

Capability Statement



Tax ID Number: 26-3440256
DUNS Number: 82-8641550
NAICS Code: 423610
Commodity Codes: ESD I-0501; ESD I-2282
WBE Certification: Empire State Development (NYS)

Debra L. Weltmann
25 Newbridge Rd. Suite 210
Hicksville, NY 11801
Phone: 516-513-1030 Fax: 516-513-1031
Email: dweltmann@weltmannlighting.com
Website: www.weltmannlighting.com

Core Competencies

Weltmann Lighting, LLC is a full-service lighting distributor specializing in furnishing:

| | | |
|----------------------|--------------------------------|----------------------|
| Industrial Lighting | Custom Lighting | Emergency Lighting |
| Commercial Lighting | LED Lamps | Exit Signs |
| Roadway Lighting | Fluorescent, HID, Incandescent | Daylighting Controls |
| Street Lighting | LED Replacement and Analysis | Security Lighting |
| Area & Site Lighting | Flood Lighting | Exterior Lighting |

Weltmann Lighting's personnel have extensive technical and management experience and can work in any private or public environment to support all of the lighting requirements. Weltmann Lighting is a certified WBE with over 25 years of proven experience and leadership.

Comparable Experience

Project: DASNY Lehman College New Science Building

Contract Value: \$750,000
Description: \$70 million teaching and research facility equipped with energy efficient lighting and daylight harvesting systems.

Project: SUNY Stony Brook Univ. Recreation Center

Contract Value: \$450,000
Description: \$37.5 million 85,000 square-foot state-of-the-art campus recreation center.

Project: GSA Joseph Addabbo Federal Building

Contract Value: \$598,000
Description: Converted existing lighting to LED. This is a high-performance green building limited scope project.

Project: Canon USA - Prime: Turner Construction

Contract Value: \$4,100,000
Description: \$500 million 700,000 five story building, designed to meet LEED Certified Gold building certification.

Project: Conrad Hotel - Prime: Hunter Roberts

Contract Value: \$3,800,000
Description: \$200 million 16 story hotel with business centers, event spaces and restaurants located in Battery Park City.

Competitive Differentiators

Our mission is to provide superior service to our clients, through the expression of Weltmann Lighting's core values:

- ✓ assurance
- ✓ experience
- ✓ integrity

Annual Revenue: \$12,000,000
Geographical Coverage: National

Prime Contractors (partial list): Turner, Hunter Roberts, Structuretone, Tishman, Gilbane, J. Kokolakis, Magnetic, Whiting-Turner, JRM

- ✓ Our services are scalable to any size project
- ✓ Streamline your lighting procurement to fit your budget and schedule
- ✓ Dedicated team is assigned to your project
- ✓ Responsive team works with you to create strategies that save money and bring the project in on schedule
- ✓ Recommend multiple lighting manufacturers whose products will precisely suit your needs and budget

Capabilities and Expertise

- Estimating
- Specification and drawing review
- Identify drawing conflicts
- Value engineering to reduce project costs
- Project management
- Customized material tracking reports

Certifications

Empire State Development NYS WBE #55973
NYC Small Business Services # MWCERT2013-440
Port Authority of NY & NJ (PANYNJ) #33176
WBE National Council (WBENC) #2005122910
OMA Nassau County #OMA-WBE-13-2253-15-NCOMA