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# Company Profile



**Established** 1984

**Leadership** Andrew Coull, President  
Christopher Oldham, Executive VP  
Richard Gilfoy, CFO  
Joshua Brandt, COO  
James Fabbri, Chief Estimator

**Services** StartSmart® Preconstruction Program  
Design-Build  
Construction Management  
General Contracting

**Safety Statistics** OSHA Recordable Incidents (past 5 years): 0  
Experience Modification Rating: 0.86

**Safety Awards** Associated Builders and Contractors, Inc. (ABC)  
Safety Training Evaluation Process (STEP) Awards  
*6 Diamond (2011-2016)*  
*4 Platinum (2007-2010)*  
*7 Gold (1998-2006)*  
*6 First, Second, and Third Place Awards (1992-1997)*  
*(Note: ABC transitioned to STEP Awards in 1998)*  
2014 Engineering News-Record (ENR) Regional Best Projects  
*Best Safety Award*

**Industry Awards** ABC Excellence in Construction Awards  
*13 (ABC MA)*  
*3 (ABC National)*  
Additional ABC MA Awards  
*2 Building Green Awards*  
*1 Spirit Award*  
2014 ENR Regional Best Projects  
*Merit Award (Renovation/Restoration)*  
2014 Worcester Business Journal Best of Business  
*Best General Contractor*  
*(Note: final year category available)*  
2006 Nashoba Valley Chamber of Commerce Service Award  
2004 ABC Certificate of Commendation  
2004 Constructech Vision Award (Silver)

**Accreditations** ABC Accredited Quality Contractor  
ABC Certified Green Contractor  
USEPA Lead-Safe Certified Firm



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## Services

JM Coull, Inc. is a construction management, design-build, and general contracting firm specializing in new construction and renovation projects for our clients throughout New England. We have been providing solutions to our customers' building needs since 1984, bringing a focus on quality, safety, and partnership to each project.

### Focus Markets

- Life Sciences
- Advanced Technology
- Commercial
- Education
- Healthcare
- Institutional

### Specialties

- Cleanrooms
- Laboratories
- High-hazard material storage spaces
- Process-intensive projects

### StartSmart® Preconstruction Program

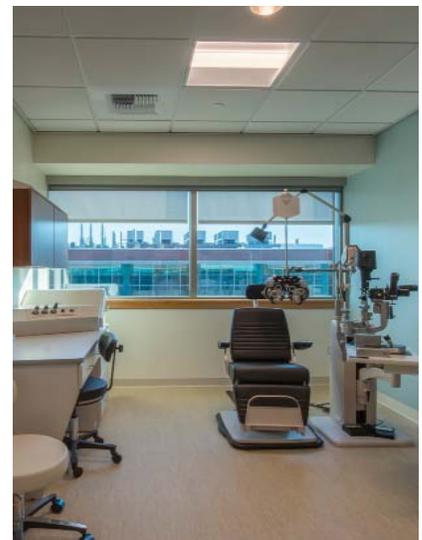
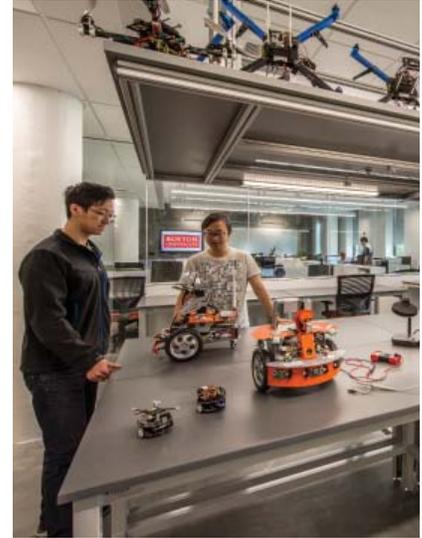
- Project programming
- Constructability consultation
- Site selection and evaluation assistance
- Building selection evaluation assistance
- Design and engineering assist
- Project budgeting and estimating
- Project scheduling
- Value-added engineering

### Construction Phase

- Design-build
- Construction management
- General contracting

### 100% Closeout Program

- Commissioning
- Quality control
- As-built documentation, operations & maintenance manuals
- Owner training
- Project accounting
- Occupancy
- Warranty management and follow up



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# Philosophy



JM Coull's approach to doing business aligns with our core values of integrity, unrelenting improvement, being solution-driven, and having empathy. Everything we do is in support of developing and maintaining long-term relationships with our clients and project partners.

Our corporate philosophy is built on three main principles: *safety, customer satisfaction, and quality.*

## Safety

- JMC was the first Massachusetts contractor to receive the Associated Builders and Contractors (ABC) Diamond level safety award, which is the highest level attainable. We have achieved Diamond level every year since 2011; previously we have earned Platinum and Gold awards.
- We consistently maintain an experience modification rating of less than one and regularly use subcontractors who do the same.
- We create site-specific safety programs and require a safety orientation for every person who works on the job.
- We engage a third-party inspection firm to make unannounced OSHA-like inspections on all of our jobs. We respond immediately to any issues and make appropriate adjustments for future improvements.

## Customer Satisfaction

- Our interactive process aligns all stakeholders' objectives right from the start. Our StartSmart® preconstruction program ensures our clients achieve the best value for their construction dollars.
- We guarantee customer satisfaction at the completion of the project with our closeout program.
- 75% of our company revenues derive from repeat business.

## Quality

- JMC is an Accredited Quality Contractor, a distinction conferred by ABC, one of the nation's largest construction trade associations.
- Our quality assurance program comprises systems and procedures that ensure attention to project details and we replicate successful results on every project.
- Quality control hinges on active communication – the process starts soon after project award, with meetings with JMC team members, design partners, clients, and any other stakeholders.
- Expectations for quality, finish levels, safety, and site organization are set early on with our subcontractors, whose work is closely inspected by our project superintendents.



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## JM Coull Leadership



Our leadership team embodies JMC's core values of integrity, unrelenting improvement, being solution-driven, and being empathic. Andrew Coull, president and owner, has been with JMC for nearly 30 years and is responsible for the overall performance of the company. He is known for building enduring relationships with clients and mentoring staff in JMC's philosophy of quality performance and customer care.



*Andrew Coull, President*

JMC's Executive Vice President and owner Christopher Oldham has been with the company for more than 20 years. During this time, he has filled many roles, from project manager, to project executive, to vice president of preconstruction, to his current role. He has been closely involved in many of JMC's projects, perhaps most notably our award-winning, \$34 million project for E Ink's Innovation Center in Billerica that involved consolidating two existing buildings into one 140,000 sf facility.



*Christopher Oldham, Executive VP*

Owner and Chief Financial Officer Richard Gilfoy has 17 years of experience as a CFO in the construction industry. He is responsible for the day-to-day operations of all areas of finance and accounting, financial planning and reporting, and safeguarding the assets of the company. He has a proven history implementing financial controls to owner contracts, conducting and leading monthly job project meetings with project teams, preparing monthly and quarterly consolidated financial statements, and maintaining all bank and bonding covenants.



*Richard Gilfoy, CFO*

Chief Operating Officer Joshua Brandt has been with JMC for over four years and has more than 10 years of experience managing a variety of construction projects. Josh understands all facets of the construction process, having started as a laborer and working his way up through the ranks as carpenter, site superintendent, project manager, and project executive, to his current position. He consistently earns praise from JMC's clients through his demonstrated leadership abilities, strong communication, and extensive industry knowledge, and serves as a mentor to our operations staff.



*Joshua Brandt, COO*

James Fabbri, JMC's chief estimator, has 30 years of experience managing projects through the preconstruction, design, and construction phases. His experience with highly complex and technical design-build projects, and working knowledge of the construction phase allow Jim to establish realistic timelines and estimates while assisting the team in developing best-value design and construction solutions.



*James Fabbri, Chief Estimator*