

December 3, 2020

Sherman Minton Corridor Project
INDOT Executive Office
100 N. Senate Ave.
Room IGCN
Indianapolis, Indiana 46204
E-mail: SMCPDBBV@indot.in.gov

Attention: Kevin Jasinski

Subject: Kokosing Construction Company, Inc's Responses to Clarification Request No. 1 – Price Proposal. (Original)

Mr. Jasinski,

Please find attached, Kokosing Construction Company's response matrix to Price Proposal Clarification Request No. 1 along with supporting attachments as required.

As this information is part of Volume 3, it is to be considered confidential information.

If you have any questions regarding this submittal, please do not hesitate to contact me at kao@kokosing.biz or 614-309-4073.

We look forward to working with the Indiana Finance Authority and project stakeholders on this project.

Sincerely,



Kevin Ohl, PE, DBIA
Vice President, Engineering and Alternative Delivery
Kokosing Construction Company, Inc.

ATTACHMENT 1

QUESTIONS AND CLARIFICATION REQUESTS

| No. | RFP Reference | Question/Clarification | Response to Clarification Request No. 1 - Price Proposal |
|------------|--------------------------------|---|--|
| 1. | ITP <u>Exhibit C, § 2.1</u> | Please provide for Kokosing, Inc., interim unaudited financial statements for the period since the most recent completed fiscal year and to the extent not included in the SOQ. If no such interim financial statements exist, please provide a statement specifying such. Interim financial statements were provided for Kokosing Construction Company, Inc. | Please see attached letter along with interim (unaudited) financial statements for Kokosing, Inc. as of and for the period ended September 30, 2020. |
| 2. | ITP <u>Exhibit C, § 2.2</u> | Please provide for Kokosing, Inc., a letter from the chief executive officer, chief financial officer or treasurer either: (a) providing information on any material changes in financial condition (e.g., a rating downgrade by a nationally recognized rating agency), corporate form (e.g., significant mergers, acquisitions, or reorganizations), or market capitalization since submittal of the SOQ and those that are pending; or (b) certifying that no such material changes have occurred. In instances where a material change has occurred, or is anticipated, provide a statement describing each material change in detail, the likelihood that the developments will continue during the period of performance of the PPA, and the projected full extent of the changes likely to be experienced in the periods ahead. Estimates of the impact on revenues, expenses, and the change in equity are provided separately for each material change and shall be certified by the CFO or treasurer. Such a letter was only provided by Kokosing Construction Company, Inc. | Please see attached letter. |
| 3. | ITP <u>Exhibit C, § 2.1(g)</u> | Please provide for Kokosing, Inc., appropriate credit ratings, including credit rating reports, to the extent such entity have credit ratings. If no credit ratings exist, provide a statement specifying that no credit ratings exist for that entity. Such information was provided for Kokosing Construction Company, Inc. | Please see attached letter. |

[REDACTED]

[REDACTED]

[REDACTED]

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