



AllRisk Property Damage Experts
801 E. Clements Bridge Road
Runnemede, NJ 08078
877.247.5252
24 Hour Emergency Response
Fire | Water | Mold | Structural Failure

Response to MEL RFQ #24-02 Emergency Restoration Services

ENCLOSED in this SECTION:

- **Letter / Executive Summary**

- **Required Administrative Documents**



March 6, 2024

Municipal Excess Liability Joint Insurance Fund
9 Campus Drive – Suite 216
Parsippany, NJ 07054
RE: RFQ #24-02 Emergency Restoration Services

Dear Sir/Madam:

Please accept AllRisk, Inc.'s response to the **Request for Proposal for Emergency Restoration Services RFQ #24-02** due March 6, 2024 at 10:00am.

The following will summarize AllRisk's unique qualifications to meet and exceed the minimum requirements of this RFP. The submission in the tabs to follow has been prepared so that the committee may easily align AllRisk's response with the evaluation criteria outlined in **Section 12.0 Selection Process and Criteria: "...compliance with the requirements, cost proposals, and the experience of the proposer"**.

EXPERIENCE: Performing Emergency Water & Fire Remediation, Mold Remediation and Restoration and Reconstruction Services to the High Satisfaction of Public Entities in New Jersey for 30 Years.

For 30 years, AllRisk has remained on-call 24/7/365, facilitating rapid recoveries for public entity and commercial clients. AllRisk's concentration in the public entity market in New Jersey means our team is well-attuned to the unique needs of occupied spaces that taxpayers rely upon: Municipalities, K-12 Schools, County Colleges, State Universities, Counties, Housing Authorities and more. Furthermore, AllRisk is well-versed in procurement compliance, and the documentation required for insurance and FEMA reimbursement.

AllRisk specializes in performing services with the least disruption possible to government administration, staff and residents in the environments that directly reflect the MEL Fund Members' *occupied* spaces, to include but not limited to Municipal Complexes, DPW's, MUA's, Sewerage Authorities, Libraries, Fire and Police Departments, and Senior/Community Centers. Please note AllRisk's project descriptions reflect the aforementioned building profiles which mirror the profiles of your membership. With regard to large losses which speak to the evaluation criteria, AllRisk projects historically have ranged from \$1,500 to \$3 Million. The project references included herein range from \$97,782 to \$1.5+ Million. Included in the large loss reference descriptions is the **Housing Authority of Rahway, whereby damage from Hurricane Ida resulted in a total remediation and repair cost of **\$1,546,395**.**

AllRisk's Experience with Approved Vendor Panels and Public Contracts for Disaster Recovery Services: AllRisk would like to thank the MEL members for the opportunity to serve, in concert with our designation on the approved list of Emergency Remediation Services for the Fund, since the panel's inception in 2015.

A sample of AllRisk's other awarded panels and contracts include:

- **The Municipal Excess Liability (MEL) Fund**
- **The Educational Services Commission of New Jersey Co-op (ESCNJ Co-op)**
www.escnj.k12.nj.us
- **Rowan University**
- **TCNJ** - specifically Mold Remediation, awarded to AllRisk by RFP
- **South Jersey Transit Authority**
- **Drexel University** – awarded by RFP
- **University of Penn** – awarded by RFP

REFERENCES: Evidence of joint insurance fund members and other public entity clients' high satisfaction with AllRisk's service can be verified through the letters of testimony and references provided. Please note AllRisk's submission has far exceeded the minimum requested by this RFQ.

Insurance and other Industry Experience & Qualifications Relevant to this RFQ

- **INSURANCE REFERENCES:** Please see references and letters of testimony from insurance professionals who specialize in serving public entities, and can speak to AllRisk's technical expertise and communication skills.
- **Joint Insurance Fund (JIF) Experience** - AllRisk is an approved remediation vendor of the Municipal Excess Liability (MEL) Joint Insurance Fund since 2015. AllRisk's service to their members precedes the initiation of the RFQ. AllRisk has successfully worked with all of the major K-12 school joint insurance funds to include NJSIG, SPELL and SAFE.
- **Insurance** – AllRisk has successfully worked with a wide array of carriers for the last three decades, provides consulting to The Hartford on a case-by-case basis, and has been recently asked to renew AIG's PIER Network.
- **Healthcare** - As evidence of AllRisk's technical knowledge, AllRisk is the go-to emergency response, mold remediation, restoration and tenant fit-out contractor to the region's *Top Hospitals: Cooper, Virtua, Kennedy, Inspira, Jefferson* and more.
- **Insurance and FEMA Knowledge** - AllRisk consistently provides educational programs on emergency preparedness, and insurance and FEMA reimbursement best practices for CEUs.

SCOPE OF CAPABILITY – AllRisk can provide all of the emergency fire, water, sewage and mold remediation and restoration services as requested by this RFQ. Directly related to capability, is capacity. AllRisk has a track record of performing not only during isolated facility events, but also, during regional impacts affecting a wide segment of public entities during the same timeframe, such as hurricanes, floods, high winds, sustained periods of sub-freezing temperatures and sustained periods of mold-producing, high humidity.

More than just a reactive service, AllRisk takes a proactive, partner-based approach to increasing preparedness and resiliency for our clients.

- By translating the lessons learned from the pattern of large losses listed above, AllRisk is actively engaged in providing prevention and mitigation education to address a variety of risks. These programs have been delivered to the attendees of JIF retreat meetings, Subfund meetings, industry annual conferences, the NJASBO annual conference and county meetings, and the NJ Schools Buildings and Grounds Association annual conference and county meetings.

STAFFING: AllRisk is privately-held, independently owned and operated. **AllRisk self performs all emergency, mold remediation and restoration services, which is integral to facilitate optimal communication and quality control for our clients.** A key differentiator of AllRisk's delivery of service, is our hands-on leadership and owner involvement, client accessibility to our owners, and quality of our supervision. For more detail on the longevity and qualifications of our executive team and the ongoing training and education of our managers and key personnel, please see staff Bios and *Meet the Team*.

FEES: AllRisk, has submitted hourly rates for non-prevailing wage projects.

Prevailing Wage Compliance: AllRisk fully understands the New Jersey Prevailing Wage Act and pays prevailing wages as required. Based upon the firm's many years in providing services to public entities, AllRisk is very familiar and is always prepared to produce copies of certified payrolls.

AllRisk wishes to thank the Municipal Excess Liability Joint Insurance Fund for allowing our firm to participate in this process. If there is anything additional requested or preferred, please contact me or my office at any time.

Thank you.

Best Regards,



Frank Messina

Principal

801 E. Clements Bridge Road

Runnemede, NJ 08078

Contractor Registration #13VH00684300

24 Hr. Phone: 877-247-5252 / Cell Phone: 609-634-9991

frank@allriskinc.com / TeamAllRisk.com

Administrative Documents

Applicable to Bid if marked "X"	DOCUMENTATION REQUIRED OR REVIEWED	Initials	When Due
	Bid Guarantee (Bid Bond or Certified/Cashier's Check) (with POA for full amount of Bid Bond)		With Bid Submission
	Consent of Surety (Certificate from Surety company)		With Bid Submission
	Performance Bond and Labor and Material Payment Bond (Required from the Awarded Contractor)		At signing of contract
	Maintenance Bond in the Amount of 100 % for a period indicated in "General Conditions" Required from the Awarded Contractor Upon Acceptance of Project		Upon Acceptance of Project
	Acknowledgement of Receipt of Addenda (To be Completed if Addenda are Issued)		With Bid Submission
X	Ownership Disclosure Form	CM	With Bid Submission
X	Named Subcontractors in Bid for Listed Specialty Trades	CM	With Bid Submission
X	Public Works Contractor Registration Certificate(s) for the Bidder and all Sub Contractors	CM	Prior to Award, but effective at time of bid
X	Business Registration Certificate – Bidder and all Sub Contractors	CM	Prior to Contract Award
X	Non-Collusion Affidavit	CM	With Bid Submission
X	Experience and Qualifications	CM	With Bid Submission
X	Insurance and Indemnification Certificate	CM	Prior to Contract Award
X	Disclosure of Investment Activities in Iran Form	CM	Prior to Contract Award
X	Federal debarment Form	CM	Prior to Contract Award
	EEO/AA Form AA-201		After Notice of Award, Prior to Signing Contract
	EEO/AA Form AA-302 or Letter of Federal Approval or Certificate of Employee Information Report		After Notice of Award, Prior to Signing Contract
X	Bidder's Checklist	CM	With Bid Submission

Administrative Documents

This checklist is provided for bidder's use in assuring compliance with required documentation; however, it does not include all specifications requirements and does not relieve the bidder of the need to read and comply with the specifications.

Bidder Name: AllRisk, Inc. Date: 3/5/24

Authorized Representative: Christine Messina

Signature: Christine Messina

Print Name & Title: Christine Messina, Secretary

STATEMENT OF OWNERSHIP DISCLOSURE

N.J.S.A. 52:25-24.2 (P.L. 1977, c.33, as amended by P.L. 2016, c.43)

This statement shall be completed, certified to, and included with all bid and proposal submissions. Failure to submit the required information is cause for automatic rejection of the bid or proposal.

Name of Organization: AlRisk, Inc.

Organization Address: 801 E. Clements Bridge Rd, Bunnemede, NJ 08078

Part I Check the box that represents the type of business organization:

- Sole Proprietorship (skip Parts II and III, execute certification in Part IV)
- Non-Profit Corporation (skip Parts II and III, execute certification in Part IV)
- For-Profit Corporation (any type) Limited Liability Company (LLC)
- Partnership Limited Partnership Limited Liability Partnership (LLP)
- Other (be specific): _____

Part II

The list below contains the names and addresses of all stockholders in the corporation who own 10 percent or more of its stock, of any class, or of all individual partners in the partnership who own a 10 percent or greater interest therein, or of all members in the limited liability company who own a 10 percent or greater interest therein, as the case may be. **(COMPLETE THE LIST BELOW IN THIS SECTION)**

OR

No one stockholder in the corporation owns 10 percent or more of its stock, of any class, or no individual partner in the partnership owns a 10 percent or greater interest therein, or no member in the limited liability company owns a 10 percent or greater interest therein, as the case may be. **(SKIP TO PART IV)**

(Please attach additional sheets if more space is needed):

Name of Individual or Business Entity	Address
Frank Messina	47 Chews Landing Rd. Haddonfield, NJ 08003
Ziggy Osinski	1200 Maple Ave, Atco, NJ 08004

Part III DISCLOSURE OF 10% OR GREATER OWNERSHIP IN THE STOCKHOLDERS, PARTNERS OR LLC MEMBERS LISTED IN PART II

If a bidder has a direct or indirect parent entity which is publicly traded, and any person holds a 10 percent or greater beneficial interest in the publicly traded parent entity as of the last annual federal Security and Exchange Commission (SEC) or foreign equivalent filing, ownership disclosure can be met by providing links to the website(s) containing the last annual filing(s) with the federal Securities and Exchange Commission (or foreign equivalent) that contain the name and address of each person holding a 10% or greater beneficial interest in the publicly traded parent entity, along with the relevant page numbers of the filing(s) that contain the information on each such person. **Attach additional sheets if more space is needed.**

Website (URL) containing the last annual SEC (or foreign equivalent) filing	Page #'s

Please list the names and addresses of each stockholder, partner or member owning a 10 percent or greater interest in any corresponding corporation, partnership and/or limited liability company (LLC) listed in Part II **other than for any publicly traded parent entities referenced above**. The disclosure shall be continued until names and addresses of every noncorporate stockholder, and individual partner, and member exceeding the 10 percent ownership criteria established pursuant to N.J.S.A. 52:25-24.2 has been listed. **Attach additional sheets if more space is needed.**

Stockholder/Partner/Member and Corresponding Entity Listed in Part II	Address

Part IV Certification

I, being duly sworn upon my oath, hereby represent that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I acknowledge: that I am authorized to execute this certification on behalf of the bidder/proposer; that the **Fund** is relying on the information contained herein and that I am under a continuing obligation from the date of this certification through the completion of any contracts with **Fund** to notify the **Fund** in writing of any changes to the information contained herein; that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I am subject to criminal prosecution under the law and that it will constitute a material breach of my agreement(s) with the, permitting the **Fund** to declare any contract(s) resulting from this certification void and unenforceable.

Full Name (Print):	<i>Christine Messina</i>	Title:	<i>SVP + Secretary</i>
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Signature:	<i>Christine Murphy</i>	Date:	<i>3/5/24</i>
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Non-Collusion Affidavit

STATE OF NEW JERSEY

I certify that I am Christine Messina

of the firm of ALLRisk, Inc.

the Respondent making this Proposal for the bid or proposal for the above named project, that I executed the said proposal with full authority to do so; that said bidder has not, directly or indirectly entered into any agreement, participated in any collusion or otherwise taken any action in restraint of free, competitive bidding in connection with the above named project; and that all statements contained in said proposal and this affidavit are true, correct, and made with full knowledge that the **Fund** relies upon the truth of the statements contained in said Proposals and in the statements contained in this affidavit in awarding the contract for the said project.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except bona fide employees or bona fide established commercial or selling agencies.

Signature of Representative: Christine Messina

Subscribed and sworn to before me this 4th day of March, 2024

Print Name of Affiant: Sheri L. Hearn

Notary Public of New Jersey

My commission expires 3/20/2027

Sheri L Hearn
SHERI L HEARN
Notary Public, State of New Jersey
My Commission Expires 3/20/2027

This form MUST be completed, notarized and submitted with the bid document

PAY TO PLAY ADVISORY
Disclosure Requirement
P.L. 2005, Chapter 271, Section
3 Reporting(N.J.S.A.
19:44A – 20.27)

Any business entity that has received \$50,000 or more in contracts from government entities in a calendar year will be required to file an annual disclosure report with ELEC.

The report will include certain contributions and contract information for the current calendar year.

At a minimum, a list of all business entities that file an annual disclosure report will be listed on ELEC's website at www.elec.state.nj.us.

If you have any questions please contact ELEC at: 1-888-313-ELEC (toll free in NJ) or 609-292-8700

An analyst from ELEC's Special Programs Section will assist you.

Initials CM

Americans with Disabilities Act of 1990

The CONTRACTOR and the OWNER do hereby agree that the provisions of Title 11 of the Americans With Disabilities Act of 1990 (the "ACT") (42 U.S.C- S12101 et seq.), which prohibits discrimination on the basis of disability by public entities in all services, programs, and activities provided or made available by public entities, and the rules and regulations promulgated pursuant thereto, are made a part of this contract. In providing any act benefit, or service on behalf of the OWNER pursuant to this contract, the CONTRACTOR agrees that the performance shall be in strict compliance with the Act. In the event that the Contractor, its agents, servants, employees, or subcontractors violate or are alleged to have violated the Act during the performance of this contract, the CONTRACTOR shall defend the OWNER in any action or administrative proceeding commenced pursuant to this Act. The Contractor shall indemnify, protect, and save harmless the OWNER, its agents, servants, and employees from and against any and all suits, claims, losses, demands, or damages, of whatever kind or nature arising out of or claimed to arise out of the alleged violation. The CONTRACTOR shall, at its own expense, appear, defend, and pay any and all charges for legal services and any and all costs and other expenses arising from such action or administrative proceeding or incurred in connection therewith. In any and all complaints brought pursuant to the OWNER grievance procedure, the CONTRACTOR agrees to abide by any decision of the OWNER which is rendered pursuant to said grievance procedure. If any action or administrative proceeding results in an award of damages against the OWNER or if the OWNER must any expense to cure a violation of the ADA which has been brought pursuant to its grievance procedure, the CONTRACTOR shall satisfy and discharge the same at its OWN expense.

The OWNER shall, as soon as practicable after a claim has been made against it, give written notice thereof to the CONTRACTOR along with full and complete particulars of the claim. If any action or administrative proceedings is brought against the OWNER or any of its agents, servants, and employees, the OWNER shall expeditiously forward or have forwarded to the CONTRACTOR every demand, complaint, notice, summons, pleading, or other process received by the OWNER or its representatives.

It is expressly agreed and understood that any approval by the OWNER of the services provided by the CONTRACTOR pursuant to this contract will not relieve the CONTRACTOR of the obligation to comply with the Act and to defend, indemnify, protect, and save harmless the OWNER pursuant to this paragraph.

It is further agreed and understood that the OWNER assumes no obligation to indemnify or save harmless the CONTRACTOR, its agents, servants, employees and subcontractors for any claim which may arise out of their performance of this Agreement. Furthermore, the CONTRACTOR expressly understands and agrees that the provisions of this indemnification clause shall in no way limit the CONTRACTOR'S obligations assumed in this Agreement, nor shall they be construed to relieve the CONTRACTOR from any liability, nor preclude the OWNER from taking any other actions available to it under any other provisions of the Agreement or otherwise at law.

Furthermore, the contractor expressly understands and agrees that the provisions of this indemnification clause shall in no way limit the contractor's obligations assumed in this Agreement, nor shall they be construed to relieve the contractor from any liability, nor preclude the owner from taking any other actions available to it under any other provisions of the Agreement or otherwise at law.

Business Name (Print): AllRisk, Inc.

Representative's Name (Print): Christine Messina

Representative's Title: SVP + Secretary

Representative's Signature: Christine Messina

Phone: 877.247.5252

Date: 3/5/24

EQUIPMENT CERTIFICATION

The undersigned Bidder hereby certifies as follows:

The bidder owns, controls, has proof of lease, rental of all the necessary equipment required to accomplish the work described in the specifications.

Name of Bidder: AllRisk, Inc.

By: Christine Messina
(Signature)

Name of above: Christine Messina
(Print)

Title: SVP + secretary

Date: 3/5/24

Disclosure of Investment Activities in Iran

Bidder Name: ALLRISK, INC.

Part 1: Certification

BIDDERS ARE TO COMPLETE PART 1 BY CHECKING **EITHER BOX.**

Pursuant to Public Law 2021, c. 4, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf. Bidders must review this list prior to completing the below certification. Failure to complete the certification may render a bidder's proposal non-responsive. If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

CHECK THE APPROPRIATE BOX:

I certify, pursuant to Public Law 2021, c. 4, that neither the bidder listed above nor any of the bidder's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2021, c. 4 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. I will skip Part 2 and sign and complete the Certification below.

OR

I am unable to certify as above because the bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. I will provide a detailed, accurate and precise description of the activities in Part 2 below sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as nonresponsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

Part 2: Additional Information

PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN. You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran on additional sheets provided by you.

Part 3: Certification

I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments there to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the above-referenced person or entity. I acknowledge that the FUND is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of any contracts with the FUND to notify the FUND in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the FUND and that the FUND at its option may declare any contract(s) resulting

from this certification void and unenforceable.

Full Name (Print): Christine Messina Title: SVP + Secretary
Signature: Christine Messina Date: 3/5/24



PHILIP D. MURPHY
Governor

State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
OFFICE OF THE DIRECTOR
33 WEST STATE STREET

ELIZABETH MAHER MUCIO
State Treasurer

TAHESHA L. WAY
Lt. Governor

P. O. BOX 039
TRENTON, NEW JERSEY 08625-0039
<https://www.njstart.gov>

AMY F. DAVIS
Acting Director

Telephone (609) 292-4886 / Facsimile (609) 984-2575

The following list represents entities determined, based on credible information available to the public, to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25"):

1. AK Matina Ltd.
2. Amona
3. Bank Markazi Iran (Central Bank of Iran)
4. Bank Mellat
5. Bank Melll Iran
6. Bank Saderat PLC
7. Bank Sepah
8. Bank Tejarat
9. China International United Petroleum & Chemicals Co., Ltd. (Cuipec)
10. China National Offshore Oil Corporation (CNOOC)
11. China National Petroleum Corporation (CNPC)
12. China National United Oil Corporation (ChinaOil)
13. China Oilfield Services Limited
14. China Petroleum & Chemical Corporation (Sinopec)
15. China Precision Machinery Import-Export Corp. (CPMIEC)
16. Indian Oil Corporation
17. Kingstream PLC
18. Naffiran Intertrade Company (NICO)
19. National Iranian Tanker Company (NITC)
20. Oil and Natural Gas Corporation (ONGC)
21. Oil India Limited
22. Persia International Bank
23. Petroleos de Venezuela (PDVSA Petróleo, SA)
24. PetroChina Company, Ltd.
25. Sameh Atzar Tajak Co. (SATCO)
26. Shandong Fin Cno Machine Company, Ltd.
27. Sinohydro Co., Ltd.
28. SK Energy Co. Ltd.
29. SKS Ventures
30. Som Petrol AS
31. Zhuhai Zhenrong Company

List Date: January 1, 2024

Experience & Qualifications Questionnaire

This questionnaire must be filled out and submitted as a part of the Proposal. Failure to complete this form or to provide any of the requested information will be grounds for the rejection of the bid proposal. If additional space is required, the respondent shall add additional sheets, which identify the question being answered.

Number of years in business under present name & address: 30 years in business. 4 years at current address.

If less than 5 years, list previous names and address:

Previous address: 501 Kennedy Blvd., - Somerdale, NJ 08003

Within the last 5 years has the business or any officer/partner failed to complete a contract awarded to them: No. If yes, provide the details in on a separate page.

Have any liens and lawsuits been filed against the company in the past 5 years: N/A

If yes, please provide details:

List similar services you are now providing for which you have signed contract, but not yet started work: N/A

List all major subcontractors to be used to complete the service and the area of their responsibility:

Please see attached list of subcontractors.

Subcontractors

Electrical

Lee-Way Electrical, LLC
105 Morris Ave.
Landisville, NJ 08326
856.507.0899

Positive Electric, Co.
21 Cedar Knolls Rd.
Cedar Knolls, NJ 07927
973.759.9238

Plumbing

Wittmaier Plumbing
215 East Homestead Ave.
Collingswood NJ 08108
856.263.3147

HVAC

Central Heating & Air Conditioning
7705 Park Ave.
Pennsauken, NJ
856.665.4026

Kitchen Exhaust Cleaning & Air Duct Cleaning

Clean as a Whistle, a division of Provident Service Associates
50 Division Ave.
Millington, NJ 07946
1.800.647.4822

Environmental Services

TTI Environmental, Inc.
1253 North Church Street
Moorestown, NJ 08057
856.840.8800 x24

Pernaco, Inc.
P.O. Box 329
W. Berlin NJ 08091
856.753.9800

Subcontractors Cont.

Environmental Safety Management Corporation
21 E. Scott Street
Riverside, NJ 08075
856.764.3557

Epic Environmental
1930 Brown Road
Newfield, NJ 08344
856.205.1077

Proposal Form

Emergency Cleanup and Restoration Services

Submitted By:

Name of Firm:	AllRisk, Inc.		
Address:	801 E. Clements Bridge Rd. Hunnewade, NJ 08078		
Name of Principal Contact:	Frank Messina		
E-mail:	franke@allriskinc.com	Telephone:	877-247-5252

The undersigned Proposer being duly authorized and on behalf of the firm named above:

- A. Having examined these documents and having full knowledge of the condition under which the products and services described herein must be performed, hereby proposes that the proposer (we) shall fulfill the obligations contained herein in accordance with all terms, conditions, specifications and proposal criteria set forth, and that will furnish all required products and payments in strict conformity with these documents for the stated process as payment in full.

- B. In signing this proposal, we hereby certify that we possess the qualifications and credentials to perform the contract outlined in this RFP.

- C. The undersigned certifies his/her position as a representative of the named firm and is authorized by the Proposer to submit the Proposal for and bind the above-named firm and that the said Proposal is executed with full authority to do so.

D. Certification:

Authorized Signature:			
Title:	Principal and CEO		
Printed Name:	Frank N. Messina		
E-mail:	franke@allriskinc.com	Telephone:	877-247-5252
FEIN OR Tax ID Number:	22-3287082	Fax:	856-627-0023

PROPOSAL SUBMISSION #1

A. **Areas Served:** By checking the appropriate boxes below, proposer agrees to provide services under this proposal to those counties:

County	X if served	County	X if served
Atlantic	X	Middlesex	X
Bergen	X	Monmouth	X
Burlington	X	Morris	X
Camden	X	Ocean	X
Cape May	X	Passaic	X
Cumberland	X	Salem	X
Essex	X	Somerset	X
Gloucester	X	Sussex	X
Hudson	X	Union	X
Hunterdon	X	Warren	X
Mercer	X		

B. **Location of office or offices** from where services will be provided and contact information for use of the proposal.

Name of Firm:	Allrisk, Inc.		
Address:	801 E. Clements Bridge rd. Bunnemede, NJ 08078		
Name of Contact:	Lou Crisci		
E-mail:	lou@allriskinc.com	Telephone:	877-247-5252

C. **Indicate range of services provided and for which price sheets are included:**

Service(s) Provided	X if included
Demolition of unsafe structures	X
Emergency power supply, if necessary, to complete emergency service.	X
Hazardous material containment/recovery/remediation (when it is result of covered cause of loss).	X
Roadway and underground utility damage recovery (when it is result of covered cause of loss). Securing damaged/unsafe facilities, including but not limited to board-ups, debris removal and disposal	X
Video & still photographic record of affected areas prior to and after operations	X
Water and fire/smoke related damage recovery/remediation to buildings, including but not limited to water extraction, mold remediation, and interior cleaning, inventory, and relocation	X
Demolition of unsafe structures	X

Emergency power supply, if necessary to complete emergency service.	X
Hazardous material containment/recovery/remediation (when it is result of covered cause of loss).	X

C. Please attach Price and Rate Sheet(s).

D. Please acknowledge agreement with the following statement:

When operating in response to a FEMA-declared disaster, proposer agrees to accept the reimbursement rate approved by FEMA in the event the emergency service was performed pursuant to an event eligible for FEMA reimbursement. In addition, proposer agrees to keep the FEMA required documentation, comply with FEMA requirements and rules, and will submit billing in a manner consistent with FEMA reimbursement requirements.

Agree with statement:

Signature: _____ Name: _____
(Please print)

Title: _____

If responder does not agree, indicate here how its fees differ from FEMA rates:

AllRisk agrees with following statement:

When operating in response to a FEMA-declared disaster as AllRisk has done in the past, at all times AllRisk will make our best effort to work in cooperation with FEMA to assist the Client while adhering to the NJ Dept. Labor Prevailing Wage Act (N.J.S.A. 34:11-56.25et seq.). In addition, AllRisk agrees to keep the FEMA required documentation, comply with FEMA requirements and rules, and will submit billing in a manner consistent with FEMA reimbursement requirements.

Signature: Christine Messina Name: CHRISTINE MESSINA
(Please print)

Title: Secretary



MUNICIPAL EXCESS LIABILITY JOINT INSURANCE FUND EMERGENCY SERVICES RATES - PARTIAL*

*Emergency Services may be provided based upon Xactimate Estimating Software in lieu of the following labor, equip. and material rates.

Labor rates will be adjusted to reflect New Jersey Department of Labor Prevailing Wages as applicable.

<u>Non Union / Non Prevailing Wage Labor</u>	<u>REG</u>	<u>OT</u>	<u>DT</u>
Remediation Supervisor	\$73.00	\$109.50	\$146.00
Remediation Technician	\$69.00	\$103.50	\$138.00
Carpenter Foreman	\$158.44	\$237.66	\$310.88
Carpenter	\$137.88	\$206.82	\$275.76
Administrative Assistant	\$55.00	-	-
Project Manager	\$118.00	-	-
Senior Project Manager	\$135.00	-	-
Executive Project Manager	\$185.00	-	-
Estimator	\$135.00	-	-
Clerical Support	\$55.00	-	-
Clerk of the Works	\$75.00	-	-

<u>Prevailing Wage Labor (Non Mold)</u>	<u>REG</u>	<u>OT</u>	<u>DT</u>
Project Manager	\$118.00	-	-
Labor Foreman	\$ 118.38	\$ 177.56	\$ 211.34
Laborer	\$ 109.29	\$ 163.94	\$ 193.17
Carpenter Foreman	\$ 158.44	\$ 237.66	\$ 310.88
Carpenter	\$ 137.88	\$ 206.82	\$ 275.76

<u>Prevailing Wage Labor (Mold)</u>	<u>REG</u>	<u>OT</u>	<u>DT</u>
Project Manager	\$118.00	-	-
Labor Foreman	\$109.75	145.11	N/A
Laborer	\$101.90	133.33	N/A
Carpenter Foreman	\$158.44	\$237.66	\$310.88
Carpenter	\$137.88	\$206.82	\$275.76

<u>EQUIPMENT</u>	<u>RATE</u>	<u>PER UNIT</u>
Air Mover	\$30.00	DAY
Drying Manifold	\$75.00	DAY
Dehumidifier	\$85.00	DAY
Dehumidifier Extra Large	\$125.00	DAY
Desiccant Portable Dehumidifier	\$125.00	DAY
HEPA Equipped Vacuum Filter	\$95.00	DAY
HEPA Equipped Air Filtration Device (under 1400 CFM)	\$95.00	DAY
HEPA Equipped Air Filtration Device (1400-2000 CFM)	\$135.00	DAY
Extractor Portable	\$115.00	DAY
Van Mount w/ Extractor	\$550.00	DAY
Portable Carpet Cleaning Machine	\$185.00	DAY
Floor Stripper - Electric	\$325.00	DAY
HEPA Equipped Vacuum	\$75.00	DAY
Shop Vacuum Wet/Dry	\$17.50	DAY
HEPA Equipped Backpack Vacuum	\$75.00	DAY
Chain Saw Gas Powered	\$95.15	DAY
Portable Generator	\$185.00	DAY
Portable Heater	\$185.00	DAY
Pressure Washer - Gas Portable	\$225.00	DAY
Paint Sprayer - Electric	\$125.00	DAY
Portable Light Unit	\$35.00	DAY
Baker Scaffold	\$125.00	DAY
Manual Floor Scraper	\$16.25	DAY
Submersible Pump - Gas Powered	\$225.00	DAY
Submersible Pump	\$75.00	DAY
Respirator Inclusive of Cartridges	\$34.00	DAY
Thermal Fogger Gas Powered	\$225.00	DAY
Thermal Fogger Electric	\$65.00	DAY
Pump Sprayer	\$17.96	DAY
Rolling Trash Container	\$44.00	DAY
Rolling Flatbed Cart	\$35.00	DAY
Rolling Flat Dolly	\$35.00	DAY
Hand Truck	\$15.00	DAY
Pallet Jack	\$55.00	DAY



MUNICIPAL EXCESS LIABILITY JOINT INSURANCE FUND EMERGENCY SERVICES RATES - PARTIAL*

<u>EQUIPMENT</u>	<u>RATE</u>	<u>PER UNIT</u>
Axial Trolley	\$36.00	DAY
Leaf Blower - Electric	\$15.00	DAY
Saw Electric Powered	\$30.00	DAY
Steam Floor Tile / Grout Tool	\$75.00	DAY
Steam Wall Tile / Grout Tool	\$35.00	DAY
55 Gallon Container - Storage	\$30.00	EACH
AFD Hepa Filter Large	\$310.00	DAY
AFD Hepa Filter Small	\$210.00	DAY
Heat Dryers	\$185.00	DAY
Small Tools	\$8.00	DAY
Extension Cord	\$3.00	DAY
Splitter	\$2.00	DAY
Polyhanger	\$4.00	DAY
Vehicle - Pickup/Van/SUV	\$125.00	DAY
Vehicle - Dump Truck/Box Truck	\$150.00	DAY
Trailer - Pull-Behind	\$125.00	DAY
Zip Support Poles	\$5.00	DAY
Moving Blanket	\$4.00	DAY
Inject A Dry	\$75.00	DAY
Moisture Meter	\$25.00	DAY
Hydrometer	\$15.00	DAY
Manometer	\$55.00	DAY
Thermal Imaging Camera	\$35.00	DAY
Cold Mister	\$45.00	DAY
Electrostatic Sprayer	\$155.00	DAY
Cleaning/Decontamination of Equipment	\$42.00	EACH

<u>MATERIAL</u>	<u>RATE</u>	<u>PER UNIT</u>
Gloves - Nitrile	\$38.00	BOX
N95 Respirator	\$42.00	BOX
PPE Filters	\$42.00	EACH
PPE Suit - Heavy Duty	\$26.00	EACH
PPE Suit - Dust	\$8.25	EACH
PPE Booties	\$12.00	PAIR
Caution Tape	\$35.72	ROLL
Painters Plastic	\$38.00	ROLL
Carpet Protect - Self Adhesive	\$76.00	ROLL
Walk Off Foot Mat	\$32.00	PACK
Lay Flat Tubing	\$60.00	ROLL
Poly 6-mil	\$172.00	ROLL
Poly 4-mil	\$130.00	ROLL
Poly 2-mil	\$54.00	ROLL
Containment Access Zipper	\$18.00	EACH
Spray Tac Adhesive	\$9.00	EACH
Duct Tape	\$8.25	ROLL
Blue Tape	\$13.50	ROLL
Clear Packing Tape	\$7.50	ROLL
Packing Tape	\$7.50	ROLL
Frog Tape	\$26.00	ROLL
Bubble Wrap	\$160.00	ROLL
Wrapping / Packing Paper	\$102.00	BOX
Packing Label	\$14.00	PACK
Shrink Wrap	\$44.00	ROLL
Boxes - Large	\$8.50	EACH
Boxes - Standard	\$5.75	EACH
Boxes - File	\$7.50	EACH



MUNICIPAL EXCESS LIABILITY JOINT INSURANCE FUND EMERGENCY SERVICES RATES - PARTIAL*

<u>MATERIAL</u>	<u>RATE</u>	<u>PER UNIT</u>
Furniture Blocks	\$82.00	CASE
Furniture Skidders	\$17.96	PACK
Builder Board	\$160.00	ROLL
Brown Paper	\$34.00	ROLL
Detergent - Mild	\$32.00	GALLON
Floor Cleaner	\$62.00	GALLON
Formula 77	\$70.00	GALLON
Defoamer	\$52.00	GALLON
Traffic Lanes Cleaner	\$58.00	GALLON
Lemon Deodorizer	\$48.00	GALLON
Windex	\$34.00	GALLON
Viper Venom	\$48.00	GALLON
Spray 9	\$52.00	GALLON
Simple Green	\$36.00	GALLON
Wall Wash	\$42.00	GALLON
Adhesive Remover	\$16.00	EACH
Rags - Cleaning	\$42.00	PACK
Dust Cloth	\$22.00	PACK
Paper Towels	\$4.00	ROLL
Scrubbing Pad	\$2.80	EACH
Mop Head	\$9.50	EACH
Trash Bags	\$37.00	BOX
Clear Bags	\$128.00	ROLL
Scrubbing Brush	\$18.00	EACH
T Bar Pole	\$10.00	EACH
Cleaning Cloth Sleeve	\$32.00	EACH
Botanical Broad Spectrum Disinfectant	\$88.00	GALLON
Botanical Broad Spectrum Detergent	\$88.00	GALLON
Antimicrobial/Broad Spectrum Disinfectant	\$88.00	GALLON
Antimicrobial/Broad Spectrum Detergent	\$88.00	GALLON
Mold Control	\$78.00	GALLON
Encapsulant - Odor/Soot	\$96.00	GALLON
Antimicrobial Encapsulate	\$86.00	GALLON
Antimicrobial Encapsulate - Pail	\$430.00	PAIL
Enviroshield Mild Resistant Coating	\$36.00	CAN
Dry Cleaning Sponge	\$9.25	EACH
Odor Neutralizing Sponge	\$19.00	POUND
Thermal Unsmoke	\$125.00	GALLON
Fire - Heavy Cleaner	\$65.00	GALLON
Odor Neutralization Crystals	\$65.00	GALLON
AFD Filter - Pre	\$19.00	EACH
AFD Filter - Secondary Ring Panel	\$24.00	EACH
AFD Filter - Charcoal	\$75.00	EACH
Filter - Media	\$290.50	ROLL
HEPA Equipped Vacuum Bag	\$4.25	EACH
HEPA Equipped Vacuum Bag - Backpack	\$4.25	EACH
Spray Bottles	\$4.25	EACH

*10% overhead will be applied to services in excess of \$100,000.

*Markup of 21% will be applied to subcontractors.

* Pre-site shop/mobilization, portal to job site, portal from job site, and post job site shop/demobilization labor will be invoiced at Non New Jersey Prevailing Wage.

*Parking fees to be invoiced as incurred.

*All weekend, holidays, and hours before 7 am and after 3:30 pm are invoiced at time plus one half for New Jersey Non-Prevailing Wage Labor.

* Non-Prevailing Wage Labor, Equipment and Material rates are subject to review / adjustment.

*Prevailing Wage Rates are subject to adjustment based upon New Jersey Department of Labor Craft adjustments.

*Materials not listed will be invoiced at list cost plus 20% mark up.

* Drying and Hepa Air Filtration Equipmented costed at 5 days out of 7 per week

*General Contractor overhead and profit margin may apply.

*Additional rates (if applicable) can be provided upon request.

Repairs (Reconstruction):

Repairs will be estimated and invoiced based upon Xactimate Estimating Software.

Labor rates will be adjusted to reflect New Jersey Department of Labor Prevailing Rates as applicable.

10% overhead and 10% profit (.21) will be applied to all estimates / invoices for repairs (reconstruction).

PROPOSAL SUBMISSION #2

Required Submission of State Forms and SBE Disclosure

A. Include here the following forms:

- 1) N.J. Department of Labor and Workforce Development Public Works Contractor Registration. Include the Proposer's Department of Labor Public Works Contractor Registration Form
- 2) If including the Proposer's and any subcontractor Business Registration Certificate(s) with this proposal, include it here.

B. Small Business Status: Indicate here if the proposer is registered as a small, women's, minority, veterans business enterprise ("SWMVBE") with the New Jersey Small Business Set-Aside Program.

Yes	<input checked="" type="checkbox"/>
No	<input type="checkbox"/>



State of New Jersey

PHIL MURPHY
Governor

SHEILA OLIVER
Lt. Governor

DEPARTMENT OF THE TREASURY
DIVISION OF REVENUE & ENTERPRISE SERVICES
P.O. BOX 026
TRENTON, NJ 08625-034
PHONE: 609-292-2146 FAX: 609-984-6679

ELIZABETH MAHER MUOIO
State Treasurer

APPROVED

under the
Small Business Set-Aside Act

This certificate acknowledges ALL RISK, INC. as a Category 6 approved Small Business (SBE) that has met the criteria established by N.J.A.C. 17:13 and/or 17:14..

This registration will remain in effect for three years. Annually the business must submit, not more than 60 days prior to the anniversary of the registration notice, an annual verification statement in which it shall attest that there is no change in the ownership, revenue eligibility or control of that business.

If the business fails to submit the annual verification statement by the anniversary date, the SBE registration will lapse and the business SBE status will be revoked in the New Jersey Selective Assistance Vendor information (NJSAVI) database that lists registered Small businesses. If the business seeks to be registered again, it will have to reapply and complete a new application



A handwritten signature in black ink that reads "Peter Lowicki".

Peter Lowicki
Deputy Director

Issued: 3/18/2021
Certification Number: A0144-85

Expiration: 3/18/2024

PROPOSAL SUBMISSION #3

References

In previous RFP submissions AllRisk project references highlighted FEMA declared events such as Hurricane Irene and Superstorm Sandy, these remain on file and can be furnished upon request. In updating our submission for 2024, project references to follow include responses to Hurricane Ida and reflect the required, requested categories of municipality, housing authority, utility/sewer authority, and/or fire district.

Given AllRisk's **1,320+ public entity projects**, our firm is well capable of exceeding the minimum required references. In order to meet the file size limitations of the electronic response, the public entity projects listed in our previous submissions, as well as our 320 public entity responses from 2021 to present, can be provided upon request to fully provide the depth of AllRisk's demonstrated history of serving the MEL's insureds and comparable insured profiles.

In addition to the project reference form required, **we have also enclosed in this tab letters of reference from public entity administrators and insurance professionals alike.** In keeping these references up to date, you will notice that a portion are addressed to the state's largest purchasing agent, The Educational Service Commission of New Jersey, of which AllRisk has been an approved vendor since 2012.

For a more detailed explanation of AllRisk's contract management, general approach and specific procedures, please see Submission #4.

PROPOSAL SUBMISSION #3

References

Name and contact information of organizations the respondent has provided the type of services requested under this RFQ (reproduce this form if including additional references are desired).

Name of Organization:	Rahway Housing Authority		
Address:	224-250 W. Grand Ave, Rahway, NJ 07065		
Name of Contact:	RICK ANSLEY		
E-mail:	RANSLEY@RHA.ORG	Telephone:	732-771-4213
Description of services provided and timeframe:			
Date of Loss: 09/01/21			
Start Date: 09/02/21			
<ul style="list-style-type: none">• Response to flooding following Hurricane IDA• Water damage affecting thirty-one (31) apartment units and a 1,500 square foot community room and offices.• Remediation included full crawlspaces and basement areas in three (3) apartment buildings.• Assessment of areas to include photo documentation and moisture mapping to generate a response protocol.• Remediation included select demolition, remediation of affected areas and structural drying.• Repairs included drywall replacement, cabinetry replacement, flooring, and painting.			
\$ ES - \$189,979.00			
\$ Repairs - \$1,356,416.00			

Name of Organization:		Boonton Housing Authority	
Address:		122 Plane Street Apt 4I, Boonton, NJ 07005	
Name of Contact:		Sherry Sims	
E-mail:	Sherry@bootonhousing.org	Telephone:	973-335-0846
Description of services provided and timeframe:			
Date of Loss: 07.01.21			
<ul style="list-style-type: none"> • Response due to a fire loss. AllRisk was called in to replace initial remediation contractor. • Damage included a 3 Bedroom apartment and minimum areas of apartment below had collateral water damage. • Part of project included licensed abatement of floor tile. • Project included new kitchen, flooring, windows, painting & mechanical work to include fixtures. 			
Repairs - \$97,782.87			

Name of Organization:		Jamesburg Borough	
Address:		229 Gatzmer Ave, Jamesburg, NJ 08831	
Name of Contact:		Michael Capabianco Admin/CFO	
E-mail:	MCAPABIANCO@JAMESBURGBOROUGH.ORG	Telephone :	610.212.4920
Description of services provided and timeframe:			
Date of Loss: 09/01/21			
<ul style="list-style-type: none"> • Response following Hurricane IDA • Water damage to the basement of municipal offices, basement of library and basement of the Senior Center. • Response was to 3 distinct locations and included assessment and project protocol. • Services included licensed abatement of floor tile in library basement. • Remediation included select demolition, remediation of affected areas and structural drying. • Mold remediation with post clearance testing was provided prior to reconstruction. • Repairs included drywall replacement, flooring, and painting. • AllRisk's services were estimated in advance as turnkey project. 			
Remediation /Repairs \$339,285.00			

Name of Organization:		Borough of Belmar Taylor Pavilion	
Address:		500 N Ocean Ave, Belmar, NJ 07719	
Name of Contact:		ANDREW HUISMAN, DIR OF BLDG/GROUNDS	
E-mail:	ekirschenbaum@belmar.com	Telephone:	732.904.8280
Description of services provided and timeframe:			
Date of Loss: 01/12/22			
Date Started:01/19/22			
<ul style="list-style-type: none"> • Response following winter freeze pipe break. • Water damage affecting an approximately 6,500 square foot catering facility. • This project was time sensitive and completed on time to honor previously reserved events. • Assessment of areas to include photo documentation and moisture mapping to generate a response protocol. • Remediation included select demolition, remediation of affected areas and structural drying. • Repairs included suspended ceilings, drywall replacement, cabinetry replacement, flooring and painting. 			
Emergency Service = \$39,429.00			
Repairs = \$184,729.00			

Name of Organization:		Woodbridge Housing Authority Red Oak Manor	
Address:		300 Old Road, Sewaren, NJ 07077	
Name of Contact:		KATHI DITOMASS	
E-mail:	KDITOMASSO@WOODBIDGEHOUSINGAUTHORITY.ORG	Telephone:	732.735.1524
<p>Description of services provided and timeframe.</p> <p>Date of Loss: 05/03/22 Start Date: 05/03/22</p> <ul style="list-style-type: none"> • Response following sprinkler pipe break • Water damage affecting nine (9) apartment units and common corridors on two floors. • This project required pack out/moving of tenants and move backs upon completion. • Assessment of areas to include photo documentation and moisture mapping to generate a response protocol. • Remediation included select demolition, remediation of affected areas and structural drying. • Repairs included suspended ceilings, drywall replacement, cabinetry replacement, flooring, and painting. <p>Emergency Service = \$146,262.00</p> <p>Repairs = \$202,293.00</p>			

Name of Organization:		Surf City- Firehouse	
Address:		713 LONG BEACH BLVD, BEACH HAVEN, NJ 08008	
Name of Contact:		Peter Hartney	
E-mail:	PJH4@COMCAST.NET	Telephone:	609.618.1937
Description of services provided and timeframe.			
Date of Loss: 12/22/22			
Start Date: 02/09/23			
<ul style="list-style-type: none"> • Response following electrical fire. AllRisk replaced initial remediation contractor due to lack of performance. • Project entailed select demolition, smoke remediation and odor control. • Repairs include electrical work/rewiring, lighting, suspended ceilings, painting and epoxy flooring. • Overhead doors for main garage were replaced. 			
Emergency Service = \$149,111.00			
Repairs = \$376,782.00			



February 27, 2024

RFP Evaluation Committee
Municipal Excess Liability (MEL)
Joint Insurance Fund
Borough of Sussex Qualified Purchasing Agent
9 Campus Drive, Suite 216
Parsippany, NJ 07054

Re: RFP# 24-02 - Emergency Restoration Services

Dear RFP Evaluation Committee:

Risk Program Administrators administers seven (7) Joint Insurance Funds in New Jersey serving over 100 municipalities and 90 school districts. What differentiates our JIFs from the competition is the unparalleled SERVICE that our members receive from the JIF service providers who are the very best at what they do. We don't often discuss how much we truly appreciate the hard work that they do for our clients, however, I wanted to share with the Committee our experience with ALLRisk and the outstanding job they do whenever called upon in an emergency.

Whether it is a burst water pipe in the ceiling of a police department in the middle of the night or responding to a flooded basement discovered on a Monday morning, the All Risk team is out there immediately and reduces the down time to hours instead of days.

As you know, the continuation of municipal operations no matter the circumstances is essential and ALLRisk has demonstrated time and again that they have the knowledge, the manpower, and the equipment to set things right without needless delay.

Please accept this letter as an endorsement of ALLRisk's service capabilities, top notch employees and overall professionalism.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Paul A. Forlenza", with a long horizontal line extending to the right.

Paul A. Forlenza, MGA, RMC
Executive Program Administrator



Insurance | Risk Management | Consulting

March 2, 2024

RFP Evaluation Committee
Municipal Excess Liability (MEL)
Joint Insurance Fund
Borough of Sussex Qualified Purchasing Agent
9 Campus Drive, Suite 216
Parsippany, NJ 07054

Re: RFP# 24-02 Emergency Restoration Services

Re: All Risk

The most difficult part of our jobs as insurance brokers is to fulfill the client's expectations at the time of a claim. It does not matter how well the policy is written if we cannot provide the client with access to the resources necessary to meet our commitment and their needs. Whether it be superstorm sandy, IDA, historic weather events, freezing pipes in the winter, or mold triggered by humidity, we are called on to meet our commitments made at the time a policy is sold. To do so we turn to All Risk.

All Risk has been a critical resource for our clients when bad things happen and they are most vulnerable. Be it an individual, localized or regional event impacting one or more of our clients, All Risk has always been there to step in, step up and get the job done professionally. We have turned to All Risk for well over a decade and because of their team and service we will continue to recommend them to our clients. They make us look good and that is why we are very happy to provide this testimonial.

Sincerely,

Daniel P. Regan

Daniel P. Regan Esq, CIC, CRM
Area Senior Vice President

200 Jefferson Park
973-939-3600
Whippany, NJ 07981
USA

www.ajg.com

Colts Neck Township Schools

70 Conover Road, Colts Neck, NJ 07722

Phone: 732-946-0055

Fax: 732-332-9504

www.coltsneckschools.org

Superintendent of Schools
MaryJane Garibay, Ed.D



Business Administrator **Facilities Manager**
Vincent S. Marasco Nick Moretta

Anthony LeMarco
School Business Administrator/ Board Secretary
Educational Services Commission of New Jersey
1660 Shelton Road- Second Floor
Piscataway, NJ 08854
Disaster Recovery Services RFP #ESCNJ 22/23-23

August 22, 2022

Dear Mr. LeMarco,

It was the morning of August 16, 2020, when I received a call from my Custodial Supervisor that we had a significant flood/ leak in our building. At the time I was the Facilities Manager for the Wall Twp Public Schools. It had been an extremely busy summer as we prepared for the new school year with COVID-19 at a all time high. Schools were scrambling to install plexiglass, barriers, social distancing signage, intense cleaning, and numerous other protocols that were changing daily. As if we were not busy and overwhelmed enough, we had a pipe burst at Central School Elementary in Wall Twp less then three weeks from opening day of school.

After walking the building and overserving the extreme damage, we decided to call All Risk to help us. All Risk was on site within hours and started efforts right away. All Risk came in with Air Scrubbers, numerous employees, and immediately started cleaning up the water and helping with saving as many materials as possible. The flooding effected both floors, literally flowing down two of the three the staircases in the building. Numerous classrooms lost ceilings, floor tiles started to pop, not to mention the years of work and lessons plans that teachers had created that were ruined and gone in an instant.

All Risk worked tirelessly, nonstop for the next three weeks around the clock to get the school back up and running. Their teams were constantly communicating, meeting with us, and explaining each step of remediation. After word of the leak spread, teachers and other staffers were rightfully concerned about mold and other issues coming up as remediation happened. All Risk could have not been more open and transparent, they did everything proactively and addressed any possible issues that could arise. Within three weeks, they had completed clean up and was already putting the building back together, they completely replaced the hallway flooring on the 2nd floor, replaced flooring in numerous classrooms, and replaced entire ceiling systems.

All Risk even coordinated the necessary testing needed for IAQ, and Asbestos as the building did contain Asbestos flooring. All Risk saved our building and allowed students and staff to return safely to the building intime for opening day. I would highly recommend All Risk to any of my fellow Facility Managers without hesitation.

Sincerely,
Nicholas A. Moretta, CEFM



Roger León
Superintendent

Newark Board of Education

Rodney L Williams SFP,CEFM, Director of Energy and Sustainability
Facilities Management

Where Passion Meets Progress

August 23, 2022

Anthony LaMarco
School Business Administrator/Board Secretary
Educational Services Commission of New Jersey
1660 Stelton Road – Second Floor
Piscataway, NJ 08854

Re: Letter of Reference for AllRisk
Disaster Recovery Services RFP #ESCNJ 22/23-23

Dear Mr. LaMarco,

Please accept this letter of recommendation for AllRisk Property Damage Experts. AllRisk has proven to be reliable and competent for disaster recovery. I have been working with AllRisk for over 5 years. I begin working with them in another district and continued to work with them in my current District.

It has been our experience that when the job is toughest, AllRisk always shines through. From their Business model through their personnel to the execution of the project, I can whole heartedly say I highly recommend AllRisk.

Sincerely,

A handwritten signature in black ink that reads "Rodney L Williams".

Rodney L Williams SFP, CEFM



Balken Risk Management

Public Entity Insurance & Risk Management
▲ ACRISURE AGENCY PARTNER

August 25, 2022

AllRisk Property Damage Experts

Frank N. Messina, Principal, Christina Messina, Vice President
801 E Clements Bridge Rd.
Runnemede, NJ 08078

Re: Letter of Reference

Dear Board of Education/Municipality/Fund Administrator:

I am pleased to write this letter of recommendation on behalf of AllRisk Property Damage Experts. I have known Frank Messina and Christina Messina for 18 years in their capacity as property damage and restoration specialists. I have had the pleasure of utilizing the services of AllRisk Property Experts both in my position as the Member Services Manager of the New Jersey Schools Insurance Group and subsequently in my role as agency partner of Balken Risk Management Services.

Both individuals consistently go above and beyond the services of a traditional restoration company. The personalized and dedicated service to each and every claim/incident is unprecedented in comparison to other firms I have worked with in this regard. Christine is also often called upon by me to offer opinions and advice on mold, indoor air quality or property damage issues for my public school and municipal clients. The expedient advisement, recommendations or referrals are well thought out suggestions that have identified solutions' in the area of employee safety. She also routinely provides statewide trainings and best practices to public entity staff that result in cost savings through risk management and loss prevention techniques.

The single best attribute that AllRisk has demonstrated, year in and year out, is the ability to respond to every request instantly. Follow up is immediate and all reports are extremely detailed. I have come to completely trust the work ethic that the AllRisk team delivers and have had only exemplary service when it comes to mitigating a loss and working quickly and efficiently toward any and all repairs.

It is for these reasons that I do not hesitate to recommend AllRisk Property Damage Experts as a 24/7 emergency response for restoration and remediation services. Should you require any further information do not hesitate to contact my office.

Sincerely,



Shannon Balken



TOWNSHIP OF CHATHAM

58 Meyersville Road
Chatham, NJ 07928
(973) 635-4600
Fax (973) 635-2644
www.chathamtownship-nj.gov

Robert S. Hoffmann

Township Administrator
rhoffmann@chathamtownship.org
rhoffmann@chathamtownship-nj.gov

April 8, 2021

Mr. Ziggy Osinski
AllRisk Property Damage Experts
801 East Clements Bridge Road
Runnemede, New Jersey 08078

Re: Chatham Township Municipal Building Cleanup

Dear Ziggy,

The Township of Chatham would like to extend its thanks and appreciation to All Risk Inc. for the diligence and hard work your team put in on the Municipal Building clean up during the summer of 2020. No one could have predicted how destructive that rainstorm in July of 2020 would be. With the multiple leaks in the building roof caused by microbursts resulted in extensive damage to our Wrestling Room bathrooms, and hallways. The team of Ken Hogue, Julie Roman, Andrea Feitas, and others did an excellent job of remediating the damage and restoring our building.

Due to COVID-19 precautions, and the extensiveness of the damage to the interior of our building, Ken, Julie, Andrea, and the rest of the AllRisk Team were presented with several challenges in coordinating remediation efforts. From the invoicing to the inspection process, every staff member was courteous, punctual, and accommodating. If myself or staff had any questions along the way, AllRisk staff were quick to answer. All of the employees in the Municipal Building, as well as several from the DPW, made it a point to tell me how impressed they were with the professionalism, craftsmanship, and courtesy displayed by the AllRisk Team.

The Township truly appreciates your help in fixing the damage from the storm and in getting us back up and running. I look forward to being able to personally say thank you to you some time in the future.

Regards,

Robert S. Hoffmann
Township Administrator
Township of Chatham

Cc: Dave Sgalia, Risk Manager via email
Cate Kiernan, PERMA via email

Marlboro Township Public Schools

1980 TOWNSHIP DRIVE, MARLBORO, NEW JERSEY 07746-2298

TELEPHONE: (732) 972-2000, x2010
FAX: (732) 972-2003
www.mtpps.org

KATHLEEN AMSTER
TRICIA BRANCH
PAUL FERLAND
STEPHEN SHIFRINSON
SUSIE SHREM
JEN SILACCI
JILL STRAFACI

ROBYN WOLFE
PRESIDENT

RANDY HELLER, Ph.D.
VICE PRESIDENT

ERIC M. HIBBS, Ed.D.
SUPERINTENDENT OF SCHOOLS

VINCENT CARAVELLO
SCHOOL BUSINESS ADMINISTRATOR/
BOARD SECRETARY

October 20, 2021

Ms. Lisa Ortiz
AllRisk Property Damage Experts
801 E Clements Bridge Road
Runnemade, New Jersey 08078

Dear Ms. Ortiz:

Please accept this letter of recognition for the work done to date at Marlboro Memorial Middle School by the staff of AllRisk.

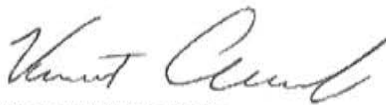
Since the project began several months ago, the workflow has been seamless and efficient, despite the fact that a complete staff is housed in the building and in September, more than 700 students arrived. The confidence and spirit of professionalism exhibited by your staff is unparalleled to none. I have also noticed their attention to detail; consideration of staff and their observation of required safety precautions, including social distancing and use of PPE. Their collaboration with Mr. Michael Crivelli, Supervisor of Buildings & Grounds, resulted in a plan that caused the least amount of disruption to all concerned.

From a cleanliness aspect, the steps taken to protect the unaffected classrooms, surrounding areas and flooring, for example, are greatly appreciated. There have been no complaints and instead, our staff is happy to work with them.

We look forward to the final steps in this endeavor over the next few weeks.

Thank you.

Sincerely,



Vincent Caravello
School Business Administrator/Board Secretary

c: Dr. Eric Hibbs, Superintendent of Schools
Mr. Michael Crivelli, Supervisor of Buildings and Grounds



Institutional Planning
and Operations

Facilities Operations
Rutgers, The State University of New Jersey
Stanley S. Bergen, Jr. Bldg.
65 Bergen Street, GB72
Newark, NJ 07107

[http://facilities.rutgers.edu/
campolja@ipo.rutgers.edu](http://facilities.rutgers.edu/campolja@ipo.rutgers.edu)
p. 973-972-7770
f. 973-972-0329

August 11, 2022

Mr. Anthony LaMarco
School Business Administrator/ Board Secretary
Educational Services Commission of New Jersey
1660 Stelton Road – Second Floor
Piscataway, NJ 08854

**RE: Letter of Reference for AllRisk
Disaster Recovery Services RFP #ESCNJ 22/23-23**

TO WHOM IT MAY CONCERN:

I am charged with the operation and maintenance of our Rutgers Biomedical Health & Sciences Campus and our Rutgers Legacy Newark Campus. The campuses combined consist of 8,000,000 square feet of academic, research, clinical, patient care and specialized facilities, so the scope of our emergency response and remediation needs range from simple academic areas to complex containment laboratories.

ALLRISK Property Damage Experts have demonstrated the ability to address our needs across all these space types, and on a few occasions surpass my expectations. The Newark Campuses sit in the center of the most vendor rich region of the country, so for our “Go To” vendor to reside ninety miles away says more about the service provided than I can put in words.

ALLRISK gets it! They understand the customer service provider relationship, they understand that anything less than a quality product is unacceptable, and of most importance they understand that brand loyalty is not a given, it is earned or lost with every interaction.

We have a very simple relationship. We call, they respond. We have an issue, they provide a solution. We have a question, they provide an answer. Doesn't matter who in our organization calls, the service and outcome are always the same. Please feel free to contact me if you would like any additional information.

Very truly yours,

James Campoli, Senior Director
Facilities Operations
Institutional Planning and Operations

JC:mj

P: Letter/Anthony LaMarco Educational Services Commission of NJ-AllRisk 8-11-2022



Carlstadt Public School

550 Washington Street ♦ Carlstadt, NJ 07072

Phone: 201-672-3000 ♦ Email: mslamb@carlstadtps.org

Megan S. Slamb, MBA, SFO, QPA
Business Administrator

August 15, 2022

To Whom It May Concern:

The 2021-22 School Year for Carlstadt Public School was set to begin on Thursday, September 2nd. Classrooms were stocked, and our teachers' lessons were prepared. So imagine our shock and disappointment when a Category 4 Hurricane came crashing down upon us. CPS is not situated near any bodies of water, yet the torrential rains and flash flooding we experienced were unprecedented in our area. I received a call at 10:00 PM on September 1st from one of my evening custodians letting me know that we were taking on significant amounts of water in the lower level of the building. This began our struggle to respond as quickly as possible to an event that did not yield.

By 11:00 PM I was on the phone with Christine Messina, Vice President at AllRisk Property Damage Experts. She was the calm in the storm for me and my district, assuring me that AllRisk would dispatch a team to us the next day to start evaluating the damage Hurricane Ida caused and to begin the remediation process. To say AllRisk goes above and beyond would be an understatement because when I called Christine Messina, with a number given to me by a fellow BA, Carlstadt Public School was *not* one of their active clients. Yet she and her team showed up for us and took care of our school. They made it possible for us to open on September 7th and welcome our students and staff back to a safe and functional environment. Without them, I am not confident when we would have been able to do that.

The remediation and reconstruction process was smooth and steady from the moment AllRisk stepped into our building. Their team attacked the flooded areas with precision, taking care to safeguard our undamaged items and catalog each activity they performed. They ensured that we did not have to worry about long-term water damage, or mold, and salvaged as many of our spaces as possible. Their team was professional, communicative, and efficient. They helped us to reconstruct damaged classrooms, and replace two gymnasium floors. They also worked in a way that respected our logistical needs, and considered student access to keep classes running smoothly.





Carlstadt Public School

550 Washington Street ♦ Carlstadt, NJ 07072

Phone: 201-672-3000 ♦ Email: mslamb@carlstadtps.org

Megan S. Slamb, MBA, SFO, QPA
Business Administrator

Aside from the physical work put into our district by AllRisk, their clear and organized record keeping was extremely important when filing for our insurance claim and FEMA relief claim. I was able to directly upload all of the documentation and billing information they provided to me, which greatly sped up both processes and resulted in the receipt of more funding than we anticipated from both parties.

AllRisk has a staff that is knowledgeable and capable, but more importantly, they have a staff that cares about their customers and NJ Schools. I find it hard to believe that a VP took a call from a stranger at nearly midnight during a hurricane, but I am so very grateful that she did. I now have the privilege of being an AllRisk customer, and benefit from the sense of security that they provide. I would recommend them to any and every school district in NJ and urge all Boards of Education to consider employing AllRisk as soon as possible. You'll want to have them on your team when the next disaster strikes.

Sincerely,

Megan S. Slamb

Megan S. Slamb
Business Administrator/Board Secretary
Carlstadt Public School



Joseph Meyers
SUPERINTENDENT



Telephone
(732) 929-2039

OCEAN COUNTY
Department of Building and Grounds

239 Washington St. at 5 Mott Place
P.O. Box 2191
Toms River, New Jersey 08753

August 15, 2022

Mr. Anthony LaMarco
School Business Administrator / Board Secretary
Educational Services Commission
1660 Stelton Road – Second Floor
Piscataway, NJ 08854

RE: Letter of Reference for All Risk Inc.
Disaster Recovery Services RFP #ESCNJ 22/23-23

Dear Mr. LaMarco,

As the Superintendent of Ocean County's Department of Buildings & Grounds I am charged with the responsibility of maintaining over 140 buildings and associated grounds throughout Ocean County. The purpose of this letter is to relay my professional experiences with All Risk Inc.

In September of 2017 Ocean County's Justice Complex sustained significant damage after an inmate on the fourth floor of the jail flushed a jumpsuit down a cell toilet causing several pipes to burst including a main sewer line. The subsequent flow of raw sewage poured into the ceilings and walls of neighboring offices including NJ Superior Court courtrooms and judge's chambers. All Risk Inc.'s emergency response team completed this immense remediation project. They were onsite and fully staffed within hours and had the facility open for business within ten days.

Additionally, during Labor Day Weekend 2021, it was determined Ocean County's Fire Training Academy required an emergency mold abatement in order for fall courses to commence. All Risk Inc. quickly responded, formed a team and worked steadfastly throughout the holiday weekend to rectify the situation and ensure that school could begin as planned. The execution of this project exemplified All Risk Inc.'s emergency response abilities and dedication to their client's needs.



SPECIAL ASSISTANCE/ACCOMMODATIONS available, please call (732) 929-2039.

August 16, 2022

RE: Letter of Reference for All Risk Inc.

Page 2

As evident by my experiences, I can speak volumes as to All Risk Inc.'s high level of professionalism and exceptional performance. Given their proven track record, I continue retaining All Risk Inc. to complete all of our remediation projects including air quality, asbestos and professional cleaning. I am beyond satisfied with the quality of their work. I highly recommend All Risk Inc. to anyone that may be in need of their services.

Best Regards,

A handwritten signature in black ink, appearing to read 'Joseph Meyers', with a large, stylized initial 'J'.

Joseph Meyers
Superintendent

GREENWICH TOWNSHIP BOARD OF EDUCATION
415 SWEDESBORO ROAD, GIBBSTOWN, NEW JERSEY 08027

Gerardo Batista
Supervisor of Buildings and Grounds
gbatista@gtsdk8.us

Phone: 856-224-4920 x 2129
Fax: 856-423-1210

August 17, 2023

Anthony LaMarco
School Business Administrator/ Board Secretary
Educational Service Commission of New Jersey
1660 Stelton Road- Second floor
Piscataway, 08854

RE:Letter of Reference for AllRisk
Disaster Recovery Services RFP # ESCNJ 22/23-23

Mr. Anthony LA Marco,

I'm writing this with regards to ALLRisk Property Damage Experts. I have had the pleasure of using their services at my district Greenwich Township Board of Education. Over the years they have always been there to aid when we needed it most. They can handle any situation from mold remediation, air cleaning, carpentry, electrical HVAC services, dehumidification and reconstruction. Just recently they remediated mold in our teacher lounge at Broad Street School.

From Lisa Ortiz, Lou Crisci in the office Vince Minyon and Ken Hoguet in the field their knowledge in what they are doing goes above and beyond. I will keep using their services in the future as needed. Any questions feel free to contact me at 856 224-4920 Ext #2129.

Gerardo Batista



Facilities Manager



SUMMIT PUBLIC SCHOOLS

Board of Education • 14 Beekman Terrace • Summit, New Jersey 07901-1702 • 908-273-3025

Derek J. Jess, RSBA, School Business Administrator/Board Secretary

August 24, 2022

Mr. Anthony LaMarco, School Business Administrator
Educational Services Commission of New Jersey
Cooperative Purchasing System
1660 Stelton Road
Piscataway, NJ 08854

Dear Mr. LaMarco:

I hope that this letter finds you well and having enjoyed the summer. The purpose of this letter is to provide my recommendation for the continued inclusion of AllRisk Property Damage Experts for disaster recovery services within the ESCNJ Cooperative Purchasing System.

Over the course of my career, which spans three school districts and 20+ years, we have had the opportunity to utilize the services provided by AllRisk for disaster recovery and training of our facilities staff.

When called upon, AllRisk's response was immediate – for emergencies, they remediated areas affected by the various storms/emergencies and provided skilled oversight of the work, making the affected areas look better than before the emergency. Two examples of their expertise: (1) Super Storm Sandy – we contacted AllRisk because of a roof which was severely damaged during the storm. AllRisk responded to our call and was on site within two hours, assessed the damage and had workers on site within a day. The roof was fixed prior to students returning to school. (2) During an HVAC installation, over Labor Day weekend, at one of our middle schools, the contractor that was installing the cabinetry decided to do all their work within the school, causing saw dust and debris to be scattered throughout the entire building. All Risk was contacted and within two hours they had staff on site, working through the weekend to clean and organize our building so that school could open on the following Tuesday. In both instances, they were in constant contact with myself, the Director of Facilities and the school principal, they were thorough and their work exceeded expectations.

For training, they are always eager to share their expertise with our staff to ensure that our staff have the necessary tools to diagnose an issue and stop it from becoming an emergency.

AllRisk's continued participation on the ESCNJ Disaster Recovery Services Bid will ensure that New Jersey School districts are well taken care of when an emergency hits. It is for the reasons mentioned above that I recommend their continued participation in the above-mentioned bid.

If you have any questions, please do not hesitate to contact me. Thank you for your attention to this matter.

Very truly yours,

Derek J. Jess
School Business Administrator/Board Secretary
Summit Board of Education



Borough of Freehold Public Schools

280 Park Avenue
Freehold, New Jersey 07728
<http://www.freeholdboro.k12.nj.us>
PHONE (732) 761-2100
FAX (732) 462-8954

Joseph Howe, Ed.D., CPA
Superintendent

August 29, 2022

Mr. Anthony La Marco
School Business Administrator/Board Secretary
Educational Services Commission of New Jersey
1660 Stelton Road – Second Floor
Piscataway, NJ 08854

Re: Letter of Reference for All Risk
Disaster Recovery Services RFP #ESCNJ 22/22-23

Dear Mr. La Marco,

Having been a school business administrator for a decade and now superintendent of schools I have found there are only a handful of vendors I can rely on. Throughout the years All Risk has always consistently delivered and then some which is why I have their number of speed dial (they pick up 24/7/365 which I unfortunately can confirm). Although the District has engaged their services a number of times a few of their responses stand out. Last summer we had water intrusion into large carpeted classroom areas a week and a half before school started. All Risk had a crew onsite in 45 minutes. Throughout that night and the next day, they ripped up the carpet, cataloged and disposed of damaged furniture, salvage and clean what they could, and help to identify the source of the water. Within the course of that week they had a restoration crew onsite to install carpet tiles in the rooms and set them up for the successful opening of school without anyone knowing anything happened in there. In fact, in a number of prior school years All Risk had to respond at the last minute to save the day. These incidents included a mold remediation, sewer back up, frozen HVAC coil floods, and major construction clean ups. No matter the task they were faced with the All Risk team always quickly came up with a clear plan taking schedule, logistics, and budget into consideration. If it weren't for All Risk a number of these incidents would have resulted in the closure of school, the worst case scenario for any District.

I have said it previously and it is worth noting again that I take comfort in knowing that All Risk stands by as a pre-bid service ready to be called into action when disaster strikes.

Regards,

A handwritten signature in black ink, appearing to be "J. Howe", written in a cursive style.

Dr. Joseph Howe
Superintendent of Schools
Freehold borough School District
jhowe@freeholdboro.k12.nj.us
732-761-2101



MADISON BOARD OF EDUCATION

Buildings & Grounds Department

359 Woodland Road • Madison, NJ 07940 • (973) 593-3157 • Fax (973) 360-1970

August 30, 2022

Mr. Anthony LaMarco
School Business Administrator/Board Secretary
Educational Services Commission of New Jersey
1660 Stelton Road – Second Floor
Piscataway, NJ 08854

RE: Letter of Reference for AllRisk
Disaster Recovery Services RFP #ESCNJ 22/23-23

Dear Mr. LaMarco,

Please let this letter serve as a reference for the AllRisk Property Damage Experts.

I have been fortunate enough to have worked hand-in-hand with the AllRisk team that included Lou Crisci, Lisa Ortiz, Christine Messina, John Donoflio and Ziggy on multiple property damage events. The type of service includes storm flooding and sanitary line obstruction and overflow. These recent events included a below grade teacher's lounge flooding on two separate occasions, that required the removal of cabinets, sheetrock, flooring and replacement of same. The team was responsive and always professional. They worked with my insurance provider when applicable.

I am a Certified Educational Facilities Manager for the Madison Public School District.

If you have any questions please do not hesitate to contact me.

John Eschmann
Director of Facilities
Madison Board of Education



TTI ENVIRONMENTAL, INC
Consulting & Contracting

1253 North Church Street, Moorestown, NJ 08057
www.ttienv.com o 856-840-8800 f 856-840-8815

August 30, 2022

Mr. Anthony LaMarco
School Business Administrator/Board Secretary
Educational Services Commission of New Jersey
1660 Stelton Road – Second Floor
Piscataway, NJ 08854

Re: Letter of Reference for AllRisk
Disaster Recovery Services RFP #ESCNJ 22/23-23

Dear Mr. LaMarco

Please accept this letter as an overwhelming support and recommendation for AllRisk Property Damage Experts (AllRisk). As an owner of a long-standing environmental consulting business in New Jersey, I can attest to the performance, service, and diligence of their professional staff. I know that our recommendation to clients to use AllRisk will only be met with appreciation and respect.

AllRisk has demonstrated numerous times their knowledge and compliance with the US EPA Mold Remediation in Schools and Commercial Buildings #402-K-1-001 guidance document.

Our business relationship dates back to the early 2000's where AllRisk and TTI Environmental, Inc. (TTI) became more active participants with New Jersey school associations including NJ Association of School Business Officials (NJASBO) and NJ Schools Buildings and Grounds Association (NJSBGA). It was not long before we teamed on numerous projects especially with water intrusion, mold & indoor air quality issues in schools and public buildings. Over the years we have complemented each other's services and have strived to provide a value-added service to our clients.

Over the years our trust and mutual respect between our companies has grown and we have supported each other on 100's projects.

To anyone fortunate enough to require AllRisk's services, they will never be disappointed in their professional service and response.

If you should have any questions, please feel free to contact us at any time.

Sincerely,
TTI ENVIRONMENTAL, INC.

Timothy Popp
Vice President of Consulting

**Gateway Regional High School District
775 Tanyard Road
Woodbury Heights, New Jersey 08096-6218**

(856) 848-8200 Ext. 264
FAX: (856) 251-9813
Email: todonnell@gatewayhs.com

August 31, 2022

Anthony LaMarco
School Business Administrator/Board Secretary
Educational Services Commission of New Jersey
1660 Stelton Road-Second Floor
Piscataway, NJ 08854

Re: Letter of reference for AllRisk
Disaster Recovery Services RFP #ESCNJ 22/23-23

Dear Mr. LaMarco,

I would like to share with you some experiences that I have had with AllRisk over the years. I have been working in school facilities for the last 41 years and have had more than a few occasions where Disaster Recovery Services were needed. From minor remediation to major remediation and construction, and to be honest we did not use AllRisk each time. But from real life experience I can tell you that the times we went elsewhere the results were not the same. One of the main differences is that once a call, email or text is made to Christine Messina or Lisa Ortiz they immediately become an extension of the district. What I mean is that the districts disaster/problem becomes an AllRisk problem. They are excellent at not only providing labor to address the problem but they themselves have the knowledge and experience to guide the district to the best possible solution and repair. And in my position as a Facility Director, you could not ask for a better team member.

In addition to what I have mentioned above I have had the privilege of working with AllRisk in my role as a Chapter Officer and State Officer of the NJSBGA. AllRisk has developed educational topics and have presented them both at Chapter meetings as well as the NJSBGA EXPO. These informational presentations help us at the district level be better prepared in the event of an issue. This has become an invaluable tool to Facility Managers statewide.

Please feel free to reach out to me should you have any questions. 856 848 8200 x 264
todonnell@gatewayhs.com

Sincerely,

Tom O'Donnell
Director of Facilities



REFERENCES

Municipal/Township

Daniel Jaxel, Borough Administrator
Borough of Raritan
908.231.1300 Ext. 15

Dave Leutwyler, Asst. BA
Plumsted Township
609.758.2241 Ext. 114

Jeff Godfrey, Asst. Administrator
Greenwich Township Library
856.423.1038 Ext. 211

Mark Neville, DPW Superintendent
Borough of Englewood Cliffs
201.568.0242

Carmen J. Barbato, Superintendent
Township of Woodbridge - Department of Public Works
732.738.1311

Cliff Keen, Public Utilities Director
Borough of Red Bank
848.303.2141

Rich Hirsch, Code Officer with Building Dept. / Insurance Commissioner MEL-JIF
Borough of Longport
609.823.2731 Ext. 108

Bonnie Taft, Borough Clerk/Administrator
Borough of Oaklyn
856-858-2457 Ext. 6002

Mayor Gary J. Passanante
Somerdale Borough
856-783-6320

Mayor David Mayer
Gloucester Township
856-228-4000



REFERENCES

Municipal / Township

Tom Cardis, Administrator
Gloucester Township
856-228-4000

Mayor James Maley
Borough of Collingswood (multiple projects)
856-854-0720 Ext. 125

Keith Hastings, Borough Administrator
Borough of Collingswood (multiple projects)
856.854.0720 Ext. 125

Mayor Barry Wright
Winslow Township
609-567-0700

Joseph Gallagher, Township Administrator
Winslow Township
609-567-0700 Ext. 5002

Tom Crochet, Director of Public Works
Ocean Township
732.531.5000 Ext. 3360

Mayor Michael R. Mignogna
Voorhees Township
856-429-7174

John Toal, Operations Manager
Pine Hill MUA
856.783.0739

Eric Zino, Library Director
Haddonfield Township Library
856.429.1304 Ext. 111

Chris Ridings, Borough Administrator
Borough of West Wildwood
609.522.4845 Ext. 308

Cedric Minter, Facilities Maintenance Superintendent
Willingboro Township
609.354.8707

Dean Ciminera, Chief Financial Officer
Voorhees Township
856.429.7026



REFERENCES

Municipal / Township

Anthony Stagliano, Deputy Director for Regulatory Affairs
Mt. Holly MUA
609-209-2349

Christopher Morris, Deputy Mayor
Borough of Berlin
856-767-7777

Tamara Jefferson
City of Camden – Cramer Hill Community Center
856.757.7393

Mayor Dana Redd
City of Camden
856-757-7200

Mayor Mary Ann Wardlow
Borough of Lawnside
856-573-6215

Tim Hill, Administrator
Highlands Borough (multiple projects)
732-872-1515 Ext. 203

Neal Rochford, Borough Commissioner
Borough of Haddonfield
856-429-4700 Ext. 318

Ari Messinger, Risk Manager
Cherry Hill Township
856.432.8760

Richard A. Brook, Administrator
Township of Florence
609-499-2525

Nancy Duzenski, Assistant Managing Director
Bristol Township
215-785-0504

Matthew U. Watkins, Township Administrator
Township of Bloomfield Public Library
973-680-4006

Stephanie Miller, Assistant to the Municipal Clerk
Borough of Manasquan
732-223-0544



REFERENCES

Municipal / Township

Elwood Martz, Township Parks & Recreation Department
Pennsauken Township
856-665-1000 Ext. 151

Ed Grochowski, Township Administrator
Pennsauken Township
856.304.2590

Justine Progebin, Purchasing Agent
Township of North Brunswick
732.247.0922 Ext. 435

Michael Hritz, Director of Community Development
North Brunswick Township
732-690-9958

Bill Walsh, Program Coordinator
City of Margate
609.513.0294

Michael Mulligan, Project Manager
Bernards Township
908-482-1906

Bob Cornforth, Director of Operations and Maintenance
Camden County MUA
856-583-2300

Kathy Hoffman, Township Administrator / Clerk
Southampton Township
609.859.2736

Kathy Hoffman, Township Clerk
Washington Township
609.361.3510

Diana, Public Works
Mantua Township
856.468.1111

John Applegate, Director of Public Works
Matawan YMCA
732.290.2015

Stanley J. Sickels, Borough Administrator
Borough of Red Bank
732-530-2748



REFERENCES

Municipal / Township

Terry Shannon, Borough Clerk
Mt. Ephraim Borough
856.397.9319

Mike Smalling, Director of Department of Public Works
City of Rahway
732.904.3898

Clint Miller, Supervisor
Commercial Township
856.265.3483

Mike Pappas, Administrator
Borough of High Bridge
908-638-6455 Ext. 226

Lisa Hand, Secretary
Eagleswood Township
609.296.3040 Ext. 14

Pam Gonzalez, Clerk
Egg Harbor Township
609.926.4130

Brian Paladino, Director of Public Works
Borough of Lodi DPW
201.960.0339
Sue Holscher, HR Dept.
Princeton Municipality
609.454.4751

Pat McConville
Monmouth Beach Borough
732.996.8244

Tina Helder, Borough Clerk
Borough of Westville
856.456.2343

Ken Lewis, Supt. Of Public Works
Borough of Hightstown
609.490.5115



REFERENCES

Department of Public Works

Bob Miller, Superintendent of Public Works
Marlboro Township
732-536-0188

Jason Kaye, Supervisor of Public Works
Marlboro Borough
732.972.8866

Sam Martello, Director of Public Works
Winslow Township
609.567.0700 option 2

Alan Gudis, Supervisor
The Pennsauken Sewerage Authority (multiple projects)
856-663-5542

Erin Mawby, Risk & Benefits Mgr.
Atlantic County Utilities Authority
609-646-5500

George Conard, Superintendent
Delran Sewerage Authority
856-461-2284

Steve Shearer, Assistant Superintendent
Wildwood Crest Borough (multiple projects)
609-522-7446

Tamara Jefferson
Camden City DPW
856-757-7393

Hector Ortiz, Assistant Director
Jersey City DPW
201.705.8279

Terry Shannon, Borough Clerk
Mt. Ephraim Department of Public Works
856.397.9319

Jerry Mascia, Director of Municipal Services
Mt. Laurel Township (multiple projects)
856.234.1414

Andy Baran, Public Works
Long Beach Township (multiple projects)
609.548.2218



REFERENCES

County

Joseph Myers, Jr., Buildings & Grounds Superintendent
County of Ocean
732.929.2039

Harry Collins, Senior Project Manager
Camden County Improvement Authority
856-374-6239

Carl Memoli, Director of Facility and Services
Somerset County (multiple projects)
908-231-7001

Brian Auger, Library Administrator
Somerset County Library System (multiple projects)
908.605.6001

Darrell Marcinek, Director, Golf Maintenance
Somerset County Parks Commission
908.369.1458 Ext. 423
908.432.6747 (Cell)

Jerry Mascia, Director of Municipal Services
Mt. Laurel Township (multiple projects to include Mt. Laurel Twp. Library)
856.234.0001 Ext 1223

Susan E. Danson, QPA, Purchasing Agent
Waterford Township
856.76.2300 ext. 224

Kellie Seib, Clerk, Human Resources / Personnel Office
Sea Isle City
609.263.4461

Dominic Vesper, Deputy County Administrator
Camden County (multiple projects)
856-225-2130



REFERENCES

County

Mark Mannell, Director, Buildings & Grounds
Camden County
856.573.9362

Patricia Egan Jones, Surrogate
Camden County Surrogate's Office
856-225-7282

George Strachan, Acting Director
Gloucester Improvement Authority
856-848-4002

Matt Lopez, County Engineer
Somerset County (multiple projects)
908.231.7113

Greg Thompson, Asst. Director of Facilities / Services
Somerset County
908.256.4958

Tim Lutz, Manager of Buildings & Grounds
Burlington County
609-496-2951

Damon Burke, Risk Manager
Burlington County
609-702-7135

Jeff Cox, Director of Data Processing/Operations
Cape May County Board of Social Services
609.675.5510

Adele Riiff, Parks and Recreation Supervisor
Washington Township
856-589-0520, Ext. 413

Bill Bain, Deputy Director
Gloucester County Buildings & Grounds
856-845-4959

Donna Sullivan, Meals on Wheels Executive Director
Union County
908.486.5100

Karl Thomas, General Supervisor of Trades
Mercer County (multiple projects)
609.989.6526



REFERENCES

County

Rich Lupson, Maintenance Manager
Cumberland County (multiple projects)
856.451.3177

John Knoop, County Engineer
Cumberland County
856.453.2192

Ken McCouch, Administrator
Cumberland County
856.453.2125

Ernie Pury or John During
Brigantine Library – Atlantic County Library System
609.260.0110

David Sliker, Office of Facility Management
Middlesex County – Youth Center
732.745.3320

Curtis Reed, Facilities & Services CMC
Cape May Courthouse
609.465.1041

Glen Mawby, Division Director (retired)
Department of Administration, Division of Facilities, Capital Planning and Property Management
County of Atlantic
609.343.2284

Police Dept. / Fire Depart. / First Aid Squads

Sgt. Farrar
Franklin Township Police Department
908.963.6204

Matthew Mercurio, Director of Parks, Recreation and Social Services
Township of Old Bridge
732-721-5600 ext.7913

Chief Craig Farnsworth
Westampton Township Fire Department
609.267.2041

Ari Messinger, Operations & Risk Manager
Cherry Hill Township Police Department
856.432.8760



REFERENCES

Police Dept. / Fire Dept. / First Aid Squads

Bob Clark, President
Aura Fire Company - Elk Township
856.723.1142

Joseph Riggs, Fire Chief
Haddon Fire Co. No. 1
856-429-4308

Anthony Campbell, Chief of Police
Somerdale Police Department
856-428-6324

David Shawn, Fire & Life Safety Education Officer
Westampton Township Fire Department
609.529.3717

Mike Wharton, Deputy Chief
Voorhees Fire District
609.605.3889

Edmund T. Parsons, Chief of Police
Delanco Township Police Department
856-461-0357

Chief Jason D. Gallo
Borough of Matawan Police Department
732-570-2601

Lieutenant Brennan
Long Beach Township Police Department
609-342-3696

Ted Stuessy, Chief of Police
Haddonfield Police Department
856-428-6324

Melody Reese, Chief
Oldman Township – Auburn Fire Department
609.685.9701

Karen Seifrit, Clerk
Deerfield Township Fire Department
856-455-3200

Frank Manno, Fire Dept. President
Deerfield Township Fire Department
856-207-0653



REFERENCES

Police Dept. / Fire Depart. / First Aid Squads

Mantua Township Fire District
Chief Brian Hauss
856-468-7222 Ext. 5

Len Campbell
Wenonah Fire Department
609.820.3516

Michael Dipascale, Chief
City of Camden Fire Station
856-757-7517

Lateefah Chandler
City of Camden Fire Station
856-757-7475

Tina Goss
Gloucester Township Police Department
856.374.3513

Captain Christopher Ruef, Commander
Egg Harbor Police Department
609.926.4051

Chief Fred Boeckle
Elk Township
856.371.3729

Chuck Schlapter
Point Pleasant Borough First Aid
732.202.7755

High Bridge Police Department
Chief Brett Bartman
908-638-8959

Thomas F. Mastrangelo, Chief of Police
Mt. Holly Police Department (multiple projects)
609.845.1192

Lt. Judy Lynn Shavone
Mt. Laurel Police Department (multiple projects)
856.234.1414 Ext. 1520



REFERENCES

Housing Authorities

Kimberly Gober, Executive Director
Housing Authority of Gloucester County
856-845-4959.

Madeline Cook, Executive Director
Edison Housing Authority
908-561-2525

Victor Cirilo, Executive Director
Housing Authority of the City of Newark
973-365-6330

Donna Brightman, Executive Director
Housing Authority of The Borough of Highland Park
732-572-4420

Donna Duckworth, Chief Executive Officer
Lower County Property Management, Inc.
856-728-8244

Joanne Sbrana, Executive Director
Bridgeton Housing Authority
856-451-4454 Ext. 100

Wayne Holt, Maintenance Director
Bridgeton Housing Authority
856.451.4454 Ext. 301

Grace Dekker, Executive Director
Berkeley Township Housing Authority
732-269-2313 Ext. 12

Marc Recko, Executive Director
Hoboken Housing Authority (multiple projects)
201.239.2142

Rich Goddin, Director of Maintenance
Hoboken Housing Authority
551.235.2456



REFERENCES

Housing Authorities

Kenneth Pushko, Executive Director
Rahway Housing Authority (multiple projects)
732-499-0066

Paul Rummerfield, Executive Director
Phillipsburg Housing Authority (multiple projects)
908-859-0122 Ext. 29

Sandra Velez, Assistant Asset Manager
Vineland Housing Authority
856-691-4099 Ext. 104

Ron Miller, Operations Manager
Vineland Housing Authority
856.691.4099 Ext. 121

John Clarke, Executive Director
New Brunswick Housing Authority
732-745-5157 Ext. 301

Robert DiVincent, Executive Director
West New York Housing Authority
201-868-6100

Kathi DiTomasso, Director of Finance
Woodbridge Housing Authority
732.735.1524

Lawrence Stratton, Director of Operations/Acting Secretary
South Amboy Housing Authority (multiple projects)
732-721-1831

Joseph Billy, Executive Director
Freehold Borough Housing Authority
732-671-2990

Rick Iovine, Executive Director
Housing Authority of the City of Burlington
609-386-0246

Barbara P. Criscione, Executive Director
Housing Authority of the Town of Guttenberg
201-861-0900

Marvin Walton, Executive Director
Jersey City Housing Authority
201706-4601



REFERENCES

Housing Authorities

Ken Pinnock, Purchasing Department
Jersey City Housing Authority
201-706-4721

Jacqueline Jones, Executive Director
Glassboro Housing Authority
856-881-5211

Susan O'Malley, Property Manager
Princeton Community Village
609.921.1686

Daniel Marino, Maintenance Supervisor
Long Branch Housing Authority
732-222-3747 Ext. 133

Maureen Halloran, Housing Manager
Piscataway Township Sterling Village
732.699.0033

Yinelda Dorta, Assistant Executive Director
Wildwood Housing Authority
609-729-0220 Ext 1101

Sandi Niemiec, Executive Director (2017 no longer with the HA)
Sayreville Housing Authority
732.721.8044

Stephen A. Shultz, Vice President, Public Policy
Volunteers of America
856-854-4660



REFERENCES

K-12 Schools

Stephen J. Brennan, Business Administrator/Board Secretary
Barnegat Township School District
(609)698-5800

Buena Regional School District
Pat Yacovelli, Business Administrator/Board Secretary
856.904.6029

Dr. Joe Howe, Superintendent
Freehold Borough School District
732-761-2105

Patricia Mahoney, Building Director
Hillsborough BOE (multiple projects)
732.754.2609

Aiman Mahmoud, School Business Administrator
Hillsborough BOE (multiple projects)
908-431-6600 ext. 2944

Barbara Decker, School Business Administrator/Board Secretary (BA at time of project)
Linda Alvarez, School Business Administrator/Board Secretary (BA currently)
Sparta Township Public Schools
973-729-2155 Ext. 412

Tony Vairo, Director of Buildings & Grounds
Lenape BOE (multiple projects)
609-268-2000 Ext. 5525

Bill Mowery, District Facilities Coordinator
North Hunderdon-Voorhees High School District
908-713-4177

Susan Press, School Business Administrator
North Hunderdon-Voorhees High School District
908-735-2846 Ext. 5102



REFERENCES

K-12 Schools

Kimberly A. Keener, CEFM, LEED Green Associate
Manager of Facilities and Community Education
Robbinsville Board of Education
609-632-0910 Ext 3022

Charles E. Carter Jr. CEFM
Supervisor of Buildings and Grounds
Bridgeton Public Schools
856-455-8030 x2054

Rick Hillman, Director of Buildings & Grounds
Mercer County Special Services School District
609-815-1817

Derek Jess, Business Administrator/Board Secretary
Perth Amboy BOE
732-376-6202

Patricia A. Christopher, School Business Administrator
Bay Head BOE
732.892.4704

Frank Ceurvels, Business Administrator/Board Secretary
Ramapo Indian Hill Regional High School District
201.416.8100 Ext 3804

Chris Rodia, Business Administrator/Board Secretary
Westville School District (multiple projects)
Parkview Elementary School
856.853.6458 Ext. 113

Lisa Giovanelli, Business Administrator
Rancocas Valley Regional High School
609-267-0830



REFERENCES

K-12 Schools

Kevin O'Shea, Business Administrator/Board Secretary
Seaside Heights School District – One of Super Storm Sandy hardest hit schools.
732-793-8485

Rodney Williams, Director of Energy & Project Control
Paterson Public Schools
973-321-2262

Sean B. Sutton, Coordinator - Department of Facilities & Grounds
Public Schools of Plainfield (multiple projects)
908-731-4356

Tom O'Donnell, Director of Facilities
Gateway Regional High School
609- 636-4330

Donna Snyder, Business Administrator/Board Secretary
Newton Public Schools
973.670.2335

Patricia Leonhardt, School Business Administrator
Warren Township School
908-753-5300 Option 2 then Option 7

Vincent Caravello, Business Administrator/Board Secretary
South Bound Brook BOE
732-356-3018 Ext. 313

Diana Schiraldi, Business Administrator/Board Secretary
Eastern Camden Co. School District (multiple projects)
856-346-6730 Ext. 2100

Darice Gonzalez, School Business Administrator/Board Secretary
Hillside Township Public Schools
908-352-7664 Ext. 6429



REFERENCES

K-12 Schools

Anthony N. Tonzini, Business Administrator/Board Secretary (Retired)
South Brunswick School District (multiple projects)
732-297-7800

Suzanne Keller, Business Administrator/Board Secretary (Retired)
Somers Point School District (multiple projects)
609-927-2053

Jack Killion, District Operations Coordinator
Pennsauken Public Schools
856-662-8505 Ext. 6519

Milton Mathis, Director of Operations & Auxiliary Services
North Plainfield School District
908.769.6058

Dr. Brian Folgelson, Superintendent
North Warren BOE
908.362.9836

Paul Stabile
Northern Valley Regional High School District
201-768-2200 x12110

Tyler Tribelhorn, Supervisor Buildings & Grounds
Warren Township School
908.753.5300 Ext. 6

Gregory McCarty, Supervisor of Bldgs. & Grounds
Moorestown BOE
856-778-6600

Kateryna W. Bechtel, CPA
School Business Administrator/Board Secretary
Egg Harbor Township Schools
609-646-8441

Daniel J. Fox, School Business Administrator/Board Secretary
Waterford Township Board of Education
856-768-1473

Barbara A. Godfrey, Business Administrator/Board Secretary
Southampton Township Schools
609-859-2256 Ext. 128



REFERENCES

K-12 Schools

Thomas F. Donahue, Jr., Facilities Manager
Evesham Township Public School District
856-797-6840

Dr. Dorothy K. Van Horn, Executive Director/Superintendent
Brookfield Schools
856-795-8228

Melissa Engelhardt, Business Administrator/Secretary of the Board
Somerdale Park School
856.783.6261 Ext. 122

Esther R. Pennell, CPA School Business Administrator
Clearview Regional High School District
856-223-2764

Melissa Raywood, Business Administrator
Mount Ephraim Public Schools
856-931-4134

Robert Delengowski, Business Administrator/Secretary of the Board
Board of Education Audubon Public Schools
856-547-7695 Ext. 4104

Todd Hall, Supervisor of Buildings and Grounds
Shamong Township Board of Education
609-268-0440 Ext. 1021

Michael Moore, CEFM
Superintendent of Buildings and Grounds
Haddon Township School District
856-869-7750 ext.7026

David S. Sullivan, Director of Plant Operations
Monroe Township Public Schools / Williamstown High School
856-262-8200, x1010

Sani Umar, Facilities Director & Mechanics Supervisor
Gloucester Township Public Schools
856-227-7688 x4100

Michael P. Zulla, CEFM
Director of Facilities & Operations
Madison Public Schools
908.235.1544

Lucy Bernardo
Robert Treat Academy Charter School
973.482.8811



REFERENCES

K-12 Schools

John Failla, Business Administrator/Board Secretary
Ocean Gate School District
732.269.8122

Thaddeus Thompson, Business Administrator/Board Secretary
South Brunswick BOE
732-297-7800

Mike Alvare
Atlantic County Vocational School District
609.374.7463

Chuck Carter (Chuck is no longer with Linwood, currently with Bridgeton Public Schools)
Linwood Public Schools
609.309.2200

Laura J. Gingerelli, RSBA, CPA, Business Administrator/Board Secretary
Berkeley Township BOE
732-269-2321 Ext. 3205

Todd Amiet, Director of Buildings & Grounds
South Brunswick BOE
732-297-7800 Ext. 5109

Benjamin Olagadeyo, Building Manager
Newark Public Schools
973-391-4331

Valerie Wilson, School Business Administrator
Newark Public Schools
973-733-8467

Deborah Piccirillo, Business Administrator/Board Secretary
Pine Hill Public School (multiple projects)
856-784-8887 Ext 1034

Betty Giambrone, Board Secretary
Sterling Regional Schools
856-882-1189

Daniel Fox, Business Administrator/Board Secretary
Waterford Township Public Schools
856-768-1473 Ext. 3012

Tom Carter, Director of Facilities
Cherry Hill Public Schools
856-489-5795 Ext. 4202



REFERENCES

K-12 Schools

Lisa Ridgway, Assistant Business Administrator
Cherry Hill Public Schools
856-429-5600 Ext. 4329

Joanne Clement, Business Administrator/Board Secretary
Clementon Public School
856-783-2300 Ext 1016

Mark Stratton, Business Administrator/Board Secretary
Haddon Heights Public Schools
856-547-1412

Jerry Bennett, Director of Facilities
Merchantville Public Schools
609-221-6734

Christina Galvao, Business Administrator/Board Secretary
Red Bank Regional High School BOE (multiple projects)
732-245-9148 Ext. 218

Manny Pabon, Facility Manager
Red Bank Regional High School BOE
732-245-9148

Tim McFerren, Director of Facilities
Haddonfield Public Schools
856-429-0183 Ext 126

Jeff Judge, Director of Bldgs. & Grounds
Eastern Camden Co. School District
856-784-4441 Ext. 1155

Dino Acevedo, Supervisor of Buildings & Grounds
Camden County Technical Schools
856-275-3546

Scott Kipers, Business Administrator/Board Secretary
Camden County Technical Schools (multiple projects)
856-767-7000 Ext 5400

Doug McGarry, Board Secretary/Certified Educational Facilities Manager
Bridgeton Public Charter School
856-497-8202

Gary Weisman, Director of Plant Operations
Princeton Public Schools (multiple projects)
609-203-4534



REFERENCES

K-12 Schools

Matt Ahmet Anar, Business Administrator
Paterson Charter School
973-247-0600

Dawn Leary, Business Administrator/Board Secretary
Lawnside Public Schools
856-547-2585

Amy Capriotti, Business Administrator/Board Secretary
Bellmawr Public Schools
856-931-6298

Karen Willis, Business Administrator/Board Secretary
Camden City Public Schools (multiple projects)
856-966-2000 Ext. 38829

James Edwards, Business Administrator/Board Secretary
Brick Township Public Schools
732-785-3000 x1016

Tom Jodice, Operations Manager
Bergen County Technical School - Bergen County Hackensack Academy
201-343-6000 Ext 4098

Mike Murphy, Buildings & Grounds
Emerson Public Schools
201.599.4181 Ext. 1500

Frank Onorator, Business Administrator/Board Secretary (Retired)
John Hansen, Business Administrator/Board Secretary (Current)
Lower Township Elementary School District
609-884-9400

Tom Fanuka, Business Administrator/Board Secretary
Lumberton Township Schools
609-267-1406

Ian McCleaf, Director of Facilities
Lumberton Township Schools
609-267-9749

Rick Winter, Supervisor of Buildings & Grounds
Maple Shade School District
856-779-1750

Diana Cawood, Business Administrator/Board Secretary
Maple Shade School District
856-779-1750



REFERENCES

K-12 Schools

Deborah Roncace, Business Administrator/Board Secretary
Pitman School District (multiple projects)
856-589-0369

Richelle Baughn, Business Administrator
Camden Charter School Network
856-365-1000 Ext. 103

Thomas Grossi, Business Administrator/Board Secretary
Greater Egg Harbor Regional High School District
609-625-1399

Bill Widen, Buildings & Grounds Supervisor
Upper Deerfield Township School District
856.455.2267 Ext. 4234

Tony Lepore, Supervisor of Buildings & Grounds
Kenilworth Public Schools
908.966.3287

Robert Ianello
Long Beach Island BOE
973.256.0202

Greg Wilson, Business Administrator/Board Secretary
East Greenwich BOE (multiple projects)
856.287.9695

Scott Campbell, Business Administrator/Board Secretary
Greenwich Township School District
856.491.5065

Bill Hoden, Facilities
Greenwich Township School District
856.840.3011

Ian Nelson, Supervisor of Buildings & Grounds
Hamilton Township School District
609-476-6315

Michele Loree, Business Administrator/Board Secretary
Middlesex School District
732.317.6000 Ext. 20201

Bob Schoenfeldt, Operations Director
Washington Township Public Schools
856.589.9120



REFERENCES

K-12 Schools

Norma Tursi, Business Administrator/Board Secretary
Milltown Public Schools
732.214.2367

Joe Annibale, Superintendent of Schools at the time of project
Union Beach School District
732.264.5400

Erik Hammerdahl, Facilities
Morris Union Jointure Commission
908.464.7625 Ext 5014
908.566.7025

Mark Tindall, Director of Facilities
Cinnaminson Township Public Schools
856-829-3861

Marisol Ocasio, Clerk
Hoboken BOE
201.356.3668

Jack Henderson, CEFM, Director – Buildings, Grounds & Maintenance
Paulsboro Public School District
856-423-5515 Ext.1231

Brian E. Ferguson, Business Administrator
Penns Grove-Carney's Point Regional School District
856.299.4250 Ext. 1111

Steven Toth, CEFM, Facilities Manager
Montville Township BOE
973.331.7100 Ext. 2232
973.224.1349 (Cell)

John Recchinti, Business Administrator
Pennsville School District
856.540.6200

Don Thornton, Manager of Operations
Hunterdon Central Regional BOE
908.284.7170



REFERENCES

K-12 Schools

Ed Bethea, Executive Vice President & COO
Gateway Head Start Schools
856-497-6620

Patrick Moran, Business Administrator/Board Secretary
Educational Services Commission of New Jersey
732-777-9848

State

Georgette Bunch, Property Mgmt. Health, Safety & Environmental Services
State of New Jersey
Department of Labor Building
609.292.7493

Robert Giquinto
Treasury Department
State of New Jersey
609.743.3279

Insurance Professionals

Paul Forlenza
Arthur J. Gallagher
Area Executive Vice President
856-446-9100

Raymond L. Hughes, President
New Jersey Risk Managers & Consultants, Inc.
908-231-8770

Maryjane Hydro, Executive Vice President
New Jersey Risk Managers & Consultants, Inc.
908-231-8770

Daniel P. Regan Esq, CIC, CRM
Area Senior Vice President
Arthur J. Gallagher & Co.
973.921.8490

Bonnie Ridolfino, ARM-P, Public Entity Director
Hardenburgh Insurance Group
856.890.7138



REFERENCES

Insurance Professionals

E. Jay Lawton, CIC, ARM, CRM, CRSM
Area Executive Vice President
Arthur J. Gallagher Risk Management Services, Inc.
Gallagher Benefits Services, Inc.
609-430-4108

Bill Curtis, Principal
Porter & Curtis
610-891-9595

Geri Henley, Vice President, Claims Services Director
Conner Strong & Buckelew
267-702-1400

Michael J. Simpson, AIC
Porter & Curtis
Senior Claim Specialist
610-891-9595

Christopher Roselli, Account Manager
Qual-Lynx
609.833.2176

Colleges/Universities

James Campoli, Campus Manager University Facilities & Capital Planning (former, now at Matheny Medical)
Rutgers Newark (multiple projects)
973.972.7770

Michael Angulo, Esq., General Counsel & Director of Government Relations
Stockton University
609.626.6072

Donald E. Moore, Sr. VP Facilities & Operations
Rowan University (multiple projects)
856.256.4781

Kevin Muldoon, Chief of Facilities
Rowan University (multiple projects)
856.256.4823

Mark Showers, Assistant VP of Facilities (retired)
Rowan University
856.455.2715 (home office)
856.712.0916 (cell)



REFERENCES

Colleges/Universities

David Thompson, Mgr. of Buildings & Grounds
Rowan College at Gloucester County
856.468.5000 Ext. 6370

Martin Bell, Manager, Environmental Health & Safety
Drexel University
215.895.5892

Michael Niemiec, Superintendent, Maintenance
LaSalle University
215.951.1315

Stephen Tepper, Associate Director of MEP
LaSalle University
215.951.1315

Lisa Zimmaro, Director of Risk Management & Insurance
Temple University
215.204.1674

Matt Bonomo, Site Supervisor, Campus Construction
College of New Jersey
609.637.5160

Anthony Berenato, Facilities
Rutgers Camden (multiple projects)
609.315.1252

Maris Kukainis, Executive Director, Financial Administrative Services
Camden County College
856.227.7200 Ext. 4003

John Fritsch, Assistant Manager – Physical Plant
Stockton University
609.894.9311 ext. 1929

Mike D'Aquila, Associate Vice President Facilities and Construction Management
New Jersey City University (NJCU)
(201)200-3191

Stephanie McCormick, Associate Director of Facilities
Drew University
973-408-3510

Mike Putman, Facility Director
Ocean County College
732.255.0400 Ext. 4444



REFERENCES

Colleges/Universities

Paul Grasso, Facilities Manager
Gloucester County College
609.868.3967

Dave Fricke, Director of Purchasing and Inventory
Middlesex County College
732.906.2519

Dan Fuchs, Associated Director Buildings & Systems
Middlesex County College
732.906.4670

John Monaco, Director of Facilities Maintenance
Middlesex County College
732.906.2567

Matt Bonomo, Project Manager Campus Construction
College of New Jersey
609-637-5160

Healthcare

Edward Sampey, Director of Facilities Operations
Jefferson Hospital
215-955-6614

Joe Devine, President & CEO
Kennedy Health System
856-582-2802

Rich Miller, President & CEO
Virtua Health
856.355.6627

Julie Herb, Director of Real Estate Facilities Development
Virtua Support Services
856-355-0934

Kenneth J. Zanghi, Director of Engineering
Inspira Medical Center – Woodbury & Elmer
856-853-2061

Liz Elisii, Risk Manager
Cooper University Healthcare
856-342-2747



PROPOSAL SUBMISSION #4

Description of the Respondent's Organization, Experience and Services

Provide here a description of resources of the proposer (i.e. background, location, experience, staff, resources, financial resources, other resources, etc.) that demonstrates their capacity to perform the work under this RFP. Include proposer prepared documents as appropriate.

BACKGROUND: AllRisk Property Damage Experts is a **full service disaster recovery contractor providing 24 Hour Emergency Response, Mold Remediation and Restoration services to all of NJ, Eastern PA and Delaware.**

- AllRisk has specialized in being **on-call 24/7/365** and facilitating rapid recoveries for **Public Entity and Commercial Clients for 30 years.**
- Privately-owned and operated, headquartered in Runnemede, NJ
- Principals and owners **Frank Messina and Ziggy Osinski** have actively led the company since its inception in 1994.
- Markets served include **Public Entity, Higher Ed, K-12 Schools, Healthcare, Senior Living, Facility Management, Commercial Real Estate, Retail, Hospitality, Faith Based Institutions, Multi-Family Housing & Private Client Residential.**

LOCATION: AllRisk maintains a 40,000 square foot office at **801 E. Clements Bridge Road in Runnemede, NJ** which houses both its corporate headquarters and a warehouse which is staffed full time and stocked with all materials and equipment necessary to perform services.

EXPERIENCE: **Performing Emergency Water & Fire Remediation, Mold Remediation and Restoration Services to the High Satisfaction of Public Entities in New Jersey for 30 Years.**

AllRisk's concentration in the public entity market in New Jersey means our team is well-attuned to the MEL Fund Members' unique needs. **AllRisk specializes in performing services with the least disruption possible to government administration, staff and residents in the environments that directly reflect the MEL Fund members' occupied spaces, to include but not limited to** Municipal Complexes, DPW's, MUA's, Sewerage Authorities, Libraries, Fire and Police Departments, and Senior/Community Centers. **Please note AllRisk's project descriptions reflect the aforementioned building profiles which mirror the profiles of the MEL Fund Members. With regard to "large projects" which speak to the experience and capacity specified by the evaluation criteria, AllRisk project descriptions included herein range from \$1,500+ to \$2.6+ Million. With regard to large losses which speak to the evaluation criteria, AllRisk projects historically have ranged from \$1,500 to \$3 Million. The project references included herein range from \$97,782 to \$1.5+ Million. Included in the large loss reference descriptions is the Housing Authority of Rahway, whereby damage from Hurricane Ida resulted in a total remediation and repair cost of \$1,546,395.**

Furthermore, AllRisk is well-versed in procurement compliance, and the documentation required for insurance and FEMA reimbursement.

AllRisk has successfully serviced in excess of **10,000 client projects**. AllRisk has expedited recoveries for public entity clients, higher ed, healthcare and other commercial facilities after suffering damage due to perils inclusive of but not limited to: water, high humidity, burst pipe, sprinkler break, mechanical or HVAC malfunction, suppression system discharge, flood, storm, hurricane, tornado, sewage, mold, fire, smoke, explosion, vandalism, roof collapse, vehicular impact and structural failure. As a full service general contractor, AllRisk is also able to seamlessly perform the restoration and reconstruction phase of the project, overseeing an emergency property event from start to finish.

ALLRISK'S EXPERIENCE and Qualifications with SIMILAR CONTRACTS:

AllRisk is the awarded contractor via RFP or an approved contractor via RFQ or RFP with...

- **The Municipal Excess Liability (MEL) Fund**
- **The Educational Services Commission of New Jersey Co-op (ESCNJ Co-op)**
www.escnj.k12.nj.us
- **Rowan University**
- **TCNJ - specifically Mold Remediation, awarded to AllRisk by RFP**
- **South Jersey Transit Authority**
- **Drexel University – awarded by RFP**
- **University of Penn – awarded by RFP**

FINANCIAL RESOURCES: AllRisk maintains the capacity for bonding up to \$6 Million. AllRisk maintains the proper insurances for General Liability, Automotive Liability and Workers Compensation. Insurance limits total \$10 Million.

EQUIPMENT: AllRisk owns a **1,100+ pieces of specialized equipment**, which allows the Team to mobilize with immediacy. Inventory of equipment and materials includes: truck mount extractors, portable extractors, dehumidifiers (LG & XL), axial fans, air filtrations devices, generators, temp lighting, ozone machines, tubing and materials for negative air, materials for containment, materials for board-up and temporary shoring, materials for cleaning, sanitization, odor and soot removal. AllRisk maintains agreements with heavy equipment suppliers such as Ally Onsite and Sunbelt Rental in order to receive prioritized service and expedite the fulfillment of additional fuel, generators, lifts, etc.

ALLRISK RESPONSE FLEET: Project Managers, Supervisors and technician crews have dedicated utility trucks among the **fleet of 40 vehicles**, inclusive of truck mount, box trucks, dump trucks, pick-ups, trailers, cleaning and board-up vans.

Licenses, Certifications & Qualifications: AllRisk is a licensed contractor in NJ, PA and DE. AllRisk Management, Supervisors and Technicians receive their training and certifications from the IICRC (also known as "The Clean Trust"), ASCR, and Vale Institute. As demonstration of AllRisk's strict adherence to the IICRC S520 (The Institute of Inspection, Cleaning and Restoration Certification Standard and Reference Guide for Professional Mold Remediation), as well the U.S. EPA guideline "Mold Remediation in Schools and Commercial Buildings). Letters of reference from independent environmental consultants verifying their experience with AllRisk staff can be furnished upon request. AllRisk maintains the New Jersey State Anti-Microbial Certification.

Awards:

- 2019 - **Awarded Business Partner of the Year**, by the NJ Association of School Business Officials. NJASBO members represent education leaders from all 21 counties and 621 districts. In addition to AllRisk's excellence-in-service, this award was driven by AllRisk's commitment to being a proactive partner, by sharing best practices and lessons learned to prevent avoidable risks, and mitigate the unpreventable.

EXPERIENCE - Private Sector Contracts: The following private contracts are relevant to this proposal as they include similar environments or scopes of work.

- **Elliott Lewis** - AllRisk is an approved contractor of **Elliott Lewis** one of the largest third party facility management enterprise in our region. Elliott Lewis manages some of the most high profile and complex facilities such as **Philadelphia International Airport, Kimmel Center, and The Barnes Foundation Museum**. Recently AllRisk responded to a large scale water loss at one of Elliott Lewis' most critical buildings, **The Red Cross Headquarters** in Philadelphia.
- **Grant Facility Management** - A third party, integrative facility management contractor which specializes in education and healthcare. AllRisk supports Grant Facility Management when clients such as St. Luke's hospital and Trinity Health experience water, fire, smoke or mold damage.
- **Financial Institutions** - TD Bank, WSFS Bank

CAPABILITY and CAPACITY - Experience with Multiple Large Losses, during High Volume, Regional Impacts:

AllRisk is structured to mobilize 24/7/365, and is well-equipped with the resources to do so. By applying AllRisk's logistics model to high stakes, catastrophic losses over the course of 29+ years, we have developed and refined yet another high-quality resource: a deep playbook of problem solving to reduce timelines, despite increased complications.

As Jay Lawton, former Principal of Arthur J. Gallagher and joint insurance fund professional states:

"At a time when other disaster recovery contractors were saying 'no' to a frantic client base, AllRisk Property Damage Experts stepped up and said 'yes'. Under extreme conditions AllRisk...worked around the clock, onsite, on schedule and on budget. Talk is easy, tough times separate; AllRisk Property Damage Experts went the distance."

For example, during Hurricanes Irene and Sandy, AllRisk ran on average 200 jobs simultaneously for each event. During the deep freeze January through February 2014, our firm responded to in excess of 100 projects due to burst pipes. When our region was faced with what one insurance professional called "a tsunami of mold claims in our schools", AllRisk worked on 15, large scale mold remediation projects from July to early September 2013 to reopen our K-12 schools safely and on time. Based upon record rainfall, heat and humidity in the spring and summer of 2018, AllRisk answered the increase in K-12 mold remediation requests for service to ensure schools remained safely in operation. More recently, the increased frequency and intensity of weather event such as Hurricane Ida, paired with unprecedented number of stormwater-challenged insureds that "have never flooded before" have provided AllRisk the opportunity to demonstrate our strength in response, documentation, remediation and full service restoration.

RISK PREVENTION and MITIGATION Education: More than just a reactive service, AllRisk takes a proactive, partner-based approach to increasing preparedness and resiliency for our clients. By translating the lessons learned from the pattern of large losses listed above, AllRisk is actively engaged in providing prevention and mitigation education to address a variety of risks. These programs have been delivered to the attendees of JIF

retreat meetings, Subfund meetings, industry annual conferences, the Annual State ASBO Conference and County meetings, and the NJ Schools Buildings and Grounds state conference and County meetings.

EXPERIENCE in a Variety of Complex, Highly Regulated Environments:

Based upon AllRisk's references, merit of our service and qualifications, AllRisk has been awarded contracts with organizations such as **TD Bank, WSFA, CBRE, Cooper Health, Virtua Health, and Jefferson Hospital**. As evidence of AllRisk's technical capability with frequency AllRisk performs demo, mitigation, environmental remediation and reconstruction activity in the most critical spaces of New Jersey's *Top Hospitals*. As evidence of AllRisk's integrity, our firm consistently works in sensitive and high security environments to include financial institutions such as TD Bank, Sun Bank and WSFS. AllRisk has even worked in the soft count room of multiple Atlantic City casinos (wherein high levels of hard currency are stored in acrylic containers).

RESOURCES: AllRisk utilization of subcontractors for Electrical, Plumbing, HVAC, Asbestos Abatement, and Environmental Testing by or own policy, mandates that AllRisk already has on file all of the necessary NJ Business Registration Certificates, State License and Certificates of Insurance.

STAFFING: Credentialed and Experienced Leadership, Management & Staff: AllRisk is privately-held, independently owned and operated. **AllRisk self performs all emergency, mold remediation and restoration services, which is integral to facilitate optimal communication and quality control for our clients.** A key differentiator of AllRisk's delivery of service, is our hands-on leadership and owner involvement, client accessibility to our owners, and quality of our supervision.

- Principals and owners **Frank Messina** and **Ziggy Osinski** have been involved since the company's inception in 1994.
- **SVP of Operations, Lou Crisci**, has been with the firm 22 years, and leads and manages the Emergency Service division.
- COO, Ziggy Osinski, leads and manages the Construction and Restoration division. Ziggy's construction experience spans 35 years, with an emphasis on renovation in commercial environments.
- All emergency assignments are centralized through the **24 Hr. Response line (877.247.5252)** with Lou Crisci's oversight.
- In addition to our Emergency Directory, AllRisk provides home and cell numbers for key management as a pledge of our personal accessibility, and to promote the proven method of texting when wireless calling and landlines are disrupted (please see enclosed sample).
- **Manpower = 75 full time employees**, with the ability to augment staff in periods of high volume.
- Project Managers, Supervisors and Technicians are criminal background checked, drug screened and trained employees of our company. This model promotes timeline efficiency, productivity and job site security.
- The qualifications maintained by our team members includes not only the industry standard cleaning and mitigation certifications, but also other designations such as certifications in insurance, business interruption and forensic thermography.

[EXPERIENCE with FEMA](#) - AllRisk's experience and knowledge of FEMA documentation and regulations can be verified through the testimony of our clients:

"All Risk was the perfect team player in a group consisting of three levels of insurance carriers, the Housing Authority, FEMA and Risk Managers." – Victor Cirilo, Executive Director of the Passaic HA

Following Superstorm Sandy, testimony from Kevin O'Shea, School Business Administrator of New Jersey's hardest hit school, Seaside Heights Hugh Boyd Elementary, shared:



"During my experience with Superstorm Sandy, I found All Risk to be extremely helpful in processing our needs as it pertains to paperwork and supporting documentation. This greatly assisted when it came time to submit documentation to FEMA. I submitted well over 800 pages to FEMA plus pictures and descriptions of the remediation and repairs that had been conducted. All Risk was attentive to my needs and made a cumbersome process relatively painless!"

Should a MEL Fund member's property loss be associated with a FEMA declared event, the contractor's knowledge of the FEMA documentation process is integral to the success of the member's financial recovery. AllRisk is also pleased to share a CEU program which covers the topic of FEMA Ready Documentation.

Along with our joint insurance fund member public entity clients, private clients, and residents of New Jersey, AllRisk recognizes FEMA's increased role and level of activity, concurrent with the trend in bigger and more frequent major weather events. AllRisk understands FEMA's mission to organize, coordinate and deploy resources in the early days of a disaster to support physical recovery, and its function in the weeks and months following a crisis to support our clients' **financial recovery**. With this in mind, and recognizing how critical it is to plan for financial recovery *prior* to a disaster, AllRisk created an educational program entitled, "**The Two Faces of Disaster: Preparing Your Institution's Physical and Financial Recovery.**" The one-hour program description can be furnished up on request.

[AllRisk Educates Public Entity Audiences about the FEMA Reimbursement Process](#)

The first iteration of AllRisk's program "**The Two Faces of Disaster: Preparing Your Institution's Physical and Financial Recovery.**" was co-created with Mark Showers, AVP of Facilities of Rowan University, following Mother Nature's one-two punch: a FEMA declared catastrophic flood on 8/14/11 and Hurricane Irene just two weeks later on 8/28/11. When Mark and his colleagues discovered the "flood of paperwork" that followed the physical disasters, AllRisk's demonstration of meticulous documentation and "FEMA ready docs" (i.e. equipment and manpower counts by shift, building and room) successfully supported the financial reimbursement process for both the 8/14/11 flood and 8/28/11 Hurricane Irene. With an emphasis on preventive and preparedness best practices, AllRisk continues to be tapped as an educational resource and speaker. "The Two Faces of Disaster" and its message of assigning a records manager, and communicating the level of detail required for FEMA-ready docs internally and externally, has been delivered to hundreds of public entity administrators. Audiences have included State higher ed institutions

(encompassing New Jersey and eight other states in October 2012), public entity members of the MRESC / ESCNJ Cooperative (2013; 2015, approved by the DCA for CEU credits), joint insurance fund meetings, various county associations, and industry professional development associations.

Experience and knowledge of regulations of the DCA:

As a licensed general contractor in the State of NJ, AllRisk has 30 years' experience in conducting initial inspections, demo activity, emergency mitigation services, and reconstruction projects in accordance with the DCA's administrative and technical guidelines, as put forth by the Division of Codes and Standards, the Division of Fire Safety and Division of Community Housing and Community Resources. AllRisk has consistently demonstrated a working knowledge of construction related law, rules and regulation as mandated by New Jersey Administrative Code (N.J.A.C.) and the Uniform Building Code (aka Uniform Construction Code or UCC) by way of our 10,000+ projects, a large percentage of which required permitting, coordination of licensed trades (electrical, plumbing, mechanical), licensed engineers, sealed plans and drawings, and multi-phase inspections and approval by Township Code Officials. AllRisk emergency operations and construction personnel are keenly aware of the importance of keeping the Division of Codes and Standards building and electrical code top-of-mind, and immediately integrate this information into AllRisk's safety and response workplans. Following a disaster, any number of a buildings systems can become comprised and unsafe. Hazards include the potential for foundations shifting and threat of collapse, drinking water can become contaminated, or the structure may simply be unsafe to re-enter. **For example**, it is well known by the entire workforce that if it is suspected that water has compromised or affected a structure's electrical panel, wiring and or outlets, a licensed electrician needs to be engaged to inspect, evaluate damage and rectify prior to energizing the building. AllRisk is able to expedite this step by vetting and maintaining relationships with licensed electricians who will respond on an emergency basis 24/7, just as we do. In the event that it is not safe to run extraction, dehumidification and drying equipment from the building's system, time and productivity are not lost as AllRisk has the resources, capacity and expertise to safely run our equipment on **generator power**.

AllRisk & the DCA: Staying Up-to-Date with Adoptions and Code Upgrades:

AllRisk maintains the responsibility of staying abreast of newly adopted or revised codes by sourcing our information from the DCA's website, by being an active member of the disaster recovery and construction industry, and by maintaining a consistent dialogue with the code official and subcontractor community. **For example**, following the high volume of water losses caused by Superstorm Sandy, so too followed a high volume of questions surrounding electrical systems, and the guidelines and grace period for replacement. AllRisk conducted all initial walk-throughs and inspections, and coordinated our array of licensed electricians and workplans in accordance with the DCA's post-Sandy alert referencing submerged panels, wiring underwater, and receptacle, outlets, etc. under water. These clarifications were *essential* to defining where AllRisk could safely and lawfully keep projects moving forward, and allow tenants and businesses to gain temporary CO's. Knowledge of gas lines, asbestos containing materials, mold and other hazardous materials is critical to ensuring that demo and debris removal are conducted to code, and with the technical expertise to follow protocol (i.e. recommending suspected materials for asbestos testing, coordinating emergency letter and abatement, etc.) *and* to prevent the potential of serious health hazards and secondary disasters.

Experience and knowledge of regulations of the OEM:

AllRisk is very familiar with the framework of the NJ's Office of Emergency Management, and is aligned with its initiatives to impart the importance of *preparedness* for every individual, family, business and community. AllRisk understands the chain of command from local, to county, to state OEM operations.

AllRisk & OEM - Staying Attuned to Local Authorities is a Part of AllRisk's Dashboard and Daily Activity

AllRisk follows OEM's guidance to leverage all forms of traditional media (TV, radio) as well as what was *once* considered new media (internet, social media and preparedness apps for Smartphones), as part of our daily mission to be informed of weather and other potential threats that may impact our client base.

Preparing to Stay Informed to OEM during a Power Outage

By creating redundancies in these platforms, and maintaining back-up power and back-up batteries for devices and emergency weather radios, AllRisk is tuned in 24/7, ready to receive any important watches, alerts, warnings, and protective actions from the OEM, local, county and state officials.

AllRisk - Supporting the Protective Actions and Plan Implementation of the OEM

When Rowan University was activated as an evacuation shelter by the OEM, AllRisk assisted in preparing the gym floor (damaged by a catastrophic flood one week prior) for 1,500 cots, as well as cleaned the gymnasium when the Red Cross evacuation shelter was demobilized.

AllRisk Experience in Working with OEM, Before Disaster Strikes

In an example that ties together the needs served by **The Division of Community Housing**, and the mission of a “ready nation”, AllRisk and Camden County Director of OEM, Sam Spino co-presented “**Building a Culture of Preparedness**”, a three-hour program delivered to the leadership of 17 affordable housing communities. The program focused on no-cost and low-cost strategies to increase resiliency, based on the lessons learned from Irene and Sandy. One of the top takeaways emphasized by AllRisk, was a call-to-action for housing leaders to meet and get to know their local and county OEM coordinators, in advance of any emergency. While this program was launched at the corporate and management level during June’s National Safety Month, AllRisk has taken the message one step further by focusing on the “people part of the disaster”. With a message geared towards the senior population of affordable housing communities, AllRisk has provided to hundreds of residents throughout New Jersey the key information, checklists, and simple actions items for tenants to better prepare, before the next event. The 3 Step Plan, promoted by OEM, FEMA, and Ready.gov (Make a Kit, Have a Plan, Stay Informed) was customized by AllRisk for seniors to understand the importance of learning how to text (as phone lines becomes congested during an emergency), how to combat three obstacles of a power outage (obtain a 3-in-1 hand crank weather radio with flashlight and cell charger) and the importance of planning for voluntary evacuations (for both their comfort *and* to ease the burden of transportation and shelters facilitated by OEM).



AllRisk Property Damage Experts
Fire | Water | Mold | Structural Failure
24 Hour Emergency Response

PROPOSAL SUBMISSION #4 - SERVICES

Description of the Respondent's Organization, Experience and Services

AllRisk's 24/7 Emergency Response Service applies to property damage caused by, but not limited to:

- Water - plumbing malfunctions, pipe breaks, ice line breaks, chiller & hot water heater malfunctions, sprinkler breaks or malfunctions, sewage backflow
- Fire
- Hurricane
- Flood
- Structural Failure - Damage caused by vehicle, roof collapse,
- Mold

Emergency Services include, but are not limited to:

- 24 Hour Emergency Response
- Inspection and Assessment to determine full extent of damages
- Coordination of emergency functions for licensed trades (plumbing, electrical, HVAC and environmental testing)
- Documentation - site photos, moisture mapping, drying logs, moisture meter readings and thermal imaging.
- Water Extraction
- Dehumidification
- Drying
- Water & Fire Cleanup – Demo and debris removal
- Smoke & Soot Cleanup – Cleaning and deodorization, contents cleaning, Ozone treatment (containment chambers set up on and off site)
- Flood Cleanup – Demo & debris removal
- Sewage Cleanup
- Sanitization
- Contents Manipulation, Inventory and Storage
- Pack-Out
- Board-Up
- Temporary Shoring of Structural Failures & Repair
- Temporary Roof Tarping & Repair
- Document Drying
- Environmental (Mold) Remediation
- Containment & Ozone Chambers

**** AllRisk is a Full Service General Contractor, providing the ability to seamlessly transition from Emergency Response to Restoration and Repair.**

RESPONSE TIME and RESPONSE PROCEDURES - Commitment to Response Time and Accessibility. **Contract Management – Specific Response Procedures for AllRisk’s 1 hour to mobilize plus travel time.**

- 1) **Initial Call** – Any assignment that is not received live the request for service will be returned with a call within 10 minutes or less. All initial calls are received by AllRisk SVP of Operations Lou Crisci. AllRisk management will listen to the concerns and conditions of the client to determine the site conditions and reported extent of damage. Questions will include but are not limited to: who is the on-site contact, if the category and source of water is known, if class of damage is known, has water source been shut off/addressed, if affected areas are known, is the space occupied or unoccupied, what types of materials have been impacted (carpet, tiles, sheetrock, plaster, ceiling tile), is there electric available or will AllRisk supply, have any mitigation steps taken place, are there special instructions for access and scheduling, etc.
- 2) **Supervisor Initial Arrival and Site Inspection** –AllRisk Supervisor will arrive on site within ONE hour plus travel time to evaluate damage on site, taking note of any safety plan concerns and deploy equipment. AllRisk Supervisor will have a conversation with on-site contact, and take direction on any special conditions. For example, are there any hazardous materials on site; is there a survey available if asbestos is a potential concern? It is the AllRisk philosophy that while we take great pride in our depth of remediation and restoration experience, our clients are the experts in their buildings and operations and AllRisk welcomes that information accordingly. AllRisk Supervisor will photo document affected areas, conduct and record moisture readings, mark out affected areas and moisture map. Supervisor will evaluate contents, and whether to cover and protect and/or plan for manipulation of contents if necessary. AllRisk Supervisor will have a conversation with the client, taking into account this input in developing the recommended Workplan and drying methodology.
- 3) **Deployment of Crew & Equipment** - Supervisor will deploy appropriately sized crew (already on standby or enroute per the initial call) along with appropriate type and amount of extraction, drying equipment and cleaning materials.
- 4) **Implementation of Workplan** - The workplan will again be discussed with designated client contact. Client will be assured that steps taken do not exceed what is necessary under the definition of Emergency Service (not permanent repairs). Supervisor will coordinate Emergency Services with technicians to dry and stabilize, keeping in mind the sequence of prioritized areas as dictated by the client. General response steps are: Barrier containment/ protection of unaffected areas, extraction of standing water, removal of wet materials, manipulation of contents, demo if applicable, Hepa vaccing if applicable, setting of drying equipment (dehumidifiers, air movers, injecti-dry systems, air filtration devices), cleaning, sanitizing and deodorizing. With an awareness of the importance of documentation, unsalvageable contents will be photo documented and handled per the client’s direction.
- 5) **Communication and Real Time Tracking** - Client contact is provided via email photo documentation, initial inspection report of impacted areas and summary of Day 1 work activity, noting the projected timeline for continuation of services (if applicable) and monitoring. Communication of status and projected timeline is as important as the technical expertise in structural drying. In scenarios with severe damage, mixed-use buildings and multiple sites, client collaboration will drive important decisions. AllRisk Supervisors are always accessible for status meetings and internal communication support. It is the Team AllRisk policy that no one from our firm responds to media requests for information, and communication is channeled only to client approved individuals.
- 6) **Satisfactory Completion** – A walk-through with AllRisk Supervisor and client is conducted to ensure that Client Satisfaction has been met. In order to process and close the claim, AllRisk will furnish all documentation to support the insurance, accounting needs and if applicable, FEMA reimbursement needs of the client.

Approach for Fire, Smoke, Soot and Odor

Response procedures for Fire, Smoke, Soot and Odor almost always involve water (from sprinklers and fire department) and suppression systems.

The AllRisk Supervisor's response is similar framework to procedures for a water event, with the following key additions:

- Supervisor's inspection will include important determinations such as: presence of hazardous chemicals, does the building have electric / working alarms, HOW FAR does soot and odor reach BEYOND the source and obvious affected areas, was the ventilation system shut down and when, is the building accessible or is the FD still engaged in cause & origin, when will the source room be released, etc.
- Address problem solving and design for containment and negative pressure. When buildings are loaded floor to ceiling with contents, in some scenarios more elaborate (and multiple chambers) need to be constructed so to ensure that cross-contamination does not occur in the manipulation and cleaning of contents.
- Address ventilation system – inspection and cleaning.
- Deodorize / fog if necessary.
- Cleaning steps are best practice in accordance with IICRC standards inclusive of hepa vaccing of loose soot, soot removal with dry sponge, cleaning with appropriate detergent and rinsing with clean water.
- Address if contents will be deodorized in ozone chambers on site, or at AllRisk's location.
- Address if environmental consultant will be utilized for testing before, and after for post remediation verification.

Other Resources - Full Service General Contractor: As a licensed general contractor in the State of NJ, AllRisk has the ability to provide full-service reconstruction, thus minimizing downtime and costly business interruption.

Other Resources - Educational Programs, Preventive Actions, and CEU's: With an emphasis on preventive and preparedness best practices, AllRisk is consistently tapped as an educational resource and speaker. When our region was faced with what one insurance broker called "a tsunami of mold claims", it was AllRisk who initiated the development of "Proactive Mold Management for Schools", a program approved for CEU's and delivered to audiences of New Jersey's largest educational professional development group (NJASBO), and largest school joint insurance funds (ERIC North of NJSBAIG and the SPELL JIF). Prior to this program, there was no heightened awareness or empowerment for school administrators to understand the impact of record setting weather, the role of relative humidity in their facilities, how to monitor humidity levels in their facility, and how to adjust their maintenance staff's water-generating activities and procedures *to prevent mold producing conditions*. AllRisk consistently collaborates with public entity professionals to deliver best practices in the ongoing cycle of updated emergency operations planning by sharing case history lessons learned.

Other Resources - Safety Program: AllRisk conducts monthly in house safety training sessions to maintain and enhance the knowledge and performance of our team members. AllRisk is pleased to submit a copy of our Safety Compliance Certificate. We are pleased to furnish copies of our safety program manual, in addition to subcontractor's letter confirming AllRisk's continuation of OSHA training, upon request.

Technology to support Contract Management - Utilization of technology to plan, track job progress and communicate status/documentation to client, as well as provide quality assurance, includes the following:

- AllRisk utilizes technology to measure and record information inclusive of moisture detection equipment, infrared technology equipment, digital photography, video, Apple iPad, Apple iPhone, Droid and other smartphones.
- AllRisk has the capability to stream live video of loss site to the client as services are conducted. (This was a well-leveraged capability by AllRisk during travel bans and road closures that prohibited some clients from being on site during the early days of Irene and Superstorm Sandy. By video conferencing between AllRisk supervisor on site of affected insured, AllRisk Management at the home office command center, and the client contact off site, AllRisk served as the “eyes and ears” for our clients, and shared what we observed in real time (or on video) as the client was prohibited from gaining access in person. Likewise, live stream applications were a well leveraged tool of the AllRisk contract management plan to share critical information during fast paced, high volume periods of major events).
- AllRisk utilizes PSA project and construction management software, Access software, Office suite, and insurance based estimating software inclusive of Xactimate and Integra claim.
- AllRisk utilizes a secure internal network for the storage and usage of all documentation. This equipment is maintained by an employed consultant. All information is protected and backed up daily.
- AllRisk securely stores and securely shares documentation via electronic platforms such as email, flash drive, CD, iCloud, Google docs, Dropbox in addition to hard copy. AllRisk maintains the capability for internet site access by clients for retrieval of documentation.

AllRisk forms utilized for the documentation of losses on behalf of the client to include the following.

- a. New loss information sheet
- b. Work authorization
- c. Initial inspection report
- d. Daily inspection/status report *
- e. Moisture map report
- f. Certificate of satisfaction for cleaning and emergency services (ensures Quality Control)
- g. Certificate of satisfaction for repairs (ensures Quality Control)
- h. Material order request
- i. Daily worksheet
- j. Time sheet
- k. Work order

*In addition to daily inspections to ensure quality control, AllRisk guarantees the integrity of its work 100 %, materials are guaranteed as per manufacturer warranty.

*AllRisk in striving for and maintaining a high-quality level of service, employs personnel with insurance experience. Educational designations include AIC (Associate in Claims), Business Interruption, and Estimation certifications

Equipment (March 2024)

The list attached represents a portion of the equipment owned and operated by AllRisk Property Damage Experts. In addition to the equipment we own, maintain, clean and store, AllRisk maintains active agreements and working relationships with key partners such as Ally Onsite and Sunbelt Rental to augment resources during periods of forecasted and unforeseen wide scale events.

AllRisk owned inventory of specialized drying and emergency service equipment includes:

HEPA Equipped AIR Filtration Devices - 147

Air Movers (Fans) - 366

Dehumidifiers (LG & XL) - 235

Portable Extractors - 22

Truck Mounted Extractor - 2

Portable Generators - 12

Portable Heaters - 24

AllRisk's inventory also includes materials such as temp lighting, ozone machines, materials for barrier containment and negative air, board-up, temporary shoring, cleaning, sanitization, odor and soot removal.

Pictured below: A portion of AllRisk's inventory, ready for mobilization from the Runnemede, NJ HQ





Frank N. Messina
Principal & Co-founder
AllRisk Property Damage Experts

Professional Experience:

1994 - Present
Principal & Co-founder

Frank N. Messina is owner and principal of AllRisk Property Damage Experts. As the son of Italian immigrants, a combined focus on family, community, and hard work has always been a way of life for Frank. Messina attended South Philadelphia High School, and obtained his education by way of his **forty (40) years in the insurance restoration and cleaning industry**. Partnering with Dean Ragone and Ziggy Osinski in 1988, together they built AllRisk into one of the leading full-service disaster recovery contractors in the tri-state area. In the early years, Frank placed a focus on introducing the firm to public entities and the teams of professional services that wrap-around them to provide insurance and claims services. As the team's reputation for specializing in this unique market grew, so did the opportunity for Frank to deliver on his personal promise of excellent service in more public institutions across New Jersey. Camden County College was among the first higher education clients AllRisk was privileged to serve, opening the doorway to a new market of complex facilities. Today, AllRisk maintains relationships with higher ed institutions of all sizes on both sides of the river. Based on the merit of AllRisk's service, and through their stewardship, Frank and Ziggy shaped the company's culture in ways that truly distinguish AllRisk from its competition. Frank is proud of the countless referral and thank you letters AllRisk has received, highlighting AllRisk's immediate response time, caring personnel, and expert workmanship that is the hallmark of AllRisk's service.

Boards & Community Involvement:

- Camden Center for Law and Social Justice – Board of Trustees
- Gateway Community Action Partnership – Annual Gala Chair
- Steering Committee to honor Jersey Joe Walcott at The Battleship
- Independence Mission Schools – Adopt A Student Program
- Urban Promise – Adopt A Student Program

Awards:

- American Red Cross "Good Neighbor of the Year"
- Archway Programs, Humanitarian of the Year
- Honoree, Diocese of Camden Scholarship Night
- Civic Leadership Award, Camden County College
- Rutgers Walter Rand Institute Awardee



Ziggy Osinski
Principal & Chief Operating Officer
AllRisk Property Damage Experts

Professional Experience:

1994 - Present

Principal & Chief Operating Officer

Ziggy Osinski joined AllRisk Property Damage Experts in 1994 as Senior Vice President and Chief Operating Officer, and became a principal in the firm in 2014. **With his thirty-five (36) years of industry experience**, Ziggy manages a field staff of over 75 employees and is responsible for all construction operations. In his capacity as SVP of Construction, Ziggy has supervised the restoration and construction of 6,500+ projects, with a heavy concentration in public entity. In addition, Ziggy works closely with AllRisk's Emergency Response and Environmental divisions, as well as the firm's team of estimators, architects and engineers to ensure that all projects are completed on time and within budget. Under Ziggy's stewardship, AllRisk has expanded its services beyond disaster recovery to include tenant fit-out projects. Given his vast scope, Ziggy is best known in the industry for maintaining his hands-on approach while overseeing an average of 30 projects on a concurrent basis.

Ziggy's depth of experience is founded in managing an impressive cross section of longstanding clients. His knowledge of the conditions and regulations specific to higher education, healthcare, commercial real estate, hospitality and multi-family housing markets is an invaluable asset to the company, and has earned him the respect of his peers and clients. He is largely credited with fostering the company's reputation for 24/7 accessibility, and cultivating a culture known for its unmatched work ethic, integrity, and passion for customer service.

Project Highlights:

- **Rahway Housing Authority** – please see Case History and letter of reference from Rahway Housing Authority praising Ziggy for his oversight of the 3+ million dollar project in order to facilitate their Tropical Storm Ida recovery.
- **Sentinel Properties** - awarded multi-year contract for rolling fit-out and renovation at Philadelphia's most prestigious address, Rittenhouse Square.
- **Hurricane Duty** – cross trained in emergency mitigation, Ziggy was deployed in the field for 28 days straight, crisscrossing the states of NJ and PA, leading, executing and monitoring all phases of the firm's one hundred (100) Irene flood loss assignments received in a one week period from 8/28/11 through 9/5/11. For every FEMA declared event thereafter, Sandy, Tropical Storm Ida, and other severe regional impacts Ziggy personally inspects each site in support of emergency response team.



Lou Crisci
Senior Vice President
Director of Operations
AllRisk Property Damage Experts

Professional Experience:

2002 – Present
Sr. Vice President, Director of Operations

In his role as **SVP, Director of Operations**, Lou is responsible for leading the firm's emergency mitigation division, which responds to large losses due to water, fire, sewage, mold and structural failure. **In Lou's twenty (22) years of disaster recovery experience, he has managed 6,400+ projects**, with single projects in excess of \$3 million. Lou is responsible for providing oversight to a team of 65 employees including Project Managers, Supervisors, Crew Chiefs, Field Technicians, Warehouse and Administrative personnel. Lou is the central point of command for all inbound new loss assignments, and overnight emergency calls requesting emergency response. In one of his key functions, Lou identifies and establishes communication with the insured, carrier, broker, TPA and adjuster to ensure that information is centralized and shared with ease for a smooth claims process. Dispatching lead assessment teams, evaluating daily progress reports, dispatching estimators, developing daily and on-call schedules, communicating daily updates to insured and insurance contacts, and providing hands-on-supervision of large losses comprise much of the logistical duties of the SVP of Operations. In addition, Lou manages the reporting software and programs to prepare and/or approve the emergency service invoices.

1987 - 2002 Property Specialist – Selective Insurance

Certifications:

- Residential Estimation
- Commercial Estimation
- Mold Remediation Technician – ASCR
- Mold Remediation Supervisor – ASCR
- Chronic Structural Moisture Problems – MEHRC
- Property Adjustment Negotiations
- Business Interruption
- Forensic Infrared Thermography

Educational Speaker:

- Mold – NJASBO Annual Conference
- Mold – ESCNJ Cooperative Annual Conference
- Mold – Cumberland County Board of Health/Coalition for Safe Homes

Education: Rutgers University – Bachelor of Arts
Burlington County Police Academy



Thomas Messina
AllRisk, Inc.
801 East Clements Bridge Road
Runnemede, NJ 08078
Email: tom@allriskinc.com
Cell: 609-634-9994

Professional Experience:

2000-Present Sr. Vice President – AllRisk, Inc. – Runnemede, NJ

In his leadership role, Tom Messina is the firm's most senior estimator responsible for preparing scopes of work and costs of repair to professionally restore fire, water and mold damaged structures to pre-loss condition. His twenty (22) years of experience includes bidding on both public and private projects in excess of \$2,500,000.00, and acting as a large loss estimator working on behalf of insurance carriers. Tom's expertise in estimating has been applied to a diverse array of markets to include commercial, industrial, medical, institutional, faith-based and residential. Prior to his estimating role, Tom acted as the Director of Emergency Response, providing hands-on supervision for emergency mitigation services and restoration projects. Tom expanded AllRisk's certifications and services by developing the company's Environmental Division, responsible for all mold and Category III remediation projects.

1992-1999 Vice President – Depew-Martin Appraisers, LLC, Moorestown, NJ

Obtained the highest license granted by the State of New Jersey to perform real estate valuations, NJ State Certified General Real Estate Appraiser. Acting as a senior appraiser, completed approximately 500 commercial and industrial property valuations. Responsibilities included initial client engagement, physical inspection, market studies, quantitative valuation and final opinion of value. Appraisals were performed for financing, condemnation, estate and tax appeal purposes.

Professional Affiliations & Certifications:

IAQA Indoor Air Quality Association

- Certified Mold Remediation Supervisor

IICRC Institute of Inspection Cleaning and Restoration

- Certified Water Damage Restoration Technician
- Certified Applied Structural Drying Technician
- Certified Fire and Smoke Restoration Technician
- Certified Odor Control Technician

Vale National Training Center (Vale Training a Sedgwick Company)

- Dwelling 21

Access Training Services Inc.

- OSHA 10 Hour Construction Industry Outreach Program
- Fall Protection – Per CFR 1926.503

Restoration Industry Association - RIA

Education: Bucknell University – Bachelor of Arts – 1990
Rutgers University Camden – MBA 2012 Magna Cum Laude
Concentrations in Accounting and Finance
Beta Gamma Honor Society



Christine A. Messina
Vice President
AllRisk Property Damage Experts
2002- Present

Christine Messina is Vice President of AllRisk Property Damage Experts. Christine has 17 years' experience in the disaster restoration business at AllRisk, serving the operations division for 3 years as a production manager in the Construction & Restoration Department. For the last 14 years, Christine has represented AllRisk in the industry groups aligned with the firm's specialization in higher education, K-12 schools, commercial real estate and healthcare. Through professional development groups such as NJASBO and NJSBGA, it is Christine's ongoing mission to better learn the issues and goals important to her clients, and develop ways to meet those challenges. Following the high impact events of Hurricanes Irene and Sandy, Christine has dedicated much of her time as a featured speaker, to transform disaster "lessons learned" into actionable preparedness implementation for schools, joint insurance funds, businesses and communities. Christine has presented and provided CEU credits to audiences inclusive of NJAHRA, NJAC, LeadingAge NJ/DE, NJAPPA, ERAPPA, NJASBO and the ESCNJ (Education Services Commission of New Jersey), with programs such as "Proactive Mold Management", "Preparing Your Institution's Physical and Financial Recovery", and "Emergency Management in a Smartphone World".

In addition to speaking, Christine is frequently engaged in keeping the cycle of preparedness planning moving forward for her clients. One year before Hurricane Irene struck the eastern seaboard, Christine worked alongside Wawa, co-creating the EHS department's first ever hurricane pre-board and de-board plan for stores with exposure on NJ's barrier islands. In another resiliency initiative, Christine created and implemented a year-long "Building a Culture of Preparedness" campaign for a New Jersey based affordable housing community with 17 locations. The campaign encompassed a corporate wide training kick-off, establishment of an emergency task force of property managers and building engineers, creation of building level Grab 'n' Go Guides, and resident education for all 17 sites. In conjunction with Ready.gov's America's Preparathon, Christine has provided preparedness training to independent living communities all over NJ inclusive of Princeton, Patterson, Parsippany, Mt. Olive, Cape May, Ocean City, Wall Township and more. Christine obtained her Bachelors of Arts degree from Lafayette College in 1995 and resides in South Jersey with her husband and children. As the mother of two active boys, her home environment provides plenty of inspiration to prepare for the unexpected.

Educational Speaker: A list of speaking engagements and topics can be furnished upon request.

Boards & Committees:

- St. Helena-Incarnation School (Phila, Pa) - Board Chairperson
- NJAPPA- Business Partner Representative
- NJASBO Associate Business Member Executive Committee, Immediate Past-President; 2015-2016
- NJASBO Associate Business Member Executive Committee, President; 2015-2016
- NJASBO Associate Business Member Executive Committee, Secretary; 2012-2014

Associate Business Member:

- NJASBO – NJ Association of School Business Officials
- NJSGBA – NJ Schools Buildings & Grounds Association
- LeadingAge NJ&DE



AllRisk Property Damage Experts

Vince Minyon

Emergency Services Project Manager

Experience: Vince has been in the maintenance industry for over 15 years. His experience and readiness to answer the call stands out, serving as a great role model for his supervisors and technicians. In his eight years with AllRisk, Vince consistently proves his attention for detail, to the high satisfaction of our critical environment client base. Vince is a lead assessor and main point of contact for Rutgers University, Rowan University and many of our municipal, K-12, housing authority and healthcare clients.

“Vince Minyon’s knowledge of the situations he responds to and the disciplines he manages is second to none. Add to that his understanding and concern of our downtime and impacted services, and you have perhaps the finest Project Management I’ve experienced.” -Jim Campoli Senior Director Institutional Planning and Operations Services; james.campoli@rutgers.edu | 973.972.7770

Project References:

Water Remediation

- Cherry Hill Township Police Department
- Borough of Raritan – Rec. Building
- Borough of Englewood Cliffs DPW
- Plumsted Township Municipal Building
- Burlington County Human Services Building
- Rutgers University

Mold Remediation

- Haddonfield Township Library
- Rowan University Bunce Hall

Soot Remediation

- Aura Fire Company Elk Township

Water and Fire Remediation

- Camden County Administration Building
- Bridgeton Housing Authority

Fire Remediation

- Hoboken Housing Authority
- Drexel Lebow

Certifications:

- OSHA 10 & 30
- Infection Control Risk Assessment (ICRA)
- Water Damage Restoration Technician (WRT)
- Applied Structural Drying (ASD)
- Applied Microbial Remediation Technician (AMRT)



AllRisk Property Damage Experts

Josh Deymarin
Emergency Services Project Manager

Experience: Josh has 13 years' experience of working in the remediation and restoration field, and has amassed the industry training and hands on experience of a professional with double his years in the business. Josh's professionalism in overseeing a variety of challenges, whether its stabilizing Category III water flooded areas packed with sensitive contents, designing mold containments in crawlspaces and occupied spaces, or meeting the tightest of turnaround times, are all among the many reasons his leadership is trusted to get the job done, no matter how difficult the circumstances.

Project References:

Mold Remediation

- Newark Public Schools
- Camden County Technical Schools
- Rutgers University | Newark

Water Remediation

- Gateway Community Action Partnership
- New Brunswick Housing Authority
- Bridgeton Housing Authority

Water and Fire Remediation

- Salem Housing Authority
- Burlington County Jail

Certifications:

- **Applied Microbial Remediation Technician (AMRT)**
- **Fire & Smoke Restoration**
- **Water Damage Restoration**
- **Applied Structural Drying (ASD)**
- **Commercial Drying Specialist**
- **Certified Ventilation Inspector (CVI)**
- **Air Systems Cleaning Specialist (ASCS)**
- **Odor Control**
- **Lead Safe Certification**



AllRisk Property Damage Experts

John Donoflio

Emergency Services Project Manager

Experience: John has been a member of Team AllRisk for 4 years. With over 26 years of operations experience, John selflessly goes above and beyond to serve our clients and support his teammates. His stamina and resilience during Tropical Storm Ida were often noted by clients and teammates alike. No matter the intensity of the workload and ongoing demand, John is known for getting the job done thoroughly and with patience - always making time to educate authorized client contacts, and make himself available for emergency status meetings with administrators and boards of ed.

Project References:

Mold Remediation

- Hoboken Housing Authority
- Lumberton Twp. School District
- Bordentown Regional School District

Water Remediation

- Rutgers University | Camden
- Gloucester County Housing Authority
- Moorestown Twp. Public Schools

Fire Remediation

- Mt. Laurel Twp. Public Schools
- Mainland Regional High School District
- Mendham Twp. – Brookside Fire Dept.

Certifications:

- OSHA 10 & 30



AllRisk Property Damage Experts

Ken Hoguet

Emergency Services Project Manager

Experience: Ken has 35 years' experience in cleaning, emergency response, masonry and construction. Ken has worked alongside our firm as a business partner in masonry for the last 20 years, and his qualifications seamlessly paved the way to the role of AllRisk Project Manager in early 2019. Ken's broad range of experience in all phases of disaster recovery is critical to maintaining AllRisk's promise of a seamless transition from emergency services to reconstruction.

Project References:

Fire and Water Remediation

- West New York Housing Authority

Water and Sewage Remediation

- New Brunswick Housing Authority

Fire Remediation

- Fair Share Housing Development
- Bayonne Housing Authority
- Newark Housing Authority

Water Remediation

- Borough of Barrington
- Borough of Woodbury Heights

Mold Remediation

- Evesham Fire
- Borough of Longport

Water and Mold Remediation

- Southampton Township

Certifications:

- OSHA 10 & 30
- Confined Space



AllRisk Property Damage Experts

Alex Santana **Emergency Services Supervisor**

Experience: Alex is a seasoned supervisor in the industry with over **11 years'** experience overseeing a crew charged with responding to water, fire, sewage and mold losses. His exceptional leadership qualities, combined with his technical knowledge, allows Alex to tackle any size environmental project with confidence and ease.

Project References:

Fire and Water Remediation

- Burlington County Jail
- Vineland Housing Authority

Water, Mold, and Sewage Remediation

- Marlboro Township

Water Remediation

- Ocean County Courthouse
- Rahway Housing Authority
- Rutgers University

Water and Fire Remediation

- Somerset County
- West New York Housing Authority

Mold Remediation

- Monroe Twp. BOE Holly Glen Elementary School
- Pittsgrove Twp BOE Middle School
- Pinelands Regional High School
- Rowan University Bunce Hall

Fire Remediation

- Drexel Lebow
- Bayonne Housing Authority

Certifications:

- Water Damage Restoration Technician (WRT)
- Applied Structural Drying (ASD)
- Fire and Smoke Restoration Technician (FSRT)
- OSHA 10
- Fall Protection
- Confined Space



AllRisk Property Damage Experts

Jose Carrasquillo **Emergency Services Supervisor**

Experience: Jose has been a member of Team AllRisk for **5 years**. Jose is an impactful leader, ensuring that the game plan developed by the Project Manager, reflective of the client's specific conditions and priorities, is executed to the utmost satisfaction of all parties. Jose's experience informs his ability to make sure that his crew is performing their duties to control the environment, remediate affected areas, monitor drying equipment and progress, and leave a clean work site each and every day. Jose's proven record of efficiency and productivity on projects that span fire, water, Category III water, sewage and mold makes him an asset to our team, and the recovery mission of our clients.

Project References:

Fire Remediation

- Bayonne Housing Authority
- Newark Housing Authority
- Drexel Lebow

Sewage Remediation

- Ocean County Courthouse

Water Remediation

- Borough of Woodbury Heights
- Rutgers University

Water and Sewage Remediation

- Upper Freehold School District

Mold Remediation

- Monroe Twp. BOE Holly Glen Elementary School
- Ocean County Fire Academy

Certifications:

- Infection Control Risk Assessment (ICRA)
- OSHA 10
- Confined Space



AllRisk Property Damage Experts

Maria Ross **Emergency Services Supervisor**

Experience: While Maria is the newest addition to AllRisk, she is not at all new to the industry. Maria owned and operated a residential and commercial cleaning business, earning her a positive reputation and referrals among business owners in our region. Upon transferring her leadership skills to AllRisk, her background as a manager in hospitality also came shining through. Maria's commitment to soft skills in service is the perfect complement to her high standards in remediation, cleaning and workmanship.

Project References:

Mold Remediation

- Ocean County Fire Academy
- Lumberton Twp. School District
- Bordentown Regional School District

Water Remediation

- Gloucester County Housing Authority
- Moorestown Twp. Public Schools
- Rutgers | Newark

Water and Sewage Remediation

- Upper Freehold School District

Certifications:

- Infection Control Risk Assessment (ICRA)
- Water Restoration Technician (WRT)
- OSHA 10



AllRisk Property Damage Experts

Marcell Gordon **Emergency Services Supervisor**

Experience: Marcell is a perfect example of hire for attitude, train for skill. Marcell's emotional intelligence as a leader and intuitive customer care were forged as a longtime stakeholder in his family-owned medical transportation business. Marcell's heightened understanding of a sense of urgency, answering the call-to-action, aiding sensitive populations during their time of need all combine into one trait critical to the success of an ES Supervisor: round-the-clock dependability. It was noted during his promotion from technician to supervisor that Marcell never called out once during his employment with AllRisk, to which he responded "my team and my clients depend on me". Marcell contributes to a positive workplace culture, educating his technicians about their craft and opportunities for advancement, while sharing his simple and powerful belief that "your work speaks for you". Indeed, Marcell's commitment to high-quality work speaks volumes about his competency and yields very positive results for our appreciative clients.

Project References:

Mold Remediation

- Lumberton Twp. School District
- Bordentown Regional School District
- Moorestown Twp. Public Schools

Water Remediation

- Gloucester County Housing Authority
- Rutgers | Newark
- Woodbridge Housing Authority

Fire Remediation

- Mt. Laurel Twp. Public Schools
- Vineland Housing Authority

Certifications:

- Infection Control Risk Assessment (ICRA)
- Water Restoration Technician (WRT)
- OSHA10



AllRisk Property Damage Experts

Keith Christopher
Crew Chief

Experiences: Keith has been a key member of Team AllRisk for **8 years**.

Project References:

Fire and Water Remediation

- Vineland Housing Authority
- Somerset County

Water Remediation

- Somerset County Library
- Westville BOE
- Salem County- Gateway Community Action Partnership
- Bridgeton Housing Authority
- Rutgers University

Sewage Remediation

- Atlantic County Jail

Mold Remediation

- Drew University
- Monroe Twp. BOE Holly Glen Elementary School
- Pittsgrove Twp BOE Middle School
- Rowan University Bunce Hall

Fire Remediation

- Drexel Lebow

Certifications:

- Water Damage Restoration Technician (WRT)
- Asbestos Supervisor
- Fall Protection
- Lift Training
- OSHA 10
- Confined Space



AllRisk Property Damage Experts

Jeanne Walsh
Crew Chief

Experiences: Jeanne has been a member of AllRisk for **10 years**.

Project References:

Mold Remediation

- Cape May Courthouse
- Rutgers Camden
- Williamstown School District
- Monroe Twp. BOE Holly Glen Elementary School
- Pinelands Regional High School
- Rowan University Bunce Hall

Soot Remediation

- Aura Fire Company Elk Township

Sewage Remediation

- South Amboy Housing Authority
- Atlantic County Jail

Fire and Water Remediation

- Bridgeton Housing Authority

Water Remediation

- Bridgeton HA Unit 10H
- Rutgers University

Repairs

- Bayonne Housing Authority

Certifications:

- Water Damage Restoration Technician (WRT)
- Carpet Cleaning Technician (CCT)
- Upholstery Cleaning Technician (UFT)
- OSHA 10
- Fall Protection
- Confined Space



AllRisk Property Damage Experts

Bryan Parks
Crew Chief

Experiences: Bryan has been a member of Team AllRisk for **6 years**.

Project References:

Fire Remediation

- Bayonne Housing Authority

Water Remediation

- Magnolia Fire
- Morristown School District
- Fire Remediation

Mold Remediation

- Ocean County Recycling Center

Water and Sewage Remediation

- Upper Freehold School District

Certifications:

- OSHA 10
-

Cory Jackson
Crew Chief

Project References:

Mold Remediation

- Monroe Twp. BOE Holly Glen Elementary School
- Ocean County Fire Academy
- Pittsgrove Twp BOE Middle School
- Pinelands Regional High School

Water Remediation

- Rahway Housing Authority
- Bridgeton Housing Authority
- Rutgers University

Fire Remediation

- Drexel Lebow
- Repairs
- Bayonne Housing Authority



AllRisk Property Damage Experts

Construction Team Members

Ralph Fiore

Project Manager

Key Role: Construction oversight and coordination

Experiences: 21 years with AllRisk in Commercial, Public Entity and Healthcare Markets, 20 years industry experience.

Project References:

- Borough of Collingswood Municipal Parking Garage
- Southampton Township – Administration Building
- Marlboro Borough – Multiple Projects
- Marlboro Community Center
- Rahway Housing Authority
- Hoboken Housing Authority
- W. New York Housing Authority
- Passaic Housing Authority
- Highlands Borough

Mike Liebrand

Project Manager

Key Role: Construction oversight and coordination

Experiences: 20 years with AllRisk in Commercial, Public Entity, and Healthcare Markets, 20 years industry experience.

Project References:

- Stone Harbor BOE – large loss post Superstorm Sandy
- Rowan University
- Cooper University Hospital
- Inspira Health Network
- Sentinel Real Estate Corp. (Rittenhouse and Pikes Creek)
- Land Dimensions Engineering



AllRisk Property Damage Experts

Arnie McCourt
Painting Foreman

Experiences:

Project References:

Mold

- Monroe Twp. BOE Holly Glen Elementary School

Water

- Rahway Housing Authority
- Bridgeton HA Unit 10H Repairs
- Rutgers University

Repairs

- Bayonne Housing Authority (Repairs)
-

Jose Rodriguez
Carpenter

Experiences:

Project References:

Mold

- Monroe Twp. BOE Holly Glen Elementary School
- Pinelands Regional High School

Water

- Rahway Housing Authority
- Bridgeton HA Unit 10H Repairs
- Rutgers University

Fire

- Drexel Lebow

Repairs

- Bayonne Housing Authority



AllRisk Property Damage Experts

Julie Laboy

Production Manager

Julie has been a member of Team AllRisk for 11 years. As the Production Manager, Julie supports the Construction division. Ensuring a seamless transition from the end of emergency services to the restoration phase of a job means that Julie's work begins Day 1...obtaining samples of all finish materials, while coordinating the schedules for the mechanical trades, communicating schedules to the client, and staging the repair jobs in the shortest timeframe possible.

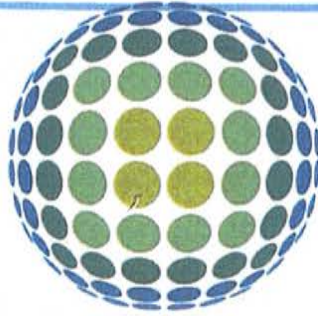
Project Highlight: Julie thrives at multi-tasking, and perhaps there is no greater test of multi-tasking, than coordinating finishes and material deliveries in the unique world of multi-family public entity housing. You will notice more than a few of our clients addressed their letter to "Julia" ...and for good reason; she is an indispensable driver of project success

Norm Fuhrer

Warehouse Manager

Norm has been a member of Team AllRisk for 13 years. Amidst the hustle and bustle of manpower and equipment, quickly departing or returning to the shop, Norm is a constant source of calm and order. Tasked with maintaining inventory of drying equipment, cleaning supplies, building materials, tools and making material deliveries...Norm's role is absolutely critical to supporting the volume of projects in AllRisk's emergency service, environmental and restoration divisions.

Project Highlight: Norm was "MVP" of AllRisk's pre-super storm Sandy prep and response. Thanks to his organizational, planning and budget skills, Team AllRisk was a well-supplied outfit prior to the rush and demand on resources. During this period of time, while others had difficulty acquiring the *basics* (buckets, extension cords, trash bags, and gloves) Norm made certain that anything the crew needed was at their fingertips. Furthermore, when an unprecedented number of our public entity clients needed us most, all over the state, it was Norm who faithfully received all of the inbound load lists from the crew chiefs in the field, saving time by pre-staging materials and running supplies to job sites wherever needed.



IICRC®

Institute of Inspection Cleaning
and Restoration Certification

Certified Firm

2024

be it known that:

ALL RISK INC

is registered with the IICRC and has pledged to maintain an awareness of and knowledge about the IICRC's published standards relevant to the Certified Firm's operations; will seek and promote educational training for technicians to enhance proficiency; provide service that results in elevated levels of customer satisfaction; be prompt; conduct business with honesty, integrity and fairness; build consumer confidence in the industry; and, promote good relations with affiliate industries.

Carey Vermeulen
Chairman of the Board of Directors

99710
Company #
12/31/2024
Valid Through

Indoor Air Quality Association

All Risk, Inc.

Member ID#: 58360708
Member Type: Corporate Level 1 Member Company
Expires: December 31, 2024

1120 Route, 73 South - Mt. Laurel, NJ 08054 - www.iaqa.org



(844) 802-4103

Email: info@iaqa.org



American Council for Accredited Certification

hereby certifies that

Thomas Messina

has met all the specific standards and qualifications of the re-certification process,
including continued professional development, and is hereby re-certified as a

CMRS

**Council-certified
Microbial Remediation Supervisor**

This certificate expires on February 28, 2025.

0612050

Charles F. Wiles, Executive Director

Certificate Number

This certificate remains the property of the American Council for Accredited Certification.



American Council for Accredited Certification

February 22, 2021

Thomas Messina
All Risk, Inc.
801 E Clements Bridge Rd
Runnemede, NJ 08078

**RE: CMRS Recertification
Certificate #0612050**

Dear Tom:

Thank you for recertifying your Council-certified Microbial Remediation Supervisor (CMRS) designation. Your new certificate is attached.

Your CMRS certification will expire February 28, 2023. Because this designation is CESB-accredited, it requires forty (40) hours of recertification credits (RCs) which must be acquired within the next two-year certification period. ACAC recognizes the important of field experience, ten (10) of those credits can be for continued work in the field.

Certificants must be able to document the thirty (30) hours of recertification credits (RCs) beyond the 10 hours allowed for continued field experience; however, only those who are randomly selected for audit will be required to submit their documentation. Unless you are notified otherwise, recertification simply requires a completed recertification affidavit and payment.

We appreciate your continued support of the Council, and we encourage you to call our staff if you have any questions.

Sincerely,

ACAC Certification Boards

08/01/18

Taxpayer Identification# 223-287-082/000

Dear Business Representative:

Congratulations! You are now registered with the New Jersey Division of Revenue.

Use the Taxpayer Identification Number listed above on all correspondence with the Divisions of Revenue and Taxation, as well as with the Department of Labor (if the business is subject to unemployment withholdings). Your tax returns and payments will be filed under this number, and you will be able to access information about your account by referencing it.

Additionally, please note that State law requires all contractors and subcontractors with Public agencies to provide proof of their registration with the Division of Revenue. The law also amended Section 92 of the Casino Control Act, which deals with the casino service industry.

We have attached a Proof of Registration Certificate for your use. To comply with the law, if you are currently under contract or entering into a contract with a State agency, you must provide a copy of the certificate to the contracting agency.

If you have any questions or require more information, feel free to call our Registration Hotline at (609)292-9292.

I wish you continued success in your business endeavors.

Sincerely,



James J. Fruscione
Director
New Jersey Division of Revenue

STATE OF NEW JERSEY
BUSINESS REGISTRATION CERTIFICATE

DEPARTMENT OF TREASURY/
DIVISION OF REVENUE
PO BOX 252
TRENTON, N J 08646-0252

TAXPAYER NAME:

ALL RISK, INC.

TRADE NAME:

ADDRESS:

801 E CLEMENTS BRIDGE RD.
RUNNEMEDE NJ 08083

SEQUENCE NUMBER:

1113986

EFFECTIVE DATE:

12/21/04

ISSUANCE DATE:

08/01/18



Director
New Jersey Division of Revenue

FORM BRC

This Certificate is NOT assignable or transferable. It must be conspicuously displayed at above address.

Certificate Number
613852

Registration Date: 02/22/2024
Expiration Date: 02/21/2025



State of New Jersey

Department of Labor and Workforce Development Division of Wage and Hour Compliance

Public Works Contractor Registration Act

Pursuant to N.J.S.A. 34:11-56.48, et seq. of the Public Works Contractor Registration Act, this certificate of registration is issued for purposes of bidding on any contract for public work or for engaging in the performance of any public work to:

Responsible Representative(s):
Sigmund Osinski III, COO

Handwritten signature of Robert Asaro-Angelo in black ink.

Robert Asaro-Angelo, Commissioner
Department of Labor and Workforce Development

Responsible Representative(s):
Frank Messina, Principal

2024
All Risk Inc

NON TRANSFERABLE

This certificate may not be transferred or assigned and may be revoked for cause by the Commissioner of Labor and Workforce Development.

PROPOSAL SUBMISSION #5
Wage Rates for Non-Prevailing Wage Work

1. Complete this form using the standard job titles and any titles the Proposer may also use.

Please see attached Rate/ Pricing Sheet

Job Title	Hourly Wage Rate

2. Describe here any supplemental hourly wages above and beyond time and a half for work over 40 hours a week:

Please see attached Rate/ Pricing Sheet

3. Describe here any other fees the Proposer charges related to the work of this RFQ:

Please see attached Rate/ Pricing Sheet



MUNICIPAL EXCESS LIABILITY JOINT INSURANCE FUND EMERGENCY SERVICES RATES - PARTIAL*

*Emergency Services may be provided based upon Xactimate Estimating Software in lieu of the following labor, equip. & material rates.

Labor rates will be adjusted to reflect New Jersey Department of Labor Prevailing Wages as applicable.

Non Union / Non Prevailing Wage Labor

	<u>REG</u>	<u>OT</u>	<u>DT</u>
Remediation Supervisor	\$73.00	\$109.50	\$146.00
Remediation Technician	\$69.00	\$103.50	\$138.00
Carpenter Foreman	\$158.44	\$237.66	\$310.88
Carpenter	\$137.88	\$206.82	\$275.76
Administrative Assistant	\$55.00	-	-
Project Manager	\$118.00	-	-
Senior Project Manager	\$135.00	-	-
Executive Project Manager	\$185.00	-	-
Estimator	\$135.00	-	-
Clerical Support	\$55.00	-	-
Clerk of the Works	\$75.00	-	-

Prevailing Wage Labor (Non Mold)

	<u>REG</u>	<u>OT</u>	<u>DT</u>
Project Manager	\$118.00	-	-
Labor Foreman	\$ 118.38	\$ 177.56	\$ 211.34
Laborer	\$ 109.29	\$ 163.94	\$ 193.17
Carpenter Foreman	\$ 158.44	\$ 237.66	\$ 310.88
Carpenter	\$ 137.88	\$ 206.82	\$ 275.76

Prevailing Wage Labor (Mold)

	<u>REG</u>	<u>OT</u>	<u>DT</u>
Project Manager	\$118.00	-	-
Labor Foreman	\$109.75	145.11	N/A
Laborer	\$101.90	133.33	N/A
Carpenter Foreman	\$158.44	\$237.66	\$310.88
Carpenter	\$137.88	\$206.82	\$275.76

EQUIPMENT

	<u>RATE</u>	<u>PER UNIT</u>
Air Mover	\$30.00	DAY
Drying Manifold	\$75.00	DAY
Dehumidifier	\$85.00	DAY
Dehumidifier Extra Large	\$125.00	DAY
Desiccant Portable Dehumidifier	\$125.00	DAY
HEPA Equipped Vacuum Filter	\$95.00	DAY
HEPA Equipped Air Filtration Device (under 1400 CFM)	\$95.00	DAY
HEPA Equipped Air Filtration Device (1400-2000 CFM)	\$135.00	DAY
Extractor Portable	\$115.00	DAY
Van Mount w/ Extractor	\$550.00	DAY
Portable Carpet Cleaning Machine	\$185.00	DAY
Floor Stripper - Electric	\$325.00	DAY
HEPA Equipped Vacuum	\$75.00	DAY
Shop Vacuum Wet/Dry	\$17.50	DAY
HEPA Equipped Backpack Vacuum	\$75.00	DAY
Chain Saw Gas Powered	\$95.15	DAY
Portable Generator	\$185.00	DAY
Portable Heater	\$185.00	DAY
Pressure Washer - Gas Portable	\$225.00	DAY
Paint Sprayer - Electric	\$125.00	DAY
Portable Light Unit	\$35.00	DAY
Baker Scaffold	\$125.00	DAY
Manual Floor Scraper	\$16.25	DAY
Submersible Pump - Gas Powered	\$225.00	DAY
Submersible Pump	\$75.00	DAY
Respirator Inclusive of Cartridges	\$34.00	DAY
Thermal Fogger Gas Powered	\$225.00	DAY
Thermal Fogger Electric	\$65.00	DAY
Pump Sprayer	\$17.96	DAY
Rolling Trash Container	\$44.00	DAY
Rolling Flatbed Cart	\$35.00	DAY
Rolling Flat Dolly	\$35.00	DAY
Hand Truck	\$15.00	DAY
Pallet Jack	\$55.00	DAY



MUNICIPAL EXCESS LIABILITY JOINT INSURANCE FUND EMERGENCY SERVICES RATES - PARTIAL*

<u>EQUIPMENT</u>	<u>RATE</u>	<u>PER UNIT</u>
Axial Trolley	\$36.00	DAY
Leaf Blower - Electric	\$15.00	DAY
Saw Electric Powered	\$30.00	DAY
Steam Floor Tile / Grout Tool	\$75.00	DAY
Steam Wall Tile / Grout Tool	\$35.00	DAY
55 Gallon Container - Storage	\$30.00	EACH
AFD Hepa Filter Large	\$310.00	DAY
AFD Hepa Filter Small	\$210.00	DAY
Heat Dryers	\$185.00	DAY
Small Tools	\$8.00	DAY
Extension Cord	\$3.00	DAY
Splitter	\$2.00	DAY
Polyhanger	\$4.00	DAY
Vehicle - Pickup/Van/SUV	\$125.00	DAY
Vehicle - Dump Truck/Box Truck	\$150.00	DAY
Trailer - Pull-Behind	\$125.00	DAY
Zip Support Poles	\$5.00	DAY
Moving Blanket	\$4.00	DAY
Inject A Dry	\$75.00	DAY
Moisture Meter	\$25.00	DAY
Hydrometer	\$15.00	DAY
Manometer	\$55.00	DAY
Thermal Imaging Camera	\$35.00	DAY
Cold Mister	\$45.00	DAY
Electrostatic Sprayer	\$155.00	DAY
Cleaning/Decontamination of Equipment	\$42.00	EACH

<u>MATERIAL</u>	<u>RATE</u>	<u>PER UNIT</u>
Gloves - Nitrile	\$38.00	BOX
N95 Respirator	\$42.00	BOX
PPE Filters	\$42.00	EACH
PPE Suit - Heavy Duty	\$26.00	EACH
PPE Suit - Dust	\$8.25	EACH
PPE Booties	\$12.00	PAIR
Caution Tape	\$35.72	ROLL
Painters Plastic	\$38.00	ROLL
Carpet Protect - Self Adhesive	\$76.00	ROLL
Walk Off Foot Mat	\$32.00	PACK
Lay Flat Tubing	\$60.00	ROLL
Poly 6-mil	\$172.00	ROLL
Poly 4-mil	\$130.00	ROLL
Poly 2-mil	\$54.00	ROLL
Containment Access Zipper	\$18.00	EACH
Spray Tac Adhesive	\$9.00	EACH
Duct Tape	\$8.25	ROLL
Blue Tape	\$13.50	ROLL
Clear Packing Tape	\$7.50	ROLL
Packing Tape	\$7.50	ROLL
Frog Tape	\$26.00	ROLL
Bubble Wrap	\$160.00	ROLL
Wrapping / Packing Paper	\$102.00	BOX
Packing Label	\$14.00	PACK
Shrink Wrap	\$44.00	ROLL
Boxes - Large	\$8.50	EACH
Boxes - Standard	\$5.75	EACH
Boxes - File	\$7.50	EACH



MUNICIPAL EXCESS LIABILITY JOINT INSURANCE FUND EMERGENCY SERVICES RATES - PARTIAL*

<u>MATERIAL</u>	<u>RATE</u>	<u>PER UNIT</u>
Furniture Blocks	\$82.00	CASE
Furniture Skidders	\$17.96	PACK
Builder Board	\$160.00	ROLL
Brown Paper	\$34.00	ROLL
Detergent - Mild	\$32.00	GALLON
Floor Cleaner	\$62.00	GALLON
Formula 77	\$70.00	GALLON
Defoamer	\$52.00	GALLON
Traffic Lanes Cleaner	\$58.00	GALLON
Lemon Deodorizer	\$48.00	GALLON
Windex	\$34.00	GALLON
Viper Venom	\$48.00	GALLON
Spray 9	\$52.00	GALLON
Simple Green	\$36.00	GALLON
Wall Wash	\$42.00	GALLON
Adhesive Remover	\$16.00	EACH
Rags - Cleaning	\$42.00	PACK
Dust Cloth	\$22.00	PACK
Paper Towels	\$4.00	ROLL
Scrubbing Pad	\$2.80	EACH
Mop Head	\$9.50	EACH
Trash Bags	\$37.00	BOX
Clear Bags	\$128.00	ROLL
Scrubbing Brush	\$18.00	EACH
T Bar Pole	\$10.00	EACH
Cleaning Cloth Sleeve	\$32.00	EACH
Botanical Broad Spectrum Disinfectant	\$88.00	GALLON
Botanical Broad Spectrum Detergent	\$88.00	GALLON
Antimicrobial/Broad Spectrum Disinfectant	\$88.00	GALLON
Antimicrobial/Broad Spectrum Detergent	\$88.00	GALLON
Mold Control	\$78.00	GALLON
Encapsulant - Odor/Soot	\$96.00	GALLON
Antimicrobial Encapsulate	\$86.00	GALLON
Antimicrobial Encapsulate - Pail	\$430.00	PAIL
Enviroshield Mild Resistant Coating	\$36.00	CAN
Dry Cleaning Sponge	\$9.25	EACH
Odor Neutralizing Sponge	\$19.00	POUND
Thermal Unsmoke	\$125.00	GALLON
Fire - Heavy Cleaner	\$65.00	GALLON
Odor Neutralization Crystals	\$65.00	GALLON
AFD Filter - Pre	\$19.00	EACH
AFD Filter - Secondary Ring Panel	\$24.00	EACH
AFD Filter - Charcoal	\$75.00	EACH
Filter - Media	\$290.50	ROLL
HEPA Equipped Vacuum Bag	\$4.25	EACH
HEPA Equipped Vacuum Bag - Backpack	\$4.25	EACH
Spray Bottles	\$4.25	EACH

- *10% overhead will be applied to services in excess of \$100,000.
- *Markup of 21% will be applied to subcontractors.
- * Pre-site shop/mobilization, portal to job site, portal from job site, and post job site shop/demobilization labor will be invoiced at Non New Jersey Prevailing Wage.
- *Parking fees to be invoiced as incurred.
- *All weekend, holidays, and hours before 7 am and after 3:30 pm are invoiced at time plus one half for Non New Jersey Prevailing Wage Labor.
- * Non Prevailing Wage Labor, Equipment & Material rates are subject to review / adjustment.
- *Prevailing Wage Rates are subject to adjustment based upon New Jersey Department of Labor Craft adjustments.
- *Materials not listed will be invoiced at list cost plus 20% mark up.
- * Drying and Hepa Air Filtration Equipmented costed at 5 days out of 7 per week
- *General Contractor overhead and profit margin may apply.
- *Additional rates (if applicable) can be provided upon request.

Repairs (Reconstruction):
Repairs will be estimated and invoiced based upon Xactimate Estimating Software.
Labor rates will be adjusted to reflect New Jersey Department of Labor Prevailing Rates as applicable.
10% overhead and 10% profit (.21) will be applied to all estimates / invoices for repairs (reconstruction).