

1	QUALIFICATION TYPE UNLIMITED
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(If a firm has branch offices, complete for each specific branch office seeking work)

2a. FIRM (OR BRANCH OFFICE) NAME Mayberry Consultants			3. YEAR ESTABLISHED 1999	4. DUNS NUMBER N/A
2b. STREET 1212 Main Street			5. OWNERSHIP	
2c. CITY Mayberry	2d. STATE NC	2e. ZIP CODE 27545	a. TYPE LLC	
			b. DISADVANTAGED BUSINESS ENTERPRISE (DBE) ☐ YES ☒ NO	
6a. POINT OF CONTACT NAME AND TITLE Andy Taylor, CEO & President			7. TYPE OF OFFICE Home Office	
6b. TELEPHONE & FAX NUMBER 984-627-3387	6c. E MAIL ADDRESS ataylor@mayberryconsultants.com			
8a. FORMER FIRM NAME(S) (if any)			8b. YR. ESTABLISHED	8c. DUNS NUMBER N/A

[illegible]

1. Less than \$100,000
2. \$100,000 to less than \$250,000
3. \$250,000 to less than \$500,000
4. \$500,000 to less than \$1 million
5. \$1 million to less than \$2 million

6. \$2 million to less than \$5 million
7. \$5 million to less than \$10 million
8. \$10 million to less than \$25 million
9. \$25 million to less than \$50 million
10. \$50 million or greater

The foregoing is a statement of facts.

The foregoing is a statement of facts.	
a. SIGNATURE	b. DATE November 2, 2021
c. NAME AND TITLE Andy Taylor, CEO & President	

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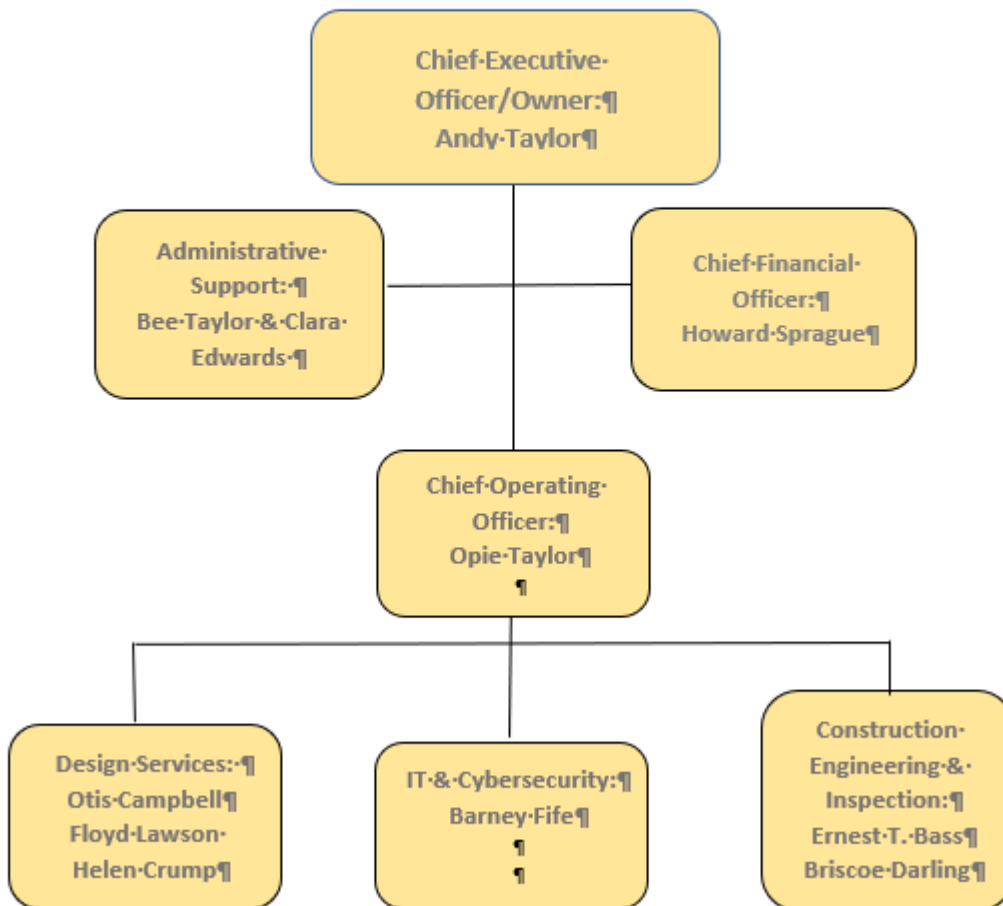
6. \$2 million to less than \$5 million
7. \$5 million to less than \$10 million
8. \$10 million to less than \$25 million
9. \$25 million to less than \$50 million
10. \$50 million or greater

The foregoing is a statement of facts.

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a. SIGNATURE	b. DATE November 2, 2021
c. NAME AND TITLE Opie Taylor, Vice President	

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Mayberry-Consultants



12. RESUMES OF KEY PERSONNEL
(Complete one page for each key person.)

____ of ____

NAME	ROLE / TITLE	YEARS EXPERIENCE	
		TOTAL	WITH CURRENT FIRM
Andy Taylor	CEO & President	20	16

FIRM NAME AND LOCATION (City and State)

Mayberry Consultants, Mayberry, NC

EDUCATION (DEGREE AND SPECIALIZATION)

MBA/University of Tennessee

M.S. Civil Engineering/University of Tennessee

B.S. Civil Engineering/Tennessee Tech University

CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE)

Professional Engineer: Tennessee, North Carolina

OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)

Tennessee Society of Professional Engineers

American Society of Civil Engineers

RELEVANT PROJECTS

	(1) TITLE AND LOCATION (County)	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)
a.	Monterey Railroad Museum Monterey, TN	2020	Ongoing
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☒ Check if project performed with current firm Project Engineer for a new railroad museum and parking area for the City of Monterey. This project is one of the trail heads for the Rails for Trails which will connect Cookeville and Monterey with approximately 19 miles of multi-use hiking and biking trails. This project was a TDOT Transportation Enhancement Project.		
b.	Beckwith Farms Distribution Facility Mt. Juliet, TN	2018	2018 to 2020
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☒ Check if project performed with current firm Project Engineer for site plan and infrastructure on a new development consisting of four Class A buildings totaling 3.33 million square feet. Detailed plans and site design for roads, drainage facilities and grading were provided. Coordination with utility and local government for approval of layout and design was obtained as part of services.		
c.	The Pinnacle at Symphony Place Office Building Nashville, TN	2017-2018	2018-2019
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☒ Check if project performed with current firm Prepared the site plans for a new 1.1 million square four, 28-story office building in downtown Nashville. Detailed design provided for the site construction plans included drainage, grading, utilities and a foundation drainage system. The project included development of a five level, below grade parking garage. The project was a LED accredited design.		
d.			
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☐ Check if project performed with current firm		
e.			
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☐ Check if project performed with current firm		

12. RESUMES OF KEY PERSONNEL
(Complete one page for each key person.)

NAME	ROLE / TITLE	YEARS EXPERIENCE	
		TOTAL	WITH CURRENT FIRM
Opie Taylor	Vice President	20	16

FIRM NAME AND LOCATION (City and State)
Mayberry Consultants, Mayberry, NC

EDUCATION (DEGREE AND SPECIALIZATION)	CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE)
M.S. Civil Engineering/University of Tennessee B.S. Civil Engineering/Tennessee Tech University	Professional Engineer: Tennessee, North Carolina

OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.)

Tennessee Society of Professional Engineers

RELEVANT PROJECTS

	(1) TITLE AND LOCATION (County)	(2) YEAR COMPLETED	
		PROFESSIONAL SERVICES	CONSTRUCTION (If applicable)
a.	Coretech Industries Campus Lebanon, TN	2018	Ongoing
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☒ Check if project performed with current firm Provided engineering services for site design including grading, drainage, storm sewer design and associated details. Overall plan development included master planning for the 50 acre Research Park which is designed to be the first true green technology research and development business park in America. Design also included off-site utilities and <u>roadway improvements</u> .		
b.	The Pinnacle at Symphony Place Office Building Nashville, TN	2017-2018	2018-2019
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☒ Check if project performed with current firm Prepared the site plans for a new 1.1 million square foot, 28-story office building in downtown Naashville. Detailed design provided for the site construction plans included drainage, grading, utilities and a foundation drainage system. The project included development of a five level, below grade parking garage. The project was a LED accredited design.		
c.	Music Row Roundabout Nashville, TN	2016-2017	2017-2018
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☒ Check if project performed with current firm Project manager and project engineer for Nashville's first modern roundabout. Managed multi-disciplined design team for this \$3 million dollar streetscape and roadway improvement project. Project included design and construction administration for a roundabout to replace a six street intersection in an urban setting.		
d.			
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☐ Check if project performed with current firm		
e.			
	(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE ☐ Check if project performed with current firm		

EXAMPLE

TO ACCOMPANY TDOT'S FORM DT-0330 BALANCE SHEET FOR DECEMBER 2020 (End of Firm's Fiscal Year)

Mayberry Consultants, Inc

Name of Firm

ASSETS		LIABILITIES AND NET WORTH	
CURRENT ASSETS		CURRENT LIABILITIES	
Cash:		Judgements & Accounts Payable	\$ 73,280.02
On Hand	\$ 157,372.38	Notes Payable	
In Banks		(a) To banks for certified checks	\$ 24,462.34
Certified Checks on Deposit for Bids		(b) To banks for payoffs	
Notes Receivable (Less Discount)	\$ 1,756.33	(c) To material companies	
Accounts Receivable	\$ 166,754.55	(d) To equipment companies	
Stocks and Bonds		(e) To other (exclusive of equipment)	
Inventories		Owing Subcontractors	
Interest Receivable Accrued on Notes, Securities, etc.		Accrued taxes	\$ 128.87
Life Insurance		Accrued Salaries and Payoffs	
		Accrued Interest Payable	
Total Current Assets	\$ 325,883.26	Total Current Liabilities	\$ 97,871.23
FIXED ASSETS NET BOOK VALUE		FIXED AND OTHER LIABILITIES	
Plant and Equipment	\$ 14,100.15	Mortgage on Plant Equipment	
Real Estate	\$ 125,468.17	Mortgage on Real Estate	\$ 83,110.51
		Other Liabilities	
Total Fixed Assets	\$ 139,568.32	Total Fixed and Other Liabilities	\$ 83,110.51
OTHER ASSETS		NET WORTH	
Real Estate - Not used in business and, Bldg., Improvement, etc.		Individual Partnership	
Misc. Assets	\$ 2,115.84	Retained Earnings	\$ 130,329.71
		Capital Stock	\$ 151,171.42
Total Other Assets	\$ 2,115.84	Surplus	\$ 5,084.55
TOTAL ASSETS	\$ 467,567.42	TOTAL LIABILITIES AND NET WORTH	\$ 467,567.42
The Financial Statement above presents fairly the financial position of the subject firm in the noted period.			
Name (Signature)		Title	

EXAMPLE

TABLE 5-5: SAMPLE OVERHEAD SCHEDULE

Mayberry Consultants
Statement of Direct Labor, Fringe Benefits, and General
Overhead For the Year Ended December 31, 2021

Account Number & Description	General Ledger Account Balance	Direct Costs	Disallowed Costs	Proposed Company Wide	% of Direct Labor
DIRECT LABOR	\$ 1,950,501	\$ 1,950,501	\$ -	\$ 1,950,501	100.00%
INDIRECT COSTS					
FRINGE BENEFITS					
6300 Benefits: Bonuses	\$ 234,060	\$ -	\$ (28,560) (a)	\$ 205,500	10.54%
6310 Benefits: 401(k)	97,525	-	-	97,525	5.00%
6320 Benefits: PTO (vac., sick, and holiday)	253,565	-	-	253,565	13.00%
6820 Insurance: Disability	58,515	-	-	58,515	3.00%
6830 Insurance: Life	21,046	-	(800) (b)	21,046	1.08%
6840 Insurance: Medical	136,535	-	-	136,535	7.00%
6850 Insurance: Workers' Comp.	15,799	-	-	15,799	0.81%
7500 Payroll Taxes: FICA and Med.	180,421	-	-	180,421	9.25%
7510 Payroll Taxes: FUTA and SUTA	78,020	-	-	78,020	4.00%
TOTAL FRINGE BENEFITS	\$ 1,076,286	\$ -	\$ (29,360)	\$ 1,046,926	53.67%
GENERAL OVERHEAD					
6700 Indirect Labor	\$ 741,190	\$ -	\$ (3,300) (c)	\$ 737,890	37.83%
5010 Direct: Lodging, Meals, and Travel	122,101	(122,101)	- (d)	-	0.00%
5020 Direct: Employee Mileage Reimbursements	159,941	(159,941)	- (d)	-	0.00%
5030 Direct: Rentals and Supplies	21,651	(21,651)	- (d)	-	0.00%
5040 Direct: Subconsultants	44,862	(44,862)	- (d)	-	0.00%
6000 Advertising and Marketing	23,991	-	(6,750) (e)	17,241	0.88%
6100 Automobile Expense	68,268	-	(13,580) (f)	54,688	2.80%
6200 Bank Service Charges	9,753	-	-	9,753	0.50%
6400 Contributions and Gifts	14,629	-	(14,629) (g)	-	0.00%
6500 Depreciation Expense	117,030	-	-	117,030	6.00%
6600 Dues and Subscriptions	16,189	-	(350) (h)	15,839	0.81%
6800 Insurance: Automotive	15,409	-	-	15,409	0.79%
6810 Insurance: Business Liability	23,406	-	-	23,406	1.20%
6900 Interest Expense	36,084	-	(36,084) (i)	-	0.00%
7000 Licenses and Permits	21,456	-	-	21,456	1.10%
7100 Maintenance and Repairs	97,135	-	-	97,135	4.98%
7200 Meals & Entertainment	19,310	-	(1,050) (j)	18,260	0.94%
7300 Misc. Fees, Fines, Penalties	6,827	-	(6,827) (k)	-	0.00%
7400 Office Expense: Cleaning	8,192	-	-	8,192	0.42%
7410 Office Expense: Postage and Delivery	4,486	-	-	4,486	0.23%
7420 Office Expense: Office Supplies	32,183	-	-	32,183	1.65%
7430 Office Expense: Other Office Expense	35,889	-	-	35,889	1.84%
7600 Personal Property Tax	42,911	-	-	42,911	2.20%
7700 Prof Fees: Accounting and Legal	30,428	-	-	30,428	1.56%
7800 Rent	180,049	-	(2,400) (l)	177,649	9.11%
7900 Telephone	60,466	-	-	60,466	3.10%
8000 Utilities	29,472	-	-	29,472	1.51%
Credit for Internal Allocations	-	-	(107,278) (m)	(107,278)	-5.50%
TOTAL GENERAL OVERHEAD	\$ 1,983,306	\$ (348,565)	\$ (192,247)	\$ 1,442,505	73.98%
TOTAL INDIRECT COSTS & OVERHEAD RATE	\$ 3,069,593	\$ (348,565)	\$ (221,607)	\$ 2,489,431	127.63%

FAR References and Notes:

- (a) 31.205-6(a)(8)(B): Owners' compensation in excess of reasonable amount is disallowed (distribution of profits).
 (b) 31.205-19(e)(2)(v): Officers' life insurance is disallowed.
 (c) 31.201-6(e)(2): Marketing, lobbying, and any labor associated with unallowable activities is disallowed.
 (d) 31.202: Excluded direct project costs (both billable & non-billable costs) from indirect cost pool.
 (e) 31.205-1: Costs for general marketing materials are disallowed.
 (f) 31.205-4(m)(2) & 31.205-46(d): Personal use of a company asset (automobile) is disallowed.
 (g) 31.205-8 & 31.205-13(b): Contributions and gifts are disallowed.
 (h) 31.205-22: Lobbying costs, paid as a percentage of professional dues, are disallowed.
 (i) 31.205-20: Interest is disallowed.
 (j) 31.205-14 & 31.205-51: Costs for entertainment and alcoholic beverages are disallowed. (The entertainment cost principle supersedes all others.)
 (k) 31.201-4, 31.205-15, & 31.205-20: Disallowed late fees: Government imposed fines and penalties; and credit card interest.
 (l) 31.205-36(p)(3): Related party rent (not an arm's-length transaction) is limited to actual cost of ownership, net of interest and other unallowable items.
 (m) 31.202: Direct costs segregated and removed from indirect cost pool.