



Coakley & Williams Construction
7475 Wisconsin Avenue, Suite 900
Bethesda, Maryland 20814
301.963.5000 | coakleywilliams.com

August 30, 2019

Marti Mongiello
The Inn of the Patriots & Presidential Culinary Museum
301 Cleveland Avenue
Grover, NC 28073

To Marti,

It has been a pleasure discussing your exciting project coming to Washington, DC. It will be a great addition to our hometown with a unique twist. We look forward to building a long-standing relationship with your team and the best possible outcome.

Thank you for recognizing our qualifications to partner and guide you through a successful build. Our 58 years of experience in the DC region building hospitality, culinary, and museum projects provides a strong local resource. In addition, our extensive resume of over 150 Design Build projects positions us to help select qualified vendors to further assist in your endeavor. We know what it takes to lead a successful team to stay within budget and deliver a project on time. We are happy to engage the expertise of an Architecture and Design firm, a hospitality management firm, and a 3rd party business plan evaluator.

We are enclosing a template of qualifications and examples of projects that are suitable to your niche. I know you are reviewing many possible locations and raising capital. We will be ready to go when you are. We look forward to meeting in person.

Best regards,

A handwritten signature in black ink that reads "Barbara Miller".

Barbara Miller
Business Development Manager

A handwritten signature in black ink that reads "Terrence Caulfield".

Terrence Caulfield
Partner, SVP Preconstruction Services



HOSPITALITY

**COAKLEY
WILLIAMS
CONSTRUCTION**

WHO WE ARE & WHAT WE DO

Established in 1961, Coakley & Williams Construction is regarded as one of the preeminent contractors in the greater Washington metropolitan area.

Focused on base building, interiors, and renovations, our robust portfolio includes office, hospitality, municipalities, education, and retail projects.

Our hospitality division has vast experience in the local and national markets. We are a trusted builder of Class A properties with great attention to detailed high-end finishes. Our hospitality projects include new construction, addition, and renovations for many hotel brands and local country clubs. We have delivered more than 60 hospitality projects for clients representing such trusted brands as Marriott, Hilton, and Host Hotels & Resorts.

Coakley & Williams Construction enjoys an excellent reputation with clients, subcontractors, suppliers, regulatory agencies and related industry associations. We are proud that much of our business comes from repeat clients, as client satisfaction is a top priority. This reputation has been preserved by controlling growth, retaining top talent, and devoting top management attention to our clients' needs.



INN AT THE CHESAPEAKE BAY BEACH CLUB

STEVENSVILLE, MD

52,000 SF

\$14M



PREBLE HALL MUSEUM

US NAVAL ACADEMY

ANNAPOLIS, MD

48,000 SF

\$11.6M



MARINE CORPS
UNIVERSITY

DESIGN-BUILD

INSTRUCTION FACILITY
AND ARCHIVES
QUANTICO, VA
402,000 SF
\$88.5M



PGCC CULINARY ARTS CENTER

LARGO, MD
21,000 SF
\$17.6M



8TH AND I MARINE ANNEX

SOUSA MUSIC ARCHIVES
WASHINGTON, DC
156,675 SF
\$37.2M



DESIGN-BUILD



GRANDHYATT WASHINGTON

WASHINGTON, DC
37,250 SF
\$10M



H I L T O N
H O T E L

WASHINGTON, DC
303,500 SF
\$55M



RELEVANT EXPERIENCE

Sheraton Premiere at Tysons Corner
The University Club
Congressional Country Club
Doyle Washington Hotel
North Park Apartments
Woodlake Apartments
Abrams Building
Marriott
Springfield Hilton
Mologne Building
Leonard Hall
Hampton Inn
8th and I Residences
Hilton Garden Inn
Connecticut Ave Condominiums
Northwest Center, Phase 1
Coppin State College Residence Hall
Courtyard by Marriott
Powless House
Washington Marriott Courtyard
Guest House
Courtyard by Marriott at BWI
Courtyard by Marriott
Tinker Building
Hotel George Renovation
Holiday Inn
Holiday Inn
Grand Hyatt Washington
L'Enfant Plaza Hotel
Ramada Hotel

McLean, VA
Washington, DC
Bethesda, MD
Washington, DC
Chevy Chase, MD
Silver Spring, MD
Washington, DC
Arlington, VA
Springfield, VA
Washington, DC
Washington, DC
Washington, DC
Germantown, MD
Washington, DC
Rockaway, NJ
Washington, DC
Washington, DC
Baltimore, MD
Greenbelt, MD
San Antonio, TX
Washington, DC
Aberdeen, MD
Linthicum, MD
Silver Spring, MD
Oklahoma City, OK
Washington, DC
Calverton, MD
Greenbelt, MD
Washington, DC
Washington, DC
Lanham, MD

Shriner Hall
Henley Park Hotel
Courtyard by Marriott
Northern Lights
Elden Park
Hyatt Fair Lakes
Park Center Condominiums
NAS Apartments
Chancellors Village, Phases I & II
Peterson Apartments
Herndon Harbor House
Sugargrove Units
Knollwood Retirement Community
Bridgeview
Dumbarton Place Condominiums
Raphael House Renovation
Home Again I
Mayer Renovation
Jannini Residence
The Basic
Visitors Quarters II
Visitors Quarters I
Lodging Facility
Days Inn
Days Inn
Days Inn - BWI Airport
Days Inn - Connecticut Avenue
Days Inn - Dulles Airport
Days Inn
Alumni House - Georgetown University
Holiday Inn Inglewood
Pointe at Cheverly Condominiums
New Hill Apartments
Staybridge Suites
Inn at the Beach Club
Virginia Theological Seminary Housing

Frederick, MD
Washington, DC
Hagerstown, MD
Fairbanks, Alaska
Herndon, VA
Fairfax, VA
Alexandria, VA
New Orleans, LA
Fredericksburg, VA
Colorado Springs, CO
Herndon, VA
Sugargrove, WV
Washington, DC
Brooklyn, NY
Washington, DC
Rockville, MD
Washington, DC
Chevy Chase, MD
Washington, DC
Quantico, VA
Dover, DE
Dover, DE
Quantico, VA
Camp Springs, MD
Westminster, MD
Harmans, MD
Washington, DC
Herndon, VA
Laurel, MD
Washington, DC
Landover, MD
Cheverly, MD
Holly Springs, NC
Fort Belvoir, VA
Stevensville, MD
Alexandria, VA

FOR MORE INFORMATION, CONTACT:
BARBARA MILLER | 301.310.9009
BMILLER@COAKLEYWILLIAMS.COM

**COAKLEY
WILLIAMS
CONSTRUCTION**

AIA[®] Document A305[™] – 1986

Contractor's Qualification Statement

The Undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

SUBMITTED TO: The Inn of the Patriots & Presidential Culinary Museum

ADDRESS: 301 Cleveland Avenue, Grover NC, 28073

SUBMITTED BY: Coakley & Williams Construction, LLC

NAME: Terrence Caulfield

ADDRESS: 7475 Wisconsin

PRINCIPAL OFFICE:

Corporation

Partnership

Individual

Joint Venture

Other LLC

NAME OF PROJECT: *(if applicable)* The Inn of the Patriots & Presidential Culinary Museum

TYPE OF WORK: *(file separate form for each Classification of Work)*

General Construction

HVAC

Electrical

Plumbing

Other: *(Specify)*

§ 1 ORGANIZATION

§ 1.1 How many years has your organization been in business as a Contractor? 57

§ 1.2 How many years has your organization been in business under its present business name? 1

§ 1.2.1 Under what other or former names has your organization operated?

Coakley & Williams Construction, Inc.; Coakley & Williams, Inc.

§ 1.3 If your organization is a corporation, answer the following:

§ 1.3.1 Date of incorporation:

ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as 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 necessary information and 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.

This form is approved and recommended by the American Institute of Architects (AIA) and The Associated General Contractors of America (AGC) for use in evaluating the qualifications of contractors. No endorsement of the submitting party or verification of the information is made by AIA or AGC.

- § 1.3.2 State of incorporation:
- § 1.3.3 President's name:
- § 1.3.4 Vice-president's name(s)

- § 1.3.5 Secretary's name:
- § 1.3.6 Treasurer's name:

§ 1.4 If your organization is a partnership, answer the following:

- § 1.4.1 Date of organization:
- § 1.4.2 Type of partnership (if applicable):
- § 1.4.3 Name(s) of general partner(s)

§ 1.5 If your organization is individually owned, answer the following:

- § 1.5.1 Date of organization:
- § 1.5.2 Name of owner:

§ 1.6 If the form of your organization is other than those listed above, describe it and name the principals:

Patrick Caulfield, President; Terrance Coakley, CEO

§ 2 LICENSING

§ 2.1 List jurisdictions and trade categories in which your organization is legally qualified to do business, and indicate registration or license numbers, if applicable.

Maryland: 15359979; District of Columbia: 1051900029

§ 2.2 List jurisdictions in which your organization's partnership or trade name is filed.

Maryland & District of Columbia

§ 3 EXPERIENCE

§ 3.1 List the categories of work that your organization normally performs with its own forces.

Coakley & Williams Construction, LLC employs the services of specialist organizations for all trades and performs certain safety and general contracting duties with its own forces.

§ 3.2 Claims and Suits. (If the answer to any of the questions below is yes, please attach details.)

§ 3.2.1 Has your organization ever failed to complete any work awarded to it?

No

§ 3.2.2 Are there any judgments, claims, arbitration proceedings or suits pending or outstanding against your organization or its officers?

The company from time to time is a party in legal proceedings with subcontractors in the ordinary cause of business.

§ 3.2.3 Has your organization filed any law suits or requested arbitration with regard to construction contracts within the last five years?

Coakley & Williams Construction has never initiated litigation or arbitrations against an owner in the company's history. We have always managed to resolve occasional disagreements over change orders, schedule issues, etc., through negotiation and bilateral, amicable settlements. We have engaged in legal proceedings with subcontractors as is routine in the industry.

§ 3.3 Within the last five years, has any officer or principal of your organization ever been an officer or principal of another organization when it failed to complete a construction contract? (If the answer is yes, please attach details.)

No

§ 3.4 On a separate sheet, list major construction projects your organization has in progress, giving the name of project, owner, architect, contract amount, percent complete and scheduled completion date.

See attachment A

§ 3.4.1 State total worth of work in progress and under contract:

\$493,000,000

§ 3.5 On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of project, owner, architect, contract amount, date of completion and percentage of the cost of the work performed with your own forces.

See attachment B

§ 3.5.1 State average annual amount of construction work performed during the past five years:

167,102,832

§ 3.6 On a separate sheet, list the construction experience and present commitments of the key individuals of your organization.

See attachment C

§ 4 REFERENCES

§ 4.1 Trade References:

Strittmatter, contact John Strittmatter (301) 350-0300
Heller Electric, contact Brian Heller (301) 372-6816
Potomac Mechanical, contact Bob Weaver (301) 590-8164
W.L. Gary, contact Mike Dent (202) 723-0676
Jefferson Millwork, contact Mike Corrigan (703) 260-3370

§ 4.2 Bank References:

M&T Bank
1 Research Court, Suite 400, Rockville, MD 20850
Contact: J. Eric Goodwin, Vice President
(240) 632-7817

§ 4.3 Surety:

§ 4.3.1 Name of bonding company:

Western Surety Company, A CNA Company

§ 4.3.2 Name and address of agent:

Construction Risk Solutions, LLC
11311 McCormick Road, Suite 450, Hunt Valley, MD 21031
Contact: John Markotic, Phone: (443) 541-0614

§ 5 FINANCING

§ 5.1 Financial Statement.

§ 5.1.1 Attach a financial statement, preferably audited, including your organization's latest balance sheet and income statement showing the following items:

Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses);

Net Fixed Assets;

Other Assets;

Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes);

Other Liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings).

§ 5.1.2 Name and address of firm preparing attached financial statement, and date thereof:

Financial Statements will be submitted upon request

§ 5.1.3 Is the attached financial statement for the identical organization named on page one?

Yes

§ 5.1.4 If not, explain the relationship and financial responsibility of the organization whose financial statement is provided (e.g., parent-subsidiary).

§ 5.2 Will the organization whose financial statement is attached act as guarantor of the contract for construction?

Yes

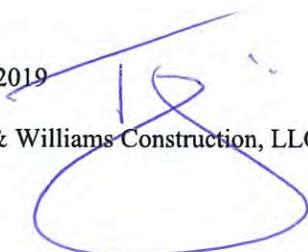
§ 6 SIGNATURE

§ 6.1 Dated at this 29 day of August 2019

Name of Organization: Coakley & Williams Construction, LLC

By: Terrence Caulfield

Title: Senior Vice President



§ 6.2

M Mr Terrence Caulfield being duly sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be misleading.

Subscribed and sworn before me this 29 day of August 2019

Notary Public:

My Commission Expires:

Attachment A – Major Projects in Progress

NOTE: Information for additional projects (under \$5 million) available upon request.

Project	Contract Amount	Client	Architect	Completion Date
The Falls Church Anglican Falls Church, VA	\$11,300,000	The Falls Church Anglican	LS3P Associated LTD/ Kerns Group Architects	September 2019
The Potomac School Athletic Center Mclean, VA	\$29,500,000	The Potomac School	Cannon Design	September 2019
Supernus Pharmaceuticals Rockville, MD	\$10,000,000	Supernus Pharmaceuticals	DNC Architects/ DVA Architects	November 2019
Southern Area Aquatics & Rec Center Brandywine, MD	\$36,700,000	MD NCPPC	Hughes Group Architects	November 2019
Edgewood Recreation Center Washington, DC	\$17,599,000	DC DGS	Moody-Nolan Inc	November 2019
Thermo Fisher Scientific Hunt Valley, MD	\$8,745,872	Thermo Fisher Scientific	Intec	December 2019
Annapolis Yacht Club Eastport Annapolis, MD	\$17,500,000	Annapolis Yacht Club	Hard Howerton/ Hamilton Wilson	December 2019
New Hill Apartments Holly Springs, NC	\$31,201,000	Castle Development Partners	Watts Leaf Architects, PA	December 2019
L'Enfant Plaza Hotel Guestrooms & Public Spaces Washington, DC	\$52,399,702	Stanford Hotels	Architecture, Inc.	December 2019
St Mary of Sorrows Fairfax, VA	\$12,218,012	Diocese of Arlington	McCreary Architects	March 2020
Project Monarch Urbana, MD	Confidential	Confidential	Ewing Cole	May 2020
The Metropolitan Club Washington, DC	\$8,214,422	The Metropolitan Club	Beyer Blinder Belle	October 2020
Atelier Apartments at Glenmont Metrocenter Silver Spring, MD	\$41,600,000	Buchanan Partners	Dwell Design Studio	November 2020
801 E Single Men's Shelter Washington, DC	\$33,000,000	DC Department of General Services	Wiencek + Associates	January 2021
Long Bridge Aquatics & Fitness Center and park expansion Arlington, VA	\$54,700,000	Arlington County	Page Southerland Page, Inc	July 2021

Attachment B – Major Projects Completed in Last Five Years

NOTE: Information for additional projects (under \$5 million) available upon request.

Project	Contract Amount	Client	Architect	Date Completed
American Petroleum Institute Washington, DC	\$6,100,000	American Petroleum Institute	OTJ	December 2018
Bancroft Elementary School Washington, DC	\$63,000,000	DC DGS	Ayers Saint Gross	August 2018
Milton Gottesman Jewish Day School of the Nation's Capital Washington, DC	\$22,000,000	The Jewish Primary Day School	Geier Brown Renfrow	August 2018
St. Edward's Student Housing Austin, TX	\$31,000,000	St. Edward's University	Sasaki	July 2018
Prince George's Community College Culinary Arts Center Largo, MD	\$17,854,000	MD DGS	Grimm + Parker	March 2018
Gerald L. Boarman Discovery Center at Bullis School Potomac, MD	\$27,413,869	Bullis School	Duda Paine	September 2017
PEPCO Waterfront Substation Washington, DC	\$48,592,705	ABB, Inc.	MGMA	July 2017
Kenilworth Recreation Center Washington, DC	\$14,000,000	DC DGS	Bell Architects	April 2017
64 New York Avenue Garage Washington, DC	\$6,000,000	BREOF 64 New York Avenue REO, LLC	Gensler	January 2017
4735 Bethesda Avenue Bethesda, MD	\$6,400,000	JBG Companies	Morris Adjmi Architects	October 2016
Virginia Theological Seminary Student Housing Alexandria, VA	\$17,500,000	Virginia Theological Seminary	Kerns Group Architects	October 2016
Woodridge Neighborhood Library Washington, DC	\$16,085,000	DC Public Library	Bing Thom Architects	September 2016
Staybridge Suites Fort Belvoir, VA	\$20,669,000	LendLease Americas	Chasen B. Garrett	September 2016
Payne Elementary School Washington, DC	\$24,522,000	DC DGS	Marshall Moya	August 2016
Readiness Center La Plata, MD	\$9,280,000	State of Maryland DGS	Whitman Requardt	January 2016
SRA Headquarters Chantilly, VA	\$10,124,000	SRA International, Inc.	Interior Architects	December 2015

Project	Contract Amount	Client	Architect	Date Completed
Merritt Middle School MPD Conversion Washington, DC	\$22,345,000	DC DGS	DLG Group Sorg	July 2015
Marine Corps University Marine Corps Base Quantico, VA	\$88,501,810	NAVFAC	AECOM	August 2015
Gonzaga College High School Garage, Stadium & Eye St. Washington, DC	\$17,426,000	Gonzaga College High School	Geier Brown Renfrow	July 2015
Woodmont Country Club Rockville, MD	\$20,000,000	Woodmont Country Club	Chapman Coyle Chapman	June 2015
The University Club Washington, DC	\$8,300,000	The University Club	BBG-BBGM	June 2015
Chevy Chase Club Chevy Chase, MD	\$16,398,000	Chevy Chase Club	Bowie Gridley Architects	May 2015
Grand Hyatt Washington, DC	\$9,243,000	Host Hotels & Resorts	TVS Architects	May 2015
Congressional Country Club Bethesda, MD	\$5,710,000	Congressional Country Club	Girard Engineering	September 2014
Potomac Annex Renovation Washington, DC	\$6,000,000	GSA	Karn Charuhas Chapman & Twohey	October 2014
FBR Arlington, VA	\$6,466,000	FBR & Co.	Collective Architecture	October 2014

Attachment C – Experience of Key Members

Name	Title	Years of Experience
Patrick J. Caulfield	President	42
Terrance C. Coakley	CEO	44
Terrence Caulfield	Secretary/Treasurer and Senior Vice President	32
Lynn Bennett	Executive Vice President	37
Joanne Sherwood	Chief Financial Officer	32
Greg Harraka	Senior Vice President	38
William Simons	Senior Vice President	40
Sean Coakley	Senior Vice President	19
James Gallagher	Vice President	43
David Woodyard	Vice President	39
Howard Chapman	Vice President	35
Ted Wrobel	Vice President	33
Blake Clancy	Vice President	20
Sherry Kissal	Vice President	19