



Vision. Sweat. Perseverance. 110 Years and Counting.

**T.B. PENICK
& SONS, INC.**

Breaking New Ground
Since 1905.



T.B. Penick. **The Quick Facts**

YEARS IN BUSINESS

Started in 1905

DIVISIONS

General Construction
Structural Concrete
Innovative Concrete Systems

GEOGRAPHICAL SCOPE

National
International

OFFICES

San Diego, Los Angeles,
San Francisco, Las Vegas
New York

RESOURCES

525 Employees
Structural Engineers
Architects
LEED Certified Experts
BIM Engineers

A reputation built on efficiency, creativity and safety.

Since our founding in 1905 we've seen changes in every aspect of construction, from materials to technology to delivery systems. Yet in today's challenging marketplace, it takes an agile company such as T.B. Penick & Sons to pioneer new and better ways to deliver projects, advocate best practices, meet aggressive schedules and tighter budgets, stay in front of cutting-edge technology, provide specialized expertise in diverse market sectors, and offer sustainable construction practices. And that's exactly what we do. Not only do we live and breathe this commitment to innovation, we take seriously our obligation to inspire developers, architects, engineers and contractors to adopt 21st century solutions to all construction projects.

With over a century of experience, Penick is renowned for award-winning general construction and specialty contracting--delivering projects using a variety of delivery methods, including Integrated Project Delivery, design-build, CM at Risk, Agency CM, and negotiated general contracting. We have self-perform capabilities that

strengthen the entire process, including structural concrete and innovative architectural concrete solutions. Our focus is military, multi-family residential, educational, religious, health care, institutional, commercial, public building, and water treatment sectors, as well as infrastructure, power and seismic upgrades.

Headquartered in San Diego, Penick performs work in all 50 states as well as on three continents. So wherever you need to build, upgrade or update, we bring specific project expertise combined with strong local resources to make your project a reality. If you've enjoyed San Diego landmarks including SeaWorld, Balboa Park, and the San Diego Convention Center, or have been dazzled by the gargantuan MGM Mirage CityCenter in Las Vegas, visited the World Trade Center site, Disney Hong Kong or strolled along the renovated Coney Island Boardwalk in New York, you've seen Penick innovation come to life.



AREAS OF FOCUS

- Civic
- Education
- Health Care
- Historical
- Military
- Religious
- Residential/Hospitality
- Amusement
- Parking Garages
- Commercial/Institutional
- Water/Wastewater
- Renewable Energy/Power
- Infrastructure
- Seismic Upgrades
- Concrete Subcontracting



A strategic approach to streamlined projects.

At T.B. Penick, we believe that being a builder that self-performs makes all the difference. Self-performance integrates the planning, design and construction stages of a project, reducing risk and uncertainty so that decisions can be made with confidence and predictability. Our in-house experts, including architects, engineers and construction specialists, work together to identify potential problems or unique challenges and resolve issues before they manifest in the field. Integrating BIM, LEED, and IPD technologies into the overall process enables us to streamline the process and deliver projects for the least cost and in the shortest time possible.

The majority of our work is delivered using alternative project delivery methods, including design-build, CM at Risk, Lease-Leaseback, and construction management services that leverage our in-house expertise and knowledge to produce the highest quality projects. Self-performance integrates comprehensive design services, professional construction management, and solid field performance, ensuring you get the most for your construction dollar.



BIM adds several dimensions to the process: 3D, 4D and 5D.

ADVANTAGES OF TBP BIM EXPERTISE

- Client visualization
- Clash detection
- Virtual design and construction
- Seamless integration for IPD teams
- Efficiency of communication between subs and partners

One of the ways we streamline and expedite the construction process is with leading-edge in-house systems and methodologies such as Building Information Modeling (BIM). With BIM, first we build a virtual 3D model during preconstruction to conceptually visualize the project and build consensus on the overall design intent. Once confirmed, we refine the details and perform interdisciplinary coordination of the building systems. We are able to identify constructability issues early and thus make the project easier and less costly to build. Throughout this process, we aggregate 3D models of architectural, structural, MEP, fire protection, and other disciplines to analyze and coordinate critical aspects of the project. This enables us to receive the most aggressive pricing from subcontractors.

This also reduces potential changes and RFIs in the field, allowing all stakeholders to fully visualize and understand the project complexities before we put a shovel in the ground. As part of this process, we can incorporate 4D and 5D virtuals that layer in detailed schedule and cost information for a comprehensive BIM of your project. Throughout construction, we document any changes and unforeseen conditions in the BIM to produce a true record set of documents and as-builts at the conclusion of the project. At Penick, BIM is one of our most powerful tools to accelerate the decision-making process, significantly reduce costly design changes, and deliver a higher-quality product.



A Culture of Safety

At T.B. Penick, safety is a core value. Commitment to safety is built into our culture as well as our projects. The drive to advance this culture of safety has earned us respect and accolades from our industry, clients and peers.

We are proud of these achievements and will remain steadfast in continuing our legacy of safety.



STAR Safety Excellence Award

Given for projects with zero DART incidents and overall outstanding safety compliance and project performance. We have been presented this highly coveted award on multiple NAVFAC projects.

AGC National and Local Safety Awards

One of the most comprehensive safety award programs in the U.S., the Construction Safety Exeards (CSEA), recognizes those construction companies who excel in their commitment to safety, their safety performance, occupational health management and risk control.

We are proud to have received multiple awards at both the local and national levels.



W. Burr Bennett Award for Safety Excellence

Recognizing contractors that place a high value on safety and achieve zero lost workday cases. Nominees are judged on three years of safety performance indicators, values and trends.



TRITON GENERAL CONTRACTS IN NYC

- Coney Island Boardwalk Replacement \$ 12,500,000
- Forest Park Greenhouses \$ 3,000,000
- Marcus Garvey Park Amphitheater \$ 4,000,000
- Ferry Point Golf Clubhouse \$ 6,000,000
- Ocean Breeze Equestrian Arena \$ 8,000,000
- Beach Restoration and Modular Prefab \$ 105,000,000
- Steeplechase Pier Renovation \$ 16,500,000
- Intermediate School 201 \$ 20,000,000
- Wagner Theater \$ 24,000,000
- Hunter's Point Library \$ 29,000,000

We make sustainable obtainable.



Penick is known as a leader in sustainable design and construction practices with proven experience meeting LEED requirements for Silver, Gold, and Platinum certified projects. Our in-house LEED Accredited Professionals assist clients in navigating the Green Building Rating System™, the nationally accepted standard for design and construction of high-performance, environmentally sustainable buildings. Today, nearly 90% of our work is LEED registered, with many key projects at the LEED Gold or Silver standard. We use our LEED knowledge and experience in the selection of products, systems, sustainable methods and materials for all projects, whether or not they are LEED certified. In addition, we can assist architects and engineers in preparing specifications to include provisions for proper procurement, installation, maintenance, protection, commissioning, and documentation for sustainable practices while balancing the requirements for functionality, cost, schedule, constructability, quality and safety. It is our mindset to integrate sustainable design and construction practices, while also keeping our clients fully informed about any cost premiums for LEED components.

Penick-Triton brings greater strength to concrete.

In 2007, T.B. Penick incorporated a new business entity and named it Triton Structural Concrete, Inc. The specific purpose was to self-perform union structural concrete work solely for T.B. Penick. Both corporations share common ownership, assets, office location and personnel with the exception of union craft workers in five western states. In 2008, we decided to use the Triton entity—due to its union workforce—to pursue union GC work in New York City, and again in 2010 to pursue union GC work for the San Diego Union School District's bond program. Triton quickly achieved remarkable success with more than 10 high-visibility projects in NYC and \$50 million in contracts in San Diego. T.B. Penick has since secured union general contracts in NYC with four contracts at the World Trade Center site totaling \$60 million. To consolidate the brand as we move forward, T.B. Penick is the entity pursuing prospective GC work. Our plan is that Triton Structural Concrete, Inc., will retake its original place as the union self-performing structural concrete arm of T.B. Penick over time.



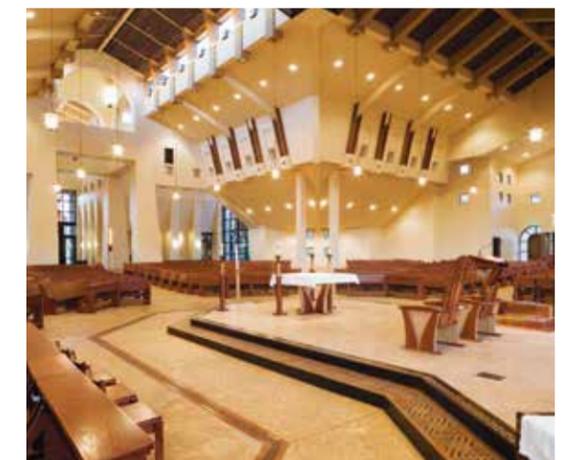
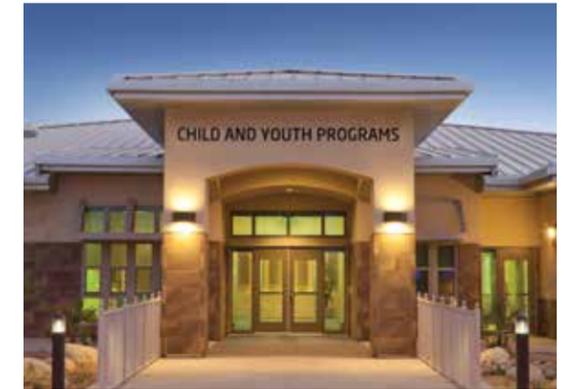


General Construction: All of our expertise for all phases of your project.

We bring all of our expertise, innovation and stability to our role as General Contractor. Penick provides the full spectrum of construction services from conceptual planning and design through construction and close-out. Our preconstruction services are comprehensive, including design review and management, detailed and accurate cost estimating, value engineering, BIM, LEED, constructability reviews, scheduling, construction planning, small business outreach and subcontractor procurement.

Our policy is to establish clear guidelines for all aspects of preconstruction and to produce a well-defined guaranteed maximum price (GMP) making sure 100% of your project is covered. With a seamless transition from preconstruction to construction, our construction services are highly predictable with project specific safety and quality programs, preplanning of all construction activities, supervised field operations, cost and schedule control, daily inspections, document control and commissioning.

Many of our general construction projects involve complex phasing on tight sites with adjacent occupied facilities, aggressive schedules to meet occupancy dates, and remote locations or oppressive climate conditions that require seemingly impossible logistics. Whether we have to work at night due to high heat conditions or truck in potable water through rugged terrain, we know how to skillfully complete your project to your specifications, timeline and budget—whether the conditions are daunting or desirable.





Penick is an experienced self-perform structural concrete contractor with experience in military installations, seismic upgrades, parking structures, medical and health care facilities, educational and civic structures, and resort and commercial developments.

ENR NATIONAL RANKINGS
178 TOP 600 Speciality Contractors
12th Largest Concrete Contractor



CONCRETE CONSTRUCTION
Ranked #10 nationally for
Concrete Construction

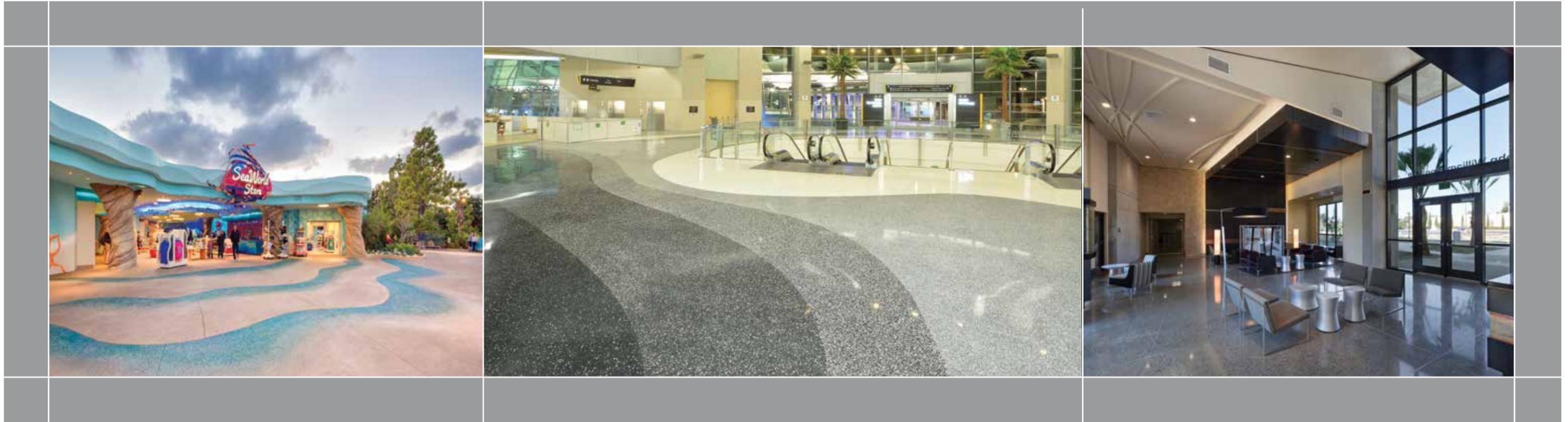
Structural Concrete: We simplify complex projects.

Penick's structural concrete expertise spans skylines across America. The Penick name underlies structures ranging from high-rise condos to subterranean parking structures, university campuses to luxury hotels, from prominent medical centers to elegant shopping malls and serene pedestrian walkways to majestic bridges.

Structural concrete work drives every project's critical path schedule, so timeliness and efficiency are paramount. Our clients rely on us to provide streamlined project management, sophisticated engineering strategies, efficient field operations, high quality workmanship, and cost-effective solutions that deliver solid results. Our work encompasses cast-in-place, design-build, commercial/industrial and civic projects, and we are at the top of our game on jobs that have especially complex or demanding requirements.

Our ability to design and execute innovative structural concrete designs, foresee and resolve potential issues, work in challenging environmental conditions, and successfully manage even the most complicated projects are the hallmarks of our Structural Concrete division.





Innovative Concrete Systems: Where great design is guaranteed.

The best concrete solutions are born from collaboration. At Innovative Concrete Systems, architect/client objectives drive everything we do. Our process begins with a detailed understanding of your design intent and the specific needs and criteria for each area. Our team of project developers, engineers, project managers, and craftsmen bring a wealth of knowledge and experience, and work closely with our clients every step of the way, so that your hardscape design can be realized quickly and effectively, all with the owner's best intentions in mind.

Innovative Concrete Systems is a consultant and contractor to some of the most highly visible projects in the country. For the 550-foot-long Harbor Drive Pedestrian Bridge spanning the waterfront in San Diego, CA, Penick developed the T.B. Penick & Sons Specialty Topping System, a poured-in-place system to recreate an exposed aggregate finish and a quarried stone sand finish for the bridge deck. Nearby at the San Diego International Airport, Penick used over 234,000 square feet of terrazzo for a terminal floor to create the look of surf moving on black sand, inspired by local tidal pools and boardwalks. Terminal 2 is the largest epoxy terrazzo project ever installed in San Diego.



At SeaWorld San Diego, a new entrance was envisioned with a wave design to give the sense of an underwater adventure. Penick used a quarried stone finish concrete to represent sand leading to waves of Lithocrete glass signaling the shoreline and ocean. At the Bachelor Enlisted Quarters (BEQ) in Coronado CA—built to USGBC LEED standards—HD Concrete was chosen for its modern aesthetics, low life cycle costs and ease of maintenance. Hensel Phelps, T.B. Penick Structural and T.B. Penick ICS coordinated to ensure a consistent finish that was cost-effective and adhered to schedule. Penick has installed HD Concrete Flooring and STF Porous Concrete for numerous military facilities and fire stations.

Penick provides a full range of decorative concrete services including specification writing, sample development, cost budgeting and project installation. From new construction to revitalizing existing properties, Penick understands there is no shortcut to providing a high level of craftsmanship.

Architects, developers and builders rely on us because of our past performances and knowledge. The latest information on materials, surface technologies, and system procedures that enable your project to be built efficiently with integrity to craft, and lasting value in mind.

T.B. PENICK OFFICES AND PROJECT LOCATIONS



SECTORS

- Military
- Education
- Commercial
- Water Treatment
- Health care
- Infrastructure
- Institutional
- Religious
- Federal
- Civil

PRIMARY BUSINESS

- General Contracting
- Construction Management
- Design-Build
- Design-Assist
- Structural Concrete
- Prime Trade Contracting
- Innovative Concrete Systems
- LEED/Sustainable Construction

SPECIAL RECOGNITION

- AGC National Safety Awards
- 4th Largest General Contractor in San Diego
- 10th Largest Concrete Contractor in the Nation
- Cornerstone Excellence Award
- Outstanding Civil Engineering Award
- Architectural Concrete Project of the Year Award
- Fastest Growing Company San Diego; Inc 500-5000
- DBIA National Design-Build Award

Coast to coast. Continent to continent. Our innovation continues.

We've built our company on a track record of success. That's why clients across the country and around the world count on Penick to build, enhance, expand or upgrade their projects.

As the markets, economic conditions and environmental requirements continue to evolve, Penick stays ahead of the trends to provide expertise and efficiencies that allow clients to change with the times. We help our clients make their visions a reality with better quality for less money, on a faster timetable and with more streamlined, less stressful processes.

Our commitment to innovation continues to spread across locations and sectors. Our headquarters are in San Diego, and we also maintain offices in New York, Los Angeles, Hayward (San Francisco) and Las Vegas.

Our sister company, Triton Structural, rounds out our ability to match teams and talent with projects, as well as provide added in-house expertise to further streamline timelines and reduce costs.

Today, you'll find Penick in even more sectors than ever, such as military, educational, health care, institutional, commercial, religious and water treatment. We are not only renowned for General Construction, Construction Management, Structural Concrete and Innovative Concrete Systems, but our expertise and creative thinking make us a trusted name in Design-Build, LEED/Sustainable Construction and more. In short, we're growing and going wherever innovation is needed.



- ENR INDUSTRY RANKINGS**
- TOP 400 GC #222
 - TOP GREEN CONTRACTOR #95
 - TOP CALIFORNIA GC #48
 - TOP NEW YORK GC #46
 - NEW YORK GOV SERVICE #3

We've built hundreds of innovative structures. And an equally solid reputation.

PARTIAL CLIENT LIST:

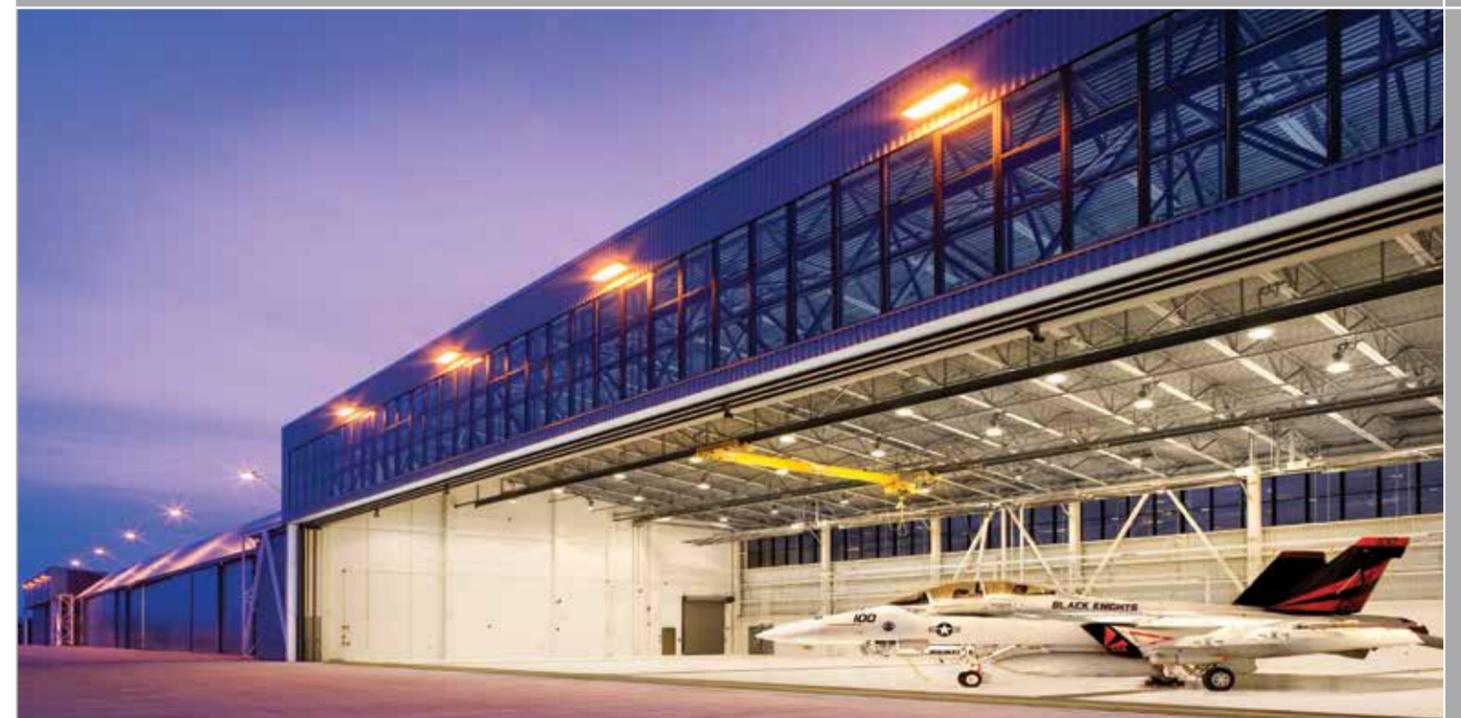
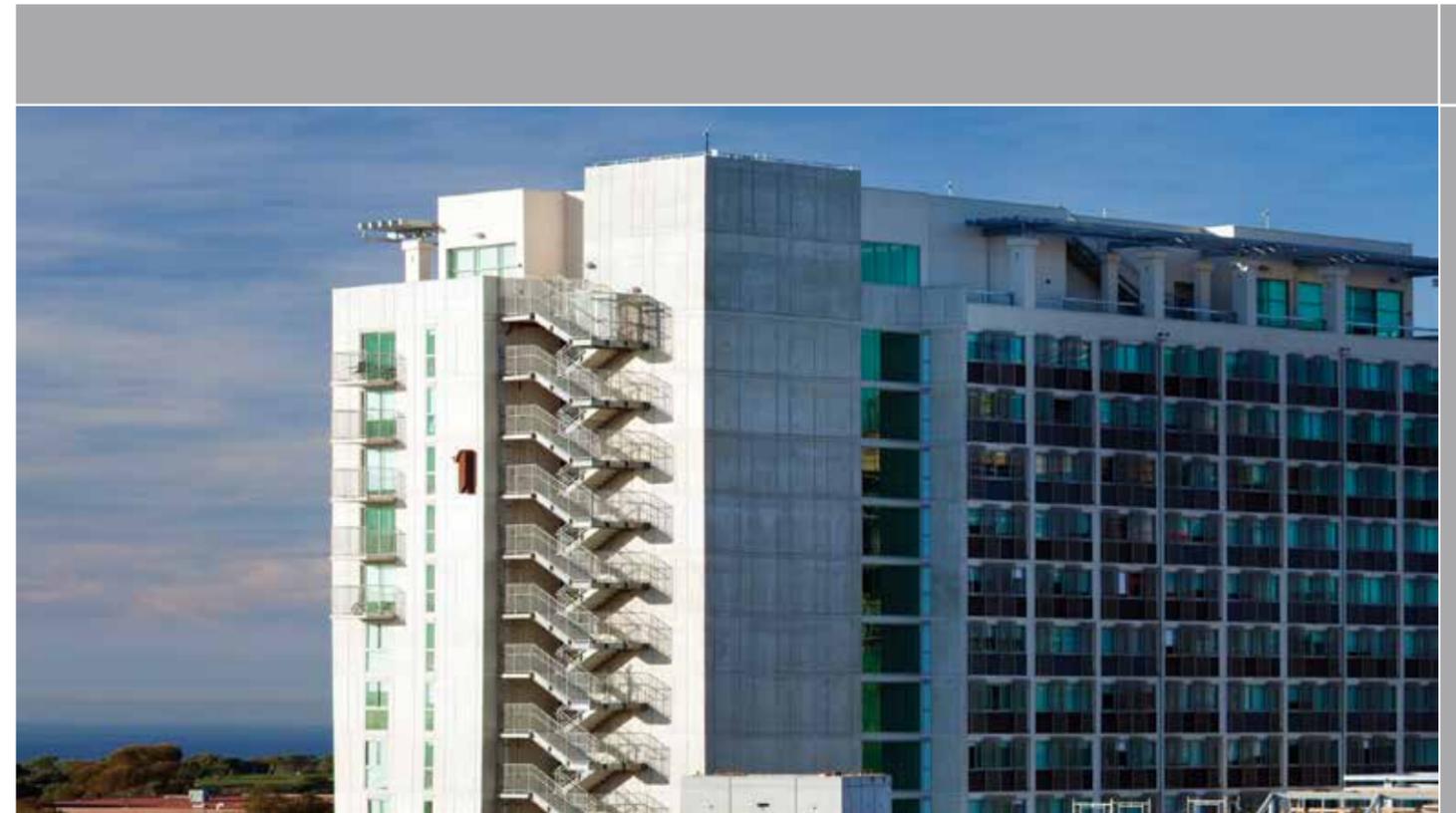
U.S. Navy
Balfour Beatty
Turner Construction
University of San Diego
Hensel Phelps Construction
U.S. Army Corps of Engineers
San Francisco State University
University of California, San Diego
San Diego Community College District
NYC Dept. of Design and Construction
Port Authority of New York and New Jersey
School Construction Authority of NYC
University of California, Los Angeles
San Diego Unified School District
Whiting Turner Contracting Co.
The Walt Disney Company
City of West Hollywood
Lowe Enterprises
Gilbane

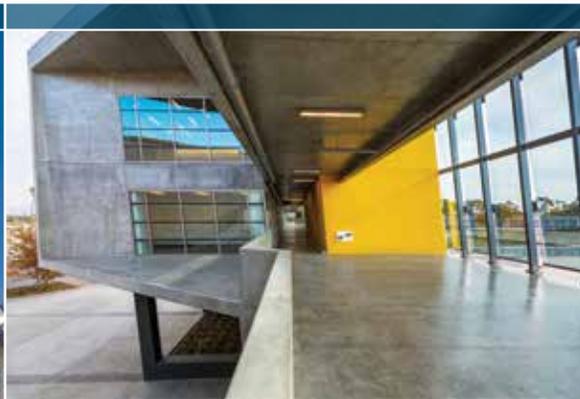
In more than 100 years of helping our clients' projects grow to fruition, Penick has also grown to over 450 employees and received numerous accolades. Today, we are ranked by ENR as one of the nation's top general, speciality, green and design-build contractors. We are the #1 architectural concrete contractor in the nation, one of the region's fastest-growing companies, the 4th largest general contractor in San Diego and the 10th largest concrete contractor in America. Yet being a good company to work with and to work for is just part of the equation. We believe it's just as important to be a good corporate citizen.

Our Small Business Outreach program creates opportunities for Penick to actively mentor small and minority-owned businesses, partner with them to win contracts, and execute successfully on business from federal, commercial and public sector clients. Penick also dedicates resources to various local charities including Nativity Prep School in southeast San Diego, Habitat for Humanity, St. Therese Catholic Parish, International Relief Teams, Cystic Fibrosis Foundation and several other community organizations.

We're equally proud of the companies that have graced our client roster. We know that they could choose to work with any number of construction companies. And we appreciate that they like working with us, and many have chosen us time and time again. If you'd like to talk to some of our clients directly before working with us, we'd be happy to put you in touch with them.

Whether your project entails new construction, infrastructure, upgrades or retrofit, turn to T.B. Penick & Sons. Our commitment to innovation, safety, quality, dependability and service will make your vision take form.





**T.B. PENICK
& SONS, INC.**

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