

# FINANCIAL STABILITY



## SECTION 5

# Financial Stability

With revenues of more than \$190 million a year, Moffatt & Nichol is a financially sound corporation owned by a combination of a trust in the names of our founder and employees. Over the past ten years, our company has seen tremendous growth, and our financial stability has also continued to grow. With this growth, the company has made significant investments in diversifying the firm's offerings. While we began as a port and waterfront engineering firm more than 75 years ago, today we offer our clients a wide range of services. We currently have more than 850 employees, which gives us the confidence that we have the resources to effectively staff this project to meet your schedule and budget goals.

Based on a thorough review of our current workload, proposed activities, and backlog, we are confident in our ability to efficiently staff this contract. Specifically, we reviewed the commitments of our proposed key personnel, and are certain the staff proposed here are the staff who will be assigned to your project. In our complete firm history, we have never missed a deadline based on lack of available resources.

Our firm stability, combined with our more than 75-years in business is one of the major benefits of working with a firm our size—in an industry where the second largest engineering firm can purchase the fifth largest, the stability of working with smaller firms who value relationships over dollars cannot be overstated.

## SUBCONSULTANT FINANCIAL STABILITY

### Colliers

In July 2020, Colliers Engineering & Design, Inc. (formerly Maser Consulting) entered into a new partnership with Colliers International Group ("Colliers"), whereby Colliers now owns a majority interest in the firm. With this partnership, Colliers Engineering & Design plans to leverage the size, resources, and established infrastructure of Colliers to continue business growth and expand capabilities in multiple disciplines across the nation. Colliers is a publicly-traded global entity with a significant US presence and substantial assets with a market value in excess of \$4.5B. With Colliers' majority stake in Colliers Engineering & Design, the firm is now well-positioned with access to substantial capital to meet the obligations contemplated by this proposal.

### EXP

EXP has approximately 100 offices throughout North America, with some of the largest offices located in the Toronto metro area, Montreal, Chicago, and Orlando. EXP has more than 2,900 professionals throughout North America and more than 3,500 employees overall. The firm is financially stable with \$120 million CAD in shareholder's equity as of fiscal year end March 26, 2021. The company is debt free as of March 26, 2021, and therefore has no debt-to-EBITDA ratio. The firm's other financial ratios are strong as well with a current ratio of 1.11 and a debt ratio of .76, when considering all liabilities and assets in the calculation.

### Faller Davis Associates

FDA has the necessary resources (human and financial) to provide the services at the level required by the County.

### GEC

Geotechnical and Environmental Consultants, Inc. (GEC) has reviewed the request for statement of qualifications. GEC has the necessary resources, both human and financial, to provide the services at the level required by the County. A financial statement, a certified audit, or a third-party prepared financial statement can be provided to the County upon request.

### NDS

National Data & Surveying Services, Inc. (NDS) has the necessary resources, both human and financial to provide the services at the level required by the County.