



# AIA® Document A305® – 2020 Exhibit A

## General Information

This Exhibit is part of the Contractor’s Qualification Statement, submitted by The Sheridan Corporation and dated the 6th day of March in the year 2024  
(In words, indicate day, month and year.)

### § A.1 ORGANIZATION

#### § A.1.1 Name and Location

§ A.1.1.1 Identify the full legal name of your organization.

The Sheridan Corporation

§ A.1.1.2 List all other names under which your organization currently does business and, for each name, identify jurisdictions in which it is registered to do business under that trade name.

N/A

§ A.1.1.3 List all prior names under which your organization has operated and, for each name, indicate the date range and jurisdiction in which it was used.

N/A

§ A.1.1.4 Identify the address of your organization’s principal place of business and list all office locations out of which your organization conducts business. If your organization has multiple offices, you may attach an exhibit or refer to a website.

33 Sheridan Drive  
P.O. Box 359  
Fairfield, ME 04937

#### § A.1.2 Legal Status

§ A.1.2.1 Identify the legal status under which your organization does business, such as sole proprietorship, partnership, corporation, limited liability corporation, joint venture, or other.

Corporation

- 1 If your organization is a corporation, identify the state in which it is incorporated, the date of incorporation, and its four highest-ranking corporate officers and their titles, as applicable.

Maine, 1947  
Daniel Wildes, President/CFO  
Gilbert Thibeau, Vice President of Construction  
Wilbur Ferland, Vice President of Sales

- 2 If your organization is a partnership, identify its partners and its date of organization.

N/A

### 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.

**3** If your organization is individually owned, identify its owner and date of organization.

N/A

**4** If the form of your organization is other than those listed above, describe it and identify its individual leaders:

N/A

**§ A.1.2.2** Does your organization own, in whole or in part, any other construction-related businesses? If so, identify and describe those businesses and specify percentage of ownership.

N/A

**§ A.1.3 Other Information**

**§ A.1.3.1** How many years has your organization been in business?

76

**§ A.1.3.2** How many full-time employees work for your organization?

100

**§ A.1.3.3** List your North American Industry Classification System (NAICS) codes and titles. Specify which is your primary NAICS code.

236210 Industrial Building Construction  
236220 Commercial and Institutional Building Construction (Primary)  
238110 Poured Concrete Foundation & Structure Contractors  
238120 Structural Steel & Precast Concrete Contractors  
238160 Roofing Contractors  
238170 Siding Contractors  
238190 Other Foundation, Structure, and Building Exterior Contractors

**§ A.1.3.4** Indicate whether your organization is certified as a governmentally recognized special business class, such as a minority business enterprise, woman business enterprise, service disabled veteran owned small business, woman owned small business, small business in a HUBZone, or a small disadvantaged business in the 8(a) Business Development Program. For each, identify the certifying authority and indicate jurisdictions to which such certification applies.

N/A

**§ A.2 EXPERIENCE**

**§ A.2.1** Complete Exhibit D to describe up to four projects, either completed or in progress, that are representative of your organization's experience and capabilities.

**§ A.2.2** State your organization's total dollar value of work currently under contract.

\$145,143,924

**§ A.2.3** Of the amount stated in Section A.2.2, state the dollar value of work that remains to be completed:

\$58,849,846

**§ A.2.4** State your organization's average annual dollar value of construction work performed during the last five years.

\$48,974,980

## § A.3 CAPABILITIES

### § A.3.1 List the categories of work that your organization typically self-performs.

Permitting, Building Design, Structural Engineering, Supervision, Safety, Concrete Placement, Steel Fabrication, Steel Erection, Metal Siding, Metal Roofing, Rough Carpentry.

### § A.3.2 Identify qualities, accreditations, services, skills, or personnel that you believe differentiate your organization from others.

LEED AP BD+C. PSJA 30. Design-Build Capable Firm, Average Length of Employment Exceeds 10 years, Self-Performance of Critical Path Scopes of Work, In-House Engineering Department and BIM Modeling, Third Party Subcontractor Prequalification System.

### § A.3.3 Does your organization provide design collaboration or pre-construction services? If so, describe those services.

Yes, Sheridan provides preconstruction services covering estimating, scheduling, design review, etc. At the three typical milestones, which include Schematic Design (SD), Design Development (DD), and Issues for Construction (IFC) documents. We also advise the Design Team and owner of the current construction market, material and equipment availability, constructability, and risks throughout these major milestones.

### § A.3.4 Does your organization use building information modeling (BIM)? If so, describe how your organization uses BIM and identify BIM software that your organization regularly uses.

Yes, Sheridan utilizes Revit to develop Construction Documents. We also utilize the software for coordination drawing clash detection prior to material installation on site. The models are sometimes used as a visual tool for owner review of designed spaces prior to construction.

### § A.3.5 Does your organization use a project management information system? If so, identify that system.

Yes, Sheridan utilizes Procore for all major projects in excess of \$10,000.00. This cloud-based software provides real time access to all project documents, photos, submittals, RFI's, change requests, etc.

## § A.4 REFERENCES

### § A.4.1 Identify three client references:

*(Insert name, organization, and contact information)*

Frank Schofield, President  
BDS Tire Recycling  
2 Ray Sennett Drive  
Fairfield, ME 04937  
(207) 278-3833

Mike Roy, Town Manager  
Town of Greenville  
7 Minden Street  
Greenville, ME 04441  
(207) 695-2421

Cass Newell, Town Manager  
Town of Harrison  
P.O. Box 300  
Harrison, ME 04040  
(207) 583-2241

**§ A.4.2** Identify three architect references:  
*(Insert name, organization, and contact information)*

Lita Semrau, Principal  
Port City Architecture  
65 Newbury Street  
Portland, ME 04101  
(207) 761-9000

Craig Piper, Senior Principal  
SMRT Architects and Engineers  
75 Washington Avenue, Suite 3A  
Portland, ME 04101  
(207) 321-3826

Mark Lee, Principal  
Harriman  
46 Harriman Drive  
Auburn, ME 04210  
(207) 784-5100

**§ A.4.3** Identify one bank reference:  
*(Insert name, organization, and contact information)*

Tara Perruzzi, Senior Vice President  
M&T Bank  
350 Fore Street  
Portland, ME 04101  
(207) 828-3087

**§ A.4.4** Identify three subcontractor or other trade references:  
*(Insert name, organization, and contact information)*

ABM Mechanical, Bangor, ME, Mike McHugh (207) 992-9250  
Hampden Electrical, Bangor, ME, Chris Carson, (207) 942-6255  
E.L. Vining & Sons, Farmington, ME, Kevin Vining (207) 778-4975

# Additions and Deletions Report for AIA® Document A305® – 2020 Exhibit A

This Additions and Deletions Report, as defined on page 1 of the associated document, reproduces below all text the author has added to the standard form AIA document in order to complete it, as well as any text the author may have added to or deleted from the original AIA text. Added text is shown underlined. Deleted text is indicated with a horizontal line through the original AIA text.

Note: This Additions and Deletions Report is provided for information purposes only and is not incorporated into or constitute any part of the associated AIA document. This Additions and Deletions Report and its associated document were generated simultaneously by AIA software at 12:14:51 ET on 03/06/2024.

## PAGE 1

This Exhibit is part of the Contractor's Qualification Statement, submitted by The Sheridan Corporation and dated the 6th day of March in the year 2024

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The Sheridan Corporation

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**PAGE 3**

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**PAGE 4**

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Craig Piper, Senior Principal  
SMRT Architects and Engineers  
75 Washington Avenue, Suite 3A  
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