

Top General Contractors to Watch in 2008

FNF Construction Inc.

Tempe-based FNF Construction has experienced a profitable and busy 2007, reporting revenue of \$251.7 million in the three-state region, a 13% increase over last year. With all of this revenue occurring from heavy highway contracts, FNF topped our transportation category this year.

“Our workforce is focused on their projects, allowing them to maintain project schedules and project profitability,” says Jed S. Billings, the firm’s CEO. “FNF expects 2008 revenues to exceed 2007 by 10% with the current backlog and our diversity of work.”

The firm tackles a wide variety of projects, from small paving jobs to large freeway projects such as the widening of U.S. 60 between Gilbert and Power roads in Mesa. The \$81 million project was the largest that FNF completed in 2007.

Current projects include the Ellsworth Loop project in Queen Creek, which consists of widening 4 mi of roadway with the addition of four lanes between Queen Creek and Chandler Heights roads plus improvements to the intersection at Rittenhouse Road. The complex project includes two bridges, a pump station, retaining walls, sewer lines, irrigation system and more.

FNF is highly involved with the Del E. Webb School of Construction program at ASU and the cancer-focused City of Hope.



Ellsworth Loop Project, Queen Creek

Perini Building Co.

This year’s top earner was once again Perini Building Co. Last year the Phoenix-based firm became the first general contractor to top \$1 billion. This year, Perini went one further, reporting an astonishing \$2.15 billion in revenue from work performed in 2007. Projects such as the \$7.8 billion CityCenter and the \$2.1 billion Cosmopolitan in Las Vegas account for much of this gain.

While those projects are still ongoing, Perini finished several significant projects in 2007. The Bellagio Employee Parking Garage in Las Vegas wrapped up with a cost of \$122.4 million, while the first residents of the \$500 million One Queensridge Place in Summerlin moved into their new digs in the fall.

On top of managing over 350 subcontractors and 7,000 tradespeople at CityCenter alone, Perini is helping to pave the way for minority and women-owned subcontractors through its diversity programs. Since 2005, Perini has awarded \$480 million of contracts to wbe/mbe/dbe firms at the project.



CityCenter, Las Vegas

DPR Construction Inc.

DPR Construction Inc.’s Phoenix office led the region in our survey of data center and telecommunications construction in 2007. The firm’s largest project completed in the three-state region in 2007 was the \$68 million 365 Main Inc. Data Center in Chandler.

The 314,600-sq-ft facility features constant power, cooling, connectivity and security capabilities. To address the ever-changing data and communications market, DPR established a Data/Com Facility Group of experts to streamline the process, adding value and accelerating completion of these technical projects.

“As one of the nation’s top builders of mission critical facilities, we understand that the commissioning portion is critical and ties directly back to the overall quality of the project,” says Dave Elrod, regional manager for DPR’s Phoenix office. “On every project, we start with a plan to achieve zero defects by substantial completion. This can only be accomplished through a collaborative effort with all of the project stakeholders.”

The 300,000-sq-ft Phoenix data center renovation project for Digital Realty Trust included 30,000-sq-ft of new data suites and utility, emergency and UPS power and cooling upgrades.

DPR is currently working on the \$45 million Sanofi-aventis Research Center in Oro Valley, which is expected to achieve LEED certification.



Digital Realty Trust, Phoenix

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Sundt Construction Inc.

Sundt Construction led this year's Arizona ranking with \$645.9 million of work performed in the state. The Tempe-based firm saw its revenue rise 52% in 2007 with substantial completion of the \$121 million Apollo Riverpoint Center in Phoenix.

CEO Doug Pruitt credits the rise in revenue to the firm's wide project diversity. "We are doing work in heavy highway, light rail, sewage and water treatment, along with both public and private sector, and all of these markets are strong," Pruitt says. "This long-term diversity helps us balance out any of the revenue spikes that we see in our business."

Sundt has embraced building information modeling and green building, utilizing both in its self-constructed Tempe headquarters, which was also completed in 2007. The firm's newly created sustainability committee was formed to write its Sustainability Initiative Policy. When approved, its guidelines will be gradually integrated into all areas of the company.

The firm's employees give back to the community through the Sundt Foundation, a non-profit corporation that was created in 1999 to focus on the needs of disadvantaged children and adults. "In the past year, the Sundt Foundation has given nearly \$615,000 to local charities in Arizona and California," says Charlie Boyd, the foundation's director.



Dial Corp. Headquarters, Scottsdale

Tishman Construction Corp.

This year, Tishman Construction Corp., a new participant in our annual survey, has claimed the No. 2 spot in this year's general building category, reporting \$925 million of revenue in Nevada.

The New York firm can trace its roots back to 1898. While the multi-faceted, privately-held company is a recent addition to the Las Vegas construction landscape, it hasn't wasted any time in securing roles in some of the most significant projects in the region's history.

"We opened a regional office in Las Vegas because the Nevada market is the fastest growing region for our company," says president Daniel McQuade. "We now have more than 150 construction professionals working on two of the largest building projects in the country." Tishman is the executive construction manager for CityCenter and construction and project manager for Echelon. "We have made a significant long-term investment in our Las Vegas presence by relocating some of the most senior executives and talented professionals in our company to Nevada," McQuade says.

Tishman retains employees with technical expertise in all disciplines to handle the myriad of challenges that arise in these mega-projects, McQuade adds. "All of our personnel become fully integrated into the project team so that everyone performs at their maximum capacity." he says.



Echelon, Las Vegas

The PENTA Building Group

Las Vegas-based The PENTA Building Group saw a 50% increase over last year, accelerating the contractor to the fourth spot among all contractors in the Southwest, up from 11th in the previous year. Contributing to the firm's success in 2007 was Building C of World Market Center in 2007. At a cost of \$550 million, the building located in downtown Las Vegas is slated for completion later this year.

"This venue is truly a landmark for Las Vegas," says Ken Alber, the firm's vice president of preconstruction operations. "PENTA is proud to be constructing a project that will revolutionize the interior decorating industry and provide a venue to draw local, national and international buyers alike to the market."

Other projects helping PENTA make a big impact in 2007 were the Golden Nugget Expansion and the Santa Fe Casino Expansion.

"Their knowledge of construction was invaluable to me and they often came up with solutions that worked better than what I had designed," says Richard Striegel, PE, senior project manager at Martin & Martin Civil Engineers & Surveyors, who worked with PENTA on the Golden Nugget project, which is in an area of downtown Las Vegas where there are many unmarked utilities. "It was a great joint effort. As a civil engineer for over 35 years, I have never experienced a more cooperative contractor."

Established in 2000, Penta recently opened offices in Reno and Palm Springs, Calif.



World Market Center, Building C, Las Vegas

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RMCI Inc.

Albuquerque-based RMCI Inc. focuses on water and wastewater treatment plants, large-scale industrial projects, storm sewers, sanitary sewers, water systems and large diameter utilities. The company saw a 24.4% increase in revenue in 2007. Its largest project completed was a transmission pipeline for the San Juan Chama Drinking Water project.

RMCI topped the hazardous waste category this year, reporting \$11.43 million in revenue for 2007. "RMCI has grown steadily since being founded in 1990 and we look ahead to continue this growth in the future," says James Giannelli, the firm's president. "We were awarded a couple of larger projects in 2007 that increased our revenue beyond normal conditions."

The company has a quality control plan that focuses on cost, safety and time for each project. It is based on the Department of Energy's criteria which includes personnel training and qualification, quality improvement, documents and records, work processes, design, procurement, inspection and acceptance testing, management assessment and independent assessment.

RMCI completed several hazardous waste projects in 2007, including the \$1.9 million North RR Avenue Plume Superfund Site in Espanola, N.M. Construction included installation of a 2,200-ft pipeline, three process vault and a pump and treatment building.



North RR Ave Plume Superfund Site

Stevens-Leinweber Construction Inc.

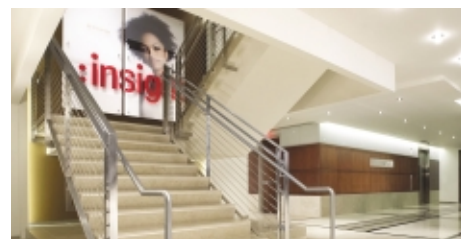
Scottsdale-based Stevens-Leinweber Construction was founded in 1981. The contractor enjoyed a slight increase in revenue in 2007 to once again top the interiors/tenant improvement category, reporting \$69.47 million of work, all in Arizona.

"We have a great base of loyal customers who always seem to have some amount of work available for us in good times and in tougher times," says Mike Stevens, president. "We expect to slow down along with the rest of the economy in 2008 and 2009. None of us are immune to changes in the overall economic climate."

The firm's largest project in 2007 was a \$4.3 million project for payments solutions company eFunds in Scottsdale.

For contractors that specialize entirely in tenant improvement and interior work, speed and accuracy are intensified and magnified, Stevens says. "We schedule work in half-day increments where most contractors in a conventional environment will schedule in weeks," he adds. "To be successful at this you need people who can focus, can be comfortable managing time carefully and who are detail-oriented. Nearly everything we do is touched and felt and seen on an up close and personal basis so attention to small details is of paramount importance."

Stevens-Leinweber continues its leading role in the Teach for America initiative in Phoenix. With the support and response from the entire construction community, Teach for America was able to deploy over 300 student teachers to classrooms, benefiting up to 10,000 schoolchildren.



eFunds, Scottsdale

PCL Construction Enterprises

PCL Construction Enterprises tops this year's water supply category, with \$180.95 million in work performed in the Southwest in 2007. Major projects for the Tempe office of the Canadian-based firm were the \$160 million Albuquerque Water Treatment Plant and the 91st Avenue WWTP Expansion UPO1 Completion Project in Tolleson, west of Phoenix.

While water supply was a strong sector in 2007, there are signs it will diminish in 2008. "This decrease is directly attributable to the current slowdown of the residential housing construction sector in the Southwest," says Luis S. Ventoza, the firm's vice president. "We expect this sector to regain momentum in the latter part of 2009 or early 2010."

On many of its projects, PCL keeps a steady eye on quality and the bottom line by self-performing significant portions of the specialty work. That is the case on the firm's most significant project start of 2007, the Nogales International WWTP in Rio Rico, Ariz. PCL will construct a new 14 mgd facility within the footprint of the existing lagoon-based treatment system and will perform its own structural concrete and site grading, plus installation of process equipment, mechanical piping, buried utilities and structural steel. The \$53.7 million project will be completed in July 2009.

PCL was named one of Fortune magazine's "100 Best Companies to Work For" in 2006 and 2007.



Nogales International WWTP, Rio Rico, Ariz.

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Gerald Martin General Contractor

Albuquerque-based Gerald Martin General Contractor finished 2007 by soaring 34.6% over the previous year's revenue. The \$16.2 Presbyterian Hospital Medical Building in Espanola, completed in 2007, contributed to the firm's \$109.6 million revenue.

Gerald Martin is also completing Volcano Vista High School, Albuquerque Public Schools' first new high school in 20 years. In 2007, the firm was awarded another APS project, the \$24.5 million first phase of the \$93.3 million Southwest High School. Gerald Martin starts the second phase later this year.

The company forecasts continued growth for 2008 and beyond. "We have a diversified strategic approach to the market that purposely seeks out a variety of project types and construction methodologies," says Fred Gorenz, president. "This mix has helped us to develop relationships that can carry over into other areas and lead to more opportunities."

Another major component to the firm's success is its 174 employees. "Our philosophy of 'do what is right' has served all parties well, and our people have done an outstanding job in applying this approach to taking care of our customers and getting projects built on-time and in budget," Gorenz says. "We empower our people and encourage them to be creative problem solvers and entrepreneurial."

Gerald Martin's \$13.4 million Rio Rancho City Hall, \$7 million Central Elementary School and \$9.1 million North Star Elementary School each received awards at last month's Best Buildings awards held by the New Mexico Building Branch, AGC.

Current projects include the \$8.2 million Albuquerque Fire Training Academy, which is expected to be complete in June 2009, and the 38,000-sq-ft WESST Corp. Office Building, which will provide training and support for women and minority-owned business start-ups throughout New Mexico. Gerald Martin's construction management team is providing services on the Santa Fe County Judicial Complex, a \$55 million project to be completed in December 2010.

"Our success has allowed us to set up offices in Taos and Tempe, Ariz., which we anticipate will help fuel our continued growth," Gorenz says.



Southwest High School, Phase 1, Albuquerque