



FWD Client Success Story

4th Quarter 2019-2020

Zohinnie Construction Industries, Inc.

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Zohinnie Construction Industries, Inc. was founded on January 21, 2004 for the purpose of providing Quality Construction, Architectural & Engineering Services, Community Planning and Development to the Navajo Nation and the many Tribal entities that exist in the Four Corners area in the Southwest United States to include: New Mexico, Arizona, Utah and Colorado. ZCI has successfully operated in these regions for the past 16 years and has become involved with federal contracting for the states of Arizona, New Mexico, Colorado and Utah.



Zohinnie Construction Industries, Inc is a 100% Native American, Woman-Owned Navajo company (EDWOSB). As a result, we are committed to providing quality construction and development to Native and federal lands. **We are Building Better and Stronger Every day!** ZCI is proud to announce that they are a **Navajo Nation Certified - Priority One** Company and certified as a Graduate in the U.S. Small Business Administration's (SBA) 8(a) Business Development Program. Zohinnie Construction Industries, Inc. primary NAICS code is **236115** but our firm has been awarded contracts under a variety of NAICS codes that we qualify for.

Harrietta Zohinnie Gallegos – President

As project leader and final decision maker, Harrietta "Etta" Zohinnie-Gallegos leads with a firm but understanding hand, being directly involved in the day to day operations of Zohinnie Construction



Industries, Inc.'s (ZCI) many projects. Etta's twenty-three-year (23) construction experience and unique leadership style assures that her many clients are extremely satisfied with her company's performance and leaves a deep seeded faith in her abilities. Etta also knows when to delegate specific project tasks to the most highly qualified specialists. Founded in 2004, ZCI has been in business for 16 years and 7 months to date. Etta serves as 100% stock owner and is the *qualifying party* for her firm's construction license – GB98 #90008

As a graduate of the University of Arizona in 1994 with a Bachelor of Science Degree in Regional Development (the study of city growth and urban design), Mrs. Zohinnie-Gallegos passion has always been to promote positive community development on Tribal Lands and the Four Corners Area. Her diverse experience includes working on projects for the Navajo Nation, Jicarilla Tribe, Zuni Tribe, Hopi Tribe, Ute Mountain Tribe and Southern Ute Indian Tribe. Since 1997, she has acquired extensive experience in all phases of construction, including; residential, commercial, industrial, planning, A & E, Design Build and sales of construction materials, in the states of New Mexico, Colorado, Arizona, and Utah.



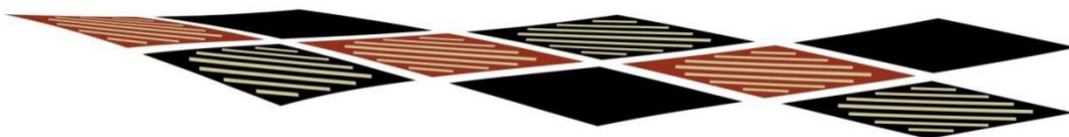
As a 100% Navajo-Owned Company it is important to Etta Zohnnie-Gallegos to hire Navajo/Native employees. "It's important to contribute to the Tribal households of our Navajo staff. Most of ZCI employees are experts in multiple trades, which allows the company to cut down on hiring out specialty trades like drywall, concrete, flooring etc. The ability to perform a vast majority of trades inhouse allows us to bid on multiple projects and this strategy has allowed us to self-perform approximately 85% of the work we take in annually, leaving ZCI with a margin as 35 as 40 percent annually", Etta states.



ZCI has had the privilege of serving the not just Indian country but also has served Federal and State Agencies, as well as, large industry 'clients' such as Navajo Agricultural Products Industry (NAPI) and Arizona Public Service (APS) Electric power plant. ZCI's employee base is predominantly Navajo and we have hired approximately 85-90% Native American workers. ZCI also endorses working with other Native American Firms or other qualified firms that have Native/Minority employee base of 70% or higher. ZCI hopes to grow into a large-scale construction firm with a small business mentality – the key is to provide great customer service. Etta attributes her success to a Navajo phrase that is used to express endurance: *"Táá awho' a'ji'téégo T' eliya"* – "You must do for yourself in order to root your dreams on the plane of success!"

What are our services?

Multi-Family Construction, Residential for Housing Authorities & Housing Agencies, Commercial Remodeling, Residential Weatherization, Industrial Construction, Commercial and Institutional Construction, Residential and Commercial Construction Management, and many sub- categories (Electrical, Drywall, Framing, Painting, Flooring, HVAC, Plumbing, Concrete/Masonry, and much more). Include Sales for Construction Materials. ZCI is also proud to offer Architectural and Engineering Services, Design/Build Services, Sustainable Designs and Renewable Energy Installations. While serving the Navajo community and their Native American clientele, ZCI utilizes the latest resources and technology while understanding the cultural and economic impact of each project on its community.





Construction

- Multi-Family – New / Rehab
- Residential Construction
- Housing Authorities
- Housing Agencies
- Commercial Remodeling
- Residential Weatherization
- Industrial Construction
- Institutional Construction
- Construction Management
- Design & Planning
- Drywall, Framing, Flooring, HVAC, Plumbing & Concrete

Architecture / Design

- Architecture
- Civil Engineering
- Design / Build
- Sustainable Designs
- Renewable Energy Installations

Sales

- Construction Materials
- Wood, Window & Door Manufacturing

Certifications:

GB98 #90008 Exp. 3/31/22
Navajo Nation SB Act Certification - Priority 1
Bonding - \$2 million dollars
SBA / SDB Registered – Cage Code #4PK7
DUNS # 619373157

NAICS:

236115 – New Single-Family Housing
236210 – Industrial Building Construction
236220 – Commercial / Institutional
541310 – Architectural Services
541330 – Civil Engineering Services

Zohinnie Construction Industries, Inc. – Our Work

IHS Staff Quarters Fencing Job - Kayenta, AZ

ZCI to provide labor and supervision to install up to 1,960.0 1.f. of commercial grade Chain Link Fencing and 3,213 1.f. of Rod Iron Fencing for the Staff quarters for the IHS staff. This includes 8 gates. Includes all hardware, posts, tension wire, nuts & bolts, hog ties, fence fabric and iron gate panels for install, post hole digs and calling one call and also to pass 4 inspections from staff to ensure quality control. Includes mobilization and daily jobsite clean-up. *Completed* - April 2020



Chaco River Apartments - Block Wall - Shiprock, NM

Repairs to the block wall fence at the east location of the property. Included masonry work, pointing, block stacking, rebar and wire reinforcements and tap off to of block wall. Paint was done by others. *Completed* - April 2020

Pinnacle & SCE– Weatherization, Stove Installs Final Phase - Shiprock, NM

Installations for woodstove and weatherization for local participants for Shiprock Agency. Includes for Burnham, Upper Fruitland, Nenahnezad, San Juan, Hogback, Shiprock Chapters. Includes stove installations, training, stove pipe installations and weatherization upgrades and recommendations, 2nd Blower Door Testing for 1st half of participants/residents at the above-mentioned chapter locations on the Navajo reservation. Includes air kits installation for above residences when indicated in the Shiprock Area. Phase 2B of Installations. *Completed* - April 2020



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DOI, National Park Service-Capulin Volcano - Capulin Volcano, NM

ZCI to provide Design Work Services for Capulin Volcano National Park for Department of Interior located in Union County, NM. Included Design work for waterlines and utilities. Specification Submission, Field reporting, continued design development for Engineering Plans to target 95% Completion. *Completed* - March 2020

Dine Dreamers Charter School - Shiprock, NM

Scope of Work included bringing the playground up to code. ZCI removed and reinstalled existing borders, grubbed the earth and leveled out, and removed tree roots and reinstalled borders with metal pins to stabilize playground borders. ZCI provided all tools, equipment, labor and materials to complete the job and included daily jobsite clean-up and haul off. ZCI did have to comply with school's strict rules of safety around the students and staff. *Completed* - March 2020

APS Power Plant - Fruitland, NM

ZCI team a design build for a welded door at the Turbine Tool Room at the Power Plant. This included door and tract design and locking mechanism installs. ZCI did have to comply with LOTO. Work performed on a time and materials basis. *Completed* - February 2020



APS Power Plant - Fruitland, NM

ZCI team demo old damaged acoustical ceiling tile and grid and installed a new acoustical system. This was in the Control Room ceiling in the SO2 Room. ZCI did have to comply with LOTO. Work performed on a time and materials basis. *Completed* - July 2019

US NPS-Bandelier Nat'l Park-Phase 1 (through MOD 2) - White Rock, NM

ZCI provided all labor, materials, equipment, supervision and transportation to renovate two historical buildings at Bandelier National Park. Renovation work applied to Building #HB-17 (Kitchen and Cafeteria) and to Building #HB-15. ZCI performed all demo work, framing, drywall installation, drywall tape and finish, priming, and painting at both locations. Includes subfloor repair in utility closet, VCT in stallion at utility closet along with cove base, Install of base cabinets and T & G counter tops (historical match), Staining of cabinets and trim work, fabricate a wooden product display shelf, restore historical doors at both buildings, installed new solid core doors at HB-15, floor staining in HB-17 and Sealing the floor at HB-17. Electrical installs at both buildings, install new light fixtures and wall receptacles and all applicable electrical conduit, accessories etc. There was an electrical panel upgrade at HB - 15. Installed a water fountain at HB-15, T & G ceiling repairs at both buildings, installed iron railings at HB-17 and repainted window pane and window sills as well at both historical buildings. Included jobsite cleanup, materials recycle were applicable and disposal of waste to offsite landfill. *Completed* - June 2018



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Navajo Nation Fish & Wildlife Metal Building - Nenahnezad, NM

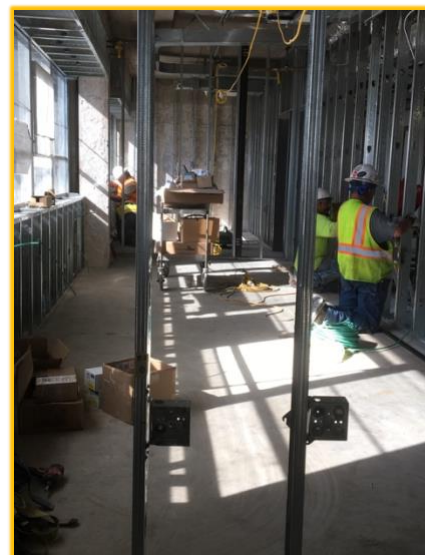
Design Build for a 1500 sq. ft. Warehouse. This project included site excavation, installation of a 30' x 50' concrete slab with stem walls and piers to support construction of a new commercial metal building located at the Nenahnezad Chapter House property. This included the erection of a Metal Building approx. 16' tall, Installing the Red iron framework, insulation, all electrical fixtures, outlets, all associated wiring and service box installation, installing two mechanical bay doors, installing the pro-panel skin, 6 skylights, trim out at exterior, and roofing system. All work was designed by ZCI and Self Performed by ZCI Team. *Completed - February 2017*

Tsaile Health Care Center Flooring - Tsaile, AZ

ZCI was hired to install approximately 12,208 sq. ft of VCT flooring material and 2,520 l.f. cove base. ZCI demoed old existing flooring materials and old cove base to be replaced with new flooring materials. Installed new vinyl to the hallway and main waiting area. Approximately 3,630 sq. ft commercial grade flooring including cove base and remainder of rooms. 28-unit office space and 3 waiting areas. Total sq. ft was 15,838 flooring. *Completed - January 2017*

Gallup Indian Medical Center - 4th Floor East Renovation - Gallup, NM

ZCI was hired to mobilize for 6 weeks to provide the following: Included as builds, daily logs, progress of work reported daily, daily materials listings. Provided on site project management and actual execution of labor for the following installations: Minor demo at front location next to electrical panels and HVAC and Duct work Demo, concrete prep and concrete demo, concrete reinforcement installations, concrete pour and concrete finish. Steel Metal Framing & layout adjustment & configuration. Set Doors and install doors (9 in total), Prime and paints door frames, install door hardware, installed all metal framing, soffits at ceiling locations, fur outs, installed insulation (roll out), installed electrical wiring, electrical receptacle boxes, switches, homeruns, and breakers, and light fixtures, installed HVAC flex duct, registers, vents and cone diffusers, minor HVAC demo, installed roll out insulation, installed VCT Flooring and cove base, installed acoustical ceiling grid and ceiling tile, did all primer and paint applications to all drywall surfaces, Installed window tinting, and shelving at reception area. *Completed - November 2016*





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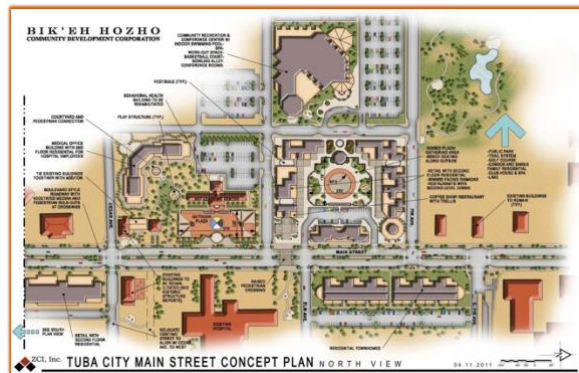
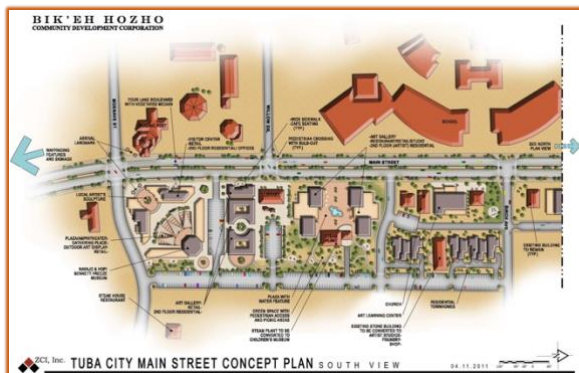


Sanostee Chapter – Feasibility Study & Senior Center Evaluation - Sanostee, NM

Feasibility study for a new 8,000 sq. ft. chapter facility, infrastructure, soils analysis, community assessment, charrette, summary of development, public meetings, plan layout, color renderings and landscape plans. Included application for grant funding and written proposal for client. *Completed* - March 2011

Bik'Hozho CDC – Tuba City Main Street Project A & E Concept Plan - Tuba City, AZ

The Bik'Hozho Community Development Corporation (BHDC) hired the ZCI team to assist in the facilitation of a community design charrette for the revitalization of the Tuba City, AZ Main Street. The project began with an extensive analysis of existing conditions at the project site, including existing infrastructure and land use, existing community transportation and pedestrian requirements, historic and cultural resources, topographic features, climate data, and green initiative opportunities. Next, community leaders were identified and invited to help develop a needs assessment and vision for the site. Survey / evaluations were conducted by the team for twenty-two historic buildings to determine suitability for preservation and rehabilitation. For those structures deemed to be suitable for adaptive reuse, schematic design concepts were developed and presented to BHDC. Phase 2 of the project involved teaming up with BHDC and community leaders to create two to three options for development of the new Arts / Retail / Housing District along Main Street. During the two-day charrette all participants worked together to generate workable solutions, visions, and ideas. ZCI's remaining task was to refine the options, and prepare graphics, models and text to support a "preferred alternative concept" for review by the project team and community members. Finally, ZCI used the public and BHDC input to further refine the concept and create a specific set of development ideas for presentation to the community participants and BHDC. *Completed* - June 2011



"Community & Business Training, Economic Development, Partnerships,
Job Creation.....Rural American Indian Communities Moving Forward"



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Four Winds Diversified (FWD) teaming partner, Mr. Russell F. Pedro of Data Management of New Mexico (DMNM) has been working with Harrietta 'Etta' Zohnnie-Gallegos, President of Zohnnie Construction Industries, Inc. over the past decade in past affiliations with the New Mexico Native American Business Enterprise Center (NMNABEC), a MBDA Funded Business Center, as well as, the American Indian Chamber of Commerce of New Mexico (AICCNM). Mr. Pedro recently nominated 'Etta' Zohnnie-Gallegos and ZCI Inc. for the **2020 MBDA Minority Enterprise Development (MED) Week Awards** for the Category of: **MBDA - Minority Construction Firm of the Year**.

Our FWD Team is currently working with Zohnnie Construction Industries by providing Federal Government Training and 'Teaming' opportunities to pursue projects within the Southwest and across the Nation. As part of our FWD Training Webinar Initiatives, we also plan to invite Mrs. Etta Zohnnie-Gallegos to share her successes / barriers within the Federal, Tribal and State Contracting Arena, as well as, invite her to a 'Construction in Indian Country' Panel. We understand that she possesses many years of experience and knowledge in Construction Industry and Navajo Nation procurement process, that will be invaluable to our FWD Clientele who are seeking knowledge in pursuing Federal / Tribal Government Contracting. Our FWD team will also assist ZCI Inc. by providing 'Etta' and her Team with Federal, State, Local and Tribal opportunities and referrals.