



B01-16

R51

## Staff Summary

Subject <b>Construction Services H62564</b>
Department <b>Public Works</b>
Department Head Name <b>Shila Shah-Gavoudias</b>
Department Head Signature 
Project Manager Name: <b>Jeff P. Lindgren</b> Phone Number: <b>(516) 571-6998</b>

Date: <b>October 18, 2015</b>
Vendor Name: <b>Welsbach Electric Corp. of L.I.</b> Address: <b>300 Newtown Rd, Plainview NY 11803</b>
Contract Number <b>H62564</b>
Personal Services <input type="checkbox"/> Blanket Res <input type="checkbox"/> Calendar <input type="checkbox"/> Bid <input checked="" type="checkbox"/> Rules Comm. <input type="checkbox"/>
Contract Manager Name: <b>Joseph Florio</b> Phone Number: <b>(516) 454-0023</b>

Proposed Legislative Action					
	To	Date	Approval	Info	Other
	Assgn Comm				
	Rules Comm				
	Full Leg				

Internal Approvals			
Date & Init.	Approval	Date & Init.	Approval
12/1/16	Dept. Head	2/9/16	Counsel to C.E.
RS 1/19/16	Budget	NS 2/19/16	County Atty.
@ 2/1/16	Deputy C.E.		County Exec.

## Narrative

Purpose:

The purpose of this contract is to improve traffic flow along various roadways within Nassau County.

Discussion:

By installing an incident management system (video cameras) we will be able to maximize the efficiency of vehicular traffic by having the ability to quickly identify impediments, and therefore cause them to quickly be removed in order to restore traffic flow.

This video surveillance system, in conjunction with our existing Traffic Management System will allow the "System Operator" to modify signal timings from the Westbury "Traffic Management Center" and therefore reduce or minimize the amount of traffic congestion in the area.

Impact on Funding:

80% funding for the construction portion of this project will be reimbursed by the Federal Government resulting in 20% funding that will come from the County's capital budget (Capital Project 62564). The cost associated with this project is included in the County's capital plan. The total proposed price for construction services is \$1,442,200, this equates to a County cost of \$288,440 for the construction services portion of the project.

Recommendation:

Given the overall benefit of this project and the impact on public safety, it is recommended that this contract be approved.

RECEIVED  
CLERK OF THE LEGISLATURE  
NASSAU COUNTY  
10/18/2015  
96 FEB - 9 P 3 46

## **Loconsolo, Elizabeth**

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**From:** Arnold, Kenneth  
**Sent:** Friday, February 05, 2016 2:51 PM  
**To:** Loconsolo, Elizabeth  
**Cc:** Lindgren, Jeff; Shah-Gavnoudias, Shila  
**Subject:** Item B01-16 Incident management cameras Phase 4

Liz

Bids Received: August 20, 2013 – Commander Electric Low Bidder

Took approximately 14 months to receive award concurrence from NYSDOT. After the fact the various state agencies changed their process after we complained about the extended period that this took to receive concurrence. After receiving concurrence when we went to issue Recommendation of Award for this contract, Commander Electric decided to withdraw their bid. The Department evaluated the benefit of re-bidding, or just awarding to Welsbach, second lowest bidder. (Evaluation; Utilizing the lowest bidders, Commander Electric, low bid of \$1,285,500 and add 3.5% per year to get 2016 pricing gets you to \$1,478,325.) Welsbach Electric was asked if they can complete the project at their bid price of \$1,442,200 which is lower than our projected price if we were to rebid,. Once Welsbach Electric agreed, in October 2015 we started the award concurrence procedure for a second time, and received award concurrence from NYSDOT for Welsbach Electric on January 11, 2016.

This project is 80% federal funding, passed thru by NYSDOT. The funding has been obligated by the NYSDOT. We are already way behind in starting this project but currently NYSDOT understands that the delay was also due to their delay in giving us concurrence the first time thru. If we were to rebid the work we would not be in the same position as we are today until September/October. We would then miss the 2016 construction window and the actual construction would need to wait for spring of 2017, as compared to what we currently anticipate, Summer 2016. This delay may cause us to lose the obligation of funds.

Ken

**B01-16**

RO 51 -2016

A RESOLUTION AUTHORIZING THE COUNTY EXECUTIVE TO AWARD AND EXECUTE A CONTRACT BETWEEN THE COUNTY OF NASSAU ACTING ON BEHALF OF THE NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS AND WELSBACH ELECTRIC CORP. OF L.I.

Passed by the Rules Committee  
Nassau County Legislature  
By Voice Vote on 3-7-16  
VOTING:  
ayes 4 nays 0 abstained 3 recused 0  
Legislators present: 7

WHEREAS, in accordance with all Federal, State and Local Law, the County of Nassau on behalf of the NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS ["Department"] has received competitive bids for contract H62564, INCIDENT MANAGEMENT PHASE IV, P.I.N. 0760.03, VARIOUS ROADWAYS ["Contract"], as more particularly described in the contract documents, a copy of which are on file with the Clerk of the Legislature; and

WHEREAS, the firm of WELSBACH ELECTRIC CORP. OF L.I.

["Vendor"] has submitted the lowest responsible bid for the work described in the contract in accordance with all Federal, State and Local Law as determined by the Department, and

WHEREAS, the funding for this contract is from capital funds approved by the Nassau County Legislature and included in the current four year capital plan, and

WHEREAS, the Commissioner of the Department is representing that the total contract is estimated to be \$ 1,442,200.00 now therefore be it

RESOLVED, that the Rules Committee of the Nassau County Legislature, based on the representations of the Department and the recommendation of the Commissioner of the Department, authorizes the County Executive to award and execute the said contract with the vendor.

**REQUEST TO INITIATE  
REQUEST FOR QUALIFICATIONS/REQUEST FOR PROPOSAL/REQUEST FOR BID  
CONTRACT**

**PART I: Approval by the Deputy County Executive for Operations must be obtained prior to ANY RFQ/RFP/RFBC**

☐ RFQ      ☐ RFP      ☒ RFBC      ☐ In-House Work Order

Project No. : 62564

Project Title: Incident Management Phase 4

Department: Public Works: Traffic Engineering

Date: March 15, 2013

Service Requested: Let a contract to construct an incident management system (video cameras) at various locations throughout the Nassau County roadway system.

Justification: Maximize the efficiency of traffic flow within Nassau County by installing an incident management system (video cameras) that can quickly identify impediments to traffic flow, and therefore cause them to quickly be removed to restore traffic flow. 80 percent of project will be paid for using Federal funds. The funding for this project has been approved as part of the Capital Plan (Capital Project 62564)

Requested by: Public Works, Traffic Engineering  
Department/Agency/Office

Project Cost for this Phase: \$1,200,000

Total Project Cost: \$1,400,000  
Includes, design, construction and on

Date Start Work: September 2013

Capital Funding Approval:

☒ YES  
SIGNATURE

☐ NO

*[Signature]*

Funding Allocation (Project/subobject):  
See Attached Sheet if multiyear ☐

62564

Department Head Approval:

☒ YES

☐ NO

*[Signature]*

SIGNATURE

DCE/Ops Approval:

☒ YES

☐ NO

*[Signature]*

SIGNATURE

**PART II: To be submitted to Chief Deputy County Executive after Qualifications/Proposals/Contracts are received from Responding vendors.**

See Attached Sheet ☐

Vendor	Quote	Comment
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____

DCE/Ops Approval:

YES

NO

Signature \_\_\_\_\_

August 31, 2015

Nassau County DPW  
1194 Prospect Avenue  
Westbury, NY 11590  
Attn: Jeff Lindgren

Re: H62564/0760.03  
Incident Management Phase 4

Dear Jeff,

We respectfully request to withdraw our bid for the above referenced project without any prejudice against Commander Electric.

We are making this request due to the abnormal length of time which existed between the bid date and the award date. There have been increases in both labor and material which are unavoidable and too costly for us to absorb.

Thank you in advance for your attention to this very important matter..

Yours Truly,



James J. Haugland  
President

Bid Opening: 8/20/2013

Engineer: Jeff Lindgren Phone: (516) 571-6998

Contractor	Address	Insurance	Payment	Bid Amount	Alternate Bid
Commander Electric, Inc.	P.O. Box 526 500 Johnson Avenue Bohemia, NY 11716	Travelers Casualty & Surety Co.	10%	\$1,285,500.25	\$0.00
Welsbach Electric of Long Island	300 Newtown Road Plainview, NY 11803	Travelers Casualty & Surety Co.	10%	\$1,442,200.00	\$0.00
Eldor Contracting Contracting	30 Corporate Drive Holtsville, NY 11742	Federal Insurance Company	10%	\$1,458,003.20	\$0.00
Hinck Electrical Contractor, Inc.	75 Orville Drive Suite 1 Bohemia, NY 11716	Fidelity & Deposit Co. of MD	10%	\$1,695,753.30	\$0.00

George Maragos  
Comptroller



OFFICE OF THE COMPTROLLER  
240 Old Country Road  
Mineola, New York 11501

## COMPTROLLER APPROVAL FORM FOR PERSONAL, PROFESSIONAL OR HUMAN SERVICES CONTRACTS

*Attach this form along with all personal, professional or human services contracts, contract renewals, extensions and amendments.*

CONTRACTOR NAME: Welsbach Electric Corp of L.I.

CONTRACTOR ADDRESS: 300 Newtown Road, Plainview, NY 11803

FEDERAL TAX ID #: 11-2354251

**Instructions:** Please check the appropriate box ("☑") after one of the following roman numerals, and provide all the requested information.

**I. ☑ The contract was awarded to the lowest, responsible bidder after advertisement for sealed bids.** The contract was awarded after a request for sealed bids was published in Newsday [newspaper] on July 17, 2013 [date]. The sealed bids were publicly opened on August 20, 2013 [date]. 4 [#] of sealed bids were received and opened.

**II. ☐ The contractor was selected pursuant to a Request for Proposals.**

The Contract was entered into after a written request for proposals was issued on March 20, 2009. Potential proposers were made aware of the availability of the RFP by advertisement in Newsday, posting on industry websites, via email to interested parties and by publication on the County procurement website. Proposals were due on April 28, 2009. Five (5) proposals were received and evaluated. The evaluation committee consisted of: three members of the Comptroller's Office and one member of the County Executive's Office. The proposals were scored and ranked. As a result of the scoring and ranking, the highest-ranking proposer was selected.



**III. ☐ This is a renewal, extension or amendment of an existing contract.**

The contract was originally executed by Nassau County on \_\_\_\_\_ [date]. This is a renewal or extension pursuant to the contract, or an amendment within the scope of the contract or RFP (copies of the relevant pages are attached). The original contract was entered into after \_\_\_\_\_

\_\_\_\_\_[describe procurement method, i.e., RFP, three proposals evaluated, etc.] Attach a copy of the most recent evaluation of the contractor's performance for any contract to be renewed or extended. If the contractor has not received a satisfactory evaluation, the department must explain why the contractor should nevertheless be permitted to continue to contract with the county.

**IV. ☐ Pursuant to Executive Order No. 1 of 1993, as amended, at least three proposals were solicited and received. The attached memorandum from the department head describes the proposals received, along with the cost of each proposal.**

- ☐ A. The contract has been awarded to the proposer offering the lowest cost proposal; **OR:**
- ☐ B. The attached memorandum contains a detailed explanation as to the reason(s) why the contract was awarded to other than the lowest-cost proposer. The attachment includes a specific delineation of the unique skills and experience, the specific reasons why a proposal is deemed superior, and/or why the proposer has been judged to be able to perform more quickly than other proposers.

**V. ☐ Pursuant to Executive Order No. 1 of 1993 as amended, the attached memorandum from the department head explains why the department did not obtain at least three proposals.**

- ☐ A. There are only one or two providers of the services sought or less than three providers submitted proposals. The memorandum describes how the contractor was determined to be the sole source provider of the personal service needed or explains why only two proposals could be obtained. If two proposals were obtained, the memorandum explains that the contract was awarded to the lowest cost proposer, or why the selected proposer offered the higher quality proposal, the proposer's unique and special experience, skill, or expertise, or its availability to perform in the most immediate and timely manner.
- ☐ B. The memorandum explains that the contractor's selection was dictated by the terms of a federal or New York State grant, by legislation or by a court order. (Copies of the relevant documents are attached).
- ☐ C. Pursuant to General Municipal Law Section 104, the department is purchasing the services required through a New York State Office of General Services contract no. \_\_\_\_\_, and the attached memorandum explains how the purchase is within the scope of the terms of that contract.

☐ **D.** Pursuant to General Municipal Law Section 119-o, the department is purchasing the services required through an inter-municipal agreement.

**VI. ☐ This is a human services contract with a not-for-profit agency for which a competitive process has not been initiated.** Attached is a memorandum that explains the reasons for entering into this contract without conducting a competitive process, and details when the department intends to initiate a competitive process for the future award of these services. For any such contract, where the vendor has previously provided services to the county, attach a copy of the most recent evaluation of the vendor's performance. If the contractor has not received a satisfactory evaluation, the department must explain why the contractor should nevertheless be permitted to contract with the county.

In certain limited circumstances, conducting a competitive process and/or completing performance evaluations may not be possible because of the nature of the human services program, or because of a compelling need to continue services through the same provider. In those circumstances, attach an explanation of why a competitive process and/or performance evaluation is inapplicable.

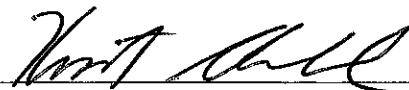
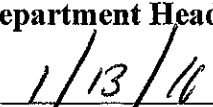
**VII. ☐ This is a public works contract for the provision of architectural, engineering or surveying services.** The attached memorandum provides details of the department's compliance with Board of Supervisors' Resolution No.928 of 1993, including its receipt and evaluation of annual Statements of Qualifications & Performance Data, and its negotiations with the most highly qualified firms.

**VIII. ☒ Participation of Minority Group Members and Women in Nassau County Contracts.** The selected contractor has agreed that it has an obligation to utilize best efforts to hire MWBE sub-contractors. Proof of the contractual utilization of best efforts as outlined in Exhibit "EE" may be requested at any time, from time to time, by the Comptroller's Office prior to the approval of claim vouchers.

**IX. ☐ Department MWBE responsibilities.** To ensure compliance with MWBE requirements as outlined in Exhibit "EE", Department will require vendor to submit list of sub-contractor requirements prior to the contract being submitted to the Comptroller.

**X. ☐ Vendor will not require any sub-contractors.**

**In addition, if this is a contract with an individual or with an entity that has only one or two employees:** ☐ a review of the criteria set forth by the Internal Revenue Service, *Revenue Ruling No. 87-41, 1987-1 C.B. 296*, attached as Appendix A to the Comptroller's Memorandum, dated February 13, 2004, concerning independent contractors and employees indicates that the contractor would not be considered an employee for federal tax purposes.

  
\_\_\_\_\_  
Department Head Signature  
  
\_\_\_\_\_  
Date

**NOTE:** Any information requested above, or in the exhibit below, may be included in the county's "staff summary" form in lieu of a separate memorandum.

Compt. form Pers./Prof. Services Contracts: Rev. 3 09/15

COUNTY OF NASSAU  
**Inter-Departmental Memo**

**TO:** Office of the County Executive  
Att: Rob Walker, Chief Deputy County Executive

**FROM:** Department of Public Works

**DATE:** December 30, 2015

**SUBJECT: RECOMMENDATION OF AWARD**

**Contract No: H62564**

**Title: INCIDENT MANAGEMENT PHASE IV, P.I.N. 0760.03, VARIOUS  
ROADWAYS**

**Bids received on: August 20, 2013**

I have examined the bids submitted for the contract mentioned above. Finding them to be in order, I recommend this contract be awarded to **Welsbach Electric Corp of L.I.**, as the lowest responsible bidder with a total bid amount of \$ **1,442,200**. In order to facilitate processing of the above referenced contract, I request that the attached "Request to Initiate" form be approved.



Shila Shah-Gavnoudias  
Commissioner



**COUNTY OF NASSAU  
DEPARTMENT OF PUBLIC WORKS  
Inter-Departmental Memo**

**TO:** Shila Shah-Gavnoudias, Commissioner  
**FROM:** Kenneth G. Arnold, Assistant to Commissioner  
**DATE:** November 12, 2015  
**SUBJECT: RECOMMENDATION OF AWARD**

**Contract No.:** H62564 / PIN 0760.03

**Title:** Incident Management Phase IV

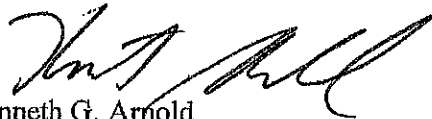
**Engineer's Estimate:** \$1,340,358.40

**Bids Received On:** August 20, 2013

The bids received for the above referenced contract have been examined and the bid submitted by Welsbach Electric Corp. of L.I. in the amount of \$1,442,200.00 is acceptable as the lowest responsible bidder.

Since adequate funds are available (Capital Project Number 62564), it is requested that the Recommendation of Award be prepared for the Commissioner's signature and forwarded to the County Executive for his action.

Attached herewith please find a completed Staff Summary form for your information and use.



Kenneth G. Arnold  
Assistant to Commissioner

KGA:AL:dmp  
Attachment

c: Aryeh Lemberger, Unit Head, Traffic Engineering Unit  
Jonathan Lesman, Management Analyst II  
Jeff P. Lindgren, Project Manager



**COUNTY OF NASSAU**  
**DEPARTMENT OF PUBLIC WORKS**  
**Inter-Departmental Memo**

**TO:** Civil Service Employees Association, Nassau Local 830  
Att: Ronald Gurrieri, Executive Vice President

**FROM:** Department of Public Works


**DATE:** March 11, 2015

**SUBJECT:** CSEA Notification of a Proposed DPW Contract  
Traffic Incident Management Phase 4  
Proposed Contract No: H62564

The following notification is to comply with the spirit and intent of Section 32 of the County/CSEA contract. It should not be implied that the proposed DPW authorization is for work, which has "historically and exclusively been performed by bargaining unit members."

1. DPW plans to recommend a contract/agreement for the following services:  
Construction inspection services for: Traffic Incident Management Phase 4
2. The work involves the following:  
Scope of work: Inspection of the installation of Traffic Surveillance Cameras
3. An estimate of the cost is: \$140,000.00
4. An estimate of the duration is: Twelve (12) Months

Should you wish to propose an alternative to the proposed contract/agreement, please respond within 10 days to: Department of Public Works, Att: Kenneth G. Arnold, Assistant to Commissioner, telephone 1-9607, fax 1-9657.

  
Kenneth G. Arnold  
Assistant to Commissioner

KGa:WSN:AL:dmp

c: Christopher Fusco, Director, Office of Labor Relations  
Keith Cromwell, Office of Labor Relations  
William S. Nimmo, Deputy Commissioner  
Patricia Kivo, Unit Head, Human Resources  
Aryeh Lemberger, Unit Head, Traffic Engineering Unit  
Loretta Dionisio, Hydrogeologist II  
Jeff Lindgren, Project Manager



**REQUEST TO INITIATE  
REQUEST FOR QUALIFICATIONS/REQUEST FOR PROPOSAL/REQUEST FOR BID  
CONTRACT**

**PART I: Approval by the Deputy County Executive for Operations must be obtained prior to ANY RFQ/RFP/RFBC**

☐ RFQ      ☐ RFP      ☒ RFBC      ☐ In-House Work Order

Project No. : 62564

Project Title: Incident Management Phase 4

Department: Public Works: Traffic Engineering

Date: March 15, 2013

Service Requested: Let a contract to construct an incident management system (video cameras) at various locations throughout the Nassau County roadway system.

Justification: Maximize the efficiency of traffic flow within Nassau County by installing an incident management system (video cameras) that can quickly identify impediments to traffic flow, and therefore cause them to quickly be removed to restore traffic flow. 80 percent of project will be paid for using Federal funds. The funding for this project has been approved as part of the Capital Plan (Capital Project 62564)

Requested by: Public Works, Traffic Engineering  
Department/Agency/Office

Project Cost for this Phase: \$1,200,000

Total Project Cost: \$1,400,000  
Includes, design, construction and cm

Date Start Work: September 2013

Capital Funding Approval:

☒ YES  
SIGNATURE

☐ NO

*[Signature]*

Funding Allocation (Project/subobject):

62564

See Attached Sheet if multiyear ☐

Department Head Approval:

☒ YES

☐ NO

*[Signature]*

SIGNATURE

DCE/Ops Approval:

☒ YES

☐ NO

*[Signature]*

SIGNATURE

**PART II: To be submitted to Chief Deputy County Executive after Qualifications/Proposals/Contracts are received from Responding vendors.**

See Attached Sheet ☐

Vendor	Quote	Comment
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____

DCE/Ops Approval:

YES

NO

Signature \_\_\_\_\_

COUNTY OF NASSAU

CONSULTANT'S, CONTRACTOR'S AND VENDOR'S DISCLOSURE FORM

1. Name of the Entity: Welsbach Electric Corp. of L.I.  
Address: 300 Newtown Road  
City, State and Zip Code: Plainview, New York 11803
2. Entity's Vendor Identification Number: 11-2354251
3. Type of Business: ☒ Public Corp ☐ Partnership ☐ Joint Venture  
☐ Ltd. Liability Co ☐ Closely Held Corp ☐ Other (specify)
4. List names and addresses of all principals; that is, all individuals serving on the Board of Directors or comparable body, all partners and limited partners, all corporate officers, all parties of Joint Ventures, and all members and officers of limited liability companies (attach additional sheets if necessary):  
See Attached Emcor Group, Inc. 2014 Annual Report

5. List names and addresses of all shareholders, members, or partners of the firm. If the shareholder is not an individual, list the individual shareholders/partners/members. If a Publicly held Corporation include a copy of the 10K in lieu of completing this section.  
See Attached Emcor Group, Inc. 2014 Annual Report

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6. List all affiliated and related companies and their relationship to the firm entered on line 1. above (if none, enter "None"). Attach a separate disclosure form for each affiliated or subsidiary company that may take part in the performance of this contract. Such disclosure shall be updated to include affiliated or subsidiary companies not previously disclosed that participate in the performance of the contract.

See Attached EMCOR Group, Inc. 2014 Annual Report

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7. List all lobbyists whose services were utilized at any stage in this matter (i.e., pre-bid, bid, post-bid, etc.). The term "lobbyist" means any and every person or organization retained, employed or designated by any client to influence - or promote a matter before - Nassau County, its agencies, boards, commissions, department heads, legislators or committees, including but not limited to the Open Space and Parks Advisory Committee and Planning Commission. Such matters include, but are not limited to, requests for proposals, development or improvement of real property subject to County regulation, procurements, or to otherwise engage in lobbying as the term is defined herein. The term "lobbyist" does not include any officer, director, trustee, employee, counsel or agent of the County of Nassau, or State of New York, when discharging his or her official duties.

(a) Name, title, business address and telephone number of lobbyist(s):

NONE

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(b) Describe lobbying activity of each lobbyist. See page 4 of 4 for a complete description of lobbying activities.

N/A

(c) List whether and where the person/organization is registered as a lobbyist (e.g., Nassau County, New York State):


N/A

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8. VERIFICATION: This section must be signed by a principal of the consultant, contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contracts.

The undersigned affirms and so swears that he/she has read and understood the foregoing statements and they are, to his/her knowledge, true and accurate.

Dated: Oct 6, 2015

Signed: 

Print Name: Joseph P. Florio

Title: President / C.E.O.

**The term lobbying shall mean any attempt to influence:** any determination made by the Nassau County Legislature, or any member thereof, with respect to the introduction, passage, defeat, or substance of any local legislation or resolution; any determination by the County Executive to support, oppose, approve or disapprove any local legislation or resolution, whether or not such legislation has been introduced in the County Legislature; any determination by an elected County official or an officer or employee of the County with respect to the procurement of goods, services or construction, including the preparation of contract specifications, including by not limited to the preparation of requests for proposals, or solicitation, award or administration of a contract or with respect to the solicitation, award or administration of a grant, loan, or agreement involving the disbursement of public monies; any determination made by the County Executive, County Legislature, or by the County of Nassau, its agencies, boards, commissions, department heads or committees, including but not limited to the Open Space and Parks Advisory Committee, the Planning Commission, with respect to the zoning, use, development or improvement of real property subject to County regulation, or any agencies, boards, commissions, department heads or committees with respect to requests for proposals, bidding, procurement or contracting for services for the County; any determination made by an elected county official or an officer or employee of the county with respect to the terms of the acquisition or disposition by the county of any interest in real property, with respect to a license or permit for the use of real property of or by the county, or with respect to a franchise, concession or revocable consent; the proposal, adoption, amendment or rejection by an agency of any rule having the force and effect of law; the decision to hold, timing or outcome of any rate making proceeding before an agency; the agenda or any determination of a board or commission; any determination regarding the calendaring or scope of any legislature oversight hearing; the issuance, repeal, modification or substance of a County Executive Order; or any determination made by an elected county official or an officer or employee of the county to support or oppose any state or federal legislation, rule or regulation, including any determination made to support or oppose that is contingent on any amendment of such legislation, rule or regulation, whether or not such legislation has been formally introduced and whether or not such rule or regulation has been formally proposed.

## PROPOSAL

### IRAN DIVESTMENT ACT – CERTIFICATION

Pursuant to New York State Finance Law §165-a, Iran Divestment Act of 2012, the Office of General Services is required to post on its web site <http://www.ogs.ny.gov/about/regs/docs/ListofEntities.pdf> a list of persons who have been determined to engage in investment activities in Iran ("the List"), as defined in that Act. Under Public Authorities Law § 2879-c, Iranian Energy Sector Divestment, the Authority, may not enter into or award a Contract unless it obtains a certification from a Bidder, who shall check the box and make the certification in Subparagraph a, below, that they are not on the List. If that certification cannot be made, the Authority may consider entering into a Contract, on a case by case basis if the Bidder checks the box and makes the certification in Subparagraph b, below, that their Iran investment is ceasing.

For purposes of this provision, a person engages in investment activities in Iran if: (A) the person provides goods or services of twenty million dollars or more in the energy sector of Iran, including a person that provides oil or liquefied natural gas tankers, or products used to construct or maintain pipelines used to transport oil or liquefied natural gas, for the energy sector of Iran; or (B) the person is a financial institution that extends twenty million dollars or more in credit to another person, for forty-five days or more, if that person will use the credit to provide goods or services in the energy sector in Iran.

The Certification is as follows:

- ☒ **a. Certification that the Bidder is not on the List:** Each person, where person means natural person, corporation, company, limited liability company, business association, partnership society, trust, or any other nongovernmental entity, organization, or group, and each person signing on behalf of any other party, certifies, and in the case of a joint bid or proposal or partnership each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each person is not on the list created pursuant to paragraph (b) of subdivision 3 of section 165-a of the State Finance Law, or,
- ☐ **b. Certification that the Bidder's investment in Iran is ceasing:** The person cannot make the certification in Subparagraph a, above, but asks the Authority to consider them for award of the Contract by certifying, under penalty of perjury, that the person's investment activities in Iran were made before April 12, 2012; the person's investment activities in Iran have not been expanded or renewed after April 12, 2012; and the person has adopted, publicized and is implementing a formal plan to cease its investment activities in Iran and to refrain from engaging in any new investments in Iran.



Signature/Date

01/29/2016

Joseph P. Florio, President / C.E.O.

Print Name and Position

PROPOSAL

**MacBride Fair Employment Principles**

NONDISCRIMINATION IN EMPLOYMENT IN NORTHERN IRELAND:  
MACBRIDE FAIR EMPLOYMENT PRINCIPLES

In accordance with Chapter 807 of the Laws of 1992 the bidder, by submission of this bid, certifies that it or any individual or legal entity in which the bidder holds a 10% or greater ownership interest, or any individual or legal entity that holds a 10% or greater ownership interest in the bidder, either: (answer yes or no to one or both of the following, as applicable),

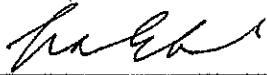
(1) have business operations in Northern Ireland,

Yes \_\_\_\_ No X

If yes:

(2) shall take lawful steps in good faith to conduct any business operations they have in Northern Ireland in accordance with the MacBride Fair Employment Principles relating to nondiscrimination in employment and freedom of workplace opportunity regarding such operations in Northern Ireland, and shall permit independent monitoring of their compliance with such Principles.

Yes \_\_\_\_ No \_\_\_\_



(Contractor's Signature)

Joseph P. Florio, President / C.E.O.

Welsbach Electric Corp. of L.I.

(Name of Business)

U.S. DEPARTMENT OF JUSTICE  
OFFICE OF JUSTICE PROGRAMS  
OFFICE OF THE COMPTROLLER

**Certification Regarding  
Debarment, Suspension, Ineligibility and Voluntary Exclusion  
Lower Tier Covered Transactions  
(Sub-Recipient)**

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 28 CFR Part 67, Section 67.510, Participants' responsibilities. The regulations were published as Part VII of the May 26, 1988 *Federal Register* (pages 19160-19211).

**(BEFORE COMPLETING CERTIFICATION, READ INSTRUCTIONS ON REVERSE)**

(1) The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

(2) Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

Joseph P. Florio, President / C.E.O.

Name and Title of Authorized Representative

m/d/yy



Signature

1/29/16

Date

Welsbach Electric Corp. of L.I.

Name of Organization

300 Newtown Road, Plainview, NY 11803

Address of Organization



EMCOR Group, Inc.  
301 Merritt Seven • 6th Floor  
Norwalk, CT 06851

Phone 203.849.7800  
Toll Free 866.890.7794  
Fax 203.849.7900  
www.emcorgroup.com

VIA OVERNIGHT

January 12, 2016

Welsbach Electric Corp. of L.I.  
Attn: Joseph Florio  
300 Newtown Road  
Plainview, NY 11803

RE: Nassau County

Dear Joe:

Enclosed please find the original EMCOR Group, Inc. Vendor Disclosure Form for your Nassau County Contract.

Please call me if they have any questions or refer them directly to me at (203)849-7833.

Very truly yours,

A handwritten signature in cursive script, appearing to read "Marianne", is written above the printed name.

Marianne B. Sileo  
Asst. Director, Paralegal Services

Enc.

COUNTY OF NASSAU

CONSULTANT'S, CONTRACTOR'S AND VENDOR'S DISCLOSURE FORM

1. Name of the Entity: EMCOR Group, Inc.  
Address: 301 Merritt Seven, 6th Floor  
City, State and Zip Code: Norwalk, CT 06851
2. Entity's Vendor Identification Number: We do not have one. The # for our subsidiary, Welsbach Electric Corp. of L.I. is 11-2354251.
3. Type of Business: ☒ Public Corp ☐ Partnership ☐ Joint Venture  
☐ Ltd. Liability Co ☐ Closely Held Corp ☐ Other (specify)
4. List names and addresses of all principals; that is, all individuals serving on the Board of Directors or comparable body, all partners and limited partners, all corporate officers, all parties of Joint Ventures, and all members and officers of limited liability companies (attach additional sheets if necessary):

See Schedule A attached.

5. List names and addresses of all shareholders, members, or partners of the firm. If the shareholder is not an individual, list the individual shareholders/partners/members. If a Publicly held Corporation include a copy of the 10K in lieu of completing this section.

See most recent 10K attached.

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6. List all affiliated and related companies and their relationship to the firm entered on line 1. above (if none, enter "None"). Attach a separate disclosure form for each affiliated or subsidiary company that may take part in the performance of this contract. Such disclosure shall be updated to include affiliated or subsidiary companies not previously disclosed that participate in the performance of the contract.

See subsidiary companies listed on Schedule B attached.

The only subsidiary company working on this contract is

Welsbach Electric Corp. of L.I., which has already provided  
the required disclosure form.

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7. List all lobbyists whose services were utilized at any stage in this matter (i.e., pre-bid, bid, post-bid, etc.). The term "lobbyist" means any and every person or organization retained, employed or designated by any client to influence - or promote a matter before - Nassau County, its agencies, boards, commissions, department heads, legislators or committees, including but not limited to the Open Space and Parks Advisory Committee and Planning Commission. Such matters include, but are not limited to, requests for proposals, development or improvement of real property subject to County regulation, procurements, or to otherwise engage in lobbying as the term is defined herein. The term "lobbyist" does not include any officer, director, trustee, employee, counsel or agent of the County of Nassau, or State of New York, when discharging his or her official duties.

(a) Name, title, business address and telephone number of lobbyist(s):

None

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Page 3 of 4

(b) Describe lobbying activity of each lobbyist. See page 4 of 4 for a complete description of lobbying activities.

N/A

(c) List whether and where the person/organization is registered as a lobbyist (e.g., Nassau County, New York State):

N/A

8. VERIFICATION: This section must be signed by a principal of the consultant, contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contracts.

The undersigned affirms and so swears that he/she has read and understood the foregoing statements and they are, to his/her knowledge, true and accurate.

Dated: 01/12/2016

Signed:

Print Name: R. Kevin Matz

Title: Executive Vice President

Page 4 of 4:

The term lobbying shall mean any attempt to influence: any determination made by the Nassau County Legislature, or any member thereof, with respect to the introduction, passage, defeat, or substance of any local legislation or resolution; any determination by the County Executive to support, oppose, approve or disapprove any local legislation or resolution, whether or not such legislation has been introduced in the County Legislature; any determination by an elected County official or an officer or employee of the County with respect to the procurement of goods, services or construction, including the preparation of contract specifications, including but not limited to the preparation of requests for proposals, or solicitation, award or administration of a contract or with respect to the solicitation, award or administration of a grant, loan, or agreement involving the disbursement of public monies; any determination made by the County Executive, County Legislature, or by the County of Nassau, its agencies, boards, commissions, department heads or committees, including but not limited to the Open Space and Parks Advisory Committee, the Planning Commission, with respect to the zoning, use, development or improvement of real property subject to County regulation, or any agencies, boards, commissions, department heads or committees with respect to requests for proposals, bidding, procurement or contracting for services for the County; any determination made by an elected county official or an officer or employee of the county with respect to the terms of the acquisition or disposition by the county of any interest in real property, with respect to a license or permit for the use of real property of or by the county, or with respect to a franchise, concession or revocable consent; the proposal, adoption, amendment or rejection by an agency of any rule having the force and effect of law; the decision to hold, timing or outcome of any rate making proceeding before an agency; the agenda or any determination of a board or commission; any determination regarding the calendaring or scope of any legislature oversight hearing; the issuance, repeal, modification or substance of a County Executive Order; or any determination made by an elected county official or an officer or employee of the county to support or oppose any state or federal legislation, rule or regulation, including any determination made to support or oppose that is contingent on any amendment of such legislation, rule or regulation, whether or not such legislation has been formally introduced and whether or not such rule or regulation has been formally proposed.

## **SCHEDULE A**

### **EMCOR GROUP, INC.**

**A Delaware corporation**

**Incorporated: March 31, 1987**

### **DIRECTORS**

**Stephen W. Bershad, Chairman, 301 Merritt Seven, Norwalk, CT 06851**

**David A. B. Brown, 301 Merritt Seven, Norwalk, CT 06851**

**Richard F. Hamm, Jr., 301 Merritt Seven, Norwalk, CT 06851**

**Michael T. Yonker, 301 Merritt Seven, Norwalk, CT 06851**

**Larry J. Bump, 301 Merritt Seven, Norwalk, CT 06851**

**Jerry E. Ryan, 301 Merritt Seven, Norwalk, CT 06851**

**David H. Laidley, 301 Merritt Seven, Norwalk, CT 06851**

**Anthony J. Guzzi, 301 Merritt Seven, Norwalk, CT 06851**

**John W. Altmeyer, 301 Merritt Seven, Norwalk, CT 06851**

**Steven B. Schwarzwaelder, 301 Merritt Seven, Norwalk, CT 06851**

### **OFFICERS**

**Anthony J. Guzzi, President/Chief Executive Officer, 301 Merritt Seven, Norwalk, CT 06851**

**R. Kevin Matz, Executive Vice President - Shared Services, 301 Merritt Seven, Norwalk, CT 06851**

**Mark A. Pompa, Executive Vice President, Chief Financial Officer, 301 Merritt Seven, Norwalk, CT 06851**

**Maxine L. Mauricio, Senior Vice President, General Counsel and Secretary, 301 Merritt Seven, Norwalk, CT 06851**

**David M. Copley, Vice President – Safety and Quality Management, 301 Merritt Seven, Norwalk, CT 06851**

**Lisa H. Haight, Vice President – Human Resources, 301 Merritt Seven, Norwalk, CT 06851**

**Anthony Triano, Vice President – Integrated Services, 301 Merritt Seven, Norwalk, CT 06851**

**Mava K. Heffler, Vice President – Marketing and Communications, 301 Merritt Seven, Norwalk, CT 06851**

**Joseph A. Serino, Vice President/Treasurer, 301 Merritt Seven, Norwalk, CT 06851**

**Paul Desmarais, Vice President/Taxation, 301 Merritt Seven, Norwalk, CT 06851**

**Steven Fried, Vice President/Compliance, 301 Merritt Seven, Norwalk, CT 06851**

**Sheldon I. Cammaker, Vice Chairman, 301 Merritt Seven, Norwalk, CT 06851**

**SCHEDULE B**

**EMCOR Construction  
Services, Inc.**

**EMCOR GROUP, INC.  
Subsidiary companies**

**EMCOR Facilities Services, Inc.**

**EMCOR Services CES, Inc.**

**Mesa Energy Systems, Inc.**

**Scalise Industries Corporation**

**Heritage Mechanical Services, Inc.**

**Welsbach Electric Corp.**

**Forest Electric Corp**

**Welsbach Electric Corp. of L.I.**

**Penguin Maintenance and Services Inc.**

**Penguin Air Conditioning Corp.**

**J.C. Higgins Corp.**

**EMCOR Hyre Electric Co. of Indiana,  
Inc.**

**Gibson Electric Co., Inc.**

**University Mechanical & Engineering  
Contractors, Inc.  
(Arizona entity)**

**University Mechanical & Engineering  
Contractors, Inc. (California entity)**

**Hansen Mechanical Contractors, Inc.**

**Design Air, Limited**

**Trautman & Shreve, Inc.**

**EMCOR Gowan, Inc.**

**R. S. Harritan & Company, Inc.**

**DeBra-Kuempel Inc.**

**Marelich Mechanical Co., Inc.**

**Dynalectric Company**

**KDC Inc.**

**Contra Costa Electric, Inc.**

**Dynalectric Company of Nevada**

**EMCOR Services Northeast, Inc.**

**Building Technology Engineers, Inc.**

**Poole & Kent Company of Florida**

**The Poole and Kent Company**

**The Poole and Kent Corporation**

**S. A. Comunale Co., Inc.**

**Air Systems, Inc.**

**Fluidics, Inc.**

**University Marelch Mechanical, Inc.**

**Poole and Kent-Connecticut, Inc.**

**Poole and Kent – New England, Inc.**

**Border Electric Co., L.P.**

**Border Mechanical Co., L.P.**

**Central Mechanical Construction Co.,  
Inc.**

**F & G Mechanical Corporation**

**F & G Plumbing, Inc.**

**EMCOR Services New York/  
New Jersey, Inc.**

**Hillcrest Sheet Metal, Inc.**

**Illingworth-Kilgust Mechanical, Inc.**

**Kuempel Service, Inc.**

**Lowrie Electric Company, Inc.**

**Meadowlands Fire Protection Corp.**

**Nogle & Black Mechanical, Inc.**

**North Jersey Mechanical Contractors,  
Inc.**

**Shamhaugh & Son, L.P.**

**The Fagan Company**

**Walker-J-Walker, Inc.**

**EMCOR Government Services, Inc.**

**Aircond Corporation**

**The Betlem Service Corporation**

**Combustioneer Corporation**

**EMCOR Services Team Mechanical,  
Inc.**

**New England Mechanical Services of  
Massachusetts, Inc.**

**New England Mechanical Services, Inc.**

**Viox Services, Inc.**

**Ohmstede Ltd.**

**Ohmstede Industrial Services Inc.**

**Performance Mechanical, Inc.**

**Redman Equipment & Manufacturing  
Company**

**Professional Mechanical Contractors,  
L.L.C.**

**Mechanical Services of Central Florida,  
Inc.**

**MOR PPM, Inc.**

**Bahnson Environmental  
Specialties, LLC**

**Mechanical Specialties  
Contractors, Inc.**

**Intermech, Inc.**

**Harry Pepper & Associates, Inc.**

**USM, Inc.**

**Southern Industrial Constructors, Inc.**

**ConCor Networks, Inc.**

**Food Tech, Inc.**

**Dalmatian Fire, Inc.**

**Repcon, Inc.**

**ASG Diamond, LLC**

**Diamond Refractory Services, LLC**

**Diamond Refractory Services  
California, L.P.**

**Mercury Industrial Materials, LLC**

**ASI Industrial Services, LLC**

**Turnaround Welding Services, LLC**

**Tiger Tower Services, LLC**

**RepconStrickland, Inc.**

**AltairStrickland, LLC**

**Repcon International, Inc.**

**Allan Automatic Sprinkler Corporation  
of So. Cal.**

**Tucker Mechanical**

**Wasatch Electric**

COUNTY OF NASSAU

LOBBYIST REGISTRATION AND DISCLOSURE FORM

1. Name of lobbyist(s)/lobbying organization: The term "lobbyist" means any and every person or organization retained, employed or designated by any client to influence - or promote a matter before - Nassau County, its agencies, boards, commissions, department heads, legislators or committees, including but not limited to the Open Space and Parks Advisory Committee and Planning Commission; or to otherwise engage in lobbying activities as the term is defined herein. Such matters include, but are not limited to, requests for proposals, development or improvement of real property subject to County regulation, procurements. The term "lobbyist" does not include any officer, director, trustee, employee, counsel or agent of the County of Nassau, or State of New York, when discharging his or her official duties.

NONE

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2. List whether and where the person/organization is registered as a lobbyist (e.g., Nassau County, New York State):

N/A

3. Name, address and telephone number of client(s) by whom, or on whose behalf, the lobbyist is retained, employed or designated:

N/A



4. Describe lobbying activity conducted, or to be conducted, in Nassau County, and identify client(s) for each activity listed. **See page 4 for a complete description of lobbying activities.**

N/A


5. The name of persons, organizations or governmental entities before whom the lobbyist expects to lobby:

N/A

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VERIFICATION: The undersigned affirms and so swears that he/she has read and understood the foregoing statements and they are, to his/her knowledge, true and accurate.

Dated: 12/18/2015

Signed: 

Print Name: Joseph P. Florio

Title: President / C.E.O.

**The term lobbying shall mean any attempt to influence:** any determination made by the Nassau County Legislature, or any member thereof, with respect to the introduction, passage, defeat, or substance of any local legislation or resolution; any determination by the County Executive to support, oppose, approve or disapprove any local legislation or resolution, whether or not such legislation has been introduced in the County Legislature; any determination by an elected County official or an officer or employee of the County with respect to the procurement of goods, services or construction, including the preparation of contract specifications, including but not limited to the preparation of requests for proposals, or solicitation, award or administration of a contract or with respect to the solicitation, award or administration of a grant, loan, or agreement involving the disbursement of public monies; any determination made by the County Executive, County Legislature, or by the County of Nassau, its agencies, boards, commissions, department heads or committees, including but not limited to the Open Space and Parks Advisory Committee, the Planning Commission, with respect to the zoning, use, development or improvement of real property subject to County regulation, or any agencies, boards, commissions, department heads or committees with respect to requests for proposals, bidding, procurement or contracting for services for the County; any determination made by an elected county official or an officer or employee of the county with respect to the terms of the acquisition or disposition by the county of any interest in real property, with respect to a license or permit for the use of real property of or by the county, or with respect to a franchise, concession or revocable consent; the proposal, adoption, amendment or rejection by an agency of any rule having the force and effect of law; the decision to hold, timing or outcome of any rate making proceeding before an agency; the agenda or any determination of a board or commission; any determination regarding the calendaring or scope of any legislature oversight hearing; the issuance, repeal, modification or substance of a County Executive Order; or any determination made by an elected county official or an officer or employee of the county to support or oppose any state or federal legislation, rule or regulation, including any determination made to support or oppose that is contingent on any amendment of such legislation, rule or regulation, whether or not such legislation has been formally introduced and whether or not such rule or regulation has been formally proposed.

## Business History Form

In addition to the submission of bids/proposals, as applicable, each bidder/proposer shall complete and submit this questionnaire. The questionnaire shall be filled out by the owner of a sole proprietorship or by an authorized representative of the firm, corporation or partnership submitting the bid/proposal.

(USE ADDITIONAL SHEETS IF NECESSARY TO FULLY ANSWER THE FOLLOWING QUESTIONS).

Date: December 18, 2015

1) Bidder's/Proposer's Legal Name: Welsbach Electric Corp. of L.I.

2) Address of Place of Business: 300 Newtown Road, Plainview, New York 11803

List all other business addresses used within last five years:

None

3) Mailing Address (if different): N/A

Phone : (516) 454-0023

Does the business own or rent its facilities? Rent

4) Dun and Bradstreet number: 01.272.8168

5) Federal I.D. Number: 11-2354251

6) The bidder/proposer is a (check one): ☐ Sole Proprietorship ☐ Partnership ☒ Corporation ☐ Other (Describe) \_\_\_\_\_

7) Does this business share office space, staff, or equipment expenses with any other business?  
Yes \_\_\_ No X If Yes, please provide details: \_\_\_\_\_

8) Does this business control one or more other businesses? Yes ☐ No ☒ If Yes, please provide details: \_\_\_\_\_

9) Does this business have one or more affiliates, and/or is it a subsidiary of, or controlled by, any other business? Yes X No      If Yes, provide details. Welsbach Electric Corp. of L.I. is a wholly owned subsidiary of Emcor Group, Inc.

10) Has the bidder/proposer ever had a bond or surety cancelled or forfeited, or a contract with Nassau County or any other government entity terminated? Yes \_\_\_\_ No X If Yes, state the name of bonding agency, (if a bond), date, amount of bond and reason for such cancellation or forfeiture: or details regarding the termination (if a contract). \_\_\_\_\_

11) Has the bidder/proposer, during the past seven years, been declared bankrupt? Yes \_\_\_ No X  
If Yes, state date, court jurisdiction, amount of liabilities and amount of assets \_\_\_\_\_

12) In the past five years, has this business and/or any of its owners and/or officers and/or any affiliated business, been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency? And/or, in the past 5 years, have any owner and/or officer of any affiliated business been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency, where such investigation was related to activities performed at, for, or on behalf of an affiliated business. Yes \_\_\_ No X If Yes, provide details for each such investigation. \_\_\_\_\_

13) In the past 5 years, has this business and/or any of its owners and/or officers and/or any affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies? And/or, in the past 5 years, has any owner and/or officer of an affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies, for matters pertaining to that individual's position at or relationship to an affiliated business. Yes \_\_\_ No X If Yes, provide details for each such investigation. \_\_\_\_\_

14) Has any current or former director, owner or officer or managerial employee of this business had, either before or during such person's employment, or since such employment if the charges pertained to events that allegedly occurred during the time of employment by the submitting business, and allegedly related to the conduct of that business:

a) Any felony charge pending? No X Yes \_\_\_ If Yes, provide details for each such charge. \_\_\_\_\_

b) Any misdemeanor charge pending? No X Yes \_\_\_ If Yes, provide details for each such charge. \_\_\_\_\_

c) In the past 10 years, you been convicted, after trial or by plea, of any felony and/or any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? No X Yes \_\_\_ If Yes, provide details for each such conviction \_\_\_\_\_

d) In the past 5 years, been convicted, after trial or by plea, of a misdemeanor? No X Yes \_\_\_ If Yes, provide details for each such conviction. \_\_\_\_\_

e) In the past 5 years, been found in violation of any administrative, statutory, or regulatory provisions? No X Yes \_\_\_ If Yes, provide details for each such

occurrence. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

- 15) In the past (5) years, has this business or any of its owners or officers, or any other affiliated business had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? No X Yes \_\_\_\_; If Yes, provide details for each such instance. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

- 16) For the past (5) tax years, has this business failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? No X Yes \_\_\_\_ If Yes, provide details for each such year. Provide a detailed response to all questions checked 'YES'. If you need more space, photocopy the appropriate page and attach it to the questionnaire. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

17) Conflict of Interest:

- a) Please disclose: N/A

(i) Any material financial relationships that your firm or any firm employee has that may create a conflict of interest or the appearance of a conflict of interest in acting as collection agent on behalf of Nassau County.

(ii) Any family relationship that any employee of your firm has with any County public servant that may create a conflict of interest or the appearance of a conflict of interest in acting as collection agent on behalf of Nassau County.

(iii) Any other matter that your firm believes may create a conflict of interest or the appearance of a conflict of interest in acting as a collection agent on behalf of Nassau County.

- b) Please describe any procedures your firm has, or would adopt, to assure the County that a conflict of interest would not exist for your firm in the future.

Please provide any other information which would be appropriate and helpful in determining the bidder's/proposer's capacity and reliability to perform these services.

- A. Include a resume or detailed description of the bidder's/proposer's professional qualifications, demonstrating extensive experience in your profession. Any prior similar experiences, and the results of these experiences, must be identified.

Should the bidder/proposer be other than an individual, the bid/proposal should include:

- i) Date of formation;
- ii) Name, addresses, and position of all persons having a financial interest in the company including shareholders, members, general or limited partner;
- iii) Name, address and position of all officers and directors of the company;
- iv) State of incorporation (if applicable);
- v) The number of employees in the firm;
- vi) Annual revenue of firm;
- vii) Summary of relevant accomplishments
- viii) Copies of all state and local licenses and permits.

- B. Indicate number of years in business. 60 Years
- C. Provide any other information which would be appropriate and helpful in determining the bidder's/proposer's capacity and reliability to perform these services.
- D. Provide names and addresses for no fewer than three references for whom the bidder/proposer has provided similar services or who are qualified to evaluate the bidder's/proposer's capability to perform this work.

Company New York State D.O.T.

Contact Person Emillo Sosa

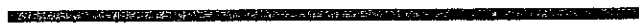
Address 140 Nikon Court

City/State Hauppauge, New York 11788

Telephone (631) 952-6733

Fax # (631) 234-3637

E-Mail Address ESosa@Dot.State.NY.US



Company New York State D.O.T.  
Contact Person Christine Caputo  
Address 221 Broadway, Suite 201  
City/State Amityville, New York  
Telephone (631) 598-7805  
Fax # (631) 598-7807  
E-Mail Address CCaputo@Dot.State.NY.US

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Company Nassau County DPW  
Contact Person Sheila Dukacz  
Address 1194 Prospect Ave, Suite 183  
City/State Westbury, New York 11590  
Telephone (516) 572-0465  
Fax # (516) 571-9363  
E-Mail Address SDukacz@NassauCountyNY.gov

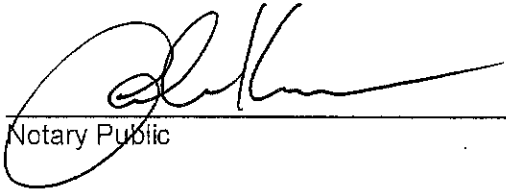


**CERTIFICATION**

A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID/PROPOSAL OR FUTURE BIDS/PROPOSALS, AND, IN ADDITION, MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES.

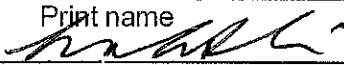
I, Joseph P. Florio, being duly sworn, state that I have read and understand all the items contained in the foregoing pages of this questionnaire and the following pages of attachments; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this questionnaire and before the execution of the contract; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this questionnaire as additional inducement to enter into a contract with the submitting business entity.

Sworn to before me this 18th day of December 2015

  
\_\_\_\_\_  
Notary Public

**DARLENE KUMMER**  
Notary Public, State of New York  
No. 01KU6096716  
Qualified in Suffolk County  
Commission Expires August 4, 2019

Name of submitting business: Welsbach Electric Corp. of L.I.

By: Joseph P. Florio  
\_\_\_\_\_  
Print name  
  
\_\_\_\_\_  
Signature

President / C.E.O.  
\_\_\_\_\_  
Title

12 / 18 / 2015  
\_\_\_\_\_  
Date

## PRINCIPAL QUESTIONNAIRE FORM

All questions on these questionnaires must be answered and the answers typewritten or printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID/ PROPOSAL WILL BE REJECTED AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD

1. Principal Name Joseph P. Florio  
Date of birth [REDACTED]  
Home address [REDACTED]  
City/state/zip [REDACTED]  
Business address 300 Newtown Road  
City/state/zip Plainview, New York 11803  
Telephone (516) 454-0023  
Other present address(es) \_\_\_\_\_  
City/state/zip \_\_\_\_\_  
Telephone \_\_\_\_\_  
List of other addresses and telephone numbers attached \_\_\_\_\_
2. Positions held in submitting business and starting date of each (check all applicable)  
President 02 / 15 / 2002 Treasurer \_\_\_\_\_  
Chairman of Board \_\_\_\_\_ Shareholder \_\_\_\_\_  
Chief Exec. Officer 02 / 15 / 2002 Secretary \_\_\_\_\_  
Chief Financial Officer 11 / 5 / 1989 Partner \_\_\_\_\_  
Vice President 05 / 01 / 1992 \_\_\_\_\_  
(Other) \_\_\_\_\_
3. Do you have an equity interest in the business submitting the questionnaire?  
NO X YES \_\_\_\_\_ If Yes, provide details.
4. Are there any outstanding loans, guarantees or any other form of security or lease or any other type of contribution made in whole or in part between you and the business submitting the questionnaire? NO X YES \_\_\_\_\_ If Yes, provide details.
5. Within the past 3 years, have you been a principal owner or officer of any business or not-for-profit organization other than the one submitting the questionnaire? NO X YES \_\_\_\_\_; If Yes, provide details.
6. Has any governmental entity awarded any contracts to a business or organization listed in Section 5 in the past 3 years while you were a principal owner or officer? NO X YES \_\_\_\_\_ If Yes, provide details.

NOTE: An affirmative answer is required below whether the sanction arose automatically, by operation of law, or as a result of any action taken by a government agency.

Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

7. In the past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section 5 in which you have been a principal owner or officer:
- a. Been debarred by any government agency from entering into contracts with that agency? NO X YES \_\_\_\_ If Yes, provide details for each such instance.
  - b. Been declared in default and/or terminated for cause on any contract, and/or had any contracts cancelled for cause? NO X YES \_\_\_\_ If Yes, provide details for each such instance.
  - c. Been denied the award of a contract and/or the opportunity to bid on a contract, including, but not limited to, failure to meet pre-qualification standards? NO X YES \_\_\_\_ If Yes, provide details for each such instance.
  - d. Been suspended by any government agency from entering into any contract with it; and/or is any action pending that could formally debar or otherwise affect such business's ability to bid or propose on contract? NO X YES \_\_\_\_ If Yes, provide details for each such instance.
8. Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated? If 'Yes', provide details for each such instance. (Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.)
- a) Is there any felony charge pending against you? NO X YES \_\_\_\_ If Yes, provide details for each such charge.
  - b) Is there any misdemeanor charge pending against you? NO X YES \_\_\_\_ If Yes, provide details for each such charge.
  - c) Is there any administrative charge pending against you? NO X YES \_\_\_\_ If Yes, provide details for each such charge.
  - d) In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? NO X YES \_\_\_\_ If Yes, provide details for each such conviction.
  - e) In the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor? NO X YES \_\_\_\_ If Yes, provide details for each such conviction.
  - f) In the past 5 years, have you been found in violation of any administrative or statutory charges? NO X YES \_\_\_\_ If Yes, provide details for each such occurrence.


9. In addition to the information provided in response to the previous questions, in the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed in response to Question 5? NO X YES \_\_\_\_ If Yes, provide details for each such investigation.
10. In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not limited to federal, state, and local regulatory agencies while you were a principal owner or officer? NO X YES \_\_\_\_ If Yes; provide details for each such investigation.
11. In the past 5 years, have you or this business, or any other affiliated business listed in response to Question 5 had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? NO X YES \_\_\_\_ If Yes; provide details for each such instance.
12. For the past 5 tax years, have you failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? NO X YES \_\_\_\_ If Yes, provide details for each such year.

**CERTIFICATION**

A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID/PROPOSAL OR FUTURE BIDS/PROPOSALS, AND, IN ADDITION, MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES.

I, Joseph P. Florio, being duly sworn, state that I have read and understand all the items contained in the foregoing pages of this questionnaire and the following pages of attachments; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this questionnaire and before the execution of the contract; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this questionnaire as additional inducement to enter into a contract with the submitting business entity.

Sworn to before me this 18 day of December 2015

  
\_\_\_\_\_  
Notary Public

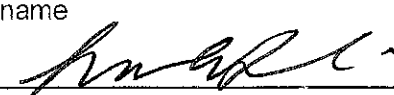
**DARLENE KUMMER**  
Notary Public, State of New York  
No. 01KU6096716  
Qualified in Suffolk County  
Commission Expires August 4, 2019

Welsbach Electric Corp. of L.I.

\_\_\_\_\_  
Name of submitting business

Joseph P. Florio

\_\_\_\_\_  
Print name

  
\_\_\_\_\_  
Signature

\_\_\_\_\_  
President / C.E.O.

\_\_\_\_\_  
Title

12 / 18 / 2015  
\_\_\_\_\_  
Date

## PART II

### ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES

*Market Information.* Our common stock trades on the New York Stock Exchange under the symbol "EME".

The following table sets forth high and low sales prices for our common stock for the periods indicated as reported by the New York Stock Exchange:

<u>2014</u>	<u>High</u>	<u>Low</u>
First Quarter	\$ 47.81	\$ 40.12
Second Quarter	\$ 48.00	\$ 43.41
Third Quarter	\$ 46.04	\$ 39.96
Fourth Quarter	\$ 45.87	\$ 38.68

<u>2013</u>	<u>High</u>	<u>Low</u>
First Quarter	\$ 47.69	\$ 34.42
Second Quarter	\$ 42.34	\$ 35.58
Third Quarter	\$ 38.98	\$ 37.12
Fourth Quarter	\$ 42.61	\$ 36.26

*Holders.* As of February 19, 2015, there were approximately 166 stockholders of record and, as of that date, we estimate there were approximately 31,229 beneficial owners holding our common stock in nominee or "street" name.

*Dividends.* We have paid quarterly dividends since October 25, 2011. At the December 7, 2012 meeting of our Board of Directors, the regular quarterly dividend that would have been paid in January 2013 was declared, its amount increased to \$0.06 per share and the payment date accelerated to December 28, 2012. During 2013, we paid a regular quarterly dividend of \$0.06 per share in the second, third and fourth quarters of 2013. In December 2013, our Board of Directors announced its intention to increase our regular quarterly dividend to \$0.08 per share commencing with the dividend to be paid in the first quarter of 2014, and that dividend was paid in each of the four quarters of 2014. We expect that such quarterly dividends will be paid in the foreseeable future. Our 2013 Credit Agreement places limitations on the payment of dividends on our common stock. However, we do not believe that the terms of this agreement materially limit our ability to pay a quarterly dividend of \$0.08 per share for the foreseeable future.

*Securities Authorized for Issuance Under Equity Compensation Plans.* The following table summarizes, as of December 31, 2014, certain information regarding equity compensation plans that were approved by stockholders and equity compensation plans that were not approved by stockholders. The information in the table and in the Notes thereto has been adjusted for stock splits.

Plan Category	Equity Compensation Plan Information		
	A	B	C
	Number of Securities to be Issued upon Exercise of Outstanding Options, Warrants and Rights	Weighted Average Exercise Price of Outstanding Options, Warrants and Rights	Number of Securities Remaining Available for Future Issuance under Equity Compensation Plans (Excluding Securities Reflected in Column A)
Equity Compensation Plans Approved by Security Holders	127,703	\$ 10.2	2,086,933
Equity Compensation Plans Not Approved by Security Holders	—	\$ —	—
<b>Total</b>	<b>127,703</b>	<b>\$ 10.2</b>	<b>2,086,933</b>

- (1) Included within this amount are 710,299 restricted stock units awarded to our non-employee directors and employees. The weighted average exercise price would have been \$24.15 had the weighted average exercise price calculation excluded such restricted stock units.
- (2) Represents shares of our common stock available for future issuance under our 2010 Incentive Plan (the "2010 Plan"), which may be issuable in respect of options and/or stock appreciation rights granted under the 2010 Plan and/or may also be issued pursuant to the award of restricted stock, unrestricted stock and/or awards that are valued in whole or in part by reference to, or are otherwise based on the fair market value of, our common stock.

#### Purchase of Equity Securities by the Issuer and Affiliated Purchasers

The following table summarizes repurchases of our common stock made during the quarter ended December 31, 2014 by us:

Period	Total Number of Shares Purchased <sup>(1)</sup>	Average Price Paid Per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Maximum Number (or Approximate Dollar Value) of Shares That May Yet be Purchased Under the Plan or Programs
October 1, 2014 to October 31, 2014	546,140	\$40.57	546,140	\$205,163,731
November 1, 2014 to November 30, 2014	977,073	\$44.77	977,073	\$205,739,378
December 1, 2014 to December 31, 2014	900,975	\$43.56	900,975	\$165,467,088

- (1) On September 26, 2011, we announced that our Board of Directors had authorized us to repurchase up to \$100.0 million of our outstanding common stock, and on December 5, 2013, we announced that our Board of Directors had authorized us to repurchase up to an additional \$100.0 million of our outstanding common stock. As of December 31, 2014, we had repurchased all shares under both of these authorizations. On October 23, 2014, our Board of Directors authorized us to repurchase up to an additional \$250.0 million of our outstanding common stock. As a result, as of December 31, 2014, \$166.5 million remained available for repurchase under that authorization. No shares have been repurchased since the programs have been announced other than pursuant to these publicly announced programs. Repurchases may be made from time to time as permitted by securities laws and other legal requirements.

## ITEM 6. SELECTED FINANCIAL DATA

The following selected financial data has been derived from our audited financial statements and should be read in conjunction with the consolidated financial statements, the related notes thereto and the report of our independent registered public accounting firm thereon included elsewhere in this and our previously filed annual reports on Form 10-K.

See Note 3 - Acquisitions of Businesses and Note 4 - Disposition of Assets of the notes to consolidated financial statements included in Item 8. Financial Statements and Supplementary Data for a discussion regarding acquisitions and dispositions. During the third quarter of 2014, we ceased construction operations in the United Kingdom. The results of the construction operations of our United Kingdom segment for all periods are presented as discontinued operations. In addition, the results of operations for all periods presented reflect discontinued operations accounting due to the disposition in August 2011 of our Canadian subsidiary.

### Income Statement Data

(In thousands, except per share data)

	Years Ended December 31,				
	2014	2013	2012	2011	2010
Revenue	\$6,424,963	\$6,557,527	\$6,195,491	\$5,113,893	\$4,698,311
Gross profit	907,246	821,646	803,979	724,733	677,010
Impairment loss on goodwill and identifiable intangible assets	(147)	—	—	5,793	246,081
Operating income (loss)	289,878	240,350	260,303	214,119	(30,192)
Net income (loss) attributable to HMCOT Group, Inc.	\$ 163,664	\$ 123,792	\$ 146,584	\$ 130,826	\$ (30,691)
Basic earnings (loss) per common share:					
From continuing operations	\$ 2.61	\$ 2.19	\$ 2.32	\$ 1.86	\$ (1.33)
From discontinued operations	(0.07)	(0.34)	(0.12)	0.10	0.02
	\$ 2.54	\$ 1.85	\$ 2.20	\$ 1.96	\$ (1.31)
Diluted earnings (loss) per common share:					
From continuing operations	\$ 2.59	\$ 2.17	\$ 2.23	\$ 1.82	\$ (1.33)
From discontinued operations	(0.07)	(0.34)	(0.12)	0.09	0.02
	\$ 2.52	\$ 1.82	\$ 2.16	\$ 1.91	\$ (1.31)

### Balance Sheet Data (In thousands)

	As of December 31,				
	2014	2013	2012	2011	2010
Equity	\$1,430,488	\$1,459,626	\$1,357,179	\$1,243,131	\$1,162,344
Total assets	3,388,967	3,465,915	3,107,070	3,014,076	2,755,542
Goodwill	834,102	834,827	866,583	566,803	406,814
Borrowings under revolving credit facility	—	—	150,000	150,000	150,000
Term loans including current maturities	12,500	250,000	—	—	—
Other long-term debt, including current maturities	57	11	18	—	24
Capital lease obligations, including current maturities	2,832	4,032	5,381	4,857	1,649

- (1) During 2014, we repurchased approximately 4.8 million shares of our common stock for approximately \$206.0 million. Since the inception of the repurchase programs in 2011 through December 31, 2014, we have repurchased 7.6 million shares of our common stock for approximately \$283.5 million. The repurchase of shares results in a reduction of our Equity. We have paid quarterly dividends since October 25, 2011. At the December 7, 2012 meeting of our Board of Directors, the regular quarterly dividend that would have been paid in January 2013 was declared, its amount increased to \$0.06 per share and the payment date accelerated to December 28, 2012. During 2013, we paid a regular quarterly dividend of \$0.06 per share in the second, third and fourth quarters of 2013. In December 2013, our Board of Directors announced its intention to increase our regular quarterly dividend to \$0.08 per share commencing with the dividend to be paid in the first quarter of 2014, and that dividend was paid in each of the four quarters of 2014. We expect that such quarterly dividends will be paid in the foreseeable future. Prior to October 25, 2011, no cash dividends had been paid on the Company's common stock.



## ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

We are one of the largest electrical and mechanical construction and facilities services firms in the United States. In addition, we provide a number of building services and industrial services. Our services are provided to a broad range of commercial, industrial, utility and institutional customers through approximately 70 operating subsidiaries and joint venture entities. Our offices are located in the United States and the United Kingdom.

Due to recurring losses over the last several years in the construction operations of our United Kingdom segment and our negative assessment of construction market conditions in the United Kingdom for the foreseeable future, we announced during the quarter ended June 30, 2013 our decision to withdraw from the construction market in the United Kingdom. During the third quarter of 2014, we ceased construction operations in the United Kingdom. The results of the construction operations of our United Kingdom segment for all periods are presented as discontinued operations. The segment formally named the United Kingdom construction and building services segment has been renamed the United Kingdom building services segment.

### Impact of Acquisitions

In order to provide a more meaningful period-over-period discussion of our operating results, we may discuss amounts generated or incurred (revenues, gross profit, selling, general and administrative expenses and operating income) from companies acquired. The amounts discussed reflect the acquired companies' operating results in the current reported period only for the time period these entities were not owned by EMCOR in the comparable prior reported period.

### Overview

The following table presents selected financial data for the fiscal years ended December 31, 2014 and 2013 (in thousands, except percentages and per share data):

	2014	2013
Revenues	\$ 6,424,965	\$ 6,333,327
Revenues increase from prior year	1.4%	2.2%
Recurring expenses	\$ 1,168	\$ 847
Impairment loss on identifiable intangible assets	\$ 1,471	\$ —
Gain on sale of building	\$ 11,495	\$ —
Operating income	\$ 289,878	\$ 240,350
Operating income as a percentage of revenues	4.5%	3.8%
Income from continuing operations	\$ 178,117	\$ 150,423
Net income attributable to EMCOR Group, Inc.	\$ 168,649	\$ 123,702
Diluted earnings per common share from continuing operations	\$ 2.59	\$ 2.16

Overall revenues, operating income and operating margin (operating income as a percentage of revenues) increased in 2014 compared to 2013. The increase in revenues is primarily attributable to higher revenues from our United States industrial services segment and our United Kingdom building services segment, partially offset by a decline in revenues from our (a) United States mechanical construction and facilities services segment, (b) United States building services segment and (c) United States electrical construction and facilities services segment. Companies acquired in 2013, which are reported in our United States industrial segment and our United States mechanical construction and facilities services segment, generated incremental revenues of \$231.2 million in 2014. As previously discussed under "Impact of Acquisitions" above, this amount reflects acquired companies' revenues in the current reported period only for the time period these entities were not owned by EMCOR in the comparable prior reported period.

The increases in operating income were primarily attributable to improved operating performance within all of our reportable segments, except for our United States electrical construction and facilities services segment and our United States building services segment. Operating income margins increased within all of our reportable segments, except for our United States electrical construction and facilities services segment and our United States industrial services segment. In addition, our operating income and operating margin were favorably impacted by an \$11.7 million gain on the sale of a building. Companies acquired in 2013, which are reported in our United States industrial segment and our United States mechanical construction and facilities services segment, contributed \$9.3 million to operating income, net of \$8.2 million of amortization expense associated with identifiable intangible assets. As previously discussed under "Impact of Acquisitions" above, these amounts reflect acquired companies' operating results in the current reported period only for the time period these entities were not owned by EMCOR in the comparable prior reported period.

## Operating Segments

We have the following reportable segments which provide services associated with the design, integration, installation, start-up, operation and maintenance of various systems: (a) United States electrical construction and facilities services (involving systems for electrical power transmission and distribution; premises electrical and lighting systems; low-voltage systems, such as fire alarm, security and process control; voice and data communication; roadway and transit lighting; and fiber optic lines); (b) United States mechanical construction and facilities services (involving systems for heating, ventilation, air conditioning, refrigeration and clean-room process ventilation; fire protection; plumbing, process and high-purity piping; controls and filtration; water and wastewater treatment; central plant heating and cooling; cranes and rigging; millwrighting; and steel fabrication, erection and welding); (c) United States building services; (d) United States industrial services; and (e) United Kingdom building services. The "United States building services" and "United Kingdom building services" segments principally consist of those operations which provide a portfolio of services needed to support the operation and maintenance of customers' facilities, including commercial and government site-based operations and maintenance; facility maintenance and services, including reception, security and catering services; outage services to utilities and industrial plants; military base operations support services; mobile maintenance and services; floor care and janitorial services; landscaping, lot sweeping and snow removal; facilities management; vendor management; call center services; installation and support for building systems; program development, management and maintenance for energy systems; technical consulting and diagnostic services; infrastructure and building projects for federal, state and local governmental agencies and bodies; and small modification and retrofit projects, which services are not generally related to customers' construction programs. The segment "United States industrial services" principally consists of those operations which provide industrial maintenance and services, including those for refineries and petrochemical plants, including on-site repairs, maintenance and service of heat exchangers, towers, vessels and piping; design, manufacturing, repair and hydro blast cleaning of shell and tube heat exchangers and related equipment; refinery turnaround planning and engineering services; specialty welding services; overhaul and maintenance of critical process units in refineries and petrochemical plants; and specialty technical services for refineries and petrochemical plants.

We completed the acquisition of RepconStrickland, Inc. ("RSF") during 2013, and its results have been included in our United States industrial services segment since its acquisition. In addition, we completed two other acquisitions during 2013, and their results have been included in our United States mechanical construction and facilities services segment. These acquired businesses expanded our service capabilities into new technical areas.

## Discussion and Analysis of Results of Operations

### 2014 versus 2013

#### Revenues

As described in more detail below, revenues for 2014 were \$6.4 billion compared to \$6.3 billion for 2013. The increase in revenues for 2014 was primarily attributable to revenues of \$231.2 million attributable to companies acquired in 2013 and higher revenues from our United States industrial services segment and our United Kingdom building services segment. This increase was partially offset by lower revenues from our other reportable segments. See "Impact of Acquisitions" discussion above for further information regarding companies acquired in 2013. We continue to be disciplined in a very competitive marketplace by only accepting work that we believe can be performed at reasonable margins.

The following table presents our revenues for each of our operating segments and the approximate percentages that each segment's revenues were of total revenues for the years ended December 31, 2014 and 2013 (in thousands, except for percentages):

	2014	% of Total	2013	% of Total
Revenues from unrelated entities:				
United States electrical construction and facilities services	\$ 1,311,988	20%	\$ 1,345,750	21%
United States mechanical construction and facilities services	2,201,212	34%	2,329,834	37%
United States building services	1,721,841	27%	1,794,978	28%
United States industrial services	839,980	13%	519,413	8%
Total United States operations	\$ 6,074,521	95%	\$ 5,989,975	95%
United Kingdom building services	350,444	5%	343,552	5%
Total worldwide operations	\$ 6,424,965	100%	\$ 6,333,527	100%

Revenues of our United States electrical construction and facilities services segment were \$1,312.0 million for the year ended December 31, 2014 compared to revenues of \$1,345.8 million for the year ended December 31, 2013. The decrease in revenues was primarily attributable to a decrease in revenues from institutional and manufacturing construction projects, primarily in the southern California and Washington D.C. markets, as well as a decrease in revenues from water and wastewater construction projects. These decreases were partially offset by higher levels of work from transportation, commercial and healthcare projects.

Our United States mechanical construction and facilities services segment revenues for the year ended December 31, 2014 were \$2,201.2 million, a \$128.6 million decrease compared to revenues of \$2,329.8 million for the year ended December 31, 2013. This decrease in revenues was primarily attributable to a decline in revenues from manufacturing construction projects, partially as the result of the completion in 2013 of several large projects within this market sector, which were not replaced. This decrease was partially offset by: (a) an increase in revenues from commercial, hospitality and institutional construction projects and (b) incremental revenues of \$19.2 million generated by companies acquired in 2013. See "Impact of Acquisitions" discussion above for further information.

Revenues of our United States building services segment were \$1,721.3 million and \$1,795.0 million in 2014 and 2013, respectively. This decrease in revenues was primarily attributable to decreased revenues from: (a) our commercial site-based services operations, as a result of a decline in revenues from supplier management contracts, including a large contract that was terminated by agreement of both parties, (b) our energy services operations, due to a reduction in large project work, and (c) our government site-based services operations, as a result of the completion of a large long-term site-based joint venture project located in the Pacific Northwest not renewed pursuant to rebid. These decreases were partially offset by an increase in revenues from our mobile mechanical service operations, primarily within the California and New England markets.

Revenues of our United States industrial services segment for the year ended December 31, 2014 increased by \$320.6 million compared to the year ended December 31, 2013. For the seven months ended July 31, 2014, RSI generated incremental revenues of \$212.0 million. As previously discussed under "Impact of Acquisitions" above, this amount reflects RSI's revenues in the current reported period only for the time period RSI was not owned by EMCOR in the comparable prior reported period. The increase in revenues was also attributable to an increased demand for our industrial field services operations, partially offset by a decrease in revenues from our industrial shop services operations.

Our United Kingdom building services segment revenues were \$350.4 million in 2014 compared to \$343.6 million in 2013. This increase in revenues was due to an increase of \$16.9 million relating to the effect of favorable exchange rates for the British pound versus the United States dollar and increased activity within the commercial and healthcare markets, partially offset by decreased activity within the transportation and institutional markets.

#### Backlog

The following table presents our operating segment backlog from unrelated entities and their respective percentages of total backlog (in thousands, except for percentages):

	December 31, 2014	% of Total	December 31, 2013	% of Total
Backlog:				
United States electrical construction and facilities services	\$1,778,172	32%	\$1,657,915	30%
United States mechanical construction and facilities services	1,473,018	41%	1,325,941	40%
United States building services	732,960	20%	761,835	23%
United States industrial services	101,154	3%	94,187	3%
Total United States operations	\$3,483,504	96%	\$3,475,902	95%
United Kingdom building services	150,084	4%	167,804	5%
Total worldwide operations	\$3,633,588	100%	\$3,643,706	100%

Our backlog at December 31, 2014 was \$3.63 billion compared to \$3.34 billion at December 31, 2013. This increase in backlog was primarily attributable to an increase in contracts awarded for work in our (a) United States electrical construction and facilities services segment and (b) United States mechanical construction and facilities services segment. Backlog increases with awards of new contracts and decreases as we perform work on existing contracts. Backlog is not a term recognized under United States generally accepted accounting principles; however, it is a common measurement used in our industry. We include a project within our backlog at such time as a contract is awarded. Backlog includes unrecognized revenues to be realized from uncompleted construction contracts plus unrecognized revenues expected to be realized over the remaining term of services contracts. However, we do not include in backlog contracts for which we are paid on a time and material basis and a fixed amount cannot be determined, and if the remaining term of a services contract exceeds 12 months, the unrecognized revenues attributable to such contract included

in backlog are limited to only the next 12 months of revenues provided for in the contract award. Our backlog also includes amounts related to services contracts for which a fixed price contract value is not assigned when a reasonable estimate of total revenues can be made from budgeted amounts agreed to with our customer. Our backlog is comprised of: (a) original contract amounts, (b) change orders for which we have received written confirmations from our customers, (c) pending change orders for which we expect to receive confirmations in the ordinary course of business and (d) claim amounts that we have made against customers for which we have determined we have a legal basis under existing contractual arrangements and as to which we consider recovery to be probable. Such claim amounts were immaterial for all periods presented. Our backlog does not include anticipated revenues from unconsolidated joint ventures or variable interest entities and anticipated revenues from pass-through costs on contracts for which we are acting in the capacity of an agent and which are reported on the net basis. We believe our backlog is firm, although many contracts are subject to cancellation at the election of our customers. Historically, cancellations have not had a material adverse effect on us.

#### *Cost of sales and Gross profit*

The following table presents cost of sales, gross profit (revenues less cost of sales), and gross profit margin (gross profit as a percentage of revenues) for the years ended December 31, 2014 and 2013 (in thousands, except for percentages):

	2014	2013
Cost of sales	\$ 5,517,710	\$ 5,311,981
Gross profit	\$ 907,246	\$ 821,646
Gross profit margin	14.1%	13.0%

Our gross profit for the year ended December 31, 2014 was \$907.2 million, an \$85.6 million increase compared to the gross profit of \$821.6 million for the year ended December 31, 2013. The increase in gross profit was primarily attributable to improved profitability within all of our reportable segments, except for our United States electrical construction and facilities services segment. Gross profit in 2013 within our United States mechanical construction and facilities services segment was negatively impacted by aggregate losses of approximately \$24.5 million from one of our subsidiaries at two projects located in the southeastern United States. Companies acquired in 2013 included in our United States industrial services segment and our United States mechanical construction and facilities services segment contributed an aggregate of \$35.9 million to gross profit in 2014. As previously discussed under "Impact of Acquisitions" above, this amount reflects acquired companies' gross profit in the current reported period only for the time period these entities were not owned by EMCOR in the comparable prior reported period.

Our gross profit margin was 14.1% and 13.0% for 2014 and 2013, respectively. Gross profit margin for 2014 increased within most of our reportable segments. Our consolidated gross profit margin benefited from an increase in revenues from our United States industrial services segment, which historically generates higher gross profit margins than our other reportable segments. Gross profit margin for 2013 was adversely impacted by the two significant project write-downs reported in our United States mechanical construction and facilities services segment, resulting in a 0.4% impact on consolidated gross profit margin.

#### *Selling, general and administrative expenses*

The following table presents selling, general and administrative expenses, and selling, general and administrative expenses as a percentage of revenues, for the years ended December 31, 2014 and 2013 (in thousands, except for percentages):

	2014	2013
Selling, general and administrative expenses	\$ 626,478	\$ 580,649
Selling, general and administrative expenses as a percentage of revenues	9.8%	9.2%

Our selling, general and administrative expenses for the year ended December 31, 2014 were \$626.5 million, a \$45.8 million increase compared to selling, general and administrative expenses of \$580.6 million for the year ended December 31, 2013. Selling, general and administrative expenses as a percentage of revenues were 9.8% and 9.2% for the years ended December 31, 2014 and 2013, respectively. This increase in selling, general and administrative expenses primarily resulted from: (a) \$26.6 million of expenses directly related to companies acquired in 2013, including amortization expense of \$8.2 million attributable to identifiable intangible assets, (b) higher employee related costs such as incentive compensation and employee benefits and (c) higher legal costs, including the unfavorable settlement of a legal matter. See "Impact of Acquisitions" discussion above for further information regarding companies acquired in 2013. In addition, our selling, general and administrative expenses as a percentage of revenues increased due to higher revenues from our United States industrial services segment, which has a higher fixed cost structure than our other reportable segments. Selling, general and administrative expenses for the year ended December 31, 2013 included \$6.1 million of transaction costs associated with the acquisition of RSI. Selling, general and administrative expenses for the year ended December 31, 2013 were reduced by \$6.8 million of income attributable to the reversal of contingent consideration accruals relating to acquisitions made prior to 2013.

### Restructuring expenses

Restructuring expenses were \$1.2 million and \$0.6 million for 2014 and 2013, respectively. The 2014 restructuring expenses included \$0.6 million of employee severance obligations and \$0.6 million relating to the termination of leased facilities. The 2013 restructuring expenses included \$0.5 million of employee severance obligations and \$0.1 million relating to the termination of leased facilities. As of December 31, 2014 and 2013, the balance of restructuring related obligations yet to be paid was \$0.3 million and \$0.2 million, respectively. The majority of obligations outstanding as of December 31, 2013 were paid during 2014. The majority of obligations outstanding as of December 31, 2014 will be paid during 2015. No material expenses in connection with restructuring from continuing operations are expected to be incurred during 2015.

### Gain on sale of building

On July 22, 2014, we sold a building and land owned by one of our subsidiaries reported in the United States mechanical construction and facilities services segment. We recognized a gain of approximately \$11.7 million on this transaction in the third quarter of 2014, which has been classified as a "Gain on sale of building" in the Consolidated Statements of Operations.

### Impairment loss on goodwill and identifiable intangible assets

In conjunction with our 2014 annual impairment test on October 1, we recognized a \$1.5 million non-cash impairment charge related to subsidiary trade names within the United States mechanical construction and facilities services segment and the United States building services segment. The 2014 impairment primarily resulted from lower forecasted revenues from two companies within these segments. No impairment of our identifiable intangible assets was recognized for the year ended December 31, 2013. Additionally, no impairment of our goodwill was recognized for the years ended December 31, 2014 and 2013.

### Operating income (loss)

The following table presents by segment our operating income (loss) (gross profit less selling, general and administrative expenses and restructuring expenses), and each segment's operating income (loss) as a percentage of such segment's revenues from unrelated entities, for the years ended December 31, 2014 and 2013 (in thousands, except for percentages):

	2014	% of Segment Revenues	2013	% of Segment Revenues
<b>Operating income (loss):</b>				
United States electrical construction and facilities services	90,873	6.9%	98,114	7.3%
United States mechanical construction and facilities services	114,418	5.2%	93,765	4.0%
United States building services	15,885	3.3%	8,525	3.7%
United States industrial services	63,159	7.5%	38,763	7.5%
Total United States operations	284,335	5.3%	239,167	5.0%
United Kingdom building services	15,011	4.3%	13,021	3.8%
Corporate administration	(68,576)	—	(69,891)	—
Restructuring expenses	(1,168)	—	(647)	—
Impairment loss on identifiable intangible assets	(1,471)	—	—	—
Gain on sale of building	11,749	—	—	—
Total Worldwide operations	289,878	4.3%	240,350	3.8%
<b>Other corporate items:</b>				
Interest expense	(70,475)	—	(87,669)	—
Interest income	842	—	1,128	—
Income from continuing operations before income taxes	\$ 219,645	—	\$ 253,709	—

As described in more detail below, we had operating income of \$289.9 million for 2014 compared to operating income of \$240.4 million for 2013. Operating margin was 4.5% and 3.8% for 2014 and 2013, respectively. Included within operating income for 2014 was an \$11.7 million gain on the sale of a building, resulting in a 0.2% impact on our consolidated operating margin for 2014. Operating income for 2013 was negatively impacted by aggregate losses of approximately \$24.5 million from one of our subsidiaries at two projects located in the southeastern United States, resulting in a 0.4% impact on our consolidated operating margin for 2013.

Operating income of our United States electrical construction and facilities services segment for the year ended December 31, 2014 was \$90.9 million compared to operating income of \$98.1 million for the year ended December 31, 2013. The decrease in operating income for the year ended December 31, 2014 was primarily the result of a decrease in gross profit attributable to institutional, transportation, manufacturing and water and wastewater construction projects, as well as an increase in selling, general and administrative expenses, mainly attributable to employment costs. This segment was also negatively impacted by project losses incurred from one of our subsidiaries whose operations we are in the process of closing. The decrease in operating margin for the year ended December 31, 2014 was primarily the result of an increase in the ratio of selling, general and administrative expenses to revenues.

Our United States mechanical construction and facilities services segment operating income for the year ended December 31, 2014 was \$114.4 million, a \$20.7 million increase compared to operating income of \$93.8 million for the year ended December 31, 2013. Operating income was favorably impacted by an increase in gross profit from institutional, commercial, healthcare and hospitality construction projects, partially offset by a decrease in gross profit from manufacturing and transportation construction projects. The results for 2014 included the receipt of \$3.0 million from former shareholders of a company we had acquired as a result of the settlement of a claim by us under the acquisition agreement; this payment has been recorded as a reduction of "Cost of sales" in the Consolidated Statements of Operations. The results for 2013 included aggregate losses of approximately \$24.5 million from one of our subsidiaries at two projects located in the southeastern United States, resulting in a 1.1% impact on this segment's operating margin, partially offset by \$6.7 million of income attributable to the reversal of contingent consideration accruals related to acquisitions made prior to 2013. Companies acquired in 2013 generated operating income of \$0.9 million, net of amortization expense of \$0.2 million attributable to identifiable intangible assets, for the year ended December 31, 2014. See "Impact of Acquisitions" discussion above for further information. The increase in operating margin for the year ended December 31, 2014 was attributable to an increase in gross profit margin.

Operating income of our United States building services segment was \$65.9 million and \$67.2 million in 2014 and 2013, respectively. The decrease in operating income was primarily attributable to a decrease in operating income from this segment's: (a) commercial site-based services operations, due to: (i) decreased volume from supplier management contracts and (ii) higher legal costs, including the unfavorable settlement of a legal matter; and (b) energy services operations, due to a reduction of large project work. These decreases were partially offset by an increase in gross profit from this segment's: (a) mobile mechanical services operations, partially due to increased profitability in projects, retrofits and repair services work and (b) government site-based services operations, partially due to the successful close-out of two large long-term joint venture projects and reduced selling, general and administrative expenses. The increase in operating margin for the year ended December 31, 2014 was attributable to an increase in gross profit margin.

Operating income of our United States industrial services segment for the year ended December 31, 2014 increased by \$24.4 million compared to operating income for the year ended December 31, 2013. For the seven months ended July 31, 2014, RSI contributed \$8.4 million of operating income, net of \$8.0 million of amortization expense attributable to identifiable intangible assets. As previously discussed under "Impact of Acquisitions" above, these amounts reflect RSI's operating results in the current reported period only for the time period RSI was not owned by EMCOR in the comparable prior reported period. Operating income also benefited from an increase in demand for this segment's industrial field services. The increase in operating income was partially offset by a reduction in operating income from our industrial shop services operations, which had benefited from exceptionally strong demand during the first quarter of 2013.

Our United Kingdom building services segment's operating income for the year ended December 31, 2014 was \$15.0 million compared to operating income of \$13.0 million for the year ended December 31, 2013. This segment recognized income of \$4.8 million during the second quarter of 2014, which has been recorded as a reduction of "Cost of sales" in the Consolidated Statements of Operations, as a result of a reduction in the estimate of certain accrued contract costs that were no longer expected to be incurred, which was partially offset by a decrease in income from the commercial and transportation markets. The increase in operating margin for the year ended December 31, 2014 was attributable to an increase in gross profit margin and a decrease in the ratio of selling, general and administrative expenses to revenues.

Our corporate administration operating loss was \$68.6 million for 2014 compared to \$69.9 million in 2013. Our corporate administration operating loss for 2013 included \$6.1 million of transaction costs associated with the acquisition of RSI. The benefit of the absence of these transaction costs for 2014 was partially offset by an increase in certain employment costs, such as incentive compensation and employee benefits. Also, our corporate administration operating loss for 2013 was reduced by the receipt of an insurance recovery of approximately \$2.6 million that was received in January 2013 associated with a previously disposed of operation, which is classified as a component of "Cost of sales" in the Consolidated Statements of Operations.



### Non-operating items

Interest expense was \$9.1 million and \$8.8 million for 2014 and 2013, respectively. The \$0.3 million increase in interest expense for 2014 compared to 2013 was primarily due to increased borrowings associated with the term loan executed in November 2013.

Interest income was \$0.8 million and \$1.1 million for 2014 and 2013, respectively. The decrease in interest income was primarily related to lower invested cash balances.

For joint ventures that have been accounted for using the consolidation method of accounting, noncontrolling interest represents the allocation of earnings to our joint venture partners who either have a minority-ownership interest in the joint venture or are not at risk for the majority of losses of the joint venture.

Our 2014 income tax provision from continuing operations was \$103.5 million compared to \$82.3 million for 2013. The actual income tax rates on income from continuing operations before income taxes, less amounts attributable to noncontrolling interests, for the years ended December 31, 2014 and 2013, were 37.4% and 35.9%, respectively. The increase in the 2014 income tax provision compared to 2013 was primarily due to the effect of increased income before income taxes and the 2013 reversal of previously unrecognized income tax benefits.

### Discontinued operations

Due to recurring losses over the last several years in the construction operations of our United Kingdom segment and our negative assessment of construction market conditions in the United Kingdom for the foreseeable future, we announced during the quarter ended June 30, 2013 our decision to withdraw from the construction market in the United Kingdom. During the third quarter of 2014, we ceased construction operations in the United Kingdom. The results of the construction operations of our United Kingdom segment for all periods are presented in our Consolidated Financial Statements as discontinued operations.

### 2013 versus 2012

#### Revenues

As described in more detail below, revenues for 2013 were \$6.3 billion compared to \$6.2 billion for 2012. The increase in revenues for 2013 was primarily attributable to: (a) incremental revenues of approximately \$133.3 million generated by companies acquired in 2013, which are reported in our United States industrial services segment and our United States mechanical construction and facilities services segment and (b) higher revenues from our United States electrical construction and facilities services segment, partially offset by lower revenues from our United Kingdom building services segment and our United States mechanical construction and facilities services segment, excluding the effect of acquisitions in 2013.

The following table presents our revenues for each of our operating segments and the approximate percentages that each segment's revenues were of total revenues for the years ended December 31, 2013 and 2012 (in thousands, except for percentages):

	2013	% of Total	2012	% of Total
Revenues from unrelated entities:				
United States electrical construction and facilities services	\$ 1,345,730	21%	\$ 1,211,809	20%
United States mechanical construction and facilities services	2,329,834	37%	2,386,498	39%
United States building services	1,524,678	28%	1,807,917	30%
United States industrial services	519,413	8%	401,793	6%
Total United States operations	5,980,975	98%	5,807,900	94%
United Kingdom building services	343,552	5%	387,594	6%
Total worldwide operations	\$ 6,324,527	100%	\$ 6,195,494	100%

Revenues of our United States electrical construction and facilities services segment were \$1,345.8 million for the year ended December 31, 2013 compared to revenues of \$1,211.7 million for the year ended December 31, 2012. This increase in revenues was primarily attributable to higher levels of work from commercial, institutional, manufacturing and transportation construction projects, primarily in the Southern California and New York City markets, partially offset by a decrease in revenues from water and wastewater construction projects.

Our United States mechanical construction and facilities services segment revenues for the year ended December 31, 2013 were \$2,329.8 million, a \$56.7 million decrease compared to revenues of \$2,386.5 million for the year ended December 31, 2012. This decrease in revenues was primarily attributable to declines in revenues from institutional, healthcare and water and wastewater construction projects. In addition, this segment's results for 2012 included approximately \$224.0 million of revenues attributable

to a large manufacturing project compared to \$23.1 million of revenues recognized on the same project in 2013. These decreases were partially offset by an increase in revenues from other manufacturing construction projects and incremental revenues of approximately \$9.7 million generated by companies acquired in 2013.

Revenues of our United States building services segment were \$1,795.0 million and \$1,807.9 million in 2013 and 2012, respectively. This decrease in revenues was primarily attributable to a reduction in revenues from our government site-based services and our commercial site-based services, partially offset by an increase in revenues from our energy services and our mobile mechanical services. The decrease in revenues from our government site-based services was primarily due to a reduction in discretionary government project spending and the loss in 2012 of certain maintenance contracts, and the decrease in our commercial site-based services was primarily due to the termination of certain unprofitable contracts. The increase in revenues from our energy services was due to large project work, and the increase in revenues from our mobile mechanical services was due to higher project and services revenues.

Revenues of our United States industrial services segment for the year ended December 31, 2013 increased by \$117.6 million compared to the year ended December 31, 2012. This increase in revenues was primarily due to the \$123.6 million of incremental revenues generated by RSI. Excluding the results of this acquisition, revenues decreased from turnaround and maintenance services work performed compared to revenues in 2012. The results in 2012 benefited from the favorable impact of three large non-recurring turnaround and repair projects.

Our United Kingdom building services segment revenues were \$343.6 million in 2013 compared to \$387.6 million in 2012. This decrease in revenues was attributable to: (a) lower revenues as a result of reduced activity in the commercial and transportation markets and (b) a decrease of \$5.0 million relating to the effect of unfavorable exchange rates for the British pound versus the United States dollar.

#### Backlog

The following table presents our operating segment backlog from unrelated entities and their respective percentages of total backlog (in thousands, except for percentages):

	December 31, 2013	% of Total	December 31, 2012	% of Total
Backlog:				
United States electrical construction and facilities services	\$ 993,919	30%	\$ 811,910	25%
United States mechanical construction and facilities services	1,325,941	40%	1,357,892	41%
United States building services	81,853	3%	41,382	1%
United States industrial services	94,187	3%	99,532	3%
Total United States operations	\$ 2,495,900	93%	\$ 2,310,716	93%
United Kingdom building services	167,804	5%	170,680	5%
Total worldwide operations	\$ 2,663,704	100%	\$ 2,481,396	100%

Our backlog at December 31, 2013 was \$3.34 billion compared to \$3.30 billion at December 31, 2012. The slight increase in backlog was primarily attributable to an increase in backlog from our United States electrical construction and facilities services segment, partially offset by lower backlog from the remainder of our segments.

#### Cost of sales and Gross profit

The following table presents cost of sales, gross profit (revenues less cost of sales), and gross profit margin (gross profit as a percentage of revenues) for the years ended December 31, 2013 and 2012 (in thousands, except for percentages):

	2013	2012
Cost of sales	\$ 2,351,381	\$ 2,371,515
Gross profit	\$ 821,646	\$ 803,979
Gross profit margin	23.0%	23.0%



Our gross profit for the year ended December 31, 2013 was \$821.6 million, a \$17.7 million increase compared to the gross profit of \$804.0 million for the year ended December 31, 2012. The increase in gross profit was primarily attributable to: (a) increases in gross profit from our United States building services segment and our United States industrial services segment, excluding the gross profit from a company acquired in 2013, (b) companies acquired in 2013 reported within our United States industrial services segment and our United States mechanical construction and facilities services segment, which contributed approximately \$23.0 million to gross profit, and (c) the receipt of an insurance recovery of approximately \$2.6 million during the first quarter of 2013 associated with a previously disposed of operation, which is classified as a component of "Cost of sales" on the Consolidated Statements of Operations. Gross profit was negatively impacted by a decrease in gross profit from our United States mechanical construction and facilities services segment, as a consequence of aggregate losses of approximately \$24.5 million from one of our subsidiaries at two projects located in the southeastern United States.

Our gross profit margin was 13.0% for both 2013 and 2012. Gross profit margin for the year ended December 31, 2013 increased in our United States building services segment and our United States industrial services segment primarily due to improved project execution and the termination of certain unprofitable contracts. Gross profit margin decreased in all our other reportable segments. Gross profit margin declined in our United States mechanical construction and facilities services segment due to construction contract losses, resulting in a 0.4% impact on consolidated gross profit margin. Gross profit margin in 2013 in our United States electrical construction and facilities services segment declined as 2012 gross profit margin had benefited from the resolution of construction claims, resulting in approximately \$9.5 million of gross profit.

#### *Selling, general and administrative expenses*

The following table presents selling, general and administrative expenses, and selling, general and administrative expenses as a percentage of revenues, for the years ended December 31, 2013 and 2012 (in thousands, except for percentages):

	2013	2012
Selling, general and administrative expenses	\$ 580,649	\$ 543,531
Selling, general and administrative expenses as a percentage of revenues	9.2%	8.8%

Our selling, general and administrative expenses for the year ended December 31, 2013 were \$580.6 million, a \$37.1 million increase compared to selling, general and administrative expenses of \$543.5 million for the year ended December 31, 2012. Selling, general and administrative expenses as a percentage of revenues were 9.2% and 8.8% for the years ended December 31, 2013 and 2012, respectively. This increase in selling, general and administrative expenses primarily resulted from: (a) \$21.0 million of expenses directly related to companies acquired in 2013, including amortization expense attributable to identifiable intangible assets of \$5.8 million, (b) \$6.1 million of transaction costs associated with the acquisition of RSI and (c) higher legal and other professional fees. In addition, we recognized for the years ended December 31, 2013 and 2012, respectively, \$6.8 million and \$6.4 million of income attributable to the reversal of contingent consideration accruals relating to acquisitions made prior to 2013.

#### *Restructuring expenses*

Restructuring expenses were \$0.6 million and \$0.1 million for 2013 and 2012, respectively. The 2013 restructuring expenses included \$0.5 million of employee severance obligations and \$0.1 million relating to the termination of leased facilities. The 2012 restructuring expenses included \$0.07 million of employee severance obligations and \$0.07 million relating to the termination of leased facilities. As of December 31, 2013 and 2012, the balance of restructuring related obligations yet to be paid was \$0.2 million and \$0.1 million, respectively. The majority of obligations outstanding as of December 31, 2012 were paid during 2013. The majority of obligations outstanding as of December 31, 2013 were paid during 2014.

#### *Impairment loss on goodwill and identifiable intangible assets*

Based upon our annual impairment testing as of October 1, 2013 and 2012, no impairment of our goodwill or our identifiable intangible assets was recognized for the years ended December 31, 2013 and 2012, respectively.

### Operating income (loss)

The following table presents by segment our operating income (loss) (gross profit less selling, general and administrative expenses and restructuring expenses), and each segment's operating income (loss) as a percentage of such segment's revenues from unrelated entities, for the years ended December 31, 2013 and 2012 (in thousands, except for percentages):

	2013	% of Segment Revenues	2012	% of Segment Revenues
Operating income (loss):				
United States electrical construction and facilities services	\$ 98,114	7.3%	\$ 100,706	8.3%
United States mechanical construction and facilities services	93,765	4.0%	125,261	5.2%
United States building services	67,233	3.7%	43,290	2.4%
United States industrial services	38,763	7.5%	37,241	9.3%
Total United States operations	297,875	5.0%	306,528	5.3%
United Kingdom building services	13,021	3.8%	17,388	4.5%
Corporate administration	(69,891)	—	(63,468)	—
Restructuring expenses	(647)	—	(145)	—
Impairment loss on identifiable intangible assets	—	—	—	—
Total worldwide operations	240,350	3.8%	260,303	4.2%
Other corporate items				
Interest expense	(8,769)		(7,275)	
Interest income	1,128		1,536	
Income from continuing operations before income taxes	<u>\$ 232,709</u>		<u>\$ 254,584</u>	

As described in more detail below, we had operating income of \$240.4 million for 2013 compared to operating income of \$260.3 million for 2012.

Operating income of our United States electrical construction and facilities services segment for the year ended December 31, 2013 was \$98.1 million compared to operating income of \$100.7 million for the year ended December 31, 2012. The decrease in operating income for the year ended December 31, 2013 was primarily the result of a reduction in gross profit from water and wastewater construction projects, partially offset by an increase in gross profit attributable to commercial, institutional and manufacturing construction projects. Operating income in 2012 also benefited from the resolution of construction claims on a water and wastewater project and a healthcare project, resulting in approximately \$9.5 million of gross profit. Selling, general and administrative expenses slightly increased for the year ended December 31, 2013 compared to 2012. The decrease in operating margin for the year ended December 31, 2013 was primarily the result of a decrease in gross profit margin.

Our United States mechanical construction and facilities services segment operating income for the year ended December 31, 2013 was \$93.8 million, a \$31.5 million decrease compared to operating income of \$125.3 million for the year ended December 31, 2012. The results included aggregate losses of approximately \$24.5 million from one of our subsidiaries at two projects located in the southeastern United States, resulting in a 1.1% impact on this segment's operating margin. One of these projects was in progress at the time of acquisition of the subsidiary and was completed in 2014. The other project, which was contracted for post-acquisition, had incurred losses principally due to poor performance by one of our subcontractors on the project. This subcontractor was subsequently replaced, and the project was completed. In addition to the effect of these two projects, operating income in 2012 was favorably impacted by gross profit of \$24.1 million recognized on a large manufacturing project. Companies acquired in 2013 generated operating losses of approximately \$1.0 million, including amortization expense of \$0.1 million attributable to identifiable intangible assets for the year ended December 31, 2013. The decrease in operating income for the year ended December 31, 2013 was partially offset by higher gross profit from commercial construction projects and a decrease in selling, general and administrative expenses primarily due to lower incentive compensation expense. In addition, we recognized for the years ended December 31, 2013 and 2012, respectively, \$6.7 million and \$5.4 million of income attributable to the reversal of contingent consideration accruals relating to acquisitions made prior to 2013. The decrease in operating margin was primarily attributable to a reduction in gross profit margin.

Operating income of our United States building services segment was \$67.2 million and \$43.3 million in 2013 and 2012, respectively. The increase in operating income was primarily attributable to an increase in gross profit from this segment's: (a) commercial site-based services, partially attributable to an increase in revenues from snow removal and the termination of certain unprofitable contracts, (b) mobile mechanical services, partially as a result of greater project and services revenues and improved

job execution, and (c) energy services, as a result of increased gross profits on large project work. The increase in operating income was partially offset by lower gross profit from our government site-based services as a result of a reduction in discretionary government project spending and the loss in 2012 of certain maintenance contracts. Operating income was negatively impacted by an increase in selling, general and administrative expenses, primarily due to: (a) an increase in employee related costs, such as incentive compensation due to improved operating results within certain subsidiaries, and (b) a higher provision for doubtful accounts. The increase in operating margin was primarily the result of an increase in gross profit margin, primarily due to increased margins from our energy services, mobile mechanical services and commercial site-based services operations.

Operating income of our United States industrial services segment for the year ended December 31, 2013 increased by \$1.5 million compared to operating income for the year ended December 31, 2012. RSI contributed \$3.0 million to operating income, net of \$5.7 million of amortization expense attributable to identifiable intangible assets. This increase in operating income was offset by reduced operating income due to a decrease in demand for our turnaround and maintenance services in the refinery market compared to 2012 due to customer scheduling changes. The results of 2012 benefited from the favorable impact of three large non-recurring turnaround and repair projects. The decrease in operating margin was a result of an increase in the ratio of selling, general and administrative expenses to revenues.

Our United Kingdom building services segment's operating income for the year ended December 31, 2013 was \$13.0 million compared to operating income of \$17.4 million for the year ended December 31, 2012. The decrease in operating income for the year ended December 31, 2013 was due to lower volume as a result of reduced project activity. The decrease in operating margin was a result of an increase in the ratio of selling, general and administrative expenses to revenues.

Our corporate administration operating loss was \$69.9 million for 2013 compared to \$63.5 million in 2012. The increase in expenses was primarily due to \$6.1 million of transaction costs associated with the RSI acquisition. Also, included in our corporate administration operating loss for 2013 was the receipt of an insurance recovery during our first quarter of approximately \$2.6 million associated with a previously disposed of operation, which is classified as a component of "Cost of sales" on the Consolidated Statements of Operations.

#### *Non-operating items*

Interest expense was \$8.8 million and \$7.3 million for 2013 and 2012, respectively. The \$1.5 million increase in interest expense for 2013 compared to 2012 was primarily due to increased borrowings as a result of our acquisition of RSI and the acceleration of expense for debt issuance costs associated with the amendment and restatement of our 2011 Credit Agreement (referred to below).

Interest income was \$1.1 million and \$1.6 million for 2013 and 2012, respectively. The decrease in interest income was primarily related to lower invested cash balances.

For joint ventures that have been accounted for using the consolidation method of accounting, noncontrolling interest represents the allocation of earnings to our joint venture partners who either have a minority-ownership interest in the joint venture or are not at risk for the majority of losses of the joint venture.

Our 2013 income tax provision from continuing operations was \$82.3 million compared to \$97.9 million for 2012. The actual income tax rates on income from continuing operations before income taxes, less amounts attributable to noncontrolling interests, for the years ended December 31, 2013 and 2012, were 35.9% and 38.8%, respectively. The decrease in the 2013 income tax provision compared to 2012 was primarily due to the effect of reduced income before income taxes, the effect of a change in the United Kingdom statutory tax rate, a change in the mix of earnings among various jurisdictions and the 2013 reversal of reserves for previously unrecognized income tax benefits.

## Liquidity and Capital Resources

The following table presents net cash provided by (used in) operating activities, investing activities and financing activities for the years ended December 31, 2014, 2013 and 2012 (in thousands):

	2014	2013	2012
Net cash provided by operating activities	\$ 246,657	\$ 150,069	\$ 184,408
Net cash used in investing activities	\$ (21,668)	\$ (483,422)	\$ (42,546)
Net cash (used in) provided by financing activities	\$ (229,950)	\$ 167,011	\$ (50,587)
Effect of exchange rate changes on cash and cash equivalents	\$ (2,796)	\$ 832	\$ 2,706

Our consolidated cash balance decreased by approximately \$7.8 million from \$439.8 million at December 31, 2013 to \$432.1 million at December 31, 2014. Net cash provided by operating activities for 2014 was \$246.7 million compared to \$150.1 million of net cash provided by operating activities for 2013. The increase in cash provided by operating activities was primarily due to: (a) a \$46.1 million increase in net income, (b) a \$30.6 million decrease in our accounts receivable balances and (c) a \$16.0 million reduction in income taxes paid, partially offset by a \$12.2 million decrease in accounts payable. Net cash used in investing activities was \$21.7 million for 2014 compared to net cash used in investing activities of \$483.4 million for 2013. The decrease in cash used in investing activities was primarily due to the reduction in payments for acquisitions of businesses. Net cash used in financing activities for 2014 increased by approximately \$397.0 million compared to 2013. The increase in net cash used in financing activities was primarily due to an increase of \$175.9 million in funds used for the repurchase of common stock, repayment of long-term debt, and payment of regular quarterly dividends to stockholders, partially offset by an increase in proceeds from the exercise of stock options. Cash flows from discontinued operations were immaterial and are not expected to significantly affect future liquidity.

Our consolidated cash balance decreased by approximately \$165.5 million from \$605.3 million at December 31, 2012 to \$439.8 million at December 31, 2013. Net cash provided by operating activities for 2013 was \$150.1 million compared to \$184.4 million in net cash provided by operating activities for 2012. The decrease in net cash provided by operating activities, excluding the effect of businesses acquired, was primarily due to: (a) a \$32.2 million reduction in other accrued expenses, primarily due to a reduction in federal taxes payable, (b) a \$21.5 million reduction in net income and (c) an \$18.3 million reduction in accounts payable, partially offset by a \$38.4 million increase in net over-billings, related to the timing of customer billings and payments. Net cash used in investing activities was \$483.4 million for 2013 compared to net cash used in investing activities of \$42.5 million for 2012. The increase in net cash used in investing activities was primarily due to a \$435.9 million increase in payments for acquisitions of businesses. Net cash provided by financing activities for 2013 increased by approximately \$217.6 million compared to 2012. The increase in net cash provided by financing activities was primarily due to \$350.0 million of long-term debt incurred and a \$22.0 million decrease in dividends paid to stockholders, partially offset by a \$150.0 million net repayment of our revolving credit facility.

The following is a summary of material contractual obligations and other commercial commitments (in millions):

Contractual Obligations	Payments Due by Period				
	Total	Less than 1 year	1-3 years	3-5 years	After 5 years
Term loan (including interest currently at 1.42%) <sup>(1)</sup>	\$ 340.4	\$ 27.2	\$ 43.0	\$ 283.6	\$ —
Capital lease obligations	3.0	1.6	1.3	0.1	—
Operating leases	194.3	56.7	77.1	35.8	25.0
Open purchase obligations <sup>(2)</sup>	822.9	708.6	102.9	11.4	—
Other long-term obligations, including current portion <sup>(3)</sup>	33.7	40.8	301.5	1.7	—
Liabilities related to uncertain income tax positions	5.5	3.5	1.8	0.2	—
Total Contractual Obligations	\$ 1,723.8	\$ 833.1	\$ 528.2	\$ 312.6	\$ 25.0

	Amount of Commitment Expirations by Period				
	Total Amounts Committed	Less than 1 year	1-3 years	3-5 years	After 5 years
<b>Other Commercial Commitments</b>					
Letters of credit	\$ 387	\$ 948	\$ 109		

- (1) On November 25, 2013, we entered into a \$750.0 million revolving credit facility (the "2013 Revolving Credit Facility") and a \$350.0 million term loan (the "Term Loan"), (collectively referred to as the "2013 Credit Agreement"). The proceeds of the Term Loan were used to repay amounts drawn under our previous credit agreement. As of December 31, 2014, the amount outstanding under the Term Loan was \$332.5 million.
- (2) Represents open purchase orders for material and subcontracting costs related to construction and service contracts. These purchase orders are not reflected in our consolidated balance sheets and should not impact future cash flows, as amounts should be recovered through customer billings.
- (3) Represents primarily insurance related liabilities and liabilities for deferred income taxes, incentive compensation and earn-out arrangements, classified as other long-term liabilities in the consolidated balance sheets. Cash payments for insurance related liabilities may be payable beyond three years, but it is not practical to estimate these payments. We provide funding to our post retirement plans based on at least the minimum funding required by applicable regulations. In determining the minimum required funding, we utilize current actuarial assumptions and exchange rates to forecast estimates of amounts that may be payable for up to five years in the future. In our judgment, minimum funding estimates beyond a five year time horizon cannot be reliably estimated, and therefore, have not been included in the table.

Until November 25, 2013, we had a revolving credit agreement (the "2011 Credit Agreement") as amended, which provided for a revolving credit facility of \$750.0 million. The 2011 Credit Agreement was effective November 21, 2011. Effective November 25, 2013, we amended and restated the 2011 Credit Agreement to provide for a \$750.0 million revolving credit facility (the "2013 Revolving Credit Facility") and a \$350.0 million term loan (the "Term Loan") (collectively referred to as the "2013 Credit Agreement") expiring November 25, 2018. The proceeds of the Term Loan were used to repay amounts drawn under the 2011 Credit Agreement. We may increase the 2013 Revolving Credit Facility to \$1.05 billion if additional lenders are identified and/or existing lenders are willing to increase their current commitments. We may allocate up to \$250.0 million of available borrowings under the 2013 Revolving Credit Facility to letters of credit for our account or for the account of our subsidiaries. The 2013 Revolving Credit Agreement is guaranteed by most of our direct and indirect subsidiaries and is secured by substantially all of our assets and most of the assets of most of our subsidiaries. The 2013 Revolving Credit Facility and the Term Loan contain various covenants providing for, among other things, maintenance of certain financial ratios and certain limitations on payment of dividends, common stock repurchases, investments, acquisitions, indebtedness and capital expenditures. A commitment fee is payable on the average daily unused amount under the 2013 Revolving Credit Facility, which ranges from 0.20% to 0.30%, based on certain financial tests. The fee was 0.20% of the unused amount as of December 31, 2014. Borrowings under the 2013 Revolving Credit Facility and the Term Loan bear interest at (1) a rate which is the prime commercial lending rate announced by Bank of Montreal from time to time (3.25% at December 31, 2014) plus 0.25% to 0.75%, based on certain financial tests or (2) United States dollar LIBOR (0.17% at December 31, 2014) plus 1.25% to 1.75%, based on certain financial tests. The interest rate in effect at December 31, 2014 was 1.42%. Fees for letters of credit issued under the 2013 Revolving Credit Facility range from 1.25% to 1.75% of the respective face amounts of outstanding letters of credit and are charged based on certain financial tests. We capitalized approximately \$3.0 million of debt issuance costs associated with the 2013 Credit Agreement. This amount is being amortized over the life of the agreement and is included as part of interest expense. We are required to make principal payments on the Term Loan in installments on the last day of March, June, September and December of each year, commencing with the calendar quarter ended March 31, 2014, in the amount of \$4.4 million, with a final payment of all unpaid principal and interest due and payable on November 25, 2018. As of December 31, 2014, the balance on the Term Loan was \$332.5 million. As of December 31, 2014 and December 31, 2013, we had approximately \$95.5 million and \$83.3 million of letters of credit outstanding, respectively. There were no borrowings outstanding under the 2013 Revolving Credit Facility as of December 31, 2014 and December 31, 2013.

The terms of our construction contracts frequently require that we obtain from surety companies ("Surety Companies") and provide to our customers payment and performance bonds ("Surety Bonds") as a condition to the award of such contracts. The Surety Bonds secure our payment and performance obligations under such contracts, and we have agreed to indemnify the Surety Companies for amounts, if any, paid by them in respect of Surety Bonds issued on our behalf. In addition, at the request of labor unions representing certain of our employees, Surety Bonds are sometimes provided to secure obligations for wages and benefits payable to or for such employees. Public sector contracts require Surety Bonds more frequently than private sector contracts, and

accordingly, our bonding requirements typically increase as the amount of public sector work increases. As of December 31, 2014, based on our percentage-of-completion of our projects covered by Surety Bonds, our aggregate estimated exposure, assuming defaults on all our then existing contractual obligations, was approximately \$1.1 billion. The Surety Bonds are issued by Surety Companies in return for premiums, which vary depending on the size and type of bond.

From time to time, we discuss with our current and other Surety Bond providers the amounts of Surety Bonds that may be available to us based on our financial strength and the absence of any default by us on any Surety Bond issued on our behalf and believe those amounts are adequate for our needs. However, if we experience changes in our bonding relationships or if there are adverse changes in the surety industry, we may seek to satisfy certain customer requests for Surety Bonds by posting other forms of collateral in lieu of Surety Bonds such as letters of credit, parent company guarantees or cash, seeking to convince customers to forego the requirement for Surety Bonds, by increasing our activities in our business segments that rarely require Surety Bonds such as our building and industrial services segments, and/or by refraining from bidding for certain projects that require Surety Bonds. There can be no assurance that we would be able to effectuate alternatives to providing Surety Bonds to our customers or to obtain, on favorable terms, sufficient additional work that does not require Surety Bonds to replace projects requiring Surety Bonds that we may decide not to pursue. Accordingly, if we were to experience a reduction in the availability of Surety Bonds, we could experience a material adverse effect on our financial position, results of operations and/or cash flows.

Occasionally in the ordinary course of business, we guarantee obligations of our subsidiaries under certain contracts. Generally, we are liable under such an arrangement only if our subsidiary fails to perform its obligations under the contract. Historically, we have not incurred any substantial liabilities as a consequence of these guarantees.

We do not have any other material financial guarantees or off-balance sheet arrangements other than those disclosed herein.

We are a party to lawsuits and other proceedings in which other parties seek to recover from us amounts ranging from a few thousand dollars to over \$10.0 million. We do not believe that any such matters will have a materially adverse effect on our financial position, results of operations or liquidity.

On September 26, 2011, our Board of Directors authorized us to repurchase up to \$100.0 million of our outstanding common stock. On December 5, 2013 and October 23, 2014, our Board of Directors authorized us to repurchase up to an additional \$100.0 million and \$250.0 million of our outstanding common stock, respectively. During 2014, we repurchased approximately 4.8 million shares of our common stock for approximately \$206.0 million. Since the inception of the repurchase programs through December 31, 2014, we have repurchased 7.6 million shares of our common stock for approximately \$283.5 million. As of December 31, 2014, there remained authorization for us to repurchase approximately \$166.5 million of our shares. The repurchase programs do not obligate the Company to acquire any particular amount of common stock and may be suspended, recommenced or discontinued at any time or from time to time without prior notice. Repurchases may be made from time to time to the extent permitted by securities laws and other legal requirements, including provisions in our credit agreement placing limitations on such repurchases. The repurchase programs have been and will be funded from our operations.

We have paid quarterly dividends since October 25, 2011. At the December 7, 2012 meeting of our Board of Directors, the regular quarterly dividend that would have been paid in January 2013 was declared, its amount increased to \$0.06 per share and the payment date accelerated to December 28, 2012. During 2013, we paid a regular quarterly dividend of \$0.06 per share in the second, third and fourth quarters of 2013. In December 2013, our Board of Directors announced its intention to increase our regular quarterly dividend to \$0.08 per share commencing with the dividend to be paid in the first quarter of 2014, and that dividend was paid in each of the four quarters of 2014. We expect that such quarterly dividends will be paid in the foreseeable future. Our 2013 Credit Agreement places limitations on the payment of dividends on our common stock. However, we do not believe that the terms of this agreement currently materially limit our ability to pay a quarterly dividend of \$0.08 per share for the foreseeable future. The payment of dividends has been and will be funded from our operations.

Our primary source of liquidity has been, and is expected to continue to be, cash generated by operating activities. We also maintain our 2013 Revolving Credit Facility that may be utilized, among other things, to meet short-term liquidity needs in the event cash generated by operating activities is insufficient or to enable us to seize opportunities to participate in joint ventures or to make acquisitions that may require access to cash on short notice or for any other reason. However, negative macroeconomic trends may have an adverse effect on liquidity. Short-term liquidity is also impacted by the type and length of construction contracts in place and large turnaround activities in our United States industrial services segment that are billed in arrears pursuant to contractual terms that are standard within this industry. During economic downturns, there have been typically fewer small discretionary projects from the private sector, and our competitors have aggressively bid larger long-term infrastructure and public sector contracts. Performance of long duration contracts typically requires greater amounts of working capital. While we strive to maintain a net over-billed position with our customers, there can be no assurance that a net over-billed position can be maintained. Our net over-billings, defined as the balance sheet accounts "Billings in excess of costs and estimated earnings on uncompleted contracts" less "Cost and estimated earnings in excess of billings on uncompleted contracts", were \$265.4 million and \$290.6 million as of December 31, 2014 and 2013, respectively.



Long-term liquidity requirements can be expected to be met initially through cash generated from operating activities and our 2013 Revolving Credit Facility. Based upon our current credit ratings and financial position, we can reasonably expect to be able to incur long-term debt to fund acquisitions. Over the long term, our primary revenue risk factor continues to be the level of demand for non-residential construction services and building and industrial services, which is influenced by macroeconomic trends including interest rates and governmental economic policy. In addition, our ability to perform work is critical to meeting long-term liquidity requirements.

We believe that our current cash balances and our borrowing capacity available under our 2013 Revolving Credit Facility or other forms of financing available to us through borrowings, combined with cash expected to be generated from operations, will be sufficient to provide our short-term and foreseeable long-term liquidity and meet our expected capital expenditure requirements.

#### **Certain Insurance Matters**

As of December 31, 2014 and 2013, we utilized approximately \$94.6 million and \$83.3 million, respectively, of letters of credit obtained under our 2013 Revolving Credit Facility as collateral for insurance obligations.

#### **New Accounting Pronouncements**

We review new accounting standards to determine the expected financial impact, if any, that the adoption of such standards will have. See Note 2 - Summary of Significant Accounting Policies of the notes to consolidated financial statements included in Item 8. Financial Statements and Supplementary Data for further information regarding new accounting standards, including the anticipated dates of adoption and the effects on our consolidated financial position, results of operations or liquidity.

#### **Application of Critical Accounting Policies**

Our consolidated financial statements are based on the application of significant accounting policies, which require management to make significant estimates and assumptions. Our significant accounting policies are described in Note 2 - Summary of Significant Accounting Policies of the notes to consolidated financial statements included in Item 8. Financial Statements and Supplementary Data of this Form 10-K. We believe that some of the more critical judgment areas in the application of accounting policies that affect our financial condition and results of operations are the impact of changes in the estimates and judgments pertaining to: (a) revenue recognition from (i) long-term construction contracts for which the percentage-of-completion method of accounting is used and (ii) services contracts; (b) collectibility or valuation of accounts receivable; (c) insurance liabilities; (d) income taxes; and (e) goodwill and identifiable intangible assets.

#### *Revenue Recognition from Long-term Construction Contracts and Services Contracts*

We believe our most critical accounting policy is revenue recognition from long-term construction contracts for which we use the percentage-of-completion method of accounting. Percentage-of-completion accounting is the prescribed method of accounting for long-term contracts in accordance with Accounting Standards Codification ("ASC") Topic 605-35, "Revenue Recognition-Construction-Type and Production-Type Contracts", and, accordingly, is the method used for revenue recognition within our industry. Percentage-of-completion is measured principally by the percentage of costs incurred to date for each contract to the estimated total costs for such contract at completion. Certain of our electrical contracting business units measure percentage-of-completion by the percentage of labor costs incurred to date for each contract to the estimated total labor costs for such contract. Pre-contract costs from our construction projects are generally expensed as incurred. Application of percentage-of-completion accounting results in the recognition of costs and estimated earnings in excess of billings on uncompleted contracts in our Consolidated Balance Sheets. Costs and estimated earnings in excess of billings on uncompleted contracts reflected in the Consolidated Balance Sheets arise when revenues have been recognized but the amounts cannot be billed under the terms of contracts. Such amounts are recoverable from customers based upon various measures of performance, including achievement of certain milestones, completion of specified units or completion of a contract.

Costs and estimated earnings in excess of billings on uncompleted contracts also include amounts we seek or will seek to collect from customers or others for errors or changes in contract specifications or design, contract change orders in dispute or unapproved as to both scope and price or other customer-related causes of unanticipated additional contract costs (claims and unapproved change orders). Such amounts are recorded at estimated net realizable value and take into account factors that may affect our ability to bill and ultimately collect unbilled revenues. The profit associated with claim amounts is not recognized until the claim has been settled and payment has been received. There was no significant profit recognized from settlements or payment of claims in 2014 and 2013. As of December 31, 2014 and 2013, costs and estimated earnings in excess of billings on uncompleted contracts included unbilled revenues for unapproved change orders of approximately \$18.8 million and \$19.2 million, respectively, and claims of approximately \$3.0 million and \$0.4 million, respectively. In addition, accounts receivable as of December 31, 2014 and 2013 included claims of approximately \$2.3 million and \$2.9 million, respectively. In addition, there are contractually billed amounts and retention related to such contracts of approximately \$54.0 million and \$56.1 million as of December 31, 2014 and

2013, respectively. Generally, contractually billed amounts will not be paid by the customer to us until final resolution of related claims. Due to uncertainties inherent in estimates employed in applying percentage-of-completion accounting, estimates may be revised as project work progresses. Application of percentage-of-completion accounting requires that the impact of revised estimates be reported prospectively in the consolidated financial statements. In addition to revenue recognition for long-term construction contracts, we recognize revenues from the performance of services for maintenance, repair and retrofit work consistent with the performance of the services, which are generally on a pro-rata basis over the life of the contractual arrangement. Expenses related to all services arrangements are recognized as incurred. Revenues related to the engineering, manufacturing and repairing of shell and tube heat exchangers are recognized when the product is shipped and all other revenue recognition criteria have been met. Costs related to this work are included in inventory until the product is shipped. Provisions for the entirety of estimated losses on contracts are made in the period in which such losses are determined. During 2013, we recognized aggregate losses of approximately \$24.5 million associated with two contracts within the United States mechanical construction and facilities services segment as a result of a change in contract estimates. There were no significant losses recognized in 2014.

#### *Accounts Receivable*

We are required to estimate the collectibility of accounts receivable. A considerable amount of judgment is required in assessing the likelihood of realization of receivables. Relevant assessment factors include the creditworthiness of the customer, our prior collection history with the customer and related aging of past due balances. The provision for doubtful accounts during 2014, 2013 and 2012 amounted to approximately \$2.9 million, \$3.5 million and \$1.2 million, respectively. At December 31, 2014 and 2013, our accounts receivable of \$1,234.2 million and \$1,268.2 million, respectively, included allowances for doubtful accounts of \$10.4 million and \$11.9 million, respectively. The decrease in our allowance for doubtful accounts was primarily due to the write-off of accounts receivable against the allowance for doubtful accounts. Specific accounts receivable are evaluated when we believe a customer may not be able to meet its financial obligations due to deterioration of its financial condition or its credit ratings. The allowance for doubtful accounts requirements are based on the best facts available and are re-evaluated and adjusted on a regular basis as additional information is received.

#### *Insurance Liabilities*

We have loss payment deductibles for certain workers' compensation, automobile liability, general liability and property claims, have self-insured retentions for certain other casualty claims and are self-insured for employee-related health care claims. Losses are recorded based upon estimates of our liability for claims incurred and for claims incurred but not reported. The liabilities are derived from known facts, historical trends and industry averages utilizing the assistance of an actuary to determine the best estimate for the majority of these obligations. We believe the liabilities recognized on our balance sheets for these obligations are adequate. However, such obligations are difficult to assess and estimate due to numerous factors, including severity of injury, determination of liability in proportion to other parties, timely reporting of occurrences and effectiveness of safety and risk management programs. Therefore, if our actual experience differs from the assumptions and estimates used for recording the liabilities, adjustments may be required and will be recorded in the period that the experience becomes known. Our estimated insurance liabilities for workers' compensation, automobile liability, general liability and property claims decreased by \$6.9 million for the year ended December 31, 2014 compared to the year ended December 31, 2013, primarily due to a reduction in estimated losses as a result of favorable claims experience. If our estimated insurance liabilities for workers' compensation, automobile liability, general liability and property claims were to increase by 10%, it would have resulted in \$13.5 million of additional expense for the year ended December 31, 2014.

#### *Income Taxes*

We had net deferred income tax liabilities at December 31, 2014 and 2013 of \$127.8 million and \$126.8 million, respectively, primarily resulting from differences between the carrying value and income tax basis of certain identifiable intangible assets and depreciable fixed assets, which will impact our taxable income in future periods. Included within our net deferred income tax liabilities are \$114.2 million and \$117.1 million of deferred income tax assets as of December 31, 2014 and 2013, respectively. A valuation allowance is required when it is more likely than not that all or a portion of a deferred income tax asset will not be realized. As of December 31, 2014 and 2013, the total valuation allowance on deferred income tax assets, related solely to state net operating carryforwards, was approximately \$2.0 million and \$2.2 million, respectively. We have determined that as of December 31, 2014, a valuation allowance was not required on any of the remaining deferred tax assets because of significant deferred tax liabilities, exclusive of the deferred tax liabilities related to indefinite-lived intangible assets, and projected future income.

#### *Goodwill and Identifiable Intangible Assets*

As of December 31, 2014, we had \$834.1 million and \$502.1 million, respectively, of goodwill and net identifiable intangible assets (primarily consisting of our contract backlog, developed technology/vendor network, customer relationships, non-competition agreements and trade names), primarily arising out of the acquisition of companies. As of December 31, 2013,



goodwill and net identifiable intangible assets were \$834.8 million and \$541.5 million, respectively. The changes to goodwill since December 31, 2013 were primarily related to the sale of a subsidiary in January 2014 and finalization of the purchase price allocation for an acquisition made in 2013. The determination of related estimated useful lives for identifiable intangible assets and whether those assets are impaired involves significant judgments based upon short and long-term projections of future performance. These forecasts reflect assumptions regarding the ability to successfully integrate acquired companies, as well as macroeconomic conditions. ASC Topic 350, "Intangibles-Goodwill and Other" ("ASC 350") requires goodwill and other identifiable intangible assets with indefinite useful lives not be amortized, but instead tested at least annually for impairment (which we test each October 1, absent any impairment indicators), and be written down if impaired. ASC 350 requires that goodwill be allocated to its respective reporting unit and that identifiable intangible assets with finite lives be amortized over their useful lives.

We test for impairment of our goodwill at the reporting unit level. Our reporting units are consistent with the reportable segments identified in Note 17, "Segment Information", of the notes to consolidated financial statements included in Item 8: Financial Statements and Supplementary Data. In assessing whether our goodwill is impaired, we utilize the two-step process as prescribed by ASC 350. The first step of this test compares the fair value of the reporting unit, determined based upon discounted estimated future cash flows, to the carrying amount, including goodwill. If the fair value exceeds the carrying amount, no further work is required and no impairment loss is recognized. If the carrying amount of the reporting unit exceeds the fair value, the goodwill of the reporting unit is potentially impaired and step two of the goodwill impairment test would need to be performed to measure the amount of an impairment loss, if any. In the second step, the impairment is computed by comparing the implied fair value of the reporting unit's goodwill with the carrying amount of the goodwill. If the carrying amount of the reporting unit's goodwill is greater than the implied fair value of its goodwill, an impairment loss in the amount of the excess is recognized and charged to operations. The weighted average cost of capital used in our annual testing for impairment as of October 1, 2014 was 12.2%, 12.8% and 11.2% for our domestic construction segments, our United States building services segment and our United States industrial services segment, respectively. The perpetual growth rate used for our annual testing was 2.7% for all of our domestic segments. Unfavorable changes in these key assumptions may affect future testing results and cause us to fail step one of the goodwill impairment testing process. For example, keeping all other assumptions constant, a 50 basis point increase in the weighted average costs of capital would cause the estimated fair value of our United States industrial services segment to approach its carrying value. A 50 basis point increase in the weighted average costs of capital would not significantly reduce the excess of the estimated fair value compared to the carrying value for any of our other domestic segments. In addition, keeping all other assumptions constant, a 50 basis point reduction in the perpetual growth rate would not significantly reduce the excess of the estimated fair value compared to the carrying value for any of our domestic segments. For the years ended December 31, 2014, 2013 and 2012, no impairment of our goodwill was recognized.

As of December 31, 2014, we had \$834.1 million of goodwill on our balance sheet and, of this amount, approximately 46.1% relates to our United States industrial services segment, approximately 27.4% relates to our United States building services segment, approximately 26.0% relates to our United States mechanical construction and facilities services segment and approximately 0.5% relates to our United States electrical construction and facilities services segment. As of the date of our latest impairment test, the carrying values of our United States industrial services, United States building services, United States mechanical construction and facilities services and United States electrical construction and facilities services segments were approximately \$748.1 million, \$474.3 million, \$261.4 million and \$60.4 million, respectively. The fair values of our United States industrial services, United States building services, United States mechanical construction and facilities services and United States electrical construction and facilities services segments exceeded their carrying values by approximately \$48.7 million, \$129.7 million, \$598.0 million and \$523.2 million, respectively.

We also test for the impairment of trade names that are not subject to amortization by calculating the fair value using the "relief from royalty payments" methodology. This approach involves two steps: (a) estimating reasonable royalty rates for each trade name and (b) applying these royalty rates to a net revenue stream and discounting the resulting cash flows to determine fair value. This fair value is then compared with the carrying value of each trade name. If the carrying amount of the trade name is greater than the implied fair value of the trade name, an impairment in the amount of the excess is recognized and charged to operations. The annual impairment review of our trade names for the year ended December 31, 2014 resulted in a \$1.5 million non-cash impairment charge as a result of a change in the fair value of subsidiary trade names associated with certain prior acquisitions reported within our United States mechanical construction and facilities services segment and our United States building services segment. For the years ended December 31, 2013 and 2012, no impairment of our trade names was recognized.

In addition, we review for the impairment of other identifiable intangible assets that are being amortized whenever facts and circumstances indicate that their carrying values may not be fully recoverable. This test compares their carrying values to the undiscounted pre-tax cash flows expected to result from the use of the assets. If the assets are impaired, the assets are written down to their fair values, generally determined based on their future discounted cash flows. For the years ended December 31, 2014, 2013 and 2012, no impairment of our other identifiable intangible assets was recognized.

We have certain businesses, particularly within our United States industrial services segment, whose results are highly impacted by the demand for some of our offerings within the industrial and oil and gas markets. Future performance of this segment, along with a continued evaluation of the conditions of its end user markets, will be important to ongoing impairment assessments. Prolonged volatility in crude oil prices may have a negative impact on future fair value assessments of this segment. Should its actual results suffer a decline or expected future results be revised downward, the risk of goodwill impairment or impairment of other identifiable intangible assets would increase.

Our development of the present value of future cash flow projections used in impairment testing is based upon assumptions and estimates by management from a review of our operating results, business plans, anticipated growth rates and margins and weighted average cost of capital, among others. Those assumptions and estimates can change in future periods, and other factors used in assessing fair value are outside the control of management, such as interest rates. There can be no assurances that estimates and assumptions made for purposes of our goodwill and identifiable intangible asset impairment testing will prove to be accurate predictions of the future. If our assumptions regarding future business performance or anticipated growth rates and/or margins are not achieved, or there is a rise in interest rates, we may be required to record further goodwill and/or identifiable intangible asset impairment charges in future periods. It is not possible at this time to determine if any such future impairment charge would result or, if it does, whether such a charge would be material.

#### **ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

We have not used any derivative financial instruments during the years ended December 31, 2014 and 2013, including trading or speculating on changes in interest rates or commodity prices of materials used in our business.

We are exposed to market risk for changes in interest rates for borrowings under the 2013 Credit Agreement, which provides for a revolving credit facility and a term loan. Borrowings under the 2013 Credit Agreement bear interest at variable rates. For further information on borrowing rates and interest rate sensitivity, refer to the Liquidity and Capital Resources discussion in Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations. As of December 31, 2014, there were no borrowings outstanding under the revolving credit facility and the balance on the term loan was \$332.5 million. Based on the \$332.5 million borrowings outstanding under the 2013 Credit Agreement, if overall interest rates were to increase by 25 basis points, interest expense, net of income taxes, would increase by approximately \$0.5 million in the next twelve months. Conversely, if overall interest rates were to decrease by 25 basis points, interest expense, net of income taxes, would decrease by approximately \$0.5 million in the next twelve months.

We are also exposed to construction market risk and its potential related impact on accounts receivable or costs and estimated earnings in excess of billings on uncompleted contracts. The amounts recorded may be at risk if our customers' ability to pay these obligations is negatively impacted by economic conditions. We continually monitor the creditworthiness of our customers and maintain on-going discussions with customers regarding contract status with respect to change orders and billing terms. Therefore, we believe we take appropriate action to manage market and other risks, but there is no assurance that we will be able to reasonably identify all risks with respect to collectibility of these assets. See also the previous discussions of Revenue Recognition from Long-term Construction Contracts and Services Contracts and Accounts Receivable under Application of Critical Accounting Policies in Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations.

Amounts invested in our foreign operations are translated into U.S. dollars at the exchange rates in effect at year end. The resulting translation adjustments are recorded as accumulated other comprehensive (loss) income, a component of equity, in our Consolidated Balance Sheets. We believe the exposure to the effects that fluctuating foreign currencies may have on our consolidated results of operations is limited because the foreign operations primarily invoice customers and collect obligations in their respective local currencies. Additionally, expenses associated with these transactions are generally contracted and paid for in their same local currencies.

In addition, we are exposed to market risk of fluctuations in certain commodity prices of materials, such as copper and steel, which are used as components of supplies or materials utilized in our construction and building and industrial services operations. We are also exposed to increases in energy prices, particularly as they relate to gasoline prices for our fleet of over 8,500 vehicles. While we believe we can increase our prices to adjust for some price increases in commodities, there can be no assurance that price increases of commodities, if they were to occur, would be recoverable. Additionally, our fixed price contracts do not allow us to adjust our prices and, as a result, increases in material or fuel costs could reduce our profitability with respect to projects in progress.

# ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

## EMCOR Group, Inc. and Subsidiaries CONSOLIDATED BALANCE SHEETS (In thousands, except share and per share data)

	December 31, 2014	December 31, 2013
<b>ASSETS</b>		
<b>Current assets:</b>		
Cash and cash equivalents	\$ 492,056	\$ 439,415
Accounts receivable, less allowance for doubtful accounts of \$10,424 and \$11,890, respectively	1,234,187	1,268,226
Costs and estimated earnings in excess of billings on uncompleted contracts	103,201	90,737
Inventories	46,854	52,123
Prepaid expenses and other	70,305	75,316
<b>Total current assets</b>	<b>1,886,603</b>	<b>1,930,105</b>
Investments, notes and other long-term receivables	9,122	6,799
Property, plant and equipment, net	122,178	123,414
Goodwill	839,102	804,345
Identifiable intangible assets, net	502,060	541,497
Other assets	34,902	30,275
<b>Total assets</b>	<b>\$ 3,388,967</b>	<b>\$ 3,465,915</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current liabilities:</b>		
Borrowings under revolving credit facility	\$ -	\$ -
Current maturities of long-term debt and capital lease obligations	19,041	19,332
Accounts payable	460,728	487,748
Billings in excess of costs and estimated earnings on uncompleted contracts	368,555	381,295
Accrued payroll and benefits	248,854	277,779
Other accrued expenses and liabilities	189,489	172,599
<b>Total current liabilities</b>	<b>1,028,217</b>	<b>1,298,743</b>
Long-term debt and capital lease obligations	316,399	335,331
Other long-term obligations	359,764	352,213
<b>Total liabilities</b>	<b>1,959,580</b>	<b>1,986,289</b>
<b>Equity:</b>		
<b>EMCOR Group, Inc. stockholders' equity:</b>		
Preferred stock, \$0.01 par value, 1,000,000 shares authorized, zero issued and outstanding	-	-
Common stock, \$0.01 par value, 200,000,000 shares authorized, 63,641,070 and 67,627,359 shares issued, respectively	636	676
Capital surplus	227,885	408,083
Accumulated other comprehensive loss	(83,197)	(65,777)
Retained earnings	1,280,991	1,135,473
Treasury stock, at cost 659,841 and 730,841 shares, respectively	(10,302)	(10,590)
<b>Total EMCOR Group, Inc. stockholders' equity</b>	<b>1,416,013</b>	<b>1,466,265</b>
Noncontrolling interests	13,374	13,361
<b>Total equity</b>	<b>1,429,387</b>	<b>1,479,626</b>
<b>Total liabilities and equity</b>	<b>\$ 3,388,967</b>	<b>\$ 3,465,915</b>

The accompanying notes to consolidated financial statements are an integral part of these statements.

**EMCOR Group, Inc. and Subsidiaries**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
For The Years Ended December 31,  
(In thousands, except per share data)

	2014	2013	2012
Revenues	\$ 6,424,965	\$ 6,333,527	\$ 6,195,494
Cost of sales	5,517,719	5,511,881	5,391,515
Gross profit	907,246	821,646	803,979
Selling, general and administrative expenses	626,478	580,649	543,531
Restructuring expenses	1,168	647	145
Impairment loss on identifiable intangible assets	1,471	—	—
Gain on sale of building	11,749	—	—
<b>Operating income</b>	<b>289,878</b>	<b>240,350</b>	<b>260,303</b>
Interest expense	(9,073)	(8,769)	(7,275)
Interest income	842	1,128	1,556
Income from continuing operations before income taxes	281,645	232,709	254,584
Income tax provision	103,528	82,286	97,894
Income from continuing operations	178,117	150,423	156,690
Loss from discontinued operation, net of income taxes	(4,690)	(23,069)	(7,804)
Net income including noncontrolling interests	173,427	127,354	148,886
Less: Net income attributable to noncontrolling interests	(4,763)	(3,562)	(2,302)
<b>Net income attributable to EMCOR Group, Inc.</b>	<b>\$ 168,664</b>	<b>\$ 123,792</b>	<b>\$ 146,584</b>

**Basic earnings (loss) per common share:**

From continuing operations attributable to EMCOR Group, Inc. common stockholders	\$ 2.61	\$ 2.19	\$ 2.33
From discontinued operation	(0.07)	(0.34)	(0.12)
<b>Net income attributable to EMCOR Group, Inc. common stockholders</b>	<b>\$ 2.54</b>	<b>\$ 1.85</b>	<b>\$ 2.20</b>

**Diluted earnings (loss) per common share:**

From continuing operations attributable to EMCOR Group, Inc. common stockholders	\$ 2.50	\$ 2.16	\$ 2.28
From discontinued operation	(0.07)	(0.34)	(0.12)
<b>Net income attributable to EMCOR Group, Inc. common stockholders</b>	<b>\$ 2.43</b>	<b>\$ 1.82</b>	<b>\$ 2.16</b>

**Dividends declared per common share**

<b>\$ 0.32</b>	<b>\$ 0.18</b>	<b>\$ 0.51</b>
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The accompanying notes to consolidated financial statements are an integral part of these statements.

**EMCOR Group, Inc. and Subsidiaries**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
**For The Years Ended December 31,**  
*(In thousands)*

	2014	2013	2012
Net income including noncontrolling interests	\$ 173,427	\$ 127,354	\$ 148,886
Other comprehensive (loss) income, net of tax:			
Foreign currency translation adjustments	(957)	(614)	120
Changes in post retirement plans <sup>(1)</sup>	(16,463)	15,877	(2,511)
Other comprehensive (loss) income	(17,420)	15,263	(2,391)
<b>Comprehensive income</b>	<b>155,007</b>	<b>142,617</b>	<b>146,495</b>
Less: Comprehensive income attributable to the noncontrolling interests	(4,763)	(3,562)	(2,302)
<b>Comprehensive income attributable to EMCOR Group, Inc.</b>	<b>\$ 151,244</b>	<b>\$ 139,055</b>	<b>\$ 144,193</b>

- (1) Net of tax benefit (provision) of \$4.2 million, \$(4.3) million and \$0.8 million for the years ended December 31, 2014, 2013 and 2012, respectively.

The accompanying notes to consolidated financial statements are an integral part of these statements.



**EMCOR Group, Inc. and Subsidiaries**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**For The Years Ended December 31,**  
*(In thousands)*

	2014	2013	2012
<b>Cash flows - operating activities:</b>			
Net income including noncontrolling interests	\$ 173,427	\$ 127,354	\$ 148,886
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	36,524	36,310	31,204
Amortization of identifiable intangible assets	37,966	37,788	29,762
Provision for doubtful accounts	2,918	3,533	1,163
Deferred income taxes	5,748	11,857	6,621
Loss on sale of subsidiary	608	—	—
Gain on sale of building	(1,719)	—	—
(Gain) loss on sale of property, plant and equipment	(4,920)	(903)	272
Income tax benefits from share-based compensation	(8,264)	(8,324)	(7,083)
Equity income from unconsolidated entities	(1,440)	(1,048)	(930)
Non-cash expense for amortization of debt issuance costs	1,233	1,497	1,311
Non-cash expense (income) from contingent consideration arrangements	606	(6,793)	(6,381)
Non-cash expense for impairment of identifiable intangible assets	1,371	—	—
Non-cash share-based compensation expense	8,121	6,943	6,766
Non-cash expense (income) from changes in unrecognized income tax benefits	5,148	(10,333)	8,946
Distributions from unconsolidated entities	1,767	679	887
Changes in operating assets and liabilities, excluding the effect of businesses acquired:			
Decrease (increase) in accounts receivable	27,409	(3,221)	(12,852)
Decrease (increase) in inventories	3,269	(853)	15,597
(Increase) decrease in costs and estimated earnings in excess of billings on uncompleted contracts	(13,010)	2,807	24,126
(Decrease) increase in accounts payable	(25,122)	(12,904)	5,428
Decrease in billings in excess of costs and estimated earnings on uncompleted contracts	(11,868)	(2,793)	(62,533)
Increase (decrease) in accrued payroll and benefits and other accrued expenses and liabilities	32,340	(14,761)	24,348
Changes in other assets and liabilities, net	(14,550)	(13,488)	(6,836)
<b>Net cash provided by operating activities</b>	<b>240,637</b>	<b>180,049</b>	<b>184,408</b>
<b>Cash flows - investing activities:</b>			
Payments for acquisitions of businesses, net of cash acquired	—	(454,671)	(60,013)
Proceeds from sale of subsidiary	1,108	—	—
Proceeds from sale of building	11,883	—	—
Proceeds from sale of property, plant and equipment	7,239	2,930	3,070
Disposal of property, plant and equipment	(38,033)	(35,437)	(37,873)
Investments in and advances to unconsolidated entities and joint ventures	(3,865)	(800)	—
Purchase of short-term investments	—	—	(2,313)
Maturity of short-term investments	—	4,616	35,305
<b>Net cash used in investing activities</b>	<b>(31,668)</b>	<b>(483,422)</b>	<b>(42,840)</b>
<b>Cash flows - financing activities:</b>			
Proceeds from revolving credit facility	—	250,000	—
Repayments of revolving credit facility	—	(400,000)	—
Borrowings from long-term debt	—	450,000	—
Repayments of long-term debt and debt issuance costs	(17,454)	(3,013)	(40)
Repayments of capital lease obligations	(1,715)	(1,823)	(1,278)
Dividends paid to stockholders	(21,293)	(12,080)	(34,073)
Repurchase of common stock	(201,904)	(26,070)	(23,913)
Proceeds from exercise of stock options	6,858	5,172	8,786
Payments to satisfy minimum tax withholding	(1,431)	(927)	(1,654)
Issuance of common stock under employee stock purchase plan	3,615	2,854	2,549
Payments for contingent consideration arrangements	—	(377)	34,748
Distributions to noncontrolling interests	(4,750)	(1,300)	(1,600)
Income tax benefits from share-based compensation	8,264	8,624	7,083
<b>Net cash (used in) provided by financing activities</b>	<b>(229,950)</b>	<b>167,031</b>	<b>(50,587)</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>	<b>(2,796)</b>	<b>892</b>	<b>2,708</b>
<b>(Decrease) increase in cash and cash equivalents</b>	<b>(7,757)</b>	<b>(165,490)</b>	<b>93,981</b>
<b>Cash and cash equivalents at beginning of year</b>	<b>49,813</b>	<b>603,303</b>	<b>511,322</b>
<b>Cash and cash equivalents at end of period</b>	<b>\$ 432,056</b>	<b>\$ 439,813</b>	<b>\$ 605,303</b>

The accompanying notes to consolidated financial statements are an integral part of these statements.

**EMCOR Group, Inc. and Subsidiaries**  
**CONSOLIDATED STATEMENTS OF EQUITY**  
**For The Years Ended December 31,**  
*(In thousands)*

	EMCOR Group, Inc. Stockholders							
	Total	Common stock	Capital surplus	Accumulated other comprehensive (loss) income <sup>(1)</sup>	Retained earnings	Treasury stock	Noncontrolling interests	
Balance, December 31, 2011	\$1,215,731	\$ 681	\$41,126	\$(78,649)	\$1,070,042	\$(14,476)	\$ 10,399	
Net income including noncontrolling interests	148,886	—	—	—	146,584	—	2,302	
Other comprehensive loss	(2,391)	—	—	(2,391)	—	—	—	
Common stock issued under share-based compensation plans <sup>(2)</sup>	15,823	8	13,242	—	—	2,573	—	
Common stock issued under employee stock purchase plan	2,340	—	2,340	—	—	—	—	
Common stock dividends	(34,073)	—	314	—	(34,387)	—	—	
Repurchase of common stock	(23,912)	(9)	(23,903)	—	—	—	—	
Distributions to noncontrolling interests	(1,600)	—	—	—	—	—	(1,600)	
Share-based compensation expense	6,766	—	6,766	—	—	—	—	
Balance, December 31, 2012	\$1,357,179	\$ 680	\$416,104	\$(81,040)	\$1,022,239	\$(11,903)	\$ 11,099	
Net income including noncontrolling interests	27,334	—	—	—	26,792	—	542	
Other comprehensive income	15,263	—	—	15,263	—	—	—	
Common stock issued under share-based compensation plans <sup>(2)</sup>	9,488	—	8,167	—	—	1,321	—	
Common stock issued under employee stock purchase plan	2,854	—	2,854	—	—	—	—	
Common stock dividends	(12,080)	—	—	—	(12,158)	—	—	
Repurchase of common stock	(26,070)	(7)	(26,063)	—	—	—	—	
Distributions to noncontrolling interests	(1,300)	—	—	—	—	—	(1,300)	
Share-based compensation expense	6,943	—	6,943	—	—	—	—	
Balance, December 31, 2013	\$1,479,826	\$ 679	\$408,083	\$(65,775)	\$1,143,322	\$(10,390)	\$ 13,561	
Net income including noncontrolling interests	173,427	—	—	—	168,664	—	4,763	
Other comprehensive loss	(17,400)	—	—	(17,400)	—	—	—	
Common stock issued under share-based compensation plans <sup>(2)</sup>	14,089	8	13,793	—	—	288	—	
Common stock issued under employee stock purchase plan	3,613	—	3,613	—	—	—	—	
Common stock dividends	(21,293)	—	253	—	(21,546)	—	—	
Repurchase of common stock	(206,623)	(48)	(206,580)	—	—	—	—	
Distributions to noncontrolling interests	(4,750)	—	—	—	—	—	(4,750)	
Share-based compensation expense	8,121	—	8,121	—	—	—	—	
Balance, December 31, 2014	\$1,429,387	\$ 636	\$227,885	\$(83,197)	\$1,280,991	\$(10,302)	\$ 13,374	

(1) As of December 31, 2014, represents cumulative foreign currency translation and post retirement liability adjustments of \$4.1 million and \$(87.3) million, respectively. As of December 31, 2013, represents cumulative foreign currency translation and post retirement liability adjustments of \$5.1 million and \$(70.9) million, respectively. As of December 31, 2012, represents cumulative foreign currency translation and post retirement liability adjustments of \$5.7 million and \$(86.7) million, respectively.

(2) Includes the tax benefit associated with share-based compensation of \$8.6 million in 2014, \$5.2 million in 2013 and \$8.7 million in 2012.

The accompanying notes to consolidated financial statements are an integral part of these statements.

## EMCOR Group, Inc. and Subsidiaries

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### NOTE 1- NATURE OF OPERATIONS

References to the "Company," "EMCOR," "we," "us," "our" and similar words refer to EMCOR Group, Inc. and its consolidated subsidiaries unless the context indicates otherwise.

We are one of the largest electrical and mechanical construction and facilities services firms in the United States. In addition, we provide a number of building services and industrial services. We specialize principally in providing construction services relating to electrical and mechanical systems in all types of non-residential and certain residential facilities and in providing various services relating to the operation, maintenance and management of facilities, including refineries and petrochemical plants.

#### NOTE 2- SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

##### *Principles of Consolidation*

The consolidated financial statements include the accounts of the Company and its majority-owned subsidiaries. Significant intercompany accounts and transactions have been eliminated. All investments over which we exercise significant influence, but do not control (a 20% to 50% ownership interest), are accounted for using the equity method of accounting. Additionally, we participate in a joint venture with another company, and we have consolidated this joint venture as we have determined that through our participation we have a variable interest and are the primary beneficiary as defined by the Financial Accounting Standards Board ("FASB") Accounting Standard Codification ("ASC") Topic 810, "Consolidation".

For joint ventures that have been accounted for using the consolidation method of accounting, noncontrolling interest represents the allocation of earnings to our joint venture partners who either have a minority-ownership interest in the joint venture or are not at risk for the majority of losses of the joint venture.

The results of operations of companies acquired have been included in the results of operations from the date of the respective acquisition.

##### *Principles of Preparation*

The preparation of the consolidated financial statements, in conformity with accounting principles generally accepted in the United States, requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could materially differ from those estimates.

During the third quarter of 2014, we ceased construction operations in the United Kingdom. The results of the construction operations of our United Kingdom segment for all periods are presented as discontinued operations. The segment formally named the United Kingdom construction and building services segment has been renamed the United Kingdom building services segment.

##### *Revenue Recognition*

Revenues from long-term construction contracts are recognized on the percentage-of-completion method in accordance with ASC Topic 605-35, "Revenue Recognition-Construction-Type and Production-Type Contracts". Percentage-of-completion is measured principally by the percentage of costs incurred to date for each contract to the estimated total costs for such contract at completion. Certain of our electrical contracting business units measure percentage-of-completion by the percentage of labor costs incurred to date for each contract to the estimated total labor costs for such contract. Pre-contract costs from our construction projects are generally expensed as incurred. Revenues from the performance of services for maintenance, repair and retrofit work are recognized consistent with the performance of the services, which are generally on a pro-rata basis over the life of the contractual arrangement. Expenses related to all services arrangements are recognized as incurred. Revenues related to the engineering, manufacturing and repairing of shell and tube heat exchangers are recognized when the product is shipped and all other revenue recognition criteria have been met. Costs related to this work are included in inventory until the product is shipped. In the case of customer change orders for uncompleted long-term construction contracts, estimated recoveries are included for work performed in forecasting ultimate profitability on certain contracts. Due to uncertainties inherent in the estimation process, it is possible that completion costs, including those arising from contract penalty provisions and final contract settlements, will be revised in the near-term. Such revisions to costs and income are recognized in the period in which the revisions are determined. Provisions for the entirety of estimated losses on uncompleted contracts are made in the period in which such losses are determined. During 2013, we recognized aggregate losses of approximately \$24.5 million associated with two contracts within the United States mechanical construction and facilities services segment as a result of a change in contract estimates. There were no significant losses recognized in 2014.



**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - (Continued)**

*Costs and estimated earnings on uncompleted contracts*

Costs and estimated earnings in excess of billings on uncompleted contracts arise in the consolidated balance sheets when revenues have been recognized but the amounts cannot be billed under the terms of the contracts. Such amounts are recoverable from customers upon various measures of performance, including achievement of certain milestones, completion of specified units, or completion of a contract. Also included in costs and estimated earnings on uncompleted contracts are amounts we seek or will seek to collect from customers or others for errors or changes in contract specifications or design, contract change orders in dispute or unapproved as to both scope and/or price or other customer-related causes of unanticipated additional contract costs (claims and unapproved change orders). Such amounts are recorded at estimated net realizable value when realization is probable and can be reasonably estimated. No profit is recognized on construction costs incurred in connection with claim amounts. Claims and unapproved change orders made by us involve negotiation and, in certain cases, litigation. In the event litigation costs are incurred by us in connection with claims or unapproved change orders, such litigation costs are expensed as incurred, although we may seek to recover these costs. We believe that we have established legal bases for pursuing recovery of our recorded unapproved change orders and claims, and it is management's intention to pursue and litigate such claims, if necessary, until a determination or settlement is reached. Unapproved change orders and claims also involve the use of estimates, and it is reasonably possible that revisions to the estimated recoverable amounts of recorded claims and unapproved change orders may be made in the near term. If we do not successfully resolve these matters, a net expense (recorded as a reduction in revenues) may be required, in addition to amounts that may have been previously provided for. We record the profit associated with the settlement of claims upon receipt of final payment. There was no significant profit recognized from settlements or payment of claims in 2014 and 2013. Claims against us are recognized when a loss is considered probable and amounts are reasonably determinable.

Costs and estimated earnings on uncompleted contracts and related amounts billed as of December 31, 2014 and 2013 were as follows (in thousands):

	2014	2013
Costs incurred on uncompleted contracts	\$ 7,620,525	\$ 7,794,620
Estimated earnings, thereon	808,549	835,820
	8,429,074	8,630,440
Less: billings to date	8,694,425	8,921,008
	\$ (265,351)	\$ (290,568)

Such amounts were included in the accompanying Consolidated Balance Sheets at December 31, 2014 and 2013 under the following captions (in thousands):

	2014	2013
Costs and estimated earnings in excess of billings on uncompleted contracts	\$ 103,201	\$ 90,127
Billings in excess of costs and estimated earnings on uncompleted contracts	(368,555)	(381,295)
	\$ (265,354)	\$ (290,568)

As of December 31, 2014 and 2013, costs and estimated earnings in excess of billings on uncompleted contracts included unbilled revenues for unapproved change orders of approximately \$18.8 million and \$19.2 million, respectively, and claims of approximately \$3.0 million and \$0.4 million, respectively. In addition, accounts receivable as of December 31, 2014 and 2013 included claims of approximately \$2.3 million and \$2.9 million, respectively. Additionally, there are contractually billed amounts and retention related to such contracts of \$54.0 million and \$56.1 million as of December 31, 2014 and 2013, respectively. Generally, contractually billed amounts will not be paid by the customer to us until final resolution of related claims.

*Classification of Contract Amounts*

In accordance with industry practice, we classify as current all assets and liabilities relating to the performance of long-term contracts. The term of our contracts ranges from one month to four years and, accordingly, collection or payment of amounts relating to these contracts may extend beyond one year. Accounts receivable at December 31, 2014 and 2013 included \$177.8 million and \$189.7 million, respectively, of retainage billed under terms of our contracts. We estimate that approximately 87% of this retainage will be collected during 2015. Accounts payable at December 31, 2014 and 2013 included \$35.7 million and \$47.0 million, respectively, of retainage withheld under terms of the contracts. We estimate that approximately 95% of this retainage will be paid during 2015.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - (Continued)**

*Cash and cash equivalents*

For purposes of the consolidated financial statements, we consider all highly liquid instruments with original maturities of three months or less to be cash equivalents. We maintain a centralized cash management system whereby our excess cash balances are invested in high quality, short-term money market instruments, which are considered cash equivalents. We have cash balances in certain of our domestic bank accounts that exceed federally insured limits.

*Allowance for Doubtful Accounts*

Accounts receivable are recorded at the invoiced amount and do not bear interest. The Company maintains an allowance for doubtful accounts. This allowance is based upon the best estimate of the probable losses in existing accounts receivable. The Company determines the allowances based upon individual accounts when information indicates the customers may have an inability to meet their financial obligations, as well as historical collection and write-off experience. These amounts are re-evaluated and adjusted on a regular basis as additional information is received. Actual write-offs are charged against the allowance when collection efforts have been unsuccessful. At December 31, 2014 and 2013, our accounts receivable of \$1,234.2 million and \$1,268.2 million, respectively, included allowances for doubtful accounts of \$10.4 million and \$11.9 million, respectively. The provision for doubtful accounts during 2014, 2013 and 2012 amounted to approximately \$2.9 million, \$3.5 million and \$1.2 million, respectively.

*Inventories*

Inventories are stated at the lower of cost or market. Cost is determined principally using the average cost method.

*Property, plant and equipment*

Property, plant and equipment is stated at cost. Depreciation, including amortization of assets under capital leases, is recorded principally using the straight-line method over estimated useful lives of 3 to 10 years for machinery and equipment, 3 to 7 years for vehicles, furniture and fixtures and computer hardware/software and 25 years for buildings. Leasehold improvements are amortized over the shorter of the remaining life of the lease term or the expected service life of the improvement.

The carrying values of property, plant and equipment are reviewed for impairment whenever facts and circumstances indicate that the carrying amount may not be fully recoverable. In performing this review for recoverability, property, plant and equipment is assessed for possible impairment by comparing their carrying values to their undiscounted net pre-tax cash flows expected to result from the use of the asset. Impaired assets are written down to their fair values, generally determined based on their estimated future discounted cash flows. Based on the results of our testing for the years ended December 31, 2014, 2013 and 2012, no impairment of property, plant and equipment was recognized.

*Goodwill and Identifiable Intangible Assets*

Goodwill and other identifiable intangible assets with indefinite lives that are not being amortized, such as trade names, are tested at least annually for impairment (which we test each October 1, absent any impairment indicators) and are written down if impaired. Identifiable intangible assets with finite lives are amortized over their useful lives and are reviewed for impairment whenever facts and circumstances indicate that their carrying values may not be fully recoverable. See Note 8 - Goodwill and Identifiable Intangible Assets of the notes to consolidated financial statements for additional information.

*Insurance Liabilities*

Our insurance liabilities are determined actuarially based on claims filed and an estimate of claims incurred but not yet reported. At December 31, 2014 and 2013, the estimated current portion of undiscounted insurance liabilities of \$28.8 million and \$29.2 million, respectively, were included in "Other accrued expenses and liabilities" in the accompanying Consolidated Balance Sheets. The estimated non-current portion of the undiscounted insurance liabilities included in "Other long-term obligations" at December 31, 2014 and 2013 were \$106.3 million and \$112.8 million, respectively.

EMCOR Group, Inc. and Subsidiaries

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - (Continued)

*Foreign Operations*

The financial statements and transactions of our foreign subsidiaries are maintained in their functional currency and translated into U.S. dollars in accordance with ASC Topic 830, "Foreign Currency Matters". Translation adjustments have been recorded as "Accumulated other comprehensive loss", a separate component of "Equity".

*Income Taxes*

We account for income taxes in accordance with the provisions of ASC Topic 740, "Income Taxes" ("ASC 740"). ASC 740 requires an asset and liability approach which requires the recognition of deferred income tax assets and deferred income tax liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Valuation allowances are established when necessary to reduce deferred income tax assets when it is more likely than not that a tax benefit will not be realized.

We account for uncertain tax positions in accordance with the provisions of ASC 740. We recognize accruals of interest related to unrecognized tax benefits as a component of the income tax provision.

*Valuation of Share-Based Compensation Plans*

We have various types of share-based compensation plans and programs, which are administered by our Board of Directors or its Compensation and Personnel Committee. See Note 13 - Share-Based Compensation Plans of the notes to consolidated financial statements for additional information regarding the share-based compensation plans and programs.

We account for share-based payments in accordance with the provision of ASC Topic 718, "Compensation-Stock Compensation" ("ASC 718"). ASC 718 requires that all share-based payments issued to acquire goods or services, including grants of employee stock options, be recognized in the statement of operations based on their fair values, net of estimated forfeitures. ASC 718 requires forfeitures to be estimated at the time of grant and revised, if necessary, in subsequent periods if actual forfeitures differ from those estimates. Compensation expense related to share-based awards is recognized over the requisite service period, which is generally the vesting period. For shares subject to graded vesting, our policy is to apply the straight-line method in recognizing compensation expense. ASC 718 requires the benefits of tax deductions in excess of recognized compensation expense to be reported as a financing cash inflow, rather than as an operating cash inflow on the Consolidated Statements of Cash Flows. This requirement reduces net operating cash flows and increases net financing cash flows.

*New Accounting Pronouncements*

In May 2014, an accounting pronouncement was issued by the Financial Accounting Standards Board ("FASB") to clarify existing guidance on revenue recognition. This guidance includes the required steps to achieve the core principle that a company should recognize revenue when it transfers promised goods or services to customers in an amount that reflects the consideration to which the company expects to be entitled in exchange for those goods or services. This pronouncement is effective for fiscal years and interim periods beginning after December 15, 2016, with no early adoption permitted. The guidance permits the use of one of two retrospective transition methods. We have not yet selected a transition method nor have we determined the effect that the adoption of the pronouncement may have on our financial position and/or results of operations.

In April 2014, an accounting pronouncement was issued by the FASB to update existing guidance on discontinued operations. This guidance raises the threshold for a disposal to qualify as a discontinued operation and requires new disclosures of both discontinued operations and certain other disposals that do not meet the definition of a discontinued operation. This pronouncement is aimed at reducing the frequency of disposals reported as discontinued operations by focusing on strategic shifts that have or will have a major effect on an entity's operations and financial results. This pronouncement is effective for fiscal years beginning on or after December 15, 2014 and interim periods thereafter. Early adoption is permitted. We adopted this pronouncement as of January 1, 2015, and we will consider this guidance in conjunction with future disposals, if any.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 3 - ACQUISITIONS OF BUSINESSES**

On July 29, 2013, we completed the acquisition of RSI. This acquisition expands and strengthens our service offerings to new and existing customers and enhances our position within the industrial services and energy market sectors. Under the terms of the transaction, we acquired 100% of RSI's stock for total consideration of \$463.6 million. The acquisition was funded with cash on hand and \$250.0 million from borrowings under our revolving credit facility. This acquisition was accounted for using the acquisition method of accounting. We acquired working capital of \$35.5 million and other net liabilities of \$67.1 million, and have ascribed \$267.8 million to goodwill and \$227.4 million to identifiable intangible assets in connection with the acquisition of RSI, which has been included in our United States industrial services segment. We expect that \$49.0 million of acquired goodwill will be deductible for tax purposes.

On December 2, 2013, May 31, 2013 and January 4, 2012, we acquired three companies, each for an immaterial amount. These companies primarily provide mechanical construction services and have been included in our United States mechanical construction and facilities services segment. The purchase price for the acquisition of these businesses was finalized with an insignificant impact. The acquisition of these businesses was accounted for by the acquisition method, and the prices paid for them have been allocated to their respective assets and liabilities, based upon the estimated fair values of their respective assets and liabilities at the dates of their respective acquisitions. We believe these businesses further expand our service capabilities into new geographical and/or technical areas.

During the year ended December 31, 2014, we recorded an increase of \$0.6 million of liabilities resulting in non-cash expense attributable to contingent consideration arrangements relating to prior acquisitions. During the years ended December 31, 2013 and 2012, respectively, we recorded a net reversal of \$6.8 million and \$6.4 million of liabilities resulting in non-cash income attributable to contingent consideration arrangements relating to prior acquisitions.

**NOTE 4 - DISPOSITION OF ASSETS**

In January 2014, we sold a subsidiary reported in our United States building services segment. Proceeds from the sale totaled approximately \$1.1 million. Included in net income for the year ended December 31, 2014 was a loss of \$0.6 million from this sale, which is classified as a component of "Selling, general and administrative expenses" in the Consolidated Statements of Operations.

On July 22, 2014, we sold a building and land owned by one of our subsidiaries reported in the United States mechanical construction and facilities services segment. We recognized a gain of approximately \$11.7 million on this transaction in the third quarter of 2014, which has been classified as a "Gain on sale of building" in the Consolidated Statements of Operations.

Due to recurring losses over the last several years in the construction operations of our United Kingdom segment and our negative assessment of construction market conditions in the United Kingdom for the foreseeable future, we announced during the quarter ended June 30, 2013 our decision to withdraw from the construction market in the United Kingdom. During the third quarter of 2014, we ceased construction operations in the United Kingdom. The results of the construction operations of our United Kingdom segment for all periods are presented in our Consolidated Financial Statements as discontinued operations.

The results of discontinued operations are as follows (in thousands):

	For the twelve months ended December 31,		
	2014	2013	2012
Revenues	\$ 10,297	\$ 13,631	\$ 15,135
Loss from discontinued operation, net of income taxes	\$ (4,690)	\$ (23,069)	\$ (7,804)
Diluted loss per share from discontinued operation	\$ (0.07)	\$ (0.34)	\$ (0.12)

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 4 - DISPOSITION OF ASSETS - (Continued)**

Included in the Consolidated Balance Sheets at December 31, 2014 and December 31, 2013 are the following major classes of assets and liabilities associated with the discontinued operation (in thousands):

	December 31, 2014	December 31, 2013
<b>Assets of discontinued operation</b>		
Current assets	\$ 6,265	\$ 26,630
Non-current assets	278	833
<b>Liabilities of discontinued operation</b>		
Current liabilities	\$ 10,743	\$ 41,024
Non-current liabilities	94	513

At December 31, 2014, the assets and liabilities of the discontinued operation consist of accounts receivable, contract retentions and contract warranty obligations that are expected to be collected or fulfilled in the ordinary course of business. Additionally at December 31, 2014, there remained \$1.7 million of obligations related to employee severance and the termination of leased facilities, the majority of which is expected to be paid over the next twelve months. The settlement of the remaining assets and liabilities may result in additional income and/or expenses. Such income and/or expenses are expected to be immaterial and will be reflected as an additional component of "Loss from discontinued operation" as incurred.

**NOTE 5 - EARNINGS PER SHARE**

The following tables summarize our calculation of Basic and Diluted Earnings (Loss) per Common Share ("EPS") for the years ended December 31, 2014, 2013 and 2012 (in thousands, except share and per share data):

	2014	2013	2012
<b>Numerator:</b>			
Income from continuing operations attributable to EMCOR Group, Inc. common stockholders	173,334	146,861	134,388
Loss from discontinued operation, net of income taxes	(4,690)	(23,069)	(7,804)
Net income attributable to EMCOR Group, Inc. common stockholders	\$ 168,654	\$ 123,792	\$ 146,584
<b>Denominator:</b>			
Weighted average shares outstanding used to compute basic earnings (loss) per common share	66,341,886	67,086,299	66,701,869
Effect of dilutive securities—Share-based awards	730,623	990,542	1,036,549
Shares used to compute diluted earnings (loss) per common share	67,062,509	68,076,841	67,738,418
<b>Basic earnings (loss) per common share:</b>			
From continuing operations attributable to EMCOR Group, Inc. common stockholders	2.61	2.19	2.32
From discontinued operation	(0.07)	(0.34)	(0.12)
Net income attributable to EMCOR Group, Inc. common stockholders	\$ 2.54	\$ 1.85	\$ 2.20
<b>Diluted earnings (loss) per common share:</b>			
From continuing operations attributable to EMCOR Group, Inc. common stockholders	2.59	2.16	2.29
From discontinued operation	(0.07)	(0.34)	(0.12)
Net income attributable to EMCOR Group, Inc. common stockholders	\$ 2.52	\$ 1.82	\$ 2.16

The number of options granted to purchase shares of our common stock that were excluded from the computation of diluted EPS for the years ended December 31, 2014, 2013 and 2012 because they would be anti-dilutive were zero, zero and 140,096, respectively.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 6 - INVENTORIES**

Inventories as of December 31, 2014 and 2013 consist of the following amounts (in thousands):

	2014	2013
Raw materials and construction materials	23,330	22,705
Work in process	23,524	19,328
	\$ 46,854	\$ 42,033

**NOTE 7 - PROPERTY, PLANT AND EQUIPMENT**

Property, plant and equipment in the accompanying Consolidated Balance Sheets consisted of the following amounts as of December 31, 2014 and 2013 (in thousands):

	2014	2013
Machinery and equipment	120,528	118,370
Vehicles	45,036	49,296
Furniture and fixtures	20,893	22,036
Computer hardware/software	89,638	86,624
Land, buildings and leasehold improvements	81,206	77,923
Construction in progress	6,926	3,774
	\$ 364,027	\$ 368,023
Accumulated depreciation and amortization	(241,849)	(232,615)
	\$ 122,178	\$ 135,408

Depreciation and amortization expense related to property, plant and equipment, including capital leases, was \$36.5 million, \$36.3 million and \$31.2 million for the years ended December 31, 2014, 2013 and 2012, respectively.

**NOTE 8 - GOODWILL AND IDENTIFIABLE INTANGIBLE ASSETS**

Goodwill at December 31, 2014 and 2013 was approximately \$834.1 million and \$834.8 million, respectively, and reflects the excess of cost over fair market value of net identifiable assets of companies acquired. Goodwill attributable to companies acquired in 2013 has been valued at \$268.3 million. No companies were acquired in 2014. ASC Topic 805, "Business Combinations" ("ASC 805") requires that all business combinations be accounted for using the acquisition method and that certain identifiable intangible assets acquired in a business combination be recognized as assets apart from goodwill. ASC Topic 350, "Intangibles-Goodwill and Other" ("ASC 350") requires goodwill and other identifiable intangible assets with indefinite useful lives not be amortized, such as trade names, but instead tested at least annually for impairment (which we test each October 1, absent any impairment indicators) and be written down if impaired. ASC 350 requires that goodwill be allocated to its respective reporting unit and that identifiable intangible assets with finite lives be amortized over their useful lives. As of December 31, 2014, approximately 46.1% of our goodwill related to our United States industrial services segment, approximately 27.4% of our goodwill related to our United States building services segment, approximately 26.0% related to our United States mechanical construction and facilities services segment and approximately 0.5% related to our United States electrical construction and facilities services segment.

We test for impairment of goodwill at the reporting unit level. Our reporting units are consistent with the reportable segments identified in Note 17, "Segment Information", of the notes to consolidated financial statements. In assessing whether our goodwill is impaired, we utilize the two-step process as prescribed by ASC 350. The first step of this test compares the fair value of the reporting unit, determined based upon discounted estimated future cash flows, to the carrying amount, including goodwill. If the fair value exceeds the carrying amount, no further work is required and no impairment loss is recognized. If the carrying amount of the reporting unit exceeds the fair value, the goodwill of the reporting unit is potentially impaired and step two of the goodwill impairment test would need to be performed to measure the amount of an impairment loss, if any. In the second step, the impairment is computed by comparing the implied fair value of the reporting unit's goodwill with the carrying amount of the goodwill. If the carrying amount of the reporting unit's goodwill is greater than the implied fair value of its goodwill, an impairment loss in the amount of the excess is recognized and charged to operations. The weighted average cost of capital used in our annual testing for



**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 8 - GOODWILL AND IDENTIFIABLE INTANGIBLE ASSETS - (Continued)**

impairment as of October 1, 2014 was 12.2%, 12.8% and 11.2% for our domestic construction segments, our United States building services segment and our United States industrial services segment, respectively. The perpetual growth rate used for our annual testing was 2.7% for all of our domestic segments. Unfavorable changes in these key assumptions may affect future testing results and cause us to fail step one of the goodwill impairment testing process. For example, keeping all other assumptions constant, a 50 basis point increase in the weighted average costs of capital would cause the estimated fair value of our United States industrial services segment to approach its carrying value. A 50 basis point increase in the weighted average costs of capital would not significantly reduce the excess of the estimated fair value compared to the carrying value for any of our other domestic segments. In addition, keeping all other assumptions constant, a 50 basis point reduction in the perpetual growth rate would not significantly reduce the excess of the estimated fair value compared to the carrying value for any of our domestic segments. For the years ended December 31, 2014, 2013 and 2012, no impairment of our goodwill was recognized.

We also test for the impairment of trade names that are not subject to amortization by calculating the fair value using the "relief from royalty payments" methodology. This approach involves two steps: (a) estimating reasonable royalty rates for each trade name and (b) applying these royalty rates to a net revenue stream and discounting the resulting cash flows to determine fair value. This fair value is then compared with the carrying value of each trade name. If the carrying amount of the trade name is greater than the implied fair value of the trade name, an impairment in the amount of the excess is recognized and charged to operations. The annual impairment review of our trade names for the year ended December 31, 2014 resulted in a \$1.5 million non-cash impairment charge as a result of a change in the fair value of subsidiary trade names associated with certain prior acquisitions reported within our United States mechanical construction and facilities services segment and our United States building services segment. For the years ended December 31, 2013 and 2012, no impairment of our trade names was recognized.

In addition, we review for the impairment of other identifiable intangible assets that are being amortized whenever facts and circumstances indicate that their carrying values may not be fully recoverable. This test compares their carrying values to the undiscounted pre-tax cash flows expected to result from the use of the assets. If the assets are impaired, the assets are written down to their fair values, generally determined based on their future discounted cash flows. For the years ended December 31, 2014, 2013 and 2012, no impairment of our other identifiable intangible assets was recognized.

Our development of the present value of future cash flow projections used in impairment testing is based upon assumptions and estimates by management from a review of our operating results, business plans, anticipated growth rates and margins and weighted average cost of capital, among others. Those assumptions and estimates can change in future periods, and other factors used in assessing fair value are outside the control of management, such as interest rates. There can be no assurances that our estimates and assumptions made for purposes of our goodwill and identifiable intangible asset impairment testing will prove to be accurate predictions of the future. If our assumptions regarding future business performance plans or anticipated growth rates and/or margins are not achieved, or there is a rise in interest rates, we may be required to record goodwill and/or identifiable intangible asset impairment charges in future periods. It is not possible at this time to determine if any such future impairment charge would result or, if it does, whether such a charge would be material.

The changes in the carrying amount of goodwill by reportable segments during the years ended December 31, 2014 and 2013 were as follows (in thousands):

	United States electrical construction and facilities services segment	United States mechanical construction and facilities services segment	United States building services segment	United States industrial services segment	Total
Balance at December 31, 2012	3,823	217,255	229,204	384,543	834,825
Acquisitions, sales and purchase price adjustments	—	522	—	267,715	268,237
Transfers	—	—	(18,583)	—	(18,583)
Balance at December 31, 2013	3,823	217,255	229,204	384,543	834,825
Acquisitions, sales and purchase price adjustments	—	—	(819)	—	(819)
Transfers	—	—	—	—	—
Balance at December 31, 2014	3,823	217,255	228,385	384,543	834,006

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 8 - GOODWILL AND IDENTIFIABLE INTANGIBLE ASSETS - (Continued)**

The aggregate goodwill balance as of December 31, 2012 included \$210.6 million of accumulated impairment charges, which were comprised of \$139.5 million within the United States building services segment and \$71.1 million within the United States industrial services segment.

Identifiable intangible assets as of December 31, 2014 and 2013 consist of the following (in thousands):

December 31, 2014				
	Gross Carrying Amount	Accumulated Amortization	Accumulated Impairment Charge	Total
Contract backlog	47,620	(47,620)	—	—
Developed technology/vendor network	95,661	(35,347)	—	60,314
Customer relationships	425,873	(112,437)	(4,944)	308,492
Non-competition agreements	9,980	(9,330)	—	650
Trade names (amortized)	21,243	(9,315)	—	11,928
Trade names (unamortized)	170,218	—	(49,437)	120,781
Total	\$ 770,600	\$ (214,249)	\$ (54,271)	\$ 502,080

December 31, 2013				
	Gross Carrying Amount	Accumulated Amortization	Accumulated Impairment Charge	Total
Contract backlog	47,620	(47,620)	—	—
Developed technology/vendor network	95,661	(30,212)	—	65,449
Customer relationships	425,873	(83,391)	(2,844)	340,648
Non-competition agreements	9,980	(8,498)	—	1,482
Trade names (amortized)	21,243	(6,612)	—	14,631
Trade names (unamortized)	170,218	—	(47,966)	122,252
Total	\$ 770,600	\$ (176,303)	\$ (50,800)	\$ 543,497

Identifiable intangible assets attributable to companies acquired in 2013 have been valued at \$228.8 million. No companies were acquired in 2014. See Note 3 - Acquisitions of Businesses of the notes to consolidated financial statements for additional information. The identifiable intangible amounts are amortized on a straight-line basis. The weighted average amortization periods for the unamortized balances remaining are, in the aggregate, approximately 12 years, which are comprised of the following: 12.5 years for developed technology/vendor network, 12 years for customer relationships, 1.75 years for non-competition agreements and 4.75 years for trade names.

Amortization expense related to identifiable intangible assets with finite lives was \$38.0 million, \$31.0 million and \$29.8 million for the years ended December 31, 2014, 2013 and 2012, respectively. The following table presents the estimated future amortization expense of identifiable intangible assets in the following years (in thousands):

2015	37,563
2016	36,502
2017	34,195
2018	32,070
2019	30,105
Thereafter	210,842
	\$ 381,277



**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 9 - DEBT**

*Credit Facilities*

Until November 25, 2013, we had a revolving credit agreement (the "2011 Credit Agreement") as amended, which provided for a revolving credit facility of \$750.0 million. The 2011 Credit Agreement was effective November 21, 2011. Effective November 25, 2013, we amended and restated the 2011 Credit Agreement to provide for a \$750.0 million revolving credit facility (the "2013 Revolving Credit Facility") and a \$350.0 million term loan (the "Term Loan") (collectively referred to as the "2013 Credit Agreement") expiring November 25, 2018. The proceeds of the Term Loan were used to repay amounts drawn under the 2011 Credit Agreement. We may increase the 2013 Revolving Credit Facility to \$1.05 billion if additional lenders are identified and/or existing lenders are willing to increase their current commitments; and we may allocate up to \$250.0 million of available borrowings under the 2013 Revolving Credit Facility to letters of credit for our account or for the account of our subsidiaries. The 2013 Credit Agreement is guaranteed by most of our direct and indirect subsidiaries and is secured by substantially all of our assets and most of the assets of most of our subsidiaries. The 2013 Revolving Credit Facility and the Term Loan contain various covenants providing for, among other things, maintenance of certain financial ratios and certain limitations on payment of dividends, common stock repurchases, investments, acquisitions, indebtedness and capital expenditures. A commitment fee is payable on the average daily unused amount under the 2013 Revolving Credit Facility, which ranges from 0.20% to 0.30%, based on certain financial tests. The fee was 0.20% of the unused amount as of December 31, 2014. Borrowings under the 2013 Credit Agreement bear interest at (1) a rate which is the prime commercial lending rate announced by Bank of Montreal from time to time (3.25% at December 31, 2014) plus 0.25% to 0.75%, based on certain financial tests or (2) United States dollar LIBOR (0.17% at December 31, 2014) plus 1.25% to 1.75%, based on certain financial tests. The interest rate in effect at December 31, 2014 was 1.42%. Fees for letters of credit issued under the 2013 Revolving Credit Facility range from 1.25% to 1.75% of the respective face amounts of outstanding letters of credit and are computed based on certain financial tests. We capitalized approximately \$3.0 million of debt issuance costs associated with the 2013 Credit Agreement. This amount is being amortized over the life of the agreement and is included as part of interest expense. In connection with the amendment and restatement of the 2011 Credit Agreement, \$0.3 million attributable to the acceleration of expense for debt issuance costs in connection with the 2011 Credit Agreement was recorded as part of interest expense. We are required to make principal payments on the Term Loan in installments on the last day of March, June, September and December of each year, commencing with the calendar quarter ended March 31, 2014, in the amount of \$4.4 million, with a final payment of all unpaid principal and interest due and payable on November 25, 2018. As of December 31, 2014, the balance on the Term Loan was \$332.5 million. As of December 31, 2014 and December 31, 2013, we had approximately \$95.5 million and \$83.3 million of letters of credit outstanding, respectively. There were no borrowings outstanding under the 2013 Revolving Credit Facility as of December 31, 2014 and December 31, 2013.

Long-term debt in the accompanying Consolidated Balance Sheets consisted of the following amounts as of December 31, 2014 and 2013 (in thousands):

	2014	2013
Term Loan, interest payable at varying amounts through 2018	\$ 332,500	\$ 350,000
Capitalized Lease Obligations, at weighted average interest rates from 0.8% to 8.3% payable in varying amounts through 2019	2,883	4,652
Other payable through 2013	37	11
	335,440	354,663
Less: current maturities	(19,041)	(19,332)
	<u>\$ 316,399</u>	<u>\$ 335,331</u>

*Capitalized Lease Obligations*

See Note 15 - Commitments and Contingencies of the notes to consolidated financial statements for additional information.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 10 - FAIR VALUE MEASUREMENTS**

We use a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy, which gives the highest priority to quoted prices in active markets, is comprised of the following three levels:

Level 1 – Unadjusted quoted market prices in active markets for identical assets and liabilities.

Level 2 – Observable inputs, other than Level 1 inputs. Level 2 inputs would typically include quoted prices in markets that are not active or financial instruments for which all significant inputs are observable, either directly or indirectly.

Level 3 – Prices or valuations that require inputs that are both significant to the measurement and unobservable.

The following tables provide the assets and liabilities carried at fair value measured on a recurring basis as of December 31, 2014 and December 31, 2013 (in thousands):

Asset Category	Assets at Fair Value as of December 31, 2014			
	Level 1	Level 2	Level 3	Total
Cash and cash equivalents <sup>(1)</sup>	\$ 432,056	—	—	\$ 432,056
Restricted cash <sup>(2)</sup>	6,474	—	—	6,474
<b>Total</b>	<b>\$ 438,530</b>	<b>—</b>	<b>—</b>	<b>\$ 438,530</b>

Asset Category	Assets at Fair Value as of December 31, 2013			
	Level 1	Level 2	Level 3	Total
Cash and cash equivalents <sup>(1)</sup>	\$ 439,813	—	—	\$ 439,813
Restricted cash <sup>(2)</sup>	6,934	—	—	6,934
<b>Total</b>	<b>\$ 446,747</b>	<b>—</b>	<b>—</b>	<b>\$ 446,747</b>

- (1) Cash and cash equivalents consist primarily of money market funds with original maturity dates of three months or less, which are Level 1 assets. At December 31, 2014 and 2013, we had \$156.7 million and \$147.7 million, respectively, in money market funds.
- (2) Restricted cash is classified as "Prepaid expenses and other" on our consolidated balance sheets.

We believe that the carrying values of our financial instruments, which include accounts receivable and other financing commitments, approximate their fair values due primarily to their short-term maturities and low risk of counterparty default. The carrying value of our debt associated with the 2013 Credit Agreement approximates its fair value due to the variable rate on such debt.

**NOTE 11 - INCOME TAXES**

Our 2014 income tax provision from continuing operations was \$103.5 million compared to \$82.3 million for 2013 and \$97.9 million for 2012. The actual income tax rates on income from continuing operations before income taxes, less amounts attributable to noncontrolling interests, for the years ended December 31, 2014, 2013 and 2012, were 37.4%, 35.9% and 38.8%, respectively. The increase in the 2014 income tax provision compared to 2013 was primarily due to the effect of increased income before income taxes and the 2013 reversal of reserves for previously unrecognized income tax benefits. The decrease in the 2013 income tax provision compared to 2012 was primarily due to reduced income before income taxes, the effect of a change in the United Kingdom statutory tax rate, a change in the mix of earnings among various jurisdictions and the 2013 reversal of reserves for previously unrecognized income tax benefits.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 11 - INCOME TAXES - (Continued)**

As of December 31, 2014 and 2013, the amount of unrecognized income tax benefits was \$5.2 million and \$3.1 million (of which \$3.0 million and \$1.7 million, if recognized, would favorably affect our effective income tax rate), respectively.

As of December 31, 2014 and 2013, we had an accrual of \$0.3 million and \$0.2 million for the payment of interest related to unrecognized income tax benefits included on the Consolidated Balance Sheets, respectively. During the years ended December 31, 2014 and 2013, we recognized approximately \$0.1 million and \$0.2 million, respectively, in interest expense related to our unrecognized income tax benefits. In addition, we reversed \$0.1 million and \$2.6 million of accrued interest expense related to our unrecognized income tax benefits for the years ended December 31, 2014 and 2013, respectively. As of December 31, 2014 and 2013, we had total income tax reserves included in "Other long-term liabilities" of \$5.5 million and \$3.4 million, respectively.

A reconciliation of the beginning and end of year unrecognized income tax benefits is as follows (in thousands):

	2014	2013
Balance at beginning of year	\$ 3,116	\$ 1,123
Additions based on tax positions related to the current year	1,053	895
Additions based on tax positions related to prior years	4,816	331
Reductions for tax positions of prior years	(1,162)	(6,273)
Reductions for expired statute of limitations	(620)	(3,038)
Balance at end of year	<u>\$ 5,203</u>	<u>\$ 3,116</u>

It is reasonably possible that approximately \$3.3 million of unrecognized income tax benefits at December 31, 2014, primarily relating to uncertain tax positions attributable to tax return filing positions, will significantly decrease in the next twelve months as a result of estimated settlements with taxing authorities and the expiration of applicable statutes of limitations.

We file income tax returns with the Internal Revenue Service and various state, local and foreign tax agencies. The Company is currently under examination by various taxing authorities for the years 2008 through 2013. During the first quarter of 2014, the Internal Revenue Service finalized its audit of our federal income tax returns for the years 2010 through 2011. We agreed to and paid an assessment, for an immaterial amount, proposed by the Internal Revenue Service pursuant to such audit.

The income tax provision in the accompanying Consolidated Statements of Operations for the years ended December 31, 2014, 2013 and 2012 consisted of the following (in thousands):

	2014	2013	2012
Current:			
Federal provision	\$ 80,852	\$ 60,449	\$ 79,020
State and local provisions	14,532	2,897	18,174
Foreign provision	2,396	7,083	3,074
	97,780	70,429	91,268
Deferred	6,748	11,857	6,626
	<u>\$ 103,528</u>	<u>\$ 82,286</u>	<u>\$ 97,894</u>

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 11 - INCOME TAXES - (Continued)**

Factors accounting for the variation from U.S. statutory income tax rates from continuing operations for the years ended December 31, 2014, 2013 and 2012 were as follows (in thousands):

	2014	2013	2012
Federal income taxes at the statutory rate	\$ 98,576	\$ 81,448	\$ 89,123
Noncontrolling interests	(1,667)	(1,247)	(806)
State and local income taxes, net of federal tax benefits	9,544	9,446	8,412
State tax reserves	(38)	(6,529)	3,927
Permanent differences	(2,961)	3,228	2,603
Domestic manufacturing deduction	(5,008)	(4,778)	(5,559)
Foreign income taxes (including U.K. statutory rate changes)	(1,237)	1,183	(438)
Federal tax reserves	62	263	(258)
Other	(63)	(726)	782
	<u>\$ 103,528</u>	<u>\$ 82,286</u>	<u>\$ 97,894</u>

The components of the net deferred income tax liability are included in "Prepaid expenses and other" of \$29.3 million, "Other assets" of \$16.6 million, and "Other long-term obligations" of \$173.7 million at December 31, 2014, and the components of net deferred income tax liability are included in "Prepaid expenses and other" of \$32.5 million, "Other assets" of \$15.0 million, and "Other long-term obligations" of \$174.3 million at December 31, 2013 in the accompanying Consolidated Balance Sheets.

The amounts recorded for the years ended December 31, 2014 and 2013 were as follows (in thousands):

	2014	2013
<b>Deferred income tax assets:</b>		
Excess of amounts expensed for financial statement purposes over amounts deducted for income tax purposes:		
Insurance liability	\$ 54,351	\$ 57,310
Pension liability	10,142	7,813
Deferred compensation	7,886	16,358
Other (including liabilities and reserves)	31,828	35,625
Total deferred income tax assets	114,207	117,106
Valuation allowance for deferred tax assets	(2,024)	(2,244)
Net deferred income tax assets	112,183	114,862
<b>Deferred income tax liabilities:</b>		
Costs capitalized for financial statement purposes and deducted for income tax purposes:		
Goodwill and identifiable intangible assets	(216,126)	(214,863)
Other, primarily depreciation of property, plant and equipment	(23,884)	(26,840)
Total deferred income tax liabilities	(240,010)	(241,703)
Net deferred income tax liabilities	<u>\$ (127,827)</u>	<u>\$ (126,843)</u>

We file a consolidated federal income tax return including all of our U.S. subsidiaries. As of December 31, 2014 and 2013, the total valuation allowance on net deferred income tax assets was approximately \$2.0 million and \$2.2 million, respectively, primarily related to state and local net operating losses. The reason for the net decrease in the valuation allowance for 2014 was related to the utilization of state and local net operating loss carryforwards. Although realization is not assured, we believe it is more likely than not that the deferred income tax asset, net of the valuation allowance discussed above, will be realized. The amount of the deferred income tax asset considered realizable, however, could be reduced if estimates of future income are reduced.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 11 - INCOME TAXES - (Continued)**

At December 31, 2014, we had trading and capital losses for United Kingdom income tax purposes of approximately \$30.2 million, which have no expiration date. Such losses are subject to review by the United Kingdom taxing authority. Realization of the deferred income tax assets is dependent on our generating sufficient taxable income. We believe that the deferred income tax assets will be realized through the future reversal of existing taxable temporary differences and projected future income.

Income before income taxes from continuing operations for the years ended December 31, 2014, 2013 and 2012 consisted of the following (in thousands):

	2014	2013	2012
United States	\$ 203,329	\$ 219,300	\$ 216,772
Foreign	16,116	13,409	17,810
	\$ 219,445	\$ 232,709	\$ 234,582

As of December 31, 2014, we had undistributed foreign earnings from our United Kingdom subsidiary of approximately \$13.1 million for which we have not recorded a deferred tax liability, as we have provided taxes on such earnings in prior periods. As of December 31, 2014, the amount of cash held in the United Kingdom was approximately \$45.5 million which, if repatriated, should not result in any federal or state income taxes. As of December 31, 2014, we had undistributed foreign earnings from our Puerto Rico subsidiary of approximately \$1.4 million for which we have not recorded a deferred tax liability as such earnings are indefinitely reinvested. As of December 31, 2014, the amount of cash held in Puerto Rico was approximately \$3.0 million which, if repatriated, may result in federal and state income taxes of approximately \$0.5 million.

**NOTE 12 - COMMON STOCK**

As of December 31, 2014 and December 31, 2013, there were 62,981,229 and 66,896,518 shares of our common stock outstanding, respectively.

On December 7, 2012, our Board of Directors declared a special dividend of \$0.25 per share, payable in December 2012, and announced its intention to increase the regular quarterly dividend to \$0.06 per share. In addition, at the December 7, 2012 meeting of our Board of Directors, the regular quarterly dividend that would have been paid in January 2013 was declared, its amount increased to \$0.06 per share and its payment date accelerated to December 28, 2012. During 2013, we paid a regular quarterly dividend of \$0.06 per share in the second, third and fourth quarters of 2013. In December 2013, our Board of Directors announced its intention to increase the regular quarterly dividend to \$0.08 per share commencing with the dividend to be paid in the first quarter of 2014.

On September 26, 2011, our Board of Directors authorized us to repurchase up to \$100.0 million of our outstanding common stock. On December 5, 2013 and October 23, 2014, our Board of Directors authorized us to repurchase up to an additional \$100.0 million and \$250.0 million of our outstanding common stock, respectively. During 2014, we repurchased approximately 4.8 million shares of our common stock for approximately \$206.0 million. Since the inception of the repurchase programs through December 31, 2014, we have repurchased 7.6 million shares of our common stock for approximately \$283.5 million. As of December 31, 2014, there remained authorization for us to repurchase approximately \$166.5 million of our shares. The repurchase programs do not obligate the Company to acquire any particular amount of common stock and may be suspended, recommenced or discontinued at any time or from time to time without prior notice. Repurchases may be made from time to time to the extent permitted by securities laws and other legal requirements, including provisions in our credit agreement placing limitations on such repurchases. The repurchase programs have been and will be funded from our operations.

**NOTE 13 - SHARE-BASED COMPENSATION PLANS**

We have an incentive plan under which stock options, stock awards, stock units and other share-based compensation may be granted to officers, non-employee directors and key employees of the Company. Under the terms of this plan, 3,250,000 shares were authorized and 2,086,953 shares are available for grant or issuance as of December 31, 2014. Any issuances under this plan are valued at the fair market value of the common stock on the grant date. The vesting and expiration of any stock option grants and the vesting schedule of any stock awards or stock units are determined by the Compensation and Personnel Committee of our Board of Directors at the time of the grant. Additionally, we have outstanding stock options that were issued under other plans, and no further grants may be made under those plans.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 13 - SHARE-BASED COMPENSATION PLANS - (Continued)**

The following table summarizes activity regarding our stock options and awards of shares and stock units since December 31, 2011:

Stock Options			Restricted Stock Units		
	Shares	Weighted Average Price		Shares	Weighted Average Price
Balance, December 31, 2011	3,460,541	\$ 13.30	Balance, December 31, 2011	436,830	\$ 27.75
Granted	11,702	\$ 27.39	Granted	340,518	\$ 27.90
Expired	(25,624)	\$ 28.13	Forfeited		
Exercised	(1,590,242)	\$ 13.09	Vested	(238,461)	\$ 25.96
Balance, December 31, 2012	1,796,377	\$ 17.15	Balance, December 31, 2012	388,907	\$ 28.56
Granted	—	—	Granted	192,617	\$ 36.26
Expired			Forfeited	(15,298)	\$ 39.38
Exercised	(485,680)	\$ 14.55	Vested	(155,423)	\$ 27.77
Balance, December 31, 2013	1,310,697	\$ 18.12	Balance, December 31, 2013	610,804	\$ 31.17
Granted	—	—	Granted	176,418	\$ 43.06
Expired			Forfeited	(300)	\$ 43.76
Exercised	(743,923)	\$ 13.52	Vested	(152,423)	\$ 32.46
Balance, December 31, 2014	566,774	\$ 24.15	Balance, December 31, 2014	634,298	\$ 34.16

In addition, 12,264 shares were granted to certain non-employee directors as part of their annual retainer during the year ended December 31, 2012. No shares were granted to non-employee directors as part of their annual retainer during each of the years ended December 31, 2014 and 2013.

We recognized \$8.1 million, \$6.9 million and \$6.7 million of compensation expense for shares and stock units awarded to non-employee directors, and stock units awards to employees pursuant to incentive plans, for the years ended December 31, 2014, 2013 and 2012, respectively. We have \$4.5 million of compensation expense, net of income taxes, which will be recognized over the remaining vesting periods of up to approximately three years related to the stock units awarded to employees and non-employee directors.

All outstanding stock options were fully vested as of December 31, 2012; therefore, no compensation expense was recognized for the years ended December 31, 2014 and 2013. Compensation expense of \$0.1 million for the year ended December 31, 2012 was recognized due to the vesting of stock option grants. In addition, an aggregate of 76,001 restricted stock units granted to an employee and our non-employee directors vested as of December 31, 2014, but issuance has been deferred for up to five years or upon retirement. As a result of stock option exercises, \$6.9 million, \$5.2 million and \$8.8 million of proceeds were received during the years ended December 31, 2014, 2013 and 2012, respectively. The income tax benefit derived in 2014, 2013 and 2012 as a result of such exercises and share-based compensation was \$8.6 million, \$5.2 million and \$8.7 million, respectively, of which \$8.3 million, \$4.6 million and \$7.1 million, respectively, represented excess tax benefits.

The total intrinsic value of options (the amounts by which the stock price exceeded the exercise price of the option on the date of exercise) that was exercised during 2014, 2013 and 2012 was \$23.5 million, \$12.5 million and \$25.9 million, respectively.

At December 31, 2014, 2013 and 2012, 566,774 options, 1,310,697 options and 1,796,377 options were exercisable, respectively. The weighted average exercise price of exercisable options at December 31, 2014, 2013 and 2012 was approximately \$24.15, \$18.12 and \$17.15, respectively.



**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 13 - SHARE-BASED COMPENSATION PLANS - (Continued)**

The following table summarizes information about our stock options as of December 31, 2014:

**Stock Options Outstanding and Exercisable**

Range of Exercise Prices	Number	Weighted Average Remaining Life	Weighted Average Exercise Price
\$12.09 - \$12.49	70,000	0.34 Years	\$12.30
\$20.42 - \$22.53	190,000	2.11 Years	\$21.09
\$22.00 - \$29.35	226,774	3.57 Years	\$26.18
\$36.03	80,000	0.47 Years	\$36.03

The total aggregate intrinsic value of options outstanding and exercisable as of December 31, 2014, 2013 and 2012 were approximately \$11.5 million, \$31.9 million and \$31.4 million, respectively.

There were no stock option grants during 2014 or 2013. For stock options granted during 2012, the fair value on the date of grant was calculated using the Black-Scholes option pricing model with the following weighted average assumptions:

Dividend yield	0.73%
Expected volatility	52.6%
Risk-free interest rate	0.5%
Expected life of options in years	3.6
Weighted average grant date fair value	\$10.18

Forfeitures of stock options have been historically insignificant to the calculation and were estimated to be zero in 2012.

We have an employee stock purchase plan. Under the terms of this plan, the maximum number of shares of our common stock that may be purchased is 3,000,000 shares. Generally, our corporate employees and non-union employees of our United States subsidiaries are eligible to participate in this plan. Employees covered by collective bargaining agreements generally are not eligible to participate in this plan.

**NOTE 14 - RETIREMENT PLANS**

*Defined Benefit Plans*

Our United Kingdom subsidiary has a defined benefit pension plan covering all eligible employees (the "UK Plan"); however, no individual joining the company after October 31, 2001 may participate in the plan. On May 31, 2010, we curtailed the future accrual of benefits for active employees under this plan.

We account for our UK Plan and other defined benefit plans in accordance with ASC 715, "Compensation-Retirement Benefits" ("ASC 715"). ASC 715 requires that (a) the funded status, which is measured as the difference between the fair value of plan assets and the projected benefit obligations, be recorded in our balance sheet with a corresponding adjustment to accumulated other comprehensive income (loss) and (b) gains and losses for the differences between actuarial assumptions and actual results, and unrecognized service costs, be recognized through accumulated other comprehensive income (loss). These amounts will be subsequently recognized as net periodic pension cost.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 14 - RETIREMENT PLANS - (Continued)**

The change in benefit obligations and assets of the UK Plan for the years ended December 31, 2014 and 2013 consisted of the following components (in thousands):

	2014	2013
<b>Change in pension benefit obligation</b>		
Benefit obligation at beginning of year	\$ 308,877	\$ 302,306
Interest cost	1,402	12,336
Actuarial loss (gain)	40,906	(1,903)
Benefits paid	(9,915)	(9,663)
Foreign currency exchange rate changes	(21,089)	5,811
Benefit obligation at end of year	329,806	308,897
<b>Change in pension plan assets</b>		
Fair value of plan assets at beginning of year	269,811	249,650
Actual return on plan assets	34,012	27,969
Employer contributions	6,628	6,806
Benefits paid	(9,915)	(9,663)
Foreign currency exchange rate changes	(17,841)	5,948
Fair value of plan assets at end of year	282,095	269,811
Funded status at end of year	\$ (50,711)	\$ (39,066)

The actuarial loss in 2014 was a result of a significant drop in corporate bond yields leading to a reduction in the discount rate assumptions as disclosed below.

**Amounts not yet reflected in net periodic pension cost and included in Accumulated other comprehensive loss:**

	2014	2013
Unrecognized losses	\$ 102,673	\$ 87,461

The underfunded status of the UK Plan of \$50.7 million and \$39.1 million at December 31, 2014 and 2013, respectively, is included in "Other long-term obligations" in the accompanying Consolidated Balance Sheets. No plan assets are expected to be returned to us during the year ended December 31, 2015.

The weighted average assumptions used to determine benefit obligations as of December 31, 2014 and 2013 were as follows:

	2014	2013
Discount rate	3.8%	4.6%

The weighted average assumptions used to determine net periodic pension cost for the years ended December 31, 2014, 2013 and 2012 were as follows:

	2014	2013	2012
Discount rate	4.6%	4.3%	4.7%
Annual rate of return on plan assets	6.7%	6.7%	6.7%



EMCOR Group, Inc. and Subsidiaries

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 14 - RETIREMENT PLANS - (Continued)

The annual rate of return on plan assets has been determined by modeling possible returns using the actuary's portfolio return calculator and the fair value of plan assets. This models the long term expected returns of the various asset classes held in the portfolio and allows for the additional benefits of holding a diversified portfolio. For measurement purposes of the liability, the annual rates of inflation of covered pension benefits assumed for 2014 and 2013 were 2.0% and 2.3%, respectively.

The components of net periodic pension cost of the UK Plan for the years ended December 31, 2014, 2013 and 2012 were as follows (in thousands):

	2014	2013	2012
Interest cost	\$ 14,027	\$ 13,326	\$ 12,460
Expected return on plan assets	(16,888)	(14,369)	(13,058)
Amortization of unrecognized loss	2,029	2,360	2,433
Net periodic pension cost	<u>\$ (832)</u>	<u>\$ 517</u>	<u>\$ 1,835</u>

Actuarial gains and losses are amortized using a corridor approach whereby cumulative gains and losses in excess of the greater of 10% of the pension benefit obligation or the fair value of plan assets are amortized over the average life expectancy of plan participants. The amortization period for 2014 was 28 years.

The reclassification adjustment, net of income taxes, for the UK Plan from Accumulated other comprehensive loss into net periodic pension cost for the years ended December 31, 2014, 2013 and 2012 was approximately \$1.6 million, \$2.0 million and \$1.9 million, respectively, which was classified as a component of "Cost of sales" and "Selling, general and administrative expenses" on the Consolidated Statements of Operations. The estimated unrecognized loss for the UK Plan that will be amortized from Accumulated other comprehensive loss into net periodic pension cost over the next year is approximately \$2.1 million, net of income taxes.

UK Plan Assets

The weighted average asset allocations and weighted average target allocations at December 31, 2014 and 2013 were as follows:

Asset Category	Target Asset Allocation	December 31, 2014	December 31, 2013
Equity securities	43.0%	47.2%	53.4%
Debt securities	55.0%	56.6%	46.4%
Cash	2.0%	0.2%	0.2%
Total	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>

Plan assets of our UK Plan are invested in marketable equity and equity like securities through various funds. These funds invest in a diverse range of investments, trading in the United Kingdom, the United States and other international locations, such as Asia Pacific and other European locations. Debt securities are invested in funds that invest in UK corporate bonds and UK government bonds.

The following tables set forth by level, within the fair value hierarchy discussed in Note 10 - Fair Value Measurements, the fair value of assets of the UK Plan as of December 31, 2014 and 2013 (in thousands):

Asset Category	Assets at Fair Value as of December 31, 2014			
	Level 1	Level 2	Level 3	Total
Equity and equity like investments	\$ —	\$ 116,899	\$ 4,840	\$ 121,739
Corporate bonds	—	124,380	—	124,380
Government bonds	—	33,319	—	33,319
Cash	657	—	—	657
Total	<u>\$ 657</u>	<u>\$ 276,898</u>	<u>\$ 4,840</u>	<u>\$ 282,095</u>

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 14 - RETIREMENT PLANS - (Continued)**

Asset Category	Assets at Fair Value as of December 31, 2013			
	Level 1	Level 2	Level 3	Total
Equity and equity like investments	\$ —	\$ 136,908	\$ 5,196	\$ 142,104
Corporate bonds	—	101,337	—	101,337
Government bonds	—	23,716	—	23,716
Cash	654	—	—	654
Total	\$ 654	\$ 261,961	\$ 5,196	\$ 269,811

In regards to the plan assets of our UK Plan, investment amounts have been allocated within the fair value hierarchy across all three levels. The characteristics of the assets that sit within each level are summarized as follows:

Level 1-This asset represents cash.

Level 2-These assets are a combination of the following:

- (a) Assets that are not exchange traded but have a unit price that is based on the net asset value of the fund. The unit prices are not quoted but the underlying assets held by the fund are either:
  - (i) held in a variety of listed investments
  - (ii) held in UK treasury bonds or corporate bonds with the asset value being based on fixed income streams. Some of the underlying bonds are also listed on regulated markets.

It is the value of the underlying assets that have been used to calculate the unit price of the fund.

- (b) Assets that are not exchange traded but have a unit price that is based on the net asset value of the fund. The unit prices are quoted. The underlying assets within these funds comprise cash or assets that are listed on a regulated market (i.e., the values are based on observable market data) and it is these values that are used to calculate the unit price of the fund.

Level 3-Assets that are not exchange traded but have a unit price that is based on the net asset value of the fund. The unit prices are not quoted and are not available on any market.

The table below sets forth a summary of changes in the fair value of the UK Plan's Level 3 assets for the years ended December 31, 2014 and 2013 (in thousands):

Equity and Equity Like Investments	2014	2013
Start of year balance	\$ 5,196	\$ 4,906
Actual return on plan assets, relating to assets still held at reporting date	—	99
Purchases, sales and settlements, net	(48)	—
Change due to exchange rate changes	(308)	101
End of year balance	\$ 4,840	\$ 5,106

The investment policies and strategies for the plan assets are established by the plan trustees (who are independent of the Company) to achieve a reasonable balance between risk, likely return and administration expense, as well as to maintain funds at a level to meet minimum funding requirements. In order to ensure that an appropriate investment strategy is in place, an analysis of the UK Plan's assets and liabilities is completed periodically.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 14 - RETIREMENT PLANS - (Continued)**

**Cash Flows:**

**Contributions**

Our United Kingdom subsidiary expects to contribute approximately \$5.7 million to its UK Plan in 2015.

**Estimated Future Benefit Payments**

The following estimated benefit payments are expected to be paid in the following years (in thousands):

	Pension Benefits
2015	9,816
2016	10,091
2017	10,372
2018	10,664
2019	57,969
Succeeding five years	

The following table shows certain information for the UK Plan where the accumulated benefit obligation is in excess of plan assets as of December 31, 2014 and 2013 (in thousands):

	2014	2013
Projected benefit obligation	\$ 332,806	\$ 308,877
Accumulated benefit obligation	\$ 332,806	\$ 308,877
Fair value of plan assets	\$ 282,093	\$ 269,811

We also sponsor two U.S. defined benefit plans in which participation by new individuals is frozen. The benefit obligation associated with these plans as of December 31, 2014 and 2013 was approximately \$6.7 million and \$6.6 million, respectively. The estimated fair value of the plan assets as of December 31, 2014 and 2013 was approximately \$5.1 million and \$4.9 million, respectively. The plan assets are considered Level 1 assets within the fair value hierarchy and are predominantly invested in cash, equities, and equity and bond funds. The pension liability balances as of December 31, 2014 and 2013 are classified as "Other long-term obligations" on the accompanying Consolidated Balance Sheets. The measurement date for these two plans is December 31 of each year. The major assumptions used in the actuarial valuations to determine benefit obligations as of December 31, 2014 and 2013 included discount rates of 4.50% and 4.30% for the 2014 period and 4.50% and 4.30% for the 2013 period. Also, included was an expected rate of return of 7.00% for the 2014 and 2013 periods, respectively. The reclassification adjustment, net of income taxes, from Accumulated other comprehensive loss into net periodic pension cost for the years ended December 31, 2014, 2013 and 2012 was approximately \$0.2 million, \$0.3 million and \$0.2 million, respectively, which was classified as a component of "Selling, general and administrative expenses" on the Consolidated Statements of Operations. The estimated loss for these plans that will be amortized from Accumulated other comprehensive loss into net periodic pension cost over the next year is approximately \$0.2 million, net of income taxes. The future estimated benefit payments expected to be paid from the plans for the next ten years is approximately \$0.4 million per year.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 14 - RETIREMENT PLANS - (Continued)**

*Multiemployer Plans*

We participate in over 200 multiemployer pension plans ("MEPPs") that provide retirement benefits to certain union employees in accordance with various collective bargaining agreements ("CBAs"). As one of many participating employers in these MEPPs, we are responsible with the other participating employers for any plan underfunding. Our contributions to a particular MEPP are established by the applicable CBAs; however, our required contributions may increase based on the funded status of an MEPP and legal requirements of the Pension Protection Act of 2006 (the "PPA"), which requires substantially underfunded MEPPs to implement a funding improvement plan ("FIP") or a rehabilitation plan ("RP") to improve their funded status. Factors that could impact funded status of an MEPP include, without limitation, investment performance, changes in the participant demographics, decline in the number of contributing employers, changes in actuarial assumptions and the utilization of extended amortization provisions.

An FIP or RP requires a particular MEPP to adopt measures to correct its underfunding status. These measures may include, but are not limited to: (a) an increase in our contribution rate as a signatory to the applicable CBA, (b) a reallocation of the contributions already being made by participating employers for various benefits to individuals participating in the MEPP and/or (c) a reduction in the benefits to be paid to future and/or current retirees. In addition, the PPA requires that a 5% surcharge be levied on employer contributions for the first year commencing shortly after the date the employer receives notice that the MEPP is in critical status and a 10% surcharge on each succeeding year until a CBA is in place with terms and conditions consistent with the RP.

We could also be obligated to make payments to MEPPs if we either cease to have an obligation to contribute to the MEPP or significantly reduce our contributions to the MEPP because we reduce our number of employees who are covered by the relevant MEPP for various reasons, including, but not limited to, layoffs or closure of a subsidiary assuming the MEPP has unfunded vested benefits. The amount of such payments (known as a complete or partial withdrawal liability) would equal our proportionate share of the MEPPs' unfunded vested benefits. We believe that certain of the MEPPs in which we participate may have unfunded vested benefits. Due to uncertainty regarding future factors that could trigger withdrawal liability, as well as the absence of specific information regarding the MEPP's current financial situation, we are unable to determine (a) the amount and timing of any future withdrawal liability, if any, and (b) whether our participation in these MEPPs could have a material adverse impact on our financial position, results of operations or liquidity. We recorded a withdrawal liability of approximately \$0.1 million for the year ended December 31, 2013. We did not record any withdrawal liability for the years ended December 31, 2014 and 2012.

The following table lists all domestic MEPPs to which our contributions exceeded \$2.0 million in 2014. Additionally, this table also lists all domestic MEPPs to which we contributed in 2014 in excess of \$0.5 million for MEPPs in the critical status, "red zone" and \$1.0 million in the endangered status, "orange or yellow zones", as defined by the PPA (in thousands):

Pension Fund	EIN/Pension Plan Number	PPA Zone Status <sup>(1)</sup>		FIP/RP Status	Contributions			Contributions greater than 5% of total plan contributions <sup>(2)</sup>	Expiration date of CBA
		2014	2013		2014	2013	2012		
International Brotherhood of Teamsters National Pension Fund	24-6122739 001	Yellow	Yellow	Implemented	10,425	12,569	10,999	No	February 2015 to June 2019
Sheet Metal Workers National Pension Fund	52-6112463 001	Yellow	Red	Implemented	9,977	9,476	9,837	No	April 2015 to June 2019
Miners, Molders, Shapers and Heat Treaters Union Pension Fund	32-0181632 901	Green	Green	N/A	7,935	7,966	7,777	No	January 2015 to May 2019
Central Pension Fund of the International Union of Operating Engineers and Participating Employers	36-6052390 001	Green	Green	N/A	6,518	6,296	6,076	No	November 2015 to December 2018
United Brotherhood of Carpenters and Joiners of America Pension Fund	13-6123601 001	Green	Green	N/A	6,111	6,189	5,722	No	May 2015 to January 2019

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 14 - RETIREMENT PLANS - (Continued)**

Pension Fund	EIN/Pension Plan Number	RPA Zone Status <sup>(1)</sup>		FIP/RP Status	Contributions			Contributions greater than 5% of total plan contributions <sup>(2)</sup>	Expiration date of CBA
		2014	2013		2014	2013	2012		
National Association of Broadcasters Industry Pension Fund	51-6034820 001	Red	Red	Implemented	3,800	4,228	4,855	No	June 2015 to June 2017
Plumbers Pipefitters & Mechanical Equipment Service Local Union 392 Pension Plan	51-0655223 001	Red	Red	Implemented	4,962	4,128	3,848	Yes	June 2019
International Brotherhood of Teamsters Local Union 184 Pension Plan	51-6030732 002	Green	Green	N/A	2,031	2,412	2,190	No	May 2015
U.A. Local 393 Pension Trust Fund Defined Benefit	94-6359772 002	Green	Green	N/A	3,585	2,811	2,181	Yes	June 2015
Sheet Metal Workers Pension Plan of Northern California	51-6015939 001	Red	Red	Implemented	1,467	1,634	1,881	No	June 2016
Northern California Pipe Trades Pension Plan	94-3190386 001	Green	Green	N/A	3,270	2,258	3,582	No	May 2015 to June 2015
Pipefitters Union Local 394 Pension Fund	51-6030859 001	Green	Green	N/A	2,981	3,690	2,747	Yes	January 2013 to August 2017
Electrical Workers Local No. 26 Pension Trust Fund	52-6117919 001	Green	Green	N/A	2,880	2,878	3,049	Yes	February 2013 to January 2018
Southern California Pipe Trades Retirement Fund	51-6010844 001	Green	Green	N/A	2,365	1,498	3,415	Yes	June 2015 to August 2016
Southern California IBEW-NECA Pension Trust Fund	95-6392774 001	Yellow	Yellow	Implemented	2,776	3,215	3,266	No	May 2015 to November 2019
Electrician Local 100 Pension Fund	51-6009493 001	Green	Green	N/A	2,095	2,083	3,390	Yes	February 2015 to May 2015
Arizona Pipe Trades Pension Plan	86-6025734 001	Green	Green	N/A	2,098	4,108	6,871	Yes	June 2017 to July 2017
Health, Piping & Refrigeration Pension Fund	52-1038013 001	Yellow	Yellow	Implemented	1,871	2,139	2,076	No	January 2015 to February 2017
Sheet Metal Workers Pension Plan of Southern California, Arizona & Nevada	95-6052257 001	Red	Red	Implemented	1,824	1,271	1,072	No	June 2015 to June 2019
Local 233 Defined Benefit Pension Plan	94-3042419 001	Yellow	Yellow	Implemented	1,005	1,222	927	No	June 2015 to June 2017
Local No. 697 IBEW and Electrical Industry Pension Fund	51-6133048 001	Yellow	Yellow	Implemented	1,499	1,443	1,757	Yes	May 2015
Rollercoaster Race and Amusement Park Association Pension Fund	48-6168020 001	Yellow	Yellow	Implemented	1,317	1,328	1,056	No	September 2013 to September 2017
Plumbing & Pipe Fitting Local 219 Pension Fund	34-6682376 001	Red	Red	Implemented	1,107	1,142	936	Yes	May 2017
Plumbing Trades United Pension Trust Fund	51-6049409 001	Yellow	Yellow	Implemented	1,033	918	1,010	No	May 2016

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 14 - RETIREMENT PLANS - (Continued)**

Pension Fund	EIN/Pension Plan Number	PPA Zone Status <sup>(1)</sup>		FIP/RP Status	Contributions			Contributions greater than 5% of total plan contributions <sup>(2)</sup>	Expiration date of CBA
		2014	2013		2014	2013	2012		
Steamfitters Local Union No. 420 Pension Plan	23-2004424 001	Red	Red	Implemented	862	831	1,557	No	April 2017 to May 2017
Electricians Local 102 Pension Fund	31-6123990 001	Red	Red	Implemented <sup>(3)</sup>	518	770	757	Yes	May 2015
Local 73 Retirement Plan	15-6016577 001	Red	Red	Implemented <sup>(3)</sup>	805	225	—	No	April 2015
Local 402 Defined Benefit Plan	31-2333607 005	Red	Red	Implemented	787	681	534	No	June 2015 to June 2017
Carpenters Pension Trust Fund for Northern California	94-6050970 001	Red	Red	Pending	522	452	539	No	June 2019
Other Multiemployer Pension Plans					41,227	48,499	40,362		Various
<b>Total Contributions</b>					<u>\$ 137,991</u>	<u>\$ 141,271</u>	<u>\$ 138,716</u>		

- (1) The zone status represents the most recent available information for the respective MEPP, which may be 2013 or earlier for the 2014 year and 2012 or earlier for the 2013 year.
- (2) This information was obtained from the respective plans' Form 5500 ("Forms") for the most current available filing. These dates may not correspond with our fiscal year contributions. The above noted percentages of contributions are based upon disclosures contained in the plans' Forms. Those Forms, among other things, disclose the names of individual participating employers whose annual contributions account for more than 5% of the aggregate annual amount contributed by all participating employers for a plan year. Accordingly, if the annual contribution of two or more of our subsidiaries each accounted for less than 5% of such contributions, but in the aggregate accounted for in excess of 5% of such contributions, that greater percentage is not available and accordingly is not disclosed.
- (3) For these respective plans, a funding surcharge was currently in effect for 2014.

The nature and diversity of our business may result in volatility in the amount of our contributions to a particular MEPP for any given period. That is because, in any given market, we could be working on a significant project and/or projects, which could result in an increase in our direct labor force and a corresponding increase in our contributions to the MEPP(s) dictated by the applicable CBA. When that particular project(s) finishes and is not replaced, the number of participants in the MEPP(s) who are employed by us would also decrease, as would our level of contributions to the particular MEPP(s). Additionally, the amount of contributions to a particular MEPP could also be affected by the terms of the CBA, which could require at a particular time, an increase in the contribution rate and/or surcharges. Our contributions to various MEPPs did not increase as a result of acquisitions made since 2012.

We also participate in two MEPPs that are located within the United Kingdom for which we have contributed \$0.2 million for the year ended December 31, 2014 and \$0.3 million for each of the years ended December 31, 2013 and 2012. The information that we have obtained relating to these plans is not as readily available and/or as comparable as the information that has been ascertained in the United States. Based upon the most recently available information, one of the plans is 100% funded, and the other plan is less than 65% funded. A recovery plan has been put in place for the plan that is less than 65% funded, which requires higher contribution amounts to be paid by our UK operations.

Additionally, we contribute to certain multiemployer plans that provide post retirement benefits such as health and welfare benefits and/or defined contribution/annuity plans, among others. Our contributions to these plans approximated \$98.3 million, \$93.5 million and \$89.9 million for the years ended December 31, 2014, 2013 and 2012, respectively. Our contributions to other post retirement benefit plans did not increase as a result of acquisitions made since 2012. The amount of contributions to these plans is also subject for the most part to the factors discussed above in conjunction with the MEPPs.

**Defined Contribution Plans**

We have defined contribution retirement and savings plans that cover eligible employees in the United States. Contributions to these plans are based on a percentage of the employee's base compensation. The expenses recognized for the years ended December 31, 2014, 2013 and 2012 for these plans were \$25.3 million, \$22.6 million and \$20.7 million, respectively. At our discretion, we may make additional supplemental matching contributions to a defined contribution retirement and savings plan.



**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 14 - RETIREMENT PLANS - (Continued)**

The expenses recognized related to additional supplemental matching for the years ended December 31, 2014, 2013 and 2012 were \$4.3 million, \$4.0 million and \$3.6 million, respectively.

Our United Kingdom subsidiary has defined contribution retirement plans. The expense recognized for the years ended December 31, 2014, 2013 and 2012 was \$4.8 million, \$5.0 million and \$5.7 million, respectively.

**NOTE 15 - COMMITMENTS AND CONTINGENCIES**

*Commitments*

We lease land, buildings and equipment under various leases. The leases frequently include renewal options and escalation clauses and require us to pay for utilities, taxes, insurance and maintenance expenses.

Future minimum payments, by year and in the aggregate, under capital leases, non-cancelable operating leases and related subleases with initial or remaining terms of one or more years at December 31, 2014, were as follows (in thousands):

	Capital Leases	Operating Leases	Sublease Income
2015	\$ 1,814	\$ 36,692	\$ 1,210
2016	857	44,962	334
2017	431	32,111	72
2018	115	21,630	—
2019	—	13,905	—
Thereafter	—	24,990	—
Total minimum lease payments	\$ 3,020	\$ 194,290	\$ 1,636
Amounts representing interest	(137)		
Present value of net minimum lease payments	\$ 2,883		

Rent expense for operating leases and other rental items, including short-term equipment rentals charged to cost of sales for our construction contracts, for the years ended December 31, 2014, 2013 and 2012 was \$118.4 million, \$118.6 million and \$115.6 million, respectively. Rent expense for the years ended December 31, 2014, 2013 and 2012 was reported net of sublease rental income of \$1.3 million, \$1.2 million and \$1.0 million, respectively.

*Contractual Guarantees*

We have agreements with our executive officers and certain other key management personnel providing for severance benefits for such employees upon termination of their employment under certain circumstances.

From time to time in the ordinary course of business, we guarantee obligations of our subsidiaries under certain contracts. Generally, we are liable under such an arrangement only if our subsidiary fails to perform its obligations under the contract. Historically, we have not incurred any substantial liabilities as a consequence of these guarantees.

The terms of our construction contracts frequently require that we obtain from surety companies ("Surety Companies") and provide to our customers payment and performance bonds ("Surety Bonds") as a condition to the award of such contracts. The Surety Bonds secure our payment and performance obligations under such contracts, and we have agreed to indemnify the Surety Companies for amounts, if any, paid by them in respect of Surety Bonds issued on our behalf. In addition, at the request of labor unions representing certain of our employees, Surety Bonds are sometimes provided to secure obligations for wages and benefits payable to or for such employees. Public sector contracts require Surety Bonds more frequently than private sector contracts, and accordingly, our bonding requirements typically increase as the amount of public sector work increases. As of December 31, 2014, based on our percentage-of-completion of our projects covered by Surety Bonds, our aggregate estimated exposure, had there been defaults on all our then existing contractual obligations, was approximately \$1.1 billion. The Surety Bonds are issued by Surety Companies in return for premiums, which vary depending on the size and type of bond.

We are subject to regulation with respect to the handling of certain materials used in construction, which are classified as hazardous or toxic by federal, state and local agencies. Our practice is to avoid participation in projects principally involving the

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 15 - COMMITMENTS AND CONTINGENCIES - (Continued)**

remediation or removal of such materials. However, when remediation is required as part of our contract performance, we believe we comply with all applicable regulations governing the discharge of material into the environment or otherwise relating to the protection of the environment.

At December 31, 2014, we employed approximately 27,000 people, approximately 55% of whom are represented by various unions pursuant to more than 375 collective bargaining agreements between our individual subsidiaries and local unions. We believe that our employee relations are generally good. Only two of these collective bargaining agreements are national or regional in scope.

Restructuring expenses were \$1.2 million, \$0.6 million and \$0.1 million for 2014, 2013 and 2012, respectively. The 2014 restructuring expenses included \$0.6 million of employee severance obligations and \$0.6 million relating to the termination of leased facilities. The 2013 restructuring expenses included \$0.5 million of employee severance obligations and \$0.1 million relating to the termination of leased facilities. The 2012 restructuring expenses included \$0.07 million of employee severance obligations and \$0.07 million relating to the termination of leased facilities. As of December 31, 2014, 2013 and 2012, the balance of our restructuring related obligations yet to be paid was \$0.3 million, \$0.2 million and \$0.1 million, respectively. The majority of obligations outstanding as of December 31, 2013 and 2012 were paid during 2014 and 2013. The majority of obligations outstanding as of December 31, 2014 will be paid during 2015. No material expenses in connection with restructuring from continuing operations are expected to be incurred during 2015.

The changes in restructuring activity by reportable segments during the years ended December 31, 2014 and December 31, 2013 were as follows (in thousands):

	United States electrical construction and facilities services segment	United States mechanical construction and facilities services segment	United States building services segment	Corporate Administration	Total
Balance at December 31, 2012	\$ 5	\$ 1	\$ —	\$ —	\$ 6
Charges	—	479	168	—	647
Payments	(25)	(313)	(168)	—	(506)
Balance at December 31, 2013	30	164	—	—	194
Charges	638	230	—	300	1,168
Payments	(413)	(368)	—	(300)	(1,081)
Balance at December 31, 2014	\$ 25	\$ 26	\$ —	\$ —	\$ 51

A summary of restructuring expenses by reportable segments recognized for the year ended December 31, 2014 was as follows (in thousands):

	United States electrical construction and facilities services segment	United States mechanical construction and facilities services segment	United States building services segment	Corporate Administration	Total
Severance	\$ 257	\$ 31	\$ —	\$ —	\$ 288
Leased facilities	381	(81)	—	300	600
Total charges	\$ 638	\$ 230	\$ —	\$ 300	\$ 1,168



**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 15 - COMMITMENTS AND CONTINGENCIES - (Continued)**

*Government Contracts*

As a government contractor, we are subject to U.S. government audits and investigations relating to our operations, fines, penalties and compensatory and treble damages, and possible suspension or debarment from doing business with the government. Based on currently available information, we believe the outcome of ongoing government disputes and investigations will not have a material impact on our financial position, results of operations or liquidity.

*Legal Matters*

One of our subsidiaries was a subcontractor to a mechanical contractor ("Mechanical Contractor") on a construction project where an explosion occurred. An investigation of the matter could not determine who was responsible for the explosion. As a result of the explosion, lawsuits have been commenced against various parties, but, to date, no lawsuits have been commenced against our subsidiary with respect to personal injury or damage to property as a consequence of the explosion. However, the Mechanical Contractor has asserted claims, in the context of an arbitration proceeding against our subsidiary, alleging that our subsidiary is responsible for a portion of the damages for which the Mechanical Contractor may be liable as a result of: (a) personal injury suffered by individuals as a result of the explosion and (b) the Mechanical Contractor's legal fees and associated management costs in defending against any and all such claims. In the most recent filing with the Arbitrator, the Mechanical Contractor has stated claims against our subsidiary for alleged violations of the Connecticut and Massachusetts Unfair and Deceptive Trade Practices Acts in the ongoing arbitration proceeding. Further, the general contractor (as assignee of the Mechanical Contractor) on the construction project, and for whom the Mechanical Contractor worked, has alleged that our subsidiary is responsible for losses asserted by the owner of the project and/or the general contractor because of delays in completion of the project and for damages to the owner's property. We believe, and have been advised by counsel, that we have a number of meritorious defenses to all such matters. We believe that the ultimate outcome of such matters will not have a material adverse effect on our consolidated financial position, results of operations or liquidity. Notwithstanding our assessment of the final impact of this matter, we are not able to estimate with any certainty the amount of loss, if any, which would be associated with an adverse resolution.

One of our subsidiaries, USM, Inc. ("USM"), doing business in California provides, among other things, janitorial services to its customers by having those services performed by independent janitorial companies. USM and one of its customers, which owns retail stores (the "Customer"), are co-defendants in a federal class action lawsuit brought by five employees of USM's California janitorial subcontractors. The action was commenced on September 5, 2013 in a Superior Court of California and was removed by USM on November 22, 2013 to the United States District Court for the Northern District of California. The employees allege in their complaint, among other things, that USM and the Customer, during a period that began before our acquisition of USM, violated a California statute that prohibits USM from entering into a contract with a janitorial subcontractor when it knows or should know that the contract does not include funds sufficient to allow the janitorial contractor to comply with all local, state and federal laws or regulations governing the labor or services to be provided. The employees have asserted that the amounts USM pays to its janitorial subcontractors are insufficient to allow those janitorial subcontractors to meet their obligations regarding, among other things, wages due for all hours their employees worked, minimum wages, overtime pay and meal and rest breaks. These employees seek to represent not only themselves, but also all other individuals who provided janitorial services at the Customer's stores in California during the relevant four year time period. We do not believe USM or the Customer has violated the California statute or that the employees may bring the action as a class action on behalf of other employees of janitorial companies with whom USM subcontracted for the provision of janitorial services to the Customer. However, if the pending lawsuit is certified as a class action and USM is found to have violated the California statute, USM might have to pay significant damages and might be subject to similar lawsuits regarding the provision of janitorial services to its other customers in California. The plaintiffs seek a declaratory judgment that USM has violated the California statute, monetary damages, including all unpaid wages and thereon, restitution for unpaid wages, and an award of attorneys' fees and costs.

On February 17, 2015, USM and its Customer entered into a consent decree which, subject to approval of the consent decree by the federal judge in the United States District Court for the Northern District of California following a determination by the Court of the consent decree's fairness, adequacy and reasonableness, will resolve the claims and defenses asserted in the class action. Under the terms of the consent decree, USM is to (a) pay an aggregate of \$1.0 million (i) for monetary relief to the members of the class, (ii) for awards to the class representative plaintiffs, (iii) for California Labor Code Private Attorney General Act payments to the State of California for an immaterial amount, and (iv) for all costs of notice and administration of the claims process, (b) pay to counsel for the class an aggregate of \$1.3 million, of which \$0.25 million is to be allocated for their reimbursable costs and litigation expenses and \$1.05 million is to be allocated for attorneys' fees, and (c) establish procedures to monitor USM's California subcontractors providing janitorial services to its Customer designed principally to ensure janitorial employees of those

**EMCOR Group, Inc. and Subsidiaries**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 15 - COMMITMENTS AND CONTINGENCIES - (Continued)**

subcontractors are paid no less than minimum wage. The settlement amount has been accrued for as of December 31, 2014, and payment is expected to be made in 2015.

We are involved in several other proceedings in which damages and claims have been asserted against us. Other potential claims may exist that have not yet been asserted against us. We believe that we have a number of valid defenses to such proceedings and claims and intend to vigorously defend ourselves. We do not believe that any such matters will have a material adverse effect on our financial position, results of operations or liquidity. Litigation is subject to many uncertainties and the outcome of litigation is not predictable with assurance. It is possible that some litigation matters for which reserves have not been established could be decided unfavorably to us, and that any such unfavorable decisions could have a material adverse effect on our financial position, results of operations or liquidity.

**NOTE 16 - ADDITIONAL CASH FLOW INFORMATION**

The following presents information about cash paid for interest, income taxes and other non-cash financing activities for the years ended December 31, 2014, 2013 and 2012 (in thousands):

	2014	2013	2012
Cash paid during the year for:			
Interest	\$ 7,421	\$ 10,568	\$ 5,633
Income taxes	\$ 88,277	\$ 104,324	\$ 62,824
Non-cash financing activities:			
Assets acquired under capital lease obligations	\$ 93	\$ 414	\$ 1,590

**NOTE 17 - SEGMENT INFORMATION**

We have the following reportable segments: (a) United States electrical construction and facilities services (involving systems for electrical power transmission and distribution; premises electrical and lighting systems; low-voltage systems, such as fire alarm, security and process control; voice and data communication; roadway and transit lighting; and fiber optic lines); (b) United States mechanical construction and facilities services (involving systems for heating, ventilation, air conditioning, refrigeration and clean-room process ventilation; fire protection; plumbing, process and high-purity piping; controls and filtration; water and wastewater treatment and central plant heating and cooling; cranes and rigging; millwrighting; and steel fabrication, erection and welding); (c) United States building services; (d) United States industrial services; and (e) United Kingdom building services. The "United States building services" and "United Kingdom building services" segments principally consist of those operations which provide a portfolio of services needed to support the operation and maintenance of customers' facilities, including commercial and government site-based operations and maintenance; facility maintenance and services, including reception, security and catering services; outage services to utilities and industrial plants; military base operations support services; mobile maintenance and services; floor care and janitorial services; landscaping, lot sweeping and snow removal; facilities management; vendor management; call center services; installation and support for building systems; program development, management and maintenance for energy systems; technical consulting and diagnostic services; infrastructure and building projects for federal, state and local governmental agencies and bodies; and small modification and retrofit projects, which services are not generally related to customers' construction programs. The segment "United States industrial services" principally consists of those operations which provide industrial maintenance and services, including those for refineries and petrochemical plants, including on-site repairs, maintenance and service of heat exchangers, towers, vessels and piping; design, manufacturing, repair and hydro blast cleaning of shell and tube heat exchangers and related equipment; refinery turnaround planning and engineering services; specialty welding services; overhaul and maintenance of critical process units in refineries and petrochemical plants; and specialty technical services for refineries and petrochemical plants.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 17 - SEGMENT INFORMATION - (Continued)**

The following tables present information about industry segments and geographic areas for the years ended December 31, 2014, 2013 and 2012 (in thousands):

	2014	2013	2012
<b>Revenues from unrelated entities:</b>			
United States electrical construction and facilities services	\$ 1,311,988	\$ 1,345,750	\$ 1,211,692
United States mechanical construction and facilities services	2,201,212	2,329,834	2,386,498
United States building services	1,721,341	1,704,978	1,807,917
United States industrial services	839,980	519,413	401,793
Total United States operations	6,074,521	5,989,975	5,807,900
United Kingdom building services	350,444	343,552	387,594
Total worldwide operations	<u>\$ 6,424,965</u>	<u>\$ 6,333,527</u>	<u>\$ 6,195,494</u>
<b>Total revenues:</b>			
United States electrical construction and facilities services	\$ 1,326,547	\$ 1,371,979	\$ 1,233,468
United States mechanical construction and facilities services	2,219,886	2,387,072	2,414,296
United States building services	1,762,697	1,839,129	1,837,995
United States industrial services	842,040	522,417	405,002
Less intersegment revenues	(76,649)	(130,622)	(82,861)
Total United States operations	6,074,521	5,989,975	5,807,900
United Kingdom building services	350,444	343,552	387,594
Total worldwide operations	<u>\$ 6,424,965</u>	<u>\$ 6,333,527</u>	<u>\$ 6,195,494</u>
<b>Operating income (loss):</b>			
United States electrical construction and facilities services	\$ 90,573	\$ 98,114	\$ 100,336
United States mechanical construction and facilities services	114,418	93,765	125,261
United States building services	63,885	67,225	43,290
United States industrial services	63,159	38,763	37,241
Total United States operations	334,435	297,867	306,528
United Kingdom building services	15,011	13,021	17,388
Corporate administration	(68,378)	(69,391)	(63,468)
Restructuring expenses	(1,168)	(647)	(145)
Impairment loss on identifiable intangible assets	(1,471)	—	—
Gain on sale of building	11,749	—	—
Total worldwide operations	<u>289,878</u>	<u>240,350</u>	<u>200,303</u>
<b>Other corporate items:</b>			
Interest expense	(9,075)	(8,769)	(7,275)
Interest income	842	1,128	1,556
Income from continuing operations before income taxes	<u>\$ 281,645</u>	<u>\$ 232,709</u>	<u>\$ 194,584</u>

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 17 - SEGMENT INFORMATION - (Continued)**

	2014	2013	2012
Capital expenditures:			
United States electrical construction and facilities services	\$ 6,671	\$ 76,164	\$ 5,273
United States mechanical construction and facilities services	8,631	8,866	8,119
United States building services	10,689	7,579	11,086
United States industrial services	9,139	10,281	11,124
Total United States operations	35,030	102,890	35,602
United Kingdom building services	1,935	1,536	3,604
Corporate administration	1,070	1,071	669
Total worldwide operations	<u>\$ 38,035</u>	<u>\$ 35,497</u>	<u>\$ 37,875</u>

Depreciation and amortization of Property, plant and equipment:

United States electrical construction and facilities services	\$ 4,237	\$ 5,640	\$ 3,926
United States mechanical construction and facilities services	7,600	7,280	6,768
United States building services	19,660	11,288	16,534
United States industrial services	9,839	8,781	6,560
Total United States operations	31,336	32,989	27,838
United Kingdom building services	3,305	4,477	2,594
Corporate administration	883	844	772
Total worldwide operations	<u>\$ 36,524</u>	<u>\$ 36,310</u>	<u>\$ 31,204</u>

Costs and estimated earnings in excess of billings on uncompleted contracts:

United States electrical construction and facilities services	\$ 37,464	\$ 28,988	\$ 28,207
United States mechanical construction and facilities services	43,443	38,804	34,084
United States building services	18,555	14,957	15,523
United States industrial services	281	5	—
Total United States operations	99,743	82,754	77,814
United Kingdom building services	8,458	7,973	15,242
Total worldwide operations	<u>\$ 108,201</u>	<u>\$ 90,727</u>	<u>\$ 93,056</u>

Billings in excess of costs and estimated earnings on uncompleted contracts:

United States electrical construction and facilities services	\$ 114,432	\$ 113,458	\$ 89,889
United States mechanical construction and facilities services	199,983	205,974	219,876
United States building services	38,059	30,827	36,319
United States industrial services	1,516	805	—
Total United States operations	353,990	350,064	346,084
United Kingdom building services	14,575	25,231	37,443
Total worldwide operations	<u>\$ 368,565</u>	<u>\$ 375,295</u>	<u>\$ 383,527</u>

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 17 - SEGMENT INFORMATION - (Continued)**

	2014	2013	2012
<b>Long-lived assets:</b>			
United States electrical construction and facilities services	\$ 18,792	\$ 16,512	\$ 14,146
United States mechanical construction and facilities services	288,161	293,790	269,990
United States building services	392,364	406,408	440,641
United States industrial services	750,101	772,209	280,170
Total United States operations	1,449,418	1,489,009	1,015,947
United Kingdom building services	6,899	8,831	11,502
Corporate administration	2,023	1,896	1,810
Total worldwide operations	<u>\$ 1,458,340</u>	<u>\$ 1,499,736</u>	<u>\$ 1,026,968</u>
<b>Total assets:</b>			
United States electrical construction and facilities services	\$ 332,130	\$ 329,742	\$ 283,997
United States mechanical construction and facilities services	793,056	795,256	785,286
United States building services	737,082	736,783	800,981
United States industrial services	954,018	940,916	400,207
Total United States operations	2,816,306	2,822,699	2,269,371
United Kingdom building services	130,340	160,828	214,455
Corporate administration	44,321	48,388	62,044
Total worldwide operations	<u>\$ 3,388,967</u>	<u>\$ 3,465,915</u>	<u>\$ 3,107,070</u>

Our United Kingdom building services segment recognized income of \$4.8 million during the second quarter of 2014, which has been recorded as a reduction of "Cost of sales" in the Consolidated Statements of Operations for the year ended December 31, 2014, as a result of a reduction in the estimate of certain accrued contract costs that were no longer expected to be incurred within its building services operations. Our corporate administration operating loss for the year ended December 31, 2013 was reduced by the receipt of an insurance recovery of approximately \$2.6 million that was received in January 2013 associated with a previously disposed of operation, which is classified as a component of "Cost of sales" in the Consolidated Statements of Operations.

**EMCOR Group, Inc. and Subsidiaries**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 18 - SELECTED UNAUDITED QUARTERLY INFORMATION**

(In thousands, except per share data)

Quarterly and year-to-date computations of per share amounts are made independently; therefore, the sum of per share amounts for the quarters may not equal per share amounts for the year. The results of the construction operations of our United Kingdom segment for all periods are presented as discontinued operations.

	March 31	June 30	Sept. 30	Dec. 31
<b>2014 Quarterly Results</b>				
Revenues	\$ 1,590,839	\$ 1,532,919	\$ 1,568,711	\$ 1,714,796
Gross profit	216,203	220,241	222,229	248,573
Impairment loss on identifiable intangible assets	—	—	—	1,471
Gain on sale of building	—	—	11,749	—
Net income attributable to EMCOR Group, Inc.	\$ 4,261	\$ 30,913	\$ 45,024	\$ 43,466
Basic EPS from continuing operations	\$ 0.64	\$ 0.61	\$ 0.68	\$ 0.67
Basic EPS from discontinued operation	(0.03)	(0.02)	(0.01)	(0.01)
	\$ 0.61	\$ 0.59	\$ 0.67	\$ 0.66
Diluted EPS from continuing operations	\$ 0.64	\$ 0.61	\$ 0.68	\$ 0.66
Diluted EPS from discontinued operation	(0.03)	(0.02)	(0.01)	(0.01)
	\$ 0.61	\$ 0.59	\$ 0.67	\$ 0.65

	March 31	June 30	Sept. 30	Dec. 31
<b>2013 Quarterly Results</b>				
Revenues	\$ 1,546,403	\$ 1,532,628	\$ 1,603,313	\$ 1,649,479
Gross profit	191,875	186,338	206,562	236,871
Impairment loss on identifiable intangible assets	—	—	—	—
Gain on sale of building	—	—	—	—
Net income attributable to EMCOR Group, Inc.	\$ 30,167	\$ 22,014	\$ 26,690	\$ 45,921
Basic EPS from continuing operations	\$ 0.51	\$ 0.47	\$ 0.44	\$ 0.77
Basic EPS from discontinued operation	(0.06)	(0.16)	(0.04)	(0.08)
	\$ 0.45	\$ 0.31	\$ 0.40	\$ 0.69
Diluted EPS from continuing operations	\$ 0.50	\$ 0.47	\$ 0.43	\$ 0.76
Diluted EPS from discontinued operation	(0.06)	(0.16)	(0.04)	(0.08)
	\$ 0.44	\$ 0.31	\$ 0.39	\$ 0.68

## Report of Independent Registered Public Accounting Firm

The Board of Directors and Shareholders of EMCOR Group, Inc.:

We have audited the accompanying consolidated balance sheets of EMCOR Group, Inc. and subsidiaries (the "Company") as of December 31, 2014 and 2013, and the related consolidated statements of operations, comprehensive income, equity and cash flows for each of the three years in the period ended December 31, 2014. Our audits also included the financial statement schedule listed in the Index at Item 15(a). These financial statements and schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of the Company at December 31, 2014 and 2013, and the consolidated results of its operations and its cash flows for each of the three years in the period ended December 31, 2014, in conformity with U.S. generally accepted accounting principles. Also, in our opinion, the related financial statement schedule, when considered in relation to the basic financial statements taken as a whole, presents fairly in all material respects the information set forth therein.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the Company's internal control over financial reporting as of December 31, 2014, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 Framework) and our report dated February 26, 2015 expressed an unqualified opinion thereon.

Stamford, Connecticut  
February 26, 2015

/s/ ERNST & YOUNG LLP



INCIDENT MAGAGEMENT PHASE IV  
P.I.N. 0760.03  
VARIOUS ROADWAYS  
NASSAU COUNTY, NEW YORK

Page 1



The Following Paragraphs are Applicable to the Contract

THE BIDDER AFFIRMS AND DECLARES:

1. That the above bidder is of lawful age and the only one interested in this bid; and that no other person, firm or corporation, except those herein named, has any interest in this bid or in the Contract proposed to be entered into.
2. That this bid is made without any understanding, agreement or in connection with any other person, firm or corporation, making a bid for the same work, and is in all respects fair and without collusion or fraud.
3. That said bidder is not in arrears to the County of Nassau upon debt or contract, and is not a defaulter, as surety or otherwise, upon any obligation to the County of Nassau.
4. That no officer nor employee of the County of Nassau, or person whose salary is payable in whole or in part from the County Treasury is, shall be, or become interested directly, or indirectly as a contracting party, partner, stockholder, surety or otherwise, in this bid, or in the performance of the contract, or in the supplies, materials, equipment and work or labor to which it relates, or in any portion of the profits thereof.
5. That he has carefully examined the site of the work and that, from his own investigations, has satisfied himself as to the nature and location of the work, the character, quality and quantity of existing materials, all difficulties likely to be encountered, the kind and extent of equipment, other facilities needed for the performance of the work, the general and local conditions, and all other items which may, in any way, affect the work or its performance.
6. The bidder also declares that he has carefully examined and fully understands all the component parts of this Contract; that he will execute the Contract and will completely perform it in strict accordance with its terms for the following prices.
7. Where the work performed under this Contract involves a trade or occupation licensed in the County of Nassau by the Towns of Hempstead, Oyster Bay or North Hempstead or by the Cities Glen Cove or Long Beach, the contractor shall be required to have such a license.

## INFORMATION FOR BIDDERS

### I. Rejection of Bids.

#### A. The Commissioner may recommend a reject of bid if:

1. The Bidder fails to furnish any of the information required by the bid documents; or if
2. The bidder misstates or conceals any material fact in the bid, or in the sworn written statement; or if
3. The bid does not strictly conform to law or the requirements of this contract; or if
4. The bid is conditional; or if
5. The bid on Unit Price Contracts, in the opinion of the Commissioner, contains unbalanced bid prices, where the unit price proposed for any item exceeds the estimated cost by more than fifteen percent (15%), or if any lump sum item bid exceeds the estimated cost by more than twenty-five percent (25%); or if
6. A determination that the bidder is not responsible is made in accordance with law.

#### B. Rejection of all bids and waiver of informalities.

The Commissioner, however, reserves the right to recommend to reject all bids whenever he deems it in the best interest of the County, and also the right to waive any informalities in a bid.

### II. Unit Price Contracts, Comparison of Bids.

Bids on Unit Price Contracts will be compared on the basis of a total bid price, arrived at by taking the sum of the Approximate Quantities of such item multiplied by the corresponding Unit Price, and including any Lump Sum Bid on individual items, in accordance with the items set forth in the bid proposal.

Bidders are warned that the Approximate Quantities of the various items of work and material is estimated only, and is given solely to be used as a uniform basis for the comparison of bids. The quantities actually required to complete the contract work may be more or less than estimated.

### III. Lump Sum Contracts, Comparison of Bids.

Bids on lump Sum Contracts will be compared on the basis of the Lump Sum Price bid adjusted for alternate prices bid, if any.

**MINORITY AND WOMEN'S BUSINESS ENTERPRISE  
UTILIZATION GOALS**

**MINORITY AND WOMEN'S BUSINESS ENTERPRISE  
UTILIZATION REQUIREMENTS**

The New York State Department of Transportation has established the following Minority Business Enterprise (MBE) and Women's Business Enterprise (WBE) utilization goals for this contract in accordance with §§102-21 of the New York State Standard Specifications. The goals are expressed as a percentage of the total bid price.

For Clarification of Utilization Requirements refer to New York State Specification §102-21

Minority Business Enterprise Utilization Goal – 0 percent  
Women's Business Enterprise Utilization Goal – 0 percent

Directories and/or information related to the current certification status of Minority and Women's Enterprises, can be obtained by contacting the:

New York State Department of Economic Development  
Division of Minority and Women's Business Development  
One Commerce Plaza  
Albany, New York 12223  
(518) 473-6442

**Minority/Women's Business Enterprise Officer**

The Bidder shall designate and enter below the name of a Minority/Women's Business Enterprise Officer who will have the responsibility for and must be capable of effectively administering and promoting an active Minority/Women's Business Enterprise Program and who must be assigned adequate authority and responsibility to do so.

Bidder Designated M/WBE

Officer

Joseph P. Florio (Name, Title) PRESIDENT/C.E.O.

Telephone Number (516) 454-0023

**RETURN THIS PAGE WITH BID**

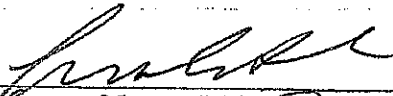
Nassau County Incident Management Phase IV  
PIN 0760.03  
Contract # H62564

## NASSAU COUNTY RIGHT-OF-WAY CERTIFICATION

The Contractor shall certify that all work performed under this contract shall be on Nassau County right-of-way only. At no time shall the Contractor's personnel or equipment be permitted on private property. This certification shall remain in effect for the duration of this contract.

Bidder

Officer

  
Joseph P. Russo (Name, Title) President/CEO

Telephone Number (516) 454-0023

RETURN THIS PAGE WITH BID

NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS  
CONTRACT NUMBER H62564

BID SHEETS

ITEM NUMBER	UNIT OF MEASUREMENT	ITEMS WITH UNITS WRITTEN IN WORDS	UNIT BID PRICE		BID FACTOR	UNIT BID PRICE	
			DOLLAR	CENTS		DOLLAR	CENTS
201.06	LUMP SUM	CLEARING AND GRUBBING For <u>Two thousand five hundred dollars and no cents</u>	2,500.	00	1	2,500.	00
206.03100010	LINEAR FOOT	TRAFFIC SIGNAL CONDUIT EXCAVATION, BACKFILL & RESTORATION For <u>One hundred twenty-five dollars and no cents</u>	125.	00	935	116,875.	00
603.01050010	CUBIC YARD	EXCAVATION AND PLACING OF CONCRETE SIDEWALK For <u>One thousand dollars and no cents</u>	1,000.	00	20.9	20,900.	00
619.01	LUMP SUM	BASIC WORK ZONE TRAFFIC CONTROL For <u>Seventy-five thousand dollars and no cents</u>	75,000.	00	1	75,000.	00
670.1206	EACH	ALUMINUM SINGLE MEMBER BRACKET ARM, 6 FEET For <u>Five hundred fifty-one dollars and no cents</u>	551.	00	24	13,224.	00
680.120036NA	EACH	FURNISH AND INSTALL 36 FOOT STRAIN POLE For <u>Eleven thousand dollars and no cents</u>	11,000.	00	2	22,000.	00

NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS  
CONTRACT NUMBER H62564

BID SHEETS

ITEM NUMBER	UNIT OF MEASUREMENT	ITEMS WITH UNITS WRITTEN IN WORDS	UNIT BID PRICE		BID FACTOR	UNIT BID PRICE	
			DOLLAR	CENTS		DOLLAR	CENTS
680.5001	CUBIC YARD	POLE EXCAVATION AND CONCRETE FOUNDATION For <u>One thousand one hundred dollars and no cents</u> Dollars Cents	1,100.	00	27	29,700.	00
680.5002	EACH	CONCRETE BASE FOR CONTROLLER CABINET For <u>Two thousand six hundred dollars and no cents</u> Dollars Cents	2,600.	00	15	39,000.	00
680.51050010	EACH	PULLEX, RECTANGULAR REINFORCED CONCRETE 26"x18" For <u>One thousand eight hundred dollars and no cents</u> Dollars Cents	1,800.	00	13	23,400.	00
680.520106	LINEAR FOOT	CONDUIT, METAL STEEL, ZINC COATED, 2 INCH For <u>Fifteen dollars and no cents</u> Dollars Cents	15.	00	698	10,470.	00
680.520108	LINEAR FOOT	CONDUIT, METAL STEEL, ZINC COATED, 3 INCH For <u>Twenty-five dollars and no cents</u> Dollars Cents	25	00	492	12,300.	00
680.53010010	LINEAR FOOT	CLEAN EXISTING CONDUIT For <u>Four dollars and no cents</u> Dollars Cents	4	00	2,000	8,000.	00

NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS  
CONTRACT NUMBER H62564

BID SHEETS

ITEM NUMBER	UNIT OF MEASUREMENT	ITEMS WITH UNITS WRITTEN IN WORDS	UNIT BID PRICE		BID FACTOR	UNIT BID PRICE	
			DOLLAR	CENTS		DOLLAR	CENTS
680.7001	EACH	FURNISH AND INSTALL 7/16 INCH SPAN WIRE ASSY For <u>One thousand five hundred dollars and no cents</u> Dollars Cents	1,500.	00	2	3,000.	00
680.75610010	EACH	FURNISH AND INSTALL A POWER CONNECTION ASSY - 30 AMP For <u>Three hundred fifty dollars and no cents</u> Dollars Cents	350.	00	1	350.	00
680.80325010	EACH	ALUMINUM MICROCOMPUTER CABINET BASE For <u>Six hundred fifty dollars and no cents</u> Dollars Cents	650.	00	14	9,100.	00
680.81422010	EACH	AUXILIARY POLE AND FOUNDATION For <u>Three thousand six hundred eighty dollars and no cents</u> Dollars Cents	3,680.	00	16	58,880.	00
680.95020615	LINEAR FOOT	FURNISH AND INSTALL SERVICE CABLE 20 # 6 AWG For <u>Six dollars and no cents</u> Dollars Cents	6.	00	3,170	19,020.	00
683.020300NA	EACH	FURNISH AND INSTALL HD CCTV TOP MOUNT IP CAMERA ASSY For <u>Eleven thousand three hundred dollars and no cents</u> Dollars Cents	11,300.	00	4	45,200.	00

NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS  
CONTRACT NUMBER H62564

BID SHEETS

ITEM NUMBER	UNIT OF MEASUREMENT	ITEMS WITH UNITS WRITTEN IN WORDS	UNIT BID PRICE		BID FACTOR	UNIT BID PRICE	
			DOLLAR	CENTS		DOLLAR	CENTS
683.030400NA	LUMP SUM	FURNISH AND INSTALL CCTV CENTRAL CAMERA CONTROL SYST For <u>Two hundred ninety four thousand two hundred</u> Dollars <u>and no cents</u>	294,200.	00	1	294,200.	00
683.030600NA	EACH	FURNISH AND INSTALL HD CCTV DOME IP CAMERA ASSY For <u>Nine thousand dollars and no cents</u> Dollars Cents	9,000.	00	24	216,000.	00
683.060100NA	EACH	FURNISH AND INSTALL CCTV CAMERA CONTROL CABINET For <u>Five thousand dollars and no cents</u> Dollars Cents	5,000.	00	28	140,000.	00
683.07100010	LINEAR FOOT	FIBER OPTIC INNERDUCT, 1 CHANNEL For <u>Five dollars and no cents</u> Dollars Cents	5.	00	8,904	44,520.	00
683.072012NA	EACH	FURNISH AND INSTALL 12 PORT RM FIBER OPTIC PATCH PANEL For <u>Three hundred twenty dollars and no cents</u> Dollars Cents	320.	00	52	16,640.	00
683.072024NA	EACH	FURNISH AND INSTALL 24 PORT RM FIBER OPTIC PATCH PANEL For <u>Four hundred fifty dollars and no cents</u> Dollars Cents	450.	00	4	1,800.	00



NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS  
CONTRACT NUMBER H62564

BID SHEETS

ITEM NUMBER	UNIT OF MEASUREMENT	ITEMS WITH UNITS WRITTEN IN WORDS	UNIT BID PRICE		BID FACTOR	UNIT BID PRICE	
			DOLLAR	CENTS		DOLLAR	CENTS
683.072048NA	EACH	FURNISH AND INSTALL 48 PORT RM FIBER OPTIC PATCH PANEL For <u>Seven hundred dollars and no cents</u> Dollars Cents	700.	00	2	1,400.	00
683.090100NA	EACH	FURNISH AND INSTALL 8 PORT HARDENED 10/100 ETH SWITCH For <u>Three thousand two hundred dollars and no cents</u> Dollars Cents	3,200.	00	33	105,600.	00
683.090600NA	EACH	FURNISH AND INSTALL 10/100 OPTICAL ETH CONVERTER SHELF MT For <u>Seven hundred fifty dollars and no cents</u> Dollars Cents	750.	00	56	42,000.	00
683.090700NA	EACH	FURNISH AND INSTALL 10/100 OPTICAL ETH CONVERTER RACK MT For <u>Seven hundred fifty dollars and no cents</u> Dollars Cents	750.	00	10	7,500.	00
683.92150010	LINEAR FOOT	FURNISH AND INSTALL FIBER OPTIC DROP CABLE For <u>Nine dollars and no cents</u> Dollars Cents	9.	00	4,234	38,106.	00
683.92104810	LINEAR FOOT	FURNISH AND INSTALL SM FIBER OPTIC TRUNK CABLE 48 FIBER For <u>Five dollars and no cents</u> Dollars Cents	5.	00	5,103	25,515.	00

NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS  
CONTRACT NUMBER H62564

BID SHEETS

TOTAL BID: \$ 1,442,200.<sup>00</sup>

TOTAL OR GROSS BID MUST BE WRITTEN IN WORDS

One million four hundred forty-two thousand two hundred dollars and no cents  
DOLLARS CENTS

PROPOSAL: For all work in accordance with the drawings and specifications;

WELSBACH ELECTRIC Corp. of L.I.

(~~Individual, Firm or~~ Corporation) as case may be)

Individual's Social Security Number \_\_\_\_\_

Firm or Corporation's Federal ID Number 11-2354251

Firm or Corporation's Municipal License ID Number 1684

Municipal Licensing Agency Hempstead

By: [Signature] Date: August 20, 2013



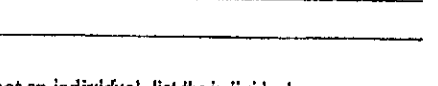
(Print) JOSEPH P. Florio Title: PRESIDENT / C.E.O.

WHERE BIDDER IS A CORPORATION, ADD:


ATTEST: [Signature]  
Asst. Secretary MICHELE VAUENTI

(CORPORATE)  
(SEAL)

COUNTY OF NASSAU  
DEPARTMENT OF PUBLIC WORKS  
CONSULTANT'S, CONTRACTOR'S AND VENDOR'S DISCLOSURE STATEMENT

1. Name of Firm: WELSBACH ELECTRIC Corp. of L.I.  
Address: 300 NENTOWN RD  
City and State: PLAINVILLE, NY Zip Code: 11803
2. Firm's Vendor Identification Number: 11-2354251
3. Type of Business: ☒ Public Corp. ☐ Partnership ☐ Sole Proprietorship ☐ Joint Venture  
☐ Ltd Liability Company ☐ Closely Held Corp. ☐ Other (specify) \_\_\_\_\_
4. List names and address of all principals; that is, all individuals serving on the Board of Directors or comparable body, all partners and limited partners, all corporate officers, all parties of Joint ventures, and all members and officers of Limited Liability Companies (attach additional sheet (s) if necessary)
- |                            |                                   |  |
|----------------------------|-----------------------------------|--|
| <u>JOSEPH P. FLORIO</u>    | <u>PRESIDENT/CEO</u>              |   |
| <u>NEIL W. AKESON, JR.</u> | <u>VICE PRESIDENT</u>             |   |
| <u>MICHELE VALENTI</u>     | <u>ASST SECY / ASST TREASURER</u> |  |
5. List all names and address of all shareholders, members, or partners of the firm. If the shareholder is not an individual, list the individual shareholders/partners/members. (\* If a Publicly held Corporation include a copy of 10K form in lieu of completing this section) (attach additional sheet (s) if necessary).
- NONE
6. List all affiliated and related companies and their relationship to the firm entered on line 1 (one) above [ if none, enter "None" ] (\* Include a separate disclosure form for each affiliated or subsidiary company) (attach additional sheet (s) if necessary).
- NONE
7. VERIFICATION: This section must be signed by a principal of the Consultant, Contractor or Vendor authorized as signator of the firm for the purpose of executing contracts. The undersigned affirms and so swears that he/she has read and understood the foregoing statements and they are, to his/her own knowledge, true.

Dated: August 20, 2012

Signed:   
Print Name: JOSEPH P. FLORIO  
Title: 25 PRESIDENT/CEO.

PROPOSAL: For all work in accordance with the drawings and specifications:

WELSBACH ELECTRIC Corp. of L.I.

(~~Individual, Firm or Corporation~~ as case may be)

Individual's Social Security Number \_\_\_\_\_

Firm or Corporation's Federal ID Number 11-2354251

Firm or Corporation's Municipal License ID Number 1684

Municipal Licensing Agency Hempstead

By: [Signature] Date: August 20, 2013

(Print) JOSEPH P. FIORE Title: PRESIDENT/CEO

WHERE BIDDER IS A CORPORATION, ADD

ATTEST: [Signature]

Asst. Secretary

MICHELE VALENTI

(CORPORATE)  
(SEAL)

# QUALIFICATION STATEMENT

Note: All blanks in the form are to be filled in. Where blanks are not applicable to your firm, so indicate in each instance.

1. How many years has your firm been in the business under your present business name? 58 years
2. How many years experience in the construction work of a similar type as this contract has your firm had;
  - a. as a Prime Contractor 58 years
  - b. as a Subcontractor 58 years
3. List below the construction projects your firm has under way as of this date:

Contract Amount	Class of work	Percent Completed	Name and Address of Owner or Contracting Officer
-----------------	---------------	-------------------	--

See Attachment # 1

(use additional blank sheets if additional space is necessary)

4. List the projects which your firm as a firm has performed in the past few years which you feel will qualify you for this work:

Contract Amount	Class of work	Percent Completed	Name and Address of Owner or Contracting Officer
14,092,000.-	TSL Construction	100%	NYS DOT
9,265,000.-	INFORM (BASS) JOB	100%	NYS DOT
3,722,000.-	TSL Construction	100%	NCDPW
1,442,200.-	Closed Loop System	100%	SCDPW

(use additional blank sheets if additional space is necessary)

5. Have you:
  - a. ever failed to complete any work awarded to You? No  
If so; identify the project, the owner, the contract amount, the circumstances and date of all such failures to complete.
  - b. ever been defaulted on a contract? No  
If so; identify the project, the owner, the contract amount, the circumstances and the date of all default actions

Welsbach Electric Corp. of L.I.  
Job List

Job	Owner	Contract	Description	Est Revenue	Start Date	Original Comp Date	Comp Date
<b>Transportation Division</b>							
019	Broadway Maintenance		Broadway Maintenance	250,000	01/01/12	12/31/12	12/31/13
050	Garage		Garage		01/01/12	12/31/12	12/31/13
051	Warehouse		Warehouse		01/01/12	12/31/12	12/31/13
196	N.Y.S.D.O.T.	D259765	Roslyn Viaduct (Tully)	1,650,000	08/15/05	12/31/07	03/31/12
226	N.C.D.P.W.	H62560S	Incident Management System	942,200	08/05/08	07/31/08	06/30/13
232	N.C.D.P.W.	H62190G	Peninsula Blvd Signal Head Replmnt	4,224,400	08/01/08	03/31/10	09/30/12
233	N.C.D.P.W.	H62160E	Central System Update, Phase "B"	4,372,240	01/06/09	04/30/10	06/30/13
240	N.Y.S.D.O.T.	C003449	INFORM Northern Corridor	9,265,917	03/15/09	03/14/12	03/14/14
243	Town of Islip	DPW 11-2008	S.L. Maint & Inst	3,054,330	02/01/09	01/31/12	01/31/14
250	City of Long Beach	C-715	S.L. Maintenance	544,111	01/01/10	12/31/12	03/31/13
251	Town of Huntington	TTSL 2010-0	S.L. Req Energy Efficient Fixtures	73,350	05/01/10	04/30/13	04/30/13
252	N.Y.S.D.O.T.	D261409	T.S. Requirements	5,888,220	08/01/10	06/27/12	12/31/12
254	Town of Huntington	ES 2010-02/O-E	S.L. Requirements	765,610	06/29/10	06/28/12	06/28/13
255	N.C.D.P.W.	H62250M	T.S. Maint & Inst	5,132,250	08/01/10	07/31/12	12/31/12
256	Town of Islip	DPW 14-2005	Induction S.L. Installation	1,861,300	08/01/10	05/25/11	09/30/13
257	N.C.D.P.W.	H6201705E	T.S. Requirements	4,721,222	10/15/10	10/15/12	08/31/13
258	N.C.D.P.W.		LED Upgrade (Parsons)	3,985,820	09/01/10	12/31/11	12/31/12
259	Village of Mincola	11027276	S.L. Maintenance	164,811	08/01/10	07/31/13	07/31/13
261	Town of Oyster Bay	PRE 10-031	Electrical Service Requirements	24,711	09/01/10	08/09/11	08/09/13
262	Village of East Rockaway		S.L. Maint & Inst	56,811	11/03/10	10/31/13	10/31/13
263	N.C.D.P.W.	H62272E	T.S. Maint Telemetry	752,228	01/01/11	12/31/11	09/30/12
265	Town of Huntington	TTTS-2011-01	Larkfield Road TS Improvements	1,822,000	06/01/11	05/31/12	06/30/13
266	Town of Huntington	TTTS-2011-02	T.S. Maintenance & Requirements	775,190	11/01/11	10/24/12	10/24/13
267	Town of Islip	4417-01	S.L. Upgrades West (Wendel)	561,509	01/30/12	04/11/14	04/11/14
268	N.Y.S.D.O.T.	C005102	Roadway Lighting Maint	2,980,824	01/26/12	01/25/14	01/25/14
270	Town of Islip	4417-03	S.L. Upgrades East (Wendel)	381,164	01/30/12	04/11/14	04/11/14
271	N.Y.S.D.O.T.	D261906	T.S. Improv Routes 900B & 25 (Tully)	2,580,000	07/01/12	12/31/13	12/31/13
273	N.C.D.P.W.	T6225001M	T.S. Maint & Inst	5,592,200	01/01/13	12/31/14	12/31/14
274	Town of Hempstead	3104	Grand Canal Bulkhld SL Inst (Concrete Plus	110,812	10/01/12	12/31/12	12/31/12
275	Winthrop Mgmt	PM 1000225	TS Interconnect Marcus Ave & Lakeville R	315,925	06/01/13	08/31/13	08/31/13
276	Town of Oyster Bay	PWE 001-13	John J. Burns Park Feeder/Transformer Rep	132,980	03/01/13	03/31/13	03/31/13
277	N.C.D.P.W.	H6200001E	T.S. Maint Telemetry	1,912,212	06/10/13	06/09/16	06/09/16
278	City of Long Beach		S.L. Maintenance	298,211	04/01/13	03/31/14	03/31/14
279	Town of Oyster Bay		Roosevelt Park Lighting Improv (Laser)	194,500	04/08/13	10/01/13	10/01/13
280	Town of Oyster Bay	DP13-094	TOBAY PF Lighting Improv (Laser)	199,000	06/10/13	07/31/13	07/31/13
281	Stoney Brook University	PO 055767S	P.F. Lighting Improv	298,711			
296	Misc Maint Contracts		Villages, Towns & Private		01/01/12	12/31/12	12/31/13
297	Lump Sums and T&M		Villages, Towns & Private		01/01/12	12/31/12	12/31/13

c. ever been declared a non-responsible bidder by any municipality or public agency? No  
If so; identify the project, the owner, the contract amount, the circumstances and the date of all such declarations

d. ever been barred from bidding municipal or public contracts? No  
If so; identify the municipality or public agency, the circumstances, date and term of disbarment for all debarments.

(use additional blank sheets if additional space is necessary)

6. Has any officer, partner or principal of your firm ever been on officer, partner or principal of some other firm:

a. that failed to complete a construction contract? No  
If so, state name of individual and identify the name of firm, the project, the owner, the contract amount, the circumstances and the date of all such failures to complete for all principals of the firm.

b. that has ever been defaulted on a contract? No  
If so; state the name of the individual and identify the name of the firm, the project, the owner, the contract amount, the circumstances and the date of all default actions for all principals of the firm.

c. that has ever been declared a non-responsible bidder by any municipality or public agency? No  
If so; state the name of the individual and identify the name of the firm, the project, the owner, the contract amount, the circumstances and the date of all such declarations for all principals of the firm.



d. that has ever been barred from bidding municipal or public contracts? NO

If so; state the name of the individual and identify the name of the firm, the municipality or public agency, the circumstances, date and term of debarment for all debarments for all principals of the firm.

(use additional blank sheets if additional space is necessary)

7. Has any officer or partner of your firm ever failed to complete a construction contract handled in his name? NO

If so, state name of individual, name of owner and reason therefor:

8. Disclose any and all violations of the Prevailing Wage and Supplemental Payment Requirements of the Labor Law of New York State.

NONE

9. Disclose any and all other Labor Law Violations, including, but not limited to, child labor violations, failure to pay wages, or unemployment insurance tax delinquencies within the past five years.

NONE

10. In what other lines of business are you financially interested?

NONE. WEISBACH ELECTRIC COY OF L.I. IS A WHOLLY OWNED  
SUBSIDIARY OF ENCO GROUP, INC.

11. What is the construction experience of the principal individuals of your firm?

Individual's Name	Present Position or Office	Years of Construction Experience	Magnitude and type of work	In what Capacity
JOSEPH P. FLOMO	PRESIDENT/CEO	37 YEARS	ELECTRICAL	FINANCE/HQMT
NEIL W. ARESO, JR.	VICE PRESIDENT	36 YEARS	CONST'S MAINT	PROJ HQMT/ESTIMATE
MICHELE VALENTI	ASST SECY/ASST TREAS	26 YEARS	"	FINANCE
FRED BOCHANSKI	LABOR SUPERINTENDENT	43 YEARS	"	LABOR SUPER
DARLENE KUMMER	PROJECT MGR/ESTIMATE	29 YEARS	"	PROJ HQMT/ESTIMATE

(use additional blank sheets if additional space is necessary)

12. List below the equipment that you own that is available for the proposed work, giving present location where it may be inspected:

Item	Description, Size Capacity, Year, etc.	Years of Service	Present Location
------	--	------------------	------------------

SEE ATTACHMENT #2

(use additional blank sheets if additional space is necessary)

NOTE: Should the equipment be moved from the above mentioned location, the submitted hereby agrees upon request of the County to state the new location where same may be found.

13. If any of the above equipment is covered by chattel mortgage, conditional bill of sale, lien, or like encumbrance, state the complete details as to nature and amount of encumbrance, the name and address of the holder, etc.

N/A

(use additional blank sheets if additional space is necessary)

WELSBACH ELECTRIC CORP. of L.I.  
Equipment and Vehicle List

Vehicle #	Description	Vehicle ID #
	1998 MITSU FLAT, WHITE	
	1989 FORD F250, BLK	
	2000 FORD BKT VAN, WHITE	
	1997 FORD VAN, WHITE	
	1997 FORD VAN, WHITE	
	1994 FORD AUGER, RED	
	1989 FORD DUMP, BLK	
	2004 FORD BKT VAN, WHITE	
	1990 INT. ATTENUATOR, WH	
	2000 FORD VAN, WHITE	
	2001 FREIG. UTIL., WHITE	
	2000 FORD UTIL., WHITE	
	1985 INTL ATTENUATOR, WH	
	1997 GMC BKT, WHITE (45FT)	
	2001 FORD VAN, WHITE	
	1997 FORD BKT VAN, WHITE	
	1997 FORD BKT VAN, WHITE	
	1997 FORD BKT VAN, WHITE	
	1988 INT.FLATBED, WHITE.	
	1988 INT.FLATBED, WHITE	
	1992 FORD PICKUP, WHITE	
	1992 FORD STEP VAN, WHITE	
	2002 FORD UTILITY, WHITE	
	1999 FORD BKT, WHITE	
	1996 FORD BKT VAN, WHITE	
	2002 FORD BKT VAN, WHITE	
	2002 FORD BKT VAN, WHITE	
	1997 FORD BKT VAN, WHITE	
	2003 FORD VAN, WHITE	
	2010 FORD VAN, WHITE	
	2004 FORD UTILITY, WHITE	
	1990 INTER. UTILITY, WHITE	
	2002 FORD VAN, WHITE	
	1998 GMC UTILITY, WHITE	
	1997 FORD BKT VAN, WHITE	
	1997 FORD BKT VAN, WHITE	
	2001 FREIGHTLINER UTILITY	
	2002 FORD SBN, WHITE	
	1992 FORD PICKUP, GRAY	
	2000 FORD BKT VAN, WHITE	
	2000 FORD BKT VAN, WHITE	
	2000 FORD BKT VAN, WHITE	
	1997 FORD FLAT, WHITE	
	1997 FORD VAN, WHITE	
	1995 GMC Flatbed	
	1987 FORD RACK, BLUE	
	1995 INTER AUGER, WHITE	
	2002 FORD VAN, WHITE	

WELSBACH ELECTRIC CORP. of L.I.  
Equipment and Vehicle List

Vehicle #	Description	Vehicle ID #
	1997 FORD FLAT, WHITE	
	1987 FORD RACK, WHITE	
	1989 FORD STEP VAN, WHITE	
	2000 FORD VAN, WHITE	
	2001 FORD VAN, WHITE	
	2001 FORD VAN, WHITE	
	2000 FORD BKT VAN, WHITE	
	2000 FORD BKT VAN, WHITE	
	2003 MITSU BOX, WHITE	
	1999 FORD BKT VAN, WHITE	
	2002 FORD SUBN, WHITE	
	2001 FORD VAN, WHITE	
	1998 FIBEROPTIC TR, WHITE	
	1999 FORD BKT VAN, WHITE	
	1995 FORD RACK FLAT, WHITE	
	2000 FORD VAN, WHITE	
	2004 FORD RACK FLAT, WHITE	
	1997 FORD RACK, WHITE	
	1983 CUSTOM TRAILER, YW	
	2003 FORD VAN, WHITE	
	2004 FORD VAN, WHITE	
	2001 GMC UTILITY, WHITE	
	2008 FORD UTILITY, WHITE	
	1997 FORD UTILITY, WHITE	
	1997 FORD UTILITY, WHITE	
	1998 INTER UTILITY, WHITE	
	1997 GMC UTILITY, WHITE	
	2004 FORD VAN WHITE	
	2000 GMC UTILITY, WHITE	
	1999 FORD UTILITY, WHITE	
	1999 INTER UTILITY, WHITE	
	2001 INTER UTILITY, WHITE	
	2001 INTER UTILITY, WHITE	
	1992 GMC AUGER, WHITE	
	2001 INTL, UTIL, AUGER	
	1997 INTER, UTIL, WHITE	
	1984 FORD BKT, WHITE (50FT)	
	2000 FORD UTILITY, WHITE	
	1987 FORD RACK, WHITE	
	1997 FORD RACK, WHITE	
	1997 FORD RACK, WHITE	
	1997 FORD DUMP, WHITE	
	2001 INTER UTIL, WHITE	
	1988 CURTISS TRAILER, YW	
	1987 FORD RACK, WHITE	
	2000 TO/BR TRAILER, BLK	
	1999 FRHT UTIL, WHITE	
	1965 TRUCO CABLE DOLLY	
	1966 TRUCO CABL DOLLY, YW	

WELSBACH ELECTRIC CORP. of L.I.  
Equipment and Vehicle List

Vehicle #	Description	Vehicle ID #
	1961 TRUCO CABL DOLLY, BK	
	1968 TRUCO CABLE DOLLY	
	1999 FORD VAN, WHITE	
	2000 FORD BKT VAN, WHITE	
	2001 INTER UTILITY, WHITE	
	2008 FORD UTILITY, WHITE	
	1989 BELSH TRAILER, YW	
	2006 JTC TRAILER, WHITE	
	1988 CURTISS TRAILER, YW	
	2000 SHERMAN & REILLY, YW	
	2006 JTCS TRAILER	
	2001 INTER, UTIL, WHITE	
	1994 FORD UTILITY, YELLOW	
	1999 INTL, WHITE	
	2001 INTER UTILITY, WHITE	
	2006 FORD BKT VAN, WHITE	
	2006 FORD BKT VAN, WHITE	
	2008 FORD BKT VAN, WHITE	
	2004 FORD E150 VAN, WHITE	
	2001 FORD TAURUS, GOLD	
	2001 FORD PICKUP, GREEN	
	1985 BUTLE FLAT, YW	
	1992 CUSTOM, OR	
	2003 FORD BKT VAN, WHITE	
	2003 FORD BKT VAN, WHITE	
	2003 FORD ECONO VAN	
	2009 FORD SUBN BLUE	
	2009 FORD SUBN GREY	
	2012 FORD ESCAPE BLACK	
	1984 INTER UTIL, ORANGE	

14. In what manner have you inspected this proposed work?  
Explain in detail.

WE CURRENTLY MAINTAIN THE TRAFFIC SYSTEM UNDER CONTRACT # T6225001M

(use additional blank sheets if additional space is necessary)

15. Explain your plan and lay-out for performing the proposed work.

ALL WORK TO BE DONE IN ACCORDANCE TO THE CONTRACT DOCUMENTS  
AND THE LATEST SPECIFICATIONS INCLUDED WITH CONTRACT.

16. If a contract is awarded or a permit is issued, to your firm, who  
will have the personal supervision of the work? Attach resume.

TO BE PROVIDED UPON AWARD

17. Insurance carried by your firm:

Type	Company	Limits of Coverage	Term
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SEE ATTACHMENT #3

**MARSH****CERTIFICATE OF INSURANCE**CERTIFICATE NUMBER  
NYC-005175126-01**PRODUCER**MARSH USA Inc.  
ATTN: CHRISTINE CAYO  
601 MERRITT 7  
NORWALK, CT 06856-8010  
EMCOR.CERTREQUEST@MARSH.COM  
(203) 229-8787 FAX

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER OTHER THAN THOSE PROVIDED IN THE POLICY. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES DESCRIBED HEREIN.

**COMPANIES AFFORDING COVERAGE****COMPANY**

A Continental Casualty Company

**COMPANY**

B American Casualty Company Of Reading, Pa

**COMPANY**

C Transportation Insurance Co

**COMPANY**

D

**INSURED**WELSBACH ELECTRIC CORP. OF L.I.  
300 NEWTOWN ROAD  
PLAINVIEW, NY 11803**COVERAGES**

This certificate supersedes and replaces any previously issued certificate for the policy period noted below.

THIS IS TO CERTIFY THAT POLICIES OF INSURANCE DESCRIBED HEREIN HAVE BEEN ISSUED TO THE INSURED NAMED HEREIN FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THE CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, CONDITIONS AND EXCLUSIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

CO LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
A	GENERAL LIABILITY		10/01/10	10/01/11	
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY				GENERAL AGGREGATE \$ 6,000,000
	<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				PRODUCTS - COMP/OP AGG \$ 14,000,000
	<input type="checkbox"/> OWNER'S & CONTRACTOR'S PROT				PERSONAL & ADV INJURY \$ 2,000,000
	<input checked="" type="checkbox"/> PER PROJECT GENERAL				EACH OCCURRENCE \$ 2,000,000
	<input type="checkbox"/> AGGREGATE APPLIES				FIRE DAMAGE (Any one fire) \$ 1,000,000
					MED EXP (Any one person) \$ 25,000
A	AUTOMOBILE LIABILITY		10/01/10	10/01/11	
	<input checked="" type="checkbox"/> ANY AUTO				COMBINED SINGLE LIMIT \$ 2,000,000
	<input type="checkbox"/> ALL OWNED AUTOS				BODILY INJURY (Per person) \$
	<input type="checkbox"/> SCHEDULED AUTOS				BODILY INJURY (Per accident) \$
	<input checked="" type="checkbox"/> HIRED AUTOS				PROPERTY DAMAGE \$
	<input checked="" type="checkbox"/> NON-OWNED AUTOS				
	<input checked="" type="checkbox"/> AUTO PHYSICAL DAMAGE				
	\$500 COMP/\$500 COLL DED				
	GARAGE LIABILITY				
	<input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$
					OTHER THAN AUTO ONLY: \$
					EACH ACCIDENT \$
					AGGREGATE \$
	EXCESS LIABILITY				EACH OCCURRENCE \$
	<input type="checkbox"/> UMBRELLA FORM				AGGREGATE \$
	<input type="checkbox"/> OTHER THAN UMBRELLA FORM				\$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY		10/01/10	10/01/11	
C			10/01/10	10/01/11	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER \$ 1,000,000
B	THE PROPRIETOR/PARTNERS/EXECUTIVE OFFICERS ARE:		10/01/10	10/01/11	EL EACH ACCIDENT \$ 1,000,000
	<input checked="" type="checkbox"/> INCL <input type="checkbox"/> EXCL		10/01/10	10/01/11	EL DISEASE-POLICY LIMIT \$ 1,000,000
	OTHER				EL DISEASE-EACH EMPLOYEE \$ 1,000,000

**DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/SPECIAL ITEMS**

RE: JOB #283 - TRAFFIC SIGNAL SYSTEM OPERATIONS PHASE II - CONTRACT #H62272

ADDITIONAL INSURED UNDER ALL POLICIES (EXCEPT WORKERS COMPENSATION &amp; EMPLOYERS LIABILITY) WHERE REQUIRED BY CONTRACT: COUNTY OF NASSAU, ALL MUNICIPALITIES, MUNICIPAL SUB-DIVISIONS &amp; FEE OWNERS OF PROPERTIES ON WHICH WORK IS DONE.

**CERTIFICATE HOLDER**NASSAU COUNTY DEPARTMENT OF PUBLIC WORKS  
BUREAU OF REAL ESTATE INSURANCE  
1 WEST STREET  
MINEOLA, NY 11501**CANCELLATION**SHOULD ANY OF THE POLICIES DESCRIBED HEREIN BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE INSURER AFFORDING COVERAGE WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED HEREIN, BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER AFFORDING COVERAGE, ITS AGENTS OR REPRESENTATIVES, OR THE ISSUER OF THIS CERTIFICATE.AUTHORIZED REPRESENTATIVE  
of Marsh USA Inc.

BY: Heidi Bauermeister

*Heidi E. Bauermeister*

MM1(3/02)

VALID AS OF: 12/23/10

NOTICE OF AWARD

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# Nassau County Interim Finance Authority

## Contract Approval Request Form (As of January 1, 2015)

1. Vendor: Welsbach Electric Corp of L.I.

2. Dollar amount requiring NIFA approval: \$ 1,442,200

Amount to be encumbered: \$ 1,442,200 *IA*

This is a ☒ New Contract ☐ Advisement ☐ Amendment

If new contract - \$ amount should be full amount of contract

If advisement - NIFA only needs to review if it is increasing funds above the amount previously approved by NIFA

If amendment - \$ amount should be full amount of amendment only

3. Contract Term: 12 Months

Has work or services on this contract commenced? ☐ Yes ☒ No

If yes, please explain: \_\_\_\_\_

### 4. Funding Source:

*IA* ☒ General Fund (GEN)  
*IA* ☒ Capital Improvement Fund (CAP)  
☐ Other

☒ Grant Fund (GRT)  
Federal % 80  
State % \_\_\_\_\_  
County % 20

Is the cash available for the full amount of the contract? ☒ Yes ☐ No

If not, will it require a future borrowing? ☐ Yes ☐ No

Has the County Legislature approved the borrowing? ☒ Yes ☐ No ☐ N/A

Has NIFA approved the borrowing for this contract? ☒ Yes ☐ No ☐ N/A

### 5. Provide a brief description (4 to 5 sentences) of the item for which this approval is requested:

This project will expand the County's Incident Management System by installing additional traffic surveillance cameras that will connect back to the Traffic Management Center in Westbury. These cameras allow the TMC Operators to take action when roadway incidents are detected using the camera system.

### 6. Has the item requested herein followed all proper procedures and thereby approved by the:

Nassau County Attorney as to form ☐ Yes ☐ No ☐ N/A  
Nassau County Committee and/or Legislature ☐ Yes ☐ No ☐ N/A

Date of approval(s) and citation to the resolution where approval for this item was provided:

### 7. Identify all contracts (with dollar amounts) with this or an affiliated party within the prior 12 months:

Exceeds \$50K.

## AUTHORIZATION

To the best of my knowledge, I hereby certify that the information contained in this Contract Approval Request Form and any additional information submitted in connection with this request is true and accurate and that all expenditures that will be made in reliance on this authorization are in conformance with the Nassau County Approved Budget and not in conflict with the Nassau County Multi-Year Financial Plan. I understand that NIFA will rely upon this information in its official deliberations.

Signature Roseann Allen Title \_\_\_\_\_ Date 1/25/16

Print Name

**COMPTROLLER'S OFFICE**

To the best of my knowledge, I hereby certify that the information listed is true and accurate and is in conformance with the Nassau County Approved Budget and not in conflict with the Nassau County Multi-Year Financial Plan.

Regarding funding, please check the correct response:

\_\_\_\_\_ I certify that the funds are available to be encumbered pending NIFA approval of this contract.

If this is a capital project:

I certify that the bonding for this contract has been approved by NIFA.

Budget is available and funds have been encumbered but the project requires NIFA bonding authorization

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Signature	Title	Date
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Print Name \_\_\_\_\_

**NIFA**

Amount being approved by NIFA: \_\_\_\_\_

Signature	Title	Date
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Print Name

**NOTE: All contract submissions MUST include the County's own routing slip, current NIFS printouts for all relevant accounts and relevant Nassau County Legislature communication documents and relevant supplemental information pertaining to the item requested herein.**

**NIFA Contract Approval Request Form MUST be filled out in its entirety before being submitted to NIFA for review.**

**NIFA reserves the right to request additional information as needed.**