

FACTOR ONE – CORPORATE EXPERIENCE

(A) The number of years of corporate experience in providing the products/services described under this Schedule, regardless of the specific products/services being proposed – a minimum of two (2) years of corporate experience is required.

PHG Enterprises LLC was established in 2008 and has provided products and services within our core markets continuously since that time. As of 2026, this represents 18 years of corporate experience delivering furniture, cabinetry, countertops, sewn soft goods, fabricated components, and specialty product solutions for high-use institutional and commercial environments.

Our experience spans specification development, product engineering, sourcing, domestic manufacturing oversight, quality assurance, logistics coordination, and multi-site project execution where durability, repeatability, responsiveness, and schedule performance are critical.

PHG's experience includes serving student housing, hospitality, multifamily housing, senior living, workforce/workcamp housing, commercial common areas, and specialty contract manufacturing applications.

(B) Organization's number of employees, experience in the field, and resources available to enable it to fulfill requirements.

PHG Enterprises LLC is a privately held small business with fewer than 40 employees, structured to provide responsive, hands-on execution while scaling through a combination of internal manufacturing resources, strategic manufacturing partnerships, and global sourcing capabilities.

PHG serves owners, developers, operators, general contractors, procurement teams, institutional buyers, and commercial clients requiring dependable furnishing, fabrication, and specialty product solutions.

Our capabilities include:

- Product development
- 3D/CAD engineering and design
- Value engineering
- Strategic sourcing
- Domestic and international manufacturing oversight
- Cabinetry
- Countertops
- Lockers
- Commercial seating
- Soft seating
- Specialty sewn products
- Contract upholstery components
- Outdoor and military sewn goods
- K9 bedding systems
- Contract laser fabrication for fiber materials
- CNC wood fabrication (through strategic manufacturing partnerships)
- Optional installation support

PHG's in-house manufacturing capabilities are supported through **PHG Sewing**, a **Made in Tennessee manufacturer**, providing domestic production for contract sewn manufacturing, furniture cushions, upholstery components, specialty sewn goods, outdoor sewn products, military sewn products, K9 bedding systems, and laser fabrication of fiber-based materials.

PHG also maintains a close strategic manufacturing relationship with **Lightning Fabricators**, expanding our capabilities in CNC wood fabrication, cabinetry component manufacturing, engineered wood products, and specialty fabrication.

Leadership combines deep sourcing, manufacturing, production, and product development expertise, allowing PHG to control cost, quality, and delivery while maintaining flexibility for custom or scalable programs.

PHG maintains an **active SAM.gov registration** and is positioned to pursue both direct federal opportunities and subcontracting partnerships.

Government registration credentials include:

- **UEI:** CLKCB22BXN93
- **CAGE Code:** 08J15

- **State of Tennessee Supplier Registration: 6024593**

PHG's hybrid operating structure allows us to function not simply as a sourcing company, but as a fully integrated product solutions partner capable of supporting both custom-engineered and standardized multi-location programs.

(C) Brief history of the offeror's activities contributing to the development of expertise and capabilities related to this requirement.

PHG Enterprises LLC was founded in 2008 by Patrick Priest, whose 35+ years of experience in domestic and international furniture sourcing created the foundation for the business.

The company initially built its reputation serving the student housing market, where durability, budget discipline, and repeatable multi-unit execution are essential. As market demands evolved, PHG strategically expanded its capabilities into hospitality, multifamily housing, senior living, workforce/workcamp housing, and commercial common-area environments.

Over time, PHG evolved from a sourcing-focused business into a vertically integrated product solutions company by expanding into domestic manufacturing, product development, sewn product manufacturing, and strategic fabrication partnerships.

Today, PHG's capabilities include:

- Furniture sourcing and manufacturing
- Cabinetry and casegoods
- Countertops
- Lockers
- Soft seating
- Commercial seating
- Specialty sewn products
- Contract upholstery components
- Outdoor and military sewn goods
- K9 bedding systems
- Contract laser fabrication for fiber materials
- Product engineering and development
- Optional installation services for qualifying projects

PHG's manufacturing ecosystem includes **PHG Sewing**, a **Made in Tennessee manufacturer** specializing in contract sewn manufacturing, furniture cushions, upholstery components, specialty sewn products, outdoor sewn goods, military sewn products, K9 bedding systems, and contract laser fabrication for fiber-based materials.

PHG also maintains a close strategic manufacturing relationship with **Lightning Fabricators**, an affiliated manufacturing partner providing expanded CNC wood fabrication capabilities supporting cabinetry, millwork, specialty wood products, and engineered furnishing solutions.

This hybrid sourcing + manufacturing model allows PHG to improve responsiveness, reduce supply chain risk, strengthen quality control, and deliver both custom and scalable product solutions.

Today, PHG's market position is built around integrating:

- Product development
- 3D/CAD engineering
- Domestic manufacturing
- Strategic sourcing
- Quality assurance
- Logistics coordination
- Installation support
- Multi-site project execution

into one accountable delivery model.

Looking ahead, PHG is focused on continued expansion of proprietary product offerings, increased domestic manufacturing capabilities, enhanced engineered product development, and deeper participation in institutional and federal procurement opportunities.

(D) Information that demonstrates the offeror's organizational and accounting controls.

PHG Enterprises LLC maintains organizational and accounting controls designed to support accurate job costing, purchasing oversight, invoicing accuracy, financial reporting, and operational accountability.

PHG utilizes **QuickBooks** as its accounting platform to manage:

- Accounts payable
- Accounts receivable
- Project/job costing
- Vendor management
- Customer records
- Financial reporting
- Purchasing visibility

Internal control procedures include:

- Segregation of duties where practical
- Approval thresholds for purchasing and vendor setup
- Three-way purchase verification (purchase order, receiving documentation, vendor invoice)
- Routine reconciliation of bank and balance sheet accounts
- Weekly management financial review
- Cash flow monitoring
- Accounts receivable/payable review
- Project performance monitoring
- Quarterly inventory review and validation

These systems reduce compliance risk, improve cost visibility, support audit readiness, and strengthen operational decision-making.

(E) A description of the resources presently in-house or the ability to acquire the type and kinds of personnel/products proposed.

PHG Enterprises LLC maintains a combination of in-house operational teams, owned domestic manufacturing capabilities, and strategic manufacturing partnerships that allow the company to support multiple concurrent projects while maintaining quality, schedule, and delivery accountability.

PHG employs fewer than 40 personnel across leadership, operations, production, engineering, and support functions.

In-house resources include:

- Executive leadership
- Contract administration
- Estimating
- Procurement
- Project management
- Quality assurance
- Logistics coordination
- Product development
- Dedicated 3D/CAD design and engineering support

PHG's owned domestic manufacturing capabilities are strengthened through **PHG Sewing, a Made in Tennessee manufacturer**, providing in-house production capabilities for:

- Furniture cushions
- Contract upholstery components
- Soft goods
- Specialty sewn products
- Outdoor sewn goods
- Military sewn goods
- K9 bedding systems
- Contract sewn manufacturing
- Contract laser fabrication for fiber materials

In addition, PHG maintains a strategic relationship with **Lightning Fabricators**, an affiliated manufacturing partner providing expanded capabilities for:

- CNC wood fabrication
- Cabinet component manufacturing
- Specialty wood fabrication
- Engineered wood product manufacturing

PHG also maintains established sourcing and manufacturing relationships both domestically and internationally to expand production capacity where needed.

For projects requiring specialized expertise, geographic flexibility, or accelerated schedules, PHG selectively utilizes vetted subcontractors for:

- Installation services
- Specialty trades
- Warehousing
- Freight/logistics support

This blended operational model allows PHG to provide the flexibility of a sourcing organization with the responsiveness, control, and execution capabilities of a manufacturing-backed product solutions partner while maintaining full accountability for contract performance.

(F) A description of how the offeror intends to market the proposed products/services to Federal clients.

PHG Enterprises LLC intends to pursue federal contracting opportunities through a focused business development strategy centered on institutional furnishing, operational products, fabricated solutions, and facility support requirements.

PHG maintains an **active SAM.gov registration** and is positioned to pursue federal opportunities both directly and through subcontracting or teaming arrangements.

PHG's relevant product categories include:

- Cabinetry
- Countertops
- Lockers
- Commercial seating
- Soft seating
- Specialty sewn products
- Contract upholstery components
- Outdoor and military bags
- K9 bedding systems
- Fabricated specialty products
- Engineered furnishing solutions

Federal marketing strategy includes:

- Active monitoring of SAM.gov opportunities

- Agency procurement forecast review
- Targeted capability statement development
- Strategic teaming relationships with prime contractors
- Outreach to agency procurement offices
- Small business office engagement
- Procurement matchmaking participation
- Direct stakeholder relationship development

PHG actively develops market visibility through trade and industry participation including:

- SHOT Show
- High Point Furniture Market
- HD Expo (Las Vegas)
- TexProcess
- Delta Waterfowl Expo
- Interface Student Housing Conference
- International Woodworking Fair

Industry and economic affiliations include:

- Made in Tennessee
- McMinn Economic Development

PHG's market differentiator is its hybrid operating model combining domestic manufacturing, product engineering, fabrication partnerships, and strategic sourcing.

This structure enables PHG to provide scalable, specification-driven, responsive product solutions while reducing supply chain risk and supporting custom or standardized procurement requirements.

(G) A discussion regarding the intended use of subcontractors.

PHG Enterprises LLC utilizes subcontractors selectively to expand capacity, improve schedule performance, and provide specialized capabilities when advantageous to the customer.

Potential subcontracted scopes may include:

- Installation services
- Specialty trades
- Warehousing
- Freight/logistics support
- Specialized manufacturing support

PHG remains fully responsible for:

- Contract execution
- Scope definition
- Quality standards
- Delivery schedules
- Documentation compliance
- Performance management

Subcontractors are selected based on demonstrated experience, quality systems, production capacity, schedule reliability, and compliance with project requirements.

Where appropriate, PHG will prioritize qualified regional and small business partners while maintaining strict quality and delivery expectations.