

# Capability Statement

## Erica Lane Enterprises, Inc.



### Point of Contact

Rodolfo Bernal  
(256) 536-7117 ext. 168  
ele.bd@eleinc.com

### Women-Owned Small Business (WOSB)

- 330 Employees in 32 States & Puerto Rico
- \$35M Average Revenues/5 years
- SMALL BUSINESS in most NAICS experience areas.

“Optimizing facilities and equipment for our country’s defense.”

Our 25 years of government contract experience throughout the US facilitates timely, accurate contract administration and reporting and assures customer confidence in our technical areas.

### Core Competencies

- Aviation Maintenance / Logistics-Rotary Wing (NAICS Code 488190)
- Facilities Operations and Maintenance
- Energy and Engineering Management
- Test and Evaluation Support
- Ballistics Field Data Acquisition
- Vehicle Performance Testing
- Logistics and Operations
- Environmental Services
- Technical and Administrative Support
- Computer Aided Drafting

### Customer Feedback

*“(eLe)... consistently receives positive comments from customers regarding the quality and timeliness of their work, which is frequently executed under compressed production schedules and budgetary constraints.” - Prime PM*

*“eLe’s familiarity and understanding of customers’ needs enables them to present innovative solutions to save the customers time and money and provide guidance in project execution.” - Deputy GM, Prime*

### Past Performance

#### Primary Government Customers:

- US Army (USAACE) Fort Rucker
- US Navy (NAVFAC SW)
- Department of Homeland Security (FLETC)
- USAF (Tyndall AFB, LAAFB, Eglin AFB)
- US Department of Energy (WAPA DSW)
- US Army (IMCOM, AMCOM, PEO-SETA)
- US Army Corps of Engineers (HNC)
- NASA (Stennis SC, AMES, MSFC)
- Defense Logistics Agency (DLA)

Awarded over \$500M in contract value

### Differentiators

- 25 years continuous management of government contracts, as prime and sub
- Zero Debt = Low G&A and OH rates
- Corporate office/staff in Huntsville, AL
- Contracts/operations in multiple states
- Multiple Unions/CBAs; SCA
- Security-Cleared Facility
- Exceptional CPARS Ratings
- CMMC 2.0 Level 2 Compliant
- ISO 9001:2015 Certified QMS (Cert: 14340)
- WC Experience Modification Rating at .53

### Company

Erica Lane Enterprises, Inc. was established in Alabama as an S Corporation in 1997. Erica Lane is President and Chief Executive Officer. Jill Clemons is Chief Operating Officer and chairs eLe’s Board of Directors.

eLe’s financial capacity includes zero debt, cash reserves and long-term banking relationships to meet new contract obligations.

### Pertinent Information

- GSA Schedule # 47QRAA18D0061
- Primary NAICS Code 561210
- CAGE Code 1DHW2
- DCAA Approved Accounting System
- Credit and Purchase Cards Accepted

- For additional information, please visit [www.eleinc.com](http://www.eleinc.com).