



**Let Us
Handle It**

DECEMBER 7, 2022

PREPARED BY

Humberto Navarro

Estimator / Project Manager

(510)717895

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PREPARED FOR

Tom Bylund
FERMA Corp.

REGARDING

PRAB

MESSAGE

Thank you for the opportunity.

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Let Us Take the Risks

Bayview Environmental provides hazardous-material remediation services — from immediate-response scenarios to large-scale projects. Staff are trained and certified to execute all phases of state-of-the-art programs for maximum safety and efficiency. We are on-call, day and night, to quickly handle any critical questions or needs.

AREAS OF EXPERTISE

Facility Remediation Services

- › Asbestos Remediation
- › Lead Remediation
- › Polychlorinated Biphenyl ("PCB") Remediation
- › Removal and Disposal of Contaminated Soils
- › Underground Storage Tank Removal

Environmental Services

- › Emergency Response Services
- › Mechanical Filtration Decontamination
- › Negative Pressure Enclosure Systems
- › Shrink-Wrapping Services
- › Surface Removal Abrasive Blasting

Biohazard Remediation Services

- › Bird Excrement Removal
- › Lab Closures
- › Mold Remediation
- › Rodent Excrement Removal

SALES CONTACTS



Austin Viramontes
Director of Sales & Estimating

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📠 (510) 562-6182
✉ aviramontes@bayviewservices.com



Rich Cook
Sales Manager | Northern California

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I believe that Bayview is the most capable and reliable contractor in the industry. We are able to handle the wide array of environmental challenges that occur during construction and demolition projects. Our unique ability to remediate whatever comes up sets us apart.

Peter Warren, Director of Operations
Bayview Environmental



PROJECT SUMMARY

The selective interior soft demolition at this occupied hospital building included non-structural ceiling systems, partition walls, and floor finishes. The hazardous material abatement included asbestos and lead-containing materials, mercury-containing fluorescent light tubes, and PCB-containing lighting ballasts throughout the structure's eight stories.

INDUSTRY

- Commercial
- ↳ Healthcare

DIVISIONS

- > Demolition
- > Environmental

Parnassus Medical Facility

📍 San Francisco, CA

Soft demolition and hazardous material abatement in 8 floors of this occupied hospital building.

CLIENT/OWNER

University of San Francisco

GENERAL CONTRACTOR



DURATION

19 Months

COMPLETION DATE

June 2015

CONTRACT VALUE

\$2,942,000

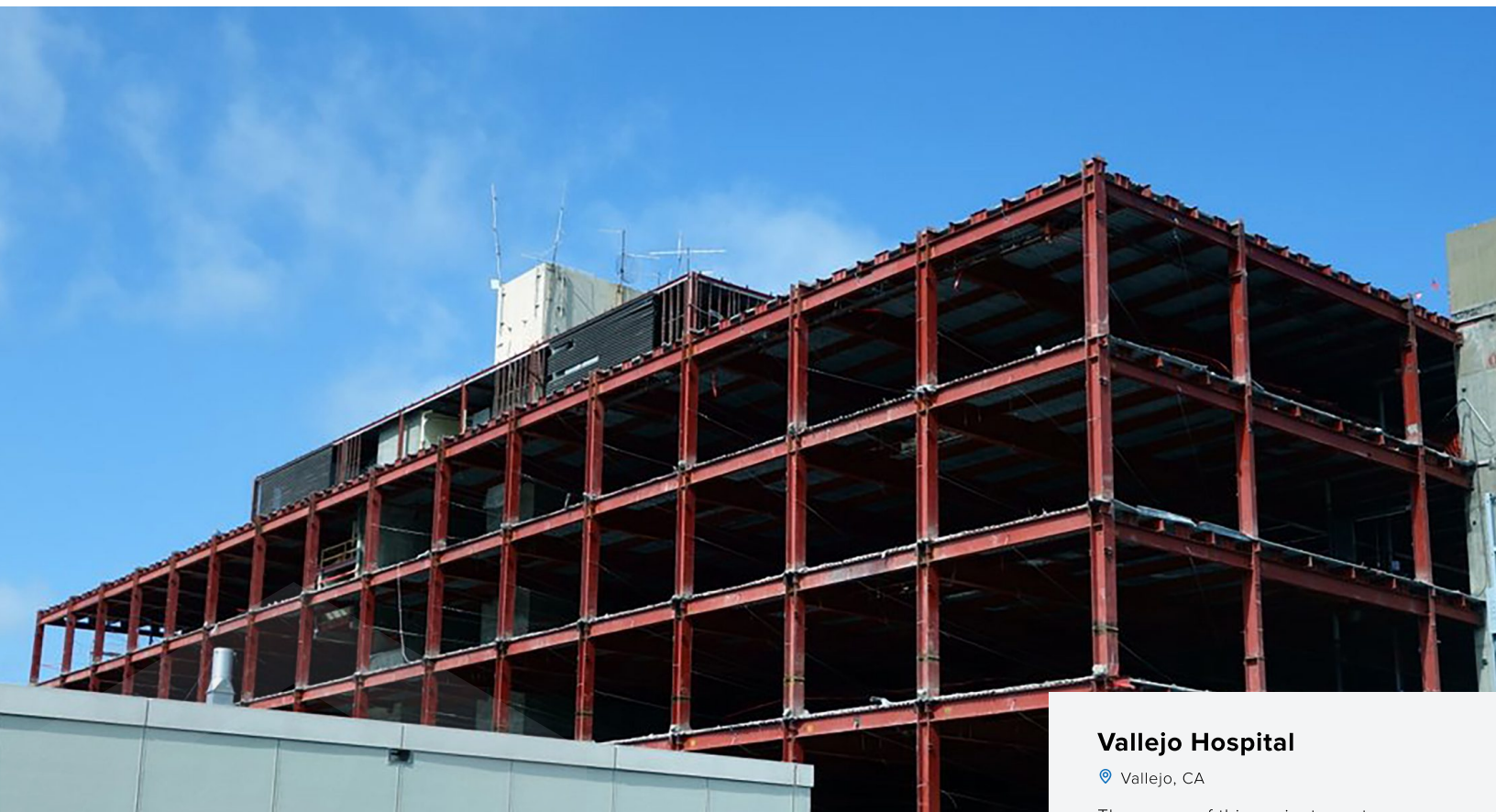
PROJECT SIZE

250,000 Sqft

CREW SIZE

25 workers

* Project Code: 13297



PROJECT SUMMARY

The scope of work was to demolish all of the interior finishes and abate the ACM fireproofing from a 7-story, 220,000-square-foot hospital built in 1971 and get it ready to be demolished. All of the structural steel was sprayed with ACM fireproofing. In addition to the fireproofing, the hazardous materials abated from the building included stucco, drywall, plaster, lead, PCB caulking, roofing, and thermal system insulation. Bayview completed the work in 9 months to meet the owner and general contractor's deadline.

INDUSTRY

Commercial
↳ Healthcare

DIVISIONS

➤ Environmental

Vallejo Hospital

📍 Vallejo, CA

The scope of this project was to prepare this decommissioned hospital to be demolished.

CLIENT/OWNER

Kaiser Health Foundation

GENERAL CONTRACTOR



DURATION

8 Months

COMPLETION DATE

November 2013

CONTRACT VALUE

\$4,156,000

PROJECT SIZE

220,000 Sqft

CREW SIZE

50 workers

* Project Code: 13278



PROJECT SUMMARY

This project at a six-story office tower and three-story parking garage was performed in multiple phases. The scope of work included the soft demo of all interior finishes, walls, ceilings, and flooring. The phase was followed by the complete removal of all HVAC mechanical equipment including chillers, heating units, cooling tower, duct work, fans, and blowers. All electrical and plumbing systems were completely removed. There also was a hard demo package that included wall openings in concrete, new shaft openings, and the removal of concrete walkways and concrete curbs within the parking structure. The final phase of the project involved a complete scaffold system being installed around the exterior of the building and all exterior siding, including all glass windows being removed from the structure.

INDUSTRY

- Commercial
- ↳ Office Buildings & Tenant Interiors

DIVISIONS

- Demolition
- Environmental

J Street Medical Buildings

📍 Sacramento, CA

Demolition work associated with a phased renovation project of a six-story office tower and three-story parking garage.

CLIENT/OWNER

Kaiser Health Foundation

GENERAL CONTRACTOR



DURATION

20 Months

COMPLETION DATE

March 2017

CONTRACT VALUE

\$3,947,000

PROJECT SIZE

150,000 Sqft

CREW SIZE

30 workers

* Project Code: 15630

Marvin J. Henderson

President

BIO

As one of the founding members of Bayview, Marvin has over 40 years of experience in the demolition and abatement industry. He started his construction experience as a union carpenter installing specialty asbestos products. Prior to the formation of Bayview, Marvin was one of the Chief Estimators and Vice President of a publicly-traded environmental company.

Marvin's initial position in Bayview was to form and develop the sales and estimating team. Now as President of Bayview, he continues to guide the company to be one of the leading demolition, industrial, and hazardous material abatement contractors in California.

CERTIFICATIONS/TRAINING

- Qualifying individual for the California State Contractors license for Bayview Demolition Services, Inc. License #764068



Safety = success. The cleaner and safer the job site, meaning our people are on task and organized, the fewer injuries we experience. It's that simple. And the project comes out more successfully: on time, on budget. This all makes the clients happier.



43

YEARS OF EXPERIENCE

CONTACT INFO

- 📞 (213) 419-5431
- 📠 (213) 419-5439
- ✉ mhenderson@bayviewservices.com

LOCATIONS

- 📍 Southern California
- 📍 Northern California

BAYVIEW DIVISIONS



Humberto Navarro

Estimator | Project Manager

BIO

Humberto Navarro began working at a very young age and is no stranger to hard work. When he turned 18, he began working as an Asbestos Worker. Over the next 20+ years he worked his way up through the field from Laborer, to Foreman and eventually Superintendent. In 2012 he switched his focus from working in the field to Sales and Estimating and Project Management. Because of his many years of experience, he is able to put together accurate estimates and has since Project Managed several multimillion-dollar projects. One of his most notable projects is a \$9.2 million project at 300 Lakeside in Oakland, CA, which consisted of the Soft Demolition and Abatement of various Hazardous Materials from 23 floors.



23

YEARS OF EXPERIENCE

CONTACT INFO

📞 (510) 719-7895

✉ hnavarro@bayviewservices.com

LOCATIONS

📍 Northern California

BAYVIEW DIVISIONS



Rich Cook

Sales Manager | Northern California

BIO

With a diverse background in sales, manufacturing, and construction, Rich is passionate about driving revenue by equipping his team with the tools and resources needed to provide unparalleled service. Rich has decades of management experience and is focused on the continuous improvement of his team and the sales process. Rich is responsible for working with the estimators in Northern California to ensure bid accuracy and compliance with local laws and regulations.

CERTIFICATIONS/TRAINING

AHERA Course for Asbestos Contractor/Supervisors – California (2020)

Lead-Based Paint Supervisor – California (2020)



“I don’t think of this as a sales role. Our clients come to us because they have a need, and we use a combination of our years of experience and strategic problem solving to provide a solution that best fits their needs. We listen, we collaborate, and when needed we educate our clients so that they can make informed decisions.”



2

YEARS OF EXPERIENCE

CONTACT INFO

📞 510-562-6181

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✉ rcook@bayviewservices.com

LOCATIONS

📍 Northern California

BAYVIEW DIVISIONS



Peter Warren

Director of Operations

BIO

Peter has over a decade's experience in the demolition and abatement industry. He began as a worker in the field and quickly made his way to the foreman position, and then transitioned to a Safety Officer. He graduated from CSU Chico with a bachelor's degree in Communication Design. Combining his educational background and industry experience, Peter was promoted to Director of Operations. His duties entail the management of the operations departments of all three divisions of Bayview. He is committed to efficient production, communication with clients, and most importantly the safety of each employee at Bayview.



I believe that Bayview is the most capable and reliable contractor in the industry. We are able to handle the wide array of environmental challenges that occur during construction and demolition projects. Our unique ability to remediate whatever comes up sets us apart.



13

YEARS OF EXPERIENCE

CONTACT INFO

📞 (510) 544-5235

📠 (510) 562-6182

✉ pwarren@bayviewservices.com

LOCATIONS

📍 Northern California

📍 Southern California

BAYVIEW DIVISIONS



Daniel Ledesma

General Superintendent

With twenty nine years of experience in hazardous materials abatement and construction management, Daniel brings to Bayview Environmental Services his valuable skills in project design, planning and management. Specializing in large and complex projects, Daniel oversees all projects from the preconstruction process, to the completion of the project in all aspects, including operations, air monitoring control, workers' safety, hazardous waste profiling and waste disposal, as well as compliance with Federal and State Regulatory Laws.

EXPERIENCE

- **General Superintendent** | Bayview Environmental Services, Inc., Oakland, CA

2003– Present: Responsible for the overall successful execution of demolition and abatement projects. Directs Superintendents, Foreman and laborers on the best production means and methods pertaining to specific project tasks. Conducts daily project inspections to ensure all work is performed in a safe manner and is in compliance with all local, state and federal hazardous waste regulations, DOT requirements, as well as corporate policies and protocols. Identifies potential risks and actively seeks solutions to mitigate schedule, cost and/or production impacts.
- **Superintendent** | Bayview Environmental Services, Inc., Oakland, CA

2000 – 2003: Provided oversight and guidance to foreman/field crews on multiple demolition and abatement projects running concurrently. Responsible for monitoring overall project performance and verifying all required project documentation was accurate/complete and submitted within the required timelines.
- **Foreman** | Bayview Environmental Services, Inc., Oakland, CA

1995 – 2000: Served as the first line supervisor in the field, responsible for ensuring all scheduled daily abatement activities were conducted in a safe manner in compliance with all applicable regulations and company protocols. Completed and maintained all required daily/weekly project documentation including: Job Hazard Analysis, Personal Air Samples, Foreman Daily Report, Foreman Weekly Report, Decontamination Logs, Payroll, Incident Reports, etc.
- **Abatement Worker** | Bayview Environmental Services, Inc., Oakland, CA

1992 – 1995: Performed asbestos, lead and other hazardous material abatement activities. Ensured removal methods were in compliance with all regulations and company protocols.
- **Abatement Worker** | Environmental Control Industries, Oakland, CA

1990 – 1992: Performed asbestos, lead and other hazardous material abatement activities. Ensured removal methods were in compliance with all regulations and company protocols.

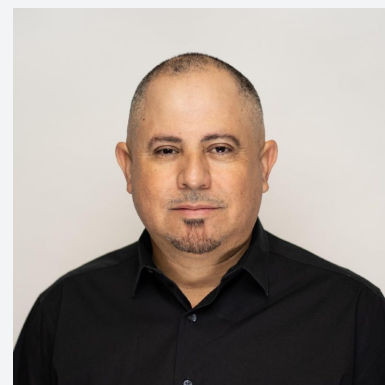
NOTABLE PROJECTS

- | | |
|---|--|
| <p>➤ Sacramento Valley Train Station, Sacramento CA</p> <p>Historical Train Station
90,000 SF 3 Floors
\$1,372,033.00
08/2012 – 10/2016 Completed on Schedule
General Superintendent</p> | <p>➤ Presidio Health Service Hospital, San Francisco CA</p> <p>Historical Hospital
200,000 SF
\$2,987,071.00
08/2008 – 12/2008 Completed on Schedule
General Superintendent</p> |
| <p>➤ 155 5th Street, San Francisco CA</p> <p>Commercial Office Building
400,000 SF
\$6,337,640.00
08/2012 – 05/2013 Completed on Schedule
General Superintendent</p> | <p>➤ 5600 Cottle Rd, San Jose CA</p> <p>Hitachi Campus
700,000 SF – 6 Buildings
\$5,500,00.00
02/2006 – 06/2007 Completed on Schedule
General Superintendent</p> |
| <p>➤ 100 Van Ness, San Francisco CA</p> <p>Commercial Office Building
522,000 SF 29 Floors
\$1,781,792.00
10/2012 – 04/2014 Completed on Schedule
General Superintendent</p> | |

TRAINING / CERTIFICATIONS

- AHERA Contractor Supervisor Course - 5 Days | California
- Lead Supervisor - 5 Days | California (2022)

Demolition | Environmental | Industrial



30

YEARS OF EXPERIENCE

CONTACT INFO

📞 510-772-7666

✉ dledesma@bayviewservices.com

LOCATIONS

- 📍 Northern California
- 📍 Southern California

BAYVIEW DIVISIONS



- > Aerial Work Platform (2018)
- > Flagging/Traffic Control I California (2017)
- > PCB Awareness I California (2017)
- > Electrical Hazards Awareness I California (2016)
- > OSHA 30 I California (2015)
- > Fire Extinguisher Training I California (2011)

Jesus Delgado

Superintendent

Jesus has more than 28 years of experience withing the abatement and demolition industry. His unique skillset, and knowledge of the challenges that must be met in complicated remediation projects sets him apart. Jesus oversees large projects from the planning states to final clearance. He has a stellar safety track record and delivers impressive results. Jesus' specialty lies in large crew management; generally overseeing multiple work areas, crews, and foremen working to complete large projects in a timely manner. He has extensive training in jobsite safety as well as compliance with Federal and State Regulatory Laws.

EXPERIENCE

- **Superintendent** | *Bayview Environmental Services Inc., Oakland CA*
2000 – Present: Provided oversight and guidance to foreman/field crews on multiple demolition and abatement projects running concurrently. Responsible for monitoring overall project performance and verifying all required project documentation was accurate/complete and submitted within the required timelines.
- **Foreman** | *Bayview Environmental Services Inc., Oakland CA*
1997 – 2000: Served as the first-line supervisor in the field, responsible for ensuring all scheduled daily abatement activities were conducted in a safe manner in compliance with all applicable regulations and company protocols. Completed and maintained all required daily/weekly project documentation including: Job Hazard Analysis, Personal Air Samples, Foreman Daily Report, Foreman Weekly Report, Decontamination Logs, Payroll, Incident Reports, etc.
- **Abatement Worker** | *Bayview Environmental Services, Inc.*
1997-1997: Performed asbestos, lead and other hazardous material abatement activities. Ensured removal methods were in compliance with all regulations and company protocols.
- **Foreman** | *LVI Environmental Services, Inc.*
1993 – 1997: Served as the first-line supervisor in the field, responsible for ensuring all scheduled daily abatement activities were conducted in a safe manner in compliance with all applicable regulations and company protocols. Completed and maintained all required daily/weekly project documentation including: Job Hazard Analysis, Personal Air Samples, Foreman Daily Report, Foreman Weekly Report, Decontamination Logs, Payroll, Incident Reports, etc.

NOTABLE PROJECTS

- | | |
|--|---|
| <ul style="list-style-type: none"> ➤ Presidio Health Service Hospital, San Francisco CA
 Historical Hospital
 200,000 SF
 \$2,987,071.00
 08/2008 – 12/2008 Completed on Schedule
 Superintendent | <ul style="list-style-type: none"> ➤ 3555 Cesar Chavez, San Francisco CA
 Hospital
 156,000 SF 12 Floors
 \$4,012,000.00
 04/2019 – 05/2020 Completed on Schedule
 Superintendent |
| <ul style="list-style-type: none"> ➤ SMUD – 6201 S Street, Sacramento CA
 Commercial Office Building
 150,000 SF 5 Floors
 \$4,831,500.00
 04/2018 – 11/2020 Completed on Schedule
 Superintendent | |

TRAINING / CERTIFICATIONS

- | | |
|--|--|
| <ul style="list-style-type: none"> ➤ AHERA Contractor Supervisor Course, 5 Days Californian (2020) ➤ Lead Supervisor, 5 Days California (2020) ➤ CPR/First Aid California (2020) ➤ Aerial Work Platform (2020) | <ul style="list-style-type: none"> ➤ Flagging/Traffic Control California (2019) ➤ PCB Awareness California (2019) ➤ Electrical Hazards Awareness California (2018) ➤ OSHA 30 California (2015) ➤ Fire Extinguisher Training California (2011) |
|--|--|



29

YEARS OF EXPERIENCE

CONTACT INFO

☎ (510) 385-9274

✉ jdelgado@bayviewservices.com

LOCATIONS

📍 Northern California

📍 Southern California

BAYVIEW DIVISIONS



Manuel Ledesma

Project Engineer | Northern California

BIO

With over eight years of experience in construction management, Manuel is responsible for a variety of duties ranging from project tracking to staff training and implementation of new technologies. Manuel has valuable skills in problem solving, planning and management. Manuel oversees all project scheduling from pre-project planning meetings through the completion of the job. Manuel has a strong relationship with the signatory unions and their labor agreements. He ensures local hiring and certified payroll requirements are met, and is very familiar with state and federal employment laws.

CERTIFICATIONS/TRAINING

AHERA Asbestos Supervisor

CPR/First Aid

OSHA 30



9

YEARS OF EXPERIENCE

CONTACT INFO

📞 5105626181

📠 5105626182

✉️ manuel.ledesma@bayviewservices.com

LOCATIONS

📍 Northern California

BAYVIEW DIVISIONS



John McCarthy

Chief Safety Officer

BIO

John has been a risk-management professional with operational planning, management, and oversight experience since 2003. Previous experience includes U.S. special operations programs, and regular and direct involvement in strategic, operational, and crisis-response coordination between U.S. government departments and agencies and U.S. foreign partners. John joined Bayview in 2018, and utilizing his previous experiences, he was quickly promoted to Operations Manager of the Southern California region. He is responsible for the development, application, and sustainability of best production methods for the Operations Department. He is committed to continuous improvement and ensures that all contractual and/or corporate policies and guidelines are followed.

CERTIFICATIONS/TRAINING

- > OSHA 30
- > 40hr AHERA Asbestos Supervisor Training
- > Lead Supervisor



19

YEARS OF EXPERIENCE

CONTACT INFO

- 📞 (213) 419-5431
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- ✉ jmccarthy@bayviewservices.com

LOCATIONS

- 📍 Southern California
- 📍 Northern California

BAYVIEW DIVISIONS



John Trenev

Director of Safety

BIO

John has a background of over a decade of public service specializing in emergency management and response, the development and implementation of personnel training programs, procedural policy development, and public education outreach. John has served various roles within the FEMA ICS structure during planned and emergency occurrences, as well as consulted for the development of pre-incident emergency response procedures. Additionally, John has worked in new market business development with the implementation of new associate training programs in the private sector. John is responsible for the oversight of Bayview's health and safety programs, the development of new safety related policies and associated training curriculum, incident investigation and analysis, internal consultation for technical pre-planning, and the fostering of a dynamic behavioral-based safety culture.

CERTIFICATIONS/TRAINING

- > OSHA Construction Outreach Trainer
- > Environmental Outreach Trainer
- > AHERA Asbestos Supervisor
- > Asbestos Building Inspector
- > Emergency Medical Technician
- > Firefighter 1, American Red Cross Instructor
- > HazMat First Responder – Operational
- > 40 hr Hazardous Waste Operations and Emergency Response



15

YEARS OF EXPERIENCE

CONTACT INFO

- 📞 (510) 544-5605
- 📠 (510) 562-6182
- ✉ jtrenev@bayviewservices.com




LOCATIONS

- 📍 Northern California
- 📍 Southern California

BAYVIEW DIVISIONS



Project Team Organizational Chart

-  Sales & Estimating
-  Safety
-  Operations





"Mr. Ayala is very concerned with the safety of his crew, and leads by example to quickly resolve issues and maintains a safe work environment. I look forward to working with Mr. Ayala and your staff again on the second phase of this project and give the highest recommendation to Bayview for potential new clients."

Basil Falcone/President
EnviroNova



"Working with FERMA, Bayview has now provided subcontracted remediation services on three recent major demolition projects at Stanford. Your crew has performed exceptionally well on all of these projects both in quality of their work and, most importantly, great communication with EH&S. We look forward to working with Bayview on future projects."

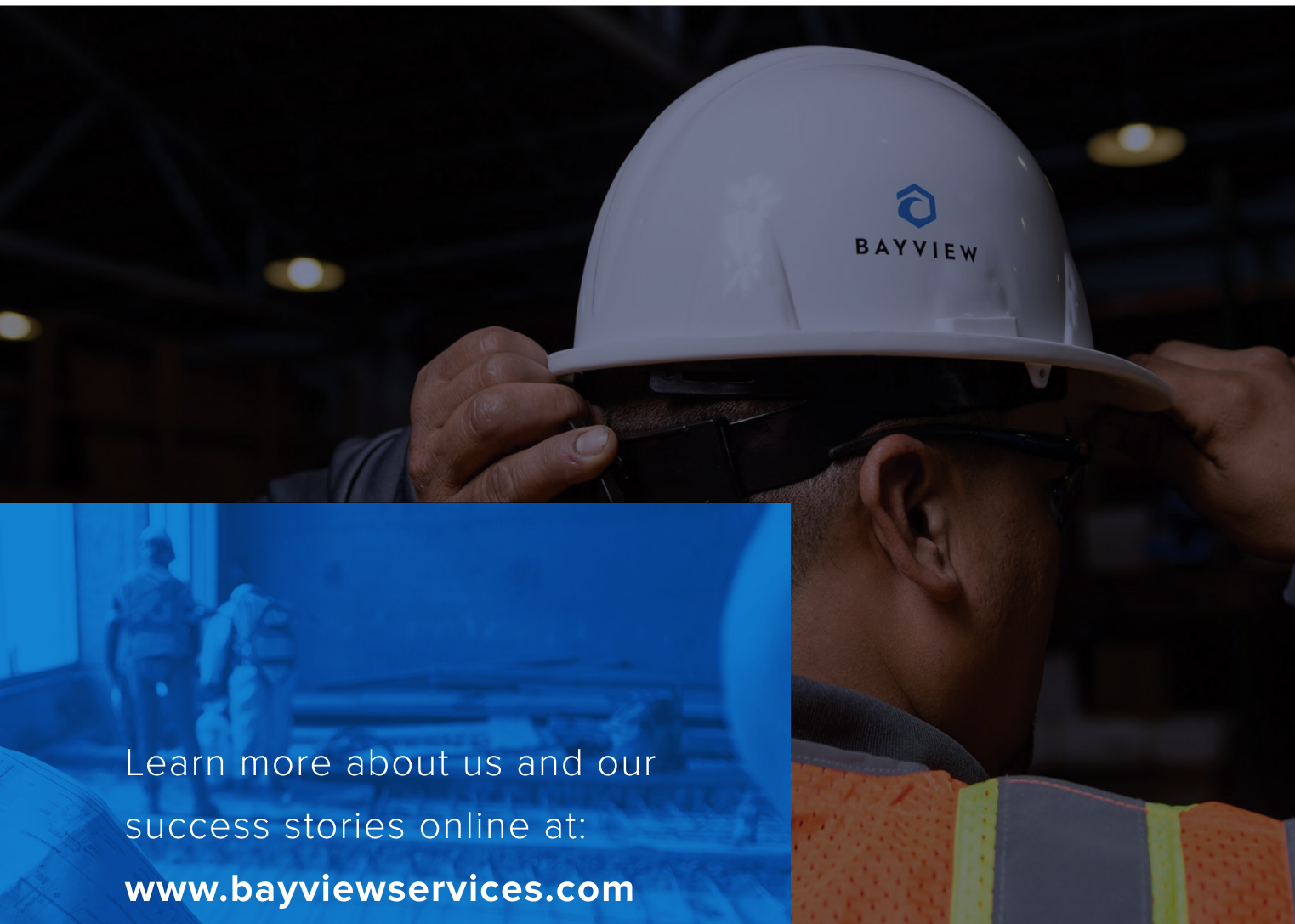
Kip Fouts/Asbestos, Lead, and Construction Program Safety Manager
Stanford Environmental Health and Safety



"From the safety stand point I can not be more pleased. I was impressed with your crews operation and attention to detail. Please pass on to your team here at Google Crossman my appreciation for their support and effort to keep both themselves and the jobsite safe as it is greatly appreciated."

Brent Dickinson/Safety Engineer
XL Construction





Learn more about us and our
success stories online at:
www.bayviewservices.com

DEMOLITION

ENVIRONMENTAL

INDUSTRIAL



Northern California
(510) 562-6181

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