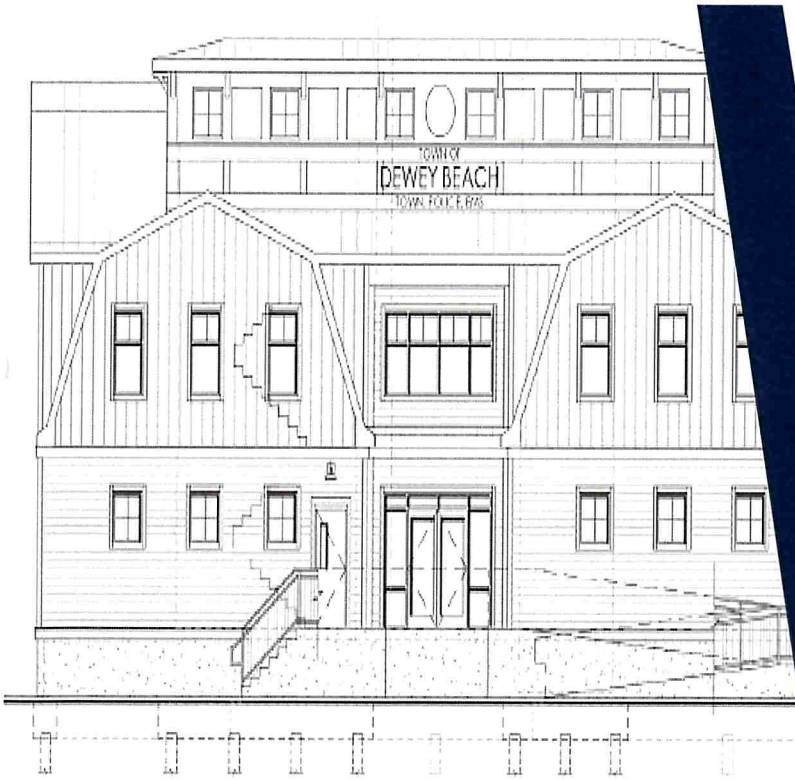




TOWN OF  
**DEWEY BEACH**

## Bid Submission



## Town Hall, Police Department, and EMS Building Construction

January 17, 2025 at 2:00PM



207 W. Main Street, Suite 103 | Salisbury, MD 21801 | 301.607.9300 | [www.kellerbrothers.com](http://www.kellerbrothers.com)

WE FOCUS ON YOU

**DIVISION 00 – PROCUREMENT AND CONTRACTING REQUIREMENTS**

**SECTION 00 41 13**

**BID FORM**

TO:

TOWN OF DEWEY BEACH  
105 RODNEY AVENUE  
DEWEY BEACH, DELAWARE

NEW DEWEY BEACH TOWN  
HALL AND POLICE DEPT.

I have received the construction documents titled New Construction for Dewey Town Hall and Police Department. I have also received Addenda Nos. 1,2,3,4, and have included their provisions in this Proposal. I have examined both the documents and the site and submit the following bid.

In submitting this bid, I agree:

1. To hold my bid open until 60 days after bids are opened.
2. To enter into and execute a Contract, if awarded on the basis of this bid, and to furnish Performance and Labor and Material Payment Bonds in accord with the Supplementary Instructions to AIA Document A701.
3. To accomplish the work in accord with the Contract Documents.
4. To complete the work as certified in writing by the architect within 670 calendar days following receipt of written notice to proceed.

The first phase of construction will take 365 calendar days

The second phase of construction will take 305 calendar days.

Keller Brothers Inc. will construct this project for the lump sum price of:

twelve million three hundred forty three thousand Dollars (\$ 12,343,000 )

The first phase of construction with prevailing wage rate will cost:

nine million six hundred eight thousand Dollars (\$ 9,608,000 )

The second phase of construction with prevailing wage rate will cost:

two million seven hundred + thirty five thousand Dollars (\$ 2,735,000 )

Included within the lump sum price is \$ 70,100 for the full payment & performance bond premium in the amount of 100% of the lump sum price stated on this bid form.

I include a copy of my current Delaware Contractor's license, Town of Dewey Contractor License, and other local licenses if applicable, with my bid. Subcontractor's entered into this contract with trades identified by the Delaware Division of Professional Regulation—including but not limited to Electricians, Elevator Mechanics, HVAC, Plumbers, Surveyors, etc.—shall possess professional licenses by the Delaware Division of Professional Regulation.

I include an executed copy of AIA Document A305 "Contractor's Qualification Statement" with my bid.

I include the required Bid Security with my bid.

I include the following DEDUCTIVE ALTERNATES. The Town of Dewey Beach reserves the right to incorporate alternates, in part or in total, it deems to be in its own best interests.

**ALTERNATE NO. 1:** Omit terrazzo flooring, and substitute with LVT flooring #2.

DEDUCT: \$ 32,700

**ALTERNATE NO. 2:** Omit drywall, furring, acoustical batt insulation for wall types A and B. Embed conduit, power, or other utility within the wall. Finish exposed concrete with primer and paint as specified.

DEDUCT: \$ 26,200

**ALTERNATE NO. 3:** Omit all LVT and Carpet where scheduled, and substitute for sealed and polished concrete.

DEDUCT: \$ 6,900

**ALTERNATE NO. 4:** Substitute standing seam metal roof for fully adhered pvc membrane roof with standing seam profile.

DEDUCT: \$ 185,000

**ALTERNATE NO. 5:** Omit all windows on the third floor. Block and rough-in framing for future window install.

DEDUCT: \$ 46,200

**ALTERNATE NO. 6:** Omit all ceramic tile. Provide rigid vinyl wall protection system up to 48" A.F.F. over painted moisture resistant drywall where scheduled, and provide fully adhered LVT flooring with heat welded seams to prevent moisture intrusion.

DEDUCT: \$ 1,500

**ALTERNATE NO. 7:** Substitute fiberglass doors and frames for hollow metal doors and frames.

DEDUCT: \$ 14,000

**ALTERNATE NO. 8:** Omit elevator # 2. Provide foundation pit, shaft wall at first floor, and floor block outs for second and third for future install. Provide handicap lift to serve between Grade Vestibule to Processing Vestibule with necessary safeguards, calls, and doors.

DEDUCT: \$ 115,500

**ALTERNATE NO. 9:** Omit all ballistic (and fire-rated) exterior glass on first floor and substitute with ballistic and fire-rated glass block with frames and mortar.

DEDUCT: \$ 68,000

**ALTERNATE NO. 10:** The cost to omit prevailing wages from labor for the project from **first phase** of construction.

DEDUCT: \$ 557,000

**ALTERNATE NO. 11:** The cost to omit prevailing wages from labor for the project from **second phase** of construction.

DEDUCT: \$ 159,000

**ALTERNATE NO. 12:** The cost in savings for construction if phasing was eliminated from the project and both phases (1+2) were constructed all at one time under prevailing wage rate.

DEDUCT: \$ 102,400

**SCHEDULE C- UNIT PRICES BID – CONTINGENT ITEMS**

CONTINGENT ITEMS: The following unit prices will be utilized for changes in work from that indicated by the Project Manual, upon authorization of the Engineer.

ITEM NO.	DESCRIPTION	UNIT	ESTIMATED QUANTITY	UNIT PRICE	TOTAL PRICE
C1	Excavation Below Subgrade	-- CY	200	\$6.60	\$1,320.00
C2	Furnish and Place Gravel Bedding	-- CY	100	\$82.50	\$8,250.00
C3	Furnish and Place Special Backfill	-- CY	200	\$31.35	\$6,270.00
C4	Miscellaneous Excavation and Backfill	-- CY	100	\$13.20	\$1,320.00
C5	Furnish and Place Miscellaneous 4,500 psi Concrete	-- CY	100	\$203.50	\$20,350.00
C6	Secure Modified Proctor Tests	-- EA	6	\$220.00	\$1,320.00
C7	Secure Field Density Tests	-- EA	20	\$44.00	\$880.00
C8	Secure Concrete Field Test Cylinders	-- EA	20	\$44.00	\$880.00

**SUBCONTRACTORS**

Subcontractor's entered into this contract with trades identified by the Delaware Division of Professional Regulation—including but not limited to Electricians, Elevator Mechanics, HVAC, Plumbers, Surveyors, etc.—shall possess professional licenses by the Delaware Division of Professional Regulation. The undersigned BIDDER proposes to use the following named licensed SUBCONTRACTORS:

SITE WORK HCE Site Maintenance

PAVEMENT Russell Paving Company, Inc.

CONCRETE Harkins Concrete Construction, Inc.

STEEL First State Fabrication, LLC

CARPENTRY North East Contractors, Inc.

FRAMING North East Contractors, Inc.

CABINETRY Cabinetry Unlimited

DOORS AND HARDWARE Salisbury Door and Hardware, Inc.

WINDOWS Walker and Laberge Glass Company

DRYWALL North East Contractors, Inc.

ACOUSTICAL CEILINGS North East Contractors, Inc.

FLOORING Floor Max

ROOFING Apex Business Solutions, LLC

HVAC Ralph G. Degli Obizzi and Sons, LLC

ELECTRICAL Diamond Electric, Inc.

PLUMBING Ralph G. Degli Obizzi and Sons, LLC

FIRE PROTECTION JF Sobieski Fire Protection Systems

The following Corporation is chartered in the State of Maryland.

[Signature]  
Witness

[Signature]  
Signature  
Executive Vice President  
Title

CORPORATE SEAL

Keller Brothers, Inc.  
Firm Name

207 W. Main Street, Suite 103

January 17, 2025  
Date

Salisbury, MD 21801  
Business Address

2024942873  
Delaware Contractor's License #

**END OF SECTION**

# Document A310™ – 2010

Conforms with The American Institute of Architects AIA Document 310

## Bid Bond

### CONTRACTOR:

(Name, legal status and address)

KELLER BROTHERS, INC.  
1012 Rising Ridge Road  
Mount Airy, MD 21771

### OWNER:

(Name, legal status and address)

Town of Dewey Beach  
105 Rodney Avenue  
Dewey Beach, DE 19971

### SURETY:

(Name, legal status and principal place of business)

Fidelity and Deposit Company of Maryland  
1299 Zurich Way, 10th Floor  
Schaumburg, IL 60196-1056  
**Mailing Address for Notices**  
1299 Zurich Way, 10th Floor  
Schaumburg, IL 60196-1056

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

**BOND AMOUNT:** 10% Ten Percent of Amount Bid

### PROJECT:

(Name, location or address, and Project number, if any)


Town of Dewey Beach Town Hall and Police Department, 1505 Coastal Highway, Dewey, DE

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 17th day of January, 2025.

  
\_\_\_\_\_  
(Witness)

KELLER BROTHERS, INC.  
(Principal) \_\_\_\_\_ (Seal)

By:   
(Title) Thomas Hamilton, Executive V.P.

Fidelity and Deposit Company of Maryland  
(Surety) \_\_\_\_\_ (Seal)

By:   
(Title) Terry D. Reynolds, Attorney-in-Fact



Bond Number: Bid Bond

Obligee: Town of Dewey Beach

**ZURICH AMERICAN INSURANCE COMPANY  
COLONIAL AMERICAN CASUALTY AND SURETY COMPANY  
FIDELITY AND DEPOSIT COMPANY OF MARYLAND  
POWER OF ATTORNEY**

KNOW ALL MEN BY THESE PRESENTS: That the ZURICH AMERICAN INSURANCE COMPANY, a corporation of the State of New York, the COLONIAL AMERICAN CASUALTY AND SURETY COMPANY, a corporation of the State of Illinois, and the FIDELITY AND DEPOSIT COMPANY OF MARYLAND a corporation of the State of Illinois (herein collectively called the "Companies"), by Robert D. Murray, Vice President, in pursuance of authority granted by Article V, Section 8, of the By-Laws of said Companies, which are set forth on the reverse side hereof and are hereby certified to be in full force and effect on the date hereof, do hereby nominate, constitute, and appoint **Terry D. Reynolds**, its true and lawful agent and Attorney-in-Fact, to make, execute, seal and deliver, for, and on its behalf as surety, and as its act and deed: **any and all bonds and undertakings**, and the execution of such bonds or undertakings in pursuance of these presents, shall be as binding upon said Companies, as fully and amply, to all intents and purposes, as if they had been duly executed and acknowledged by the regularly elected officers of the ZURICH AMERICAN INSURANCE COMPANY at its office in New York, New York., the regularly elected officers of the COLONIAL AMERICAN CASUALTY AND SURETY COMPANY at its office in Owings Mills, Maryland., and the regularly elected officers of the FIDELITY AND DEPOSIT COMPANY OF MARYLAND at its office in Owings Mills, Maryland., in their own proper persons.

The said Vice President does hereby certify that the extract set forth on the reverse side hereof is a true copy of Article V, Section 8, of the By-Laws of said Companies, and is now in force.

IN WITNESS WHEREOF, the said Vice-President has hereunto subscribed his/her names and affixed the Corporate Seals of the said ZURICH AMERICAN INSURANCE COMPANY, COLONIAL AMERICAN CASUALTY AND SURETY COMPANY, and FIDELITY AND DEPOSIT COMPANY OF MARYLAND, this 10th day of October, A.D. 2023.



ATTEST:  
ZURICH AMERICAN INSURANCE COMPANY  
COLONIAL AMERICAN CASUALTY AND SURETY COMPANY  
FIDELITY AND DEPOSIT COMPANY OF MARYLAND

By: *Robert D. Murray*  
Vice President

By: *Dawn E. Brown*  
Secretary

State of Maryland  
County of Baltimore

On this 10th day of October, A.D. 2023, before the subscriber, a Notary Public of the State of Maryland, duly commissioned and qualified, Robert D. Murray, Vice President and Dawn E. Brown, Secretary of the Companies, to me personally known to be the individuals and officers described in and who executed the preceding instrument, and acknowledged the execution of same, and being by me duly sworn, depose and saith, that he/she is the said officer of the Company aforesaid, and that the seals affixed to the preceding instrument are the Corporate Seals of said Companies, and that the said Corporate Seals and the signature as such officer were duly affixed and subscribed to the said instrument by the authority and direction of the said Corporations.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my Official Seal the day and year first above written.

*Genevieve M. Maison*

GENEVIEVE M. MAISON  
NOTARY PUBLIC  
BALTIMORE COUNTY, MD  
My Commission Expires JANUARY 27, 2025



Authenticity of this bond can be confirmed at [bondvalidator.zurichna.com](http://bondvalidator.zurichna.com) or 410-559-8790



EXTRACT FROM BY-LAWS OF THE COMPANIES

"Article V, Section 8, Attorneys-in-Fact. The Chief Executive Officer, the President, or any Executive Vice President or Vice President may, by written instrument under the attested corporate seal, appoint attorneys-in-fact with authority to execute bonds, policies, recognizances, stipulations, undertakings, or other like instruments on behalf of the Company, and may authorize any officer or any such attorney-in-fact to affix the corporate seal thereto; and may with or without cause modify or revoke any such appointment or authority at any time."

CERTIFICATE

I, the undersigned, Vice President of the ZURICH AMERICAN INSURANCE COMPANY, the COLONIAL AMERICAN CASUALTY AND SURETY COMPANY, and the FIDELITY AND DEPOSIT COMPANY OF MARYLAND, do hereby certify that the foregoing Power of Attorney is still in full force and effect on the date of this certificate; and I do further certify that Article V, Section 8, of the By-Laws of the Companies is still in force.

This Power of Attorney and Certificate may be signed by facsimile under and by authority of the following resolution of the Board of Directors of the ZURICH AMERICAN INSURANCE COMPANY at a meeting duly called and held on the 15th day of December 1998.

RESOLVED: "That the signature of the President or a Vice President and the attesting signature of a Secretary or an Assistant Secretary and the Seal of the Company may be affixed by facsimile on any Power of Attorney...Any such Power or any certificate thereof bearing such facsimile signature and seal shall be valid and binding on the Company."

This Power of Attorney and Certificate may be signed by facsimile under and by authority of the following resolution of the Board of Directors of the COLONIAL AMERICAN CASUALTY AND SURETY COMPANY at a meeting duly called and held on the 5th day of May, 1994, and the following resolution of the Board of Directors of the FIDELITY AND DEPOSIT COMPANY OF MARYLAND at a meeting duly called and held on the 10th day of May, 1990.

RESOLVED: "That the facsimile or mechanically reproduced seal of the company and facsimile or mechanically reproduced signature of any Vice-President, Secretary, or Assistant Secretary of the Company, whether made heretofore or hereafter, wherever appearing upon a certified copy of any power of attorney issued by the Company, shall be valid and binding upon the Company with the same force and effect as though manually affixed.

IN TESTIMONY WHEREOF, I have hereunto subscribed my name and affixed the corporate seals of the said Companies, this 17th day of January, 2025,



*MJ Pethick*  
By: Mary Jean Pethick  
Vice President

TO REPORT A CLAIM WITH REGARD TO A SURETY BOND, PLEASE SUBMIT A COMPLETE DESCRIPTION OF THE CLAIM INCLUDING THE PRINCIPAL ON THE BOND, THE BOND NUMBER, AND YOUR CONTACT INFORMATION TO:

Zurich Surety Claims  
1299 Zurich Way  
Schaumburg, IL 60196-1056  
[reportsclaims@zurichna.com](mailto:reportsclaims@zurichna.com)  
800-626-4577

Authenticity of this bond can be confirmed at [bondvalidator.zurichna.com](http://bondvalidator.zurichna.com) or 410-559-8790

# TOWN OF DEWEY BEACH

Phone: (302)227-6363  
Fax: (302)227-8319

**License Id:** 24-01739      **Issued Date:** 11/27/24  
**Effective Date:** 05/01/24      **Expiration Date:** 04/30/25  
**License Type:** OUT OF TOWN LARGE BUSINESS



**Business Name:** KELLER BROTHERS INC  
**Mailing Location:** 1012 RISING RIDGE RD  
KELLER BROTHERS INC  
LISA EYLER  
1012 RISING RIDGE RD  
MOUNT AIRY, MD 21771

## 2024

### Summary of Services:

Description	Dewey Beach Address
OUT OF TOWN LARGE	,

NON-TRANSFERABLE

TO BE PLACED IN A CONSPICUOUS PLACE

**License Id:** 24-01739      **Issued Date:** 11/27/24  
**Effective Date:** 05/01/24      **Expiration Date:** 04/30/25  
**License Type:** OUT OF TOWN LARGE BUSINESS

## 2024

**Business Name:** KELLER BROTHERS INC  
**Mailing Location:** 1012 RISING RIDGE RD  
KELLER BROTHERS INC  
LISA EYLER  
1012 RISING RIDGE RD  
MOUNT AIRY, MD 21771

# FILE COPY

### Dewey Beach Address

,

### Summary of Services

Description
OUT OF TOWN LARGE



## State of Delaware Division of Revenue

— Temporary License —

Valid for 60 days from Receipt Date

**License number:** 2024942873

**Name:** KELLER BROTHERS, INC.

**Trade Name:** KELLER BROTHERS, INC.

**Address:** 1012 Rising Ridge Rd  
Mount Airy, MD 21771-5799

Activity	Record	Tax Year	Tax Period	Business Code	Amount
Renew Licenses	A-001087327	2025	12/31/2025	Non-resident Contractor	\$75.00

Receipt Date	One Stop DLN
01/07/2025	25-92734-64

Department of Finance  
Division of Revenue  
820 N French Street  
PO Box 8763  
Wilmington, DE 19899-8763



KELLER BROTHERS, INC.  
1012 RISING RIDGE RD  
MOUNT AIRY MD 21771-5799

**DID YOU KNOW?**  
**YOU CAN FILE & PAY ONLINE 24x7**

 [tax.delaware.gov](http://tax.delaware.gov) 

The advertisement features a background image of a person's hands typing on a laptop keyboard. The text is overlaid on the image, with the top part in a large, bold, sans-serif font. At the bottom, there is a dark horizontal bar containing a globe icon, the website URL, and a mouse cursor icon pointing at the URL.

# STATE OF DELAWARE

## Department of Finance Division of Revenue

ACTIVE BUSINESS LICENSE  
2024942873

**EFFECTIVE**

10/01/2024 - 12/31/2024

**ISSUED TO**

KELLER BROTHERS, INC.  
1012 RISING RIDGE RD  
MOUNT AIRY MD 21771-5799

**LOCATION**

KELLER BROTHERS, INC.  
KELLER BROTHERS, INC.  
1012 RISING RIDGE RD  
MOUNT AIRY, MD 21771-5799

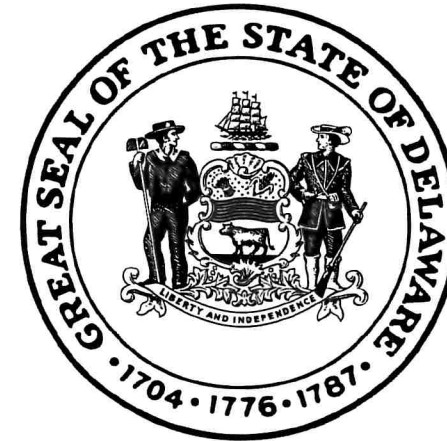
**TRADE, BUSINESS, OR  
PROFESSIONAL ACTIVITY**

**NON-RESIDENT CONTRACTOR**

**ISSUED:** 10/01/2024

**FEE PAID:** \$18.75

Is hereby licensed to practice, conduct, or engage in the occupation or business activity indicated above in accordance with the license application duly filed pursuant to Title 30, Delaware Code.



# 2024

POST CONSPICUOUSLY - NOT TRANSFERABLE





TOWN OF  
**DEWEY BEACH**

## AIA A305 Qualification





TOWN OF  
**DEWEY BEACH**

**A305—Exhibit A**





# AIA® Document A305® – 2020 Exhibit A

## General Information

This Exhibit is part of the Contractor's Qualification Statement, submitted by Keller Brothers, Inc. and dated the Seventeenth day of January in the year Two Thousand Twenty-Five

(In words, indicate day, month and year.)

### § A.1 ORGANIZATION

#### § A.1.1 Name and Location

§ A.1.1.1 Identify the full legal name of your organization.

Keller Brothers, Inc.

§ A.1.1.2 List all other names under which your organization currently does business and, for each name, identify jurisdictions in which it is registered to do business under that trade name.

Keller Brothers, Inc. has been in business for over 65 years (since 1960) and has three divisions: Keller Construction Management, Keller Special Projects, Keller Masonry Services. Keller Brothers, Inc., which includes the three divisions under it, is registered to do business in Maryland, Virginia, The District of Columbia, and Delaware.

§ A.1.1.3 List all prior names under which your organization has operated and, for each name, indicate the date range and jurisdiction in which it was used.

Standen Keller between 1960 and 1974. Operated in Maryland.

§ A.1.1.4 Identify the address of your organization's principal place of business and list all office locations out of which your organization conducts business. If your organization has multiple offices, you may attach an exhibit or refer to a website.

1012 Rising Rdge Rd., Mount Airy, MD 21771 - Home Office  
1008 Rising Ridge Rd., Mount Airy, MD 21771 - Annex Office  
207 W. Main Street, Suite 103, Salisbury, MD 21801 - Salisbury Office

#### § A.1.2 Legal Status

§ A.1.2.1 Identify the legal status under which your organization does business, such as sole proprietorship, partnership, corporation, limited liability corporation, joint venture, or other.

Corporation

- 1 If your organization is a corporation, identify the state in which it is incorporated, the date of incorporation, and its four highest-ranking corporate officers and their titles, as applicable.

State of Incorporation - Maryland  
Date of Incorporation- 01/03/1975  
Phillip D. Keller, President & CEO  
Jay D. Keller, Vice President  
Thomas Hamilton, Executive Vice President  
Rusty Mollencop, Chief Financial Officer

### ADDITIONS AND DELETIONS:

The author of this document may have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.



.2 If your organization is a partnership, identify its partners and its date of organization.

N/A

.3 If your organization is individually owned, identify its owner and date of organization.

N/A

.4 If the form of your organization is other than those listed above, describe it and identify its individual leaders:

N/A

**§ A.1.2.2** Does your organization own, in whole or in part, any other construction-related businesses? If so, identify and describe those businesses and specify percentage of ownership.

Canyon Contracting, Inc., a concrete company, is affiliated through common ownership  
Jay D. Keller, President (70% Owner)  
Phillip D. Keller, Jr., Vice President (30% Owner)

**§ A.1.3 Other Information**

**§ A.1.3.1** How many years has your organization been in business?

65

**§ A.1.3.2** How many full-time employees work for your organization?

107

**§ A.1.3.3** List your North American Industry Classification System (NAICS) codes and titles. Specify which is your primary NAICS code.

236220 - Commercial and Institutional Building

**§ A.1.3.4** Indicate whether your organization is certified as a governmentally recognized special business class, such as a minority business enterprise, woman business enterprise, service disabled veteran owned small business, woman owned small business, small business in a HUBZone, or a small disadvantaged business in the 8(a) Business Development Program. For each, identify the certifying authority and indicate jurisdictions to which such certification applies.

N/A

**§ A.2 EXPERIENCE**

**§ A.2.1** Complete Exhibit D to describe up to four projects, either completed or in progress, that are representative of your organization's experience and capabilities.

**§ A.2.2** State your organization's total dollar value of work currently under contract.

\$559,491,000

**§ A.2.3** Of the amount stated in Section A.2.2, state the dollar value of work that remains to be completed:

\$296,573,000

**§ A.2.4** State your organization's average annual dollar value of construction work performed during the last five years.

\$155,920,000

**§ A.3 CAPABILITIES**

**§ A.3.1** List the categories of work that your organization typically self-performs.

- Supervision
- Carpentry
- General Labor
- Small Excavation
- Masonry
- Small Site Work
- Small Site Utilities
- Miscellaneous Metals

**§ A.3.2** Identify qualities, accreditations, services, skills, or personnel that you believe differentiate your organization from others.

Keller has been in business for 64 years and specializes in municipal facility construction. We have extensive experience with new construction, additions, and renovation projects in both the Washington Metropolitan area and Eastern Shore/Salisbury Areas. Below please find the unique benefits the Keller team brings to Owners and their projects.

- 
- Keller's Director of Business Development, David Tremblay, has a B. Arch and prior to his 1 years as a CM worked on the design side of the industry for over 16 years with a focus on municipal design, specifications technical writing, and construction administration
- Our team has a long history of building local government projects and a distinct understanding of municipal construction and including the permitting process and technical completeness of contract documents
- Keller has an experienced and active Estimating team in-house which enables us to have real-time understanding of the subcontractor bid market
- Keller has a rigorous, comprehensive quality control procedure that it performs on its projects
- Keller has experience with multiple delivery methods for construction, CM at Risk, CM Adviser/Agency, Design-Build, and as a General Contractor and this give us a unique comprehensive understanding of the value of the preconstruction process to ensure projects are developed to a high technical degree to ensure the design and budget are maintained through the construction phase and the building is turned over to the Owner as projected at the beginning of the job
- Keller's project team members have extensive experience with the renovation and construction of municipal facilities.
- Keller's project team members have extensive experience with the renovation and construction of municipal facilities Our team is professional and fair to all project team members including the Owner, our design team partners, 3rd party consultants, and Subcontractors
- Keller has extraordinary relationships with the Subcontractor market and Keller sees repeat relationships, high quality work, and favorable pricing on our projects due to a long history of being fair to Subcontractors on our projects
- Our Project Management team's budget management and cost management process is transparent with the Owner. Our team's makes efforts to avoid claims and cost changes by managing the contract documents and scopes all throughout the construction phase
- Our team rigorously manages the Subcontractors and the Work and continues the Quality Control process throughout the construction phase
- Keller is engaged in project execution throughout closeout, training, commissioning, and warranty phases
- Keller Team Experience –

In addition, our experienced team members have numerous certifications and training including

- David Tremblay, irecto, is an Associate AIA and CCM
- Brad Otto, Senior Preconstruction Manager, is a Licensed Professional Engineer, Maryland
- Six team members hold LEED Certifications
- OSHA 30-HR Certified
- U.S. Army Corps of Engineers and Naval Facility Engineering Command - Construction Quality Management for Contractors Certifications
- CPR and First Aid Certifications
- 
- 

**§ A.3.3** Does your organization provide design collaboration or pre-construction services? If so, describe those services.

AIA Document A305 – 2020 Exhibit A. Copyright © 2020. All rights reserved. "The American Institute of Architects," "American Institute of Architects," "AIA," the AIA Logo, and "AIA Contract Documents" are trademarks of The American Institute of Architects. This document was produced at 08:46:05 EST on 01/15/2025 under Subscription No.20240028512 which expires on 05/15/2025, is not for resale, is licensed for one-time use only, and may only be used in accordance with the AIA Contract Documents® Terms of Service. To report copyright violations, e-mail docinfo@aiacontracts.com.

User Notes:

(66ed61bf440e855d74342b0b)

Yes, Keller provides design collaboration / preconstruction services to clients. Keller adds value to our client's projects by providing comprehensive preconstruction services throughout the design phase, including establishing budgets, project schedules, and performing constructability reviews. We manage our client's programmatic needs and budget against the design and advise on value management options to make the design more efficient and cost-effective, while maintaining the original design integrity

**§ A.3.4** Does your organization use building information modeling (BIM)? If so, describe how your organization uses BIM and identify BIM software that your organization regularly uses.

Yes. Keller utilizes Building Information Modeling (BIM) to benefit the coordination of design and construction before the construction phase, thereby resolving potential conflicts and saving money for the Owner. Our Director of Project Development, David Tremblay, has over 15 years of experience as an Architect, using Revit and other 3D modeling software. Keller uses Navisworks to merge 3D information models and subsequently uses BIM 360 to run "clash detection report" on the model to identify, organize, and assign responsibilities to resolve the issues. Keller provides oversight for the BIM process, and scopes specific BIM requirements to essential Prime Trade Contracts, typically Mechanical, Fire Protection, Electrical and those 3D models are merged in Navisworks with the "base model" of the building including the structural information. Keller manages the coordination between Contractors including the actual, resulting real-work construction coordination issues as part of the BIM Coordination. We hold work sessions and review the clash detection reports to identify and resolve coordination issues. We work to evaluate critical clashes and ensure these are resolved before Contractors are approved to begin generating shop drawing submittals

**§ A.3.5** Does your organization use a project management information system? If so, identify that system.

Yes. Keller uses Procore management software on projects. Procore is a cloud-based tool that streamlines communication, simplifies document management, and improves overall efficiency in construction management.

Procore provides ways to collaborate of projects and view document in real-time from any computer, tablet, or smartphone. It has real-time editing capabilities. Procore also has scheduling, reporting, document management and bidding features.

#### **§ A.4 REFERENCES**

**§ A.4.1** Identify three client references:

*(Insert name, organization, and contact information)*

Contact Name: Hamid Omidvar, Chief, Division of Building Design & Construction  
Contact Organization: Montgomery County, Department of General Services  
Contact Phone: 240-777-6179 (Office)  
Contact Email: [hamid.omidvar@montgomerycountymd.gov](mailto:hamid.omidvar@montgomerycountymd.gov)

Contact Name: Leisl Ashby, Director, Planning + Construction  
Contact Organization: Wicomico County Public Schools  
Contact Phone: 410-677-5926  
Contact Email: [lashby@wcboe.org](mailto:lashby@wcboe.org)

Contact Name: Steve Andritz, Director of Planning and Construction  
Contact Organization: Charles County Public Schools  
Contact Phone: 301.934.7290(Office), 240-682-9584 (Mobile)  
Contact Email: [sandritz@ccboe.com](mailto:sandritz@ccboe.com)

**§ A.4.2** Identify three architect references:

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User Notes:

(66ed61bf440e855d74342b0b)

*(Insert name, organization, and contact information)*

Contact Name: Ran Ilkovitch, NCARB, AIA, President  
Contact Organization: Smolen EMR Ilkovitch Architects  
Contact Phone: 301-770-0177 (Office)  
Contact Email: rilkovitch@seiarch.com

Contact Name: Bill Brown, Principal  
Contact Organization: Moseley Architects  
Contact Phone: 703-426-9507 (Office)  
Contact Email: [emoreno@drgroup.com](mailto:emoreno@drgroup.com)

Contact Name: David Delmar, Principal and Director  
Contact Organization: Delmar Architects, PA  
Contact Phone: 301-774-9821 (Office)  
Contact Email: [genedelmar@verizon.net](mailto:genedelmar@verizon.net)

**§ A.4.3** Identify one bank reference:

*(Insert name, organization, and contact information)*

Sandy Spring Bank  
611 Rockville Pike, Suite 100, Rockville, MD 20852  
Arthur Paholski, Senior Vice President and Market Leader  
301-509-2661, [apaholski@sandyspringbank.com](mailto:apaholski@sandyspringbank.com)

**§ A.4.4** Identify three subcontractor or other trade references:

*(Insert name, organization, and contact information)*

Contact Name: Scott Bryan  
Contact Organization: Karon Masonry, Inc.  
Contact Phone: 301-419-2260  
Contact Email: [sbryan@karonmasonry.com](mailto:sbryan@karonmasonry.com)

Contact Name: Chris Young  
Contact Organization: Hancock and Son Plumbing  
Contact Phone: 410-749-1000  
Contact Email: [chris@hancokandsonplumbing.com](mailto:chris@hancokandsonplumbing.com)

Contact Name: Lonnie Downey  
Contact Organization: Apex Construction  
Contact Phone: 443-397-3885  
Contact Email: [ldowney@apexconstruction.email](mailto:ldowney@apexconstruction.email)



TOWN OF  
**DEWEY BEACH**

**A305—Exhibit B**





**AIA**<sup>®</sup>

# Document A305<sup>®</sup> – 2020 Exhibit B

## ***Financial and Performance Information***

This Exhibit is part of the Contractor’s Qualification Statement, submitted by Keller Brothers, Inc. and dated the Seventeenth day of January in the year Two Thousand Twenty-Five

*(In words, indicate day, month and year.)*

### **§ B.1 FINANCIAL**

#### **§ B.1.1 Federal tax identification number:**

52-1011611

**§ B.1.2** Attach financial statements for the last three years prepared in accordance with Generally Accepted Accounting Principles, including your organization's latest balance sheet and income statement. Also, indicate the name and contact information of the firm that prepared each financial statement.

Ellin & Tucker, Certified Public Accountants  
410-727-5735

**§ B.1.3** Has your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management, been the subject of any bankruptcy proceeding within the last ten years?

No

**§ B.1.4** Identify your organization’s preferred credit rating agency and identification information.

*(Identify rating agency, such as Dun and Bradstreet or Equifax, and insert your organization’s identification number or other method of searching your organization’s credit rating with such agency.)*

Dunn and Bradstreet D-U-N-S Number 04-054-3068

### **§ B.2 DISPUTES AND DISCIPLINARY ACTIONS**

**§ B.2.1** Are there any pending or outstanding judgments, arbitration proceedings, bond claims, or lawsuits against your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management, or any of the individuals listed in Exhibit A, Section 1.2, in which the amount in dispute is more than \$75,000?

*(If the answer is yes, provide an explanation.)*

No

**§ B.2.2** In the last five years has your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management:

*(If the answer to any of the questions below is yes, provide an explanation.)*

.1 failed to complete work awarded to it?

No

.2 been terminated for any reason except for an owners’ convenience?

No

### **ADDITIONS AND DELETIONS:**

The author of this document may have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

- .3 had any judgments, settlements, or awards pertaining to a construction project in which your organization was responsible for more than \$75,000?

No

- .4 filed any lawsuits or requested arbitration regarding a construction project?

No

**§ B.2.3** In the last five years, has your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management; or any of the individuals listed in Exhibit A Section 1.2:  
*(If the answer to any of the questions below is yes, provide an explanation.)*

- .1 been convicted of, or indicted for, a business-related crime?

No

- .2 had any business or professional license subjected to disciplinary action?

No

- .3 been penalized or fined by a state or federal environmental agency?

No



TOWN OF  
**DEWEY BEACH**

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## **A305—Exhibit B**

### **Attachments**

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Financial Statements for the last three  
Latest Balance Sheet and Income Statement







TOWN OF  
**DEWEY BEACH**

## Financial Statements for the Last 3 Years





TOWN OF  
**DEWEY BEACH**

**2023**



# ELLIN & TUCKER

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KBI HOLDINGS, INC. AND SUBSIDIARIES  
CONSOLIDATED FINANCIAL STATEMENTS  
DECEMBER 31, 2023 AND 2022



Confidential / Proprietary Information

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## INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Stockholders of  
KBI Holdings, Inc.

### OPINION

We audited the accompanying consolidated financial statements of KBI Holdings, Inc. and Subsidiaries (collectively referred to as the Company), which comprise the Consolidated Balance Sheet as of December 31, 2023, the related Consolidated Statements of Operations, Stockholders' Equity, and Cash Flows for the year then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Company as of December 31, 2023, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### BASIS FOR OPINION

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Company and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe the audit evidence we obtained is sufficient and appropriate to provide a basis for our audit opinion.

### PRIOR PERIOD FINANCIAL STATEMENTS

The 2022 consolidated financial statements were reviewed by us, and our report thereon, dated April 21, 2023, stated we were not aware of any material modifications that should be made to those consolidated financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. However, a review is substantially less in scope than an audit and does not provide a basis for the expression of an opinion on the consolidated financial statements as a whole.

### RESPONSIBILITIES OF MANAGEMENT FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Confidential / Proprietary Information

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## INDEPENDENT AUDITORS' REPORT, CONTINUED

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

### AUDITORS' RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than from one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Company's ability to continue as a going concern for a reasonable period of time.

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**INDEPENDENT AUDITORS' REPORT, CONTINUED**

We are required to communicate with those charged with governance matters regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.



ELLIN & TUCKER  
Certified Public Accountants

Baltimore, Maryland  
April 11, 2024

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**CONSOLIDATED BALANCE SHEETS**  
**KBI Holdings, Inc. and Subsidiaries**  
**December 31, 2023 and 2022**

**ASSETS**

	<b>Audited 2023</b>	<b>Reviewed 2022</b>
<b>CURRENT ASSETS</b>		
Cash	\$ 12,591,264	\$ 11,830,355
Contract Receivables, Net (Note 3)	37,098,794	38,411,639
Marketable Securities (Note 2)	6,785,818	4,498,684
Costs and Estimated Earnings in Excess of Billings on Uncompleted Contracts (Note 4)	1,344,017	1,006,311
Employee Retention Credit (Note 15)	-	562,654
Other Receivables	7,500	7,500
Total Current Assets	57,827,393	56,317,143
<b>PROPERTY AND EQUIPMENT, NET (Note 5)</b>		
	2,806,244	2,901,798
<b>OTHER ASSETS</b>		
Due From Related Party	-	508,100
Deposits	-	8,400
Right-of-Use Asset – Operating Leases, Net (Note 9)	19,929	38,102
Total Other Assets	19,929	554,602
Total Assets	\$ 60,653,566	\$ 59,773,543

Confidential / Proprietary Information

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*(See Independent Auditors' Report and Accompanying Notes)*

**CONSOLIDATED BALANCE SHEETS, CONTINUED**  
**KBI Holdings, Inc. and Subsidiaries**  
**December 31, 2023 and 2022**

**LIABILITIES AND STOCKHOLDERS' EQUITY**

	<b>Audited 2023</b>	<b>Reviewed 2022</b>
<b><u>CURRENT LIABILITIES</u></b>		
Current Maturities of Long-Term Debt (Note 7)	\$ 352,808	\$ 309,335
Accounts Payable and Accrued Expenses	35,405,823	35,710,486
Billings in Excess of Costs and Estimated Earnings on Uncompleted Contracts (Note 4)	7,381,981	7,524,614
Current Maturities of Operating Lease Liability (Note 9)	18,940	18,094
Total Current Liabilities	43,159,552	43,562,529
<b><u>LONG-TERM LIABILITIES</u></b>		
Operating Lease Liability (Note 9)	1,594	20,534
Long-Term Debt (Note 7)	1,248,559	1,317,520
Total Liabilities	44,409,705	44,900,583
<b><u>COMMITMENTS AND CONTINGENCIES (Notes 10 and 11)</u></b>		
<b><u>STOCKHOLDERS' EQUITY</u></b>		
Common Stock (Note 8)	1,000	1,000
Additional Paid-In Capital	1,110,000	1,110,000
Retained Earnings	15,132,861	13,761,960
Total Stockholders' Equity	16,243,861	14,872,960
Total Liabilities and Stockholders' Equity	\$ 60,653,566	\$ 59,773,543

Confidential / Proprietary Information

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*(See Independent Auditors' Report and Accompanying Notes)*





TOWN OF  
**DEWEY BEACH**

**2022**



# ELLIN & TUCKER

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KBI HOLDINGS, INC. AND SUBSIDIARIES  
CONSOLIDATED FINANCIAL STATEMENTS  
DECEMBER 31, 2022 AND 2021

Confidential / Proprietary Information

This section in its entirety (including attachments) is considered confidential as it contains trade secret, confidential and proprietary information. This section should not be disclosed by the State under the Access to Public Records Act, State Government Article, Title 10, Subtitle 6 of the Annotated Code of Maryland.

## INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Board of Directors and Stockholders of  
KBI Holdings, Inc.

We reviewed the accompanying consolidated financial statements of KBI Holdings, Inc. and Subsidiaries (collectively referred to as the Company), which comprise the Consolidated Balance Sheet as of December 31, 2022, the related Consolidated Statements of Operations, Stockholders' Equity, and Cash Flows for the year then ended, and the related notes to the consolidated financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the consolidated financial statements as a whole. Accordingly, we do not express such an opinion.

### MANAGEMENT'S RESPONSIBILITY FOR THE CONSOLIDATED AND COMBINED FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the consolidated financial statements that are free from material misstatement whether due to fraud or error.

### ACCOUNTANTS' RESPONSIBILITY

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the consolidated financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

We are required to be independent of the Company and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

### ACCOUNTANTS' CONCLUSION

Based on our review, we are not aware of any material modifications that should be made to the accompanying consolidated financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

### Confidential / Proprietary Information

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INDEPENDENT ACCOUNTANTS' REVIEW REPORT, CONTINUED

REPORT ON 2021 FINANCIAL INFORMATION

The financial statements of KBI Holdings, Inc. and Subsidiaries as of December 31, 2021 were reviewed by other accountants whose report dated May 3, 2022 stated that, based on their procedures, they are not aware of any material modifications that should be made to those financial statements in order for them to in accordance with accounting principles generally accepted in the United States of America.

REPORT ON RESTATEMENT ADJUSTMENTS TO 2021 CONSOLIDATED FINANCIAL STATEMENTS

As part of our review of the 2022 consolidated financial statements, we also reviewed the adjustments described in Note 16 that were applied to restate the 2021 financial statements. Based on our review, we are not aware of any material modifications that should be made to the adjustments that were applied to restate the 2021 financial statements in order for the statements to be in accordance with accounting principles generally accepted in the United States of America.

SUPPLEMENTARY INFORMATION

The accompanying Consolidating Balance Sheets, Consolidating Statements of Operations, Consolidated Schedules of Operating Expenses, Consolidated Summary of Earnings from Contracts, Schedules of Contracts in Progress and Completed Contracts are presented for purposes of additional analysis and are not a required part of the basic consolidated financial statements. Such information is the responsibility of management and was derived from, and related directly to, the underlying accounting and other records used to prepare the consolidated financial statements. The supplementary information was subjected to the review procedures applied in our review of the basic consolidated financial statements. We are not aware of any material modification that should be made to the supplementary information. We did not audit the information and, accordingly, do not express an opinion on such information.



ELLIN & TUCKER

Certified Public Accountants

Baltimore, Maryland

April 21, 2023

Confidential / Proprietary Information

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**CONSOLIDATED BALANCE SHEETS**  
**KBI Holdings, Inc. and Subsidiaries**  
**December 31, 2022 and 2021**

**ASSETS**

	<u>2022</u>	<u>2021</u>
<b>CURRENT ASSETS</b>		
Cash	\$ 11,887,488	\$ 14,145,724
Contract Receivables, Net (Note 2)	24,327,659	20,625,142
Retention Receivables	14,083,980	12,142,447
Investments, at Fair Value	4,441,551	-
Costs and Estimated Earnings in Excess of Billings on Uncompleted Contracts (Note 3)	1,006,311	489,603
Employee Retention Credit (Note 15)	562,654	1,179,079
Other Receivables	7,500	7,500
Total Current Assets	56,317,143	48,589,495
<b>PROPERTY AND EQUIPMENT, NET (Note 4)</b>	2,901,798	1,928,965
<b>OTHER ASSETS</b>		
Due From Related Party	508,100	157,693
Deposits	8,400	-
Right-of-Use Asset – Operating Leases, Net (Note 8)	38,102	-
Total Other Assets	554,602	157,693
Total Assets	\$ 59,773,543	\$ 50,676,153

Confidential / Proprietary Information

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*(See Independent Accountants' Review Report and Accompanying Notes)*

**CONSOLIDATED BALANCE SHEETS, CONTINUED**  
**KBI Holdings, Inc. and Subsidiaries**  
**December 31, 2022 and 2021**

**LIABILITIES AND STOCKHOLDERS' EQUITY**

	<b>2022</b>	<b>2021</b>
<b><u>CURRENT LIABILITIES</u></b>		
Current Maturities of Long-Term Debt (Note 6)	\$ 309,335	\$ 234,453
Accounts Payable and Accrued Expenses	35,710,486	29,778,673
Billings in Excess of Costs and Estimated Earnings on Uncompleted Contracts (Note 3)	7,524,614	6,105,738
Current Maturities of Operating Lease Payable (Note 8)	18,094	-
Total Current Liabilities	43,562,529	36,118,864
<b><u>LONG-TERM LIABILITIES</u></b>		
Operating Lease Payable (Note 8)	20,534	-
Long-Term Debt (Note 6)	1,317,520	700,535
Total Liabilities	44,900,583	36,819,399
<b><u>COMMITMENTS AND CONTINGENCIES (Notes 9 and 10)</u></b>		
<b><u>STOCKHOLDERS' EQUITY</u></b>		
Common Stock (Note 7)	1,000	1,000
Additional Paid-In Capital	1,110,000	1,110,000
Retained Earnings	13,761,960	12,745,754
Total Stockholders' Equity	14,872,960	13,856,754
Total Liabilities and Stockholders' Equity	\$ 59,773,543	\$ 50,676,153

**Confidential / Proprietary Information**

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*(See Independent Accountants' Review Report and Accompanying Notes)*

**CONSOLIDATED STATEMENTS OF OPERATIONS**  
**KBI Holdings, Inc. and Subsidiaries**  
**For the Years Ended December 31, 2022 and 2021**

	2022		2021	
	Amount	%	Amount	%
<b>CONTRACT REVENUE</b>	\$ 158,146,555	100.0%	\$ 152,479,491	100.0%
<b>COST OF CONTRACT REVENUE</b>				
Materials	3,318,181	2.1%	3,026,033	2.0%
Direct Labor	4,208,177	2.7%	3,302,952	2.2%
Subcontractors	129,970,991	82.2%	130,134,018	85.3%
Other Direct Costs	6,468,788	4.1%	4,839,608	3.2%
Allocated Overhead	2,673,568	1.7%	1,977,762	1.3%
Total Cost of Contract Revenue	146,639,705	92.7%	143,280,373	94.0%
Gross Profit	11,506,850	7.3%	9,199,118	6.0%
<b>OPERATING EXPENSES</b>	7,526,428	4.8%	5,979,831	3.9%
Income from Operations	3,980,422	2.5%	3,219,287	2.1%
<b>OTHER INCOME (EXPENSE)</b>				
Interest Income	179,569	0.1%	40,579	0.0%
State Income Tax Expense	(284,639)	-0.2%	(280,582)	-0.2%
Gain on Disposal of Fixed Assets	-	0.0%	7,000	0.0%
Miscellaneous Income	15,101	0.0%	2,360,363	1.5%
Interest Expense	(40,793)	0.0%	(36,801)	0.0%
Total Other (Expense) Income	(130,762)	-0.1%	2,090,559	1.4%
Net Income	\$ 3,849,660	2.4%	\$ 5,309,846	3.5%

Confidential / Proprietary Information

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*(See Independent Accountants' Review Report and Accompanying Notes)*



TOWN OF  
**DEWEY BEACH**

**2021**





**KBI HOLDINGS, INC. (FORMERLY KELLER  
BROTHERS, INC.)**

**FINANCIAL STATEMENTS AND SUPPLEMENTARY  
INFORMATION**

**DECEMBER 31, 2021(CONSOLIDATED) AND 2020**

**Confidential / Proprietary Information**

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## INDEPENDENT ACCOUNTANT'S REVIEW REPORT

Stockholders  
KBI Holdings, Inc. (formerly Keller Brothers, Inc.)  
Mount Airy, MD

We have reviewed the accompanying financial statements of KBI Holdings, Inc. (formerly Keller Brothers, Inc.), which comprise the balance sheets as of December 31, 2021 (consolidated) and 2020, and the related statements of income, changes in stockholders' equity and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement whether due to fraud or error.

### Accountant's Responsibility

Our responsibility is to conduct the review engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

We are required to be independent of KBI Holdings, Inc. (formerly Keller Brothers, Inc.) and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

### Accountant's Conclusion

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

#### **Confidential / Proprietary Information**

*This section in its entirety (including attachments) is considered confidential as it contains trade secret, confidential and proprietary information. This section should not be disclosed by the State under the Access to Public Records Act, State Government Article, Title 10, Subtitle 6 of the Annotated Code of Maryland.*

#### **TIMONIUM**

9690 Deereco Road, Suite 500  
Timonium, MD 21093  
410-828-CPAS (2727) | 410-828-9512 (FAX)

#### **COLUMBIA**

9891 Broken Land Parkway, Suite 200  
Columbia, MD 21046  
410-290-3288 | 410-381-7795 (FAX)

#### **BEL AIR**

109 N. Main Street, Suite C  
Bel Air, MD 21014  
410-838-5717 | 410-893-2579 (FAX)

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



Stockholders  
KBI Holdings, Inc. (formerly Keller Brothers, Inc.)

Emphasis of a Matter

As described in Note 15, the financial statements for 2020 have been restated for the effects of a prior period adjustment. Our conclusion is not modified with respect to this matter.

Supplementary Information

The accompanying supplementary information included on pages 22 - 35 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the financial statements. The supplementary information has been subjected to the review procedures applied in our review of the basic financial statements. We are not aware of any material modifications that should be made to the supplementary information. We have not audited the supplementary information and do not express an opinion on such information.

*Katz, Abosch, Windesheim, Gershman & Freedman, P.A.*

Timonium, Maryland  
May 3, 2022

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KBI HOLDINGS, INC. (FORMERLY KELLER BROTHERS, INC.)  
BALANCE SHEETS  
DECEMBER 31, 2021 (CONSOLIDATED) AND 2020

<u>ASSETS</u>	<u>2021</u>	<u>2020</u>
<u>CURRENT ASSETS</u>		
Cash and cash equivalents	\$ 14,145,724	\$ 12,426,510
Contract receivables	20,625,142	20,235,908
Retention receivables	12,142,447	8,755,426
Costs and estimated profits in excess of billings	489,603	147,310
Prepaid expenses and other current assets	7,500	7,500
Employee retention credit receivable	<u>1,179,079</u>	<u>0</u>
TOTAL CURRENT ASSETS	<u>48,589,495</u>	<u>41,572,654</u>
<u>FIXED ASSETS - NET</u>	<u>1,928,965</u>	<u>1,970,089</u>
<u>OTHER ASSETS</u>		
Due from related party	157,693	157,693
Deposits	<u>0</u>	<u>17,590</u>
TOTAL OTHER ASSETS	<u>157,693</u>	<u>175,283</u>
TOTAL ASSETS	<u>\$ 50,676,153</u>	<u>\$ 43,718,026</u>

**Confidential / Proprietary Information**

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See Independent Accountant's Review Report  
The Accompanying Notes are an Integral Part of the Financial Statements

KBI HOLDINGS, INC. (FORMERLY KELLER BROTHERS, INC.)  
 BALANCE SHEETS  
 DECEMBER 31, 2021(CONSOLIDATED) AND 2020

LIABILITIES AND STOCKHOLDERS' EQUITY

	<u>2021</u>	<u>2020</u>
<b><u>CURRENT LIABILITIES</u></b>		
Accounts payable	\$ 29,272,100	\$ 26,280,170
Accrued expenses	506,573	3,241,833
Current portion of long-term debt	234,453	168,888
Billings in excess of costs and estimated profits	<u>6,105,738</u>	<u>3,188,186</u>
 TOTAL CURRENT LIABILITIES	 36,118,864	 32,879,077
 <b><u>LONG-TERM LIABILITIES</u></b>		
Long-term debt	<u>700,535</u>	<u>774,507</u>
 TOTAL LIABILITIES	 <u>36,819,399</u>	 <u>33,653,584</u>
 <b><u>STOCKHOLDERS' EQUITY</u></b>		
Common stock	1,000	110,000
Additional paid-in capital	1,110,000	1,000,000
Retained earnings	<u>12,745,754</u>	<u>8,954,442</u>
 TOTAL STOCKHOLDERS' EQUITY	 <u>13,856,754</u>	 <u>10,064,442</u>
 <b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	 <b>\$ <u>50,676,153</u></b>	 <b>\$ <u>43,718,026</u></b>

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See Independent Accountant's Review Report  
 The Accompanying Notes are an Integral Part of the Financial Statements

**KBI HOLDINGS, INC. (FORMERLY KELLER BROTHERS, INC.)**  
**STATEMENTS OF INCOME**  
**FOR THE YEARS ENDED DECEMBER 31, 2021(CONSOLIDATED) AND 2020**

	<u>2021</u>		<u>2020</u>	
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>
<b><u>CONTRACT REVENUE</u></b>	\$ 152,479,491	100.0	\$ 129,961,745	100.0
<b><u>COST OF REVENUE</u></b>	<u>143,280,373</u>	<u>94.0</u>	<u>122,543,006</u>	<u>94.3</u>
GROSS PROFIT	9,199,118	6.0	7,418,739	5.7
<b><u>OPERATING EXPENSES</u></b>	<u>5,980,081</u>	<u>3.9</u>	<u>4,945,860</u>	<u>4.0</u>
INCOME FROM OPERATIONS	<u>3,219,037</u>	<u>2.1</u>	<u>2,472,879</u>	<u>1.7</u>
<b><u>OTHER INCOME (EXPENSE)</u></b>				
Interest income	40,579	0.0	131,491	0.1
Gain on disposal of fixed assets	7,000	0.0	0	0.0
Other income	2,360,363	1.5	1,241,051	1.0
Interest expense	<u>(36,801)</u>	<u>0.0</u>	<u>(40,185)</u>	<u>0.0</u>
TOTAL OTHER INCOME (EXPENSE)	<u>2,371,141</u>	<u>1.5</u>	<u>1,332,357</u>	<u>1.1</u>
<b>NET INCOME (as restated for 2020)</b>	<b><u>\$ 5,590,178</u></b>	<b><u>3.6</u></b>	<b><u>\$ 3,805,236</u></b>	<b><u>2.8</u></b>

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See Independent Accountant's Review Report  
The Accompanying Notes are an Integral Part of the Financial Statements



TOWN OF  
**DEWEY BEACH**

## Latest Balance and Income Sheet



**KELLER BROTHERS, INC.**  
**OCTOBER 31, 2024 FINANCIAL REPORT**

	<b><u>PAGES</u></b>
<b>TABLE OF CONTENTS</b>	1
YTD Income Statement by Division	2
October 31, 2024 and December 31, 2023 Balance Sheets	3



**KBI Holdings, Inc.**  
**Income Statement by Division**  
**10 Months Ending October 31, 2024**

	Actual 10/31/2024	Actual 10/3124 by Division					
		KBI	KCM	KCS	KMS	KES	KBI Holdings
Contract Revenue	\$ 123,071,111	75,721,461	30,852,987	9,707,615	1,334,201	5,454,847	
Direct Costs	\$ 115,153,685	71,770,755	28,498,344	8,452,418	1,254,478	5,177,690	
Gross Profit \$	\$ 7,917,426	\$ 3,950,706	\$ 2,354,643	\$ 1,255,197	\$ 79,723	\$ 277,157	-
<b>Gross Profit %</b>	<b>6.4%</b>	<b>5.2%</b>	<b>7.6%</b>	<b>12.9%</b>	<b>6.0%</b>	<b>5.1%</b>	
G&A Costs	\$ 6,547,175	3,723,134	1,343,972	491,492	399,396	589,181	-
Operating Income \$	\$ 1,370,251	\$ 227,572	\$ 1,010,671	\$ 763,705	\$ (319,673)	\$ (312,024)	-
<b>Operating Income %</b>	<b>1.1%</b>	<b>0.3%</b>	<b>3.3%</b>	<b>7.9%</b>	<b>-24.0%</b>	<b>-5.7%</b>	
Interest & Other Income	\$ 879,383	\$ 426,226	\$ 23,171	\$ 29,769	\$ -	\$ -	400,217
<b>Net Income</b>	<b>\$ 2,249,634</b>	<b>\$ 653,798</b>	<b>\$ 1,033,842</b>	<b>\$ 793,474</b>	<b>\$ (319,673)</b>	<b>\$ (312,024)</b>	<b>400,217</b>

**KBI Holdings, Inc.**  
**Combined Balance Sheets**  
**As of October 31, 2024**

	<u>10/31/2024</u>	<u>12/31/2023</u>
<b>CURRENT ASSETS</b>		
Cash	\$ 11,839,168	\$ 12,591,264
Investments	\$ 9,632,682	\$ 6,785,818
Contract Receivables	\$ 23,471,194	\$ 19,962,668
Retention Receivables	\$ 18,041,982	\$ 17,136,126
Costs and Earnings In Excess of Billings	\$ 1,197,690	\$ 1,344,017
Prepaid Expenses	\$ 401,592	\$ 7,500
<b>TOTAL CURRENT ASSETS</b>	<b>\$ 64,584,308</b>	<b>\$ 57,827,393</b>
<b>TOTAL PROPERTY &amp; EQUIPMENT</b>		
	<b>\$ 2,872,144</b>	<b>\$ 2,806,244</b>
Due from Related Party	\$ 45,000	\$ -
Right of Use Asset	\$ 19,929	\$ 19,929
<b>TOTAL OTHER ASSETS</b>	<b>\$ 64,929</b>	<b>\$ 19,929</b>
<b>TOTAL ASSETS</b>	<b>\$ 67,521,381</b>	<b>\$ 60,653,566</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable	\$ 40,409,728	\$ 35,405,823
Accrued Expenses	\$ 414,803	\$ -
Operating Lease Payable	\$ 20,534	\$ 18,940
Current Portion of Long Term Debt	\$ 360,000	\$ 352,808
Billings In Excess of Earnings	\$ 8,459,125	\$ 7,381,981
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$ 49,664,190</b>	<b>\$ 43,159,552</b>
<b>CURRENT RATIO</b>	<b>1.30</b>	<b>1.34</b>
<b>LONG TERM LIABILITIES</b>		
Long Term Debt /Operating Lease	\$ 1,024,495	\$ 1,250,153
<b>TOTAL LONG-TERM LIABILITIES</b>	<b>\$ 1,024,495</b>	<b>\$ 1,250,153</b>
<b>TOTAL LIABILITIES</b>	<b>\$ 50,688,685</b>	<b>\$ 44,409,705</b>
<b>STOCKHOLDERS' EQUITY</b>		
Common Stock/APIIC	\$ 1,111,000	\$ 1,111,000
Retained Earnings	\$ 15,721,696	\$ 15,132,861
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>\$ 16,832,696</b>	<b>\$ 16,243,861</b>
<b>TOTAL LIABILITIES &amp; STOCKHOLDERS EQUITY</b>	<b>\$ 67,521,381</b>	<b>\$ 60,653,566</b>



TOWN OF  
**DEWEY BEACH**

**A305—Exhibit C**





**AIA**<sup>®</sup>

# Document A305<sup>®</sup> – 2020 Exhibit C

## ***Project Specific Information***

This Exhibit is part of the Contractor’s Qualification Statement, submitted by Keller Brothers, Inc. and dated the Seventeenth day of January in the year Two Thousand Twenty-Five

*(In words, indicate day, month and year.)*

**PROJECT:**

*(Name and location or address.)*

Dewey Beach Town Hall, Police Department & EMS Building Construction  
1505 Coastal Highway, Dewey Beach, Delaware 19971

**CONTRACTOR’S PROJECT OFFICE:**

*(Identify the office out of which the contractor proposes to perform the work for the Project.)*

207 W. Main Street, Suite 103, Salisbury, MD 21801

**TYPE OF WORK SOUGHT**

*(Indicate the type of work you are seeking for this Project, such as general contracting, construction manager as constructor, design-build, HVAC subcontracting, electrical subcontracting, plumbing subcontracting, etc.)*

General Contracting

**CONFLICT OF INTEREST**

Describe any conflict of interest your organization, its parent, or a subsidiary, affiliate, or other entity having common ownership or management, or any of the individuals listed in Exhibit A Section 1.2, may have regarding this Project.

N/A

**§ C.1 PERFORMANCE OF THE WORK**

**§ C.1.1** When was the Contractor’s Project Office established?

1974

**§ C.1.2** How many full-time field and office staff are respectively employed at the Contractor’s Project Office?

107

**§ C.1.3** List the business license and contractor license or registration numbers for the Contractor’s Project Office that pertain to the Project.

Registered Maryland Contractors # 40761  
Maryland Construction License # 10234652

**§ C.1.4** Identify key personnel from your organization who will be meaningfully involved with work on this Project and indicate (1) their position on the Project team, (2) their office location, (3) their expertise and experience, and (4) projects similar to the Project on which they have worked.

**ADDITIONS AND DELETIONS:**

The author of this document may have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

1) Key Personnel Position: Ethan Kleinstuber, Project Manager  
2) Office Location: Salisbury, MD  
3) Expertise and Experience: Mr. Kleinstuber has 9 years of experience in the construction industry. He holds a Bachelor of Science degree from Virginia Tech University and is CPR/AED/First Aid Certified as well as OSHA 30-Hour certified. Mr. Kleinstuber has extensive experience in new construction. As the project manager, he will be responsible for planning, coordination, quality, and the day-to-day management of the project. He will lead the project teams to achieve the successful completion of high-quality projects on time and within budget.  
4) Similar Projects:  
Wicomico Regional Airport Snow Removal Equipment Building and Aircraft Rescue & Firefighting Station - Salisbury, MD  
Fechter Residence - Bethany Beach, DE  
Henlopen Condominium Renovations - Rehoboth Beach, DE

1) Key Personnel Position: Dennis Day, Superintendent  
2) Office Location: Salisbury, MD  
3) Expertise and Experience: Mr. Day has over 30 years of experience working in the construction industry. He is OSHA 30 Hour and First Aid, AED, CPR certified. Additionally he holds the OSHA CFR certification, OSHA Competent Person 24 Hour Fall Protection Certification, and the State of Maryland Erosion & Sediment Control Certifications. He specializes in new / ground-up construction. As the Project Safety Coordinator, Mr. Day is responsible for maintaining the project schedule and organizing the required resources for the project. Additionally, he is responsible for on-site coordination, direct supervision of the trade contractors, daily coordination of the work on site, production and safety. He will work with the project teams to achieve the successful completion of high-quality projects on time and within budget.  
4) Similar Projects:  
Maryland State Police Barrack V - Berlin, MD  
Naval Construction Battalion Center Branch Health Clinic  
Shamrock Farms Dry Storage Expansion

**§ C.1.5** Identify portions of work that you intend to self-perform on this Project.

Masonry and Miscellaneous Carpentry

**§ C.1.6** To the extent known, list the subcontractors you intend to use for major portions of work on the Project.

Please refer to bid form.

**§ C.2 EXPERIENCE RELATED TO THE PROJECT**

**§ C.2.1** Complete Exhibit D to describe up to four projects performed by the Contractor's Project Office, either completed or in progress, that are relevant to this Project, such as projects in a similar geographic area or of similar project type. If you have already completed Exhibit D, but want to provide further examples of projects that are relevant to this Project, you may complete Exhibit E.

**§ C.2.2** State the total dollar value of work currently under contract at the Contractor's Project Office:

\$559,491,000

**§ C.2.3** Of the amount stated in Section C.2.2, state the dollar value of work that remains to be completed:

\$296,573,000

**§ C.2.4** State the average annual dollar value of construction work performed by the Contractor's Project Office during the last five years.

\$155,920,000

**§ C.2.5** List the total number of projects the Contractor's Project Office has completed in the last five years and state the dollar value of the largest contract the Contractor's Project Office has completed during that time.

212 Projects completed in the last five years  
\$69,900,000 - largest completed project during that time

**§ C.3 SAFETY PROGRAM AND RECORD**

**§ C.3.1** Does the Contractor's Project Office have a written safety program?

Yes

**§ C.3.2** List all safety-related citations and penalties the Contractor's Project Office has received in the last three years.

One- other than serious. We were the controlling contractor where a sub-contractor was injured from a fall.

**§ C.3.3** Attach the Contractor's Project Office's OSHA 300a Summary of Work-Related Injuries and Illnesses form for the last three years.

**§ C.3.4** Attach a copy of your insurance agent's verification letter for your organization's current workers' compensation experience modification rate and rates for the last three years.

**§ C.4 INSURANCE**

**§ C.4.1** Attach current certificates of insurance for your commercial general liability policy, umbrella insurance policy, and professional liability insurance policy, if any. Identify deductibles or self-insured retentions for your commercial general liability policy.

**§ C.4.2** If requested, will your organization be able to provide property insurance for the Project written on a builder's risk "all-risks" completed value or equivalent policy form and sufficient to cover the total value of the entire Project on a replacement cost basis?

Yes

**§ C.4.3** Does your commercial general liability policy contain any exclusions or restrictions of coverage that are prohibited in AIA Document A101-2017, Exhibit A, Insurance A.3.2.2.2? If so, identify.

No

**§ C.5 SURETY**

**§ C.5.1** If requested, will your organization be able to provide a performance and payment bond for this Project?

Yes

**§ C.5.2** Surety company name:

Fidelity and Deposit Company of Maryland

**§ C.5.3** Surety agent name and contact information:

Alliant Insurance Services, Inc., 9891 Broken Land Parkway, Suite 205, Columbia, MD 21046  
Dave Saul, First Vice President, 443-283-7883

**§ C.5.4** Total bonding capacity:

\$450,000,000

**§ C.5.5** Available bonding capacity as of the date of this qualification statement:

\$100,000,000

# **Additions and Deletions Report for** **AIA® Document A305® – 2020 Exhibit C**

This Additions and Deletions Report, as defined on page 1 of the associated document, reproduces below all text the author has added to the standard form AIA document in order to complete it, as well as any text the author may have added to or deleted from the original AIA text. Added text is shown underlined. Deleted text is indicated with a horizontal line through the original AIA text.

Note: This Additions and Deletions Report is provided for information purposes only and is not incorporated into or constitute any part of the associated AIA document. This Additions and Deletions Report and its associated document were generated simultaneously by AIA software at 08:43:11 EST on 01/14/2025.

## **Changes to original AIA text**

### **PAGE 1**

207 W. Main Street, Suite 103, Salisbury, MD 21801

### **PAGE 2**

1) Key Personnel Position: Ethan Kleinstuber, Project Manager

2) Office Location: Salisbury, MD

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4) Similar Projects:

Wicomico Regional Airport Snow Removal Equipment Building and Aircraft Rescue & Firefighting Station - Salisbury, MD

Fechter Residence - Bethany Beach, DE

Henlopen Condominium Renovations - Rehoboth Beach, DE

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Naval Construction Battalion Center Branch Health Clinic

Shamrock Farms Dry Storage Expansion

## **Variable Information**

### **PAGE 1**

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*(In words, indicate day, month and year.)*

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User Notes:

(66eb1351e91bf9523654227b)

Dewey Beach Town Hall, Police Department & EMS Building Construction

1505 Coastal Highway, Dewey Beach, Delaware 19971

General Contracting

N/A

1974

107

Registered Maryland Contractors # 40761  
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Shamrock Farms Dry Storage Expansion

Masonry and Miscellaneous Carpentry

Please refer to bid form.

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\$296,573,000

\$155,920,000

212 Projects completed in the last five years

\$69,900,000 - largest completed project during that time



PAGE 3

Yes

One- other than serious. We were the controlling contractor where a sub-contractor was injured from a fall.

Yes

No

Yes

Fidelity and Deposit Company of Maryland

Alliant Insurance Services, Inc., 9891 Broken Land Parkway, Suite 205, Columbia, MD 21046  
Dave Saul, First Vice President, 443-283-7883

\$450,000,000

\$100,000,000



TOWN OF  
**DEWEY BEACH**

## **A305—Exhibit C**

### **Attachments**

OSHA 300a for the last three years

Insurance Agent's Verification Letter for Experience Modification Rates

Current Certificate of Insurance





TOWN OF  
**DEWEY BEACH**

## **OSHA 300A Summaries from the Last 3 Years**





TOWN OF  
**DEWEY BEACH**

**2024**



# OSHA's Form 300 (Rev. 01/2004) Log of Work-Related Injuries and Illnesses

Attention: This form contains information relating to employee health and must be used in a manner that protects the confidentiality of employees to the extent possible while the information is being used for occupational safety and health purposes.

Year 2024  
U.S. Department of Labor  
Occupational Safety and Health Administration

You must record information about every work-related injury or illness that involves loss of consciousness, restricted work activity or job transfer, days away from work, or medical treatment beyond first aid. You must also record significant work-related injuries and illnesses that are diagnosed by a physician or licensed health care professional. You must also record work-related injuries and illnesses that meet any of the specific recording criteria listed in 29 CFR 1904.8 through 1904.12. Feel free to use two lines for a single case if you need to. You must complete an injury and illness incident report (OSHA Form 301) or equivalent form for each injury or illness recorded on this form. If you're not sure whether a case is recordable, call your local OSHA office for help.

Establishment name Keller Brothers Inc.  
City Mt. Airy State MD  
Form approved OMB no. 1218-0176

Identify the person		Describe the case				Classify the case				Enter the number of days the injured or ill worker was:							
(A) Case No.	(B) Employee's Name	(C) Job Title (e.g., Welder)	(D) Date of injury or onset of illness (mo./day)	(E) Where the event occurred (e.g. Loading dock north end)	(F) Describe injury or illness, parts of body affected, and object/substance that directly injured or made person ill (e.g. Second degree burns on right forearm from acetylene torch)	CHECK ONLY ONE box for each case based on the most serious outcome for that case:				Enter the number of days the injured or ill worker was:		Check the "Injury" column or choose one type of illness:					
						Death	Days away from work	Remained at work		Away From Work (days)	On job transfer or restriction (days)	(M)					
						(G)	(H)	Job transfer or restriction	Other recordable cases	(K)	(L)	Injury	Skin Disorder	Respiratory Condition	Poisoning	Hearing Loss	All other illnesses
						(I)	(J)	(I)	(J)	(K)	(L)	(1)	(2)	(3)	(4)	(5)	(6)
F2W1529		Superintendent	05/7/2024	On Ground of Job Site	Shoulder Injury						108	X					
<b>Page totals</b>						0	0	0	0		108	1	0	0	0	0	0

Be sure to transfer these totals to the Summary page (Form 300A) before you post it.

Public reporting burden for this collection of information is estimated to average 14 minutes per response, including time to review the instruction, search and gather the data needed, and complete and review the collection of information. Persons are not required to respond to the collection of information unless it displays a currently valid OMB control number. If you have any comments about these estimates or any aspects of this data collection, contact: US Department of Labor, OSHA Office of Statistics, Room N-3644, 200 Constitution Ave, NW, Washington, DC 20210. Do not send the completed forms to this office.

Injury (1)  
Skin Disorder (2)  
Respiratory Condition (3)  
Poisoning (4)  
Hearing Loss (5)  
All other illnesses (6)

# OSHA's Form 300A (Rev. 01/2004)

## Summary of Work-Related Injuries and Illnesses

Year 2024



U.S. Department of Labor  
Occupational Safety and Health Administration  
Form approved OMB no. 1218-0176

All establishments covered by Part 1904 must complete this Summary page, even if no injuries or illnesses occurred during the year. Remember to review the Log to verify that the entries are complete

Using the Log, count the individual entries you made for each category. Then write the totals below, making sure you've added the entries from every page of the log. If you had no cases write "0."

Employees former employees, and their representatives have the right to review the OSHA Form 300 in its entirety. They also have limited access to the OSHA Form 301 or its equivalent. See 29 CFR 1904.35, in OSHA's Recordkeeping rule, for further details on the access provisions for these forms.

### Number of Cases

Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
<u>0</u>	<u>0</u>	<u>1</u>	<u>0</u>
(G)	(H)	(I)	(J)

### Number of Days

Total number of days away from work	Total number of days of job transfer or restriction
<u>0</u>	<u>108</u>
(K)	(L)

### Injury and Illness Types

Total number of... (M)	
(1) Injury	<u>1</u>
(2) Skin Disorder	<u>0</u>
(3) Respiratory Condition	<u>0</u>
(4) Poisoning	<u>0</u>
(5) Hearing Loss	<u>0</u>
(6) All Other Illnesses	<u>0</u>

Post this Summary page from February 1 to April 30 of the year following the year covered by the form

Public reporting burden for this collection of information is estimated to average 58 minutes per response, including time to review the instruction, search and gather the data needed, and complete and review the collection of information. Persons are not required to respond to the collection of information unless it displays a currently valid OMB control number. If you have any comments about these estimates or any aspects of this data collection, contact: US Department of Labor, OSHA Office of Statistics, Room N-3644, 200 Constitution Ave, NW, Washington, DC 20210. Do not send the completed forms to this office.

#### Establishment information

Your establishment name Keller Brothers Inc.

Street 1012 Rising Ridge Road

City Mt. Airy State MD Zip 21771

Industry description (e.g., Manufacture of motor truck trailers)  
General Contractor

Standard Industrial Classification (SIC), if known (e.g., SIC 3715)  
1 5 7 7

OR North American Industrial Classification (NAICS), if known (e.g., 336212)  
2 3 6 2 2 0

#### Employment information

Annual average number of employees 112

Total hours worked by all employees last year 229,598.00

#### Sign here

Knowingly falsifying this document may result in a fine.

I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.

*San Jader*  
Company executive

Safety Engineer  
Title

301.607.9300 Phone

1/12/2025  
Date



TOWN OF  
**DEWEY BEACH**

**2023**



# OSHA's Form 300 (Rev. 01/2004) Log of Work-Related Injuries and Illnesses

Attention: This form contains information relating to employee health and must be used in a manner that protects the confidentiality of employees to the extent possible while the information is being used for occupational safety and health purposes.

Year 2023  
U.S. Department of Labor  
Occupational Safety and Health Administration

You must record information about every work-related injury or illness that involves loss of consciousness, restricted work activity or job transfer, days away from work, or medical treatment beyond first aid. You must also record significant work-related injuries and illnesses that are diagnosed by a physician or licensed health care professional. You must also record work-related injuries and illnesses that meet any of the specific recording criteria listed in 29 CFR 1904.8 through 1904.12. Feel free to use two lines for a single case if you need to. You must complete an injury and illness incident report (OSHA Form 301) or equivalent form for each injury or illness recorded on this form. If you're not sure whether a case is recordable, call your local OSHA office for help.

Establishment name Keller Brothers Inc. Form approved OMB no. 1218-0176  
City MT. Airy State MD

Identify the person		Describe the case				Classify the case				Enter the number of days the injured or ill worker was:							
(A) Case No.	(B) Employee's Name	(C) Job Title (e.g., Welder)	(D) Date of injury or onset of illness (mo./day)	(E) Where the event occurred (e.g. Loading dock north end)	(F) Describe injury or illness, parts of body affected, and object/substance that directly injured or made person ill (e.g. Second degree burns on right forearm from acetylene torch)	CHECK ONLY ONE box for each case based on the most serious outcome for that case:				Enter the number of days the injured or ill worker was:		Check the "injury" column or choose one type of illness:					
						Death	Days away from work	Remained at work		Away From Work (days) (K)	On job transfer or restriction (days) (L)	(M)					
						(G)	(H)	Job transfer or restriction (I)	Other recordable cases (J)			(1)	(2)	(3)	(4)	(5)	(6)
F0D2232		mason	05/04/2023	on scaffolding	contusion to his head			7				X					
F0W0911		laborer	08/07/2023	adder slid out in classroom								X					
FIK1850		mason	10/02/2023	fell off scaffolding	head injury		100					X					
FIY1192		mason	10/21/2023	fell off scaffolding	shoulder, hip and forehead		71					X					
<b>Page totals</b>						0	2	0	0	0	0	4	0	0	0	0	0

Be sure to transfer these totals to the Summary page (Form 300A) before you post it.

Public reporting burden for this collection of information is estimated to average 14 minutes per response, including time to review the instruction, search and gather the data needed, and complete and review the collection of information. Persons are not required to respond to the collection of information unless it displays a currently valid OMB control number. If you have any comments about these estimates or any aspects of this data collection, contact: US Department of Labor, OSHA Office of Statistics, Room N-3644, 200 Constitution Ave, NW, Washington, DC 20210. Do not send the completed forms to this office.

Injury (1)  
 Skin Disorder (2)  
 Respiratory Condition (3)  
 Poisoning (4)  
 Hearing Loss (5)  
 All other illnesses (6)



# OSHA's Form 300A (Rev. 01/2004)

## Summary of Work-Related Injuries and Illnesses

Year 2023



U.S. Department of Labor  
Occupational Safety and Health Administration

Form approved OMB no. 1218-0176

All establishments covered by Part 1904 must complete this Summary page, even if no injuries or illnesses occurred during the year. Remember to review the Log to verify that the entries are complete

Using the Log, count the individual entries you made for each category. Then write the totals below, making sure you've added the entries from every page of the log. If you had no cases write "0."

Employees former employees, and their representatives have the right to review the OSHA Form 300 in its entirety. They also have limited access to the OSHA Form 301 or its equivalent. See 29 CFR 1904.35, in OSHA's Recordkeeping rule, for further details on the access provisions for these forms.

Number of Cases			
Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
<u>0</u>	<u>2</u>	<u>0</u>	<u>2</u>
(G)	(H)	(I)	(J)

Number of Days	
Total number of days away from work	Total number of days of job transfer or restriction
<u>171</u>	<u>0</u>
(K)	(L)

Injury and Illness Types			
Total number of... (M)			
(1) Injury	<u>2</u>	(4) Poisoning	<u>0</u>
(2) Skin Disorder	<u>0</u>	(5) Hearing Loss	<u>0</u>
(3) Respiratory Condition	<u>0</u>	(6) All Other Illnesses	<u>0</u>

Post this Summary page from February 1 to April 30 of the year following the year covered by the form

Public reporting burden for this collection of information is estimated to average 58 minutes per response, including time to review the instruction, search and gather the data needed, and complete and review the collection of information. Persons are not required to respond to the collection of information unless it displays a currently valid OMB control number. If you have any comments about these estimates or any aspects of this data collection, contact: US Department of Labor, OSHA Office of Statistics, Room N-3644, 200 Constitution Ave, NW, Washington, DC 20210. Do not send the completed forms to this office.

**Establishment information**

Your establishment name Keller Brothers Inc.

Street 1012 Rising Ridge Road

City Mt. Airy State MD Zip 21771

Industry description (e.g., Manufacture of motor truck trailers)  
General Contractor

Standard Industrial Classification (SIC), if known (e.g., SIC 3715)  
1 5 7 7

OR North American Industrial Classification (NAICS), if known (e.g., 336212)  
2 3 6 2 2 0

**Employment information**


Annual average number of employees 149

Total hours worked by all employees last year 301,200.00

**Sign here**

Knowingly falsifying this document may result in a fine.

I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.

  
 \_\_\_\_\_  
 Company executive

(301) 674-7649  
 \_\_\_\_\_  
 Phone

Safety Director  
 \_\_\_\_\_  
 Title

1/25/2024  
 \_\_\_\_\_  
 Date



TOWN OF  
**DEWEY BEACH**

**2022**



OSHA's Form 300 (Rev. 01/2004)

# Log of Work-Related Injuries and Illnesses

Attention: This form contains information relating to employee health and must be used in a manner that protects the confidentiality of employees to the extent possible while the information is being used for occupational safety and health purposes.

Year 2022  
 U.S. Department of Labor  
 Occupational Safety and Health Administration

You must record information about every work-related injury or illness that involves loss of consciousness, restricted work activity or job transfer, days away from work, or medical treatment beyond first aid. You must also record significant work-related injuries and illnesses that are diagnosed by a physician or licensed health care professional. You must also record work-related injuries and illnesses that meet any of the specific recording criteria listed in 29 CFR 1904.8 through 1904.12. Feel free to use two lines for a single case if you need to. You must complete an injury and illness incident report (OSHA Form 301) or equivalent form for each injury or illness recorded on this form. If you're not sure whether a case is recordable, call your local OSHA office for help.

Establishment name Keller Brothers Inc.  
 City Mt. Airy State MD  
 Form approved OMB no. 1218-0176

Identify the person		Describe the case				Classify the case													
(A) Case No.	(B) Employee's Name	(C) Job Title (e.g., Welder)	(D) Date of injury or onset of illness  (mo./day)	(E) Where the event occurred (e.g. Loading dock north end)	(F) Describe injury or illness, parts of body affected, and object/substance that directly injured or made person ill (e.g. Second degree burns on right forearm from acetylene torch)	CHECK ONLY ONE box for each case based on the most serious outcome for that case:				Enter the number of days the injured or ill worker was:		Check the "injury" column or choose one type of illness:							
						Death	Days away from work	Remained at work		Away From Work (days) (K)	On job transfer or restriction (days) (L)	(M)							
						(G)	(H)	Job transfer or restriction (I)	Other recordable cases (J)			Injury (1)	Skin Disorder (2)	Respiratory Condition (3)	Poisoning (4)	Hearing Loss (5)	All other illnesses (6)		
		laborer	08/31/2022	classroom of school	ladder slipped and employee fell injuring ankle			X			20	X							
<b>Page totals</b>						0	0	1	0		20	1	0	0	0	0	0	0	0

Be sure to transfer these totals to the Summary page (Form 300A) before you post it.

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Injury (1)  
 Skin Disorder (2)  
 Respiratory Condition (3)  
 Poisoning (4)  
 Hearing Loss (5)  
 All other illnesses (6)

# OSHA's Form 300A (Rev. 01/2004)

## Summary of Work-Related Injuries and Illnesses

Year 2022



U.S. Department of Labor  
Occupational Safety and Health Administration

Form approved OMB no. 1218-0176

All establishments covered by Part 1904 must complete this Summary page, even if no injuries or illnesses occurred during the year. Remember to review the Log to verify that the entries are complete.

Using the Log, count the individual entries you made for each category. Then write the totals below, making sure you've added the entries from every page of the log. If you had no cases write "0."

Employees, former employees, and their representatives have the right to review the OSHA Form 300 in its entirety. They also have limited access to the OSHA Form 301 or its equivalent. See 29 CFR 1904.35, in OSHA's Recordkeeping rule, for further details on the access provisions for these forms.

### Number of Cases

Total number of deaths	Total number of cases with days away from work	Total number of cases with job transfer or restriction	Total number of other recordable cases
<u>0</u>	<u>0</u>	<u>1</u>	<u>0</u>
(G)	(H)	(I)	(J)

### Number of Days

Total number of days average from work	Total number of days of job transfer or restriction
<u>0</u>	<u>20</u>
(K)	(L)

### Injury and Illness Types

Total number of... (M)			
(1) Injury	<u>1</u>	(4) Poisoning	<u>0</u>
(2) Skin Disorder	<u>0</u>	(5) Hearing Loss	<u>0</u>
(3) Respiratory Condition	<u>0</u>	(6) All Other Illnesses	<u>0</u>

Post this Summary page from February 1 to April 30 of the year following the year covered by the form

Public reporting burden for this collection of information is estimated to average 58 minutes per response, including time to review the instruction, search and gather the data needed, and complete and review the collection of information. Persons are not required to respond to the collection of information unless it displays a currently valid OMB control number. If you have any comments about these estimates or any aspects of this data collection, contact: US Department of Labor, OSHA Office of Statistics, Room N-3644, 200 Constitution Ave. NW, Washington, DC 20210. Do not send the completed forms to this office.

### Establishment information

Your establishment name Keller Brothers Inc.  
 Street 1012 Rising Ridge Road  
 City Mt. Airy State MD Zip 21771  
 Industry description (e.g., Manufacture of motor truck trailers)  
General Contractor  
 Standard Industrial Classification (SIC), if known (e.g., SIC 3715)  
1 5 7 7  
 OR North American Industrial Classification (NAICS), if known (e.g., 336212)  
2 3 6 2 2 0

### Employment information

Annual average number of employees 94  
 Total hours worked by all employees last year 204,286.00

### Sign here

Knowingly falsifying this document may result in a fine.

I certify that I have examined this document and that to the best of my knowledge the entries are true, accurate, and complete.

[Signature]  
 Company executive  
(301) 607-9300  
 Phone

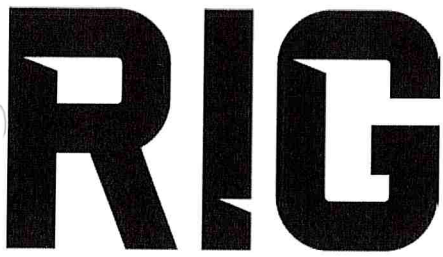
Safety Director  
 Title  
1/5/2023  
 Date



TOWN OF  
**DEWEY BEACH**

**Insurance Agent's Verification Letter for  
Experience Modification Rates**





RICHARDSON INSURANCE GROUP LLC  
117 Church Lane  
Hunt Valley, MD 21030

Phone: (410) 666-5912  
FAX: (410) 666-5912

February 23, 2024

Keller Brothers, Inc.  
1012 Rising Ridge Road  
Mount Airy, MD 21771

Re: Workers' Compensation – Experience Modification Rating Factor History

To Whom it May Concern:

Thank you for your inquiry regarding your Workers' Compensation Experience Rating Modification history. Per the National Council on Compensation Insurance (NCCI), the following were developed for each rating period.

<u>Rating Period Dates</u>	<u>Modification Factor</u>
01/31/2024-01/31/2025	0.77

Please let us know should you have any questions or concerns.

Sincerely,

*Michele Hennessey*

Michele D Hennessey, CIC, CISR  
[micheleh@richardsoninsgroup.com](mailto:micheleh@richardsoninsgroup.com)  
Commercial Vice President



TOWN OF  
**DEWEY BEACH**

## Current Certificate of Insurance





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 3/7/2024
-------------------------------

**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.**

**IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).**

<b>PRODUCER</b> Richardson Insurance Group, LLC 117 Church Lane Second Fl Hunt Valley MD 21030	<b>CONTACT NAME:</b> Steven McAndrew <b>PHONE (A/C No, Ext):</b> 410-666-4419 <b>FAX (A/C, No):</b> <b>E-MAIL ADDRESS:</b> StevenM@richardsoninsgroup.com  <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; border-top: 1px solid black;"><b>INSURER(S) AFFORDING COVERAGE</b></td> <td style="text-align: center; border-top: 1px solid black;"><b>NAIC #</b></td> </tr> <tr> <td>INSURER A : Phoenix Insurance Co</td> <td style="text-align: center;">25623</td> </tr> <tr> <td>INSURER B : Travelers Property Casualty Co of America</td> <td style="text-align: center;">25674</td> </tr> <tr> <td>INSURER C : Travelers Indemnity Co</td> <td style="text-align: center;">25658</td> </tr> <tr> <td>INSURER D : CONTINENTAL INSURANCE COMPANY</td> <td style="text-align: center;">35289</td> </tr> <tr> <td>INSURER E : Axis Surplus Insurance Company</td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </table>	<b>INSURER(S) AFFORDING COVERAGE</b>	<b>NAIC #</b>	INSURER A : Phoenix Insurance Co	25623	INSURER B : Travelers Property Casualty Co of America	25674	INSURER C : Travelers Indemnity Co	25658	INSURER D : CONTINENTAL INSURANCE COMPANY	35289	INSURER E : Axis Surplus Insurance Company		INSURER F :	
<b>INSURER(S) AFFORDING COVERAGE</b>	<b>NAIC #</b>														
INSURER A : Phoenix Insurance Co	25623														
INSURER B : Travelers Property Casualty Co of America	25674														
INSURER C : Travelers Indemnity Co	25658														
INSURER D : CONTINENTAL INSURANCE COMPANY	35289														
INSURER E : Axis Surplus Insurance Company															
INSURER F :															
<b>INSURED</b> Keller Brothers, Inc. KBI Holdings, Inc. 1012 Rising Ridge Road Mount Airy MD 21771	KELLBRO-01														

**COVERAGES                                      CERTIFICATE NUMBER: 1918264595                                      REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL		POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
		INSD	SUBR WVD					
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b>  CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: POLICY <input checked="" type="checkbox"/> PROJECT <input checked="" type="checkbox"/> LOC OTHER:			DT-CO-3X321950-PHX-24	1/31/2024	1/31/2025	EACH OCCURRENCE	\$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 1,000,000
							MED EXP (Any one person)	\$ 15,000
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ 2,000,000
								\$
C	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b>  <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input type="checkbox"/> AUTOS ONLY			810-3X35331A-24-26-G	1/31/2024	1/31/2025	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
B	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			CUP-7X189046-24-26	1/31/2024	1/31/2025	EACH OCCURRENCE	\$ 10,000,000
							AGGREGATE	\$ 10,000,000
								\$
C	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y <input checked="" type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	UB-3X35577A-24-26-G	1/31/2024	1/31/2025	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER	
							E.L. EACH ACCIDENT	\$ 500,000
							E.L. DISEASE - EA EMPLOYEE	\$ 500,000
							E.L. DISEASE - POLICY LIMIT	\$ 500,000
D E C	Excess Liability Pollution/Professional Liability Leased/Rented Equipment			FFX7064169787 CM005663-01-2023 QT-630-7S98713A-IND-24	1/31/2024 5/23/2023 1/31/2024	1/31/2025 5/23/2024 1/31/2025	\$2,000,000 Aggregate \$2,000,000 Aggregate \$250,000 Limit	\$2,000,000 Limit \$2,000,000 Limit \$1,000 Deductible

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

<b>CERTIFICATE HOLDER</b>  Proof of Insurance	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
---	--





TOWN OF  
**DEWEY BEACH**

**A305—Exhibit D**





**AIA**<sup>®</sup>

# Document A305<sup>®</sup> – 2020 Exhibit D

## Contractor's Past Project Experience

	1	2	3	4
PROJECT NAME	Kensington Fire Station #25	Hyattsville Department of Public Works Facility	William Tyler Page Elementary School Addition	Chipman Elementary School HVAC Renovations
PROJECT LOCATION	14401 Connecticut Avenue, Silver Spring, MD 20906	4633 Arundel Place, Hyattsville, MD 20781	13400 Tamarack Road, Silver Spring, MD 20904	711 Lake Street, Salisbury, MD 21801
PROJECT TYPE	Public Safety Facility	Public Works Facility	K-12 Public Educational Facility	K-12 Public Educational Facility
OWNER	Montgomery County Department of General Services	City of Hyattsville	Montgomery County Public Schools	Wicomico County Public Schools
ARCHITECT	Hughes Group Architect	RRMM Architects	Delmar Architects	Becker Morgan Group, Inc.
CONTRACTOR'S PROJECT EXECUTIVE	Thomas Hamilton LEED AP	Thomas Hamilton LEED AP	Thomas Hamilton LEED AP	Thomas Hamilton LEED AP
KEY PERSONNEL (include titles)	Project Manager: Chris Morris Superintendent: John Zombolas	Project manager: Chris Morris Superintendent: Randy Goetz	Project Manager: Michael Katz Superintendent: Henry Hamilton	Project Manager: David Kimmel Superintendent: Tim Bisesi and Dennis Day
PROJECT DETAILS	Contract Amount 12,378,449.00 Completion Date 10-26-2021 % Self-Performed Work 12.00%	Contract Amount 5,268,157.00 Completion Date 06-01-2021 % Self-Performed Work 0.00	Contract Amount 16,926,410.00 Completion Date 12-15-2023 % Self-Performed Work 15.00%	Contract Amount 3,067,144.12 Completion Date 03-17-2023 % Self-Performed Work 13.00%
PROJECT DELIVERY METHOD	<input checked="" type="checkbox"/> Design-bid-build <input type="checkbox"/> Design-build <input type="checkbox"/> CM constructor <input type="checkbox"/> CM advisor <input type="checkbox"/> Other:	<input checked="" type="checkbox"/> Design-bid-build <input type="checkbox"/> Design-build <input type="checkbox"/> CM constructor <input type="checkbox"/> CM advisor <input type="checkbox"/> Other: General Contracting	<input checked="" type="checkbox"/> Design-bid-build <input type="checkbox"/> Design-build <input type="checkbox"/> CM constructor <input type="checkbox"/> CM advisor <input type="checkbox"/> Other: General Contracting	<input checked="" type="checkbox"/> Design-bid-build <input type="checkbox"/> Design-build <input type="checkbox"/> CM constructor <input type="checkbox"/> CM advisor <input type="checkbox"/> Other:
SUSTAINABILITY CERTIFICATIONS	LEED Gold	N/A	N/A	N/A