



MAINTENANCE & JANITORIAL SUPPORT

Government - Commercial - Construction

Capabilities
&
Operations
Overview

2012



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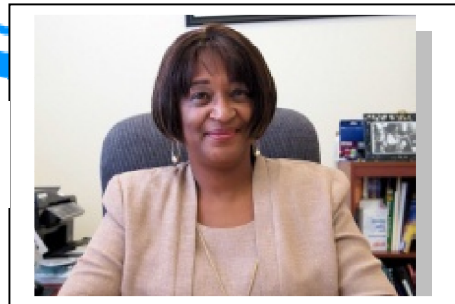
❖ A MESSAGE FROM OUR CO-FOUNDER & CEO

“Dear prospective customer,

I would personally like to thank you for your expressed interest in our company. By the end of reviewing our overview, we hope that you will have gained a profound understanding of what it is that we do, how we do it, and if you can benefit from any of our areas of services as a preferred client. I would like to assure you that as a co-founder of LDI, I have a personal vested interest in maintaining a standard of excellence, commitment and rapport with our customers. The customer’s needs have been the cornerstone and building blocks of our company. It has helped to propel us to greater knowledge and development of comprehensive methods for successfully becoming a major competitive contractor within our industry.

We are a dedicated business that has continued to deliver stellar support operations to many different clientele for over 20 years. We began our journey providing solely residential community cleanings. This journey quickly equipped us with the resources, tools, and knowledge to provide our services to our nation’s military installations. We have serviced federal facilities as both Prime and subcontractors. Although, we still insist that no project is either too great or too small. We have the manpower, staff, and proven strategy to accomplish mission goals no matter the scope of the request. We would welcome the opportunity to demonstrate to you that we are your maintenance and custodial services provider. Thank you.”

- Deborah A. Williams, CEO



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❖ WHO WE ARE

Established 1987, Lady Deborah's, Inc. (LDI), is an SBA certified WOSB and have offered unparalleled facilities maintenance and janitorial support operations to a diverse range of customers, including, the U.S. Government, state agencies, defense corporations, and construction developers. Our operations span throughout the Southeast Region of the United States and the mark of our work can be found on many U.S. military installations including the U.S. Marine Corps Blount Island Command, Naval Air Station Jacksonville, Naval Station Mayport and Kings Bay Naval Submarine Base.

In addition to conducting base maintenance and custodial services, we have developed a niche for offering commercial and residential construction project cleanup; and restoration activities. We have supported large development firms in this particular area for over 20+ years.

We have the past performance history to demonstrate excellence on a large scale and are trusted to come up with the most innovative and cost-effective solutions in order to exceed our clients mission goals. What sets us apart is that we value our client relationships and pride ourselves in remarkable customer service and operational excellence. Our team accomplishes the job by going above and beyond with timely and efficient support that assist in moving our customer's initiatives forward.

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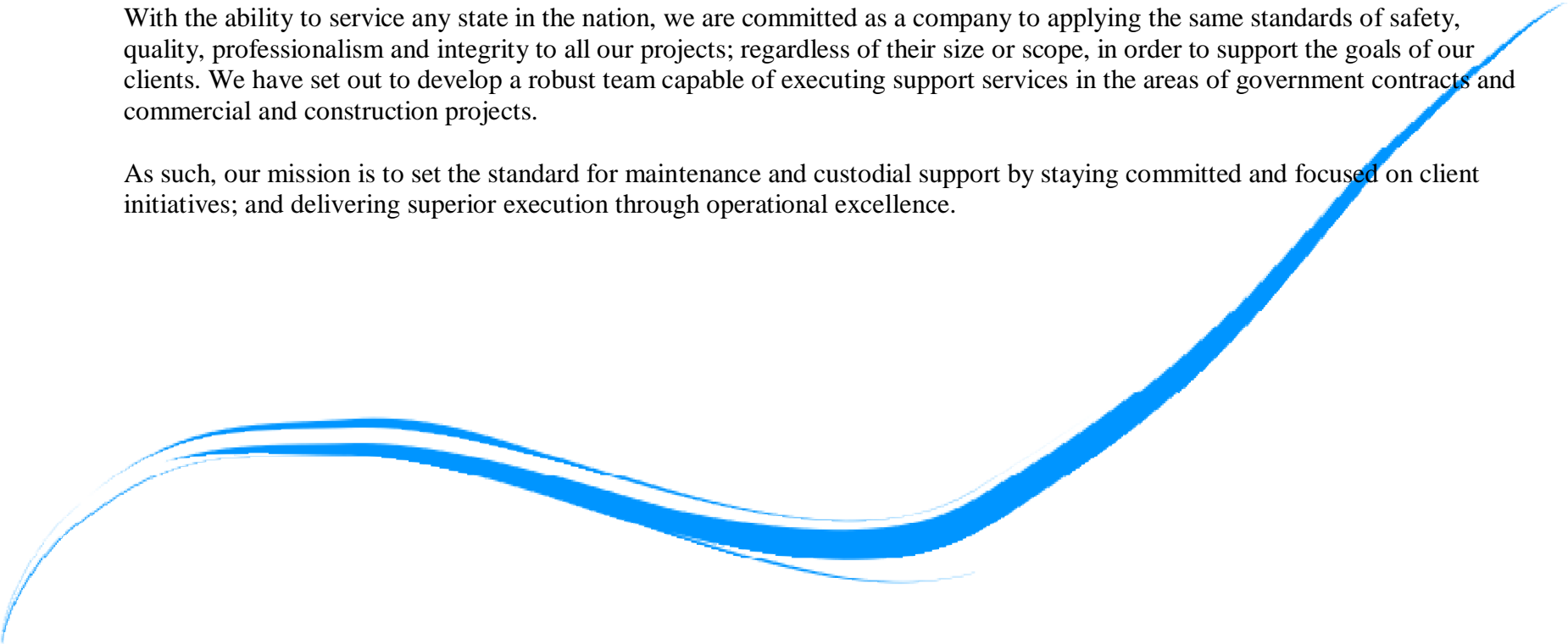


❖ OUR MISSION

We at LDI provide an unparalleled level of facilities maintenance and custodial support proficiency due to our years of service as a value added contractor and subcontractor. Our senior management team has over 70+ years' of combined experience and knowledge in the procurement field to execute with precision and efficiency that only years of hands on experience can achieve. With a keen emphasis on project management, the primary focus has been to assemble industry leaders with a proven track record of success, project management skills, and technical expertise.

With the ability to service any state in the nation, we are committed as a company to applying the same standards of safety, quality, professionalism and integrity to all our projects; regardless of their size or scope, in order to support the goals of our clients. We have set out to develop a robust team capable of executing support services in the areas of government contracts and commercial and construction projects.

As such, our mission is to set the standard for maintenance and custodial support by staying committed and focused on client initiatives; and delivering superior execution through operational excellence.



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GOVERNMENT SERVICES

❖ BASE MAINTENANCE & JANITORIAL SUPPORT SERVICES

Primary NAICS: Custodial Services, 561720

Infrastructure Support

- Base Facilities Maintenance Services
- Medical Facility Custodial Services
- Restroom Facility Supplies
- Base Custodial Services
- Warehouse and Garage Custodial Services
- Office Custodial Services
- Floor Maintenance Programs
- Parking Lot Cleaning Services
- Post Construction Cleanup on Military Installations
- Building Restoration



Other Support

Grounds Maintenance
Landscaping Services
Punch-out Services
Project Management
Field Management
Locksmith Services

Window Cleaning
Pressure Washing
Carpet Cleaning
Painting
Custodial Equipment
Custodial Supplies
Sanitation Supplies
Pest Control
Waste Management



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❖ NAVAL AIR STATION JAX

Jacksonville, FL

Subcontractor, Provide Custodial Services to Fluor Corp.



FLUOR[®]

Period: 2012 – Present

Value: \$ N/A

- Provide custodial services to various office buildings and garages located on base.
- Provide floor maintenance



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❖ Blount Island Marine Command Jacksonville, FL Subcontractor, Provided Custodial Services to IAP-HILL



Period: 2004 – 2012

Value: \$2.4 M

- 140,000 sq.ft. of facilities and service area
- Provided and maintained base custodial services throughout multi-level offices, warehouses, gyms, showers, and locker rooms
- Fully stocked custodial supplies throughout numerous facilities on the base
- Provided floor maintenance



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❖ Kings Bay Naval Submarine Base

St. Mary's, GA

Subcontractor, Provided Maintenance and Custodial Services to VT Group



Period: 2003 – 2008

Value: \$5.8 M

- 1.1 million sq.ft. of facilities and service area
- Provided maintenance and custodial services throughout 156 facilities including but not limited to multi-level offices, warehouses, gyms, showers, and locker rooms, and day-care facilities
- Fully stocked custodial supplies throughout numerous facilities on the base
- Furnished all transport vehicles and equipment
- Provided floor maintenance
- Managed 100+ Union workforce crewmembers



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❖ Naval Air Station Jax RBOS I

Jacksonville, FL

Prime Contractor, Provided Base Custodial Services to the Department of the Navy



Period: 2003 – 2004

Value: \$2.5 M

- Over 900,000 sq.ft. of facilities and service area
- Provided base custodial support services to multi-level offices, warehouses, day-care centers, hospital, transportation facilities, gyms, showers, and locker rooms
- Fully stock custodial supplies throughout numerous facilities on the base
- Furnished all transportation vehicles, supplies, and equipment
- Provided floor maintenance



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COMMERCIAL SERVICES



Projects



Restroom Servicing

Trashcan Liner Replacement

Vacuuming

Floor Mopping

Kitchen Cleaning

Surface Cleaning

Sanitize Surfaces

Entry and Exit Way Sweeping

Window Cleaning

High and Low Level Dusting

After-hours

Grounds Maintenance

Landscaping

Post Construction Cleanup

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CONSTRUCTION SERVICES



Projects



Project: Blount Island Marine Command Facility

Location: Jacksonville, FL

Description: Furnished Dispensers, Grab Bars, Towel Bars, Mirrors, Soap Dishes, and Other Receptacles to CMS Corp.



Project: BB&T Bank Branch

Location: Palm Coast, FL

Description: Post Construction Cleanup

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Project: St. Augustine Premium Outlets, Factory Brand Shoes

Location: St. Augustine, FL

Description: Post Remodeling Cleanup to retail sites



Project: Cinnamon Beach Condominiums

Location: Palm Coast, FL

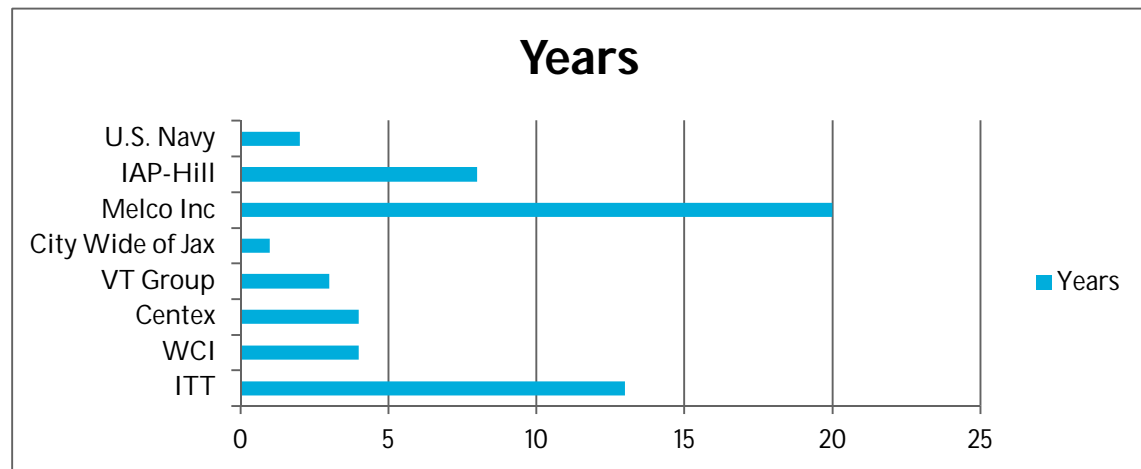
Description: Post Construction Cleanup, Debris Removal, Window Cleaning, Bathroom Cleaning, etc. to over 250 units

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❖ CUSTOMER RELATIONSHIPS

LDI has enjoyed over two decades of valued relations with some of our most cherished customers. Our longstanding commitment has been comprised by our philosophy of respect for our customers and consistency of performance. We continue to evolve by fundamentally embracing new practices to meet customer needs.



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❖ SMALL BUSINESS DIVERSITY, EXCELLENCE & CERTIFICATIONS



- CEO, Deborah Williams, Nominated 2012 SBA “Small Business Person of the Year”
- COO, Andre Williams, 2012, Entrepreneur Anchor Magazine’s “Man of Steel Award”
- Our customers’ benefit from senior management commitment, innovative custodial solutions and customizable niche services at the best competitive value

DUNS: 603392879

CAGE: 1CKR8

Corporate Certification Status:

WOSB Certified

EDWOSB Certified

MBE Certified

SBE South Florida Water-Management District

FDOT-UCP-DBE Certified

State of Florida Certified

NAICS

Primary

561720 – Janitorial Services

Secondary

561210 – Facilities Support Services

561730 – Landscaping Services

561710 – Pest Control

561790 – Other Services to Buildings

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❖ SAFETY

LDI is committed to providing a safe and healthy environment for both our employees and clients. Our employees are our most valuable asset and we have a moral obligation to provide them with a safe and secure environment. It is a company goal to strive for reducing and or/preventing work related risks, accidents, or injuries. We comply with all Federal, State, and Local Laws, as well as OSHA codes.

LDI has implemented industry leading safety programs that helps maintain a safe workplace, morale, and productivity of excellent service. We provide Safety Training to all employees and make frequent unannounced visits to project sites to ensure that our program is being put to the test for the betterment of our employees and customers.

Firearms, explosives, and other hazardous materials not authorized or related to occupational performance are strictly prohibited on LDI property, employees, or areas being serviced on behalf of LDI.

The use of alcohol while on duty is strictly prohibited, except at approved work-related events, and then only in moderation. The use, sale, possession, or purchase of any illegal substance or the abuse of prescription or over-the-counter medication is always prohibited. LDI maintains a drug-free workplace.

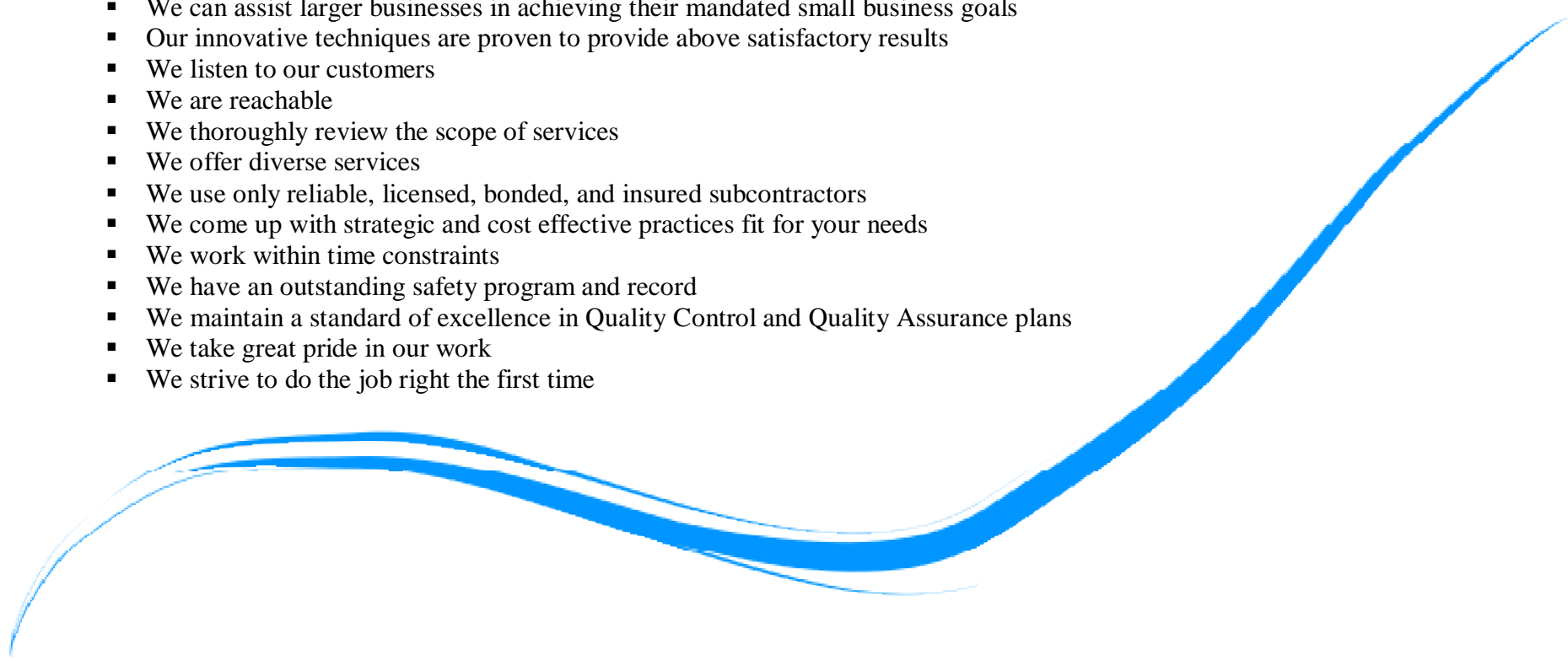


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❖ WHY CHOOSE US?

- We are licensed and insured
 - We have almost 25 years of industry experience.
 - We have the past performance and capabilities to deliver
 - We are qualified and possess the capabilities
 - We stay within FAR compliance
 - We can assist larger businesses in achieving their mandated small business goals
 - Our innovative techniques are proven to provide above satisfactory results
 - We listen to our customers
 - We are reachable
 - We thoroughly review the scope of services
 - We offer diverse services
 - We use only reliable, licensed, bonded, and insured subcontractors
 - We come up with strategic and cost effective practices fit for your needs
 - We work within time constraints
 - We have an outstanding safety program and record
 - We maintain a standard of excellence in Quality Control and Quality Assurance plans
 - We take great pride in our work
 - We strive to do the job right the first time
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**For more information about our company and its performance record,
please visit our website**

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