



A Member of UIL Holdings Corporation

Hamden, Connecticut
a provider of electrical and
voice-data-video services and contracting

has acquired



Beltsville, Maryland
a leading electrical contractor serving
the Washington, D.C. metropolitan area

*The undersigned acted as exclusive financial advisor to
the shareholder of Richards.*

DOMINION PARTNERS, L.C.

“Over the last few years, there has been a lot of consolidation occurring in the electrical contracting industry. Most of my competitors had been acquired by larger entities and I was interested in finding a partner that could position Richards for years of future growth. Dominion Partners was recommended to me by my bank and did an excellent job of preparing an informational memorandum which properly described my company, identifying the right prospective buyers, and negotiating a transaction which was good for me and for the future of my company. I would recommend the firm to others in need of strategic advice.”

Joseph E. Richards
President and Owner
J. E. Richards, Inc.
Richards Electric, Inc.

Charles Moncure
(804) 418-6269

DOMINION PARTNERS, L.C.

Capital Advisory Services
4401 Dominion Boulevard, Suite 220
Glen Allen, VA 23060
www.dominionpartners.com

Rick Naschold
(804) 418-6271