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## CORPORATE OVERVIEW

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### July 2023

Founded in 1909, The John E. Green Company (JEG) is a private, family-owned, union Mechanical and Fire Protection contractor headquartered in Highland Park, Michigan. JEG is consistently rated one of the largest, most diversified, full-service union contractors in the United States. JEG's skilled UA field team installs Piping, Plumbing, Fire Suppression, Fabrication and Service. In addition to our Highland Park Corporate campus (seven buildings, 50,000 square feet), JEG has offices in Southfield, Ann Arbor, Lansing, Saginaw, and northern Michigan, as well as an operation in Spring Hill, Tennessee.

JEG is now led by majority owner Michael J. Green, JEG's President & CEO. Under Mike's direction since 2012, JEG has emerged from difficult company and industry times with our talented, dedicated team members and a renewed purpose. Mike established the current JEG business units – Construction (Southeast Michigan), Design Build, Process Piping, Fire Protection and Saginaw - and states, "JEG has recommitted our efforts to our top markets - Michigan and Automotive". During this span, the Green Team has thrived. JEG now employs nearly 1,000 people and has tripled annual revenues in the last decade, which will approach a half Billion for 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 the team of 25+ professional engineers, 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, difficult design assist automotive projects. Most recently, JEG has been the IPD Mechanical Trade partner for three "mega" Battery plants, "Overseeing all Piping, Plumbing and Sheet Metal installation, from preconstruction through construction", per Todd. 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 performed over seven thousand (7,000) projects for over one thousand (1,000) different customers in 2022.

Managing, administering, and accounting for this amount of work, JEG's multiple fabrication, assembly, and warehouse facilities; *and* 1,000 customers 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 110 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!

**Respectfully,**

**The John E. Green Company Team**

[Visit our website at johnegreen.com](http://johnegreen.com)



BUSINESS OFFICE UNIT	CONTACT	PHONE NUMBER
<b>Corporate Headquarters</b> 220 Victor Avenue Highland Park, MI 48203 (313) 868-2400	Michael J. Green - President & CEO John R. Stelter - Chief Financial Officer & Treasurer Robert Martin - Chief Operating Officer Dennis Quinn - Corporate Safety Director Jon Gaska - Corporate Quality Director Marlee Bresso - Human Resources Director Mike Luker - Corporate Warehouse Manager	(313) 852-3387 (313) 852-3332 (313) 852-3371 (313) 218-6669 (313) 348-6954 (313) 852-3370 (313) 852-3361
<b>Business Development</b>	Benjamin J. Green - Executive Vice President - Business Development & Construction Dino Marra - Director, Business Development Craig Pessina - Director, Business Development Tom Gibbons - Director, Business Development	(313) 806-3932 (586) 295-0584 (248) 866-2750 (734) 776-1691
<b>Detroit Mechanical / Fabrication Shop</b>	Mark Jones - Vice President - Estimating Jason Bantau - Fabrication Shop Supervisor	(313) 378-9890 (313) 549-7105
<b>Service</b>	Bob Kieleszewski - HVAC Service Director <b>Emergency 24/7 Service</b>	(313) 852-3394 <b>(888) 918-7002</b>
<b>Process Piping Group</b>	Alex Brown - Process Group Manager	(313) 852-3335
<b>Fire Protection Group</b>	Rod Mathis - Vice President - Fire Protection	(313) 852-3596
<b>Design Build Division</b> 26555 Evergreen Road Suite 1501 Southfield, MI 48076	Todd Pugh, LEED AP - Executive Vice President/Division Manager Al Sulkowski - Project Director	(248) 228-3906 (313) 590-0332
100 Saturn Parkway Trailer City Spring Hill, TN 37174	Keith Dettling - Area Manager, Tennessee	(734) 645-0387
<b>Ann Arbor Office</b> 2453 S. Industrial Hwy. Ann Arbor, MI 48104	Brent Jansson - Area Manager	(734) 787-9699
<b>Lansing Office</b> 4910 Dawn Avenue East Lansing, MI 48823	Jeff Daigle – Branch Manager	(517) 256-9967
<b>Saginaw Office / Fabrication Shop</b> 778 Bridgeview South Saginaw, MI 48604	Jason Essex - Vice President - Saginaw Brian Anderson - Fabrication Manager Anthony VanDeventer - Service Manager	(989) 759-8108 (989) 996-0592 (989) 395-1530
<b>Petoskey Office / Traverse City</b> 601 Porter Street Petoskey, MI 49770	Noris (Mac) McAdams - Area Manager - Mechanical Kevin Shaw - Area Manager - Fire Protection Tim Coen - Service Manager - Mechanical	(231) 286-6566 (231) 286-6148 (231) 286-6515