

September 11, 2012

Mr. Rob Godfrey
Communications Director
Office of Governor Nikki Haley
1205 Pendleton Street
Columbia, SC 29201

RE: Plan Review Program

Dear Mr. Godfrey,

Thanks again for your time on the telephone yesterday. Per your request, I wanted to provide you with some brief history regarding our company and an innovative service that we can provide to State Departments of Transportation.

Beam, Longest and Neff is a third-generation, family-owned company headquartered in Indianapolis, IN. We have offices in West Virginia, Kentucky, Colorado, Wyoming and Alabama. We pride ourselves on providing exceptional professional services while maximizing savings to the taxpayers through innovative approaches to the traditional design process. We were recently recognized as one of the Top 20 Bridge Design Firms and a Top 40 Comprehensive Engineering Firm.

Although we perform a wide variety of services for both municipalities as well as State DOTs, over the years we have developed a solid track record of success in program management services.

The concept I would like to discuss with the appropriate parties in South Carolina is a model that we developed in Indiana in 2002. This program, Plan Review and Training Services, has been recognized by Federal Highways with a Partnership in Excellence Award and is credited with generating more than \$360 million in savings to the motoring public since its inception. Additionally, we are now in the process of implementing the program in multiple other DOTs.

On the following pages you may find some additional information regarding our program management experience as well as some highlights from a recently published annual report on the program.

I am anxious to meet with members of your staff to determine if this is a concept the State of South Carolina may be interested in exploring in further detail. Please don't hesitate to give me a call should you have any questions. I can be reached via cell at (317)402-2446 and email at jcahill@b-l-n.com. I thank you in advance for your consideration on this matter and I look forward to hearing from you soon.

Sincerely,

A handwritten signature in blue ink, appearing to read "J. Cahill".

Jay Cahill

PROGRAM MANAGEMENT EXPERIENCE

OHIO RIVER BRIDGES

- 30 year program
- **\$2.8 billion project**
- 4th largest public works project in the Nation



INDOT PLAN REVIEW

- Completed 833 reviews in 2010
- Recognized by FHWA as a “best practice”

REBUILD INDY

- 10 year program
- **\$1 billion project**
- Infrastructure Improvement revenue generated through the transfer of the City’s water and sewer utilities to a non-profit



RIGHT-OF-WAY SERVICES PROGRAM MANAGEMENT

- Comprehensive right-of-way services
- **Turn-key solution**
- All transportation, water and sewer projects for the City of Indianapolis



OVERVIEW OF BLN'S PLAN REVIEW PROCESS

- Recognized by FHWA as a “best practice” to be emulated by other states across the nation.
- Since inception in 2002, total savings of **\$360 million** to the motoring public.
- A decrease of **82%** in **Level One** violations and a **71%** decrease in **Level Two** violations, since 2002.
- In 2010 alone, we reviewed **833 different projects** for the State.

IMPLEMENTING BLN'S PLAN REVIEW PROCESS CAN:

1. **Accelerate** the review process.
2. **Maximize** savings to taxpayers.
3. **Enhance** consultant evaluations.
4. **Decrease** review time.
5. **Expedite** pace to construction.
6. **Address** design errors early in the process.