



## COMPANY OVERVIEW & EXPERIENCE

### PHALCON, LTD.

505 Main Street  
Farmington, CT 06032  
Phone: 860-507-8822  
www.phalconusa.com

### HARLAN ELECTRIC COMPANY, INC.

441 Allied Drive  
Nashville, TN 37211  
Phone: 615-331-0007  
www.harlan-electric.com

### MCPHEE ELECTRIC

3001 S Clinton Avenue  
South Plainfield, NJ 07080  
Phone: 800-525-4628  
www.mcpheeuusa.com

### JE RICHARDS ELECTRIC, INC.

10401 Tucker Street  
Beltsville, MD 20705  
Phone: 301-345-1300  
www.jerichards.com

### MCPHEE ELECTRIC, LTD.

505 Main Street  
Farmington, CT 06032  
Phone: 860-677-9797  
www.mcpheeuusa.com

### POWERHAWKE, INC.

132 Scott Swamp Road  
Farmington, CT 06032  
Phone: 860-606-0065  
www.powerhawke.com

### RAVEX SYSTEMS, INC.

132 Scott Swamp Road  
Farmington, CT 06032  
Phone: 860-470-3200  
www.ravexsystems.com

## HISTORY

Phalcon, Ltd. is a private holding company that owns six industry leading electrical construction and services companies with almost 200 years of collective operating experience. Our construction companies primarily provide services to clients throughout the eastern United States, but are capable of travelling to most major US markets as well. PowerHawke was formed in 2012 as a means of consolidating our engineering, assessment and testing services across the Phalcon companies.

## INDUSTRY POSITION

Each Phalcon company has developed and maintained a position in their respective markets as the top provider of competitive specialty construction services for each of the market segments that it chooses to focus: commercial and industrial construction and service, electric utility and cellular telephony infrastructure. Our geographic roots allow us to understand the particular demands of our customers' local markets. Our top-tier technical talent combined with hands-on experience allows us to provide exactly what's needed to help every customer win.

## EXPERIENCE

The Phalcon companies have worked successfully on thousands of projects in their markets, often in a design/build, design/ assist or prime EPC role. Additionally, Phalcon has the unique capability of being able to coordinate teaming and joint venture agreements that enables us to leverage our experience and capability within our markets and to other areas of the county.

## SIGNATURE PROJECTS

SIGNATURE PROJECTS	CIRCA	CONTRACT
Towantic Switching Station, Oxford, CT	2016/2017	\$24M
Casino – Confidential Owner (MD)	2014/2016	\$37M
CT Fastrak (CT)	2013/2015	\$9M
Plainfield Renewable Energy Plant (CT)	2011/2014	\$25M
Glenstone (MD)	2013/2016	\$12M
Hartford Insurance Data Center (CT)	2010/2012	\$30M
Aerospace Data Center (MD)	2011/2012	\$27M
Medimmune Expansion (MD)	2011/2012	\$18M
SuperStorm Sandy Restoration (NY/NJ/CT)	2012	\$17M
Swan Creek Solar Array (NJ)	2011/2012	\$7M
Fairmount Switching Station (CT)	2011/2012	\$13M
Olive Branch Methodist Hospital (MS)	2012	\$6M
MTSU Student Union Building (TN)	2011/2012	\$6M
Fort Campbell Barracks Complex (KY)	2010	\$15M

## LEADERSHIP

Michael E. McPhee – President & CEO  
Marcus W. McPhee – Executive Vice President  
John D. Conroy – Chief Financial Officer

## KEY DATA

Average annual completed operations last two years: \$275M  
Average number of employees last two years: 1,100  
Workman's Compensation Insurance - \$1M statutory coverage  
General Liability Insurance - \$2M / \$4M primary coverage  
Excess Liability Insurance - \$25M limit  
Professional & Pollution Liability Insurance - \$5M limit  
Bonding Capacity and Bonding Company Rating: \$500M, A

## SAFETY RECORD

2016 Experience Modification Ratio (EMR): 0.61

## LICENSES

Registered Professional Engineers (PE) in CT, TN, NC, & RI  
Electrical Licenses in: AL, AR, CT, DC, GA, KY, LA, MA, MD, MS, NH, NJ, NY, PA, SC, TN, VA



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### **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

### **INSURANCE & BONDING**

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: Liberty Mutual Insurance Company  
Excess Carrier: The Travelers  
Surety Bonding: Arch Insurance Company

### **COMPETENCIES**

Primavera P6 Scheduling- Version 7.0;  
Project Doc Control (Project Management Program),  
AutoCAD 2018  
Revit Building Design 2018  
AutoCAD Building Systems 2018  
Trimble MEP Robotic Total Station  
Navisworks Manager 2018  
GTP Wireworks (Get the Point Services)  
Autodesk BIM 360 Glue  
Autodesk BIM 360 DOCS  
SysQue Systems  
Greenlee Smart Bend  
EasyPower 9.8  
Ampcalc ver.4 (Underground feeder ampacity calculator)  
Visual 2017 (Indoor / Outdoor Lighting design)  
Pull Planner 4.0 (pulling tension calculator)  
EDR 2011

### **CERTIFICATES**

ADDA, Anritsu, APC, Axis, Belden, Berk-Tek, Bicsi RCDD, Colubris,  
Commscope, Corning, Daktronics, Hubble, IEEE, Leviton, Liebert,  
Microsoft, Mohawk, Molex, Orthonics, Panduit, Primavera, Proxim, Redline,  
Siemon, Trapeze, TrueNet, Xirrus

### **AFFILIATIONS**

Federated Electrical Contractors (FEC)  
NECA – CT, Greater Boston, NJ, & DC Chapters  
I.B.E.W. Inside Locals 24, 26, 35, 90, 102, 103, 164, 172, 208, 269, 400,  
472, 488, 825  
I.B.E.W. Outside Locals 42, 102, 104, 456