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## COMPANY OVERVIEW

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Founded in 1909, The John E. Green Company (JEG) is a private, family-owned, union Mechanical and Fire Suppression contractor headquartered in Highland Park, Michigan. JEG is consistently rated one of the largest, most diversified, full-service trade contractors in the United States. JEG's skilled UA field team installs Piping, Plumbing, Fire Suppression, Fabrication and Service. Apart from our Corporate office in Highland Park, we also maintain Michigan offices in Ann Arbor, Eastport, Lansing, Saginaw, Southfield and Petoskey; and in Spring Hill, Tennessee.

JEG is now led by majority owner, Michael J. Green, JEG's President & CEO. Under Mike's leadership since 2012, JEG has navigated through challenging company and industry times, emerging with a revitalized sense of purpose. Mike established the current JEG business units — Construction (Southeast Michigan), Design Build, Process Piping, Fire Suppression, Saginaw - and states. "JEG has recommitted our efforts to our top markets - Michigan and Automotive". Since then, the Green Team has thrived. JEG now employs approximately 1,000 people and has tripled its annual revenues in the last decade, surpassing \$500 million in 2023.

A large part of JEG's growth can be attributed to its *best-in-class* Design Build Division. Executive Vice President, Todd Pugh, has led our team of professional engineers, conceptual estimators, LEED accredited professionals, mechanical engineers, detailers, and designers since the division's inception. Establishing itself as a preconstruction and "VDC" leader over 20 years ago, JEG and this division have performed many large and difficult design assist automotive projects. Within the past four years, JEG's substantial growth has been fueled by the EV battery plant market. In our role as an IPD Mechanical Trade partner, we have successfully managed and executed three "mega" Battery Plant projects. Per Todd, "JEG controlled all aspects of Piping, Plumbing, and Sheet Metal installation, from preconstruction through construction". These projects contribute significantly to JEG's recent growth, doubling company revenue from 2020.

Focused on "customer" growth, JEG's Small Construction and Service (SCS) business has grown considerably, within the respective business units, in the last ten years. Executive Vice President and a JEG owner, Benjamin J. Green, oversees this part of the business. According to Ben, "As part of our corporate initiative, we've grown our SCS customer base and increased annual revenues to \$40 Million". In all, JEG annually performs over seven thousand (7,000) projects for over one thousand (1,000) different customers.

Managing, administering, and accounting for these projects, along with JEG's multiple fabrication, assembly, and warehouse facilities, is not an easy task. These JEG teams are managed by CFO John Stelter, and COO Rob Martin, with a combined 50 years of company and industry experience.

For over 115 years, the John E. Green Company has been (and is now) uniquely prepared to handle your Mechanical and Fire Suppression needs. Give us a call (a real person answers our phone), we look forward to our next opportunity!

Piping  
Plumbing  
Fire Suppression  
Design Build  
Fabrication  
HVAC  
Service