

# A&E General Contractors, Inc

## Capability Statement Presentation

**Duns:** xxx67562  
**EIN:** xx-xx51546  
**Cage Code:** 7WQV7  
**CGC057971** Unlimited General Contractor  
**ECA000770** Unlimited Electrical Contractor

### Certifications:

HUBzone and SBA  
JSEB Certified  
JEA Pre-Qualified over \$500k  
COJ Pre-Qualified over \$500k  
First Responder 13 yrs HCR  
A Treasury Rated Performance and Payment Bonded  
Florida Notary Public  
OSHA 30/CPR  
ACOE Safety Officer  
MOT Certified  
Endangered Species Certified  
GA Erosion Control Certified  
FDOT Maint./Traffic Certified  
RapidGate/DBIDS Pass  
Twic Security Badge (JEA/Port)

### NAISC Code:

**221** (Utilities)  
**236** (Buildings)  
**237** (Heavy Civil)  
**238** (Specialty Trades)

### Insurance:

General Liability  
Commercial Auto  
Workers Compensation

### Surety Capacity:

\$2 mil per \$3 mil aggregate

### Annual Revenue

\$1-\$2 million average

### Industry:

General Construction  
Civil Construction  
Federal and Municipal  
Marine and Industrial  
Commercial  
Vertical and Horizontal  
Development and  
Design Build  
Consultation and  
Engineering  
Security Cameras, Card  
Readers, Maglocks and  
Gate Operators  
Carpet and VCT flooring  
Electrical Services

### Development stage:

30 + Years in Business

A&E General Contracting is a profitable, high performance general contracting firm with top tier human resources. We have proven ourselves to be capable of executing highly profitable public and private construction contracts with significant experience in government, military and municipal contracting. The contracting sector we are most competitive in is civil site and infrastructure, including roadways.

### EXPERIENCE LEVERAGE

Given the diverse project experience with **Shopping Centers and Malls, Corporate, Industrial and Commercial, Coast Guard, Army Corp of Engineers, US Navy, US Army, City of Jacksonville, Port Authority, Air National Guard** this team of professionals holds, the complexity and variety of project types that can be properly supervised is dramatically increased. Flexibility in management assignments and seasoned standards in quality control from the estimating phase through project close out leverage our experience resources into time-tested successful projects.

### PROJECT MANAGEMENT STRATEGY

The execution of contracting, constructing and closing out safe, profitable projects is never an easy task. Determination, skill, hard work, and sheer grit combined with an experienced team with a track record of success is the best bet. Project duties shall be allocated on a project by project basis. However, 90% of day to day project tasks and business administration are already in place within the existing business and will not change.

### FINANCIAL STABILITY

As a veteran HUB Zone contractor, A&E has a significant advantage over the majority of contractors. We are qualified to respond to all manner of solicitations. This reduces some of our competition. Our approach with regard to what remaining competition we have is simple. We place an emphasis on **accuracy in takeoff and estimating. We aren't going into any project without an ability to deliver on time every time within budget.** A fee percentage shall be determined on a project by project basis. If we **cannot land a project at a profit, then we shall adopt a "wait and see" approach with regard to project bidding.** Finally, we are hands-on, not observers, but team participants on every job.

### PERFORMANCE FORECAST

The outlook for profitability remains consistent. There are an increasing amount of various and different challenging projects being estimated. Which is what we do best.

### RECENT PERFORMANCE (Past 12 months To Date June 30th 2018 -1000's completed upon request)

- Government:**
- 1) ACOE - Furnish and Install Automatic Front Gate Talleyrand
  - 2) NAVFAC - Generator Replacement 100kw, Bldg 351, Mayport NS
  - 3) USDA - Generator Install, Byron, GA 250kw
  - 4) Fang - Airfield Striping and Concrete Repair
  - 5) USCG - Quarterdeck Construction, Texas for USS Dauntless
  - 6) NAS - Plasma Doors
  - 7) USCG - 4 Roll Down Doors and Interior Metal, Mayport NS
  - 8) VA - Barrier Gates Replace, Gainesville, FL
  - 9) NPS - 2 Security Gates (Admin and Public Access) - National Park Service, St Simon's Island
  - 10) VA - HY Security Gates, Card Key Locks, Boring, - VA Fisher House
  - 11) PRC Deck Installation Epoxy onboard USS Sullivans
  - 12) Admiral's Remodel Bldg 2051 - Mayport Naval Station
  - 13) NAS - HY Security slide gate- Drug Rehab Bldg H and Pedestrian Gates
  - 14) 399k BTU Gas HWH- SERM Mayport Naval Station
  - 15) Mayport F Pier Bldg. 2020 remodel, security improvements

### Municipal: City of Jacksonville

- 1) Alamacani Park Security Trailer Replace, Install and Setup - Hurricane damage
- 2) Pre Trial Detention Center Remove VCT and Seal Concrete Floors
- 3) County Dock Rd pier, Metro Marina Dock A and Stinson Park Dock repair
- 4) Hanna Park Electrical Repairs - damage from digging (30 year company reunion job)
- 5) Huguenot Park Entrance Exit Gate repair
- 6) Huguenot Park Shelters and Security Roof Replacements 4 locations
- 7) Raymond Davis Park 2 Swale Areas (Retention Ponds for drainage)
- 8) Mary Singleton Center Door Replacement
- 9) MCC Generator Pad
- 10) Lanie Rd Flying Field Structure design build
- 11) Pre-Trial Detention Center Garage Roll up Doors and HySecurity Gate
- 12) Highlands Library Retrofit Floor and Tile
- 13) Northbank Electrical Feeder Replacement

### Commercial/Industrial

- 1) CVS Phillips HWY Generator Install and Security Fence
- 2) Chase Bank Roof Repair
- 3) Metal Barn and roof x 3
- 4) Dollar General Entrance Replace - Vehicle damage

**Mickey Roman**

A&E General Contractors, Inc

Po Box 19816, Jacksonville, FL 32245 **Ph: 904.356.8300** Fax: 904.356.8301

[office@aegcinc.com](mailto:office@aegcinc.com)

[www.aegeneralcontractors.com](http://www.aegeneralcontractors.com)



