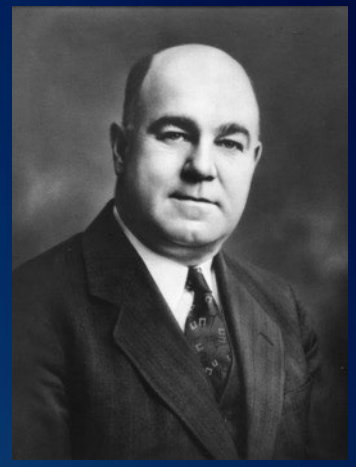
Doing Business with JE Dunn

October 30th, 2024

ABOUT US



Get the best people you can get, give them interesting and challenging work and let them share whatever rewards there are in the company.

- Ernie Dunn, Sr. (1893 - 1964), Founder, JE Dunn Construction

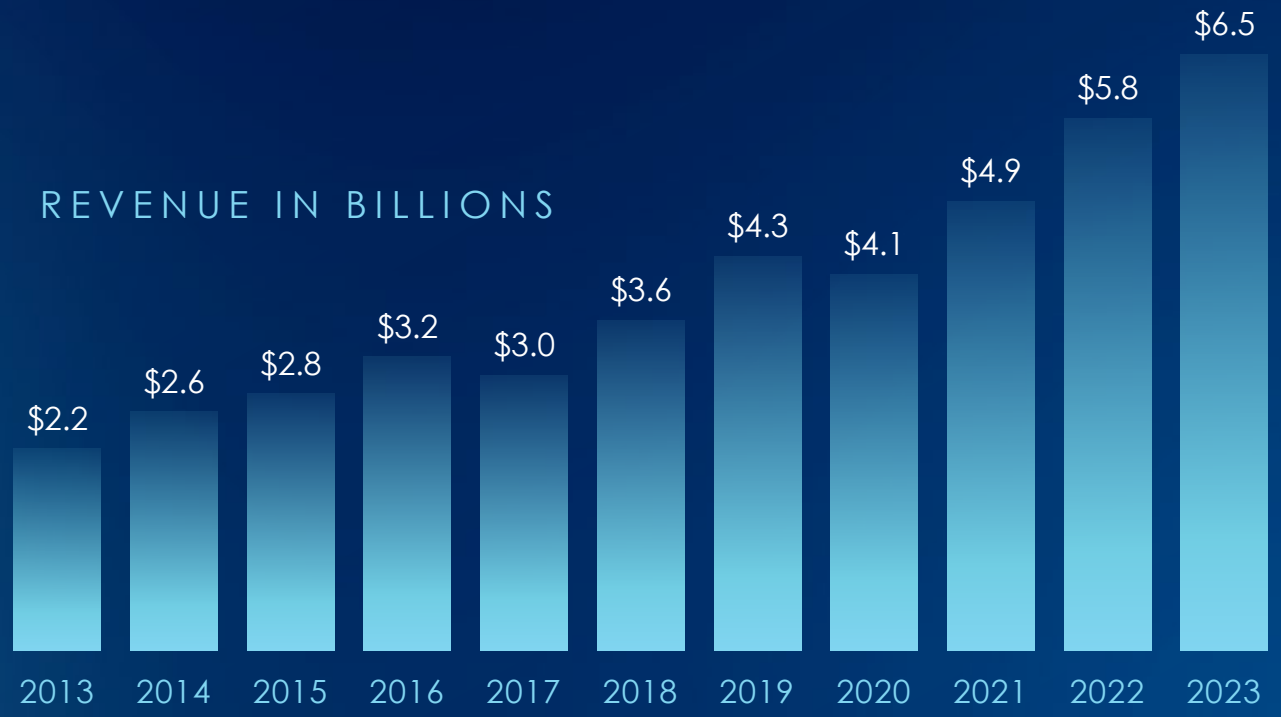
73% OWNED BY DUNN FAMILY

27% ESOP OWNED



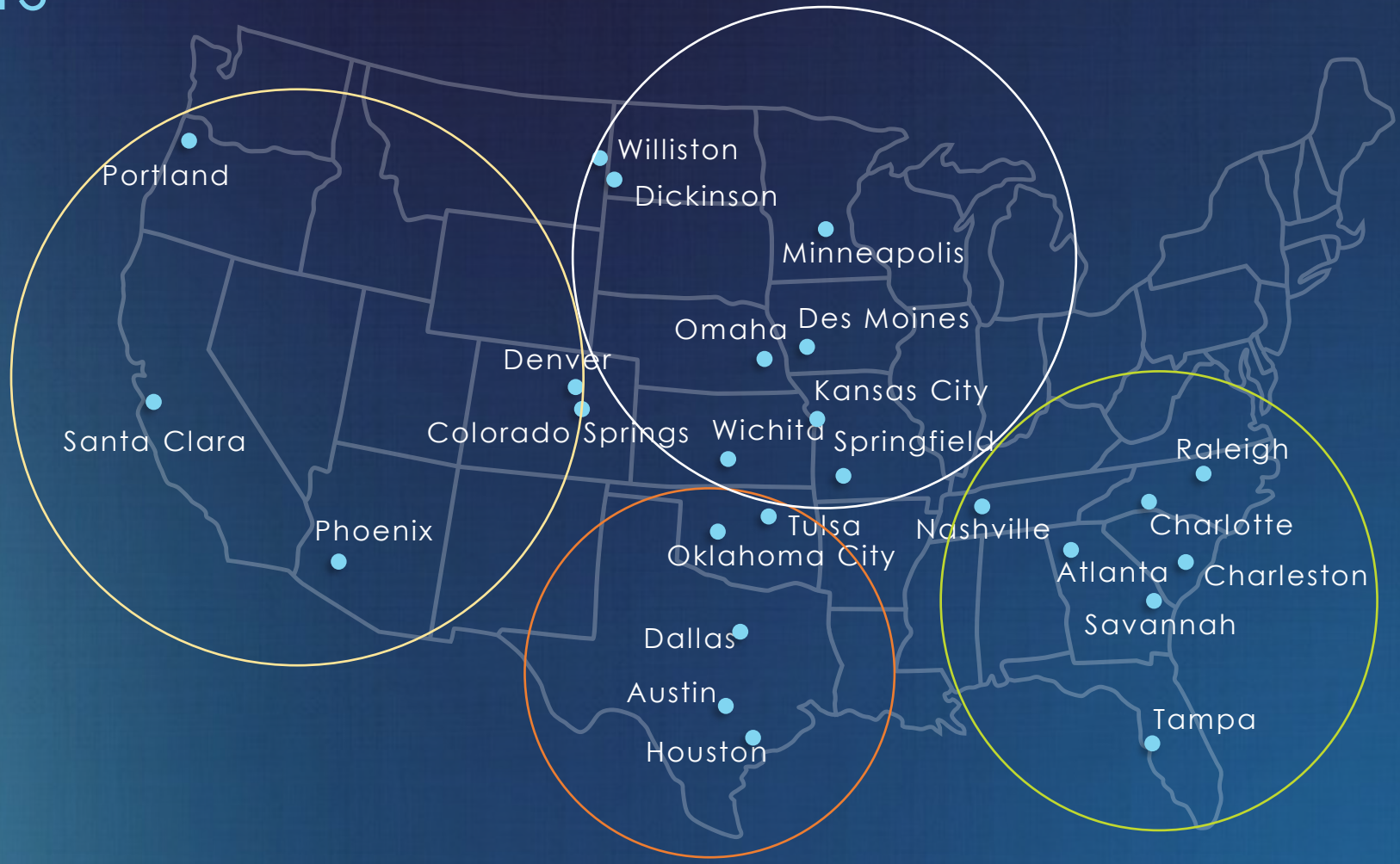
$6.5B
2023

REVENUE IN BILLIONS



A **NATIONAL** NETWORK WITH **26** OFFICES AND **10+** MARKETS

- Multi-Family
- Student Housing
- Mixed-Use / Retail
- Commercial Office
- Education (K-12 & Higher)
- Healthcare
- Hospitality
- Sports
- Aviation
- Industrial / Manufacturing
- Mission Critical
- Advanced Industries
- Justice & Correctional
- Government
- Federal



Pricing with JE Dunn

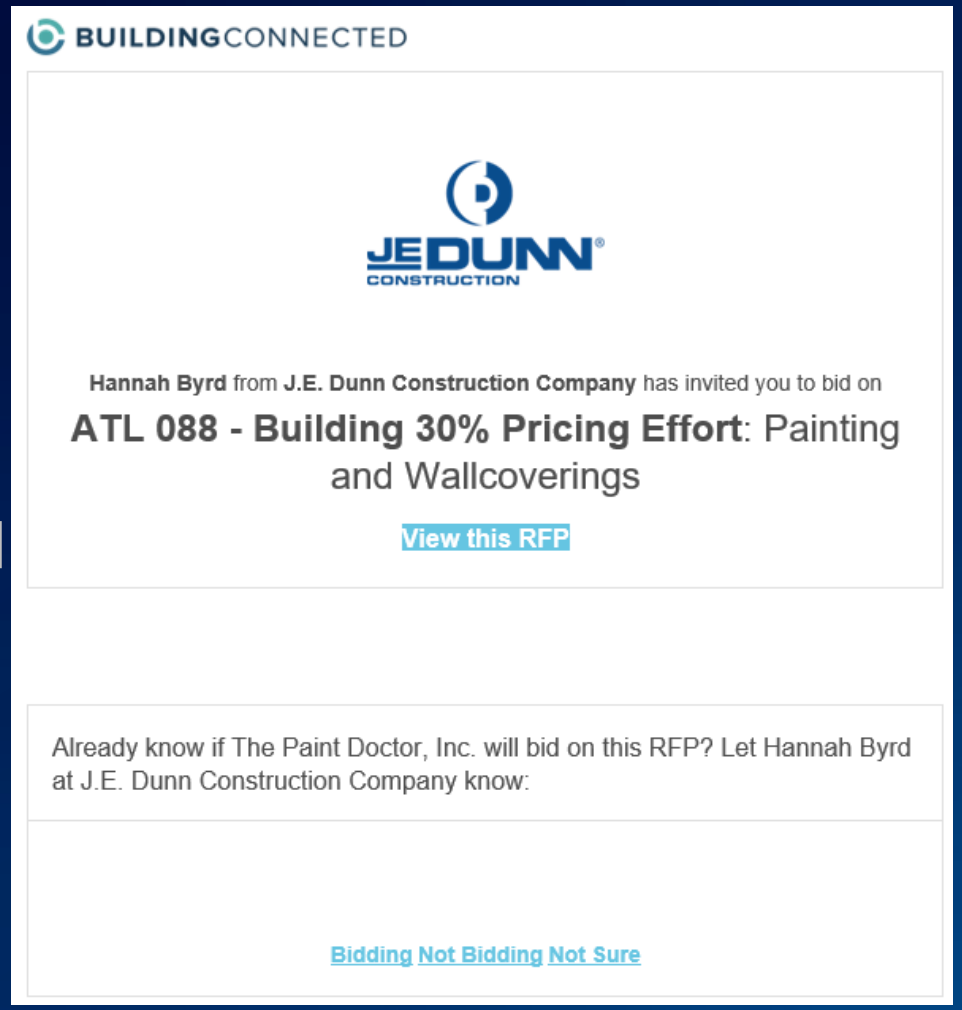
- Invitation through Building Connected
- Budgeting from early design phases through to Final Documents
- Input from trade partners for scheduling, constructability and value-added alternatives.
- Competitive but fair process
- Follow up after award

BUILDINGCONNECTED



Building Connected

- On-Line Invitation to Bid system
- Please Respond! RSVP Now!
- All plans, specs and other bid information can be downloaded and printed, or, you can forward to your local printer to print out for you.
- RFI's, Addenda and other Notifications



Your Proposal

- Clear, Correct, Complete and Concise
- Use the Bid Form, if provided
- E-mail proposals or upload to Building Connected
- Clarifications are good, but cover the scope required
- May ask for additional time, if possible…but please ask!
- Scope Meetings if under consideration



Get Prequalified!

JE Dunn | Subcontractor Management System (SMS)

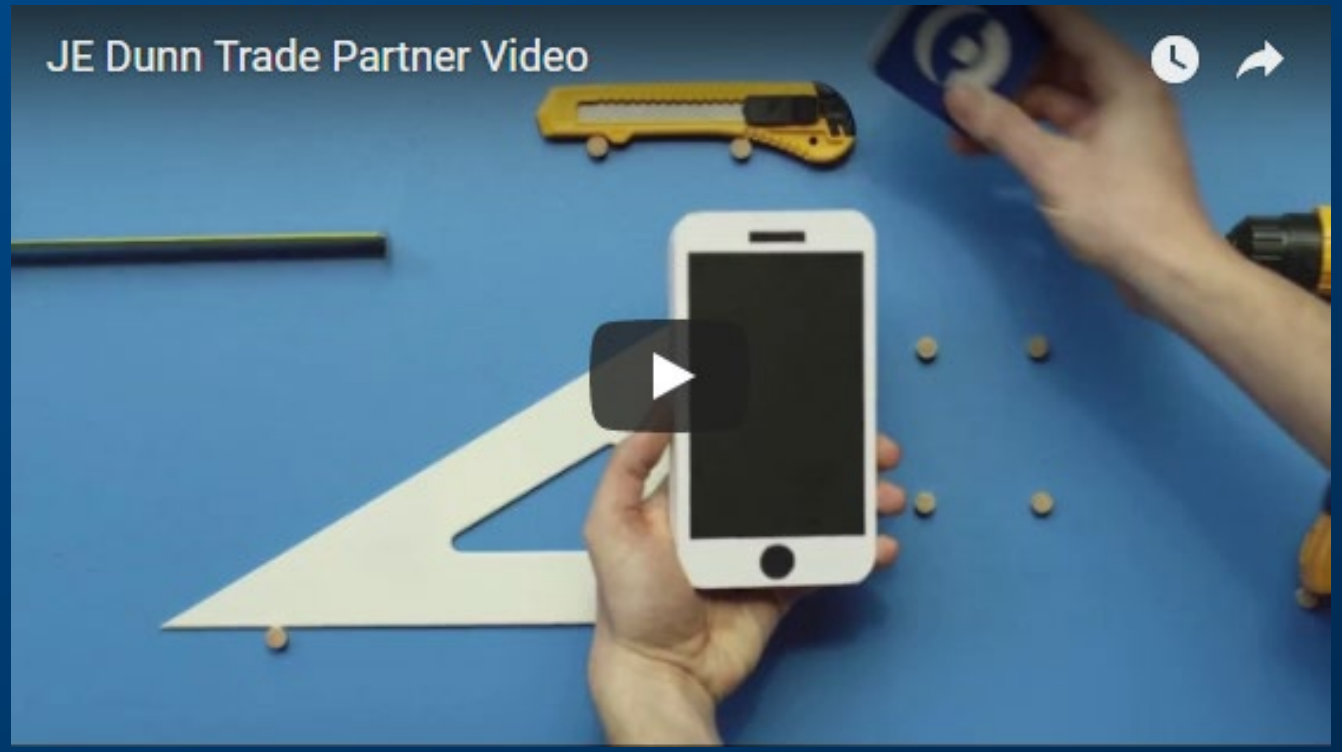
JE Dunn | Prequalification Process

SMS provides a mechanism for prequalification review. Include NOT Exclude

The JE DUNN Subcontractor Management System (SMS) is a communication tool developed to compile and report trade partner and vendor qualification data for purposes of risk underwriting and decision-making support. SMS collects categorical and numerical data regarding a company's work locations, financial condition, safety metrics, project experience, and more.

All prospective businesses are encouraged to open and maintain an updated SMS profile. It will be required prior to contracts being issued.

Prequalification – What is it?



Prequalification – What is it?

- Provides a platform to get to know your business…
  - Tax id/W9, contact info, certs – Who are you?
  - Work locations, CSI codes – What do you do? Where?
  - Financial capabilities – What resources do you have to support your business?
  - Safety performance – What are you doing to ensure a safe work environment?
  - Project references, backlog – What have you been up to?

- Helps develop our understanding of local trade resources

Prequalification – Why is it Important?

- Construction projects are complex, costly, time sensitive…RISKY

- Prequalification protects the project and its stakeholders – including you!

Prequalification – Why is it Important?

- Reduces uncertainty – improves decision making/communication

- First step prior to working with JE Dunn
    1. Feeds your information to our Risk Management sytems
    2. Sets up your business partner account for payment
    3. Access to Dunn Dashboards

- Prevents business relationships from being “siloed”

Trade Partner Registration (SMS) Process

1. Go to **https://sms.jedunn.com**

2. Request an Account (or login to existing)
   - Submit W9 and basic company info

3. JE Dunn IT will verify your information and setup your account
   - You will receive email confirmation when this is complete (may take up to 3 days)

4. Login and complete or update your prequal submission

Upcoming Opportunities (Partial)

- KSU Summit II Dormitory – $38,500,000 (March 2025)
- University of North Georgia STEM Bld - $36,700,000 (Fall 2025)
- Berry College Pilgrim Hall Renovation - $10,000,000 (Summer 2025)
- Dual Brand Atlantic Station Hotel - $68,000,000 (Summer 2025)
- Various Healthcare Projects
- Georgia Tech Nano Cleanroom - $2,335,000 (January 2025)



JE DUNN CONSTRUCTION

THANK YOU

THANKS