

PROJECT QUOTE

6681 Southpoint Parkway, Jacksonville, FL 32216, 904-363-9350, FAX: 904-363-9354

Client PM: Douglas "Rick" Woodworth	Quote Date: 5/7/2019
Company: City of Marco Island, Waterways AC	Project Name: Monthly Waterways Testing
Address: 50 Bald Eagle Drive	Project Number:
Marco Island, FL 34145	PO Number:
Phone: 312-961-9586	
FAX:	Quoted by: Chuck Ged

Matrix	Testing Method/Parameter	Quantity	Unit Cost	78	Total
	Estimate based on 14 sampling points (12 months x 14 = 168)		\$ -	\$	-
Non-potable	Nitrate by SM 4500-NO3 F	168	\$ 6.00	\$	1,008.00
Non-potable	Enterococci by ENTEROLERT/ QUANTI-TRAY	168	\$ 25.00	\$	4,200.00
Non-potable	Total Phosphorus by EPA 365.4	168	\$ 15.00	\$	2,520.00
Non-potable	Total Kjeldahl Nitrogen (TKN) by EPA 351.2	168	\$ 15.00	\$	2,520.00
Non-potable	Nitrate-Nitrite as N by SM 4500-NO3 F	168	\$ 6.00	\$	1,008.00
Non-potable	Pheophytin by SM 10200 H (run with Chlorophyll below)	168	\$ 5.00	\$	840.00
Non-potable	Chlorophyll a by SM 10200 H	168	\$ 20.00	\$	3,360.00
Non-potable	Nitrite as N by SM 4500-NO3 F	168	\$ 6.00	\$	1,008.00
Non-potable	Total Nitrogen (Calculation from TKN+Nitrate/Nitrite)	168	\$ 5.00	\$	840.00
			\$ -	\$	-
	AEL Ft. Myers is currently in process of getting certification for			\$	-
	Enterococci. Should be in hand by Nov. 2019.		\$ -	\$	-
			\$ -	\$	-
	Sampling - June through November (6 months x 16 hrs = 96hrs)	96	\$ 65.00	\$	6,240.00
	Mobilizing Field Tech from Ft. Myers or Miramar - transport		\$ -	\$	_
	samples to Miramar for Enterococci analysis within 8 hours.		\$ -	\$	-
			\$ -	\$	-
	Sampling - December through June (6 months x 8 hrs = 48hrs)	48	\$ 65.00	\$	3,120.00
	Once AEL-Ft. Myers is certified for Enterococci in December,		\$ -	\$	-
	sampling hours would drop to 8 hours monthly		\$ -	\$	-
			\$ -	\$	-
			\$ -	\$	-
	Collier County was running Phosphorus by EPA 200.8 ICP/MS.		\$ -	\$	-
	Only two labs in FL run this, not even the FDEP or FDOH		\$ -	\$	
	run it this way. Not sure why Collier ran it by this method.		\$ -	\$	-
			\$ -	\$	-

	Total =	\$ 26,664.00
Project Specific Details:		
Required Turnaround Time:		
Client Comments:		



Testing Samples from:

Surface Water, Drinking Water, Wastewater, Groundwater, Soil, Sediment, Chemicals, Industrial Waste, and Hazardous Waste

Advanced Environmental Laboratories, Inc. (AEL) is a TNI/NELAP certified, full-service laboratory firm, headquartered in Jacksonville, Florida, with additional operations in Altamonte Springs, Fort Myers, Gainesville, Miami, Tallahassee, and Tampa. We specialize in providing quality data, personalized service, and quick turnaround times for our clients.

Our project experience includes RCRA, CERCLA, Landfill, UST, Drinking Water, Wastewater, Property Transfer, remediation, and O&M sites. We test surface water, drinking water, groundwater, soil, sediment, chemicals, industrial waste, and hazardous waste for chemical makeup and physical properties.

Our Federal clients include the US EPA, FAA, National Wildlife Research Center, National Park Service, Navy, Air Force, and Army Corp of Engineers. AEL also was the very first lab in the nation to be selected and to undergo the Army Corp of Engineers audit/approval/review process to perform work on the Everglades Restoration Program. AEL is a Department of Defense ELAP approved lab and holds a Federal GSA contract allowing it to work for any Federal government agency (since 2003).

AEL does approximately \$3,000,000 a year worth of work for some 125 cities, counties, and State of Florida agencies. The great bulk of that work is testing and sampling of drinking water, wastewater, and monitoring wells. This does not include all the work performed for such clients through consulting and engineering firms. The following is a partial list of AEL's recent local government agency clients.

- Citrus County Utilities
- City Gainesville
- City of Alachua
- City of Atlantic Beach
- City of Branford
- City of Brooksville
- > City of Dade City
- > City of Deltona
- > City of Dunnellon
- > City of Green Cove Springs
- City of Groveland
- > City of Inverness
- City of Jacksonville
- City of Lake Butler
- ➢ City of Lake City
- > City of Leesburg

- City of MacClenny
- City of Minneola
- > City of New Port Richev
- City of Palatka
- > City of Palm Coast Utility
- City of Port Richey
- > City of St. Augustine
- > City of St. Petersburg
- City of Starke
- > City of Temple Terrace
- City of Zephyrhills
- Clay County School Board
- > Clay County Utility Authority
- Florida Army National GuardFlorida Department of Corrections
- ➢ Florida DEP

- Florida Fish and Wildlife Comm.
- > Hernando County Schools
- Hernando County Utilities
- Jacksonville Zoo
- St. Johns County Board of Comm.
- St. Johns County Engineering Div.
- > St. Johns County Utility Lab
- > Town of Booker
- > Town of Callahan
- Town of Glen St. Mary
- Town of Hastings
- Town of Hilliard
- Town of Orange Park
- University of Florida
- Volusia County Utility Dept.
- Volusia County Solid Waste Dept.

Our Commercial client list includes major consulting firms (CH2M HILL, Golder Associates, APEX, CB&I, ECT, CDM, Kimley-Horn, LAN, Foster Wheeler, Arcadis, FGS, AECOM, and Hydrologic to name a few). Industrial work clientele you may

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recognize include Anheuser-Busch, Wal-Mart, Office Depot, Home Depot, Georgia Pacific, Yuengling, Safety Kleen, and Coca-Cola. Work is often high profile, extremely time sensitive, and specific projects can be very confidential. AEL typically does close to \$5,000,000 annually for consulting and industrial clients across Florida.

Other commercial work includes over \$2,500,000 a year worth of testing for private drinking water and wastewater providers across the State at literally hundreds of individual plants. AEL has been told by Florida State representatives that AEL is one of the largest, if not the largest, private labs in the State for drinking water and wastewater testing. Our most recent review of the FDEP database showed AEL ran 28.5% of all drinking water total coliform samples in the entire State. That includes all testing done by all 120+ certified labs for all City, County, State, industrial and private testing.

~ Special Services ~

Customized Kits: For select projects, AEL can provide kits with pre-printed labels and packaged by sampling point. All you have to do is fill all the bottles in a set and notate the sampler name and date/time information. Helps reduce field headaches.

Fast Turnaround: Our standard turnaround on environmental work is five working days. For drinking water and wastewater it is ten days. As we see it, this enables you to perform your job better and quicker. We can also provide rush turnaround delivery for most parameters – but please call to schedule this in advance (if you are rushing it, it must be important – so we want to make sure we have the capacity to deliver it on time).

Electronic Deliverables: We can provide your final report via e-mail with an electronic signature and scanned chain-of-custody. If you are developing a database for projects, AEL can provide your results in several electronic data deliverable (EDD) formats including ADaPT. EDDs can be Excel spreadsheets or your own custom format.

SELECT AEL: The most difficult part of reviewing laboratory data is comparing it to regulatory limits. The process is tedious and time consuming. We developed our proprietary data management system (SELECT AEL) to help speed up your ability to review laboratory data. What used to take hours now takes minutes. AEL provides SELECT AEL free to qualified clients.

Field Services: AEL has experienced field sampling technicians equipped with all the necessary tools to complete most any sampling event. We also have working relationships with several consulting/engineering firms with locations around the nation – and have teamed with them on projects as far away as California.

Contact Information

POC: Chuck Ged, President Address: 6681 Southpoint Parkway Jacksonville, FL 32216

E-mail: cged@aellab.com; Web Site: www.aellab.com; Phone: 904-363-9350

FL Corp No. P94000072353; Federal ID: 59-3274470

NELAP Certs: E82574, E84589, E82001, E53076, E82535, E84492 and E811095



ADVANCED ENVIRONMENTAL LABORATORIES, INC.

Overview

Over 25 years experience in analytical laboratory setting including technical production and technical management as well as client services and business development. Chuck has the benefit of having started as a client of commercial labs while he worked for a public utility. Those years as a client gave him a perspective on the client/vendor relationship that many business owners never have the chance to experience. Chuck gained a great appreciation for personal service and attention to detail, values he instilled into AEL from the beginning and works to uphold every day. He is a strong supporter and actively involved with the University of North Florida (UNF) and University of Florida. At UNF, Chuck sits on the University's Foundation Board, has set up an endowment to UNF's Environmental Center, and has established the "Mr. & Mrs. Charles Ged Science Scholarship" which is annually awarded to a deserving student pursuing a degree in Chemistry. At UF, he sits on the Leadership Board for the Chemistry Department.

Education

M.B.A., University of North Florida, 1990 B.S., Chemistry/Math, University of Florida, 1985

Professional Experience

Advanced Environmental Laboratories, Inc., Jacksonville, FL

October 1994 - Present

President and Laboratory Director

Responsible for all corporate administration, policies, finances, budgeting, and developing new market areas for the expansion of new laboratory facilities for the largest commercial laboratory network in Florida. Manages the profitability and business development of AEL's six laboratories encompassing over a thousand clients. Developed laboratory quality control program and data reporting requirements. Implemented employee hiring protocols for all technical positions.

Columbia Analytical Services, Inc., Jacksonville, FL

October 1993 - August 1994

Laboratory Director- Jacksonville Laboratory

Management of capitol; annual operating budget of approximately \$1 million; management of 9 staff members; contract procurement, project management and laboratory design.

Technical: Responsibilities included the management of organic, inorganic and microbiological analysis and Florida Certification of FDEP and FHRS. Project included petroleum remediation and assessment analysis, landfill monitoring, NPDES permit testing and hazardous waste profiling.

Environmental Conservation Laboratories, Inc., Jacksonville, FL

December 1991 - August 1994

Laboratory Manager

Responsible for sales and laboratory development by supervising method development, routine analysis and Multi-Regional Support Laboratory. Responsible for the profit and loss for the Jacksonville lab; management of 20 staff members.

Jacksonville Electric Authority, Jacksonville, FL

September 1985 - December 1991

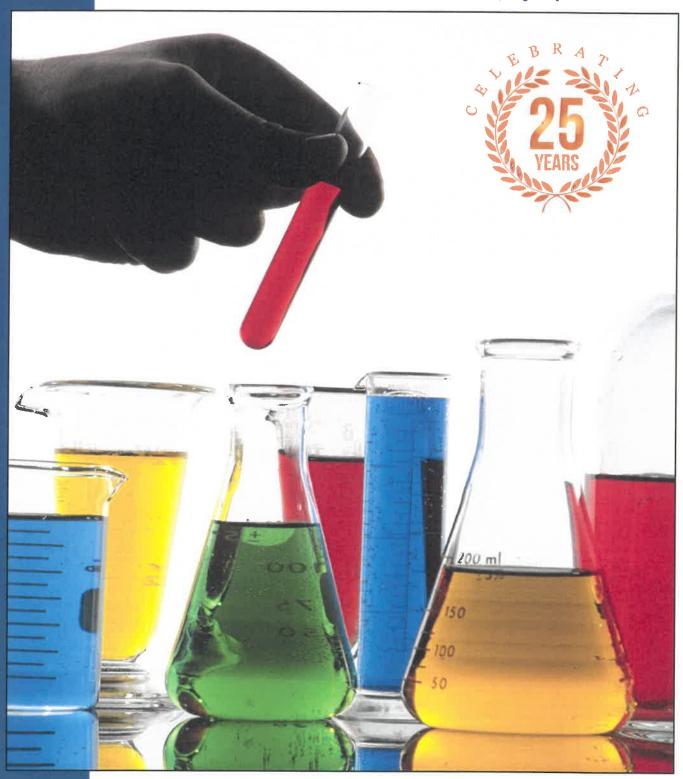
Chemist/Laboratory Manager

Managed a central testing laboratory that was responsible for the process and environmental testing for 3 fossil fuel power plants. Provided environmental compliance data to state agencies; created vendor, internal quality assurance and hazardous waste management programs; performed process and environmental analysis.





Your Small Business Lab with Big Business Quals: TNI, DoD-ELAP, ISO 17025, Large Scope & Seven Locations



Introduction and History

Advanced Environmental Laboratories, Inc. (AEL) is a TNI, DoD-ELAP, ISO 17025 certified, full-service environmental analytical laboratory firm, headquartered in Jacksonville, Florida. AEL is the **largest laboratory network in Florida**, with additional labs in Fort Myers, Gainesville, Miami, Orlando, Tallahassee, and Tampa.

AEL was founded in 1994 by Charles "Chuck" Ged and he remains the President and owner today. He started AEL after spending four years managing labs for corporations and seven years working for the Jacksonville Electric Authority (JEA) laboratory. Chuck learned a great deal while at the JEA – where he was the *client* and the commercial labs were the *vendors*. He gained a great deal of appreciation for vendors that provided personal service, paid attention to details, and who followed through on commitments. When Chuck started AEL with just himself and a desire to build the best lab in Florida, he believed the key to success would be focusing on those core principals – *personal service, attention to detail, and follow through on commitments*.



AEL is now celebrating our 25th year in business, and those principals have led to huge success. AEL has grown to a network of seven labs servicing over 1,000 clients across Florida, the Southeast US, and the Caribbean. AEL performs over 60,000 projects a year and hundreds of thousands of individual tests. Typical projects include analytical investigations of soil, water, and air at RCRA, CERCLA, landfill, UST, drinking water, wastewater, commercial property transfer, remediation, and O&M sites. Clients include well over 100 City, County, and State agencies across Florida; Federal agencies including the EPA, Navy, Air Force, and ACOE; many of the world's largest environmental consulting firms; and dozens of commercial firms from small fabrication shops to huge breweries and theme parks.

To best serve those clients, AEL is constantly working to improve our capabilities, equipment, and service. In 2019, AEL will complete a major expansion of the Jacksonville lab adding some 8,400 square feet of space, cutting edge instrumentation, and future leaning certifications. We also continue to add certifications and instrumentation to our other labs, as well as hiring professional and seasoned chemist, biologists, and analysts.

Through all of this growth, and most importantly, AEL continues to place a premium on our founding principles: **providing personalized service**, **attention to detail**, **and follow through on commitment** to every client, be they billion dollar corporations or a private home owner.





About our Laboratories

AEL-Jacksonville: The Jacksonville lab was opened in 1994 and is our Corporate Headquarters. It is certified under TNI, DoD-ELAP, and ISO 17025 and works on projects ranging from wastewater to Superfund sites. The 8,400 square-foot building was custom designed by AEL and it encompasses state-of-the-art laboratory design and instrumentation. It holds permits from the US Department of Agriculture to import foreign soils and routinely performs work from overseas. An 8,400 square foot expansion will be completed in 2019 to accommodate adding to an already extensive analyte and method/services list.



AEL-Tampa: In 1998, AEL-Tampa began operations as a small wastewater testing laboratory providing wet-chemistry analysis. Today the lab provides a full range of metals and organic analysis as well from the 11,500 square-feet facility. AEL-Tampa currently services a long list of consulting firms and other clients ranging from the Florida DEP to Universities to real-estate firms. The lab also services scores of water and wastewater treatment clients including municipal and county, private-residential, and industrial plants.

AEL-Gainesville: AEL opened a start-up laboratory in Gainesville in 2000. In 2006, AEL purchased PPB Environmental Laboratories, a firm with over 20 years in the industry, and AEL merged the two operations into one facility. In 2011, AEL moved the operation into a custom-renovated 5,200 square-foot laboratory. The operation serves clients from all over Florida and the Southeastern US, specializing in low-level wet-chemistry testing. Clients include State agencies, various Cities and Counties, consultants and Federal contractors, and industrial plants.

AEL-Orlando: Opened in 2004, AEL-Orlando is a 3,700 square-foot operation that serves as a lab/service center for clients in the central Florida area. The lab testing/operations focus on providing short hold-time and general chemistry analysis, sampling, and courier service. The lab's Project Management covers a broad range of clients, including consultants, government agencies, utilities, and industrial clientele.

AEL-Miami: AEL began servicing the Broward/Dade area in 2008. Our 8,600 square-foot full-service laboratory was custom designed to promote a streamlined work flow, healthy ergonomics, and to add protections against cross-contamination. The laboratory holds both TNI certifications for services including microbiology, wet chemistry, metals, and organics. Clients include foreign and domestic government agencies, consultants, cruise lines and airlines, and industrial operations.

AEL-Tallahassee: AEL opened in Tallahassee in 2010. The 2,500 square foot laboratory provides project management, short hold analysis, kits, sampling, and courier service for AEL clients throughout the panhandle of Florida. Clients include environmental consultants, DoD facilities, cities and counties, and industrial clients.

AEL-Fort Myers: Opened in May 2017, Fort Myers is our newest operation. The 2,300 square foot laboratory provides project management, short hold analysis, kits, sampling, and courier service for AEL clients throughout southwest Florida. Clients include environmental consultants, cities and counties, utilities, and industrial clients.

AEL Experience

Department of Defense: AEL's Jacksonville laboratory has held DoD-ELAP approval since January 2011 and has been performing work for DoD sites since 2001. Our work has been directly for the US Air Force, US Navy, US Army Corps of Engineers, and Army/Air National Guard as well as for various engineering consulting and BOS contract management firms.



The Jacksonville laboratory has a large DoD-ELAP scope of water/soil/waste analysis accreditations which includes TAL/TCL lists for volatiles, semivolatiles, pesticides, PCBs, herbicides, and metals, along with multiple other analyses such as dissolved gases and various wet chemistry parameters. We are in the process of building an approximately 8,400 square foot expansion and adding certifications for explosives and PFAS/PFOA/PFOS, as well as ISM sample management capabilities. We are on schedule to have the expansion completed and certifications obtained in 2019.



The laboratory performs DoD projects under QSM 5.1. It is capable of full Data Package Level IV reports in CLP-like format, and capable of a wide variety of EDD formats including SEDD, ERPIMS, and EQuIS. Our projects at DoD sites have included site assessments, remediations, on-going compliance monitoring, hazardous waste characterization, wastewater and drinking water compliance, and stormwater compliance monitoring.

AEL is a **Small Business** under NAICS Code 541380 - Testing Laboratories. Many small business

labs are forced to use another company as a backup for routine work or to use outsourcing to provide redundancy or capacity contingencies.

Not at AEL.

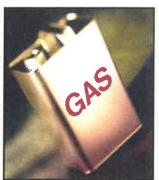
Our network of seven labs allows AEL to load balance non-DoD work out within our own network and thereby handle much larger DoD projects with shorter notice than most other small business labs. It also provides us with some extra redundancy for equipment and spare parts on critical pieces of equipment, and a larger internal pool of technicians and specialists to pull from for troubleshooting – something most small business labs simply don't have. All of this enables AEL to provide a combination of the customer service and attention to detail you get from a small business with the capabilities and qualifications you get from the biggest lab networks.

Additionally, AEL is a GSA contract holder (GS-24F-0080N) with our current contract running through August 2023 (continuously active contract since August 2003). AEL has worked with and is familiar with multiple Federal Purchasing programs/protocols including Wide Area Work Flow (WAWF) and we accept Federal Government credit cards. AEL is registered on the Federal System for Award Management (SAM) website and keeps Reps & Certs up-to-date on the site. For commercial clients, our GSA contract offers another potential contracting mechanism to help facilitate projects and teaming opportunities.

Our Federal Small Business Administration (SBA) status and profile can be reviewed at the SBA.gov website. Our DoD-ELAP information is available on the Denix.com website.



AEL Experience



Florida Clean-up Programs (Petroleum/PRP, Dry Cleaners):
AEL has been performing work under the various State of Florida clean-up programs since 1994. For dozens of clients and hundreds of sites, AEL has provided accurate results on a quick turnaround (standard five to seven working days), helping them save time and money in turn. AEL is the only company with full service labs in each of the FDEP's three districts for the Petroleum Restoration Program. And with our seven labs covering the State, we offer a huge advantage to consultants awarded projects far from home – providing them both local service at home and when they are 200 miles from their home.

Our Project Managers are familiar with the state requirements for the programs including methods allowed and tests required for different matrices (from the 62-772, 62-777, 62-780, 62-781, and the 62-785 rules). In addition, AEL's proprietary SELECT AEL data management program helps you to almost instantly produce Benzo(a)pyrene Conversion Tables for soil PAHs, and allows you to quickly update your project's FDEP Groundwater and Soil Analytical Summary forms. AEL also can provide both the Laboratory and Field EDD for ADaPT.

Landfill Operations: AEL's landfill clients include cities, counties, and private companies. In addition to providing analysis, AEL has field technicians with years of experience in landfill sampling for groundwater, surface water, and leachate collection monitoring systems.

Our field personnel keep up-to-date on field protocols and record detailed field logs of all activities. They can also serve you as a good set of eyes regarding the site's condition – quickly notifying you about changes to sites that you may seldom actually visit. When provided permits, our Project Managers are able to alert clients promptly if any analytical results surpass regulated limits. And AEL provides validated ADaPT EDDs ready to be submitted to the regulating agency.





Water Supply / Wastewater Treatment: AEL is the State's largest laboratory in testing drinking water supply and wastewater treatment operations – providing services to scores of supply and treatment plants across the peninsula - performing approximately 150,000 coliform tests a year.

In addition to cities, counties, and state agencies, our clients also include private supply and treatment companies, dozens of industrial clients, and food and beverage producers. We also have a well-documented and simple to follow program for your DMRQA study reports. Our analysts use top quality equipment and techniques, and follow all the appropriate Federal and State guidelines for this critical service. And knowing the crucial importance of certain results, AEL's policy is for our Project Managers to immediately call clients when results exceed acceptance criteria.

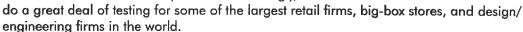
AEL Experience

CERCLA / RCRA: AEL has 25 years' experience working with engineering/consulting firms on CERCLA/RCRA projects - working as a team member to help complete projects efficiently and cost effectively. We perform almost all testing in-house, which helps with turnaround time, sample/data integrity, and simplicity of reports and EDDs.

AEL has provided analytical services for every step from initial investigations through operations & maintenance of remediation systems. Our data is routinely submitted to regulators at local, State, and Federal agencies (including EPA and ACOE). Our experience includes doing 24-hour turnaround on multiple parameters for start-up treatment systems,

doing chemical forensics to help determine sources of contamination, and working with the client's project team to assist in scheduling and planning of large scale field efforts.

Property Transfers / Due Diligence: AEL does literally hundreds of these every year for private buyers and sellers, and for real-estate agencies. Usually, these are very small jobs with just a few parameters. But when large properties or industrial facilities are involved, things can actually get pretty interesting! Strict confidentiality, careful and complete documentation, and on-time delivery are critical for what can be huge business deals. Because AEL knows this and performs accordingly, we



National Pollutant Discharge Elimination System (NPDES): AEL performs services for scores of clients under their NPDES permits across Florida. We can supply the sampling services and the auto-compositors to handle your events on schedule and help keep your facility in compliance. We also work with many private firms that service dozens of their own clients, and with industrial clients that prefer to do their own sampling. Either way, we can provide pre-labeled bottles to help eliminate transcription errors and our Project Managers can help coordinate all your events - be they daily, monthly, semi-annually, or rain-event dependent.

Industrial Waste / Hazardous Waste Characterization: For industrial clients of all sizes and for dozens of others, AEL performs hazardous waste compliance testing on a routine basis. On average, AEL annually performs over 1,000 TCLP extractions for tests including volatiles, semi-volatiles, metals, herbicides, and pesticides. We also perform over 1,000



SPLP extractions for an even wider range of testing. And we are certified for testing a more extended list than most laboratories – including UTS Metals and F-Solvent list compounds. Through this, our labs have gained a great deal of experience at handling a multitude of matrices and in working with multiphase samples. Our staff understands the complexities and technicalities of the various tests, and have learned how to target the lowest dilution levels possible for each analysis and instrument – which help provide you with useful data.



Services & Facts Summary

Personalized Service / Quality Data: AEL has *Client dedicated PMs* – not a service center pool. Our Project Managers learn your specific needs for projects, reporting, and invoicing – and we do our best to make our system work with yours – not the other way around. And focusing on personalized service helps us provide higher quality data.

Local Service: With seven labs in Florida, AEL can provide you with local service even when you are far from home.

Fast Turnaround: Five to seven day TAT for environmental work; drinking water and wastewater are ten days. And we always do our best to accommodate any RUSH request.

Customized Kits: AEL can provide kits with pre-printed labels and COC's, packaged by sampling point. All you have to do is fill all the bottles in a set and notate the sampler name and date/time information.

any format EDD requested from Excel spreadsheets to customized data sets for your systems including SEDD, ERPIMS, EQUIS, ADaPT, or your own custom format. There is no worry about compatibility between the hard copy and EDD - both are extracted directly from our LIMS and the data is identical. We also can provide CLP-like reports through full Level IV Data Package. And our SELECT AEL software helps automate review and generates B(a)P Conversion Tables almost instantly.

Field Services and Local Couriers: In each of our labs, AEL has experienced field sampling technicians equipped to complete most any sampling event. Experience includes sampling at landfills, industrial facilities, various remediation operations, and from boats. And our seven labs enable AEL to provide a broad Courier range – reducing the hassle of shipping.

Small Business: AEL is registered with the US Small Business Administration as a small business under the NAICS code 541380 for Testing Laboratories.



Overseas / ISO 17025: AEL is approved by the USDA to accept soil samples from outside the country at our Jacksonville, Tampa, and Miami labs. And Jacksonville is ISO 17025 certified.

Easy Payments: AEL accepts Visa, MasterCard, American Express, Discover, and Government issued cards. We work with Wide Area Work Flow (WAWF) and other Federal payment programs. And we accept ETF and wire transfers.

DoD / Federal Work: AEL has performed work for many agencies including the Navy, Air Force, and the US Army Corps. AEL holds a GSA contract (GS-24F-0080N) and has

done work from coast to coast under the contract directly for the Federal government. AEL's Jacksonville lab is DoD-ELAP approved for one of the broadest scopes of accreditation in the program.



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Locations

