

Forward a copy of your certification with this form, if applicable.

- 1.5 Labor Relations:
- Union  Non Union  Merit Shop  Mixed

- 1.6 Number of Employees:
- Administrative, Project Management, and General Office \_\_\_\_\_
- Field Superintendents and Foremen \_\_\_\_\_
- Field Craft \_\_\_\_\_

**2.0 Capabilities**

**2.1 Business Volume**

- 2.1.a Indicate your annual dollar volume for the past three years (most recent year first):

20\_\_\_\_ \$ \_\_\_\_\_

20\_\_\_\_ \$ \_\_\_\_\_

20\_\_\_\_ \$ \_\_\_\_\_

- 2.1.b Indicate the dollar volume of the largest project you have completed for each of the past three years (most recent year first):

Project Name / Owner

20\_\_\_\_ \$ \_\_\_\_\_ \_\_\_\_\_

20\_\_\_\_ \$ \_\_\_\_\_ \_\_\_\_\_

20\_\_\_\_ \$ \_\_\_\_\_ \_\_\_\_\_

- 2.1.c Indicate the dollar volume of work for which you presently have contracts, but have not started or completed to date:

\$ \_\_\_\_\_

**2.2 Contract**

- 2.2.a Has your firm ever failed to complete a contract?  Yes  No
- 2.2.b Has your firm ever been in a lawsuit regarding project performance, payments, or schedule?  Yes  No

2.2.c Within the last five years, has any officer or principal of your firm been an officer or principal of another organization when it failed to complete a construction contract?  Yes  No

2.3 Bonding

Name of Bonding Company \_\_\_\_\_

2.3.a Total Bonding Capacity \$ \_\_\_\_\_

2.3.b Single Project Capacity \$ \_\_\_\_\_

3.0 **Safety**

3.1 From your last year's OSHA 300 log provide the following: List current year to date as of \_\_\_\_\_:

Days away from work \_\_\_\_\_

Days of restricted work activity \_\_\_\_\_

Injuries without lost work days \_\_\_\_\_

3.2 Does your firm have a safety training program for new hires?  Yes  No

4.0 **Financial**

4.1 List bank references: (if more than one bank attach additional sheet)

Name of Bank \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

5.0 **References**

5.1 List three Owner, Construction Manager, or General Contractor references for which you have performed work in the last two years.

5.1.a Company Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Contact \_\_\_\_\_

Email \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

5.1.b Project Name(s) \_\_\_\_\_  
Company Name \_\_\_\_\_  
  
Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
  
Contact \_\_\_\_\_  
  
Email \_\_\_\_\_  
  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Project Name(s) \_\_\_\_\_  
5.1.c Company Name \_\_\_\_\_  
  
Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
  
Contact \_\_\_\_\_  
  
Email \_\_\_\_\_  
  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_  
  
Project Name(s) \_\_\_\_\_

5.2 List three Supplier / Vendor contacts from whom you regularly buy materials and equipment as trade references.

5.2.a Company Name \_\_\_\_\_  
  
Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
  
Contact \_\_\_\_\_  
  
Email \_\_\_\_\_  
  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_

5.2.b Company Name \_\_\_\_\_  
  
Address \_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

Contact \_\_\_\_\_

Email \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

5.2.c Company Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Contact \_\_\_\_\_

Email \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

**6.0 Insurance**

6.1 Insurance Company \_\_\_\_\_

6.2 Broker / Agent Company \_\_\_\_\_

6.3 Agent Contact \_\_\_\_\_ Telephone \_\_\_\_\_

An insurance certificate must be provided to Willow Construction, LLC for liability coverage and worker's comp coverage. Willow Construction, LLC must be listed as the Certificate Holder as well as Additional Insured on All Work Performed.

Willow Construction, LLC  
 400 Maryland Avenue  
 P. O. Box 521  
 Easton, Maryland 21601

Please note that some projects may require additional insurance limits.

Please check the trades that your company currently performs:

- |                          |       |                                |                          |       |                                   |
|--------------------------|-------|--------------------------------|--------------------------|-------|-----------------------------------|
| <input type="checkbox"/> | 01010 | Clean-Up                       | <input type="checkbox"/> | 03470 | Tilt Up Concrete                  |
| <input type="checkbox"/> | 01027 | Temporary Facilities           | <input type="checkbox"/> | 03500 | Cementitious Decks                |
| <input type="checkbox"/> | 01050 | Tools & Equipment              | <input type="checkbox"/> | 03510 | Roof Decks                        |
| <input type="checkbox"/> | 01071 | Safety Equipment               | <input type="checkbox"/> | 03600 | Grout                             |
| <input type="checkbox"/> | 01072 | Office Supplies & Equipment    | <input type="checkbox"/> | 03931 | Concrete Sawcut/Core/Joint Supply |
| <input type="checkbox"/> | 01075 | Fuel Delivery                  |                          |       |                                   |
| <input type="checkbox"/> | 01080 | Trash Removal                  | <input type="checkbox"/> | 04000 | Masonry                           |
| <input type="checkbox"/> | 01085 | Photography                    | <input type="checkbox"/> | 04090 | Masonry Accessories               |
| <input type="checkbox"/> | 01090 | CPM Schedule                   | <input type="checkbox"/> | 04410 | Stone Materials                   |
| <input type="checkbox"/> | 01092 | Testing and Inspection         | <input type="checkbox"/> | 04500 | Refractories                      |
| <input type="checkbox"/> | 01097 | Survey Services                | <input type="checkbox"/> | 04900 | Restoration & Cleaning            |
| <input type="checkbox"/> | 01200 | Professional Services          |                          |       |                                   |
| <input type="checkbox"/> | 01310 | Security                       | <input type="checkbox"/> | 05120 | Structural Steel                  |
| <input type="checkbox"/> | 01330 | Welding                        | <input type="checkbox"/> | 05300 | Metal Decking                     |
| <input type="checkbox"/> | 01710 | Hauling & Trucking             | <input type="checkbox"/> | 05500 | Metal Fabrications                |
| <input type="checkbox"/> | 01930 | Material Supplier              | <input type="checkbox"/> | 05560 | Castings                          |
|                          |       |                                | <input type="checkbox"/> | 05700 | Ornamental Metals                 |
| <input type="checkbox"/> | 02110 | Asbestos Removal               |                          |       |                                   |
| <input type="checkbox"/> | 02210 | Subsurface Exploration         | <input type="checkbox"/> | 06100 | Rough Carpentry                   |
| <input type="checkbox"/> | 02220 | Demolition                     | <input type="checkbox"/> | 06110 | Wood Framing                      |
| <input type="checkbox"/> | 02230 | Site Clearing                  | <input type="checkbox"/> | 06130 | Heavy Timber Construction         |
| <input type="checkbox"/> | 02240 | Dewatering                     | <input type="checkbox"/> | 06220 | Millwork                          |
| <input type="checkbox"/> | 02250 | Piling, Sheeting & Shoring     | <input type="checkbox"/> | 06420 | Paneling                          |
| <input type="checkbox"/> | 02300 | Earthwork                      |                          |       |                                   |
| <input type="checkbox"/> | 02360 | Pest Control                   | <input type="checkbox"/> | 07100 | Waterproofing & Dampproofing      |
| <input type="checkbox"/> | 02400 | Tunneling                      | <input type="checkbox"/> | 07210 | Building Insulation               |
| <input type="checkbox"/> | 02475 | Caissions                      | <input type="checkbox"/> | 07240 | EIFS                              |
| <input type="checkbox"/> | 02500 | Site Utilities                 | <input type="checkbox"/> | 07300 | Shingles, Tiles & Roof Coverings  |
| <input type="checkbox"/> | 02760 | Paving Specialties             | <input type="checkbox"/> | 07410 | Metal Roof & Wall Panels          |
| <input type="checkbox"/> | 02770 | Curbs & Gutters/Site Concrete  | <input type="checkbox"/> | 07510 | Build Up Bituminous Roofing       |
| <input type="checkbox"/> | 02800 | Site Improvements              | <input type="checkbox"/> | 07570 | Foam Roofing                      |
| <input type="checkbox"/> | 02820 | Fences and Gates               | <input type="checkbox"/> | 07600 | Flashing & Sheet Metal            |
| <input type="checkbox"/> | 02840 | Road & Parking Appurtenances   | <input type="checkbox"/> | 07700 | Roof Specialties & Accessories    |
| <input type="checkbox"/> | 02900 | Landscaping                    | <input type="checkbox"/> | 07810 | Applied Fireproofing              |
| <input type="checkbox"/> | 02920 | Lawns and Grass                |                          |       |                                   |
| <input type="checkbox"/> | 02991 | Maintenance of Traffic         | <input type="checkbox"/> | 08100 | Metal Doors & Frames              |
| <input type="checkbox"/> | 02992 | Marine Work                    | <input type="checkbox"/> | 08160 | Sliding Doors                     |
| <input type="checkbox"/> | 02993 | Railroad Work                  | <input type="checkbox"/> | 08210 | Wood Doors                        |
|                          |       |                                | <input type="checkbox"/> | 08220 | Plastic Doors                     |
| <input type="checkbox"/> | 03100 | Formwork                       | <input type="checkbox"/> | 08360 | Overhead Doors                    |
| <input type="checkbox"/> | 03150 | Concrete Accessories           | <input type="checkbox"/> | 08510 | Steel Windows                     |
| <input type="checkbox"/> | 03200 | Concrete Reinforcing           | <input type="checkbox"/> | 08520 | Aluminum Windows                  |
| <input type="checkbox"/> | 03250 | Post Tensioning                | <input type="checkbox"/> | 08600 | Skylights                         |
| <input type="checkbox"/> | 03300 | Concrete Slabs                 | <input type="checkbox"/> | 08700 | Hardware                          |
| <input type="checkbox"/> | 03310 | Structural Concrete            | <input type="checkbox"/> | 08810 | Glass                             |
| <input type="checkbox"/> | 03350 | Concrete Finishing             | <input type="checkbox"/> | 08900 | Curtain Wall System               |
| <input type="checkbox"/> | 03370 | Specially Finished Concrete    |                          |       |                                   |
| <input type="checkbox"/> | 03410 | Precast Structural Concrete    | <input type="checkbox"/> | 09220 | Plaster & Stucco                  |
| <input type="checkbox"/> | 03450 | Precast Architectural Concrete | <input type="checkbox"/> | 09250 | Gypsum Board                      |

\_\_\_\_\_ 09300 Tile  
 \_\_\_\_\_ 09620 Specialty Floors  
 \_\_\_\_\_ 09640 Wood Floors  
 \_\_\_\_\_ 09650 Resilient Flooring  
 \_\_\_\_\_ 09680 Carpet  
 \_\_\_\_\_ 09800 Acoustical Treatments

Trades (Continued)

\_\_\_\_\_ 10500 Lockers  
 \_\_\_\_\_ 10600 Partitions  
 \_\_\_\_\_ 10720 Louvers  
 \_\_\_\_\_ 10800 Miscellaneous Specialties  
 \_\_\_\_\_ 10810 Toilet Accessories  
 \_\_\_\_\_ 10880 Scales  
  
 \_\_\_\_\_ 11030 Teller Equipment  
 \_\_\_\_\_ 11060 Theater & Stage Equipment  
 \_\_\_\_\_ 11070 Musical Equipment  
 \_\_\_\_\_ 11130 Audio Visual Equipment  
 \_\_\_\_\_ 11150 Parking Equipment  
 \_\_\_\_\_ 11160 Loading Dock Equipment  
 \_\_\_\_\_ 11170 Solid Waste Handling Equipment  
 \_\_\_\_\_ 11190 Prison & Jail Equipment  
 \_\_\_\_\_ 11200 Water Supply Equipment  
 \_\_\_\_\_ 11300 Fluid Waste Disposal Equipment  
 \_\_\_\_\_ 11400 Food Service Equipment  
 \_\_\_\_\_ 11405 Food Storage Equipment  
 \_\_\_\_\_ 11450 Residential Equipment  
 \_\_\_\_\_ 11470 Dark Room Equipment  
 \_\_\_\_\_ 11480 Athletic Equipment  
 \_\_\_\_\_ 11600 Laboratory Equipment  
 \_\_\_\_\_ 11700 Medical Equipment  
 \_\_\_\_\_ 11901 Miscellaneous Equipment  
 \_\_\_\_\_ 11902 Service Station Equipment  
 \_\_\_\_\_ 11903 Education Equipment  
  
 \_\_\_\_\_ 12400 Furnishings & Accessories  
 \_\_\_\_\_ 12480 Rugs & Mats  
 \_\_\_\_\_ 12490 Window Treatments  
 \_\_\_\_\_ 12520 Seating  
  
 \_\_\_\_\_ 13120 Prefabricated Structures  
 \_\_\_\_\_ 13200 Storage Tanks  
 \_\_\_\_\_ 13750 Special Chimney Construction  
 \_\_\_\_\_ 13980 Miscellaneous Special Construction  
 \_\_\_\_\_ 13981 Computer Floors  
  
 \_\_\_\_\_ 14100 Dumbwaiters  
 \_\_\_\_\_ 14200 Elevators  
 \_\_\_\_\_ 14550 Conveyors  
 \_\_\_\_\_ 14600 Hoists & Cranes  
  
 \_\_\_\_\_ 15000 Mechanical  
 \_\_\_\_\_ 15080 Mechanical Insulation  
 \_\_\_\_\_ 15300 Fire Protection  
 \_\_\_\_\_ 15400 Plumbing Fixtures & Equipment

\_\_\_\_\_ 09900 Painting and Coatings  
  
 \_\_\_\_\_ 10160 Toilet Compartments  
 \_\_\_\_\_ 10350 Flagpoles  
 \_\_\_\_\_ 10400 Identification Devices  
  
  
 \_\_\_\_\_ 15600 Refrigeration Equipment  
 \_\_\_\_\_ 15700 HVAC Equipment  
 \_\_\_\_\_ 15810 Ductwork  
 \_\_\_\_\_ 15935 Mechanical System Controls  
 \_\_\_\_\_ 15950 Testing & Balancing  
  
 \_\_\_\_\_ 16000 Electrical  
 \_\_\_\_\_ 16001 Electrical Equipment Supplier  
 \_\_\_\_\_ 16500 Lighting  
 \_\_\_\_\_ 16900 Electrical Special Systems

\_\_\_\_\_ Other: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_