



## BUILDING RELATIONSHIPS SINCE 1957

### CONSTRUCTION MANAGEMENT

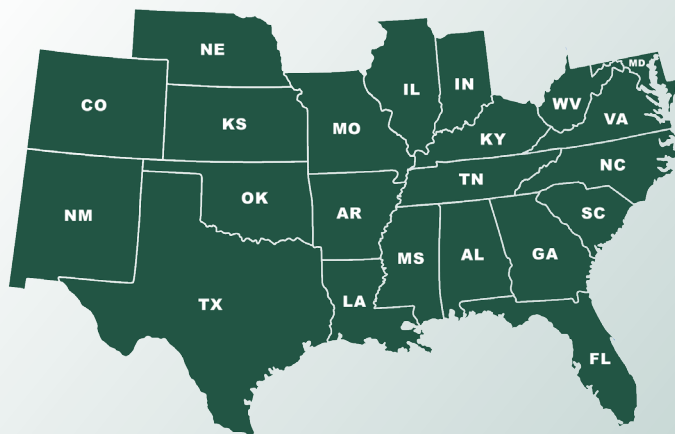
Based in Cookeville, Tenn., J&S Construction Company, Inc., a small business concern and licensed general contractor, got its start in 1957. J&S Construction® has maintained one very clear objective: Building Relationships by Building Trust. Since that time, we have successfully completed more than \$500 million in unique projects for our various clients, with more than 75.6 percent of which being repeat clients. Today, J&S Construction employs approximately 115 of the finest craftsmen and trade professionals in the construction industry, including a number of nationally recognized and award-winning architects and engineers.

Our Construction Management team is accustomed to representing the Owner's interests by looking at the big picture of a project. We know our success relies on our abilities to meet deadlines while staying on budget and delivering a high-quality product the client expects. Our experience allows us to take every goal and objective to our team, work out a plan of action and produce a predictable result for our client. Our role involves alternative approaches to standard construction practices without sacrificing any long term goals of the Owner.

We have performed in this role and have an experienced team of mobile individuals that can fit the needs of any capital investment product. J&S Construction holds safety as a predominant goal and works to improve our safety programs to keep all personnel safe, on schedule and productive.

- Constructability reviews and investment returns
- Contractor prequalification
- Construction sequencing
- Contractor staging
- Procurement
- Materials management
- Safety audits
- Daily work permitting
- As-Constructed drawing management
- Change order evaluation and management
- Commissioning and startup
- Quality reviews on materials
- Risk management
- Three-phase quality control

## Markets



### Bonding Capacity:

\$25,000,000 Single Project  
\$50,000,000 Aggregate

DUNS: 004416855

Cage Number: 0E8L0

### NAICS CODES:

236115, 236116, 236117, 236118, 236210, 236220, 237110,  
237120, 237130, 237210, 237310, 237990, 238110,  
238120, 238130, 238140, 238150, 238160, 238170,  
238190, 238210, 238220, 238290, 238310, 238320, 238330,  
238340, 238390, 238350, 238910, 238990, 332311,  
531120, 541310, 541330  
541340, 541611, 561730

### Multiple Award Task Order Contracts:

USPFO for Tennessee W912L7-10-D-0008  
USACE, Kansas City District W912DQ-11-R-4012  
USPFO for Arkansas W912JF-14-D-0015  
USPFO for Missouri W912NS-14-D-0024  
USPFO for Mississippi W9127Q-14-D-0015



US Army Corps  
of Engineers®





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Located in Middle Tennessee, J&S Construction is strategically placed to handle projects throughout the Southeast. Professional Services provided by J&S Construction include (but not limited to):

- Design-Build Projects
- Design-Bid-Build Projects
- Master Planning/Site Planning
- Code and Regulatory Investigations
- Architectural Design
- Engineering Design
- Renovation and Construction
- Multiple LEED® Certified Projects
- 1st LEED Platinum Project in Tennessee
- Space Planning/Interior Design
- Value Engineering
- Construction Management
- Furniture/Fixtures/Equipment
- Construction
- Green Building
- Physical Security
- Photovoltaics
- Energy Improvements
- Remodels
- Maintenance

The Stites family started in construction in 1926. Based in Cookeville, Tenn., J&S Construction Company, Inc., a small business concern and licensed general contractor, got its start in 1957. J&S Construction has maintained one very clear objective: Building Relationships by Building Trust. Since that time, we have successfully completed more than \$500 million in unique projects for our various clients, with more than 75.6 percent of which being repeat clients. Today, J&S employs approximately 115 of the finest craftsmen and trade professionals in the construction industry, including a number of nationally recognized and award-winning architects and engineers.

### ***J&S Construction Awards Include (but not limited to):***

**Award of Merit - Sustainable Project** - Associated General Contractors of TN, Middle TN Branch - Sustainment Brigade Complex Administration Facility (Ft. Campbell, Ky.)

**Award of Merit - \$10-\$20 Million Project** - Associated General Contractors of TN, Middle TN Branch - Vehicle Maintenance Facility for the 101st Combat Aviation Brigade (Ft. Campbell, Ky.)

**Silver Award - \$2.51-\$5 Million Project** - Associated General Contractors of TN - Genera Biomass Innovation Park (Vonore, Tenn.)

**The Award of Excellence** (Nashville Hangar, Nashville International Airport) - A&S Building Systems

**Silver Award - \$5.01-\$15 Million Project** - Associated General Contractors of TN - Equipment Maintenance and Supply Complex (Ft. Campbell, Ky.)

**Educator Award** - Associated General Contractors of TN

**Commander Coin of Excellence, U.S. Army Corps of Engineers**, Louisville District - Equipment Maintenance and Supply Complex (Ft. Campbell, Ky.)

**Golden Hammer Award** – Top Performer, Contractor Connection (Insurance and Restoration Team)

**Tennessee American Business Ethics Award (Twice)**

**Excellence in Design Award** from American Buildings Company

**Tennessee Center for Performance Excellence - Achievement Award**

**Tennessee Center for Performance Excellence - Commitment Award**

**AGC Zero Loss Time Award**

**Blue Chip Enterprise Award** from United States Chamber of Commerce





## BUILDING RELATIONSHIPS SINCE 1957



### **Jack R. Stites, President** **B.S., Abilene Christian University, Abilene, Texas** **Major: Business Administration**

With more than 44 years of construction experience, Jack Stites, President of J&S Construction, has managed more than 600 projects valued at more than \$500 million. As president, his responsibilities include: safety, field personnel, management, scheduling of personnel and equipment, and fulfillment of contracts. Jack graduated from Abilene Christian University in 1971 with a bachelor's degree in business administration. Soon after, he returned to Cookeville, Tenn., to begin working for the family business – J&S Construction. Jack has managed all of J&S Construction's U.S. Green Building Council's LEED® certified projects including Tennessee's first LEED Platinum Certification. He has directed J&S Construction to become the first privately-owned company in the Southeast to have designed and built LEED Silver, LEED Gold and LEED Platinum projects for the private industry. In addition to his corporate leadership, Jack currently serves on the board for Timothy Hill Children's Ranch, a home for troubled boys, located in Riverhead, N.Y.; the 2014-2015 Upper Cumberland Broadcast Council; and the Cookeville-Putnam County Sports Council. He has also served on the boards for the National Association of Church Design Builders and the International Board for World Bible Translations.



### **Kevin McCaleb, COO** **26 Years - Construction Experience** **17 Years - Management Experience**

As J&S Construction's Chief Operating Officer, Kevin McCaleb provides firm-wide leadership, strategy, operations and management all while fostering an environment of accountability, excellence, collaboration and innovation among the entire staff. He has more than 26 years of construction experience – 17 of those being in management and as a team leader. His experience includes project management, estimating and business development. In his role, Kevin specializes in project logistics, scheduling, planning, purchasing, site work, utilities and equipment oversight. He also assists with the building of new facilities, plant and equipment relocation, production planning and process improvements. Kevin serves as the head of the Insurance and Restoration Team and serves as direct management to all field personnel.

J&S Construction has a long history of client service and successful project delivery. Our goal is to provide a proven, credible Team and deliver a satisfying building/renovation to the client. **Throughout the project experience, the J&S Construction team has completed many Design-Build projects for various Government customers, including USACE, NAVFAC, U.S. Fish and Wildlife, Veterans Affairs and General Service Administration.** J&S Construction fully understands the key challenges of the client and is confident that our methodology is consistent with all needs of this client.

J&S Construction offers extensive knowledge on estimating and managing Design-Build Contracts from the design phase to completion. J&S Construction looks forward to using our best efforts to utilize local subcontractors in a fair and equitable manner. It is important to the client, the community and to our own corporate goals that we do so.





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**Jon Griese, VP of Government Contracts**  
**B.S., Dunwoody Technical Institute, Minneapolis, Minnesota**  
**Major: Construction Management**

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Mr. Griese, a veteran and former U.S. Navy Chief with the U.S. Navy Seabees, (EOC SCW/SW), brings more than 26 years of results-orientated leadership and experience to our clients. Mr. Griese has led hundreds of projects from concept to completion throughout the U.S., contributing to a long, substantial list of satisfied clients. His experience, past performance and knowledge gained from many NAVFAC and USACE projects are all valuable assets for any client.

Over \$1.4 billion in construction have been successfully managed by Mr. Griese throughout eight states. Vertical construction experience includes over 12 million SF and covers more than 20 different building classifications; horizontal construction experience ranges from roads, bridges, gun ranges, underground utility construction, as well as large site work projects. Mr. Griese holds extensive knowledge in energy improvements and LEED certified projects, and his Value Engineering ideas have provided clients substantial savings.

While serving as a Seabee Chief, Mr. Griese was responsible for managing more than 150 people. Mr. Griese possesses superior planning abilities and interpersonal communication skills, as well as the ability to handle a diversified work environment. Mr. Griese is effective in research, data collection and analytical problem solving, resulting in his ability to apply common sense solutions to complex and challenging issues.

He has been responsible for managing all aspects of government contracting from concept to final completion. Holds knowledge with Design-Build projects, working alongside A/E firms to ensure all plans/specifications are compliant with RFPs. He also has extensive experience with Design-Bid-Build and IDP projects. During his career, Mr. Griese has indirectly managed more than 400 personnel on-site, simultaneously aided by a staff of 10.

***Additional Education & Certifications include (but not limited to):***

- Seabee Construction Management School, Gulfport, MS, 2002
- Numerous Military Leadership and Management Courses
- Continuing Education: Wide Variety of Seminars and Classes in Business Management, ICF and ACI Certified
- ICF Certified
- Several LEED courses through Everblue®
- OSHA 10 and OSHA 30 Training
- Certified in Quality Management through USACE
- Licensed on more than 40 pieces of heavy equipment
- ACI Certified in concrete technology
- SWPPP Certified
- Lead and Asbestos Supervisor Certified







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### EXPERIENCE MATTERS

J&S Construction provides an array of experience to government clients of all levels; **including federal, state and local clients.** J&S Construction also has green building experience and LEED APs on staff to provide cost-effective, energy-efficient construction which enables the client to receive a return of investment. **J&S Construction is one of Tennessee's premier General Contractors for green construction.**

**Logistics Readiness Squadron Facility - Whiteman Air Force Base, MO**  
LEED Gold Certification awarded January 2015

**Sustainment Brigade Complex Administration Facility - Ft. Campbell, KY**  
LEED Gold Certification awarded March 2014

- **Award of Merit: Sustainable Project** - AGC of TN, Middle TN Branch
- **FIRST** photovoltaic solar panel system and geothermal heat pump system at Ft. Campbell

**Stones River Manor - Murfreesboro, TN**  
LEED Gold Certification awarded June 2012

- **FIRST** LEED certification for an independent care facility in Tennessee
- **Award of Merit: Sustainable Project** - AGC of TN, Middle TN Branch

**Equipment Maintenance and Supply Complex - Ft. Campbell, KY**  
LEED Gold Certification awarded March 2011

- **FIRST** LEED Gold Certification for Ft. Campbell
- **FIRST** LEED Gold Certification for the USACE Louisville District
- **Silver Award - \$5.01-\$15 Million Project** - AGC of TN, Middle TN Branch
- **Commander Coin of Excellence, USACE - Louisville District**

**GSA - Census Bureau - Cookeville, TN**  
LEED Platinum Certification awarded August 2010

- **FIRST** LEED Platinum Certification for Tennessee
- July 2011 - "Top of the List: Tennessee LEED Certified Spaces," **Ranked No. 1** by *Memphis Business Journal*

**Freedom Plaza - Cookeville, TN**  
LEED Gold Certification awarded December 2009

- **Photovoltaic Solar Panels** - November 2010
- **FIRST** LEED Gold Certified Class "A" Office Space for Tennessee
- July 2011 - "Top of the List: Tennessee LEED Certified Spaces," **Ranked No. 24** by *Memphis Business Journal*

**Times Square - Cookeville, TN**  
LEED Silver Certification awarded March 2009

- **FIRST** LEED Silver Certified Retail Center for Tennessee

**Photovoltaic Solar Panels**  
Sustainment Brigade Complex Administration Facility - Ft. Campbell, KY  
Private Hangar - Nashville International Airport  
Nashville Hangar - Nashville International Airport  
Freedom Plaza - Cookeville, TN  
Sonic® Locations - Nashville, TN



**J&S Construction is the first general contractor in Tennessee to complete a LEED Silver, LEED Gold and LEED Platinum Certified building. J&S Construction has designed and built more than 169,000 square feet of LEED certified facilities.**





**BUILDING RELATIONSHIPS SINCE 1957**

**J&S' MISSION**



**TO EXCEED STAKEHOLDER (CLIENTS, EMPLOYEES, VENDORS, AND OWNERS) EXPECTATIONS BY EXERCISING CHRISTIAN PRINCIPLES IN BUSINESS ACTIVITIES.**

**J&S' VISION**



**TO BE THE MODEL OF INTEGRITY AND EXCELLENCE BY WHICH THE CONSTRUCTION INDUSTRY IS MEASURED.**

**ETHICS**

J&S Construction's culture is grounded in integrity and respect, adhering to the highest standards of ethics. Our reputation as an ethical company is one of our most valuable assets. From front-end engineering and design to start up and commissioning, J&S Construction delivers industry leading construction services throughout a project's life cycle.

**PROXIMITY**

Located in Middle Tennessee, J&S Construction is strategically placed to provide services to the Southeast Region as well as other states. Markets include: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, Tennessee, Texas, Virginia and West Virginia.

**STATISTICS**

J&S Construction conducts 74.6 percent of its projects with repeat clients. J&S Construction has 92.4 percent of its clients which are not only satisfied, but have also stated that they were pleased or delighted with the work performed. Of J&S Construction's clients, 99.6 percent have stated that they will definitely or probably use J&S Construction again on any future project.

