

**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.

<b>SIGNATURE PROJECTS</b>	<b>CIRCA</b>	<b>CONTRACT</b>
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: 301-345-2370  
www.jerichards.com



**COMPANY OVERVIEW &  
EXPERIENCE**

Page 2

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**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