



## 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 some 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:

\$5,000,000 Single Project  
\$10,000,000 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





## BUILDING RELATIONSHIPS SINCE 1957

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, 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 some 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 Excellence: New Construction under \$5 Million** – Associated General Contractors of TN, Middle TN Branch – TMC Aviation Hangar (Nashville International Airport)

**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)**

**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





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

Jack has more than 45 years of construction experience and 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 and returned to Cookeville, Tenn., to begin working for J&S Construction in May 1971. 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 is or has been involved with several boards including Timothy Hill Children's Ranch, a home for troubled boys, located in Riverhead, N.Y.; the Upper Cumberland Broadcast Council; Wilson Bank & Trust Community Board; the Cookeville-Putnam County Sports Council; the National Association of Church Design Builders and the International Board for World Bible Translations. Past memberships also include Rotary Club of Cookeville, Optimist Club of Cookeville and Cookeville Evening Lions Club.



### **Kevin McCaleb, COO** **27 Years - Construction Experience** **18 Years - Management Experience**

As J&S Construction's chief operating officer, Kevin provides firm-wide leadership, strategy, operations and management all while fostering an environment of accountability, excellence, collaboration and innovation among the entire staff. Joining J&S Construction in October 1999, he serves as the head of the company's Insurance and Restoration Team and operates as direct management to all field personnel. Kevin has more than 25 years of construction experience – with a majority of the experience 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, estimating, 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 also served on the board for Mustard Seed Ranch, a community-sponsored, interdenominational Christian ministry designed to take children out of unsafe environments and into loving, nurturing homes.

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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### 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 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.**

#### Unmanned Aerial Vehicle Maintenance Complex - Ft. Hood, TX LEED Silver Certification awarded January 2016

- **FIRST** geothermal well field at Ft. Hood

#### 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



J&S Construction was the first general contractor in Tennessee to complete a LEED Silver, LEED Gold and LEED Platinum Certified building. J&S Construction has built more than 186,000 square feet of LEED certified facilities.





**BUILDING RELATIONSHIPS SINCE 1957**



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



**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, 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.

