**RFP 24-77504 BUSINESS PROPOSAL**

**ATTACHMENT E**

**Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.**

***Business Proposal***

* + 1. **General (optional) -** Please introduce or summarize any information the Respondent deems relevant or important to the State’s successful acquisition of the products and/or services requested in this RFP.

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| Blue River is qualified to complete the tasks identified in this RFP. Blue River has successfully completed similar projects (see section 2.3.14) and has worked for the past 3 years in Northwest Indiana and is familiar with the region. Safety is our number one priority and proud of the reputation earned while working with public entities on important community projects. |

* + 1. **Respondent’s Company Structure** - Please include in this section the legal form of the Respondent’s business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

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| Corporation: Indiana (Certificate of Existence Attached) |

* + 1. **Respondent’s Diversity, Equity and Inclusion Information -** With the Cabinet appointment of a Chief Equity, Inclusion and Opportunity Officer, on February 1, 2021, the State of Indiana sought to highlight the importance of this issue to the state. Please share leadership plans or efforts to measure and prioritize diversity, equity, and inclusion. Also, what is the demographic compositions of Respondents’ Executive Staff and Board Members, if applicable.

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| Diversity and Inclusion Policy is attached |

* + 1. **Company Financial Information** - This section must include documents to demonstrate the Respondent’s financial stability. Examples of acceptable documents include most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why, and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information **should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.**

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| Attached are 2021 and 2022 audited financials. We just concluded our 2023 audit and that financial statement will be available in April. A copy of shared resources is also included explaining our relationship with our group of companies. |

* + 1. **Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

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| CEO Letter Attached. |

* + 1. **Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.6.

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| Mandatory contract clauses accepted |

* + 1. **References** - Reference information is captured on **Attachment H** Respondent should complete the reference information portion of the **Attachment H** which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of **Attachment H** should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) **Attachment Hs** from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. **Attachment H** should be submitted to [idoareferences@idoa.in.gov](mailto:idoareferences@idoa.in.gov). **Attachment H** should be submitted no more than ten (10) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

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| **Customer 1** |  |
| Legal Name of Company or Governmental Entity | EnviroForensics |
| Company Mailing Address | 825 N Capitol Ave |
| Company City, State, Zip | Indpls, IN 46204 |
| Company Website Address | www.enviroforensics.com |
| Contact Person | Mattnew Bono |
| Contact Title | Vice President |
| Company Telephone Number | 812-361-5087 |
| Company Fax Number |  |
| Contact E-mail | mbono@enviroforensics.com |
| Industry of Company | Environmental Consulting/Engineering |
| **Customer 2** |  |
| Legal Name of Company or Governmental Entity | Heartland Environmental Associates, Inc |
| Company Mailing Address | 1324 East 16th Street |
| Company City, State, Zip | Indpls, IN 46202 |
| Company Website Address | [www.heartlandenv.com](http://www.heartlandenv.com) |
| Contact Person | Ryan Orzechowicz |
| Contact Title | Senior Project Geologist |
| Company Telephone Number | 317-771-2283 |
| Company Fax Number |  |
| Contact E-mail | rorzechowicz@heartlandenv.com |
| Industry of Company | Environmental Consulting/Engineering |
| **Customer 3** |  |
| Legal Name of Company or Governmental Entity | Geosyntec Consultants |
| Company Mailing Address | 500 W Wilson Bridge Rd Suite 250 |
| Company City, State, Zip | Worthington, OH 43085 |
| Company Website Address | www.Geosyntec.com |
| Contact Person | Ryan Fimmen, Ph.D. |
| Contact Title | Principal Scientist |
| Company Telephone Number | 614-468-0419 |
| Company Fax Number |  |
| Contact E-mail | rfimmen@geosyntec.com |
| Industry of Company | Environmental Consulting/Engineering |

**2.3.8** **Registration to do Business** – Per RFP 2.3.8,Respondents providing the products and/or services required by this RFP must be registered to do business by the Indiana Secretary of State. The Secretary of State contact information may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent’s responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

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| We are registered |

* + 1. **Authorizing Document -** Respondent personnel signing the Executive Summary of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

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| Consent to Certain Actions is attached |

* + 1. **Diversity Subcontractor Agreements**

a. Per RFP Section 1.21, Minority & Women’s Business Enterprises (MBE/WBE), and 1.22 Indiana Veteran Owned Small Business Subcontractor (IVOSB), explain process followed to engage with potential MBE, WBE and IVOSB owned, Indiana certified businesses listed on Division of Supplier Diversity site.  List the businesses invited to discuss the opportunity for potential partnership.

b. If not proposing each MBE, WBE or IVOSB subcontractor partnership, explain the rationale for declining to do so.  Complete this for each category not proposed.

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| Subcontractors and vendor needs were identified, and then potential partners were contacted from the Supplier Diversity site. WBE firms: Tesco and Lemak Lubricants were selected as the best competitive subcontractors. MBE firm: Heartland Environmental Associates was selected. |

* + 1. **Evidence of Financial Responsibility** – Removed at the request of the agency.
    2. **General Information** - Each Respondent must enter your company’s general information including contact information.

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| **Business Information** |  |
| Legal Name of Company | Blue River Environmental and Restoration, Inc |
| Contact Name | Richie Byrd |
| Contact Title | President/COO of Blue River Environmental and Restoration, Inc |
| Contact E-mail Address | Richie.byrd@brerinc.com |
| Company Mailing Address | 9295 N. Frontage Road |
| Company City, State, Zip | Fairland, IN 46126 |
| Company Telephone Number | 317-986-2410 |
| Company Fax Number |  |
| Company Website Address | [www.brerinc.com](http://www.brerinc.com) |
| Federal Tax Identification Number (FTIN) | 82-1218096 |
| Number of Employees (company) | 42 |
| Years of Experience | 11 |
| Number of U.S. Offices | 2 |
| Year Indiana Office Established (if applicable) | 2013 (Blue River Environmental merged into Blue River Restoration, LLC in 2020 to become Blue River Environmental and Restoration, Inc) |
| Parent Company (if applicable) | HIS Management Corp |
| Revenues ($MM, previous year) | $12,000,000 |
| Revenues ($MM, 2 years prior) | $21,000,000 |
| % Of Revenue from Indiana customers | 60% |

* 1. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

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| Yes. Attached. |

* 1. What is your company’s technology and process for securing any State information that is maintained within your company?

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| Blue River IT consultant frequently monitors our network and infrastructure, which include firewalls and antivirus programs. Additional safety measures include: multi-factor authorization, frequent password refreshing, and monitored internet access. |

* + 1. **Experience Serving State Governments -** Please provide a brief description of your company’s experience in serving state governments and/or quasi-governmental accounts.

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| Blue River has worked numerous cities in Indiana to remediate, build, restore, and cleanup public and private sites. From underground storage tank removals to multi-million dollar revitalization projects, Blue River has experience to work with public entities to successful complete projects. Recent projects include working with the City of Indianapolis, City of Hammond, and the City of Indianapolis. Blue River is also an EPA Region 5 ERRS partner for Indiana. |

* + 1. **Experience Serving Similar Clients -** Please describe your company’s experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

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| Wabash Debris Removal: Blue River Environmental and Restoration, Inc. perform and site debris cleanup for the city of Wabash Indiana. Site work included the cleanup and removal of 9,800+ tons of demolition debris and other miscellaneous materials from the former General Tire Facility located at 1 General Street, Wabash IN. Other site activities included clearing approximately 20 acres to access the debris to be removed along with interior demolition debris removal of a building located on the property. All work was performed safely, on-time and approximately 150k under budget.  Amount: $630,000  Client: Whitestone Resources  Indiana Transportation Museum Removal: Blue River worked with the City of Noblesville team to remediate and restore the area, also known as Forrest Park. Our work consisted of Excavation, Transportation and Disposal of a large volume of coal ash. In addition, our work consisted of the installation of 3,000 lft of storm sewer pipe ,concrete structures and a Flex-a-Mat outfall; importation of clay backfill and topsoil; installation of 1,000 lft of fencing and security gates; installation of decorative bollards and several acres of final grading and permanent seeding.  Amount: $3,326,040  Client: City of Noblesville  Sherman Park – Taupe Mountain Removal: Removal of construction materials, debris, soil and other material to be flush with existing concrete pads beneath.  Amount: $5,471,395  Client: City of Indiana - DMD |

* + 1. **Indiana Preferences -** Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent’s ability to claim eligibility for Buy Indiana points. **Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent’s Buy Indiana status must be finalized when the RFP response is submitted to the State.**

Approval will be system generated and sent to the point of contact email address provided within the Bidder Registration profile. This is to be attached as a screenshot (copied/pasted) for response evaluation.

Buy Indiana

Refer to Section 2.7 for additional information.

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| We are a registered Buy Indiana organization |

* + 1. **Payment –** Removed at request of agency.
    2. **Extending Pricing to Other Governmental Bodies** – Removed at request of agency.