

INDUSTRY POSITION

J.E. Richards has continuously positioned itself as the top provider in the competitive construction landscape for each of the distinct areas of business that it chooses to excel in: electrical construction, service, industrial, low-voltage and technology throughout Maryland, Virginia, greater DC and beyond.

J.E. Richards is staffed with the highest degree of professional expertise that regularly challenges itself to some of the most complex and demanding projects available in the market today. At the same time J.E. Richards delivers a personal relationship to every project and customer no matter the size or scope.

EXPERIENCE

With each member of the team bringing years of unique experience to bear, J.E. Richards is able to attract and retain the best in the business. After careful review, we are confident that you will be impressed with the breadth and depth of know-how that is available when working with J.E. Richards. We are able to bring that talent and passion to every project we execute.

SIGNATURE PROJECTS	CIRCA	CONTRACT
MGM National Harbor - National Harbor, MD	2014/2016	\$5.5M
National Gallery of Art Expansion – Wash. D.C	2014/2016	\$5.3M
Quarry Spring – Bethesda, MD	2014/2015	\$5.4M
Mission Ridge Data Center – Chantilly, VA	2013/2014	\$11.6M
Boeing – Arlington, VA	2013/2014	\$7M
Reston Metro Station Garage – Reston, VA	2011/2013	\$8.9M
Aerospace – Chantilly, VA	2011/2013	\$31.3
Columbia IBX – Herndon, VA	2012/2013	\$4.5M
Medimmune – Gaithersburg, MD	2010/2012	\$17M
Fed. Housing Finance Agency – Washington, D.C.	2011/2012	\$6.4M
Montgomery Co. Public Safety – Gaithersburg, MD	2011/2012	\$6.8M
Potomac Yards Renaissance Inn – Arlington, VA	2008/2011	\$13.8M
George Mason Univ. NW Housing - Fairfax, VA	2010/2011	\$6M
Constitution Center – Washington, D.C.	2006/2010	\$25.4M
Corporate Executive Board – Arlington, VA	2008/2009	\$14.5M

PRINCIPALS

- Michael E. McPhee – CEO
- Ed McCarty – President
- John Conroy – CFO
- Dave Huska – Vice President
- Joe Daley – Vice President
- Chad Bittick – Vice President
- Patrick Dolan – Vice President
- Thomas Sewell – Controller

LICENSES

- Master Electrician: DC, MD, VA
- Maryland Construction Firm 16037839
- DC Electrical Contractor ECC952
- Commonwealth of Virginia Class A Contractor 2705010940

COMPETENCIES

- AutoCAD 2017, AutoCAD Building Systems 2017, Revit MEP Building Design 2016, Navisworks Manager 2016, Trimble MEP Robotic Total Station 2015, SysQue Systems 2015, Greenlee Smart Bend 2015

AFILIATIONS

- I.B.E.W. Locals 24, 26
- UA Local 669 Sprinklerfitters
- National Association of Electrical Contractors – Washington DC Chapter
- Federated Electrical Contractors

AWARDS

- 2016 WBC Award: Lighting Systems: Saint John Paul II National Shrine
- 2015 Subcontractor of the Year by Associated General Contractors of Metro DC
- 2014 WBC STAR Award for Excellence In the Face of Adversity: Capella Hotel
- 2014 WBC Award: Power Generation: The Aerospace Corporation

J.E. Richards, Inc
A Phalcon, Ltd. Company
10401 Tucker Street
Beltsville, MD 20705

504 Shaw Rd
Sterling, VA 20166

Phone: 301-345-1300
Phone: 703-787-6800
Fax: 615-331-3291
www.jerichards.com



**COMPANY OVERVIEW &
EXPERIENCE**

Page 2

J.E. Richards, Inc
A Phalcon, Ltd. Company
10401 Tucker Street
Beltsville, MD 20705

504 Shaw Rd
Sterling, VA 20166

Phone: 301-345-1300
Phone: 703-787-6800
Fax: 615-331-3291
www.jerichards.com

KEYNOTE INFORMATION

Founded in 1983, Incorporated in State of Maryland, February 2, 1983

Bonding Capacity and Bonding Company Rating: \$500M, A+
Average annual volume last two (2) years: \$111M
Average number of employees last two (2) years: 650

Federal ID #52-1459479 Sales & Use Tax #03889745
DUNS #153629670 D&B Rating 4-A-2
CAGE Code 3MY2D NAICS Code 238210

SAFETY RECORD

2016: Experience Modification Ratio (EMR): 0.74 effective 12-31-2015
2015: OSHA DART Rate: .61; OSHA Incident Rate: 1.84

BANKING

Santander Bank
Mail code CT16546CM2
115 Asylum Ave
Hartford, CT 06103
Contact: Helena O'Reilly
860-466-5753
860-293-2206 (fax)
horeilly@sovereignbank.com

LEGAL

Feiner-Wolfson, LLC
One Constitution Plaza
Hartford, CT 06103
Contact: Robert Feiner
860-713-8901 / 860-713-8905 (fax)

INSURANCE

Surety: Arch Insurance Company
3 Parkway, Suite 1500
Philadelphia, PA 19102
215-606-1600
Agent: Alliant Insurance Services, Inc.
Contact: Russ Canterbury
860-269-2151/860-284-0003 (fax)
rcanterbury@alliantinsurance.com

Primary Insurer: Old Republic Insurance Company
Excess Carrier: The Travelers
Surety Bonding: Arch Insurance Company

CREDIT REFERENCES

Maurice Electric Supply Contact: Kimberly Smith
6500 A Sherriff Road (202) 675-9400
Landover, MD 20785 (202) 543-33159 (fax)
kimberly.smith@MauriceElectric.com Account No. 4010

Capital Tristate Contact: Rachel Hensley
8511 Pepco Place (301) 909-6500
Upper Marlboro, MD 20772 (301) 735-6819 (fax)
Rachel.hensley@capitaltristate.com Account No. 53639

Dominion Electric Supply Contact: Doris Berrios-Jeldes
22 K Street, NW (202) 789-0500
Washington, DC 20002 (202) 289-3919 (fax)
dgalla@dominionelectric.com Account No. 3709

Shepherd Electric Supply Contact: Stacey Fletcher
6920 Distribution Drive (301) 595-9000
Beltsville, MD 20705 (301) 595-9006 (fax)
safletcher@shepherelec.com Account No. 1969