

From: Tony Ravosa <aravosa@vincegroup.com>

To: Veldran, KatherineKatherineVeldran@gov.sc.gov

Date: 10/10/2013 2:46:23 PM

Subject: Milone and MacBroom / Columbia Meetings

Attachments: Milone & MacBroom, Inc. Company Profile.pdf

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Katherine: Terrific seeing you and Governor Haley at the RGA Policy Forum held in Charleston a couple of weeks back. Really enjoyed making your acquaintance. You're part of a great team of folks! Great catching up with Tim Pearson again as well.

I appreciate your willingness to assist me in scheduling some meetings in Columbia on behalf of my client, Milone and MacBroom (MMI). MMI is a highly-reputable, 27-year old site civil and environmental engineering firm headquartered in Cheshire, CT with satellite offices in several states, including South Carolina. The firm has had an office in Greenville, SC for the last 17 years and has undertaken numerous projects for both public and private clients Upstate, including the city of Greenville. Attached is a company profile for your review. To follow shortly will be a SC qualifications package which provides details on many of the specific projects they have had involvement in. With 140 licensed professionals across the company spectrum, MMI is employee-owned – important in keeping, harnessing and maintaining quality talent and continuity.

MMI has not performed much in the way of work for SC DOT in the years that they've had an office in the state. It hasn't been an avenue that the firm has aggressively pursued to date, believing it important to initially focus on municipal and county work to garner a solid local track record. Clearly, our hope is to change that. In the Northeast, the firm continues to rapidly expand its Transportation Division with work in multiple states. For example, MMI signed a high-profile contract with Massachusetts DOT's Highway Division (one of only two firms selected statewide) to provide hydrology analyses, reviews and related environmental permitting services for the state's "Accelerated Bridge" program.

At this time, we are focused on reinvigorating the Greenville office and, hopefully, expanding the firm's visibility and market share in SC, particularly Upstate. As part of that, we view our upcoming trip to Columbia as a fact finding mission focused on understanding the workings of the DOT and other state agencies, meeting some of the key players, and, of course, enabling us an opportunity to present the firm's strong qualifications to some of the decision-makers. MMI is committed to growing in South Carolina and we believe this to be an important initial step. Our hope is to also see organic growth in expanding our team in Greenville, as we have done successfully in other markets. MMI realizes the importance of hiring local professionals and ensuring that work production is handled locally. In time, there may also be a desire to expand by opening another office on the coast, perhaps in Charleston, given MMI's growing practice in coastal protection, flood control and hazard mitigation.

MMI has significant experience in urban planning, downtown revitalization and streetscapes, sizable mixed use development projects, utility distribution infrastructure, technical site assessments and conditions surveys, oversight of environmental remediation, all components of transportation engineering and planning (traffic studies, analysis and engineering; design of roadway infrastructure and bridges; parking; signalization; drainage; peer review / owner's rep, etc.); water resource protection and drainage, hazard mitigation, dam removals and improvements – and the list goes on. The firm has a ton of horsepower and technical expertise in these disciplines -- MMI is a true "full service" firm.

I've taken the liberty of assembling a "dance card" of some of the folks that we'd appreciate having an

opportunity to meet with. That list is below. We are hoping to set these meetings up for Wednesday, October 23<sup>rd</sup> in Columbia. Hopefully this date will work. Our travel plans are confirmed. We will be flying into Greenville on the afternoon of the 22<sup>nd</sup> and driving to Columbia early morning on the 23<sup>rd</sup>. The plan would be to begin some of these meetings around 10:30 AM and remain in Columbia for the entire day and evening. While I'm hoping that we can get everything in on the 23<sup>rd</sup>, we may also be able to conduct some meetings early on the 24<sup>th</sup> prior to departing.

In addition to Transportation Secretary Robert St. Onge, we hope to meet with the following individuals (all a part of the DOT Secretariat), their schedules permitting, of course:

Ron Patton, Chief Engineer for Location and Design, (803) 737-7900

Mark Lester, Planning and Environmental Director, (803) 737-1444

Traffic Engineering Director Tony Sheppard, (803) 737-1462

Engineering Contracts Manager Brian Parnell, (803) 737-1147

We may also want to meet with Steve Gwinn, the Administrator for SC DOT District 3 (Greenville, Oconee) when we are in Greenville on Tuesday afternoon, 10/22 after we arrive in town.

Katherine, I'm certainly available to discuss, or answer any additional questions you may have. To that end, I'm always best reachable on the cell at (860) 918-4222. Again, my thanks and deep appreciation in advance for your assistance. Best regards, Tony Ravosa

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