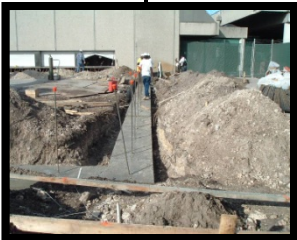


HOW TO MAKE THE MOST OF YOUR SMALL BUSINESS CERTIFICATIONS



June 25, 2009



Nova Consulting, Inc.
engineering & environmental services

NOVA CONSULTING, INC.



- Firm Established in 1995
- Civil & Environmental Engineering, CEI, Program Management
- Service Federal, State, Counties, Municipalities
- Staff of 32 Professionals in South Florida
- Certified CBE/SBE/DBE
- Client Oriented Firm

How to make the most of your Small Business Certifications



MARIA J. MOLINA, P.E.



- 25 years of experience in civil and environmental engineering
- Professional Engineer in FL & NY
- President of Firm
- Corporate Policy/Strategy
- Protect from Liabilities
- Manage Finances Company
- Business Development



How to make the most of your Small Business Certifications



Our Mission



To provide best-value service and satisfaction to our clients

How to make the most of your Small Business Certifications



THE THREE-LEGGED STOOL



- CLIENTS
- STAFF
- COMMUNITY

How to make the most of your Small Business Certifications



CLIENTS



- We are committed to exceeding our clients' expectations for quality, responsiveness, and professional excellence by delivering our services with dedication, honesty and integrity.
- We are committed to the highest standards of ethical behavior and professional integrity.

IT'S ABOUT TRUST!!!

How to make the most of your Small Business Certifications



OUR STAFF



- We employ dedicated professionals of exceptional creativity, expertise, and determination to service our clients.
- We pursue technical growth and market diversification to increase value for our clients and provide more opportunities for our employees.
- We motivate and reward outstanding performance in our employees.
- We foster a working environment that encourages technical objectivity, professional growth, personal integrity and client's trust.

IT'S ABOUT LOYALTY!!!

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OUR COMMUNITY



- **We exercise our Corporate Responsibility by giving back to the community through scholarships, sponsorships, training local students and providing career paths to our local employees.**

IT'S ABOUT PROSPERITY!!!

How to make the most of your Small Business Certifications



YOUR BUSINESS PLAN



- Know your competition
- Target your clients
- Know dynamics of your market
- know how to sell your services
- Financial Planning

Helps to make business decisions

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KEEP FOCUSED



- MARKETS
- SERVICES
- CLIENTS

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CBE/SBE/DBE MARKET



- PROVIDES OPPORTUNITIES NOT FREE CONTRACTS
- REQUIRES EXTENSIVE PAPERWORK TO GET CERTIFIED
- HIGH SCRUTINY OF PERSONAL & BUSINESS FINANCES
- POTENTIAL CONFLICT OF INTERESTS
- MULTIPLE LAYERS ON CONTRACTS
- REQUIRES EXTENSIVE MARKETING

ONE PRIME CONTRACT = (+/-) 20 SUB-CONTRACTS

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DEFINE YOUR CORE SERVICES



- Civil Engineering
- Environmental Engineering
- Transportation
- Construction Management & CEI
- Program Management
- Permitting

STICK TO YOUR SERVICES

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TARGET CLIENTS (PRIME/SUB)



OWNERS

- MDX
- MIAMI-DADE COUNTY
 - MDT
 - WASD
 - MDAD
 - PWD
 - POM
- FDOT (D4 & D6)
- SFWMD
- USCOE
- BROWARD COUNTY
- PALM BEACH COUNTY
- MUNICIPALITIES
 - CITY OF MIAMI
 - CITY OF CORAL GABLES
 - TOWN OF MEDLEY

CLIENTS

- HNTB
- PARSONS
- PB
- PBS&J
- AECOM
- CH2M
- URS
- TY LIN
- MWH
- CDM
- RS&H
- B&A
- H&S
- SHAW
- WRS
- HDR
- JACOBS
- MACTEC
- EAC
- A&P
- BCC
- B&P
- CES
- ES
- MSA
- MARLIN
- METRIC
- CONSULTECH
- CAP
- CSA
- W&A
- TETRATECH
- RJ BEHAR
- CORRADINO
- GANNETT
- CHEROKEE

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CERTIFICATIONS



AGENCY	CERTIFICATION
Miami-Dade Small Business Development	CBE, SBE, DBE
Miami-Dade Public Works Department	M/WBE
State of Florida Commission on Minority Economic and Business Development	MBE
School Board of Broward County	MBE, WBE
Broward County, Small Business Development Division	CDBE
Palm Beach International Airport	MBE
Palm Tran (Palm Beach County Surface Transportation Department)	DBE
Palm Beach County (Engineering Services)	M/WBE
South Florida Water Management District	SBE
Florida Department of Transportation	Technical
Florida Department of Transportation	DBE
City of Miami	M/WBE

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MARKET YOUR STAFF/QUALIFICATIONS



	Engineering Design	Engineering Evaluations	Project Controls	Transportation	Permitting	Environmental	Water Resources	Stormwater	Wastewater	Construction Services	Value Engineering
Maria J. Molina, P.E.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Steven S. Eagle, P.E.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Juan C. Prieto, P.E.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Kathy Hui, P.E.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Jans U. Rovira, P.E.		✓		✓	✓	✓	✓	✓	✓	✓	✓
John P. Semper, P.E.	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓
Rachel Ferradaz	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Jose A. Cordoves		✓		✓	✓	✓	✓	✓	✓	✓	✓
Orlando Alfonso	✓			✓		✓	✓	✓	✓		
Alex Regalado			✓	✓	✓					✓	✓
Lillian Costa		✓	✓	✓	✓	✓	✓			✓	
Giuseppe Santoro	✓	✓		✓	✓	✓	✓			✓	✓

How to make the most of your Small Business Certifications



STAFF QUALIFICATIONS



STEVEN S. EAGLE, P.E.

- 25 yrs of Experience in Environmental & Civil Eng.
- Engineering Design & Specifications
- Water Treatment Plants
- Water Distribution Systems & Pump Stations
- Sewage & Combined Flow Lift Stations
- Wastewater Treatment Plants
- Wastewater Pump Stations & Force Mains
- Permitting
- Construction Supervision
- Class I Treatment Plant Operator



How to make the most of your Small Business Certifications



STAFF QUALIFICATIONS



JANS U. ROVIRA, P.E.,

- 15 years of experience in Civil Engineering
- Construction Administration
- Scheduling & Cost Estimating
- Contract Management
- Construction Engineering & Inspection
- Permitting



How to make the most of your Small Business Certifications



PROJECT EXPERIENCE



• WATER & WASTEWATER

- Groundwater Modeling – Biscayne Aquifer Water
- Feasibility Study of Treated Water ASR's at the West and SW Well Fields.
- Storm Water Master Plan for Hialeah/Preston WTP
- Storm Water Master for South Miami Heights WTP
- Pilot Testing for South Miami Heights WTP
- Design, Inspection, evaluation and construction of water & wastewater projects
- Construction administration/inspection services
- PSIP Program Management
- Inflow/Exfiltration/Infiltration Program Management
- VSC Data Collection/Modeling
- Risk Management Plan/Hazardous Mitigation
- Value Analysis / Value Engineering

• STORMWATER

- Basin Specific Feasibility Study
- Storm Water Diversion Structure Analysis
- Storm Water Treatment Area Design
- Culvert Rehabilitation Design
- Storm Water Pump Station Design
- Storm Water Drainage Improvements
- Storm Water Pump Station Design
- Palm Springs North Storm water Drainage

• ENVIRONMENTAL

- Annual NPDES Report
- Waterway Dredging Plan
- Outfall Abandonment
- City-wide Management Plan for Hazardous Materials
- Assessments and Compliance Audits
- Storm Water Utility
- Groundwater and Soil Cleanup at various Facilities

• PERMITTING

- Palm Springs North Storm water Drainage Improvements & Permitting

• TRANSPORTATION

- NW 122ND Street Widening Project
- MIA/Mover Rail
- North Corridor Metrorail Expansion
- Earlington Heights Metrorail Extension
- South Miami Bus way Extension
- Dewatering at FDOT project sites
- Groundwater Cleanup at So. Dade Facility
- MIC Dewatering Projects



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SITE SPECIFIC EXPERIENCE



HIALEAH & JOHN E. PRESTON WATER TREATMENT PLANTS

Development of a Master Plan and submittal to the South Florida Water Management District (SFWMD) of an Environmental Resource Permit of an existing surface water management system serving the Hialeah and John E. Preston Water Treatment Plants. Value Analysis for the expansion of two Softeners and Conversion for New Process.

SERVICES PROVIDED:

- Development of Stormwater Master Plan
- Detailed Design Storm Water System
- Environmental Resource Permit (ERP)
- Value Analysis & Life-Cycle Costing



How to make the most of your Small Business Certifications



TECHNOLOGY SPECIFIC EXPERIENCE



ASR'S WATER TREATMENT AND WATER SUPPLY ANALYSIS

Investigated potential costs associated with three different ASR scenarios involving the use of finished water from the Alexander Orr Jr. Water Treatment Facility distribution system. The task included the evaluation of Miami-Dade Water and Sewer Department ASR facilities at the West and Southwest Wellfields. These facilities are designed for ASR in the Upper Floridan Aquifer using raw water from the Biscayne Aquifer.

SERVICES PROVIDED:

- Hydraulic Modeling
- Operational Modeling
- Instrumentation
- Equipment Upgrades and Enhancement



Water Plant & Water Resources Engineering Services



AGENCY SPECIFIC EXPERIENCE

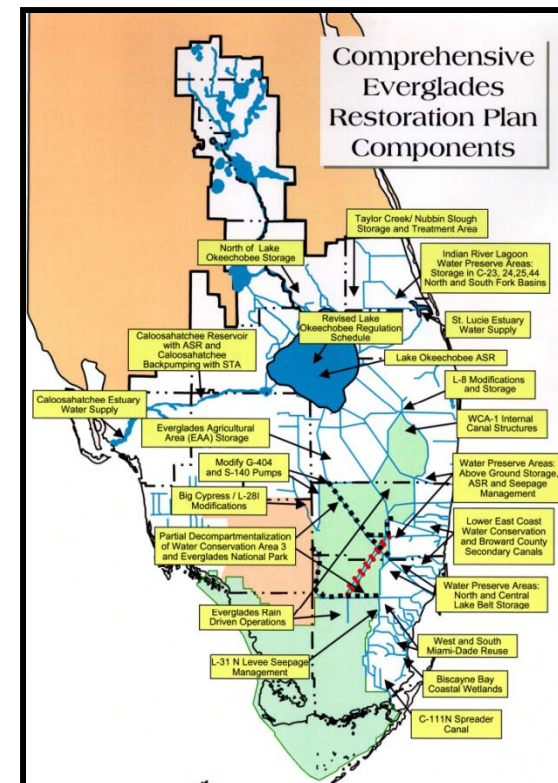


COMPREHENSIVE EVERGLADES RESTORATION PLAN

NOVA CONSULTING, INC. provided engineering support to the South Florida Water Management District.

SERVICES PROVIDED:

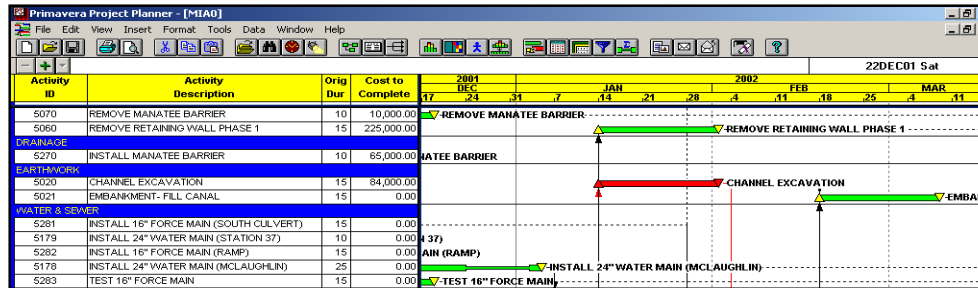
- Program/Project Management
- Project Controls & Scheduling
- Water Resources and Environmental Engineering
- Permitting Support
- Construction Management Support



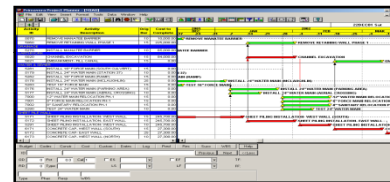
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SERVICE SPECIFIC - PROJECT CONTROLS/CM



Item Number	Previous Period Total Quantity	Current Period Total Quantity	Cost to Date	Quantity to Date	Total Bid Quantity	Units	% Quantity Complete	% Complete to Date
1	0.00	0.00	\$0.00	0.00	0.00	L.S.	0.00%	0.00%
2	0.75	0.75	\$2,115,000.00	1.50	1.50	L.S.	75.00%	150.00%



Set Number	Test Number	Date Sampled	Date Tested	Age (Days)	Average Width (In.)	Average Depth (In.)	Span Length (In.)
189	643	9/26/20	10/3/20	7	6	6.01	18
190	645	9/26/20	10/3/20	7	6	5.99	18
191	647	9/26/20	10/3/20	7	5.98	6.01	18

Item Number	Previous Period Total Quantity	Current Period Total Quantity	Cost to Date	Quantity to Date	Total Bid Quantity	Units	% Quantity Complete	% Complete to Date
1	0.00	0.00	\$0.00	0.00	0.00	L.S.	0.00%	0.00%
2	0.75	0.75	\$2,115,000.00	1.50	1.50	L.S.	75.00%	150.00%

REPORT OF SETS THAT HAVE NOT PASSED THE FLEXURAL STRENGTH TEST.

Set Number	Test Number	Date Sampled	Date Tested	Age (Days)	Average Width (In.)	Average Depth (In.)
189	643	9/26/20	10/3/20	7	6	6.01
190	645	9/26/20	10/3/20	7	6	5.99
191	647	9/26/20	10/3/20	7	5.98	6.01

QUANTITIES SUMMARY REPORT

*Note: All dates that do not appear below in a set period do not have recorded quantities.

Item Number	Previous Period Total Quantity	Current Period Total Quantity	Cost to Current Period	Quantity to Date	Total Bid Quantity	Units	% Quantity Complete Current Period	% Complete to Date
1	0.00	0.00		0.00	0.00			
2	0.75	0.75	\$2,115,000.00	1.50	1.50	L.S.	75.00%	150.00%

MIAMI DADE AVIATION DEPARTMENT
MIA New Northside Runway; 3-26
Novis Consulting, Inc., CISC
CONT. NO. B-046-B

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KEEP FOCUSED



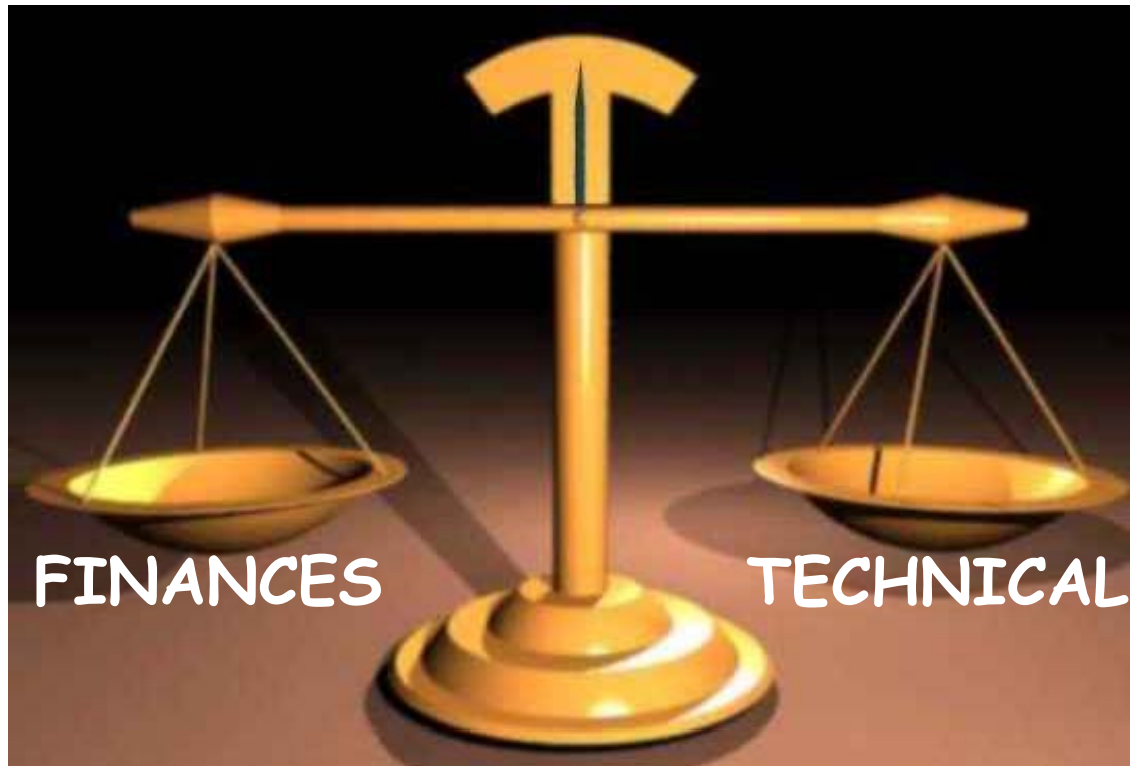
- Maintain solid foundation based on loyal employees
- Satisfy your clients
- Provide excellent services
- Get challenging Work
- Diversify as per business plan
- Market current & new owners/clients

GIVE BACK TO YOUR COMMUNITY!!!

How to make the most of your Small Business Certifications



KEEP THE BALANCE



How to make the most of your Small Business Certifications



ACCOMPLISHMENTS



- Established Solid Reputation in South Florida
- Strong Presence in Miami-Dade County
- Talented and Dedicated Engineering Professionals
- Depth of Management
- Exceptional Growth – Healthy Backlog
- Diversified Professional Services/Numerous Clients
- Design/Build Experience
- Ability to expand market base w/ proper personnel
- Financially Stable

CBE/SBE/DBE PROGRAM WORKS!!!

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Questions???

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