



EDGER ENTERPRISES, INC

330 E. 14th Street
Elmira Heights, NY 14903
Phone: (607) 733-9664
Fax: (607) 733-3951

Regarding: General Letter of Interest and Company History

To whom it may concern:

Established as a family business in 1976, Edger Enterprises has grown into one of the area's premier contractors over the course of its 44-year history. Edger Enterprises' long-standing headquarters is located in Elmira Heights, NY.

Edger Enterprises has grown its business one customer at a time always taking care of the customers we already have before pursuing new markets. We try to add one to two new customers a year; we look for opportunities to expand our customer base where our skill set fits the customer's need. The bulk of our work has come from repeat business with the following notable exception.

During the construction downturn of 2009-2011, Edger Enterprises saw opportunity in, and expanded its business model to include, service work for the Oil and Gas industry. Many area companies suffered hardship during the downturn period while Edger Enterprises simultaneously honored its traditional customer base and experienced healthy levels of growth.

The coordination, scheduling, and right-now demands of the Oil and Gas industry, while challenging, provided opportunity to engage our talents and problem solving skills in support of their 24/7/365 operations. In meeting these dynamic and continually morphing challenges, Edger Enterprises brought in high-level process-oriented managers to handle our increased sales and staff. In doing so, we developed effective project teams tailored to react quickly and effectively in response to project and customer requirements. Many of these valuable team members remain with us to this day.

We are a very diverse company operating in a small geographic area; because we self perform as much of the work on our projects as possible, we are better able to serve our customers at very competitive rates. It is our belief we can maintain better control of Safety, Quality, Schedule and Cost by self-performing on our projects.

Edger Enterprises invests heavily in people and technology in order to stay competitive and secure more complex and demanding projects. As a company, we have grown from a small site work contractor to full service GC with educational, industrial, health care and commercial projects on our company resume. We have remained very flexible throughout all of this expansion and understand that each customer and each project present their own challenges and opportunities.

Edger Enterprises invests very little in outside marketing; the folks that represent Edger Enterprises on each and every project manifest as our very effective marketing team.

Outside the work environment, several of our staff members are engaged in local Economic Growth committees, Chambers of Commerce, and sit on area Planning Boards. As a company, Edger Enterprises is directly involved with community support via direct participation in volunteer restoration projects like

Eldridge Park, and through donations to local Food Banks, Animal Welfare organizations, and support of local Athletic Programs.

As a local contractor, with local interests, influence, and livelihoods, Edger Enterprises is in alignment with and places high value on our Good Neighbor goals – our good names and reputations are at permanent stake here in our community with everything we do.

Edger Enterprises has expended much time and energy in formalizing and documenting its safety program to align with the high standards of the construction industry, bringing our safety culture and BBS program to the forefront – our ISNetwork rating is at ‘A’ status with all our customers.

A pivotal element of our corporate culture is our CARE program. This program serves as a model and reminder of our commitment to safety, customer service, and mission. Briefly, our CARE program insures that we are:

- COMMITTED:** to our Customer’s Satisfaction, and to our culture of safety, on-site and at home.
- ACCOUNTABLE:** for open communication, for our actions, production, and safety at all times.
- RESPONSIBLE:** for being part of the solution to ensure the best process occurs on every job.
- ENGAGED:** in safety planning, and in management and education in our every day work activities.

By applying C.A.R.E. to all that we do, we add value to our partnerships by providing our customers with peace of mind along the way.

Finally, Edger Enterprises is pleased to announce that the Company has received the certification as a NYS Women Business Enterprise (WBE). Edger Enterprises is proud to have received this certification and to be a part of the WBE process. We are committed to providing superior service as well as offering our customers the ability to continue development of their diversity programs. Please keep us in mind for any projects you may have or will be bidding with this requirement. We appreciate your consideration and look forward to working with you in the future.

Additional information regarding our firm is provided elsewhere in the proposal package. If you have any questions or require additional information, please do not hesitate to call.

Sincerely,
Jodi Edger
jodiedger@edgerinc.com





NEW YORK STATE **MINORITY- AND WOMEN-OWNED BUSINESS ENTERPRISE ("MWBE")** **CERTIFICATION**

Empire State Development's Division of Minority and Women's Business Development grants a

Women Business Enterprise (WBE)

pursuant to New York State Executive Law, Article 15-A to:

Edger Enterprises of Elmira, Inc.

Certification Awarded on: June 16, 2016

Expiration Date: June 14, 2021

File ID#: WBE- 60448



NEW YORK
STATE OF
OPPORTUNITY.

**Division of Minority
and Women's
Business Development**

A Division of Empire State Development