

# APPENDIX D

## COMPANY PROFILE

1. Number of years as a Contractor: 109 Years
2. Number of years the Company Office Administering the Contract has been staffed and operational: 71 Years
3. Does the Company have experience working with the Commonwealth on Construction Contracts as a Prime Contractor (circle one):  Yes  No
- a. If you answered Yes to question 3, enter the number of years' experience your Company has working with the Commonwealth on Construction Contracts:  
10+ years
4. Does the Company have experience working with Job Order Contracting (circle one):  
 Yes  No
- a. If you answered Yes to question 4, is the experience as a Prime Contractor, Subcontractor or Both (circle one):  Prime Contractor  Subcontractor  Both
- b. If you answered Yes to question 4, identify which Job Order Contracting Programs you have experience with: (3) DGS Contracts: South East, Capital, South Central,  
(4) KPN Pennsylvania CSIU Regional Contracts. PA Turnpike, EZiqc Sourcewell in Maryland.
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5. Attach an Additional Sheet(s) describing your Company and its services. Is the Additional Sheet(s) attached (circle one):  Yes  No Gordian (for KPN), Turnpike, DGS, EZiqc (Maryland), PennDot
6. Attach a Letter from the Proposer's Insurance Carrier, on the Insurance Company's Letterhead, Stating the Proposer's Experience Modification Rate (EMR) for the Past Three Calendar Years. Is the ERM letter attached (circle one):  Yes  No

- 7. Description of the Work the Proposer Intends to Self-Perform: (Attach an additional sheet(s) as necessary):**

Electrical and Tele/Data Systems (Security, Fire Alarm, etc.)

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- 8. Description of the Work the Proposer intends to Subcontract (Attach an additional sheet(s) if necessary):**

NONE

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- 9. Under what other or former names has your organization operated?**

From 1913 till 1951 - I.B. Abel-Son

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## CORPORATE PROFILE AND OVERVIEW

### CORE FOCUS

We are an Electrical Contractor that provides solutions and value to our customers while being inclusive, diverse, and committed to our industry partners, employees, and community.

### OFFICE LOCATIONS

- York, PA
- Norristown, PA
- Macungie, PA
- Waterbury, CT
- Liverpool, NY

### GEOGRAPHICAL FOOTPRINT

- Delaware
- District of Columbia
- Maryland
- New Jersey
- New York
- Massachusetts
- Ohio
- Pennsylvania
- Connecticut
- Virginia
- West Virginia

### MARKET SECTORS

- Healthcare
- Institutional
- Military
- Industrial
- Electrical and Gas Utility
- Government/Public Works
- Commercial
- Transportation

### CAPABILITIES

- Engineering
- Automation
- Electrical  
Commercial/Industrial
- Tele/Data
- Wireless
- Renewables
- Substation
- Transmission/Distribution

### SERVICES

- Design
- Procurement
- Construction
- Maintenance
- Renovation
- Emergency Service
- Preventative Maintenance
- Management

### CORE VALUES

- Responsible
- Integrity
- Ownership
- Results Oriented
- Professional

### COMPANY PERSONNEL

- 650

### SAFETY & QUALITY

- Site-Specific Safety Plans
- Preconstruction Meetings
- Safety and Task-Specific Training and Coaching
- Human Performance Training and Coaching
- Employee and subcontractor onboarding
- Pre-Task Hazard Analysis
- Site Safety and Quality Audits
- Regional Safety Teams
- Employee Safety Bulletins and Alerts
- Safety and Quality Stop/Timeout Hotline – provides real-time peer check

### ANNUAL CONSTRUCTION VOLUME

- \$200,000,000

### BOND CAPABILITY

- \$25,000,000 per project

### RATINGS

- Dun & Bradstreet No. 00-286-6630 (Rating 1R2)
- ISNetworld No. 400-184720
- A.M. Best Rating A++ Superior

## Office Locations & Contact Info:

**(888)-9IB-ABEL**  
**WWW.IB-ABEL.COM**

**York Office:**  
**2745 Black Bridge Rd**  
**York, PA 17406**  
**Phone: (717) 845-1639**  
**Fax: (717) 843-5614**

CEO/President: Jason Motter  
Chief Operating Officer: Jason Motter  
Chief Financial Officer: Jeffrey Zarfoss  
Chief Business Development Officer: Dennis Geiger  
Chief Human Resources Officer: Stephanie Kennedy  
Vice President, Communications Services: Jim Trebilcock  
Vice President, Electrical Services: Tom Miller  
Vice President, Utility Services: Chris Uhl  
Regional Director – Central: Jim McNary



**Norristown Office:**  
**2068 West Main St**  
**Norristown, PA 19403**  
**Phone: (888) 942-2235**  
**Fax: (484) 533-3955**



**Macungie Office:  
3130 Route 100  
Macungie, PA 18062  
Phone: (888) 942-2235  
Fax: (717) 843-5614**



**Connecticut Office:  
2067 S Main St  
Waterbury, CT 06706  
Phone: (888) 942-2235  
Fax: (717) 843-5614**



## Ops Center Locations

<b>York Ops Center</b> 2745 Black Bridge Rd York, PA 17406	<b>Muncy Ops Center</b> 657 Industrial Parkway Muncy, PA 17756	<b>Macungie Ops Center</b> 3130 Route 100 Macungie, PA 18062
<b>Norristown Ops Center</b> 2068 West Main St Norristown, PA 19403	<b>Waterbury Ops Center</b> 2067 S Main St Waterbury, CT 06706	<b>Fleet Terminal</b> 3331 Gulton Rd York, PA 17404

## Yards Locations

<b>Lancaster Yard</b> 3040 Industry Dr Lancaster, PA 17603	<b>Lewisburg Yard</b> 274 Zeigler Rd Lewisburg, PA 17837	<b>Linden Yard</b> 4147 N Route 220 Linden, PA 17744
<b>Mechanicsburg Yard</b> 12 Long Ln Mechanicsburg, PA 17055	<b>Olyphant Yard</b> 1504 E Lackawanna Ave Olyphant, PA 18447	<b>Sugarloaf Yard</b> 50 Slusser Ln Sugarloaf, PA 18249
<b>Tolland Yard</b> 43 Lower Butcher Rd Ellington, CT 06029		

<b><u>Executive Team:</u></b>			
<b>Jason Motter</b>			CEO/COO
<b>Jeff Zarfoss</b>			Chief Financial Officer
<b>Denny Geiger</b>			Chief Business Development Officer
<b>Stephanie Kennedy</b>			Chief Human Resources Officer

<b><u>Leadership Team:</u></b>			
<b>Jim Trebilcock</b>			Vice President, Communications Services
<b>Tom Miller</b>			Vice President, Electrical Services
<b>Chris Uhl</b>			Vice President, Utility Services

For additional employee contact information: <https://ibabel.bamboohr.com/anytime/directory.php>

## EXECUTIVE & LEADERSHIP TEAM



**JASON P. MOTTER**  
*PRESIDENT / CHIEF OPERATING OFFICER*

Jason Motter currently serves as I.B. Abel's President / Chief Operating Officer. Jason has experience as an IBEW Journeyman Lineman from Local Union 126. He has been with I.B. Abel since 2010 and has worked as a Foreman, Estimator, Project Manager, Manager of Project Management, WEEVE Manager, Distribution Operations Manager, Regional Director, Vice President of Utility Services. Jason has worked in the outside electrical construction field since 2005.



**JEFFREY L. ZARFOSS, CPA**  
*CHIEF FINANCIAL OFFICER*

Jeffrey Zarfoss has been with I.B. Abel since 2009 as the Chief Financial Officer. Jeff spent his first 11 years performing audit and tax services at a regional public accounting firm, where he held the position of Senior Manager. He is also a Certified Public Accountant with more than 17 years of financial experience in the construction field. Jeff earned a Bachelor of Science and Business Administration in Accounting from Shippensburg University.



**DENNIS L. GEIGER, JR.**  
*CHIEF BUSINESS DEVELOPMENT OFFICER*

Dennis Geiger has been with I.B. Abel since 1990, and currently serves as Chief Business Development Officer. He previously held the position of Vice President, Electrical Services for 12 years overseeing our Commercial, Industrial and Substation work. He holds an Associate of Applied Science Degree from the Pennsylvania College of Technology and has completed a five-year electrical apprenticeship program with I.B. Abel. Dennis has hands-on experience in the HVAC and electrical fields, in addition to a background in electrical estimating and project management.



**STEPHANIE A. KENNEDY**  
*CHIEF HUMAN RESOURCES OFFICER*

Stephanie Kennedy joined I.B. Abel in 2020 and currently serves as the Chief Human Resources Officer. Stephanie has over 20 years of progressive Human Resources experience including achievements in Organizational and Leadership Development, Talent Acquisition, Succession Planning and Employee Engagement. Stephanie earned her Bachelor of Arts in Organizational/Leadership Studies from the University of Wisconsin Parkside and her master's degree in Human Resources Management from Keller Graduate School of Management. Stephanie has also maintained her SPHR Certification since 2014.



## EXECUTIVE & LEADERSHIP TEAM



**JAMES R. TREBILCOCK**  
*VICE PRESIDENT, COMMUNICATION SERVICES*

James Trebilcock has been with I.B. Abel since 1990 and has served as Vice President of the Communications Division since 2006. His experience is well-rounded having served in the positions of Estimator, Project Manager, and Division Manager. Jim completed the I.B. Abel five-year electrical apprenticeship program, various trainings through BICSI (Building Industry Consulting Services International) and earned his RCDD (Registered Communication Distribution Designer) Certification in 2000. He has a background in communication and electrical construction with experience working in the field since 1988.



**THOMAS C. MILLER**  
*VICE PRESIDENT, ELECTRICAL SERVICES*

Thomas Miller currently serves as the Vice President of Electrical Services. Thomas has over 30 years of experience in the Electrical and Substation industry in various roles including Foreman, Project Manager, Estimator, and Business Unit Manager. Thomas started his career as an IBEW Journeymen Wireman from Local 143 and has worked in several management positions for Electrical and Substation Services since 2003.



**CHRISTOPHER S. UHL**  
*VICE PRESIDENT, UTILITY SERVICES*

Christopher Uhl joined I.B. Abel in 2014 and has served as a Project Manager, Project Executive, and currently as the Vice President, Utility Services. Chris has over 15 years of experience in the utility industry, project management, and operations management. He earned his Bachelor of Science in Business Management/Marketing from Penn State University and a Project Management Professional (PMP) certification in 2013.



**AIG Captive Solutions**

1271 Avenue of Americas  
New York, NY 10020

**Nick Biello**  
Underwriter

June 9<sup>th</sup>, 2022

Re: Experience Modification Factors for I.B. Abel, Inc.

To whom it may concern,

We would like to confirm that the Workers Compensation experience modification factors the above insured are as follows:

<u>Effective Date:</u>	<u>NCCI Exp Mod:</u>
06/01/2022	.94
04/01/2021	.80
04/01/2020	.85
04/01/2019	.78

<u>Effective Date:</u>	<u>PA Exp Mod:</u>
06/01/2022	.677
04/01/2021	.637
04/01/2020	.633
04/01/2019	.606

Please advise if you need any additional information

Thank you

Nick Biello

Cc:

# APPENDIX E

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$150,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: DMVA

2. Project Name: FTIG Bat Simulator

3. Project Number: 22110129

4. Project Value: \$51,921.74

5. County of Project: Lebanon County

6. Date of Project Final Acceptance: Quote Acceptance 1/21/2022

7. Company Role in Project (circle one):

**Prime Contractor**

Subcontractor

Multi-Prime Contractor

8. Client (circle one):

**Commonwealth Agency**

Other Public Entity

Other

9. Project included the following elements (circle all that apply):

General Construction

HVAC

**Electrical**

Plumbing

10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional

Sheet(s) attached (circle one): Yes **No** See Bottom of page 2

11. Client Reference for Construction- It is your responsibility to assure that the contact

information listed in correct. If your reference cannot be contacted, this project may not be considered.

References' Name: Eric Knight

Title: Project Manager

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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Scope of Work:

- a. Furnish and install a 480V, 3 phase feed to a new 480V to 208V, 3 phase transformer.
- b. Furnish and install required disconnect from transformer secondary to two new 200A-3P disconnects with MIL type connectors for new aircrew simulator.
- c. Furnish and install all required conduit and wiring for a complete and operational system.
- d. Furnish and install fire alarm cable from location of new aircrew simulator to location of building fire alarm system for interfacing simulator and building systems.
- e. Contractor shall utilize the existing in floor trenching system to the extent possible for running conduit and wiring to the new aircrew simulator location.
- f. All work shall be done in accordance with Electrical Drawing E.1.1 and the Electrical Specifications listed on E.1.1.

# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,001 and \$400,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: Capital Area Intermediate Unit

2. Project Name: Enola

3. Project Number: 21111497

4. Project Value: \$375,413.38

5. County of Project: Cumberland County

6. Date of Project Final Acceptance: Quote Acceptance 10/27/2021

7. Company Role in Project (circle one):

Prime Contractor

Subcontractor

Multi-Prime Contractor

8. Client (circle one):

Commonwealth Agency

Other Public Entity

Other

9. Project included the following elements (circle all that apply):

General Construction

HVAC

Electrical

Plumbing

10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional

Sheet(s) attached (circle one):  Yes  No

11. Client Reference for Construction- It is your responsibility to assure that the contact

information listed in correct. If your reference cannot be contacted, this project may not be considered.

References' Name: Len Kapp

Title: Supervisor of Operations & Transportation

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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**Scope of work:** We propose to furnish and install the following:

The following clarification have been made:

- Contract award by Dec. 2021
  - Acknowledge 180-day duration- No schedule at time of bid. IB Abel will not be on-site for the entire duration of the project.
  - Our quotation is good for 15 days. During the contract duration if there are significant material price increases, we reserve the right to equitably adjust our price by the amount reasonably necessary to cover any such increases. A significant price increase is defined as any escalation exceeding 5% from the date of quotation. Price increases shall be documented through quotes and invoices.
  - MC cable is used for all branch wiring as applicable per code.
  - Exclude Minority Participation
  - On site laydown areas required.
  - We assume all existing equipment is in good working order and not in need of repair.
  - Reuse existing conduit as applicable.
  - Exclude E0.0 Allowance of \$5,000 for modifications or additions to existing work to be done by another contractor-note #7.
- 
- **Demo/Temporary**
    - Demolition is provided as make safe of electrical, for removal and disposal by others.
    - Include temporary small tool power and OSHA lighting.
    - Exclude removal of all dormant cabling/wiring; per E0.00-note #9. Exclude communication/system cabling, assume owners' communication wiring contractor to remove.
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- **Lighting**
    - Provision and installation of new fixtures per the drawings is included. Provide new circuits as indicated.
    - Provide lighting controls as indicated.
    - Exclude all ceiling repair, removal, tile removal, replacement.
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- **Power**
    - Provide receptacles, connections to equipment and circuits as indicated.
    - With exception to receptacles, switches, data devices (exclude terminations), tv outlets regarding device and faceplate replacement. Exclude all remove and replace for security, HVAC, etc.
    - Exclude cutting and patch of existing floor to accommodate new floor boxes-E2.0.
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- **Distribution**
    - Furnish and install electrical transformer T5A and panel R5A, and feeders as indicated.
    - Provide circuit breakers as indicated.
    - Exclude any modification/repair to existing panels. Terminate to existing circuit breakers and provide new circuit breakers and update panel schedules as indicated.
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- **HVAC**
    - Assume VAV's, HVAC and plumbing equipment are existing and require no power connections.
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- **Fire Alarm**
    - Additional fire alarm devices required by local jurisdiction, not shown on bid documents.
    - Provide fire alarm devices as indicated.
      - Unable to locate existing building fire alarm provider, an allowance has been provided. Programming and expansion of existing system is excluded.
    - Provide necessary circuitry to fire alarm devices
- 
- **Communication/Security/AV**
    - Data and technology wiring and equipment installation by the owner.
    - Provide pathway as indicated.
    - Exclude all cabling, equipment, etc.
    - Existing security-include rework rough in. Wiring and device remount by others.
    - Existing room scheduler- include rework rough in. Wiring and device remount by others.

# APPENDIX G

## COMPARABLE CONSTRUCTION EXPERIENCE

**PROJECT BETWEEN \$400,001 and \$2,000,000**

*Submit a Single Form to be Evaluated*

1. Client Name: DMVA

2. Project Name: FTIG Area 7 Youth Challenge, Infrastructure ELECTRICAL

3. Project Number: 20110818

4. Project Value: \$1,436,851.62

5. County of Project: Lebanon County

6. Date of Project Final Acceptance: 02/01/2022

7. Company Role in Project (circle one):

Prime Contractor

Subcontractor

Multi-Prime Contractor

8. Client (circle one):

Commonwealth Agency

Other Public Entity

Other

9. Project included the following elements (circle all that apply):

General Construction

HVAC

Electrical

Plumbing

10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional

Sheet(s) attached (circle one): Yes

No

Provide electrical infrastructure, including duct banks, conduits, communications, transformers.

11. Client Reference for Construction- It is your responsibility to assure that the contact

information listed in correct. If your reference cannot be contacted, this project may not be considered.

References' Name: Eric Knight

Title: Project Manager



**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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**APPENDIX H**  
**KEY PERSONNEL**

**PROJECT MANAGER**

*Submit a Separate Form for Each Project Manager Proposed. Maximum of (2) Project Managers will be evaluated.*

1. Project Manager's Name: Joseph Nophut

2. Number of Years with Firm: 4+ Years

3. Experience (circle all that apply):

General Construction    HVAC    **Electrical**    Plumbing

4. Number of Years' Experience with the Trade(s) circled above (list out number of years per each trade):    General Construction \_\_\_\_\_    HVAC \_\_\_\_\_

Electrical 25 Years    Plumbing \_\_\_\_\_

5. Does the Project Manager being Proposed as a Key Personnel have experience working on Job Order Contracting Contracts (circle one): **Yes**    No

a. If yes, identify which contracts: (3) DGS Contracts: South East, Capital, South Central,

(4) KPN Pennsylvania CSIU Regional Contracts.

6. Does the Project Manager being Proposed as a Key Personnel have experience working with the Commonwealth on Construction Contracts as a Prime Contractor (circle one):

**Yes**    No

a. If yes, number of Years' Experience: 1 Year

7. Attach Resume. Is the Resume attached (circle one): **Yes**    No

8. Client Reference #1 for Construction- It is your responsibility to assure that the contact information listed in correct. If your reference cannot be contacted, this project may not be considered.

**References' Name:** Egan Degefa  
Project Manager

**9. Client Reference #2 for Construction- It is your responsibility to assure that the contact information listed is correct.** If your reference cannot be contacted, this project may not be considered.

**References' Name:** Robert Zapisek

**Title:** Chief Engineer      **Telephone Number:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

# JOSEPH NOPHUT

ACCOUNT MANAGER

## CAREER OBJECTIVE

Interest in working with customers, managing construction crews and projects, assisting in the electrical work and estimating electrical work, and solving day-to-day onsite problems, and being a team player



## EXPERIENCE

### Account Manager/Estimator

JAN 2021 - PRESENT | I.B. ABEL INC, York, Pennsylvania

#### **I.B. ABEL INC Account Manager/Estimator -2021-Present**

- Provided efficient and courteous service to customers at all times.
- Collaborated with departmental leaders to establish organizational goals, strategic plans and objectives.
- Adhered to quality and service standards to support operational goals.
- Provided Turn key solutions to key customers from estimating, project management, to construction.

### Field Project Manager

JAN 2020 - JAN 2021 | I.B. ABEL INC, York, Pennsylvania

#### **I.B. ABEL INC Field Project Manager -2020-2021**

- Worked hands on with the field crew to quickly and efficiently achieve the task at hand while resolving any issues that arose

### General Foreman

JAN 2018 - JAN 2020 | I.B. ABEL INC, York, Pennsylvania

#### **I.B. ABEL INC General Foreman -2018-2020**

- Reviewed work orders and verified equipment prior to starting job.
- Promoted strong safety behaviors and core company values to create safe work culture.
- Inspected work performed by subcontractors and laborers to check conformance with specifications.
- Led and monitored safety and security procedures within crew. Coordinated work activities with other construction project activities.
- Read specifications, such as blueprints, to determine construction requirements or to plan procedures.
- Assigned work to employees, based on material and worker requirements of specific jobs.

## **General Foreman**

JAN 2005 - JAN 2018 | H.B. Frazer, King of Prussia, Pennsylvania

### **H.B. Frazer General Foreman -2005-2018**

- Reviewed work orders and verified equipment prior to starting the job.
- Promoted strong safety behaviors and core company values to create a safe work culture.
- Inspected work performed by subcontractors and laborers to check conformance with specifications.
- Led and monitored safety and security procedures within the crew.
- Coordinated work activities with other construction project activities.
- Read specifications, such as blueprints, to determine construction requirements or to plan procedures.
- Assigned work to employees, based on material and worker requirements of specific jobs.

## **Foreman**

JAN 2000 - JAN 2005 | H.B. Frazer, King of Prussia, Pennsylvania

## **Education**

JUN 1999 | NECA Apprentice Training Local Union 98 Philadelphia, Philadelphia, Pennsylvania

## **CERTIFICATIONS**

- NECA Foreman Training
- NECA Project Management Training
- OSHA 30 Training
- Rigging Certification
- Emotional Intelligence for Leadership Development Certification

**APPENDIX H**  
**KEY PERSONNEL**

**PROJECT MANAGER**

*Submit a Separate Form for Each Project Manager Proposed. Maximum of (2) Project Managers will be evaluated.*

1. Project Manager's Name: Mathew Robinson

2. Number of Years with Firm: 1+ Year

3. Experience (circle all that apply):

General Construction    HVAC    **Electrical**    Plumbing

4. Number of Years' Experience with the Trade(s) circled above (list out number of years per

each trade):    General Construction \_\_\_\_\_ HVAC \_\_\_\_\_

Electrical 25 Years                                  Plumbing \_\_\_\_\_

5. Does the Project Manager being Proposed as a Key Personnel have experience working on Job Order Contracting Contracts (circle one): **Yes** No

a. If yes, identify which contracts: (3) DGS Contracts: CSE, CAP, SE

(4) KPN Pennsylvania CSIU Regional Contracts.

6. Does the Project Manager being Proposed as a Key Personnel have experience working with the Commonwealth on Construction Contracts as a Prime Contractor (circle one):

**Yes**                                  No

a. If yes, number of Years' Experience: 1 Year

7. Attach Resume. Is the Resume attached (circle one): **Yes** No

8. Client Reference #1 for Construction- It is your responsibility to assure that the contact information listed in correct. If your reference cannot be contacted, this project may not be considered.

**References' Name:** Eric Knight

**Title:** Project Manager      **Telephone Number:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

- 9. Client Reference #2 for Construction- It is your responsibility to assure that the contact information listed is correct.** If your reference cannot be contacted, this project may not be considered.

**References' Name:** Doug Codner

**Title:** Administrative Officer 2      **Telephone Number:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_



# MATHEW ROBINSON

ACCOUNT MANAGER / ESTIMATOR |

## OBJECTIVE

Interest in a continuing to work with customers, managing construction crews and projects, assisting in and estimating electrical work, solving day-to-day onsite problems, and being a team player.

## SKILLS

I have over twenty-five years of experiences in the electrical trade in nearly all facets of the trade from project managing to estimating, leadership to worker, conduit to cabling, splicing to terminations, and troubleshooting. I have skills in job takeoff and estimating, reading and interpreting job specifications and blue prints, contract language, critical path method schedules, and 3D models and AutoCAD. I enjoy problem solving and the daily challenges my work provides.

## EXPERIENCE

### ACCOUNT MANAGER/ESTIMATOR • I.B.ABEL INC • 2021 - PRESENT

Project managing and estimating electrical work that pertains to all facets of the electrical industry. From small one day projects to multi-year million dollar projects, I have worked to continue to learn all aspects of estimating and managing my workforce. Customer relations is a high priority to me and knowing that the customer is getting a top quality installation is very rewarding.

### ACCOUNT MANAGER/ESTIMATOR • MCCARLS LLC. • 2015-2022

Onsite foreman at Brunner Island Power Generation Plant for all conduit installation, liaison for an instrumentation subcontractor, scheduled and coordinated work with various trades and plant personnel, and planned and executed entire system shutdowns and turnovers. I have worked to show leadership in all projects and tasks such as: safety, work layout, problem solving, ethics, and decision making.

## EDUCATION

### CONSTRUCTION PROJECT MANAGEMENT • DECEMBER, 2016 • HARRISBURG AREA COMMUNITY COLLEGE

Completed my coursework in December while carrying a 4.0 GPA through 2 years of night school. The coursework included studies in blue prints and specifications, schedules and estimating, and contract language and AutoCAD and REVIT.

### ELECTRICAL APPRENTICESHIP • MAY, 2001 • LOCAL 229 JATC

Through 5 years of apprenticeship my average was a 93%. I learned the value of education and strived to do well in all aspects of the trade.







MR

**MATHEW ROBINSON**

ACCOUNT MANAGER

## VOLUNTEER EXPERIENCE OR LEADERSHIP

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**Religious Education teacher;** Immaculate Heart of Mary, Abbottstown, PA. Currently teach 7<sup>th</sup> and 8<sup>th</sup> grade students and for the last 8 years. I enjoy teaching the youth of our parish and helping them discern their path in this world. A notable accomplishment: I am 1 of a handful of core team members to have started a youth ministry/group for high school youth in our parish.

**Assistant Scout Master Troop 88;** Lake Meade, PA. As a boy scout in my youth I always enjoyed the service to others, as well as the camping and outdoors. When my own son bridged into boy scouts, nearly 9 years ago, I asked how I could help, and I have been an assistant ever since. I have had many great experiences with the youth in our troop. A notable accomplishment: I have lead numerous groups of scouts to complete 50-mile hikes of the Appalachian Trail in 5 days, as well as canoeing, and sailing around St. Thomas.

**Account Manager/Estimator;** I.B.Abel Inc. Since completing my diploma for Construction Managing, I have been Managing and Leading Electrical work. I was the head of the electrical department at McCarl's LLC.

**Electrical Foreman;** Since my graduation from apprenticeship in 2001, I have had many experiences as a foreman for various companies and under many different circumstances. Most notable: I was the foreman for JNO. Z. BARTON Inc. for the Unilife project. This project was a huge challenge and touched upon many aspects of the trade. Unilife was moving their headquarters from Australia to York, PA. (A timeline list of foreman jobs is available upon request.)



# IB ABEL INC

SINCE 1913



ELECTRICAL | TELE/DATA | TRANSMISSION | DISTRIBUTION  
SUBSTATION | RENEWABLE | AUTOMATION | ENGINEERING

Reference: 2-3.3 Narrative of Proposer's Administrative office support



To learn more about I.B. Abel, Inc.,  
visit us at: [WWW.IB-ABEL.COM](http://WWW.IB-ABEL.COM)





IB Abel has been a contractor for 109 years. Our Company Office that administers our contracts has been staffed and in operation for 71 years. We have extensive office resources that extend across 5 distinct Lines of Businesses (LOB) to support our clients. These include Electrical Services, Tele/Data Communications, Transmission/Distribution, Substation, and Engineering. With these resources we can provide administrative support for each aspect of our clients' needs. The Department of General Services Agencies have needs that fall among each one of our LOBs. Each LOB have Subject Matter Experts to ensure that our clients are serviced to exceed their expectations.

This contract will be managed by the Service and Accounts department, which is a part of the Electrical Services LOB. This Department is staffed by its Department Manager, eight Account Managers, and a Service Coordinator/administrator. The Service and Accounts Department is overseen by the Regional Director, and the Vice President of Electrical Services. IB Abel's Administrative Office support includes Safety and Quality, Engineering, Human Resources, Administration, Estimating, Project Management, Business Development, Operations support, Fleet, and Accounting. With our resources, we exceed our customers' expectations in key areas, such as response time, quality of installation, project close out, all electrical scopes of work, billing and invoices, and contract administration. Our team has decades of experience of all aspects of the electrical industry.

IB Abel has been executing Job Order Contracts for many years, in regions throughout Pennsylvania and Maryland. IB Abel has been working with the commonwealth for many decades as a prime contractor on projects outside of the Job Order Contracting program.

Our administrative support will ensure that our clients' needs are served in a timely and professional manner. It includes personnel that have decades of experience in the electrical industry.



— SINCE 1913 —



ELECTRICAL | TELE/DATA | TRANSMISSION | DISTRIBUTION  
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Reference: 2-3.3 Narrative of the Proposer's Staffing Plan



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visit us at: [WWW.IB-ABEL.COM](http://WWW.IB-ABEL.COM)





I.B. Abel is pleased to provide the following narrative for the above-referenced project for our Staffing Plan.

IB Abel has been a contractor for 109 years. Our resources extend across 5 distinct Lines of Businesses (LOB) to support our clients. These include Electrical Services, Tele/Data Communications, Transmission/Distribution, Substation, and Engineering. The Department of General Services Agencies have needs that fall among each one of our LOBs. Each LOB has Subject Matter Experts to ensure that our clients' are serviced to exceed their expectations.

Our staff has the capacity to execute projects of all sizes. From emergency service response calls to large electrical projects over ten million dollars, we have the staff to ensure the client's needs are exceeded.

We are a signatory electrical union contractor. We have experience managing projects with varying demands for electricians. We have a long-standing relationship with local labor unions, and we can ensure that our projects are staffed with qualified personnel during the peaks and lows of the construction industry, and meet the needs of our customers.

This contract will be managed by the Service and Accounts department, which is a part of the Electrical Services LOB. This Department is staffed by its Department Manager, eight Account Managers, and a Service Coordinator/administrator. Our Service and Accounts team is focused on customer service and meeting or exceeding our customers' expectations. Our Account Managers are your single point of contact for the entire project life cycle, from joint scope meeting, proposal development, construction, to project closeout. As each project is unique, we have the flexibility to assign resources as our client's needs change.

We strive to promote from within to develop top quality electrical construction experts. Our Electrical Services department is primarily comprised of personnel who have field construction experience. We have a complete understanding of the construction life cycle. Our Human Resources team and hiring personnel is focused on finding talent to add to our team to meet our clients' needs.

Upon award, we will provide an organizational chart to show our team for each region and contract. We have the capability to successfully execute each contract we are proposing an offer for.



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Reference: 2-3.4 Understanding of the JOC Procurement System



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I.B. Abel, Inc. has a complete understanding of the Job Order Contracting (JOC) method of procurement, utilizing a construction task catalog for pricing. Currently we hold three regional JOC contracts for electrical work with the PA Department of General Services, four regional JOC contracts with the Keystone Purchasing Network (KPN), JOC contract with Sourcewell in Maryland, as well as a regional JOC contract for electrical work with the Pennsylvania Turnpike Commission. This type of procurement system provides government agencies, municipalities, counties, schools, libraries, etc. to achieve competitive pricing that meets the PA State Separations Act, and will streamline construction.

### 1. Job Order Contracting Overview

Job Order Contracting is a procurement method that agencies use to better manage projects, with an emphasis on timely response and service. The agency can control quality, cost, schedule, and other common construction obstacles by simply bidding an indefinite quantity contract for the four construction disciplines via a catalog with pre-determined unit pricing. The successful contractor will use the catalog to prepare a price proposal for their scope of work for the given project, as per the contractor's adjustment factor.

### 2. Client Agency Procedure to Order Work

The agency identifies a JOC project that they need constructed. The Agency submits the project into the JOC web portal. The FOS account manager creates the project in the Simplebid platform. A preliminary joint scope meeting is then scheduled with the Agency, the Contractor, and the Construction Manager.

### 3. Process for Preparing Design and Job Order Proposals

If Professional Design is required, it will be determined by the Agency, or the Contractor (via retained Design Professional), who will be performing the design for the project. A joint scope meeting is then held to review the requirements and scope of the project. After the Joint scope meeting, the contractor will determine the means necessary to develop a detailed takeoff and accurate cost estimate. The takeoff is then entered through the Simplebid platform to develop a price proposal and detailed scope of work. The detailed scope of work and price proposal are then submitted for approval to the FOS Account Manager. The FOS Account manager then submits to the Client Agency for review and approval. Once the proposal is approved, the Agency and the contractor signs the job order package and provides a purchase order to the contractor and Account Manager. After receipt of the signed job order package and purchase order, the CM schedules a job conference with the Agency, the contractor, and the DP (if required) to kick off the project. The Project is scheduled, planned, and construction begins. Construction is performed as per the approved job order package and monitored by the Agency, Contractor, and the CM/AM. Upon completion of the project, the contractor submits for a final inspection. This begins the closeout phase of the

project, which includes final inspections and approval that the project was completed as per the job order package. The contractor may request partial payment as long it is in accordance with the Agency's purchase order. For example, certain Agency's only allow invoicing against purchase order line items in full, and other Agency's allow, or request, a schedule of values to be submitted and approved for progress payment applications. If partial payments are not required, a request for final and full payment will be submitted upon final inspection and completion.

#### 4. Plan for subcontracting

I.B. Abel, Inc. has a very extensive list of qualified subcontractors generated by a well-established prequalification procedure to analyze each one's safety, performance, and overall best value for our customers. I.B. Abel, Inc. strives to achieve diverse participation on all projects. We accomplish this by subcontracting scope items such as fire alarm, lighting control, design and other items. We also use our regular diverse stocking distributors to achieve the participation goal.

#### 5. Emergency Response

We have a team that is flexible and able to accommodate emergency projects and immediate needs. We have eight Account Managers that work as a team to serve our customers' needs, including responding to emergency requests and projects. We have a 24/7 emergency call line for our on-call electricians to respond immediately to emergency requests. Our response time for immediate requests is 2-4 hours, depending on the project location, to have an electrician on site.

#### 6. Keys to Success

The key is to develop a transparent relationship between all parties, built on trust and integrity. This will be accomplished through complete understanding of the Job Order Contracting system. I.B. Abel's core values guide us in achieving success through customer satisfaction and profitability. Our team is dedicated to solving our clients' needs and issues, and providing solutions.