

The background of the slide is a deep space scene. It features a dark blue and black sky filled with numerous bright stars of varying colors, including white, yellow, and blue. A prominent, reddish-orange planet, likely Mars, is visible on the right side of the frame, showing its characteristic surface features and a thin atmosphere. The overall lighting is soft, highlighting the textures of the planet and the density of the star field.

**NASA/MARSHALL SPACE
FLIGHT CENTER**

JOINT COUNSELING SESSION

Erica Lane Enterprises, Inc.
Erica Lane

Oct. 8, 2024

Background

COMPANY NAME:	Erica Lane Enterprises, Inc.	ADDRESS:	3226 Bob Wallace Ave Huntsville, Alabama 35805
OWNER:	Erica Lane Jill Clemons Ida Raney Gary Buckner	CONTACT NAME:	Rodolfo Bernal 256-536-7117 ext 168
EMAIL:	Rodolfo.Bernal@eleinc.com	YEARS IN BUSINESS:	27
CAGE CODE:	1DHW2	DUNS NUMBER:	011451734
WEB SITE:	www.eleinc.com	NAICS CODES:	561210, 541620, 541614, 541330E, 541513, 493190, 493110, 488190
CERTIFICATIONS: ISO 9001-2015 Certified, CMMC Level 2.0 Compliant			

Business Size & Classifications

EMPLOYEES (range):	300 in 32 states
AVERAGE SALES (5yr range):*	\$ 35M

CLASSIFICATIONS (select from list below):	Yes/No
SMALL BUSINESS	Yes
SMALL DISADVANTAGED BUSINESS	No
NATIVE AMERICAN-OWNED	No
ALASKAN NATIVE CORPORATION	No
WOMEN OWNED (SBA certified)	Yes
ECONOMICALLY DISADVANTAGED WOMEN OWNED	No
VETERAN-OWNED	No
SERVICE DISABLED VETERAN OWNED	No
HUBZONE CERTIFIED	No
8(A) CERTIFIED	No
8(A) EXPIRATION DATE (if applicable)	2009

*Based around NAICS 561210



Primary Capabilities

- Facilities Operations, Maintenance & Management
- Energy and Engineering Management
- Test and Evaluation Support
- Environmental Services
- Computer Aided Drafting
- Planning, Operations and IT Services
- Resource Management
- Logistics, Operations and Warehousing
- Aviation Maintenance / Logistics – Rotary Wing



Current and Recent Performance (< 5 years)

- Facility Operations Services Contract, NASA AMES Research Center (Subcontractor)
- Facility Maintenance and Management of Reserve Centers – Ft McCoy, WI (Prime)
- Operations, Maintenance, Plans, Finance and Environmental Services – Ft McCoy, WI (Subcontractor)
- Resource Efficiency Management contracts – US Army - Ft Knox and Ft Campbell (Prime 20 years, multiple locations)
- Facility Operations and Maintenance of the Federal Law Enforcement Training Center, Artesia, NM (Prime and Subcontractor)
- Computer Aided Design Services for Western Area Power Administration – DOE in Phoenix, AZ (Prime and Subcontractor roles over 17 years)
- Base Operations Support, NAS Pensacola (Subcontractor)
- Logistics/Warehousing – Defense Logistics Agency, San Diego, CA (Subcontractor)
- Test Center Support Services, Aberdeen Proving Ground, MD (Subcontractor – 13 years)
- Rotary Wing Aviation Maintenance Services – US Army & US AF at Ft Novosel, AL (Subcontractor)



NASA Value - Quad Chart

Differentiators

- Workers Compensation Experience Modification Rating is .53
- Total Recordable Incident Rate (TRIR) is 2.86 (Industry Standard – 3.20). NAICS 561210.
- “Exceptional” Customer Satisfaction Ratings
- DCAA Approved Accounting System
- CMMC 2.0 Compliant
- Multiple Unions/CBAs Experience (IAM, IUOE, IBEW, IUE, CWA).
- ISO 9001 – 2015 Certified QMS (Cert: 14340)

Capabilities

- Facilities Operations and Maintenance
- Test and Evaluation Support
- Energy and Engineering Management
- Logistics and Operations
- Environmental Management
- Computer Aided Drafting
- Ballistics Field Data Acquisition
- Vehicle Performance Testing
- Aviation Maintenance / Rotary Wing

Awards

- We documented \$91M in achievable energy savings at 15 Southeast NAVFAC sites within 4 years. Each site won SECNAV awards
- Stennis EMCS Team awarded the Blue Marble Award for annual energy savings of \$1M
- Our staff received numerous NASA customer commendations, Sustained Superior Performance Awards, Space Flight Awareness Awards, a NASA Frontline Award, a NASA Public Service Award and five Silver Snoopy Awards for their performance and contributions to NASA

Opportunities

- NASA KSC Space Operations and Center Services –SOCS
- NASA KSC Base Operations Support Services - BOSS
- NASA MSFC Facilities Operations Support Service (FOMSS). eLe was the 8(a) prime for COBA from 2000-2010
- NASA AMES Facilities Support Services -AFSS II
- Other areas of interest: aviation maintenance, energy management, test and evaluation, logistics, and environmental management.



Notable Accomplishments

- 2020 Department of Homeland Security (FLETC) – We discovered prior incumbent contractor had not tested for lead poisoning all personnel handling lead from the gunnery ranges in 5 years. Testing showed several employees over the allowed levels. Our Program Manager moved employees out of that arena, and set up a realistic schedule to keep the employees safe.
- 2020 Department of Homeland Security (FLETC) -- Prior incumbent had a backlog of 950 Service Orders, which eLe reduced to zero in a matter of only three months, all while staying on top of all of the new work.
- While at Aberdeen, the team came up with a great idea, and developed a way that helped decrease the impact of explosives on the undercarriage of vehicles....saving countless lives.
- We are proactive when it comes to safety. We developed safety protocols and made safety suggestions to our primes to lower incident rates!
- We have a corporate office that we are so proud of. And a very high retention rate! It may have something to do with every day is bring your dog or cat to work day.
- Excellent personnel.

Principle Point(s) of Contact

NAME	TITLE	PHONE	EMAIL
Rodolfo Bernal	Controller	256-536-7117, ext 168	Rodolfo.Bernal@eleinc.com
Erica Lane	President	256-536-7117, ext 128	<u>Erica.Lane@eleinc.com</u>
Jill Clemons	Vice President	256-536-7117, ext 125	Jill.Clemons@eleinc.com
Joseph Ballew	Dir of Operations	256-536-7117, ext 122	Joseph.Ballew@eleinc.com