

PINNER CONSTRUCTION

100 Year Anniversary



Presented by



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Pinner Construction Celebrates 100 Year Anniversary Q&A With CEO Dirk Griffin

Company Name: Pinner Construction Co., Inc.
Services Provided: General Contracting and Construction Management
Geographic Target Areas: Southern California
Corporate Headquarters: Anaheim, CA

The people of Southern California have entrusted Pinner with their building needs since 1919. Over the last century, the sustained growth of the firm, coupled with an unwavering commitment to excellence, has allowed Pinner to provide top tier customer service and truly one-of-a-kind project delivery to a variety of clients.



Historically, Pinner has specialized in constructing large, complex public projects such as state-of-the-art science laboratories for colleges and universities, large educational campuses for school districts, comprehensive modernizations of existing school facilities as well as essential services projects.

We caught up with Pinner's CEO Dirk Griffin to learn more about what makes the company unique and where he sees the firm as well as the construction industry going in the years ahead.

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LACCD Harbor College Science Complex – USGBC Project of the Year & LEED Platinum

TAFT ELECTRIC COMPANY WOULD LIKE TO CONGRATULATE PINNER CONSTRUCTION ON THEIR 100 YEAR ANNIVERSARY IN THE CONSTRUCTION INDUSTRY



Taft Electric Company would like to Congratulate Pinner Construction on their 100 Year Anniversary in the Construction Industry. As a valued partner, we can always count on Pinner and their Team to deliver projects on time and within budget. They operate with a sense of Integrity and Core Values that allow them to continue to grow their portfolio and client base as well as maintain long lasting relationships across the Industry.

We are proud to celebrate this milestone and would like to wish everyone who is a part of the Pinner Team continued success for the next 100 years!

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CELEBRATING 100 YEARS OF TRUST & QUALITY

Pinner Construction Co., Inc. celebrated 100 years of delivering trust and quality as one of California's preferred builders. As we look to the next 100 years and beyond, we aim to expand our community of professionals, while providing our Clients with a quality building experience on every project.

A nationally recognized builder, Pinner Construction provides a variety of services to a multitude of Clients and markets sectors. If you are interested in learning more about our thriving community, please visit our website or reference the contact information below.



Visit us at www.pinnerconstruction.com



LAUSD Olguin High School Campus (LEED Gold)

PINNER

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QUESTION: Congratulations on 100 years of construction. That is an amazing accomplishment. When and how did the adventure begin for the Pinner team?

Dirk Griffin: Thank you! We are so grateful to our clients and subcontractors for all of their support and effort. Without our partners in the industry working side by side with our amazing employees we certainly wouldn't be here today. Things all began in 1919, when Arthur Pinner founded the company as an independent masonry contractor. Working amidst a post-war economic boom and increased demand for an assortment of new facilities, Pinner Construction recognized the growing need for quality workmanship, and delivered on those demands, while expanding and enriching its scope of work. Since its founding, Pinner Construction has experienced sustained growth by providing quality services to the bustling Southern California construction industry.

During the next several decades, the firm began to thrive in larger size projects with an emphasis in public works. Shortly after the company's incorporation, Pinner, began working on public schools in Los Angeles prior to the actual formation of the Los Angeles Unified School District (LAUSD).

The company's portfolio in vertical and horizontal projects continued to grow



LAUSD Monroe HS – Industrial Arts Building (LAUSD's first robotics classroom)

during the next 65 years. Their focus was developing a strong market presence in Southern California.

Since I acquired the company in 2017, I have worked extensively to continue to grow the firm responsibly in terms of revenue and market share. We have nearly doubled our year over year revenue and number of employees during my tenure. It is important to me that we continue to provide the proper infrastructure and support to our project teams to ensure we are growing responsibly. It's all about scalability. Our Company works hard to provide leadership, methodologies, process and procedures to ensure our projects are built right and on time.

QUESTION: What types of projects have you been working on lately?

Dirk Griffin: We are very proud of our ability to continue to exceed the expectations of our long-term clients. As a result, we have had the pleasure to construct some of our largest projects to date, including the design-build comprehensive modernization of an entire high school campus in Los Angeles.

We also enjoy the efforts of developing new professional relationships that are built on trust and collaboration. We are honored to construct a new fire boat station for the Port of Long Beach and a state-of-the-art science building for a new education client in Orange County. In fact, we are currently constructing three

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Dirk Griffin of Pinner Construction
on their 100 years!

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Anaheim Union High School District – Dale Jr HS

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major education projects in Orange County. It is also exciting having the opportunity to build in your own backyard because we are providing amazing opportunities for local students to learn as well as keeping school bond dollars local by using Orange County vendors and residents to build our schools.

QUESTION: You mentioned technology a moment ago, what improvements have you seen in terms of the types of facilities you are delivering to the public?

Dirk Griffin: We are very excited to participate in public projects right now. The types of schools we are constructing are start-of-the art facilities. We are maximizing educational spaces by constructing flexible classrooms which can be quickly re-organized based on the curriculum, learning habits of the students and teaching styles of the educators. We live in Southern California, so our projects take advantage of our climate through outdoor learning spaces. Our buildings are also highly sustainable. Many of our facilities far exceed California's already stringent energy codes and in some-cases actually are so self-sufficient that they don't produce any carbon emissions at all.

Pinner's projects are also geared towards the technology of tomorrow. Our firm recently completed Los Angeles Unified School District's first robotics laboratories and classrooms. Providing students' the ability to learn the most current



Pinner Employee Social – held quarterly

technology and science will benefit us all.

QUESTION: What makes you the most-proud of your Company?

Dirk Griffin: Pinner Construction's employees! Employees are the key to a successful construction company in a thriving market. We must maintain a high level of quality control and supervision of all of our projects. Many of our jobs are constructed on active school campuses so safety is paramount.

I'm proud of the fact we have had very low attrition over the past several years. We continue to provide opportunities for growth. We exceed the industry in terms of compensation and benefits. Simply stated, we treat our employees the way I would want to be treated.

Our team has worked so hard to take us where we are today. Due to the complexity of our projects and the inability to receive the entire work zones at one time, many of our projects are phased and can therefore last several years. It is so wonderful to see the investment of time our employees make in their assignments. Their efforts do not go un-noticed and are frequently rewarded.

QUESTION: Has the industry taken notice of your recent success?

Dirk Griffin: I would say we are definitely making large size companies take

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Anaheim Elementary School District – Sunkist ES Topping Out Party

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notice. Our Company has humbly accepted many prestigious awards recently including: the United States Green Building Council's Project of the Year, the Design-Build Institute of America's Award of Distinction and the Coalition for Adequate Student Housing Leroy F. Greene award for modernization / transformation.

QUESTION: Does your firm provide other services than just general contracting?

Dirk Griffin: In addition to general contracting, we provide turnkey construction services through the design-build method where our firm retains the design-team as part of our team. We have found that this method is the most time efficient way to deliver a project. We recognize the importance of bringing a project on line as quickly as possible which benefits both ourselves and our clients through controlling costs. Our company also provides construction management services. Just last year, we utilized this project delivery method to complete more than \$20M of HVAC modernizations at seven different school sites in 60 calendar days. The faculty and students were simply amazed to have air conditioning when they came back for the fall semester. These particular schools didn't have any HVAC systems before we completed the work. So, you can imagine how happy they were when temperatures exceeded 100 degrees and their classrooms were cool and comfortable allowing students to concentrate on their studies.



Pinner Construction's NAWIC Chapter

QUESTION: You talked about providing opportunities for growth of your employees. Tell us more about that.

Dirk Griffin: Our ultimate goal is to grow our business vertically. We really pride ourselves in playing a pivotal role in the vertical advancement of our team members. Many of our leadership team consists of 20+ year Pinner employees. Several of our mid-level managers began their careers as interns or joined us right out of college in entry level positions.

We provide our employees the opportunity to be mentored by more senior staff; Pinner also provides reimbursement for education and we encourage participation in wonderful organizations such as the Association of General Contractors' Construction Leadership Council as well as the National Association of Women in Construction.

QUESTION: What is next for Pinner Construction?

Dirk Griffin: We want to continue to provide excellent service to our long-standing clients while also expanding our business both geographically and market sector wise. We feel that our core philosophy, management practices and collaborative process will cross over well to different types of construction. We are very interested in meeting new clients to offer solutions to their goals and objectives.

QUESTION: What sets Pinner Construction apart from its competition?

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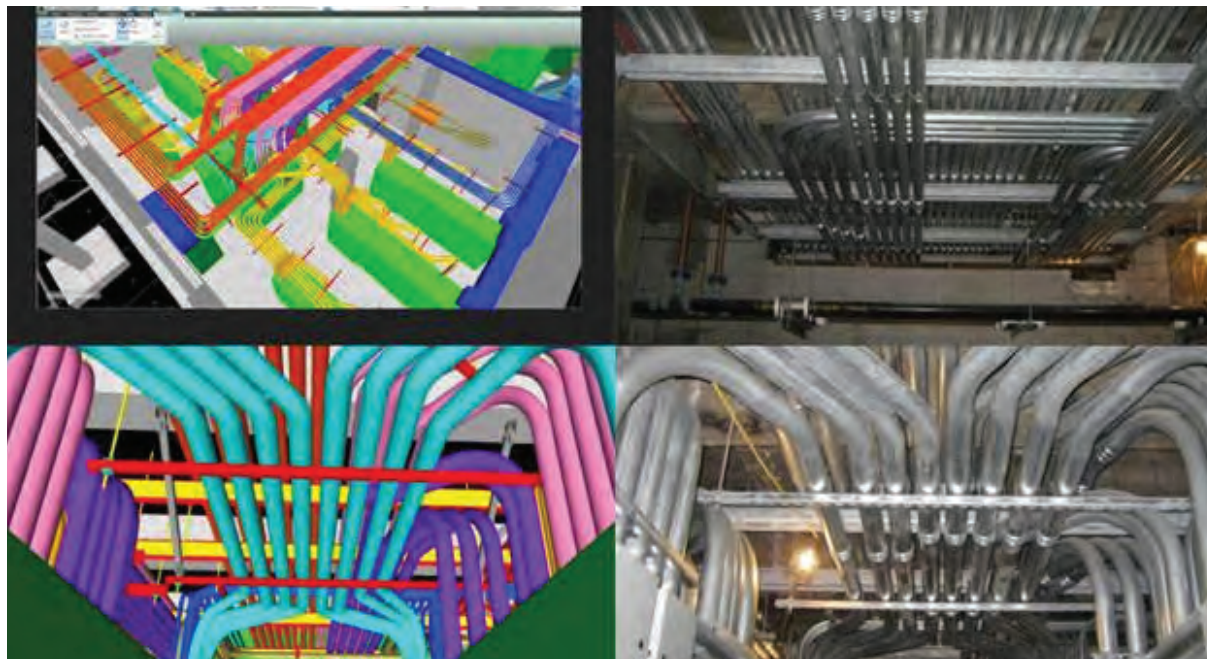
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To find out more and to see how IT Advantage can help your business, call Michael Gilbert at (714) 517-7447, or visit their website at www.itadvantage.net.





Taft Electric Announces 100% Employee Ownership

Taft Electric Company, a leader for over 70 years in electrical construction, is proud to report that it has become 100% employee owned through an Employee Stock Ownership Plan (ESOP). This announcement signals the beginning of their new ownership structure that will continue to operate with the same vision and leadership previously established. Primarily a retirement benefit for the company's non-collectively bargained employees, the ESOP will supplement 401(k) plans and health benefits, plus issue ownership shares to all participating employees at no cost. To further benefit the newly formed stakeholders, the plan aims to create financial stability while rewarding productivity and efficiency, in turn positively impacting the work environment. The program is also designed to retain talented staff and attract qualified candidates to this growing company. "We are thrilled to bring in a new generation of ownership to Taft Electric through our Employee Stock Ownership Plan. This represents our long-standing commitment to the future and success of the company," said Jim Marsh, President/CEO of Taft Electric. "We are working on



developing a high-involvement culture that collectively works toward continuous company growth and provides our clients the highest level of service, quality and craftsmanship. "Paula Miller, Executive Assistant and Human Resources Director, who has worked at Taft Electric for over 41 years, stated, "I am honored to be part of a company that works toward the betterment of its employees and believe this is a great opportunity for skillful individuals that want to join our team and grow with us." Taft Electric is a well-established and growing company that prides itself on delivering superior performance with proven results. Since 1946, Taft Electric has been committed to its employees, the community and the construction industry as a whole. Taft Electric has won numerous electrical excellence awards for their work with high-profile clientele including the U.S. Military, Amgen and several local City and healthcare entities. For more information please contact: Travis Roy, Vice President of Business Development (661) 438-8410 Direct, (805) 320-4491 Cell or taftelectric.com.



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"Frequently, we find that our clients have a combination of needs when it comes to their commercial real estate space," commented Drzyzga. "Many tenants need office space for administrative and service functions as well as warehouse space for inventory, distribution and manufacturing needs. Teaming up was an obvious solution because it allows us to provide better advice and a broader scope of services to our clients."

If you have a complex situation or your business requires different types of commercial space, contact us today to experience the benefit of working with two specialists, who also have a wide-range of leading edge resources and support at our fingertips.



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Dirk Griffin: I would say our reputation in terms of value, longevity and drive to take the Company where we want it to go. Our firm has worked extremely hard to gain the experience and knowledge necessary to provide a high-quality service to our clients. We provide a much needed service in a very unique market. It is nearly impossible for a construction company to enter our market sector without proven firm and employee experience of working on large scale projects of similar size and complexity, built in accordance to local codes and ordinances.

QUESTION: What is rewarding to you about the construction industry?

Dirk Griffin: Construction is certainly not an easy industry to thrive in. It takes a lot of hard work, attention to detail and careful planning. I really enjoy getting to know our clients, subcontractors and employees. It's the people that make the business fun and lucrative.

QUESTION: You have personally been in the industry for more than 20 years. What improvements have you seen in your career that you feel mattered the most?

Dirk Griffin: Interesting question... Obviously technology has played a big role in the increase of production in the industry. I think the industry could be even more productive if we were able to see more of a synchronization of technology in terms of the requirements of government, contractors and design teams. I am grateful for the industry's recognition towards safety. The changes in law, contractual requirements to hire subcontractors with a proven and verifiable positive safety



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history and advancement in training and equipment has made a tremendous impact in our industry.

I believe the next advancement our industry needs to make is to provide a clear and unified message that construction is a safe, fun and profitable industry to work in. I always find the reaction to those who are not familiar with prevailing wages for trades persons amazing. Nobody seems to realize an experienced electrician or carpenter can make six figures.

QUESTION: How does Pinner Construction's project provide value to the community during construction?

Dirk Griffin: On many of our projects, we set high goals to hire local workers. In many cases, more than 50% of our work force consists of a combination of local workers and veterans. Further, our company far exceeds State goals to utilize subcontracting companies owned by disabled veterans. Historically, our subcontractor workforce on any given project is typically at least 25% small business enterprises. We really take pride in using our local community to help construct our projects.

OCBJ: What is next for Pinner Construction?

Dirk Griffin: We want to continue to provide excellent service to our long-standing clients while also expanding our business both geographically and market sector wise. We feel that our core philosophy, management practices and collaborative process will cross over well to different types of construction. We are very interested in meeting new clients to offer solutions to their goals and objectives.

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Pinner Construction on
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It's always a pleasure to recognize the achievement of
our clients. Best wishes for the next 100 years!

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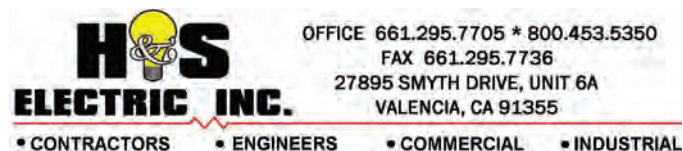
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Technology Spotlight: Bluebeam Revu

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