



ENGINEERING/REMEDICATION RESOURCES GROUP, INC.

THE PATH TO SUCCESS OR SURVIVAL

– SAME SAN DIEGO SMALL BUSINESS PANEL





Randy Randall

Randy is a Vice President and shareholder with Engineering/Remediation Resources Group, Inc. (ERRG). He has been with the company since 1997 and has over 35 years of experience leading efforts on Federal government contracts including the Department of Defense, Department of Energy, EPA, Forest Service, Bureau of Land Management, as well as state and local government agencies. His work includes execution of environmental remediation, engineering and construction projects encompassing all aspects of a project from work planning through implementation and site closure. He is responsible for preparing bids and proposals, managing staff resources, and performing overall project and program management. Randy earned a Bachelor of Science degree in Environmental Engineering from Cal Poly, San Luis Obispo, California and prior to ERRG, spent the first 10 years of his career as a federal contractor providing technical assistance and assessment support under several Superfund emergency response contracts for USEPA Region 9.

OVERVIEW - HOW IT STARTED



- Incorporated in 1997
- Cynthia Liu, P.E. (President & CEO)
- Small Minority & Woman-owned Disadvantaged Business
- Primary NAICS: 562910, Environmental Remediation Services
- Business partners comprised of engineering & construction backgrounds

OVERVIEW - HOW IT STARTED



- Subcontract support primarily to large business prime contractors
- Smaller contracts with city, state and local agencies/municipalities
- \$3M revenue in 2000
- SBA 8(a) approval in 2001
- Awarded first prime DoD contract with NAVFAC SW in 2001



OVERVIEW - HOW ITS GOING



- 25 years in business
- Graduated 8(a) Program in 2010
- 250 employees
- Multiple office locations
- SBA-certified WOSB under NAICS 562910, <750 employees
- \$50M annually
- Mentor-Protégé Program Participant
- Multiple Joint Venture Partners



KEYS TO SUCCESS – KNOW YOUR STRENGTHS

ERRG specializes in self-performing:

- Environmental Remediation
- Civil & Environmental Engineering (in support of remediation)
- Munitions Response



KEYS TO SUCCESS – DIVERSIFIED CLIENT BASE

Federal

- DoD - USACE, NAVFAC, Army, Air Force
- USEPA
- USFS, BLM, NPS
- DOE

State

- Environmental Health Departments
- Water Quality Control Boards

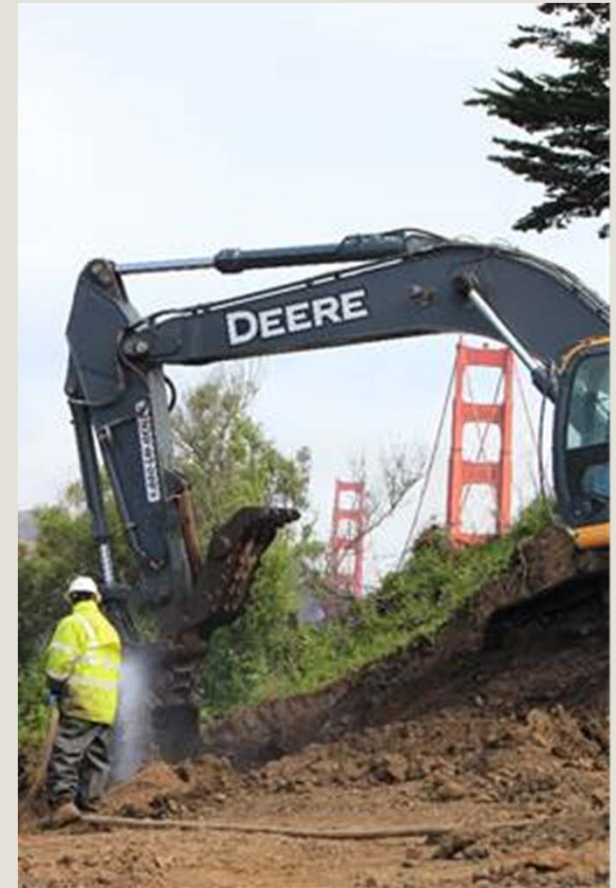
Local

- Cities, Counties and Municipalities



KEYS TO SUCCESS – BUILDING RELATIONSHIPS

- Teaming
 - Sell your strengths to Prime contractors
 - Build relationships with companies who need your strengths



CONTACTS

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