



QUALIFICATION OVERVIEW

PERFORMANCE CONTRACTING, INC.



WHO WE ARE.

PERFORMANCE CONTRACTING, INC.

Performance Contracting, Inc. (PCI) is one of the leading specialty contractors in the United States. We offer quality services and products to the industrial, commercial and non-residential markets. We provide our customers with diverse but related services, making PCI a true “single-source” contractor.

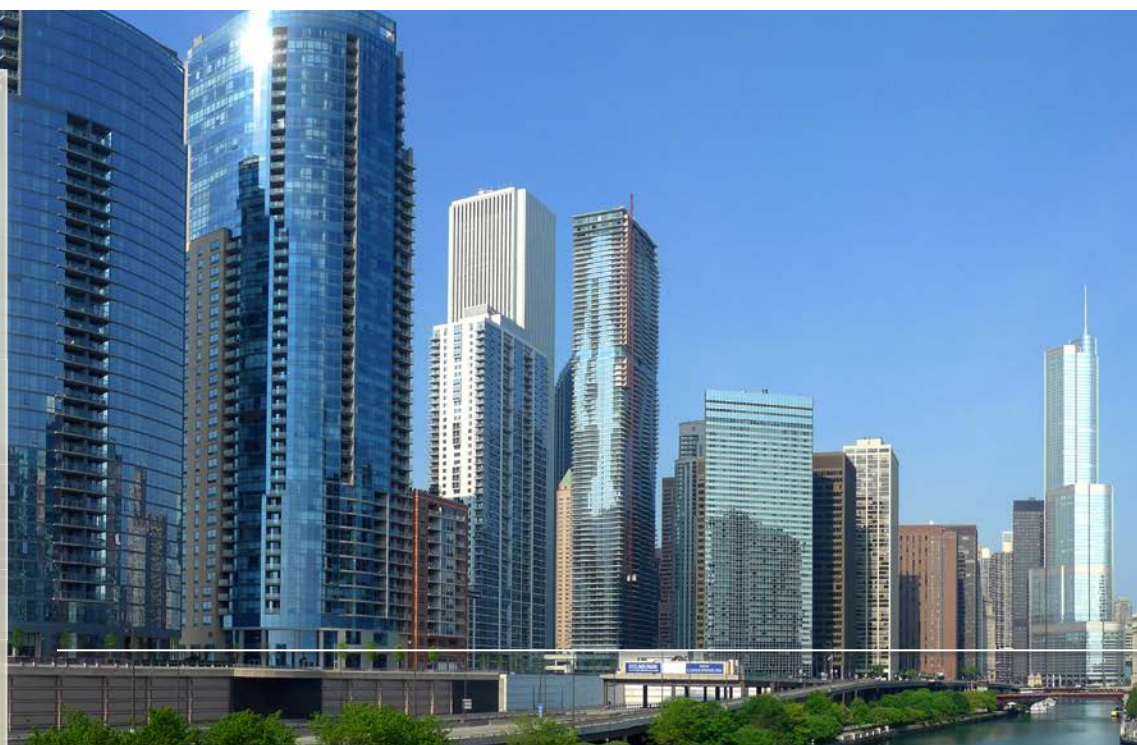
PCI’s reputation for “providing value that exceeds customers’ expectations” has warranted our significant growth. Today, PCI is an employee-owned company and has more than 50 offices nationwide.

Our selective hiring process and active recruiting methods have produced an incredible team of overachievers. We now employ more than 800 salaried individuals and over 6,000 skilled craft workers across the United States.



YOU CAN COUNT ON THE
HIGHEST
PRODUCTIVITY
and
MAXIMUM
EFFICIENCY

PCI IS
COMMITTED
TO UTILIZING
STATE-OF-THE-ART
TECHNOLOGY
and
CUTTING-EDGE
INNOVATIONS



WHAT WE DO.

CONTRACTING THAT EXCEEDS YOUR EXPECTATIONS



INSULATION SYSTEMS

- Commercial
- Industrial
- Power
- Process
- Petrochemical
- Cryogenic
- Marine



SPECIALTY SERVICES

- Abatement
- Demolition
- Expansion Joints
- Firestopping
- Industrial Cleaning
- Insulated Panel Services
- Metal Fabrication
- Nuclear Services
- Oilfield Services
- Industrial Coatings
- Scaffolding
- Shrinkwrap Containment
- Solar Energy Services
- Rigging



INTERIOR CONTRACTING

- Pre-Construction Services
- Design Build
- BIM Services
- Metal Stud & Drywall
- Acoustical Ceilings
- Specialty Walls & Ceilings
- Prefabrication Services
- EIFS / Plaster
- Raised Access Flooring
- Theming
- Cleanrooms
- Fireproofing
- Thermal Insulation
- And more...

SINGLE-SOURCE CONTRACTOR

1.800.255.6886 | PCG.COM



SAFETY IS OUR #1 CORE VALUE

PCI'S CULTURE OF SAFETY MAKES THE DIFFERENCE

A safe work environment is the foundation that PCI was built upon. We have created an award-winning safety program, *Target Zero Incidents*, that enables us to exceed the expectations of our customers by providing continuing support, education, training and technical expertise regarding safety. Because PCI focuses on safety at the onset of each project, we minimize the risk for all involved. Our dedication to safety is reflected in our low, industry-leading EMR.

A DRUG-FREE ENVIRONMENT IS A SAFER, HEALTHIER WORKPLACE

PCI is committed to maintaining safe and healthy working conditions. The use of alcohol or other drugs is not tolerated and poses serious health and safety risks to the user and everyone on the job-site. Keeping a drug-free environment has a positive effect on the well-being and morale of our workforce.

NATIONWIDE RESOURCES. LOCAL EXPERTISE. HOME-TOWN SERVICE.



50+ BRANCHES NATIONWIDE

PCI has the resources & manpower to handle ANY size project.

LOCAL EXPERTISE

PCI's experts are knowledgeable in local, regional & nationwide regulations.

HOME-TOWN SERVICE

Our commitment to outstanding customer service, quality craftsmanship & delivering on our promises provides maximum value to our customers.

EMR
INTERSTATE
RANKING

2018

.48

2017

.46

2016

.46

“PCI's total commitment to a drug-free workforce and safe work environment means fewer incidents, the results of which are improved productivity and a high-quality product.”

— Bill Massey
President & CEO

OUR **SAFETY** STANDARDS



12.1 MILLION
MAN-HOURS WORKED IN 2017

12.5 MILLION
MAN-HOURS WORKED IN 2016

12.1 MILLION
MAN-HOURS WORKED IN 2015

PCI IS BUILT UPON A FOUNDATION OF SAFETY

OSHA SAFETY	2017	2016	2015
Injury Related Fatality	0	0	0
Lost Workday Rate	0.20	0.22	0.07
Total OSHA Recordable Rate (TRIR)	0.63	0.56	0.45

PCI HAS DEVELOPED & ADHERES TO THE FOLLOWING SAFETY ELEMENTS:

- Safety Training & Recognition Programs
- Comprehensive Accident Prevention Plan Manual
- Corporate Safety Audit Program
- Formal Substance Abuse Prevention Program
- Formal Monthly Safety Training
- Quarterly Testing on Safety Issues & Techniques
- Aggressive Return-to-Work Program
- Accountability for Safety Performance on Local, Regional & National Levels
- OSHA 30 Hour Classes Required for all Project Engineers
- Safety Department staffed with Professionals in Safety Policies, Procedures, Substance Abuse Prevention & Workers' Compensation Claims Management



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At PCI, our devoted attention to detail is the key to our mutual success. Our expertise in anticipating & evaluating your needs provides superior value to your team, which has a positive effect on your performance.

— Bill Massey, President & CEO

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OUR FINANCIAL SNAPSHOT

STRENGTH IN OUR NUMBERS

REVENUE

2017	\$1.21 billion
2016	\$1.21 billion
2015	\$1.12 billion

PROJECTED REVENUE

2018	\$1.30 billion
2019	\$1.33 billion
2020	\$1.36 billion

BONDING

PER PROJECT	\$75+ million
AGGREGATE	\$750+ million



FINANCIAL INFORMATION

BANKING & BONDING

BONDING AGENT:
TRAVELERS CASUALTY &
SURETY OF AMERICA

DUNN & BRADSTREET NO.
PCG: 17.355.2423
PCI: 13.947.0587

D&B RATING
5A2

LARGEST CONTRACT:

\$72 MILLION

KAISER OAKLAND HOSPITAL
OAKLAND, CALIFORNIA

Financial Information Reflective of Performance Contracting Group, Inc.

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INDUSTRIES SERVED

COMMERCIAL

- Healthcare
- Municipal / Government
- Hospitality
- Education / Institutional
- Food & Beverage Manufacturing
- Aviation Construction
- Cleanroom
- High Tech / Labs
- Retail / Office
- Pharmaceutical & Biotech
- Pulp & Paper
- Renovation
- Theming & Entertainment
- Multi-Use Buildings

INDUSTRIAL

- Power (Non-Nuclear)
- Manufacturing
- Nuclear Power
- Process / Refining / Chemical
- Petrochemical
- Marine
- Cryogenic
- Alternative Fuel



AT THE HEART OF PCI

SAFETY

PCI consistently has one of the lowest EMRs in the country, due in large part to Target Zero, our innovative Safety Program. Every employee receives targeted safety training throughout the year, in the field and in the classroom.

TRAINING

PCI requires comprehensive training for all our foremen, superintendents, managers, estimators, engineers, and administrative personnel. With our advanced job skills programs, we develop the most capable professionals who perform the best service for our customers.

STRENGTH

PCI continually ranks as one of the Top Specialty Contractors in the nation by *Engineering News-Record* magazine. Our strong financial credentials allow us to provide excellent bonding and insurance for our customers' protection.

ETHICS

Integrity and reputation are fundamental to our success. That's why we developed the *Principles of Business Conduct*. This provides guidance for employees to maintain the highest standards of ethical and legal practices in the industry.

FOR CUSTOMER SERVICE, CALL:

1.800.255.6886

LEARN MORE TODAY. VISIT:

www.PCG.com