

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

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 – 101 Harborview Dr. National Harbor, MD	2015/2018	\$85.5M
Glenstone II Art Museum – 12200 Glen Rd. Potomac, Md.	2013/2018	\$22M
Kennedy Center Expansion – 2700 F St. NW Washington, DC	2015/2019	\$9M
Fannie Mae Headquarters – 1100 15 th NW Washington, DC	2016/2018	\$37.5M
MedImmune Power consolidation & CHP – Gaithersburg, Md	2013/2014	\$10.8M
Washington Adventist Hospital - 12100 Plum Rd. White Oak, Md.	2016/2019	\$31.75M
DC United Stadium – 100 Potomac Ave. SE Washington DC	2017/2018	\$15.5M
Wizards Mystics Practice Facility – 1100 Alabama Ave SE Wash. DC	2017/2018	\$7.5M
CSOB4 Office Building & interiors 150 M St. SE Wash., DC	2017/2018	\$20.3M
One Town Center OB & Interiors – 5840 Auth Way Suitland, Md.	2018/2020	\$41.0M
Vandelay 60MW Data Center Facility – Arcola Center Loudoun, Va	2018/2019	\$115M
Fleet Elementary School – 125 Glebe Rd. Arlington, Va	2018/2019	\$4.0M
Peace Corp. – 1275 FIRST St. NE Washington, DC	2019/2020	\$5.5M
Dept. of State - 1701 N Fort Myer Arlington, Va	2018/2020	\$17M

PRINCIPALS

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

LICENSES

Master Electrician: DC, MD, VA
Maryland Construction Firm 16037839
DC Electrical Contractor ECC952
Commonwealth of Virginia Class A Contractor 2705010

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

2018 WBC Craftsmanship Award: Lighting, Power and special systems - Fannie Mae HQ
2018 WBC Craftsmanship Award: Power Generation & Switchgear - MedImmune
2018 WBC Craftsmanship Award: Light systems – Wizards Practice facility

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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: \$213M
Average number of employees last two (2) years: 975

Federal ID #52-1459479
DUNS #153629670
CAGE Code 3MY2D

Sales & Use Tax #03889745
D&B Rating 4-A-1
NAICS Code 238210

SAFETY RECORD

2018: Experience Modification Ratio (EMR): 0.57 effective 12-31-2017
2018: OSHA DART Rate: .70; OSHA Incident Rate: 1.99

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
6500 A Sherriff Road
Landover, MD 20785
Janelle.Larsen@MauriceElectric.com
Contact: Janelle Larsen
(202) 675-9443
(202) 543-33159 (fax)
Account No. 4010

Capital Tristate
8511 Pepco Place
Upper Marlboro, MD 20772
cindy.westover@capitaltristate.com
Contact: Cindy Westover
(214) 287-8268
(301) 735-6819 (fax)
Account No. 53639

Dominion Electric Supply
22 K Street, NW
Washington, DC 20002
modonn@dominionelectric.com
Contact: Michael O'Donnell
(703) 536-4400
(202) 289-3919 (fax)
Account No. 3709

Shepherd Electric Supply
13150 Mid Atlantic Blvd S100
Beltsville, MD 20705
gsspacek@shepherdelec.com
Contact: Greg Spacek
(410) 866-6000
(301) 595-9006 (fax)
Account No. 1969