



Excel Electrical Technologies, Inc. Company Description & History

HISTORY OF EXCEL—

During the 1990s, Regency Electric Company, Inc. (Regency) was tremendously successful with annual revenues reaching \$80 million. Such tremendous growth made Regency an attractive acquisition for the publicly traded electrical/mechanical contractor roll-ups that appeared in the late 90s. In 1998, the owner of Regency, Alan Green, agreed to sell the Company.

Four-and-a-half years later, unhappy with the direction of what became a very large publicly traded corporation, Steve Fowler and Alan Green began Excel Electrical Technologies, Inc. in October of 2002. By March of the following year, Excel purchased certain assets including all open contracts of the former Regency Atlanta Office from Encompass Services Corporation and the management team, support staff and field employees immediately transferred over to Excel.

Since that time, Excel has experienced tremendous growth and financial success. Today, Excel has three business units in Georgia and North Carolina and their team includes 39 key management employees with 1,000 years of experience plus 200 hourly field employees. With this talented team and \$125 million in bonding capacity, Excel continues to be on track in achieving their Vision and Mission:

EXCEL'S VISION—

Excel Electrical Technologies will be clearly *recognized* as the *preferred* provider of electrical *pre-construction and construction services* in our *diverse geographic and service markets*.

EXCEL'S MISSION—

Excel Electrical Technologies is a very successful electrical contracting company operating in Georgia, North Carolina and South Carolina. Excel offers a great track record for successful performance on small to very large projects in a wide array of market segments. We are dedicated to continuously improving the value of our company by:

- ⇒ Constantly striving to exceed the expectations of our customers,
- ⇒ Enhancing the safety, opportunity and quality of work life for our employees, and
- ⇒ Developing and implementing progressive strategies that generate healthy returns.

EXCEL'S PRINCIPALS—

Excel's principals have worked together for nineteen years:

Steve Fowler – President	President - Regency Electric Atlanta 1991–2002
Rick Wells – Executive Vice President	President - Regency Electric Orlando 1991–1999 and Vice President - Regency Electric Atlanta 1999–2002
Randy Sossamon – Vice President (Charlotte)	President - Regency Electric Charlotte 1993–2002
Alan Green – CEO	CEO - Regency Electric and subsidiaries 1989–2002
Nancy Hanna – Secretary and Treasurer	CFO - Regency Electric and subsidiaries 1989–2002



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EXCELLING IN CUSTOMER SATISFACTION—

Excel's goal is to be a company like no other. The Company does not desire to be the largest; rather it desires to be clearly recognized as the best. Licensed in five states, Excel Electrical Technologies, Inc. offers unmatched quality and professionalism in many diverse market segments. With offices in Atlanta and Charlotte, Excel is achieving a healthy balance between commercial and industrial work and between large and small projects. From a very small tenant up-fit project to a \$10 million water reclamation facility, Excel has the talent to exceed the expectations of its clients.

The greatest successes, for Excel, have come in large complex facilities such as the Georgia Tech Bobby Dodd Stadium Expansion and its water and waste water treatment projects. Excel has completed work on the Design/Build/Operate Camp Creek Water Reclamation Facility, the F. Wayne Hill Water Resources Center Phase 2A, and the Design/Build Johns Creek Environmental Campus, each with electrical contracts approaching \$10 million. Having completed and open contracts totaling over \$135 million in this market segment, Excel has become the Southeast's premier electrical contractor for water and waste water plant design and installation.

Excel is often called on for their expertise on Mission-Critical projects. The Hewlett Packard Data Recovery Center is a \$1.9 million project which Excel completed in only 90 days receiving tremendous praise from the general contractor, the engineer and the owner. Sungard is another company that consistently looks to Excel for quality electrical installations for their facilities in the Atlanta area.

Excel has also been successful with institutional and judicial projects which include over \$55 million in high profile projects such as, Atlanta City Detention Center, Douglas County Courthouse, Harold R. Banke Justice Center, Cherokee County Public Safety Complex, Gwinnett County Detention Center, Atlanta Public Safety Complex, Barrow County Criminal Justice Facility, and Cobb County Adult Detention Facility.

Hospitals are another significant market segment for Excel. In 2007 Excel completed the \$6 million Joan Glancy Memorial Hospital and the \$8 million Shepherd Center addition and renovation.

MARKET SEGMENTS—

Design/Build	Institutional & Judicial
Water/Waste Water Treatment	Retail
Hospitals	Hospitality & Sports
Mission Critical	High Rise Mixed Use Projects
Educational & Churches	High Rise Residential

BUSINESS UNITS—

Excel – Atlanta (Home Office)
1990 Vaughn Road
Suite 320
Kennesaw, GA 30144
Phone 770-514-0755
Fax 770-514-8775

Excel – Corporate Commercial
5322 Snapfinger Park Drive
Decatur, GA 30035
Phone 678-518-9740
Fax 678-518-9741

Excel – Charlotte
7168 Weddington Road
Suite 124
Concord, NC 28027
Phone 704-795-0060
Fax 704-795-0069



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SAFETY & TRAINING—

Another key attribute of the success of Excel is its commitment to safety. At least one out of every ten Excel employees has their OSHA 30 Hour certification. Excel offers in-house safety training and certifications including OSHA 10 Hour, OSHA 30 Hour, Utility Construction Foremen Certification, CPR, First Aid, Competent Person and many others. Excel employees have opportunities to earn safety awards at milestones from 1,000 to 20,000 safe hours worked. Such accomplishments are rewarded with gifts from the Company.

No company in our industry is more committed than Excel to continually developing employees by providing the training necessary for each employee to become the very best he/she can be in their chosen profession. Through affiliation with the Independent Electrical Contractors Association (IEC), a four year, Bureau of Apprenticeship and Training (BAT) certified, apprenticeship program is offered for all of Excel's apprentices in metro Atlanta. Through this program the apprentice learns electrical theory, wiring methods and materials, understanding of motor controls, blueprint reading, application of the National Electrical Code and experiences hands-on training. Excel also offers a two-year Professional Electrical Program (PEP) for those who have been in the electrical construction trade for 5 years or more but have never received formal training. To have continued success Excel must train and develop our employees to become future leaders.

SAFETY AWARDS:

2009 – Platinum Level S.T.E.P. award from ABC National
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2008 – Award of Excellence from Georgia Chapter of ABC
2009 – SPARK CERTIFICATE award from IEC – Atlanta (Grand Achievement level)
2008 – SPARK CERTIFICATE award from IEC – National (Grand Achievement level)
2008 – SPARK CERTIFICATE award from IEC – Atlanta
2007 – SPARK CERTIFICATE award from IEC – Atlanta
2006 – SPARK CERTIFICATE award from IEC – Atlanta
2005 – SPARK CERTIFICATE award from IEC – Atlanta
2008 – Award of Excellence from National Safety Council
2007 – Award of Excellence from National Safety Council
2006 – Award of Excellence from National Safety Council
2005 – Award of Excellence from National Safety Council

ANNUAL REVENUE—

2005 - \$35 MILLION
2006 - \$47 MILLION
2007 - \$47 MILLION
2008 - \$58 MILLION
2009 - \$38 MILLION

TESTIMONIALS—

JOHNS CREEK ENVIRONMENTAL CAMPUS (\$10 Million)



Excel Electrical Technologies, Inc. won the Independent Electrical Contractors' 2009 National Award for Quality in Construction for the Johns Creek Environmental Campus project.

In his August 6, 2009 letter, Kelly Comstock, P.E., BCEE of Brown and Caldwell writes:

"It is with the greatest pleasure that I provide this letter of recommendation for Excel Electrical Technologies for their work on the Fulton County Johns Creek Environmental Campus (JCEC) Project. This \$136 million design-build project will set the standard for a new class of wastewater treatment facility. It is receiving significant local, national, and international attention and is a world-class state of the art facility that will serve the residents of Fulton County, GA.

As a key member of the design-build team, Excel Electrical Technologies has played an integral and important role in the projects success. They played a significant role in the design process by providing continuous input on the constructability and optimization of the electrical system design long before construction initiated. The size and complex configuration of the JCEC facility required innovative concepts in design and construction, and Excel provided invaluable input. During the construction phase they completed work on schedule to support all other building trades, and during the start-up phase they assisted in equipment start-up and operational check-out. The project had an aggressive schedule of 40 months for design, construction, start-up and four months of operation. The project has been completed and is coming online on schedule, in great part to the high quality work performed by Excel Electrical Technologies.

Brown and Caldwell highly recommend Excel Electrical Technologies for consideration in receiving the 2009 IEC Award of Excellence in Electrical Construction for their work on the Johns Creek Environmental Campus Project."



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VERIZON WIRELESS AMPHITHEATRE AT ENCORE PARK (\$3.1 Million)



Excel Electrical Technologies, Inc. won the Independent Electrical Contractors' 2008 National Award for Quality in Construction for the Verizon Wireless Amphitheatre at Encore Park.

Regarding Excel's performance on the Verizon Wireless Amphitheatre, Mr. Patrick Leahy with 409 Management & Consulting, LLC (Owner's consultant) writes: "Understanding the use of the venue and services is paramount to delivering a successful project and Excel took the time, and engaged the venue management in discussion, to learn what was required for the operation in order to ensure services that met the needs. In addition to the pre-planning efforts, the typical need to be able to modify plans in the field when design does not meet construction reality is important and the Excel team in the field and the Excel management support team worked seamlessly together enabling efficient and effective solutions during the construction phase of the project.

Not only did Excel deliver quality products, expert workmanship and maintained their progress on a very tight schedule, they did so with exceptional and dedicated staff that completed their scope of work in a very tight schedule with continual owner additions during the project construction. Given the opportunity to utilize Excel on future projects, Excel is at the top of our firm's preferred vendor list."

Mr. David Chandler with Newcomb and Boyd said regarding Excel on the same project: "You were accessible and easy to work with throughout the project. You helped find solutions where modifications were required due to site conditions, were forthright with evaluations of solutions and team oriented."

Mr. Peter Sussman, AIA with KKE Architects, Inc. put it this way: "We appreciate your clear commitment to the quality of work and to the successful opening of the Verizon Wireless Amphitheatre at Encore Park."

RIVERSIDE ROAD PUMP STATION (\$4.2 Million)

Jacob E. Routh, Project Manager with Western Summit Constructors, Inc. writes: "It was a pleasure working with the many members of the Excel team throughout this endeavor. From the time of bid, Excel committed themselves to a successful project through their safety, integrity, quality, and professionalism. Although faced with a physically tough project and some tough subcontractors, Excel delivered a quality project for the Owner and sent everyone home safe.

Thank you for all your teaming, innovation, and hard work throughout RRPS. WSCI looks forward to the next project with Excel Electrical."



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SHEPHERD CENTER ADDITIONS & RENOVATIONS (\$7.8 Million)

“The intent of this message is to indicate our pleasure in working with the entire staff of Excel Electrical Technologies, Inc. on the Shepherd Center Additions & Renovations Project, as well as other projects here in Atlanta. Beginning with the original Shepherd pre-bid conference, it was obvious that the Excel team was comprised of a group of true professionals. Through the entire construction process . . . their crews have continued to exhibit consistent efforts to assure that the electrical work will be properly installed, even though faced with a tremendously difficult site, underground utilities hidden during previous expansions and constant changes by a truly wonderful Owner group.

It is our great pleasure to recommend Excel for any project for which they be considered.” Heery International’s Nathan D. Johns, PE, RCDD

GWINNETT COUNTY DETENTION CENTER (\$7 Million)

David Weatherly, PE of HSMM writes: “Although this wasn’t a traditional Design/Build project, I feel HSMM and Excel approached this design from the very beginning as a team effort. I feel there has been substantial communication between our firms throughout the entire design process, which still continues today through construction. . . I consider this project a win-win-win situation between the Owner, Excel and HSMM due to the effort put forth into the electrical design and the quality of materials and workmanship demonstrated out in the field. We have developed a strong working relationship and HSMM would not hesitate to work with Excel again in the future.”

AVENUES AT WEBB GIN (\$4 Million)

Chris Bontrager, Senior Project Manager for Hardin Construction Company writes in reference to Avenues at Webb Gin: “From the beginning stages of planning with the pre-construction team, to the final installation of the last lighting fixture and C of O, Excel displayed extreme professionalism in both the project management and field supervision teams. Excel Electric was a true team player in the difficult task of managing the development of the 56 acre retail site in conjunction with a fast track building schedule. This delivery method introduced logistical, scheduling, and coordination challenges all managed by Excel with great success. It became obvious early in the project that the Excel team uses your resources and experience, combined with a pro-active management team, to adapt and overcome potential field issues associated with this dynamic and ever changing retail product. While the owner introduced many changes, your project team did not loose sight of the overall scope and deadlines; they paid attention to detail and offered a superior final product to the owner and design teams.”



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SUNGARD ATL5 – POWER & UPS UPGRADES

Colin M. Malone, Vice President of M.F. Malone Incorporated writes: “On behalf of Sungard and M.F. Malone, Inc., I would like to thank you” (Ed McNeal), “Jessie Shumate, Brian Olds, and the entire Excel Electrical team for your exceptional performance completing the electrical Power and UPS Upgrades at the Sungard 11650 Great Oaks Way Facility, during the 1st two quarters of 2007. Similar to previous projects with your firm, it has been a true pleasure working with your team to deliver an extremely difficult project with high quality, ahead of time, and on cost. This project demanded critical scheduling, detailed installation and clear communication, and once again you and your team delivered with impeccable precision. As a Project Manager for Sungard, our projects include many locales using many electrical vendors, of which Excel is second to none. We look forward to continuing working with you and the entire Excel Electrical team in the near future and continued success on additional projects to come.”

HEWLETT PACKARD TIER 3 DATA CENTER (\$2 Million)

Heery International’s Nathan D. Johns, PE, RCDD writes: “I couldn’t be more pleased with how the Hewlett Packard Tier 3 Data Center project turned out. The project had a very aggressive design timeline with at least an equally aggressive construction schedule. . . In short I think your organization performed quite well under a challenging set of circumstances and to the best of my knowledge, Hewlett Packard is satisfied with the result.”

GEORGIA TECH BOBBY DODD STADIUM EXPANSION & RENOVATION (\$5.4 Million)

“As is always the case, it has been a pleasure working with your team on the Bobby Dodd Stadium project. You should be proud of the way your entire group of employees represented Excel. This was a very complex project with a difficult schedule. Your team planned, scheduled and installed the work in such a way that everyone else working on the project benefited. Their professionalism, communication and cooperation were exemplary.” Bart Plunkett – Turner Construction Company

SUGAR CREEK/IRWIN CREEK UV DISINFECTION PROJECT

Charlotte-Mecklenburg Utility’s (CMUD) Senior Project Manager, Julie McLelland, P.E., on the largest UV systems CMUD has installed said of Excel: “Our electrical staff is pleased with your work, and I am impressed with the proactive, cooperative approach that you and your staff have taken.”

“We look forward to many more successful projects with Excel in the future. The quality of your work was second to none.” Andy Mitchell – Project Manager for Pizzagalli Construction Company – Sugar Creek/Irwin Creek UV Disinfection Project.