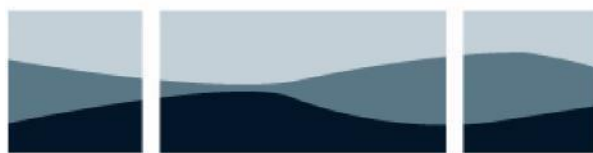


# ETMC



East Tennessee Mechanical Contractors

## CAPABILITIES STATEMENT

East Tennessee Mechanical Contractors, Inc.  
109 Bertrand Street  
Knoxville, Tennessee 37917  
Tel (865) 522-6108  
Fax (865) 637-6532  
[www.etmccorp.com](http://www.etmccorp.com)





## COMPANY PROFILE

### CONTACT INFORMATION

PHONE  
(865) 522-6108



EMAIL  
etmccorp@etmc-inc.com



WEBSITE  
www.etmccorp.com



ADDRESS  
109 Bertrand Street  
Knoxville, Tennessee 37917



### DIFFERENTIATORS

We offer cost competitive work, timely execution of tasks, environmentally sound methodologies, and safe practices. Our customers are provided with quality workmanship, flexibility, emergency response, and resourceful project implementation.

We make safety our priority

We make it our goal to finish every project injury and incident free. Our OSHA reports illustrate that we have been injury and incident free since 2005. We have US DOE ORO approved Quality Assurance Plans.

- Safety training (first aid, CPR)
- Daily site walk-through observations
- Weekly safety meetings

We have the experience to accurately estimate project costs which allows us to proactively manage project risks.

We employ highly experienced estimators, engineers, project managers, superintendents, and workforce to effectively and efficiently fulfill each project.

Our project support personnel shares experiences and lessons learned adding knowledge to the demands of each project.



## East Tennessee Mechanical Contractors, Inc. CAPABILITIES STATEMENT

East Tennessee Mechanical Contractors, Inc. (ETMC) is a minority-owned, small business construction company based in Knoxville, Tennessee, specializing in facilities management, general construction, and mechanical construction.

ETMC successfully graduated from the U.S. Small Business Administration 8(a) Program over 10-years ago and has been expanding for more than 30-years. We have charted strategic paths of industrial and economic growth and have continued to re-engineer our operations and management processes. Our slogan, "A Formula For Success" is a short description of why we are here to do business. What sets ETMC apart from other construction companies is its forward-thinking and client-focused services. We have served over 50 clients and have strong working relationships with major leaders such as the U.S. Department of Energy Oak Ridge Operations,

DUNS Number: 012778403  
License: State of Tennessee  
Contractors Number 00021977

### CERTIFICATIONS:



### CORE COMPETENCIES

- Facilities Management and Maintenance
- General Construction
- Mechanical Design and Construction
- HVAC Installation and Maintenance
- Construction Management
- Contract Administration
- Staff Augmentation
- Technical Support
- Other Operational and Support Functions
- Training

### NAICS Codes

- 221310-Water Supply and Irrigation Systems
- 236116 New Multifamily Housing Construction
- 236210-Industrial Building Construction
- 236220-Commercial And Institutional Building Construction
- 237110-Water and Sewer Line and Related Structures Construction
- 237990-Other Heavy and Civil Engineering Construction
- 238160-Roofing Contractors
- 238220-Plumbing, Heating and Air-Conditioning Contractors
- 493110-General Warehousing and Storage
- 541320-Landscape Architectural Services
- 541330-Engineering Services
- 541513-Computer Facilities Management Services
- 541611-Admin Mgmt and General Mgmt Consulting
- 541612-Human Resources Consulting Services
- 541613-Marketing Consulting Services
- 541613-Marketing Consulting Services
- 541614-Process, Physical Dist, and Logistics Consulting
- 541618-Other Management Consulting Services
- 541690-Other Scientific and Technical Consulting
- 541990-All Other Professional, Scientific, and Technical
- 541990-All Other Professional, Scientific, and Technical
- 561110-Office Administrative Services
- 561210-Facilities Support Services
- 561730-Landscaping Services
- 611710-Educational Support Services
- 624310-Vocational Rehabilitation Services



East Tennessee Mechanical Contractors, Inc.

## ABOUT THE PRESIDENT & CEO

### Mark Deathridge

#### PROFILE

Mr. Deathridge provides overall management direction for projects, establish and monitor project objectives and policies, maintain liaison with prime contracts, and monitors construction and financial activities through administrative direction of project management and supervision.

PRESIDENT &  
CEO

#### WORK EXPERIENCE

Mr. Deathridge has forty (40) years' experience in the construction industry. As President/CEO of East Tennessee Mechanical Contractors, Inc., (ETMC), responsibilities include the daily management of corporate affairs, directly supervising the financial, administrative and marketing efforts of the corporation. He handles final negotiations of the terms and conditions of corporate contracts. He is responsible for the development and management of marketing strategies for the firm, overseeing the development and direction of administrative policies and market analysis to support future decision-making and strategic planning.

After the successful participation in the U. S. Small Business Administration Section 8(a) program, he has expanded the company's abilities to include contract administration, project management, technical support, safety compliance and quality assurance and training throughout the southeastern region for commercial and industrial markets, with emphasis on government contracts. He has been personally responsible for the company's growth and proven performance at the Department of Energy, Oak Ridge Field Office, CNS Energy Systems, ORNL Oak Ridge, and UCOR Oak Ridge.

ETMC has offices in Knoxville, Oak Ridge and Nashville, Tennessee. Its present and past projects include the National Museum of African American Music Nashville, The Change Center Knoxville, The Department of Energy, Roads/Grounds, Heavy & Light Equipment Maintenance Oak Ridge, MLS Stadium Nashville, Oak Ridge National Laboratory and Metro Nashville Airport Authority, CNS Basic Ordering Agreement Oak Ridge, Nashville Convention Center, Meharry Medical College Student Center and The Bridge Stone Head Quarters Nashville. Over the past five years, the company has shown a consistent 15% growth rate.

#### EDUCATION

University of Tennessee Alumni  
Mechanical Engineering Study

📍 KNOXVILLE, TN

Tusculum College  
Applied Operational Management

📍 TUSCULUM, TN

#### PROFESSIONAL REGISTRANTS

- TN General Contractor CMC, BC, CE, MU (Unlimited)
- Georgia Institute of Technology, Underground Storage Tank Removal
- Carrier Corporation, HVAC Training
- Interactive Graphics Systems, AD/380 Operations
- Walter State Community College, Community Development Training

#### MEMBERSHIPS & AFFILIATIONS

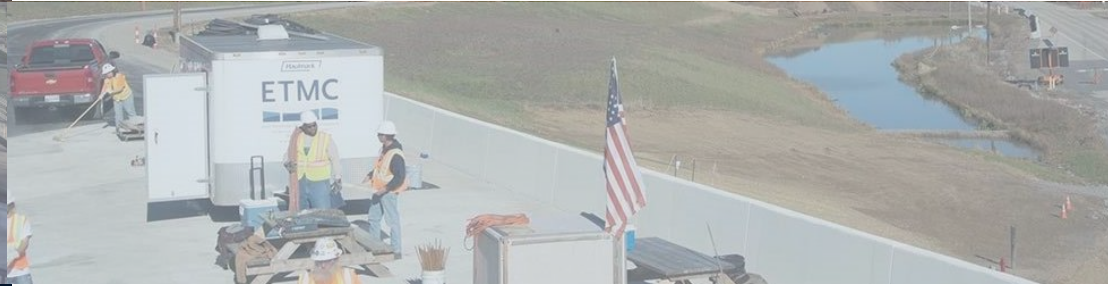
- African American Economic Development Coalition (AAEDC)
- Board Chairman Black Business Contractors Association (BBCA)
- Tennessee Minority Suppliers Development Council (TMSDC)
- Oak Ridge Chamber Partnership
- National Association for the Advancement of Colored People (NAACP)
- Chief Manager Southeastern Constructors Nashville
- President Euphony Four



East Tennessee Mechanical Contractors, Inc.

## CAPABILITIES STATEMENT

### COMPANY EXPERIENCE



### OUR TEAM VISION

As a strong and successful team, we draw upon our varied resources. We offer some of the best and most qualified staff. ETMC has been in business for more than 30 years and brings unique and project specific experience to every project.

### DIVERSITY

Diversity is a core value here at ETMC. We strive to excel by utilizing a culture of inclusion. ETMC has strived to enrich both community and clients with unique partnerships and construction management services. ETMC is a certified Minority-Owned Business and brings our unique perspective to each project. We have developed relationships with subcontractors and vendors over the past 30 years to fulfill our diversity goals of achieving a minimum of 20% diversity on each project. ETMC is a founding member of the East Tennessee Minority Supplier's Development Council.

### FINANCIAL STRENGTH

ETMC is a financially sound company with a current bonding capacity of \$15M on a single project and our aggregate limit can be extended with normal underwriting requirements. Our Commercial General Liability and Products liability insurance is \$2M, with Automobile Liability coverage at \$1M and Excess / Umbrella Liability for each occurrence of \$2M. We have never defaulted on a project, and we have a long history of profitable work. Our financial strength provides assurance that we can see all projects through to completion.

### SAFETY PROGRAM

ETMC has developed, and continuously updates, a streamlined functional organization and operations system. ETMC has a U.S. Department of Energy 851 Plan. We utilize site-specific technical and maintenance baselines that include all related tasks, watch standing schedules, quality assurance (QA) quality control (QC) standards, checklists with work order schedules developed and issued on a daily and/or weekly basis, along with associated staff assignment schedules. Our systems accurately define scope, schedule, budget, operational parameters and reporting requirements. Any variances that fall outside of acceptable performance standards are reviewed, analyzed and corrective actions formulated and implemented.

A site-specific plan is developed for each project based on our corporate guidelines and the best practices developed on similar projects. ETMC's safety program produces results. ETMC's EMR is 1.2 for 2022.

### QUALITY CONTROL PROGRAM

ETMC strongly advocates employing a project specific Quality Control Plan. We feel that the backbone of a successful quality control program is the development and implementation and administration of a submittal review process, testing and inspection procedures. Important activities also include explicit and well documented communications with subcontractors and vendors, as well as the timely correction of any work that does not conform to contract documents and requirements. Key elements to a strong QCP include the following: Subcontractor Prequalification Process & Quality Control Matrix.

*"Our priority is to team with all constituents to assure that activities are not interrupted in the overall operations"*





## East Tennessee Mechanical Contractors, Inc.

### CAPABILITIES STATEMENT



COMPANY  
EXPERIENCE



MCGHEE-TYSON  
MUNICIPAL AIRPORT  
ALCOA, TN



NISSAN  
HEADQUARTERS  
COOL SPRINGS, TN

ETMC has served as a prime contractor for the U.S. Department of Energy, Oak Ridge, TN Operations for over 30 years, ETMC has also had subcontracts with Y-12, LLC, Veterans' Administration, Knoxville Utilities Board, Knoxville Community Development Corporation (KCDC), Brasfield & Gorrie, LLC, Oak Ridge National Laboratory, TN Department of Transportation, Great Smoky Mountains National Park Service, McGhee-Tyson Airport, Blue Cross / Blue Shield, Nissan Corporation, Rentenbach, Bell & Associates, Skanska, Messer, Barton Malow and many others.

The company has developed a strong, but flexible approach, to project management and execution that addresses the unique and different circumstances of each project site. ETMC's history is supported by major project successes, including working on our third five-year prime contract with the U.S. Department of Energy in excess of \$60 million, resulting in a savings to the government of more than \$5 million dollars and performance as a prime contractor in the Nashville area for the past 17 years. Over the company's thirty plus year history, ETMC has successfully entered into and successfully developed strategic partnerships to broaden our capabilities and bring expanded services to our customers and project capabilities. These partnerships have been the responsibility for many high-profile projects such as the Titan Stadium, Country Music Hall of Fame, Nissan Headquarters, 5th & Main, Centennial MOB and Centennial Ambulatory Surgery, Blue Cross/ Blue Shield Headquarters, Hope VI Demo/Revitalization Project, Metro Nashville Schools, and many others. ETMC has a proven ability to develop and successfully work with other competent and success-oriented companies to provide customers with quality, efficiency, timeliness, and cost management techniques to meet our customer's objectives and goals. Best Management Practices are used for the protection of the environment and are planned and implemented at the very start of all projects. Our team always presents ideas associated with value engineering to help select the most constructive, cost-effective solutions.

ETMC holds a Tennessee General Contractor's License No. 00021977 with qualification codes, CMC, BC, CE, MU, HRA—Unlimited and is also certified as a Minority Business Enterprise (MBE) by the following state and local agencies:

- Knox County Government
- Governors Office of Diversity Business Enterprise
- Tennessee Drug Free Workforce Certification
- Tennessee Minority Supplier Development Council

As a General Contractor, ETMC concentrates on six (6) critical areas:

- Contract Administration
- Project Management
- Technical Support
- Safety Compliance
- Quality Assurance
- Training

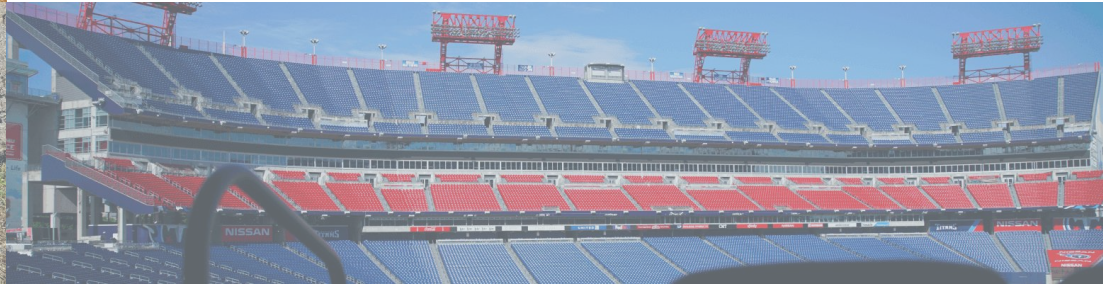




East Tennessee Mechanical Contractors, Inc.

## CAPABILITIES STATEMENT

COMPANY  
EXPERIENCE



### CHANGE CENTER KNOXVILLE, TN

\$3.5 million, 22,000 sq.ft Change Center provides recreational activities including a recording and mixing studio, rock wall and skate rink. However, fun isn't the only thing the center offers. Job opportunities such as direct entry level jobs and training, job connections and entrepreneurial job creation are also offered. Additionally, Change Center provides youth leadership training mentorship to decrease the amount of violence in the Knoxville community. The facility offers part-time employment, job training and gives connections to community job opportunities through their partnerships with local businesses for employees also.



### NATIONAL MUSEUM OF AFRICAN AMERICAN MUSIC NASHVILLE, TN

\$24 million, 56,000 sq.ft museum located at the Fifth + Broadway complex in Downtown Nashville, TN. The museum showcases the musical genres inspired, created, or influenced by African-Americans with five permanent themed galleries, a 200-seat theater and traveling exhibits". The museum showcases more than fifty musical genres that were inspired, created, or influenced by African American culture, ranging from early American religious music to hip-hop and Rhythm and Blues. Its collection will include up to 1,400 artifacts, including clothes and showcases the first traveling exhibit is expected to be about the Fisk Jubilee Singers.



### FIRST HORIZON BALLPARK NASHVILLE, TN

\$16M, The state-of-the-art facility is the official home of the Nashville Sounds Baseball Club. The park has also served as an events center for soccer, concerts, festivals, and various smaller public and private events. The state-of-the-art park includes many special elements that make the venue the best in Nashville. To name a few: a 360-degree game viewing experience; spacious concourses all within view of the on-field action; unique group outing spaces; an expansive club level with suites; LED and ribbon boards; and of course - the signature guitar scoreboard, bigger and brighter than ever.



### 505 NASHVILLE, TN

\$4.5M Rising 45-stories above the Music City, this is the largest residential tower in Nashville. The cast-in-place concrete structure consists of seven below grade floors comprised of parking, along with 350 apartment units, 200 condos, and first-class amenity and retail space. The building envelope is a window wall system with curtain wall at the retail and amenity levels. The roof hosts two separate central plant facilities to accommodate the apartments and condos as separate entities. 505 is currently the second tallest high-rise in Nashville.







Southeastern Constructors, LLC. SUBSIDIARY OF ETMC

## CAPABILITIES STATEMENT

### COMPANY EXPERIENCE

#### NASHVILLE SC SOCCER STADIUM NASHVILLE, TN

\$6M Nashville SC, one of the league's newest expansion teams, will play in the largest soccer-specific stadium in the U.S. when their new home is completed in 2022. The stadium will be highly multi-functional with the versatility to accommodate other premier events. The proposed seating capacity of 30,500 for soccer will also allow MLS to have a destination stadium in one of the nation's most vibrant cities to host larger events and matches. The stadium's design will encompass the true spirit of Nashville in its aesthetics, and function. While the facility will be state-of-the-art, it will also blend seamlessly within the historic architecture of the area and mesh with the fabric of the city and surrounding neighborhoods.



#### BNA CONCOURED & TERMINAL WINGS NASHVILLE, TN

\$14 million BNA Concourse D and Terminal Wings project set a new standard for progressive design-build. In just 29 months, the design and construction of this 302,400 SF project— which includes 240,000 SF of new work and renovation of 93,000 SF in the existing active terminal— were completed. Due to the unanticipated 15% increase in passengers per year after design commenced, the team incorporated over \$70 million of additional scope to adjust to this growth without affecting passengers, airport tenants, or the schedule. The team successfully relocated every airline's ticketing operation and TSA security screening without interrupting a single flight.



#### OMNI HOTEL NASHVILLE, TN

\$13M The 1.25 million sq ft, 800-room Omni Hotel includes 80,000 sq ft of meeting and event space and a 308,000 sq ft, 640-space below-grade parking deck. The meeting space is comprised of a 25,000 sq ft ballroom, a 15,000 sq ft ballroom, and 24,000 sq ft of breakout meeting rooms. Also included in the hotel are a 225-seat three-meal restaurant, a 170-seat fine-dining restaurant, a 200-seat live entertainment food venue, and a coffee shop.



#### LIFEWAY OFFICE BLDG NASHVILLE, TN

\$2 million, 273,000 sq.ft new urban corporate headquarters for LifeWay Christian Resources. The project features an office building designed and constructed to last 100-plus years and a 287,233-SF, 820-space parking garage. This project is part of the emerging 32-acre Capitol View campus, a mixed-use urban development in Nashville's central business district.







Southeastern Constructors, LLC. SUBSIDIARY OF ETMC

## CAPABILITIES STATEMENT

### COMPANY EXPERIENCE

#### NISSAN HEADQUARTERS NASHVILLE, TN

\$11M, 500,000 sq.ft, new Nissan North American corporate headquarters facility in Franklin, Tennessee. The corporate headquarters located 10 miles south of downtown Nashville includes a ten-story building with 450,000-SF of office space and an adjacent four-level, 1,135-space parking garage with an attached fitness center. Video conferencing centers and large, alternating atriums on each of the building's nine main floors will encourage cross-functional collaboration among employees. The building is designed to be environmentally sensitive, with features such as exterior sunshades to reduce building solar load and an interior lighting management system for energy savings. Nissan also plans to enhance 2.5 acres of natural wetlands located on the site.



#### BRIDGESTONE TOWER KNOXVILLE, TN

\$11M, 514,000 sq.ft Bridgestone Tower is in the heart of downtown Nashville at the intersection of 4th Avenue South and Demonbreun Street. It's home to more than 1,700 teammates and contractors. The building itself enhances Nashville's skyline and represents best practices in a workplace environment. Bridgestone tower is a 30-story high-rise building. Targeting LEED Gold certification. Filled with natural light and collaborative spaces. Amenities including cafeteria, fitness center and coffee/juice bar



#### BNA GARAGE C NASHVILLE, TN

\$1M, 64,000 sq.ft. The project also includes a two-story office building for the Airport's administration and a rooftop public plaza separately accessible by the administration and the public. The plaza and Administration Building account for nearly 50 percent of the top level of the garage. The plaza is planned as a place of rest for travelers as they disembark and as a respite area for the administration during their workday. The project includes a pedestrian bridge connecting the plaza to a future terminal. The garages and admin buildings were designed for LEED Silver and ParksSmart Bronze certifications.



#### NISSAN STADIUM NASHVILLE, TN

\$15 million, 67,000-seat stadium was constructed as the home of the NFL Tennessee Titans. Completed the underground piping and all HVAC/Mechanical systems for the Tennessee NFL Stadium. The main structure of the stadium is entirely poured-in-place and precast concrete.

