



SMALL BUSINESS INITIATIVE ADVISORY MEETING
Schoolcraft College, VisTaTech Center
August 8, 2019

8:30 a.m. – 9:00 a.m. Registration & Networking

Welcome

9:00 a.m. – 9:20 a.m. GLWA Welcome – Nicolette Bateson, GLWA CFO/Treasurer

Schoolcraft PTAC Welcome – Delphine Abraham & Jann Deane

Introductions – Ian Thompson

Small Business Showcase – Onyx Enterprise Inc.
 – Premier Group Associates

Learn How to Sub-Contract with GLWA Vendors

9:20 a.m. – 9:30 a.m. Commercial Contracting Corporation – Linda Rosati &
 Jason Klingensmith

9:30 a.m. – 9:40 a.m. Wade Trim – Dennis Prevo

9:50 a.m. – 10:00 a.m. Kokosing Industrial – Dennis Tinkler

10:10 a.m. – 10:20 a.m. Grainger – Marilyn Sims

10:20 a.m. – 10:30 a.m. Walsh Construction – C.J. Pokorny & Vickie Abernethy

10:30 a.m. – 10:40 a.m. Arcadis Consulting – Jeff Swartz

10:40 a.m. – 10:50 a.m. Additional Q&A for Presenters – Ian Thompson

Vendor Feedback and Networking

10:50 a.m. – 11:00 a.m. Feedback & Questions to GLWA – Susan Kopinski

11:00 a.m. – 11:30 a.m. Networking

Commercial Contracting Corporation



**COMMERCIAL
CONTRACTING
CORPORATION**

Great Lakes Water Authority

Small Business Initiative Advisory Meeting

August 8, 2019

Who we are

3

Since 1946, CCC has grown to become an ENR Top 400 Contractor providing a wide range of construction services for industrial, commercial and institutional markets across North America. Our commitment to quality and customer service has led to a stellar reputation resulting in repeat business.

\$367M

Annual Revenue

1,748

Employees

Our mission is to continue our commitment of building long-term relationships with Customers, Suppliers and Employees by providing world-class construction services with unwavering dedication to safety and value.



**COMMERCIAL
CONTRACTING
CORPORATION**

Core Values

4

PEOPLE

- We are one team, made up of passionate and trusting people. We strive to build positive relationships in order to create a strong foundation for successful work.

SAFETY

- Through training, communication and extraordinary resources, we commit to safety being a lifelong virtue.

INTEGRITY

- We are driven by integrity and strive to consistently deliver on our promises using ethical and honest behavior.

SERVICE

- We challenge ourselves to exceed our customer's service expectations by delivering exceptional world-class service.

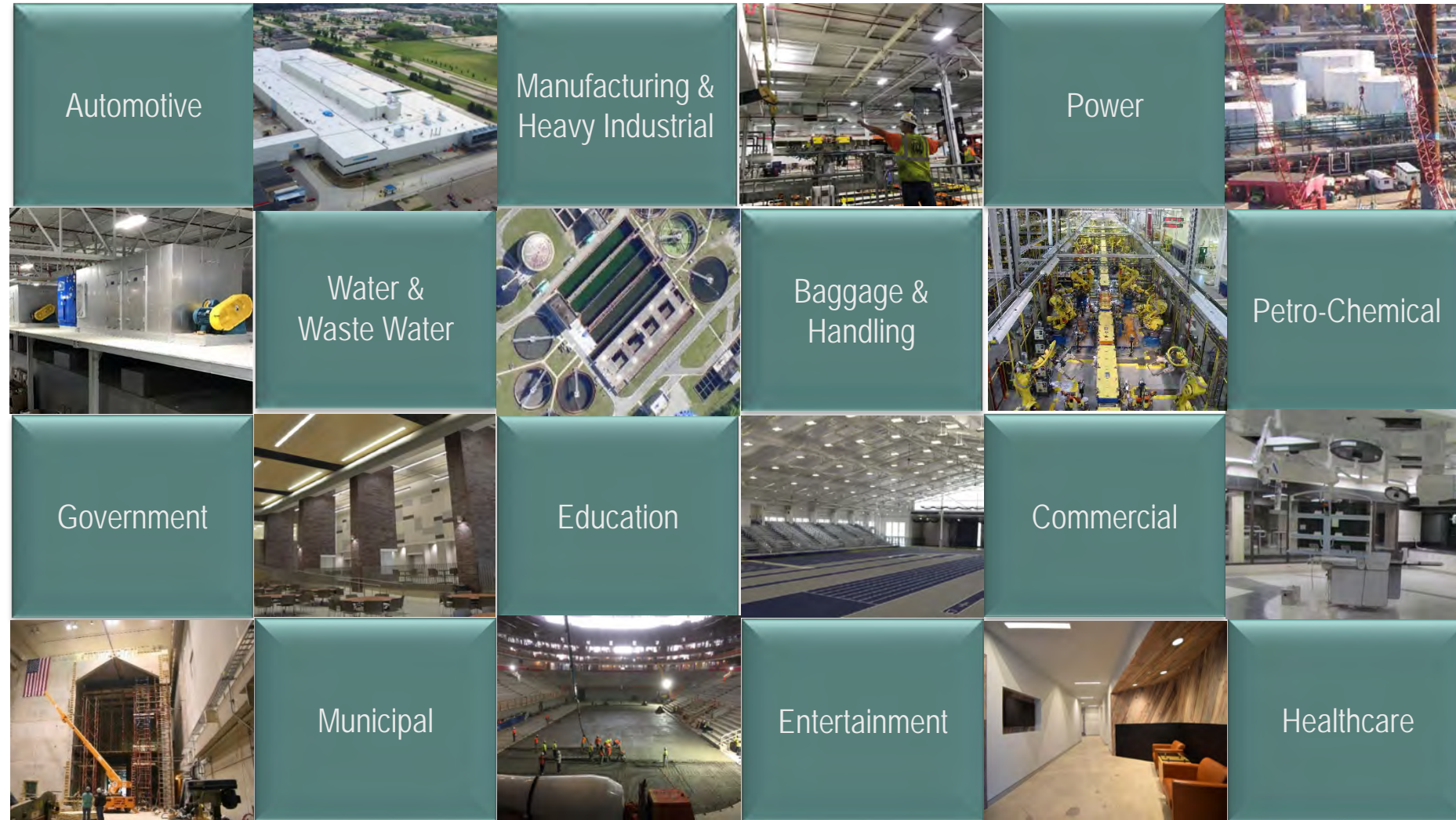
INNOVATION

- We are committed to pursuing creative, new ways of accomplishing our work to provide greater value to our customers.



Markets Served

5



Services We Provide

6



Construction

Integrated Project Delivery
Construction Management
General Contract
Design/Build
Program Management
Equipment Installation
Management (EIM)
Facilities Management and
Maintenance
Selective Demolition
Excavation
Under-ground Utilities



Equipment Installation

Rigging of Heavy Equipment
and Machinery, Delicate and
Sensitive Measuring &
Manufacturing Equipment
Rigging and Dismantling of
Equipment and Entire
Process Lines
Salvage and Removal of
Equipment and Machinery
Match Marking,
Re-Installation & Millwright



Concrete

Formed, flatwork
Slab on Grade
Foundations
Parking Decks
Equipment Pits
Truck docks
Bridge work



Steel

Fabricate and erect
conventional structural steel
facilities
Miscellaneous Fabrication
Stairway
Mezzanine
Platforms
Railings



Interiors

Drywall Metal Framing
Carpentry
Interior Finishes
Painting
Acoustic/Specialty Ceilings
Mill-work
Fireproofing



**COMMERCIAL
CONTRACTING
CORPORATION**

How to do work with CCC

7 |

1

Pre-Qualify to
be Awarded
Business

2

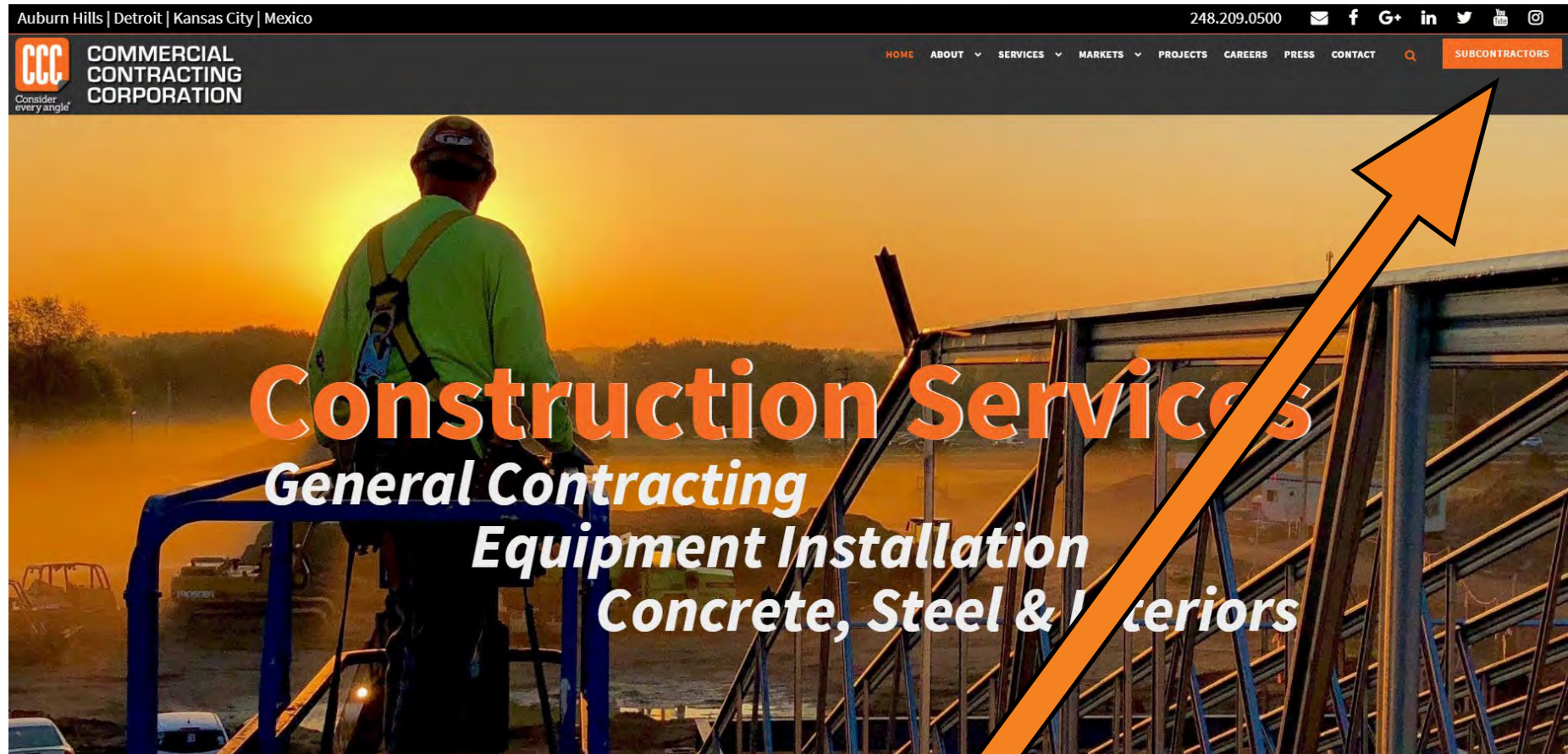
Register with
Estimating to
Bid Work

3

Project Specific
Subcontractor
Agreement



How to... Step 1

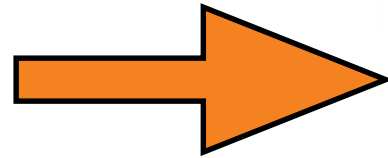


Get Registered with Estimating

cccnetwork.com/subcontractors



How to...



Company Info

Company Name: *

Title:

Contact Name: *

Phone: * Extension:

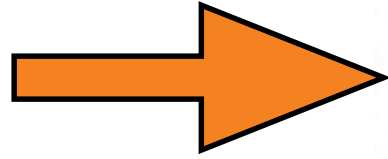
Cell:

Fax:

Prequalify and Register

<https://www.cccnetworkplans.com/Default.aspx?tabid=12719&subselfreg=true>

How to...



Email: *

Labor Status: *

Minority Status: *

Geographic Region *

Minority Status *

Labor Status *

Function

Dunn and Bradstreet No

Website

Current Year (i.e., 2018) EMR Rating *

Safety Data - Previous Year (ex. 2017) *

Previous Year: EMR *

Labor Status	
Minority Status	
Select...	
<input type="checkbox"/> None <input type="checkbox"/> DBB - Detroit Based Business <input type="checkbox"/> DBE - Disabled Business Enterprise <input type="checkbox"/> DVBE - Disadvantaged Business Enterprise	
Select...	
<input type="checkbox"/> A/E Firm <input type="checkbox"/> Competitor <input type="checkbox"/> Customer <input type="checkbox"/> Subcontractor <input type="checkbox"/> Supplier/Vendor	
2017	

How to...



Does your firm have a Quality Management System (QMS)? *

Is your QMS supported by written procedures? *

Does your firm have an Environmental Management System (EMS)? *

Is your EMS supported by written procedures? *

Do you have an Orientation Program for new hires? *

Do you hold regular (non-jobsite) Safety Meetings? *

If yes, how often?

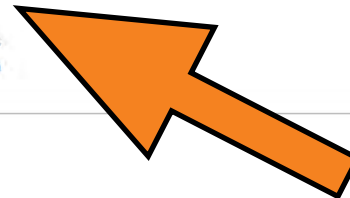
Do you have a training program for new or newly promoted foreman? *

Has OSHA, MIOSHA, or other state run OSHA organization cited you anytime during the last three (3) years? *

If yes, explain in detail and submit to subcontracts@cccnetwork.com.

Trades * (Max 5)

- (Max 5)
- ☐ 01 - General Requirements
 - ☐ 02 - Existing Conditions
 - ☐ 03 - Concrete
 - ☐ 04 - Masonry
 - ☐ 05 - Metals
 - ☐ 06 - Woods, Plastics and Composites
 - ☐ 07 - Thermal and Moisture Protection
 - ☐ 08 - Openings
 - ☐ 09 - Finishes



Areas of Work *



Country Zip

State Radius 50 Mi.

County








Search


How to... Step 2



Auburn Hills | Detroit | Kansas City | Mexico


248.209.0500



Consider every angle


COMMERCIAL CONTRACTING CORPORATION

HOME ABOUT SERVICES MARKETS PROJECTS CAREERS PRESS CONTACT SUBCONTRACTORS



SUBCONTRACTORS

Assembling a Winning Team

Building the right team for great results

COMMERCIAL CONTRACTING CORPORATION

Finding the right subcontractors and vendors is the first and most critical step in completing projects on time and within budget. As a union signatory, CCC hires the most skilled and experience people in the industry. In addition, we encourage the contributions of MBE/WBE/DBE subcontractors and will work with you to get pre-qualified. CCC also works tirelessly with the Michigan Minority Supplier Development Council and our clients in an effort to bolster the capacity of MBE/WBE/DBE organizations and create more job opportunities.

In order to gain access to our Bid Room, you must first complete the Subcontractor Pre-Qualification & Registration form and submit in accordance to the instructions on the form. After we receive your completed form, we will receive an email with instructions on how to gain access.

PREQUAL AND REGISTRATION

SUBCONTRACTOR AGREEMENT

BID ROOM



Review the Master Subcontract Agreement



COMMERCIAL CONTRACTING CORPORATION
4260 NORTH ATLANTIC BOULEVARD
AUBURN HILLS, MICHIGAN 48326

MASTER SUBCONTRACT AGREEMENT

THE CONTRACTING PARTIES

This Master Subcontract Agreement (hereinafter referred to as "MSA") is made by and between Commercial Contracting Corporation (COMMERCIAL), whose office is located at 4260 North Atlantic Boulevard, Auburn Hills, Michigan 48326, and

(hereinafter "SUBCONTRACTOR")

For and in consideration of qualifying for the opportunity to be awarded a Project Specific Subcontract Agreement (hereinafter referred to as "PSSA") by COMMERCIAL, SUBCONTRACTOR and COMMERCIAL, agree as follows:

DEFINITIONS

Indemnified Parties: "INDEMNIFIED PARTIES" shall mean COMMERCIAL, the project Owner, Architect and Engineer, Program/Construction Manager, and General/Prime Contractor, and their principals, officers, directors, employees, agents, representatives, and affiliated companies, collectively or individually.

Project Specific Subcontract Agreement: "PSSA" shall include a commercial subcontract form for a specific project, or commercial's acceptance of a subcontractor quotation by issuance of a notice to proceed, letter of intent, or work release.

Performance: "Performance" shall mean any and all SUBCONTRACTOR activities to prepare for, execute, perform, and complete the requirements of any PSSA awarded to SUBCONTRACTOR.

Subcontractor: "Subcontractor" shall mean the SUBCONTRACTOR, any of its sub-subcontractors, vendors or suppliers, their respective employees, agents, representatives and/or consultants.

Claims: "Claims" shall mean any and all claims, fines, and demands for monetary damages, lawsuits, judgments, injunctions, arbitration awards, adverse governmental actions, expenses, attorneys' fees and costs.

1. PURPOSE

The purpose of this MSA is to ensure that all of COMMERCIAL's subcontractors on COMMERCIAL'S projects are contractually bound to COMMERCIAL with

MSA Pointers



- No Mark Ups Allowed
- Issues/Concerns? = Submit an Addendum to MSA stating your request
- Initial Each Page
- Sign Last Page
- Provide a Blanket Insurance Certificate

Insurance



ACORD		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY)																																				
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.				Current																																				
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).																																								
PRODUCER Smith Brothers Ins. 948 W. Van Buren Suite 329 Chicago, IL 60644		(312) 342-7800		CONTACT NAME: _____ PHONE (A/C, Ext): _____ FAX (A/C, Ext): _____ ADDRESS: _____ PRODUCER CUSTOMER ID #: ABCELEC-01																																				
INSURED Subcontract Name and Address		INSURANCE AFFORDING COVERAGE		NAME #																																				
		INSURER A: SAMPLE CERTIFICATE																																						
		INSURER B:																																						
		INSURER C:																																						
		INSURER D:																																						
		INSURER E:																																						
		INSURER F:																																						
COVERAGES		CERTIFICATE NUMBER:		REVISION NUMBER:																																				
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.																																								
<table border="1"><thead><tr><th>LINE</th><th>TYPE OF INSURANCE</th><th>AGG. LIMIT (BUS. VEH)</th><th>POLICY NUMBER</th><th>POLICY PERIOD (MM/DD/YYYY)</th><th>REVISION</th><th>LIMITS</th></tr></thead><tbody><tr><td>A</td><td>GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> XCU <input checked="" type="checkbox"/> Contractual Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PER <input type="checkbox"/> LOC</td><td>X</td><td>XYZ7890</td><td>1/1/2012</td><td>1/1/2013</td><td>EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ex contract) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000</td></tr><tr><td>A</td><td>AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO ALL OWNED AUTOS SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS</td><td></td><td>XYZ7890</td><td>1/1/2012</td><td>1/1/2013</td><td>COMBINED SINGLE LIMIT (Ex accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ \$</td></tr><tr><td>A</td><td>UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DEDUCTIBLE <input checked="" type="checkbox"/> RETENTION \$ 10,000</td><td></td><td>XYZ7890</td><td>1/1/2012</td><td>1/1/2013</td><td>EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ \$ \$</td></tr><tr><td>A</td><td>WORKERS COMPENSATION AND EMPLOYERS LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE/ OFFICER/OWNER EXCLUDED? (Mandatory in NH) If YES, specify limit of operations below</td><td>Y/N</td><td>XYZ7890</td><td>1/1/2012</td><td>1/1/2013</td><td><input checked="" type="checkbox"/> NO STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000</td></tr></tbody></table>						LINE	TYPE OF INSURANCE	AGG. LIMIT (BUS. VEH)	POLICY NUMBER	POLICY PERIOD (MM/DD/YYYY)	REVISION	LIMITS	A	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> XCU <input checked="" type="checkbox"/> Contractual Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PER <input type="checkbox"/> LOC	X	XYZ7890	1/1/2012	1/1/2013	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ex contract) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000	A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO ALL OWNED AUTOS SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS		XYZ7890	1/1/2012	1/1/2013	COMBINED SINGLE LIMIT (Ex accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ \$	A	UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DEDUCTIBLE <input checked="" type="checkbox"/> RETENTION \$ 10,000		XYZ7890	1/1/2012	1/1/2013	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ \$ \$	A	WORKERS COMPENSATION AND EMPLOYERS LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE/ OFFICER/OWNER EXCLUDED? (Mandatory in NH) If YES, specify limit of operations below	Y/N	XYZ7890	1/1/2012	1/1/2013	<input checked="" type="checkbox"/> NO STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
LINE	TYPE OF INSURANCE	AGG. LIMIT (BUS. VEH)	POLICY NUMBER	POLICY PERIOD (MM/DD/YYYY)	REVISION	LIMITS																																		
A	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> XCU <input checked="" type="checkbox"/> Contractual Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PER <input type="checkbox"/> LOC	X	XYZ7890	1/1/2012	1/1/2013	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ex contract) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000																																		
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO ALL OWNED AUTOS SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS		XYZ7890	1/1/2012	1/1/2013	COMBINED SINGLE LIMIT (Ex accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ \$																																		
A	UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DEDUCTIBLE <input checked="" type="checkbox"/> RETENTION \$ 10,000		XYZ7890	1/1/2012	1/1/2013	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ \$ \$																																		
A	WORKERS COMPENSATION AND EMPLOYERS LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE/ OFFICER/OWNER EXCLUDED? (Mandatory in NH) If YES, specify limit of operations below	Y/N	XYZ7890	1/1/2012	1/1/2013	<input checked="" type="checkbox"/> NO STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000																																		
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required) See attached page.																																								
CERTIFICATE HOLDER Commercial Contracting Corporation 4260 N Atlantic Blvd Auburn Hills, MI 48326			CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE																																					

Insurance



ACORD **CERTIFICATE OF LIABILITY INSURANCE** FORM NO. 101-1 (10/01)

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND DOES NOT REPRESENT A CONTRACT. THE CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES HEREIN. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER, AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

INSURER: **Commercial Contracting Corporation**
1200 N. Atlantic Blvd.
Auburn Hills, MI 48326
(248) 854-1234

PRODUCER: **Subcontractor Name and Address**

COVERAGE: **General Liability**
1. **General Liability** (A) ☒ (B) ☐
2. **Medical Payments** (A) ☒ (B) ☐
3. **Products and Completed Operations** (A) ☒ (B) ☐
4. **Contractors Pollution Liability** (A) ☒ (B) ☐
5. **Automobile Liability** (A) ☒ (B) ☐
6. **Umbrella** (A) ☒ (B) ☐
7. **Excess** (A) ☒ (B) ☐
8. **Other** (A) ☒ (B) ☐

CERTIFICATE HOLDER **CANCELLATION**

Commercial Contracting Corporation
1200 N. Atlantic Blvd.
Auburn Hills, MI 48326

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED, REVOKED, RESIGNED, OR NOT RENEWED, NOTICE SHALL BE FURNISHED TO THE CERTIFICATE HOLDER IN ACCORDANCE WITH THE POLICY PROVISIONS.

© 1999 ACORD CORPORATION. All rights reserved.

DESCRIPTION OF OPERATIONS -

Subcontractor Name and Address **Commercial Contracting Corporation**
4260 N Atlantic Blvd
Auburn Hills, MI 48326-

"Commercial Contracting Corporation, the Project Owner, and any other person or organization as required by written contract are added to the Named Insured's general liability insurance policy as additional insureds for "ongoing operations" and "completed operations" by the ISO forms CG 20 10 07 04 and CG 20 37 07 04 (or their equivalent - see attached) with respect to "your work" for the additional insureds. Additional insured coverage shall be provided on a primary and non-contributory basis. Blanket waiver of subrogation applies. Explosion, collapse and underground coverages are not excluded.

REQUIREMENTS

Insurance



ACORD CERTIFICATE OF LIABILITY INSURANCE

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND DOES NOT ALTER THE COVERAGE PROVIDED BY THE POLICY. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE PROVIDED BY THE POLICY. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER AND THE ADDITIONAL INSURED. THE ADDITIONAL INSURED'S RIGHTS AND OBLIGATIONS ARE GOVERNED BY THE POLICY. THIS CERTIFICATE IS SUBJECT TO ALL THE TERMS, CONDITIONS AND EXCLUSIONS OF THE POLICY. A STATEMENT ON THIS CERTIFICATE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER AND THE ADDITIONAL INSURED.

PRODUCER: South Brothers Inc.
100 N. Main Street
Suite 225
Chicago, IL 60644
(312) 342-7800

INSURED: Subcontract Name and Address

COVERAGE: COMMERCIAL GENERAL LIABILITY

COVERAGE LIMITS:

COVERAGE	AMOUNT	COVERAGE	AMOUNT
A. Commercial General Liability	\$1,000,000	C. Products and Completed Operations	\$1,000,000
B. Contractual Liability	\$1,000,000	D. Advertising and Personal Injury	\$1,000,000
E. Medical Payments	\$10,000	F. Defense Costs	\$10,000
G. Contractual Liability	\$1,000,000	H. Contractual Liability	\$1,000,000
I. Contractual Liability	\$1,000,000	J. Contractual Liability	\$1,000,000
K. Contractual Liability	\$1,000,000	L. Contractual Liability	\$1,000,000
M. Contractual Liability	\$1,000,000	N. Contractual Liability	\$1,000,000
O. Contractual Liability	\$1,000,000	P. Contractual Liability	\$1,000,000
Q. Contractual Liability	\$1,000,000	R. Contractual Liability	\$1,000,000
S. Contractual Liability	\$1,000,000	T. Contractual Liability	\$1,000,000
U. Contractual Liability	\$1,000,000	V. Contractual Liability	\$1,000,000
W. Contractual Liability	\$1,000,000	X. Contractual Liability	\$1,000,000
Y. Contractual Liability	\$1,000,000	Z. Contractual Liability	\$1,000,000

CERTIFICATE HOLDER: Commercial Contracting Corporation
400 N. Main Street
Suite 225, IL 60644

CANCELLATION: SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED, THE ADDITIONAL INSURED'S RIGHTS AND OBLIGATIONS WILL BE GOVERNED BY THE POLICY PROVISIONS.

DESCRIPTION OF OPERATIONS:

Subcontract Name and Address: Commercial Contracting Corporation
400 N. Main Street
Suite 225, IL 60644

Commercial Contracting Corporation, the Project Owner, and any other person or organization as required by written contract are added to the Named Insured's general liability insurance policy as additional insureds for "ongoing operations" and "completed operations" by the 500 forms, CG 20 10 17 and CG 20 37 17 (or their equivalent) as described with respect to "your work" for the additional insureds. Additional insured coverage shall be provided on a primary and non-contributory basis. Blanket waiver of subrogation applies. Exclusion, co-insurance and underinsured coverages are not excluded.

Policy #: SAMPLE Eff 1/1/12 - 1/1/13

COMMERCIAL GENERAL LIABILITY
CG 20 10 07 04

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED – OWNERS, LESSEES OR CONTRACTORS – SCHEDULED PERSON OR ORGANIZATION

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

Name Of Additional Insured Person(s) Or Organization(s):	Location(s) Of Covered Operations
Commercial Contracting Corporation and any other person/organization as required by written contract.	Any and all Commercial Contracting Corporation job sites where the named insured is performing operations for and/or on behalf of Commercial Contracting Corporation.

Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

A. Section II – Who is An Insured is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by:

1. Your acts or omissions; or
2. The acts or omissions of those acting on your behalf;

in the performance of your ongoing operations for the additional insured(s) at the location(s) designated above.

B. With respect to the insurance afforded to these additional insureds, the following additional exclusions apply:

This insurance does not apply to "bodily injury" or "property damage" occurring after:

1. All work, including materials, parts or equipment furnished in connection with such work, on the project (other than service, maintenance or repairs) to be performed by or on behalf of the additional insured(s) at the location of the covered operations has been completed; or
2. That portion of "your work" out of which the injury or damage arises has been put to its intended use by any person or organization other than another contractor or subcontractor engaged in performing operations for a principal as a part of the same project.

Summary of Steps 1 & 2



- Registered with Estimating to possibly receive bids
- Signed MSA stays on file until CCC issues an updated version
 - Insurance Needs updating once per calendar year

How to... Step 3



- A. W-9
- B. Completed Subcontract Questionnaire
- C. If the project you have been awarded requires a project specific COI, you will be notified when your **Project Specific Subcontractor Agreement** is issued to you.

To begin this process please email subcontracts@cccnetwork.com

Question and
Answer



Q&A



Consider
every angle®

COMMERCIAL CONTRACTING CORPORATION

**Thank you for your valuable
time!**

Linda Rosati

Director of Business Development



| Linda.Rosati@cccnetwork.com



| (248) 209-0452



Graininger

Supplier Diversity



Expand your distribution network when you partner with us.



Become a Supplier



**Potential Supplier
Information**

**Small Business Initiative Advisory Meeting
Schoolcraft College Vis TaTech Center
August 8, 2019**

Who Is Grainger?

Over 90 years experience in the MRO industry

- Began as AC motor supplier in 1927
- Publicly traded company with sales of \$10B

A Leading Industrial Supplier

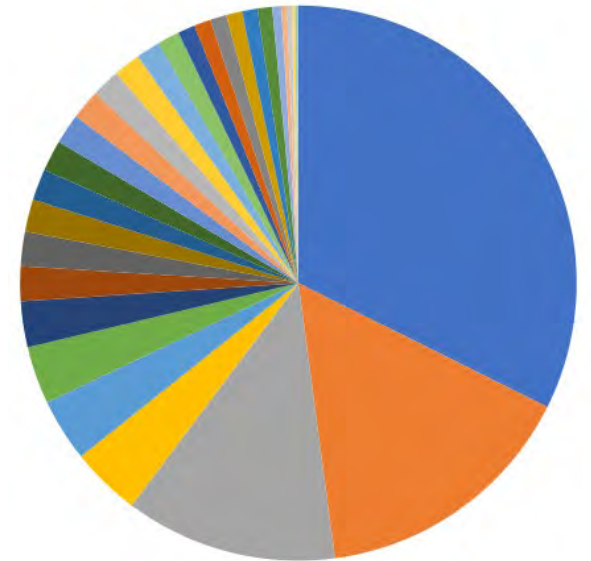
- \$11.2 billion sales
- Outside sales force of more than 3,000
- More than 5,000 suppliers
- More than 700,000 stocked SKUs in the United States
- Over \$1.6 billion in inventory
- 20 Distribution Centers
- Approx. 450 branches



Tier 2 Supplier Diversity

- Since 1999, Grainger has offered products from diverse businesses to help customers meet inclusive purchasing needs.
- The model is truly a win/win because diverse manufacturers can concentrate on what they do best and leave the distribution of their products to Grainger.

- Product Coverage



Tier 2 Highlights

Diverse Suppliers and Products

- 9.9% Revenue Growth v PY
- 11 Diversity Classifications
- 280+ Diverse Vendors
- 100,000+ Products
- 30 Product Segments

Small Business Suppliers and Products

- 2,200+ Small-Only Suppliers
- 490,000+ Products
- Nation-wide



SUPPLIER DIVERSITY

LET'S GET CONNECTED
We recognize the importance of meeting supplier diversity goals and have simple solutions to help you get started.

SAVE TIME AND MONEY
Our program provides quality products in categories from cleaning and maintenance supplies to tools and fasteners, that help meet your diversity requirements and satisfy Grainger quality standards.

HELP MEET PURCHASING REQUIREMENTS
Customers win because we keep track of their Direct Tier 2 diversity purchases from Grainger and we can report results quarterly.

A DIVERSITY SOURCE YOU CAN TRUST
Each supplier must be certified by or satisfy the ownership requirements for one of the following organizations:

- National Gay & Lesbian Chamber of Commerce
- Women's Business Enterprise National Council
- National Minority Supplier Development Council
- Small Business Administration

For the full offer of Grainger diversity supplier product listings, go to Grainger.com® and enter "Supplier Diversity" in the search bar. You can also shop for quality, high-value Grainger exclusive brands from diverse suppliers by filtering your search by "Grainger Choice".

nglcc
National Gay & Lesbian Chamber of Commerce

WBENC
Women's Business Enterprise National Council

NMSDC
National Minority Supplier Development Council

MBDA
Minority Business Development Agency

If you're a supplier and want to participate in the Grainger Supplier Diversity Program, register at:
grainger.com/content/supplier-overview

GRAINGER.COM® | 1.800.GRAINGER

GRAINGER
115 YEARS OF SERVICE

Diverse Products

- Products from diverse businesses are identified on Grainger's website and within our catalog with the Supplier Diversity symbol 

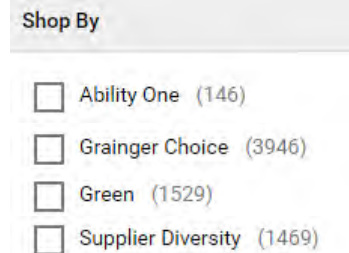
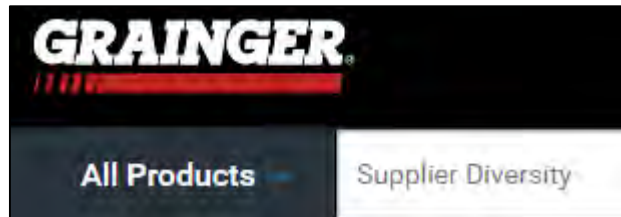
Blue Granular Ice Melt, -8°F, 12 lb. Plastic Shaker Jug



Laundry Detergent, 210 oz. Jug, Unscented Liquid, 1 EA



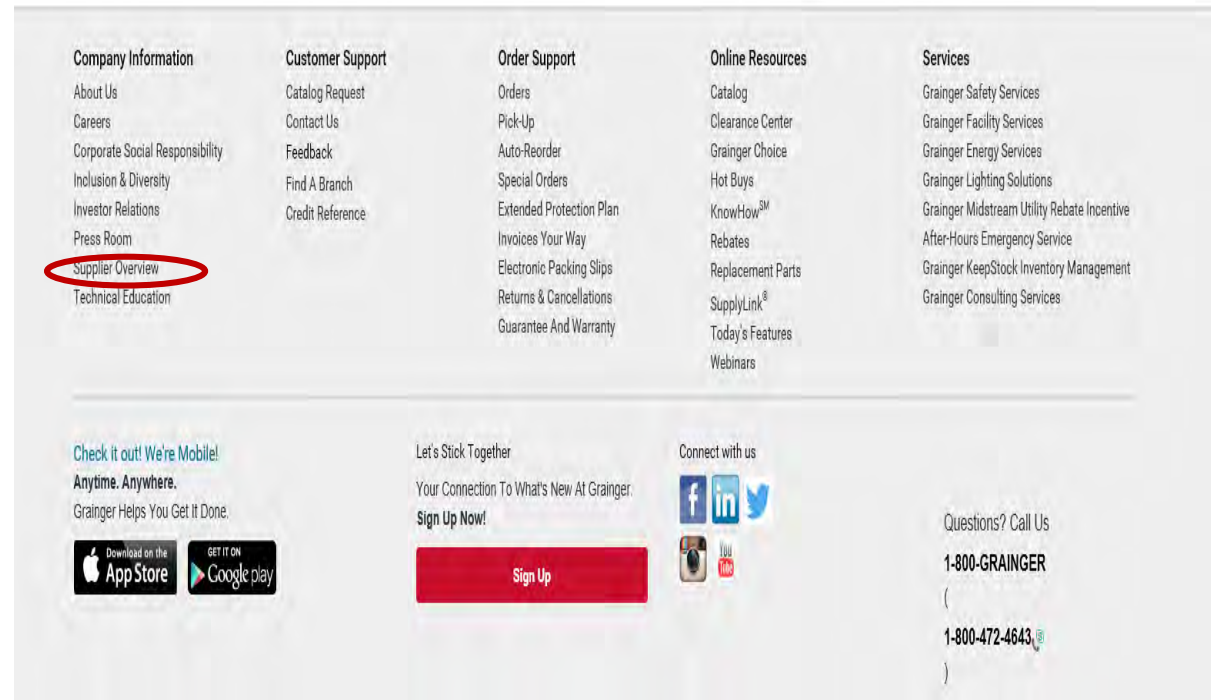
- On Grainger.com, customers can search “Supplier Diversity”, or filter:



How to Register as a Diverse Supplier

Prospective Supplier: How Do I Get Started With Grainger? Visit: www.grainger.com

1. On the bottom of the Grainger.com homepage, click
“Supplier Overview”

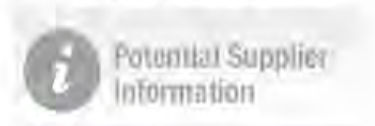


2. Click, Become a Supplier

Supplier Overview



Expand your distribution network when you partner with us.



Welcome to the Grainger Supplier Overview Page

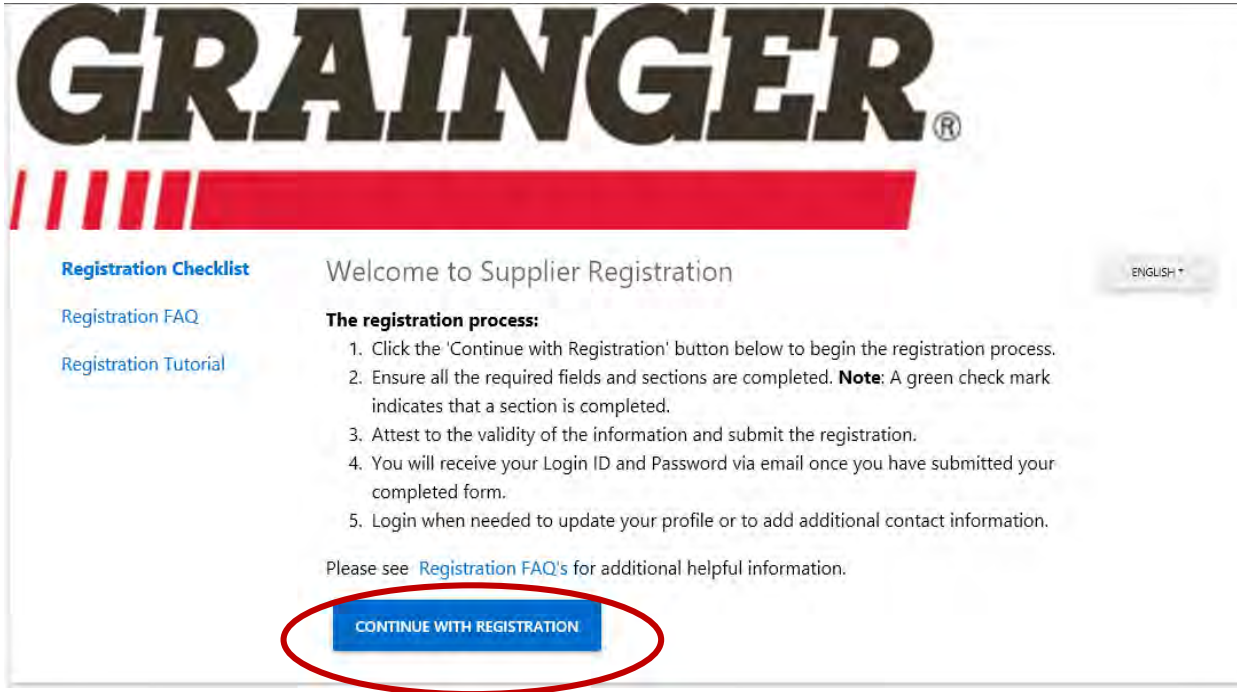
Here you'll find helpful information about the requirements and expectations of becoming a Grainger supplier, plus information on our Supplier Diversity program and green resources.

Grainger works with more than 4500 suppliers around the world to ensure consistent and reliable service, increasing the speed at which products move through the supply chain and are available for our customers. We work with nearly 170 women-, minority-, veteran-, service-disabled veteran- and LGBT-owned businesses in the U.S. that provide more than 32,000 products to our company's offering.

How to Register as a Diverse Supplier

3. This will open up the [Jaggaer Supplier registration page](#). Click “Continue with Registration”.

4. Fill out the registration form. A registration tutorial video is available at the top of the registration page:



The screenshot shows the 'Welcome to Supplier Registration' page. On the left, there is a sidebar with links: 'Registration Checklist', 'Registration FAQ', and 'Registration Tutorial'. The main content area has the heading 'Welcome to Supplier Registration' and a section titled 'The registration process:' followed by five numbered steps. A blue button labeled 'CONTINUE WITH REGISTRATION' is circled in red at the bottom of the page. A language dropdown menu shows 'ENGLISH'.

GRAINGER®

[Registration Checklist](#)
[Registration FAQ](#)
[Registration Tutorial](#)

Welcome to Supplier Registration

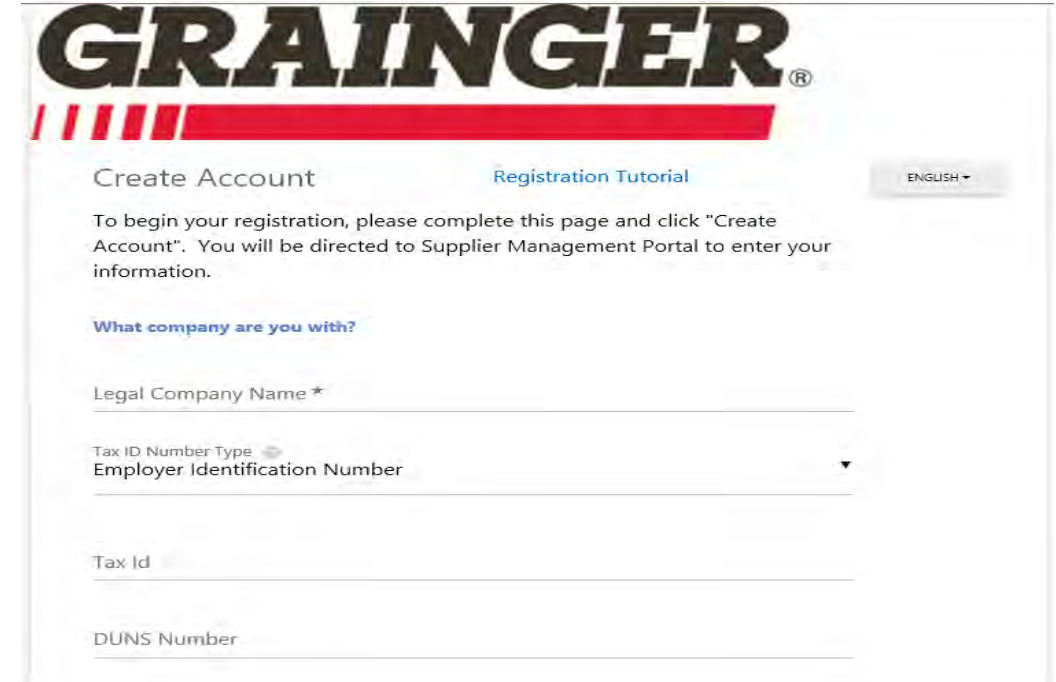
The registration process:

1. Click the 'Continue with Registration' button below to begin the registration process.
2. Ensure all the required fields and sections are completed. **Note:** A green check mark indicates that a section is completed.
3. Attest to the validity of the information and submit the registration.
4. You will receive your Login ID and Password via email once you have submitted your completed form.
5. Login when needed to update your profile or to add additional contact information.

Please see [Registration FAQ's](#) for additional helpful information.

CONTINUE WITH REGISTRATION

ENGLISH ▾



The screenshot shows the 'Create Account' registration form. It includes a 'Registration Tutorial' link and a language dropdown set to 'ENGLISH'. The form contains several input fields: 'Legal Company Name', 'Tax ID Number Type' (with a dropdown arrow), 'Employer Identification Number', 'Tax Id', and 'DUNS Number'. A section titled 'What company are you with?' is also visible.

GRAINGER®

Create Account [Registration Tutorial](#) ENGLISH ▾

To begin your registration, please complete this page and click “Create Account”. You will be directed to Supplier Management Portal to enter your information.

What company are you with?

Legal Company Name *

Tax ID Number Type ▾
Employer Identification Number

Tax Id

DUNS Number

How to Register as a Diverse Supplier

5. You will be redirected to your Supplier Registration. All fields must be completed before you move onto the next step. You can track your progress with the check marks on the left-hand side.

The screenshot shows the 'Welcome to Supplier Registration' page for a user named 'Test - BB'. On the left, a sidebar indicates the registration progress: '1 of 5 Steps Complete'. The steps listed are: Welcome, Company Overview (checked), Business Details (checked), Addresses (checked), Contacts (checked), Diversity (checked), and Certify & Submit. The main content area is titled 'Welcome to Supplier Registration' and includes a 'The registration process:' section with five numbered steps. Below this, it says 'Please see [Registration FAQ's](#) for additional helpful information.' A section titled 'Required to Start Registration' contains a form field for 'Legal Company Name' with the value 'Test - BB'. At the bottom, there is a note '★ Required to Complete Registration' and two red buttons: 'Next >' and 'Save Changes'.

6. Once complete, you'll need to Certify & Submit. This step will be unlocked when everything else is completed. After you have signed off on the information and submitted it, your registration is complete.

- ☐ We review our products on a scheduled cadence based on the category.
- ☐ We will keep your information on file, and when we review your product category next, we will reach out to you if your products fit our portfolio needs.

Thank you again for your interest.
Registration Information Available

If you have any questions, please reach out to
[Supplier Lifecycle Onboarding@Grainger.com](mailto:Supplier_Lifecycle_Onboarding@Grainger.com)

Tier 2 Wrap-Up

- Customers can also source products from diverse vendors that are not currently available in Grainger's general catalog, subject to Grainger's sourcing terms and conditions.
- Periodically, we conduct review to see where we can be inclusive of MBE/WBE/VBE/LGBT firms, and search the following databases for certified MBE/WBE firms:
 - National Minority Supplier Development Council (NMSDC)
 - Women's Business Enterprise National Council (WBENC)
 - Small Business Administration (SBA)
 - Disability: IN
 - National Gay & Lesbian Chamber of Commerce (NGLCC)
 - Grainger's Internal Supplier Registration Portal
- Grainger is proud to be a member of the Women's Business Enterprise National Council (WBENC). Grainger became a member of the National LGBT Chamber of Commerce (NGLCC) in 2014.

For More Information

- Visit us online for more information

Supplier Diversity



Expand your distribution network when you partner with us.



Become a Supplier



Potential Supplier
Information



www.grainger.com

- Read about Supplier Diversity in Grainger's Corporate Social Responsibility Update



Thank you

QUESTIONS

Marilyn Sims
Sr. Channel Business Manager
513/200-3094
Marilyn.sims@grainger.com

Thank You!

Kokosing Industrial

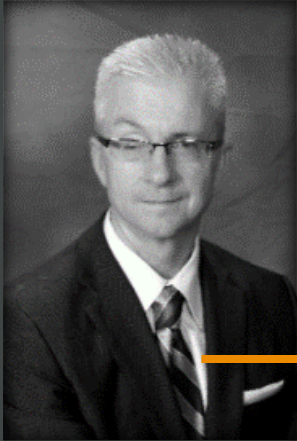
GLWA SMALL BUSINESS MEETING

AUGUST 8, 2019



kokosing 
INDUSTRIAL

MEET THE TEAM



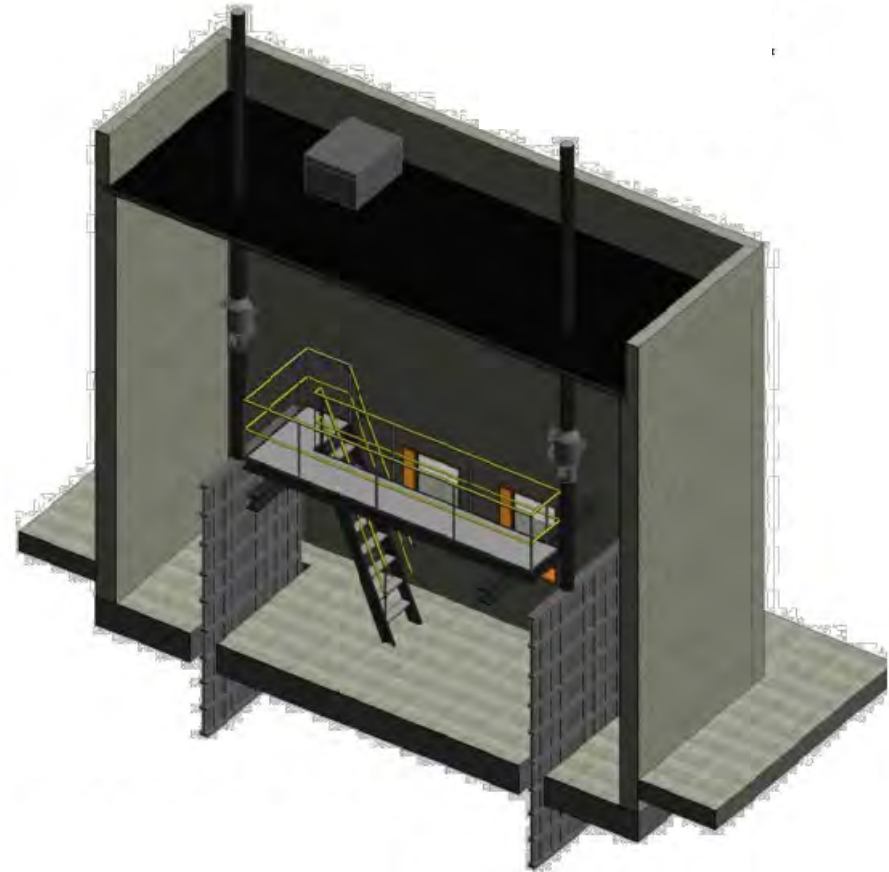
Dennis Tinkler
Sr. Business Development Manager



Jim Miller
Sr. Project Manager

DESIGN BY SAFETY

- Access Platforms
- Reduced Weight Cover Plates
- New Basin Stairs and secondary means of egress



TOP RANKED CONTRACTOR



16th
WASTEWATER



4th
WATER TREATMENT

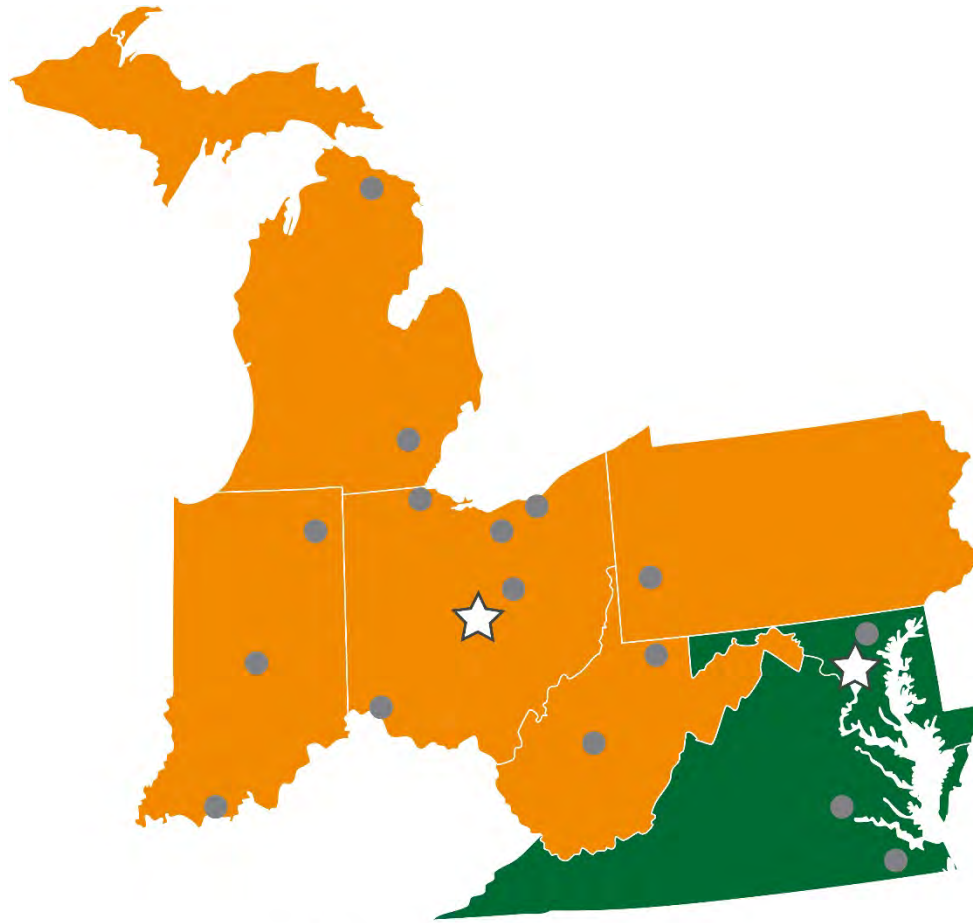


48th
ENVIRONMENTAL



10th
HIGHWAY

KOKOSING LOCATIONS



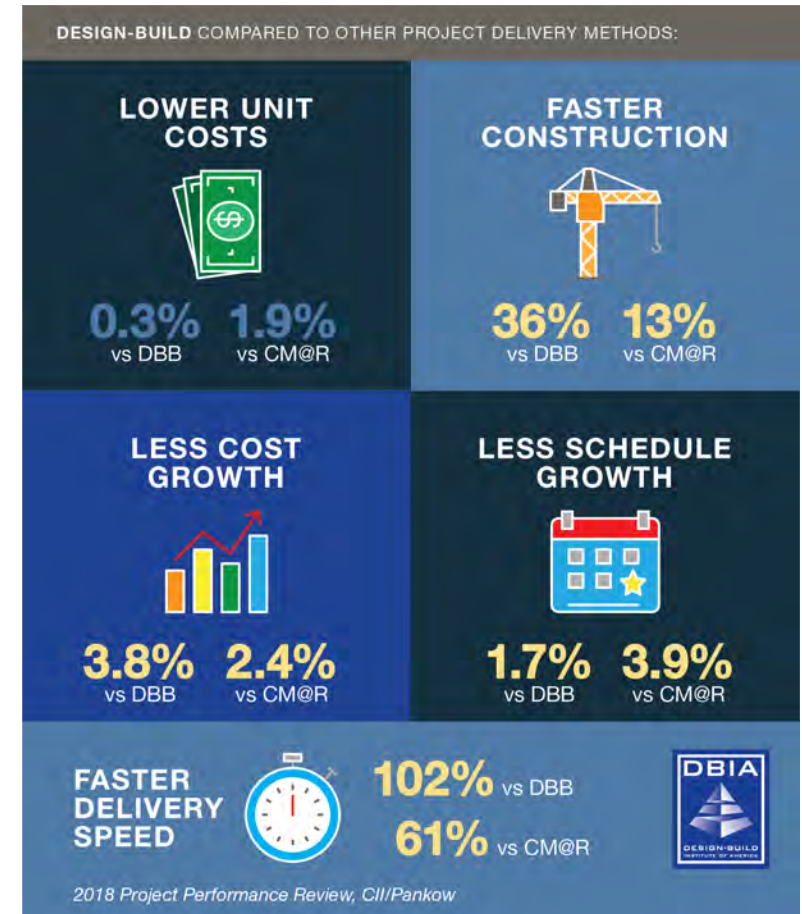
-  Kokosing Offices
-  Corman Kokosing Offices

-  Headquarters
-  Office Locations

DESIGN-BUILD PROJECTS

- Seeking Qualified Engineers and Subcontractors
 - Lead Engineers
 - Support Engineers
 - Mechanical Subcontractor
 - Electrical Subcontractor
 - Others

Email Dennis Tinkler at
dft@kokosing.biz



ALL PROJECTS

- Seeking Qualified Subcontractors
 - Landscaping
 - Fencing
 - Paving
 - Trucking
 - Demolition
 - Masonry
 - Rebar Furnish & Installation
 - Other

Email Sonja Nichols at snichols@Kokosing.biz

TOGETHER,
WE CAN
BUILD IT ALL



kokosing
INDUSTRIAL



Wade Trim

Working with Small Businesses

presented for
GLWA Small Business Initiative

August 8, 2019



National Firm Based in Detroit



Infrastructure design **in metro Detroit since 1926**

30+years working with DWSD/GLWA

Water Resources group focuses on **full water and wastewater services**

Other markets include **Construction, Transportation, Municipal Services** and **ICE** (Industrial, Commercial, and Energy)

+ 450
EMPLOYEES

21
OFFICES

10
STATES



SBE Services on Wade Trim Projects



Omaha Public Works Dept

- Geotechnical
- Environmental
- Survey
- Architecture
- Permitting
- Public outreach



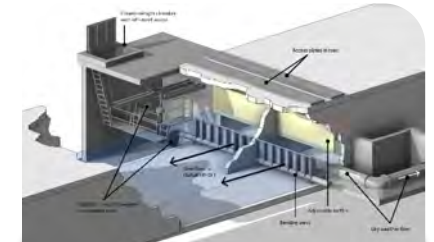
Michigan DOT

- Maintenance of traffic
- Permanent pavement marking
- Geotechnical/materials testing
- Roadway lighting
- Traffic signal design
- Roadway/bridge inspect
- Construction engineering



Great Lakes Water Authority

- Instrumentation & controls
- Specialty contracting/consulting
- Architectural
- Public relations
- Geotechnical/materials testing
- Environmental



New York City DEP

- Environmental
- Landscape architecture
- Survey
- Cost estimating
- Traffic engineering



Metropolitan Sewer District of Greater Cincinnati

- Instrumentation & controls
- H&H modeling
- Survey
- Architecture
- Permitting
- Public outreach

Macomb County DPW

- Geotechnical/materials testing

Wayne County DPS

- Geotechnical/materials testing



Northeast Ohio Regional Sewer District

- H&H modeling
- Flow monitoring
- Pipe inspection/survey
- Geomorphic assessments
- Cost estimating

City of St. Petersburg

- Geotechnical
- Environmental



Allegheny County Sanitary Authority

- Geotechnical/environmental
- Civil/electrical engineering
- Public outreach

Pittsburgh Water & Sewer Authority

- Geotechnical/survey
- CADD services
- H&H modeling

What We Look for in Subconsultants

Similar culture—**value, collaboration, teamwork,** and **communication**

Provide **professional, high-quality services**

Focus on delivering project solutions that **maximize** our clients' **infrastructure investment**

Accountability—stand behind your work and honor your commitment



How to do Business with Wade Trim



Questions?

Walsh Construction

WALSH CONSTRUCTION OVERVIEW

AUGUST 8, 2019



A photograph of three construction workers in safety gear, including hard hats and high-visibility vests, smiling and interacting on a construction site. The image is overlaid with a semi-transparent green filter.

WHO WE ARE

WALSH



121
years in
business

4th
generation
family-
owned

WALSH
CONSTRUCTION CO.
140 N. DEARBORN ST.
CHICAGO, ILL.
AN. 3-3072
EW 7440

An aerial photograph of the Detroit skyline, showing a dense cluster of skyscrapers in the center, including the GM Renaissance Center. The city extends into the background with a mix of urban and green spaces. A large green circle is overlaid on the right side of the image, containing white text.

25+
years in
Detroit

\$5B
annual
revenue



Cannelton Hydroelectric Plant

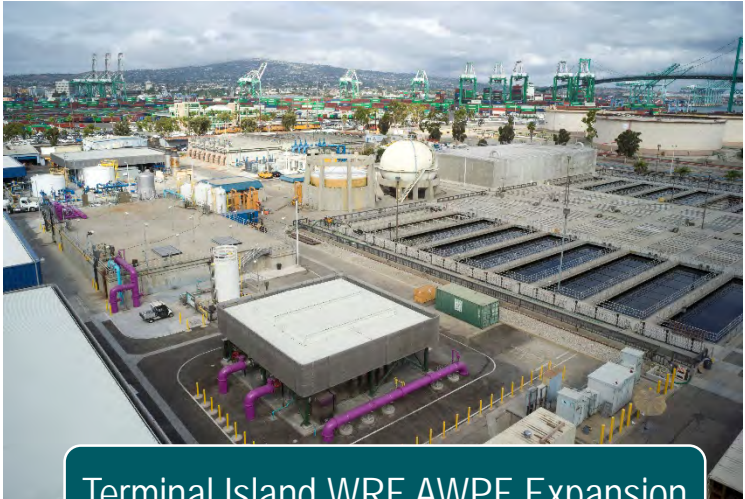


Rouge River Outfall 2

Water Works Park Treatment Plant



Clintondale Pump Station
Improvements



Terminal Island WRF AWP Expansion



EXPERTISE IN WATER / WASTEWATER





THE WALSH GROUP

RANKS #1

Water Treatment and Desalination Plants
Wastewater Treatment Plants



WALSH WATER / WASTEWATER

30

YEARS IN
WATER /
WASTEWATER

400

WATER /
WASTEWATER
PROJECTS

\$9B

IN WATER /
WASTEWATER
CONSTRUCTION

WALSH'S WORK FOR GLWA



SUBCONTRACTOR OPPORTUNITIES

