

## SECTION 5. FINANCIAL STABILITY

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Traffic Engineering Data Solutions, Inc.

### **RE: Financial Stability**

09/21/2021

William Ponko, CPPB, Contracting Officer  
Lake County, FL

Dear Mr. Ponko,

Traffic Engineering Data Solutions, Inc. (TEDS) is a stable business showing consistent gross and net profit ratios, and year-on-year growth in both sales and profits. Our managerial efficiency demonstrates fast collection of outstanding bills for cash flow to more than cover expenses. We are happy to provide a financial statement upon request.

We are blessed to retain a fantastic team of highly qualified professional engineers, engineering interns, technicians, managers, and support staff, who have both the experience (many years and similar projects) and availability to accomplish this project tasks and within the designated time frame.

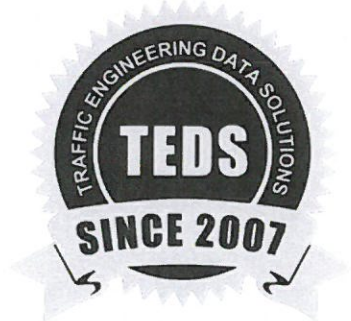
Our field staff drive company vehicles which are paid for, insured, and equipped with all required safety equipment (per FDOT standards). We own and have available all the equipment to accomplish all of the tasks under this contract for Lake County.

We certify and provide this statement that TEDS is financially stable and have the necessary resources, human and financial, to provide the services at the level required by Lake County.

Along with the above noted hardware and software, TEDS owns and operates a full array of data collection equipment and vehicles, including automated counters and count boards, data collection software and staff trained in its operation.

Sincerely,

Chris J. Walsh  
Sr. VP of Engineering  
Traffic Engineering Data Solutions





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BFA certifies that we are financially stable and have the necessary resources, human and financial, to provide the services at the level required by the County. BFA is a privately held company. Our financial statement is available upon request.



Terracon provides the County with a strong financial foundation to perform services based on our 56-year history of providing engineering consulting services. **Terracon is financially stable and has the necessary resources, human and financial, to provide the services at the level required by the County.**

Terracon is a mature company with the financial resources to provide services quickly and efficiently to our clients. Terracon has \$818M in annual revenues for 2020 and the necessary financial capability to devote resources to the County. The key to our financial strength has been the commitment of our employees, reinforced by our employee ownership program and controlled growth consistent with financial resources. Our firm is audited annually and adheres to standard accounting practices.

We are prepared to supply evidence of our financial status in accordance to the County's upon request. Terracon has been performing environmental, geotechnical engineering, soils and materials testing services for various projects in the state of Florida and has been involved with numerous design projects.



I hereby certify Florida Bridge and Transportation, Inc. is financially stable and have the necessary resources, human and financial, to provide the services at the level required by the City. Our Dun & Bradstreet number is 196925023. Please feel free to contact me if you have any questions or comments.

Very truly yours,

**Florida Bridge and Transportation, Inc.**

Bassel Kassem, P.E.

Vice President

Certificate of Authorization #26379



Tierra, Inc. is a financially stable firm and have the necessary resources, human and financial, to provide the services at the level required by the County. The County reserves the right to request a financial statement, a certified audit, or a third party prepared financial statement. The County reserves the right to use a third-party company to verify financial information provided. Provide similar information for a subcontractor or joint venture arrangement.