

VOLUME III Contractual

In Response to:

Washington Metropolitan Area Transit Authority (WMATA)
Request for Proposal 0000010023
Operations & Maintenance Support of Transit Applications
Issued July 23, 2024 as Amended in Amendment 01 of August 21, 2024

Submitted To



**Washington Metropolitan Area Transit Authority
Office of Procurement and Materials
300 7th Street, SW 5th Floor Washington, DC 20024
Attn: Lydia Pepper, Contract Administrator**

Submitted By



**Unified Industries Incorporated
5680 King Centre Drive Suite 800
Alexandria, VA 22315
Phone: (703) 922-9800**

**John Toye, VP Business Development, john.toye@uii.com, 703-922-9800
Melinda Pettit, Chief Operating Officer, melinda.pettit@uii.com, 703-922-9800**

**Unique Entity ID: MVB5GGY11FL8
Cage Code: 9K934**

September 18, 2024

***Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated***

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**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

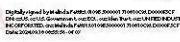
1.0 Solicitation, Offer & Award Form

**WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY
SOLICITATION, OFFER AND AWARD**

SOLICITATION		
SOLICITATION ID: 0000010023 CONTRACT ID: CIT01244412	SOLICITATION TYPE: RFP	Date Issued: July 23, 2024
ISSUED BY: Jontae M Rice, Contracting Officer Pepper, Lydia, Contract Administrator	ADDRESS: Washington Metropolitan Area Transit Authority Office of Procurement and Materials 300 7th Street, SW 5th Floor Washington, DC 20024	CONTACT INFORMATION: Pepper, Lydia Contract Administrator, at lpepper@wmata.com (email).

All proposals are subject to the following:

1. The Solicitation Instructions that are attached.
2. The Special and Standard Terms and Conditions that are attached.
3. The Price Schedule.
4. Such other provisions, representations, certifications, and specifications as are attached or incorporated herein by reference.

OFFEROR			
Name and Address (Street, City, County, State, and zip code)	Email Address pettit@uii.com		
	Phone Number 703-922-9800		
	DUN & BRADSTREET 07-264-7985		
	ID Number 52-0904783		
<input type="checkbox"/> Check if remittance is different from above -- enter such address in Schedule			
Name and Title of Person Authorized to Sign Offer (Print or Type) Melinda Pettit, Chief Operating Officer			
Signature	Offer Date 09/18/2024		
 Melinda Pettit/A01098300001710810C9A D0000F5CF			
AWARD (To be completed by WMATA)			
ACCEPTANCE AND AWARD ARE HEREBY MADE FOR THE FOLLOWING ITEM(S):			
ITEM NO.	QUANTITY	UNIT	UNIT PRICE

Name of Contracting Officer (Print or Type)

SIGNATURE

AWARD DATE

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

1.0 Solicitation, Offer & Award Form (Continued)

WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY

SOLICITATION, OFFER AND AWARD

CONTINUATION SHEET

THE UNDERSIGNED ACKNOWLEDGES RECEIPT OF THE FOLLOWING AMENDMENTS

TO SOLICITATION RFP#0000010023

Amendment Number A001 Dated August 21, 2024

Amendment Number _____ Dated _____

Amendment Number _____ Dated _____

Failure to acknowledge receipt of all amendments may render the offer unacceptable.

Melinda
Pettit:A010B3000001710810
C9AD0000F3CF

Authorized Signature

Unified Industries Incorporated

Company Name

September 18, 2024

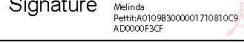
Date

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

2.0 Representations and Certifications

1. TYPE OF BUSINESS ORGANIZATION

By submission of this offer, Offeror represents that it operates as [] an individual, [] a partnership, [] a limited liability company, [] a joint venture, [] a nonprofit organization, or [X] a corporation, incorporated or organized under the laws of Delaware.

Name Melinda Pettit	Signature  Melinda Pettit A010983000001710810C AD0000F3CF
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

2. AFFILIATION AND IDENTIFYING DATA

Each Offeror shall complete a, b if applicable, and c below, representing that:

- a. If [] is, [X] is not, owned or controlled by a parent company. For this purpose, a parent company is defined as one that either owns or controls the activities and basic business policies of Offeror. To own another company means that the parent company must own at least a majority, i.e., more than fifty percent (50%), of the voting rights in that company. To control another company, such ownership is not required. If another company is able to formulate, determine or veto Offeror's basic business policy decisions, such other company is considered the parent of Offeror. This control may be exercised through the use of dominant minority voting rights, use of proxy voting, Contractual arrangements or otherwise.
- b. If Offeror is owned or controlled by a parent company, it shall insert in the space below the name and main office address of the parent company:

N/A

Name of Parent Company

Main Office Address (including ZIP Code)

- c. If Offeror has no parent company, it shall provide in the applicable space below its own employer's identification number (E.I.N.), (i.e., number used on Federal tax returns or, if it has a parent company, the E.I. N. of its parent company). Offeror E.I. N.: 52-0904783 or, Parent Company's E.I. N.: _____

Name Melinda Pettit	Signature  Melinda Pettit A010983000001710810C AD0000F3CF
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

3. COVENANT AGAINST GRATUITIES

By submission of this offer, Offeror certifies, and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement: Neither it nor any of

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

2.0 Representations and Certifications (Continued)

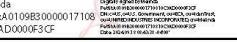
its employees, representatives or agents have offered or given gratuities (in the form of entertainment, gifts or otherwise) to any Board member, employee or agent of WMATA with the view toward securing favorable treatment in the awarding or administration of this Contract.

Name Melinda Pettit	Signature 
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

4. CONTINGENT FEES

By submission of this offer, Offeror certifies, and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement:

- a. It [] has, [X] has not, employed or retained any company or persons (other than a full-time, bona fide employee working solely for Offeror) to solicit or secure this Contract, and
- b. It [] has, [X] has not, paid or agreed to pay any company or person (other than a full-time, bona fide employee working solely for Offeror) any fee, commission, percentage, or brokerage fee contingent upon or resulting from the award of this Contract.

Name Melinda Pettit	Signature 
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

5. CERTIFICATION OF INDEPENDENT PRICE DETERMINATION

- a. By submission of its offer, Offeror certifies, and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement:
 - i) The prices in this offer have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Offeror or with any other competitor;
 - ii) Unless otherwise required by law, the prices that are quoted in this offer have not been knowingly disclosed by Offeror and will not be knowingly disclosed by Offeror

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

2.0 Representations and Certifications (Continued)

prior to award (in the case of a negotiated procurement), directly or indirectly, to any other Offeror or to any competitor; and

- iii) No attempt has been made or will be made by Offeror to induce any other person or firm to submit or not to submit an offer for the purpose of restricting competition.
- b. Each person signing this offer certifies that:
- i) He or she is the person in Offeror's organization responsible for the decision regarding the prices being offered herein and that he/she has not participated, and will not participate, in any action contrary to those stated above; or
 - ii) He or she is not the person in Offeror's organization responsible for the decision regarding the prices being offered herein, but that he/she has been authorized in writing to act as agent for the persons responsible for such decision in certifying that such persons have not participated; and will not participate, in any action contrary to those stated above, or as their agent he or she does hereby certify.

Name Melinda Pettit	Signature  Melinda Pettit A0109B300000171081C 9AD0000F3CF
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

6. NONDISCRIMINATION ASSURANCE

- a. By submission of this offer, Offeror certifies, and in the case of a joint offer, each party thereto certifies as to its own organization, in connection with this procurement, that it will not discriminate on the basis of race, color, creed, religion, national origin, sex, age, disability, sexual preference and/or gender identity in the performance of this Contract. Offeror is required to insert the substance of this clause in all subcontracts and purchase orders. The Contractor's failure to carry out these requirements is a material breach of this Contract that may result in the termination of this Contract or such other remedy as WMATA deems appropriate. Offeror further agrees by submitting this offer that it will include this certification, without modification, in all subcontracts and purchase orders.

Name Melinda Pettit	Signature  Melinda Pettit A0109B300000171081C 9AD0000F3CF
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

7. DISCLOSURES OF INTERESTS OF WMATA BOARD MEMBERS

For purposes of this disclosure, terms are defined by the Code of Ethics for Members of the WMATA Board of Directors, a copy of which is available at www.wmata.com. Financial interests include ownership interests and prospective and actual income. Firm includes parents, subsidiaries and affiliates. By submission of this offer, Offeror certifies, and in the case of a joint offer, each party thereto certifies as to its own organization, that to the best of its knowledge, information and belief in connection with this procurement:

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

2.0 Representations and Certifications (Continued)

- a. No WMATA Board member, household member or business associate has a financial interest in this firm, in a financial transaction with WMATA to which this firm is a party or prospective party, or in an actual or prospective business relationship with WMATA to which this firm is a party.
- b. The following WMATA Board member(s), household member(s) or business associate(s) has a financial interest in this firm, in a financial transaction with WMATA to which this firm is a party or prospective party, or in an actual or prospective business relationship with WMATA to which this firm is a party. Include in "Nature of Interest" below, a description of the financial interest and (1) for ownership interests, the value of the interest, the name and address of the firm in which the interest is held, and the total equity or equivalent interest of the firm; and (2) for income, the amount of all income received by the Board member, household member or business associate in the current and preceding fiscal year for services provided, and the name and address of the firm from which the income was received.

Name of Board Member Household Member or Business Associate	Nature of Interest
_____	_____
_____	_____
_____	_____

- c. The certification required by a) and b) above shall be included in all subcontracts. The prime Contractor shall furnish copies of certifications to the Contracting Officer and retain a copy for inspection upon his or her request.

Name Melinda Pettit	Signature Melinda Pettit A0109B300000171081OC 9AD0000F3CF
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

8. CRIMINAL BACKGROUND SCREENING CERTIFICATION (QUARTERLY)

By submission of this offer, Offeror certifies that:

- a. It will contract with or engage a reputable third-party vendor to conduct criminal background screenings of all Contractor personnel who will have access to WMATA's customers, WMATA's property, or WMATA's information in connection with this Contract. This requirement also applies to Contractors who engage with the general public on WMATA's behalf.
- b. It will screen for criminal convictions all Contractor personnel who will have access to WMATA's customers, the general public, WMATA's property, or WMATA's information and who work on this Contract during each calendar year within this Contract's period of performance, taking into consideration: (1) the nature of the services or work being performed under the contract with particular regard for the individual's access to, and interaction with, WMATA's customers, property, and confidential information; (2) the nature

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
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2.0 Representations and Certifications (Continued)

or gravity of the offense or conduct resulting in a criminal conviction; and (3) the time that has lapsed since the conviction and/or completion of the sentence. Offeror will provide certification that it conducted these screenings to the Contracting Officer's Technical Representative (COTR) on a quarterly basis, on a form provided.

- c. The Contractor shall submit to the COTR a list of all employees and agents who will require Contractor access badges not less than 7 days prior to the date on which access will be required.
- d. Offeror will determine that all Contractor personnel working on this Contract during the calendar year passed the Contractor's criminal background screening and will be in good standing and otherwise fit to work on this Contract.
- e. Offeror has not obtained or otherwise been made aware of any information about any Contractor personnel working on this Contract that contradicts or otherwise impacts the Contractor's determination that such persons passed the Contractor's criminal background screening and/or are fit to work on this Contract.
- f. The Contractor will flow this requirement down to all of its subcontractors who will have access to WMATA's customers, the general public, WMATA's property, or WMATA's information within this Contract's period of performance.

Name Melinda Pettit	Signature 
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

9. CERTIFICATION REQUIRED FOR ALL SAFETY-SENSITIVE CONTRACTS

N/A

10. NON-DISCLOSURE AND DATA ACCESS TERMS

The Contractor hereby represents and warrants that it will comply with the Non-Disclosure and Data Access Terms contained in the Standard Terms and Conditions, including the indemnity provisions contained therein.

Name Melinda Pettit	Signature 
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

11. DEBARMENT, SUSPENSION, INELIGIBILITY, AND VOLUNTARY EXCLUSION

This certification is applicable to contracts over \$35,000.

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
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2.0 Representations and Certifications (Continued)

- a. Primary Covered Transactions. This certification applies to the Offer submitted in response to this solicitation and will be a continuing requirement throughout the term of any resultant Contract.
- i) In accordance with the provisions of 2 C.F.R. Part 1200 and 2 C.F.R. Part 180, Subpart C, Offeror certifies to the best of its knowledge and belief that it and its principals:
- 1) are not currently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal, state or local department or agency;
- 2) have not, within a three (3) year period preceding this offer, been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, state, or local) transaction or contract under a public transaction; violation of Federal or state antitrust statutes, or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- 3) are not currently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, state, or local) with commission of any of the offenses enumerated above in this certification; and have not, within a three (3) year period preceding this offer, had one (1) or more public transactions (Federal, state, or local) terminated for cause or default.
- ii) Where Offeror is unable to certify to any of the statements in this certification, Offeror shall attach an explanation to this offer.
- b. Lower Tier Covered Transactions. This certification applies to a subcontract at any tier expected to equal or exceed \$35,000 and will be a continuing requirement throughout the term of this Contract.
- i) The prospective lower tier subcontractor certifies, by submission of this offer, that neither it nor its principals is currently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal or state department or agency.
- ii) Where the prospective lower tier subcontractor is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to its proposal.
- c. The Certification required, above, shall be included in all applicable subcontracts and the Contractor shall keep a copy on file. The Contractor shall be required to furnish copies of certifications to the Contracting Officer upon his or her request.

Name Melinda Pettit	Signature  Pettit,A0109B3000001710810C9 AD0000F3CF
Title Chief Operating Officer	Company Unified Industries Incorporated
Date September 18, 2024	

3.0 Pre-Award Evaluation Data (With Requested Attachments)

PRE-AWARD EVALUATION DATA

Offerors please complete, sign, date and upload with your proposal

PROJECT DESCRIPTION: Operations & Maintenance Support of Transit Applications

1. Name of firm Unified Industries Incorporated
2. Address: 5680 King Centre Drive, Suite 800, Kingstowne VA 22315
3. [] Individual [] Partnership [X] Corporation [] Joint Venture
4. Date organized August 1970.

State where incorporated or organized

5. Names of officers or partners:
 - a. Theodore A. Adams, III
 - b. Melinda Pettit
 - c. Oliver Robinson
 - d. _____
 - e. _____
 - f. _____
6. How long has your firm been in business under its present name? 54 Years
7. Attach as Schedule One (1) a list of similar current contracts that demonstrate your firm's technical proficiency, each with contract amount, name of contracting party, character or type of work and percentage of completion. See Section 1.2 / Volume II /Technical Proposal
8. Attach as Schedule Two (2) a list of similar contracts, each with contract amount, name of contracting party, and character or type of work for similar contracts completed in the last two (2) years. See Section 1.2 / Volume II /Technical Proposal
9. In the last two (2) years has your firm been denied an award where it was the successful Offeror? If the answer is yes, attach as Schedule Three (3) the full particulars regarding each occurrence. No
10. Has your firm failed to complete, in the last two (2) years, any contract on which it was the successful Offeror? If the answer is yes, attach as Schedule Four (4), the full particulars regarding each occurrence. No
11. Financial resources available as working capital for the Contract:
 - a. Cash on hand: \$ 855K
 - b. Sources of credit: Receivable Financing company and investment accounts
12. Attach as Schedule Five (5) previous two years of financial statements and letters from banks regarding credit as required by "Pre-Award Information" clause. Attached
13. What percentage of work (Contract amount) does your firm intend performing with its own personnel? 100%

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
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14. Attach as Schedule Six (6), a list of all principal subcontractors and the percentage and character of work (Contract amount) that each will perform. Principal items of work shall include, but not be limited to, those items listed in the "Pre-Award Information" clause. N/A
15. If the Contractor or subcontractor is in a joint venture, submit "Pre-Award Evaluation Data" forms for each member of the joint venture. N/A

The above information is confidential and will not be divulged to any unauthorized personnel.

The undersigned certifies to the accuracy of all information.

COMPANY: Unified Industries Incorporated

Melinda Pettit
Pettit,A,010983000001710810,C9,
D0000F3CF

SIGNATURE: _____

NAME: Melinda Pettit

TITLE: Chief Operating Officer

DATE: September 18, 2024

3.1 Schedule One (1) and Schedule Two (2) List of Similar Contracts

Information for these items is provided in VOLUME II Technical Proposal Section 1.2 Factor 2: Past Projects/Experience starting on Page 5.

3.3 Schedule Three (3) (Not Applicable)

3.4 Schedule Four (4) (Not Applicable)

**3.5 Pre-Award Evaluation Data Schedule Five (5) Previous Two Years Financial
Statements and Letters of Credit**

UNIFIED INDUSTRIES INCORPORATED

Balance Sheet

For the Twelve Months Ending August 31, 2022

ASSETS

CURRENT ASSETS

CASH	\$716,868
ACCOUNTS RECEIVABLE	\$1,178,432
EMPLOYEE ADVANCES	\$49
TRAVEL ADVANCES	\$9,518
PREPAID EXPENSES	\$38,145
TOTAL CURRENT ASSETS	\$1,943,011

FIXED ASSETS

FURN., EQUIP., LEASEHOLD	\$801,766
LESS: DEPRECIATION	\$(665,675)
TOTAL FIXED ASSETS	\$136,091

OTHER ASSETS

OFF LIFE/ NET LOANS	\$9,851
NOTES RECEIVABLE - LONG TERM	\$1,549,609
TOTAL OTHER ASSETS	\$1,559,460
TOTAL ASSETS	\$3,638,562

*Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated*

**3.5 Pre-Award Evaluation Data Schedule Five (5) Previous Two Years Financial
Statements and Letters of Credit (Continued)**

UNIFIED INDUSTRIES INCORPORATED

Balance Sheet

For the Twelve Months Ending August 31, 2022

LIABILITIES AND EQUITY

CURRENT LIABILITIES

TRADE ACCOUNTS PAYABLE	\$81,385
PAYROLL TAXES WITHHELD	\$26,625
ACCRUED PAYROLL	\$203,854
ACCRUED FRINGES	\$421,006
ACCRUED CORPORATE TAXES	(\$91,703)
ACCRUED EXPENSES - OTHER	(\$5,110)
TOTAL CURRENT LIABILITIES	\$636,056

LONG-TERM LIABILITIES

DEFERRED INCOME TAXES	(\$264,400)
TOTAL LONG-TERM LIABILITIES	(\$264,400)

STOCKHOLDER'S EQUITY

COMMON STOCK \$.01/SHARE	\$21,288
ADDITIONAL PAID IN CAPITAL	\$451,798
TREASURY STOCK	\$0
RETAINED EARNINGS (PRIOR YEAR)	\$2,689,636
RETAINED EARNINGS	\$104,185
TOTAL STOCKHOLDER'S EQUITY	\$3,266,906

TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY

\$3,638,562

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
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**3.5 Pre-Award Evaluation Data Schedule Five (5) Previous Two Years Financial
Statements and Letters of Credit (Continued)**

**UNIFIED INDUSTRIES INCORPORATED
Income Statement**

For the Twelve Months Ending August 31, 2022

	07/23/22 TO 08/31/22	YEAR TO DATE
CONTRACT REVENUES		
CONTRACT REVENUE	\$1,035,374	\$9,153,654
TOTAL REVENUES	\$1,035,374	\$9,153,654
DIRECT COSTS		
DIRECT LABOR - HEADQUARTERS	\$203,084	\$1,764,490
DIRECT LABOR - FIELD SITE	\$59,788	\$564,604
DIRECT LABOR - CLIENT SITE	\$198,583	\$1,652,918
SUBCONTRACTORS AND MATERIAL COSTS	\$79,994	\$653,649
OTHER DIRECT COSTS	\$53,726	\$325,581
TOTAL DIRECT COSTS	\$595,176	\$4,961,242
OPERATING COSTS		
FRINGE BENEFITS	\$136,513	\$1,483,578
OVERHEAD - HEADQUARTERS	\$43,049	\$485,598
OVERHEAD - FIELD SITE	\$21,379	\$203,469
OVERHEAD - CLIENT SITE	\$18,348	\$121,039
SUBCONTRACTOR AND MATERIAL HANDLING	(\$65)	\$375
GENERAL AND ADMINISTRATIVE	\$166,817	\$1,463,661
TOTAL OPERATING COSTS	\$386,041	\$3,757,720
GROSS PROFIT FROM OPERATIONS	\$54,157	\$434,692
MISCELLANEOUS INCOME		
OTHER INCOME	\$15,562	\$12,475
TOTAL MISCELLANEOUS INCOME	\$15,562	\$12,475
OTHER EXPENSES		
INTEREST EXPENSE	\$206	\$19,262
OTHER	\$46,061	\$288,651
TOTAL OTHER EXPENSES	\$46,267	\$307,913
NET INCOME BEFORE TAXES	\$23,452	\$139,254
INCOME TAXES		
PROVISION FOR INCOME TAXES	\$0	\$0
TOTAL INCOME TAXES	\$0	\$0
LOSS ON INVESTMENT	\$5,579	\$35,069
NET INCOME/(LOSS)	\$17,874	\$104,185

*Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
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**3.5 Pre-Award Evaluation Data Schedule Five (5) Previous Two Years Financial
Statements and Letters of Credit (Continued)**

UNIFIED INDUSTRIES INCORPORATED

Balance Sheet

For the Twelve Months Ending August 31, 2023

ASSETS

CURRENT ASSETS

CASH	\$490,738
INVESTMENTS	\$557,471
ACCOUNTS RECEIVABLE	\$1,217,382
EMPLOYEE ADVANCES	\$100
TRAVEL ADVANCES	\$1,412
PREPAID EXPENSES	\$40,091
TOTAL CURRENT ASSETS	\$2,307,195

FIXED ASSETS

FURN., EQUIP., LEASEHOLD	\$763,557
LESS: DEPRECIATION	\$(646,022)
TOTAL FIXED ASSETS	\$117,535

OTHER ASSETS

OFF LIFE/ NET LOANS	\$9,851
NOTES RECEIVABLE - LONG TERM	\$1,551,458
TOTAL OTHER ASSETS	\$1,561,309
TOTAL ASSETS	\$3,986,038

**3.5 Pre-Award Evaluation Data Schedule Five (5) Previous Two Years Financial
Statements and Letters of Credit (Continued)**

UNIFIED INDUSTRIES INCORPORATED

Balance Sheet

For the Twelve Months Ending August 31, 2023

LIABILITIES AND EQUITY

CURRENT LIABILITIES

TRADE ACCOUNTS PAYABLE	\$40,635
LINE OF CREDIT	\$20
PAYROLL TAXES WITHHELD	\$23,309
ACCRUED PAYROLL	\$248,199
ACCRUED FRINGES	\$362,760
ACCRUED CORPORATE TAXES	(\$67,741)
TOTAL CURRENT LIABILITIES	\$607,183

LONG-TERM LIABILITIES

TOTAL LONG-TERM LIABILITIES	\$0
------------------------------------	------------

STOCKHOLDER'S EQUITY

COMMON STOCK \$.01/Sshare	\$21,288
COMPREHENSIVE INCOME	(1,708)
ADDITIONAL PAID IN CAPITAL	\$451,798
TREASURY STOCK	\$0
RETAINED EARNINGS (PRIOR YEAR)	\$2,516,780
RETAINED EARNINGS	\$390,698
TOTAL STOCKHOLDER'S EQUITY	\$3,378,855

TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	\$3,986,038
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**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

**3.5 Pre-Award Evaluation Data Schedule Five (5) Previous Two Years Financial
Statements and Letters of Credit (Continued)**

**UNIFIED INDUSTRIES INCORPORATED
Income Statement**

For the Twelve Months Ending August 31, 2023

	07/22/23 TO 08/31/23	YEAR TO DATE
CONTRACT REVENUES		
CONTRACT REVENUE	\$1,140,225	\$10,609,326
TOTAL REVENUES	\$1,140,225	\$10,609,326
DIRECT COSTS		
DIRECT LABOR - HEADQUARTERS	\$228,514	\$1,946,308
DIRECT LABOR - FIELD SITE	\$63,946	\$600,312
DIRECT LABOR - CLIENT SITE	\$275,298	\$2,570,139
SUBCONTRACTORS AND MATERIAL COSTS	\$0	\$276,296
OTHER DIRECT COSTS	\$31,135	\$349,833
TOTAL DIRECT COSTS	\$598,893	\$5,742,887
OPERATING COSTS		
FRINGE BENEFITS	\$158,926	\$1,803,183
OVERHEAD - HEADQUARTERS	\$44,620	\$400,079
OVERHEAD - FIELD SITE	\$15,531	\$168,362
OVERHEAD - CLIENT SITE	\$8,641	\$62,799
SUBCONTRACTOR AND MATERIAL HANDLING	\$177	\$521
GENERAL AND ADMINISTRATIVE	\$196,117	\$1,653,301
TOTAL OPERATING COSTS	\$424,012	\$4,088,244
GROSS PROFIT FROM OPERATIONS	\$117,320	\$778,195
MISCELLANEOUS INCOME		
OTHER INCOME	(\$3,725)	\$13,205
TOTAL MISCELLANEOUS INCOME	(\$3,725)	\$13,205
OTHER EXPENSES		
INTEREST EXPENSE	\$476	\$31,944
OTHER	\$47,644	\$367,841
TOTAL OTHER EXPENSES	\$48,120	\$399,785
NET INCOME BEFORE TAXES	\$65,474	\$391,616
INCOME TAXES		
PROVISION FOR INCOME TAXES	\$0	\$0
TOTAL INCOME TAXES	\$0	\$0
GAIN/(LOSS) ON INVESTMENT	\$0	(\$917)
NET INCOME/(LOSS)	\$65,474	\$390,698

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

**3.5 Pre-Award Evaluation Data Schedule Five (5) Previous Two Years Financial
Statements and Letters of Credit**



404-524-3181 / 800-525-7767
Fax: 404-577-4880
www.actioncapital.com

September 16, 2024

Washington Metropolitan Area Transit Authority
300 7th Street, SW
5th Floor
Washington, DC 20024

Re: Financial Support Letter for Unified Industries Incorporated to support Contract ID number CIT01244412 (Solicitation Number 0000010023) for operations and maintenance support of transit applications

Dear Ms Roberts:

Action Capital Corporation provides a 1,500,000 receivable based line of credit for Unified Industries Incorporated. The line of credit is available for working capital support and general corporate purpose, and availability under the facility is based on eligible receivables. The credit facility is subject to the terms and conditions of the Financing and Security Agreement and would be available to support the avover referenced solicitation if awarded to Unified Industries. The line of credit was established in July 2001. Action Capital would be willing to increase the facility size in order to support the new opportunity if needed.

Unified Industries complies with all terms and conditions of our financing arrangement and is a highly valued customer of Action Capital.

Action Capital Corporation is a highly rated commercial finance company that has provided financing to government contractors since 1959. Action Capital is registered in the System Award Management ("SAM") database under cage code 0Z006.

Please feel free to contact me at 800-525-7767 if you have any questions or comments.

Regards,

A handwritten signature in black ink that reads "Christopher Kellen".

Christopher Kellen
Vice President

Accounts Receivable Financing Since 1959

3.6 Schedule Six (6) (Not Applicable)

**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

4.0 Proof of Insurance Eligibility

Client#: 33103

UNIFI

ACORDTM

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
9/16/2024

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.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or 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 any rights to the certificate holder in lieu of such endorsement(s).

PRODUCER	CONTACT NAME: Jamye Shah
AIA, LLC 4550 Lena Drive Mechanicsburg, PA 17055 717 591-8280	PHONE (A/C, No, Ext): 717-591-8280 FAX (A/C, No): 717-591-8193
INSURED	E-MAIL ADDRESS: jamye.shah@aleragroup.com
Unified Industries Incorporated 5680 King Centre Dr Ste 800 Kingstowne, VA 22315	INSURER(S) AFFORDING COVERAGE NAIC #
	INSURER A : The Travelers Indemnity Co of Ct 25682
	INSURER B : The Travelers Indemnity 25666
	INSURER C : Travelers Property Casualty Co of Ameri 19046
	INSURER D : Trisura Specialty Insurance Co 22225
	INSURER E : Scottsdale Insurance Co 41297
	INSURER F : Travelers Casualty & Surety 31194

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	COMMERCIAL GENERAL LIABILITY CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR	X	X	Y6603X576504TCT23	11/01/2023	11/01/2024	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ex occurrence) \$300,000 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 \$
	GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:						
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	X	X	BA3X5382352343G	11/01/2023	11/01/2024	COMBINED SINGLE LIMIT (\$Ex accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C	UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE	X	X	CUP3X5842392343	11/01/2023	11/01/2024	EACH OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 \$
D	DED <input checked="" type="checkbox"/> RETENTION \$10000						
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A	X	UB3X57880A2343G	11/01/2023	11/01/2024	PER STATUTE <input type="checkbox"/> OTHER <input type="checkbox"/> E.L. EACH ACCIDENT \$500,000 E.L. DISEASE - EA EMPLOYEE \$500,000 E.L. DISEASE - POLICY LIMIT \$500,000
D	Cyber Liabii			ATB669592902	11/01/2023	11/01/2024	\$1,000,000 \$2500 Ded
E	Professional			TCM103352	11/28/2023	11/01/2024	\$5,000,000 50,000 Ded
F	Crime			105703014	11/01/2023	11/01/2024	\$250,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)							
Title: Operations & Maintenance Support of Transit Applications							
Solicitation No.: 0000010023							
Contract Type: Firm Fixed Price							
Contract ID: CIT01244412							
(See Attached Descriptions)							

CERTIFICATE HOLDER	CANCELLATION
Washington Metropolitan Area Transit Authority 300 7th St SW, 5th Floor Washington, DC 20024	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 Patricia C Robison

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**Washington Metropolitan Area Transit Authority (WMATA) Operations & Maintenance Support of
Transit Applications RFP No. 0000010023 - Unified Industries Incorporated**

DESCRIPTIONS (Continued from Page 1)

Upon contract award, WMATA and WMATA Board of Directors are included as Additional Insured for OnGoing Operations & Completed Operations on a Primary & Non-contributory basis in regards to GeneralLiability and Umbrella/Excess Liability, with respect to job/work performed by the named insured for/on behalf of additional insured. Additional Insured status is included on the Auto Liability on a primary & non contributory basis. Waiver of Subrogation is included for General Liability, Auto Liability, Umbrella Liability, and Workers Compensation/Employers liability. 30 days notice of non-renewal or cancellation, except for 10 days for non-payment of premium, is provided in favor of additional insured.