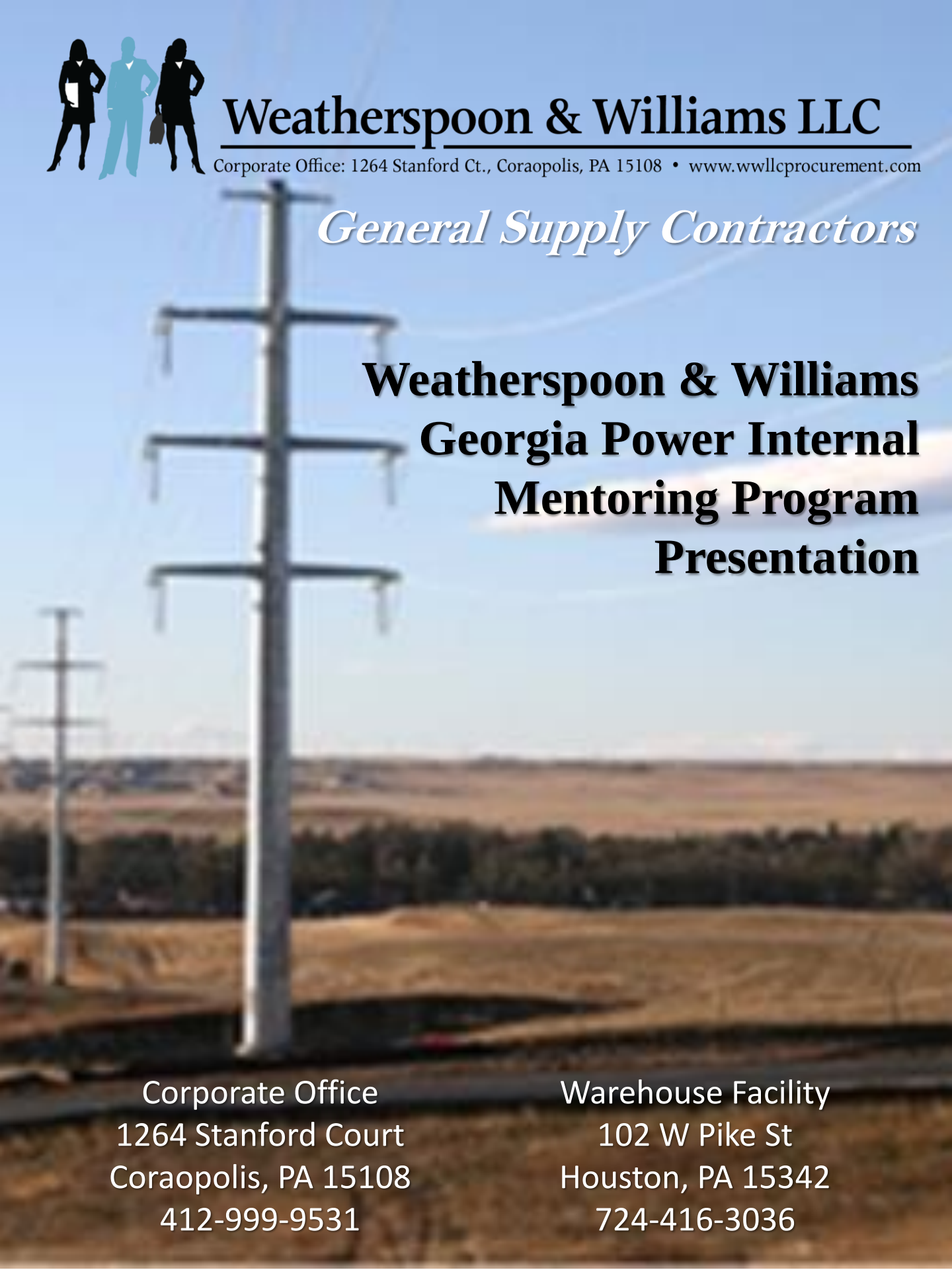


Weatherspoon & Williams LLC

Corporate Office: 1264 Stanford Ct., Coraopolis, PA 15108 • www.wwllcprocurement.com

General Supply Contractors

Weatherspoon & Williams Georgia Power Internal Mentoring Program Presentation

Corporate Office
1264 Stanford Court
Coraopolis, PA 15108
412-999-9531

Warehouse Facility
102 W Pike St
Houston, PA 15342
724-416-3036

Mission statement

Weatherspoon & Williams LLC's mission through the Georgia Power Internal Mentoring Program experience is to learn how to do business with GA Power/ Southern Companies. Through this program and the assigning of an individual mentor, it was our goal to introduce ourselves and interact with relative business divisions in GA Power.

Weatherspoon and Williams, LLC believes in and practices a "quality at the source" philosophy to ensure all products and services meet or exceed our customer requirements at competitive pricing. As individuals, we must always follow existing procedures and policies and assure we do it right the first time, every time. As a team, we must strive to wisely improve our products and processes for the future. Weatherspoon and Williams, LLC recognizes the value of robust quality systems. Our philosophy is one of constant improvement and emphasizing quality at the source mentality. Innovation and independent thinking are encouraged, resulting in enhancements to the process, service, and product quality.

Weatherspoon and Williams, LLC. is a company that focuses on the manufacturing and delivery of fabricated steel and product distribution as well as complete material chain management and procurement. W&W is a DBE, MBE and SBE member with over 30 years of consulting experience.

We have a combined experience of 35 years in the fabrication and manufacturing industry with a strong focus in heavy highway contracting. Our combined services can facilitate the growth of both start-up businesses and the advancement of long-standing corporations.

Who Are We at Weatherspoon & Williams?

Strategic Plan

Weatherspoon & Williams, LLC

Don Williams

November 22, 2019

1. PREPARATION FOR PLANNING
2. VISION
3. SWOT ANALYSIS: STRENGTHS, WEAKNESSES, OPPORTUNITIES, THREATS
4. CONTEXT (NEEDS ASSESSMENTS/DEMOGRAPHIC PROFILE)
5. MISSION
6. PROBLEM STATEMENT
7. STRATEGIES
8. GOALS & OBJECTIVES
9. ACTION PLAN/ ACTIVITIES

1.Preparation For Planning

- Make sure that everyone involved in the company is aware of our plans to grow the business.
- Consider the amount of staff that we will need to have to successfully operate and grow the business.
- Plan out our next projects to better communicate the timeline that we want to operate along and to run the business more efficiently.
- Finally, plan out how we wish to sell our products and services. The most basic outcome is that we meet our goals, but also consider the risks and problems that might occur along the way that might stand in the way of reaching our goals.

2.Vision

A vision statement is a long range picture of what the world would be if we successfully implemented our product the way we want it to happen. An example of a vision statement for our company is:

Weatherspoon & Williams LLC is dedicated to providing quality construction, technical and management services to our customers. We will strive to implement a long term relationship with our clients, based on safety, quality, timely service and an anticipation of their needs.

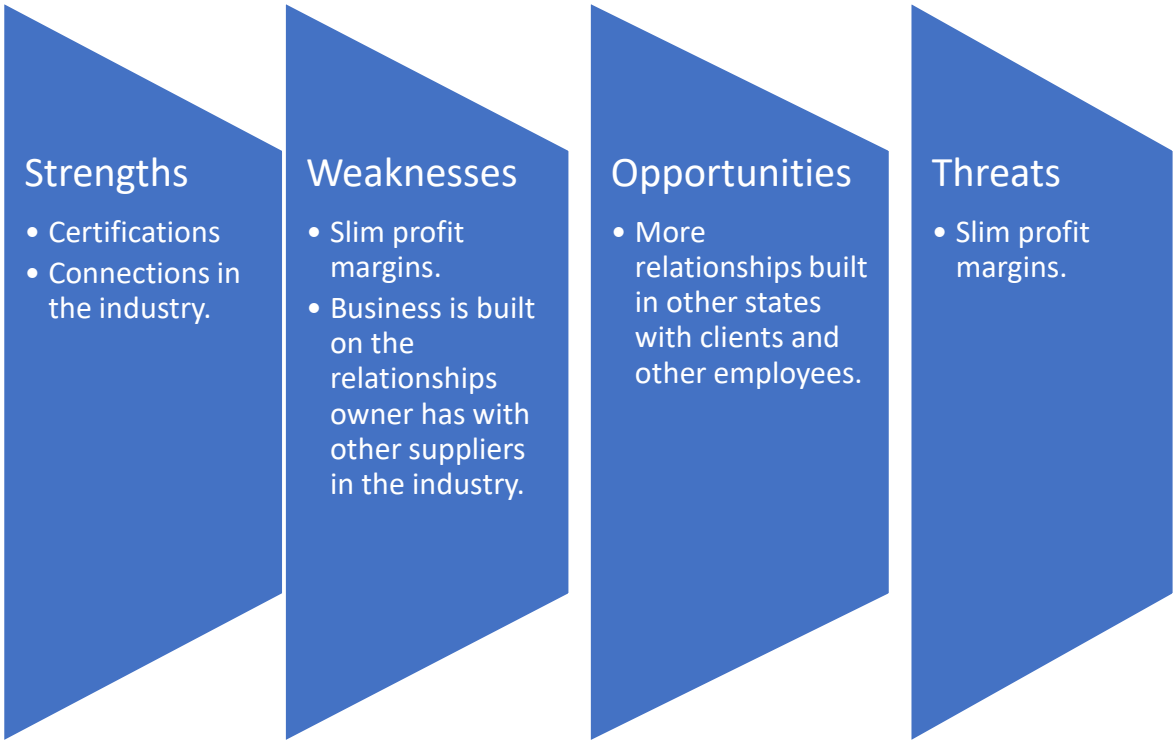
3. SWOT Analysis: Strengths, Weaknesses, Opportunities, Threats

SWOT analysis can be done at both internal and external levels. SWOT provides additional context for strategic decision making. To perform an internal analysis, we gathered the information about our company's strengths and weaknesses, product materials, relationships with stores, limitations, and opportunities.

An External Analysis allows us to better understand the organization's societal impact and the viewpoint others have on our company. External factors may include things like the economy, funding, demographics, social and technological trends, competition, politics, and public opinions.

Internal Analysis

External Analysis



4.Context (Needs Assessments/Demographic Profile)

Population demographics:

Pittsburgh is the second largest city in Pennsylvania. As of 2017, there are roughly 302,500 people living in the suburbs and 2.36 million people living in the metro area.

Population by race & ethnicity:

- White- 65%
- Black or African American- 22%
- Asian- 6%
- Two or more races- 3%
- Hispanic or Latino- 3%

Population transportation to work:

- Drove alone- 54%
- Carpooled- 9%
- Public transit- 18%
- Bicycle- 3%
- Walked- 10%
- Other- 1%
- Worked at home- 5%

Population by age range:

- 0-9: 9%
- 10-19: 11%
- 20-29: 24%
- 30-39: 14%
- 40-49: 9%
- 50-59: 13%
- 60-69: 11%
- 70-79: 5%
- 80+: 4%

Area Growth Forecast:

District 11 will invest an estimated $208 million on 68 projects to improve, preserve or rehabilitate transportation infrastructure including 42 bridges (37 structurally deficient) in Allegheny County in 2018. Additionally, 102 miles of roadway will be paved or resurfaced and more than $21 million will be invested in tunnel maintenance and improvements. Approximately 59 projects will be bid this year valued at an estimated $171 million.

Key External Drivers

1. Federal funding for transportation
    - The vast majority of industry projects are funded by the public sector. State and local authorities are the largest contributors, although the federal government provides significant funding through allocations to local and state authorities. Any increase in public spending on highways improves industry revenue. Federal funding for transportation is expected to decrease in 2018, posing a potential threat to the industry.
2. Local and state government investment
    - Local and state governments are major investors in fixed assets such as structures, equipment and software. A portion of this investment is allocated toward road, highway and street construction, with climbing investment providing more government resources for industry projects. Local and state government investment is expected to increase in 2018, representing a potential opportunity for the industry.
3. Price of Steel
    - Project managers and contractors in this industry typically bid for funding and contracts based on estimated costs of completion. As the prices of inputs like steel rise, demand for road and highway construction falls, but the price of services also rises in the short-term, boosting industry revenue. The price of steel is expected to increase in 2018.
4. Value of private nonresidential construction
    - The cyclical growth and dispersal of nonresidential construction activity stimulates demand for the installation of transportation infrastructure, such as airport runways, private roads and streets, in turn boosting industry demand. The value of private nonresidential construction is expected to rise in 2018.
5. Value of residential construction
    - Similar to private nonresidential construction, booming residential construction activity generally stimulates demand for the installation of transportation infrastructures such as roads, sidewalks and street lighting. Consequently, an increase in the value of residential construction supports industry demand. The value of residential construction is expected to increase in 2018.

Guiding Principles:

- Our guiding principles become the most important things to remain in check with when expanding. These can be considered pillars or what hold our company up and cannot be changed easily. Maintaining the same guiding principles as we seek larger and newer clientele will be critical to maintaining the brand we desire. There is no set number of principals we should or need to have, but keeping it around 3 will be easier for us to move forward with our business.

5.Mission

A mission statement is the core of why we are doing the work we do. It reflects the purpose and may include strategic reflection. Developing a perfect mission statement is difficult, so we have come together and brainstormed to come up with something. We took the overall consensus of what elements need to remain in the mission statement and put together what we think embodies our company well. Here is what we came up with:

Weatherspoon and Williams, LLC is a company that focuses on the manufacturing and delivery of fabricated steel and product distribution as well as complete material chain management and procurement. WWLLC is a Minority Business Enterprise certified as DBE, MBE, and SBE with over 30 years of experience in the Heavy Highway Industry.

6.Problem Statement

The major obstacle that our company possesses is its lack of operational rules. An operational rule executes one or multiple client management functions on specific devices or device groups in the defined order. Because we know our business best, and would rather promote it on our own, my role, as CEO and Owner, in the company is best in marketing and business development. One of our consultants from the Small Business Development Center always says, “You cannot be working on your business if you are working in it.”

- Working with operational rules consists of three steps:
    - Creating operational rule: adding steps, packages, dependencies
    - Distributing operational rule: selecting assigned objects, defining the assignment and execution schedule
    - Monitoring operational rule: following the execution progress and results, getting noticed by events that are triggered by the operational rule

With operational rules we are creating dynamic scenarios that define how groups of client systems are to be managed today, and how they should automatically adapt to any changes in the future. By applying these rules to groups of end-users, client management ensures that the users' devices are automatically provisioned with the right tools at the right time.

7.Strategies

Once we have established steady operational foundation for our business, it is time for us to consider different long-run strategies. The long term goal is to have a presence in as many states as possible with a strong foundation in Pennsylvania. This of course will take some time, so we will have to tackle each goal in stages.

Stage 1 Expanding Our Employee Base

This is the first stage on here because expanding our employee base is crucial to obtaining our long term goals and even some of our short term goals. One clear advantage to expanding a business is the opportunity to staff the firm with new, qualified people. Since people are often recognized as the most important asset of a company, acquiring new and talented personnel is a clear-cut advantage to business expansion. These people can help streamline processes, bring fresh ideas to the organization and bring a sense of camaraderie to the organization.

> **Goal:** Hire new people to focus on specific aspects of the business.
>
> **Action**: See where we are lacking in productivity and decide how many people we need and what we need those people to focus on.

Stage 2 – Improve Market Position

This is possibly the most important stage for us to focus on. This is both a short term goal and a long term goal. The short term aspect of it would be improving our market position in Pittsburgh and Pennsylvania, then the long term aspect of it would be improving our position in several other states (we do not need to worry about the long term goal of this stage primarily because the stages are focusing on short term goals). There are several ways on how we could increase our market position such as through advertising, promotion and innovation.

If we increase advertising and promotion expenditures, we stand a good chance of capturing market share, especially if our competition is cutting back on ad spending. We let the buying customer know that we are maintaining a robust effort to remain vital in the marketplace.

Businesses that increase advertising and promotion during recessions actually experience higher sales growth during the recession and for three years after. Our visibility through advertising and promotion builds our reputation with the customer. We will draw customers to us, because they read the signal of increased advertising and promotion as increased success of our business. Although most advertising is through word of mouth, that word of mouth starts with awareness that customers have gained about our company through our advertising and promotions.

> **Goal:** Understanding who our biggest competitors are in each state and how to build relationships "around" them.
>
> **Action**: Brainstorming with our team and coming up with ideas to give us a bigger share in the market which will lead to a better market position.

Stage 3 – Standardize Pricing Structure

After we have hired new employees and increased our market position in Pittsburgh and outside areas, we need to be focused on our prices. Standardizing our prices is very important because it is a constant and makes us seem more reliable to existing and potential customers. This will also become important when we look at our long term goal of expanding in several states. Having a set pricing structure for every area that we are in makes doing business with us so much easier for the clients and it will make our lives a lot easier as well. Steady and accurate pricing leads to better customer retention while still maintaining a competitive edge over our competitors.

> **Goal:** Come up with a standardized and accurate pricing model.
>
> **Action**: Deeper dive into the company's financials and competitor's pricing strategies.

8.Goals & Objectives

Revenue Goals

- Possible long term goal would be to double current revenue by the end of the next fiscal year
- Contract an advertising consultant for one month to help us analyze and capitalize on our customer's buying trends
- Spend some time learning about our primary competition and brainstorming on what we offer that they do not

Customer Service Goals

- Achieving at least 85 percent positive customer feedback (can go up in the future)
- Redesign the customer service research process to include new questionnaires and incentives such as discounts on future purchases for customers who take the time to respond

Employee Appreciation Goals

- Establish an employee appreciation goal of awarding an employee who provides the most creative input during the year in terms of practical ideas to improve the company
- Set short-term goals for employees and reward them when they reach said goal

Community Outreach Goals

- Building the company's name recognition within the community through community outreach projects is great long term goal to focus on
- Reward employees who volunteer with designated community programs with additional time off, bonuses or gift cards
- Choose one or two high-profile annual charity events to sponsor

Website Traffic Goals

- Increase traffic to our company's site by at least 50 percent by the end of the current fiscal year
- Research and purchase web traffic analysis software to better pinpoint current traffic trends

Weatherspoon & Williams LLC

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phone: 412-999-9531 • fax: 412-774-7308 • email: donw@wwllcprocurement.com

Glenda Stinson
Supplier Diversity Office Georgia Power
RE: Monthly Report (Designs for Accountability and Support)

Dear Mrs. Stinson,

Weatherspoon & Williams LLC has been in direct contact with its mentor, Stacey Sheffield, over the last 2 months. Even though he did not attend our last session due to illness, we have been in contact moving forward towards the long term goal we have established.

Weatherspoon & Williams has a very unique product, the steel foundation, which we have been providing data and researching the constructability of this product for power line installations with Georgia Power. Stacey and our company have been exchanging extensive information about this product. We also anticipate being an alternate supplier of transmission poles throughout the system.

We have planned another face-to-face meeting with the Georgia Power engineering team to help familiarize them with the many applications that can be added to their tool box when installing foundations in very difficult locations. To that end, Stacey has arranged a presentation with the engineering team that I will be executing after our meeting on March 23, at your corporate location.

Weatherspoon & Williams feels we have made a strong connection with our mentor and embrace the learning of how to do business with Georgia Power. We are on the way toward our long term goal, which is becoming a solid added value vendor to Georgia Power.

We look forward to continued learning. See you March 23 2018.

Sincerely

Don Williams
Owner/C.E.O.
Weatherspoon & Williams LLC
1264 Stanford Ct.,
Coraopolis, PA 15108
c: 412-999-9531
www.wwllcprocurement.com

Weatherspoon & Williams LLC

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phone: 412-999-9531 • fax: 412-774-7308 • email: donw@wwllcprocurement.com

4/27/2018

Glenda Stinson
Supplier Diversity Office Georgia Power
RE: Monthly Report

Weatherspoon & Williams LLC Monthly Report

Dear Mrs. Stinson,

Weatherspoon & Williams, LLC has been aggressively moving forward with establishing its presence in the State of Georgia, positioning itself to do business not only with Georgia Power and Southern Companies, but all over the state.

Part of our business strategy is that we have entered into a joint venture agreement with JABO Industries who is strong in the energy and solar markets along the east coast of the United States . The combination of our relationships and the ability for Weatherspoon & Williams to provide steel transmission poles and steel foundations has provided many opportunities since entering the mentoring program. (See flyer attached).

Also, in preparation of doing business with Georgia Power, Weatherspoon & Williams LLC has received its state of Georgia withholding tax registration and its sales tax certificate of registration. In addition, we have employed 1 local individual from that city if Atlanta Georgia.

We are moving ahead.

Don Williams
Owner/C.E.O.
Weatherspoon & Williams LLC
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Coraopolis, PA 15108
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Weatherspoon & Williams LLC

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6/26/2018

Glenda Stinson
Supplier Diversity Office Georgia Power
RE: Monthly Report

Weatherspoon & Williams LLC Monthly Report

Dear Mrs. Stinson,

This will be our most current report dated 6/26/18. During the time from our last report 4/27/18, Weatherspoon & Williams LLC has been in direct contact with Ben Davison of Southern Companies Transmission. After our last mentor protégé meeting, Stacey Sheffield, WWLLCs mentor, arranged a presentation and follow-up conversations with the Southern Company technical support group.

We were able to evaluate some live situations, and provide pricing and design as we best saw it. Weatherspoon & Williams and the Southern Companies are in continued negotiation to add a solution to the toolbox of transmission pole foundations.

There is an additional meeting on Thursday 6/28/18 after our mentor protégé meeting, in which we will further discuss these possibilities.

Weatherspoon & Williams is excited about working through the process and will continue on this path, building relationships throughout the company in attempts to provide quality products, on time service at competitive prices.

Attached for your review, dated 5/9/18 we have included our quotation and structural review as noted above.

Don Williams
Owner/C.E.O.
Weatherspoon & Williams LLC
1264 Stanford Ct.,
Coraopolis, PA 15108
c: 412-999-9531
www.wwllcprocurement.com

Southern Company

Supplier Diversity Mentoring Program
2019 Quarterly Reports

Check One:
○ 1st Quarter ◉ 2nd Quarter ○ 3rd Quarter ○ 4th Quarter

Reported by: Donald Williams Date: 08/08/2019

Mentor (s): Stacy Sheffield

1. Was there contact made with your mentor this quarter? Y or N Y
Mark all means of contact with your mentor that apply.

Face to Face: Y By phone: Y Email: Y Other:

2. Give any Work Plan updates completed and/or changes.

Continued pursuing of demonstration of new innovative metal foundations.

3. Identify key end-user or decision-maker introductions made this quarter.

Name: Dept: Substation

Name: Dept: Transmission

Name: Dept: Maintenance & Service

Any Additional Introductions:

4. Identify any area (s) of improvement for your mentor or share any process improvement ideas.

Mentor to take more active role in biweekly conversations, meetings, planning etc.

Southern Company

5. Has your company received a purchase order this quarter?	☑ Yes	☐ No
6. Has your company had the opportunity to quote this quarter?	☑ Yes	☐ No
7. Has your company received a contract this quarter?	☑ Yes	☐ No
8. Has your company received an opportunity to bid this quarter?	☑ Yes	☐ No

Please feel free to give any details regarding questions 5-8, if any.

All bidding was done independent of the Georgia Power Mentor Protege Program. WWLLC still has not been offered the oppurtunity to bid on any Southern Company Projects.

9. Has your company's revenue increased?	☑ Yes	☐ No
10. Has your company increased in employees (Full Time)?	☑ Yes	☐ No
11. Has your company increased in employees (Part Time)?	☑ Yes	☐ No
12. Has your company expanded or diversified its customer base?	☑ Yes	☐ No
13. Has your company grown in building space or in # of locations?	☑ Yes	☐ No

Please feel free to give any details regarding questions 9-13, if any.

All growth was done independent of the Georgia Power Mentor Protege Program. WWLLC still has not been offered the oppurtunity to bid on any Southern Company Projects.

Submit quarterly reports

to Mentoring Program

Supplier Diversity Consultant, Tamara V. Hall
tvhall@southernco.com

Southern Company

Weatherspoon & Williams LLC

Corporate Office: 1264 Stanford Ct., Coraopolis, PA 15108 • www.wwllcprocurement.com

METAL FOUNDATIONS

A Better Foundation Alternative

Stocking Warehouse / Small Parts FAB: 102 W. Pike Street, Houston PA 15342
email: donw@wwllcprocurement.com

QUALITY PRODUCTS, ON-TIME SERVICE, AT COMPETITIVE PRICING

Weatherspoon & Williams LLC

Corporate Office: 1264 Stanford Ct., Coraopolis, PA 15108 • www.wwllcprocurement.com

METAL FOUNDATIONS

Installed in a fraction of the time it takes to install concrete! • Structure can be mounted immediately!

PROVEN RELIABILITY

Shaner Industries' patented metal foundations are an innovative foundation alternative to support numerous structures. Made of solid steel, with no concrete required to install, Shaner Industries' steel fin pipe foundations are strong, durable, and cost effective. With more than 200,000 metal foundations successfully installed since 1993 – Shaner Industries metal foundations are clearly the unparalleled alternative to concrete foundations for any industry.

FASTER INSTALLATION

Shaner Industries' patented and proprietary foundation designs and installation processes make the job fast and efficient - requiring no excavation, no rebar, no forms, no spoils and no waiting period. Our metal foundations are installed in a fraction of the time it takes to install concrete foundations. Our foundaton designs and installation methods require virtually no digging and minimal equipment, allowing the foundations to be quickly and easily installed in various soil conditions and in any weather.

INDUSTRIES

- Power Transmission and Distribution (Poles, Substations, Towers ..etc)
- Structures (Buildings, Carports, Canopies, Cottages...etc.)
- Patented Fencing & Barrier Systems (SBFS™ Anti -tunneling fence system)
- Alternative Energy (Solar, Small Wind, Geothermal ... etc.)
- Mining (Conveyer Systems and Lighting)
- Highway (Poles, Signs, and Walls)
- Airport Lighting and Signs

- Patented Designs
- No Concrete, No Excavation, No Water, No Dewatering & No Waiting
- Save Time & Money
- Costs less and requires less time, less materials, less manpower, less equipment and less fabrication
- Installed in a fraction of the time it takes to install concrete foundations
- Ideal for undesirable soil conditions
- Ideal for remote locations
- Moveable and reusable
- Delivered to the job site ready to install
- Highly-experienced installation team

Stocking Warehouse / Small Parts FAB: 102 W. Pike Street, Houston PA 15342
email: donw@wwllcprocurement.com

QUALITY PRODUCTS, ON-TIME SERVICE, AT COMPETITIVE PRICING

Weatherspoon & Williams LLC

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phone: 412-999-9531 • fax: 412-774-7308 • email: donw@wwllcprocurement.com

Date: 8/1/2018

Southern Company Transmission
Transmission Line & Civil Engineering

Attention: Ben Davidson

Ref: Southern Company Transmission
Sample Structures for Review II

Dear Ben,

We are pleased to offer for your consideration our proposal for the following alternative foundations designs:

Structure 28 (Deptford-Southern LNG)
Foundation is designed for 8'exposure above grade. We assumed a baseplate diameter of 45" with a 36" bolt circle. Metal Foundation is 32' long, 42" diameter, 5,051 lbs. Our estimated cost to furnish and install a Metal Foundation for Structure 28 is $44,746.00.

Structure 82 (McDonough-Peachtree)
Metal Foundation is 24' long, 54" diameter, 11,545 lbs. Our estimated cost to furnish and install a Metal Foundation for Structure 82 is $65,585.00

Structure 18 (Little Ogeechee-Truman Parkway)
Metal Foundation is 34' long, 32" diameter, 11,081 lbs. Our estimated cost to furnish and install a Metal Foundation for Structure 18 is $69,988.00

Structures 996, 997 (North Macon-South Macon)
Metal Foundations are 41' long, 72" diameter, over 27,000 lbs. each. Our estimated cost to furnish and install both Metal Foundations for Structures 996, 997 on one mobilization is $190,411.00

Weatherspoon & Williams LLC

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Pricing includes:

1. Engineering and design of the Metal Foundations
2. PE stamped drawings and calculations
3. Fabrication and delivery of Metal Foundations
4. Manpower and equipment to install the Metal Foundations
5. Mobilization and De-Mobilization to the project sites.

Notes:

1. The installation time is approximately 2 working days at each location.

2. All other work not mentioned in "Pricing includes" above will be by "Others".

3. We have not included any premium time in our proposal.

4. We have not included any sales tax, bonds, license fees or special insurance in our proposal.

5. We have not included mounting hardware in our proposal.

6. All pricing is valid for 30 days.

7. Payment terms are net 30 days.

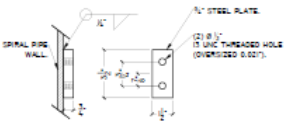
If you have any questions or if additional information would be required please do not hesitate to contact me at your earliest convenience. You may contact me on my cell phone at 412-999-9531.

Sincerely

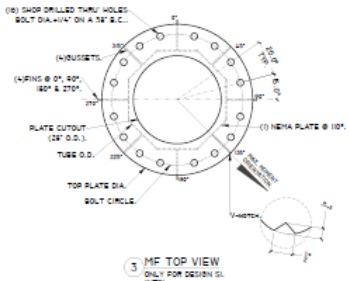
Donald E. Williams
CEO/ Owner
Weatherspoon & Williams LLC

METAL FOUNDATION DATA FOR GEORGIA POWER, GA

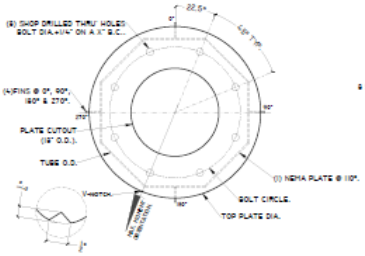
GA POWER STRUCTURE ♣ —— (DGRING ♣)	SHANER DESIGN ♣	TOP PLATE			STUDS/BOLTS			8 SIDED FORMED TUBE DIMENSION					FIN DIMENSION					WEIGHT NON GALVANIZED	MAX. POLE BASE LOAD REACTIONS			
		H	DIA.	YIELD KSI	QTY.	STUDS DIAMETER	BOLT CIRCLE	DIAMETER & MIN. WALL THK.	LENGTH	WELD T	WELD R	MIN. YIELD KSI	WIDTH & MIN. THK	LENGTH	WELD TI	WELD T2	MIN. YIELD KSI	LBS	OVERTURNING MOMENT KIP-FT	SHEAR KIPS	AXIAL KIPS	QTY.
18 (9-18)	S1	2.00"	Ø45"	50	16	Ø2.25"	Ø38.00"	32"Ø -0.50" WALL	34'- 0"	CJP	1/4"	50	14" - 1.00"	25'- 0"	5/16"	CJP	50	11,081	2,829.00	51.60	21.30	1
28 (9-3)	S2	2.00"	Ø45"	50	8	Ø2.25"	Ø36.00"	42"Ø -0.25" WALL	35'- 0"	CJP	1/4"	50	5" - 0.25"	10'- 0"	1/4"	CJP	50	5,051	415.20	9.40	-20.00	1



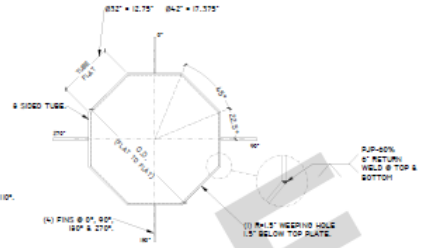
7 NEMA GROUNDING PLATE
APPLIES TO ALL FOUNDATIONS.
(NTS)



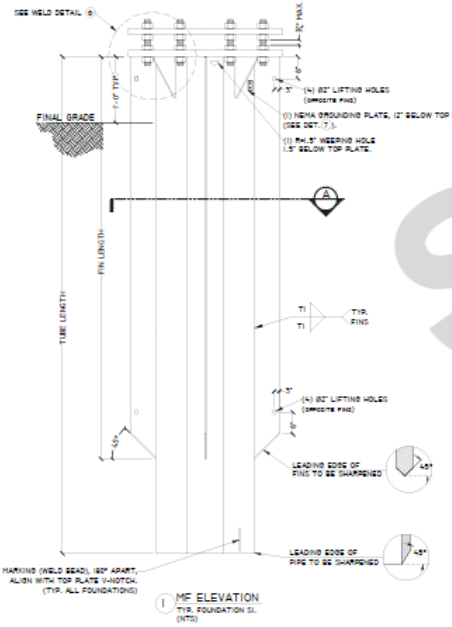
3 MF TOP VIEW
ONLY FOR DESIGN S1.
(NTS)



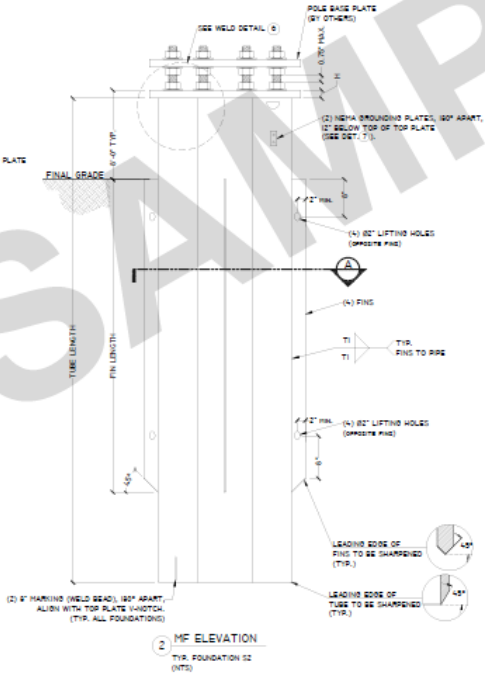
4 MF TOP VIEW
ONLY FOR DESIGN S2.
(NTS)



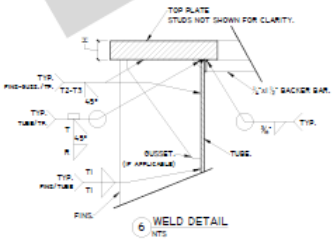
5 SECTION "A"
TYP. ALL FOUNDATIONS
(NTS)



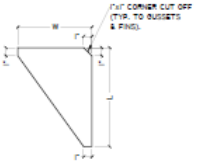
1 MF ELEVATION
TYP. FOUNDATION S1.
(NTS)



2 MF ELEVATION
TYP. FOUNDATION S2
(NTS)



6 WELD DETAIL
NTS



SHANER DESIGN ♣	GUSSETS				
	(W) WIDTH & THICKNESS	L	YIELD KSI	WELD T3	WELD T2
S1	6" - 1.00"	12"	50	CJP	CJP

8 GUSSETS DETAIL
NTS

SAMPLE

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STATE: GA
JOB NUMBE
PROJECT: S
DESCRIPTIO

Russell R. McMurry, P.E., Commissioner

GEORGIA DEPARTMENT OF TRANSPORTATION

One Georgia Center, 600 West Peachtree Street, NW
Atlanta, Georgia 30308
Telephone: (404) 631-1990

February 6, 2018

Don Williams, President/CEO
WEATHERSPOON WILLIAMS, LLC
21264 Stanford Court
Corapolis, PA 15108

ANNIVERSARY DATE: Annually on February 6

Dear Don Williams:

Congratulations! The Georgia Department of Transportation has reviewed your Georgia Uniform Certification Disadvantaged Business Enterprise (DBE) application. Our evaluation of the information submitted with your request for certification indicates that your firm has met the criteria outlined in Federal Regulations 49 CFR, Part 26.

DBE Certification will be continuous; however; it is contingent upon the firm maintaining its eligibility annually through this office. You will receive an Annual Affidavit for Continuing Eligibility (AACE) and request for Personal Financial Statement (PFS) approximately thirty days prior to your firm's certification anniversary date. **The Annual Affidavit for Continuing Eligibility document must be completed, signed and returned to our office before your anniversary date in order to continue your firm's eligibility as a DBE.**

Your firm will be listed in Georgia's UCP DBE Directory which can be accessed through the Department's website: www.dot.ga.gov. Prime contractors and consultants can verify your firm's DBE certification status and identify the work area(s) for which the firm is DBE-eligible through this Directory.

Your Vendor ID Code is: 15317

Your firm has been certified to provide the following services as outlined in the North American Industry Classification System (NAICS):

NAICS Codes:	611430	Professional & Management Development Traininganagement Consulting Services
	562112	Hazardous Waste Collection
	541618	Other Management Consulting Services
	541614	Process, physical distribution, and Logistics Consulting Services
	541613	Marketing Consulting Services
	541611	Administrative Management & General Management Consulting Services
	425120	Wholesale Trade Agents and Brokers
	423510	Metal Service Centers and Other Metal merchant Wholesalers
	332996	Fabricated Pipe and Pipe Fitting Manufacturing
	332312	Fabricated Structures Metal Manufacturing
	332999	All Other Miscellaneous Fabricated Metal Product Manufacturing

It is your obligation to notify GUCP of any changes in ownership and/or control of your company. If at any time during the year there is a change in ownership and/or control of your firm, you are required to notify this office of such change in writing by sworn affidavit and with supporting documents within thirty (30) days. Changes also include but are not limited to officers, directors, management, key personnel, scope of work performed, daily operations, ongoing business relationships with other firms or individuals, or the physical location of your firm.

Failure to do so will be deemed a failure, on your part, to cooperate and will result in immediate actions to remove DBE certification in accordance with ***49 CFR Part 26, Section 26.83 (j)*** of the Federal DOT Regulation.

Questions and concerns should be directed to this office by mail or telephone. Our telephone number is (404) 631-1972. Our fax number is (404) 631-1943.

Sincerely,

Betty Mason
State EEO Assistant Administrator

Kimberly A. King
EEO Director

KAK/atu

THE FEDELI GROUP

Risk Management Employee Benefits Insurance

Kevin S. Keller
Senior Vice President
Construction & Surety Division
(216) 643-6978
kkeller@thefedeligroup.com

November 1, 2019

Mr. Don Williams
Weatherspoon & Williams LLC
1264 Stanford Ct.
Coraopolis, PA 15108

Re: Weatherspoon & Williams LLC – Bondability

Dear Don:

Please allow this letter to serve as an indication of the ability of Weatherspoon & Williams LLC to provide surety bonds as required for projects that you may bid.

We are currently in the process of reviewing your underwriting package and the information to date indicates that we would be able to provide bonding for contracts up to $5,000,000.

We anticipate using United States Fire Insurance Company, NAIC #: 21113 as your surety company. They are rated by AM Best Company as A (Excellent) with a financial size of XII ($1 to $1.25 Billion in surplus). Their US Treasury limit is $121,886,000.

This letter should not be construed to be a commitment to become surety on any specific project. The surety expressly reserves its rights to modify its plans prior to issuing any bonds contingent upon review of the terms and conditions of the contract, bond forms, pertinent underwriting information, and financing for a project.

If you should desire further information, please feel free to contact me.

Sincerely,

Kevin S. Keller

Weatherspoon & Williams LLC
1264 Stanford Ct.,
Coraopolis, PA 15108
660 Boas St., Suite C
Harrisburg, PA 17102
Steel Procurement Division

Thank you for watching

We look forward to working with you!