



Building More
Than Buildings®

Gilbane Building Company

San Jose, CA

January 14, 2022

Golden Pitch Ally Series



Jeffrey Park
Vice President / Operations Manager



Gilbane Cares

Because we're all one family.

Founded in
1870

Family-Owned, Privately-Held with 4th, 5th and 6th generation family members actively involved.

3,000+
Employees

Annual Revenue
\$6.5 billion

Our Core Values



Teamwork



Integrity



Tough-mindedness



Dedication to Excellence



Loyalty



Discipline



Caring

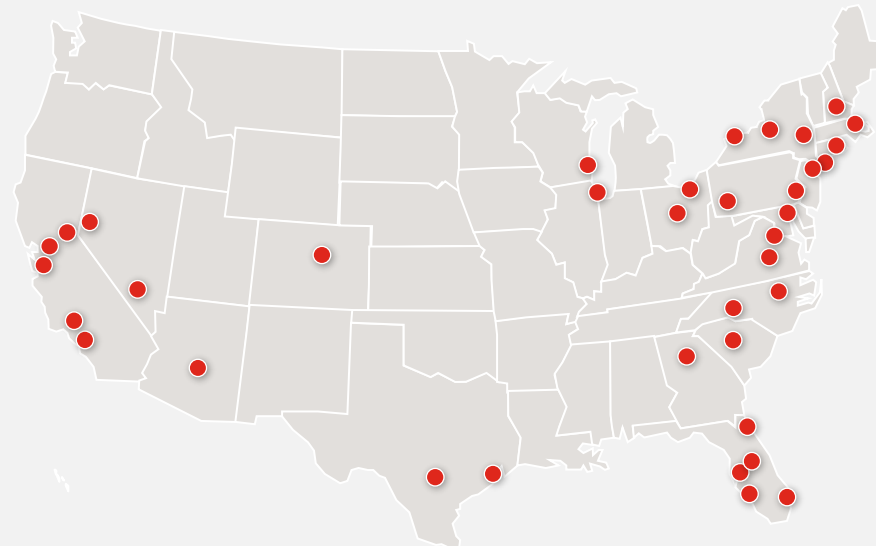


Entrepreneurship

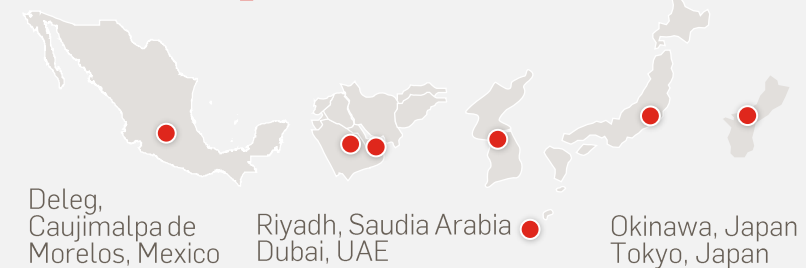
Over

75%

of our work is from repeat clients



45+ Offices
Worldwide



Gilbane in California

25 Years

Building Northern California

\$308.7 million

work in place in 2020

175

Construction Professionals



Celebrating Our Differences – An Inclusive Culture at Gilbane

Gilbane's 2020 Workforce

27% Women

21% Minorities

25% Women & Minorities in Leadership Positions

Employee
Resource
Groups (ERG)



Key Market Sectors



Cultural & Performing Arts



Hospitality



Industrial



Residential



Corporate/
Commercial



Fuels



Interiors



Sports & Public Assembly



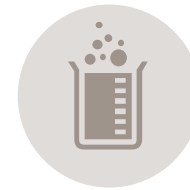
Criminal Justice



Healthcare



K-12



Science & Technology



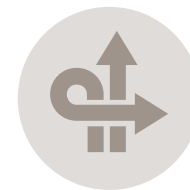
Federal



Higher Education



Mission Critical



Transportation

Delivery Methods

CM CM AT-RISK
at-Risk

CM CM AGENT
Agency

 DESIGN-BUILD

 INTEGRATED
PROJECT
DELIVERY

 PROGRAM
MANAGEMENT

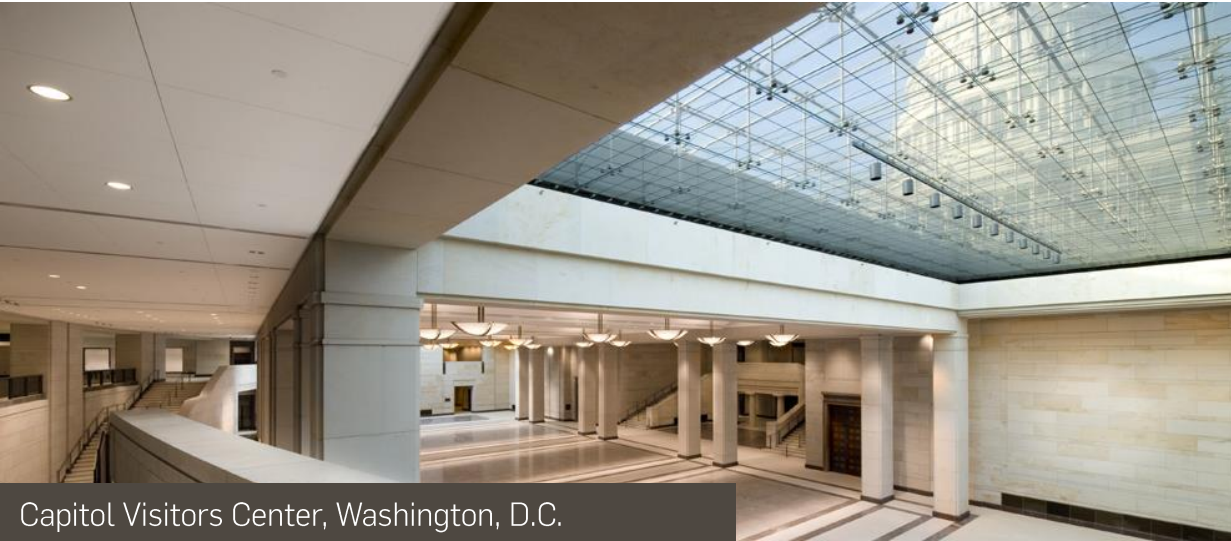
 LUMP SUM
GENERAL
CONTRACTING

 PERFORMANCE
BASED
CONTRACTING

 CONSULTING
SERVICES



Notable National Projects – Building America



Capitol Visitors Center, Washington, D.C.



Winter Olympics, Lake Placid, NY



World War II Memorial, Washington, D.C.



55 Hudson Yards, New York, NY

Local Northern California Projects



Economic Inclusion and Community Development

An Economic Engine for the Local Community



Our commitment is truly about
building capacity.

Small and Diverse Business Commitment

- Bid Package Alignment to Marketplace Capacity
- Multi-faceted Outreach Approach
- Proven Solutions to Address Barriers
- Comprehensive Monitoring & Reporting



GILBANE CONTRACTOR
TRAINING PROGRAM



Proactive Procurement

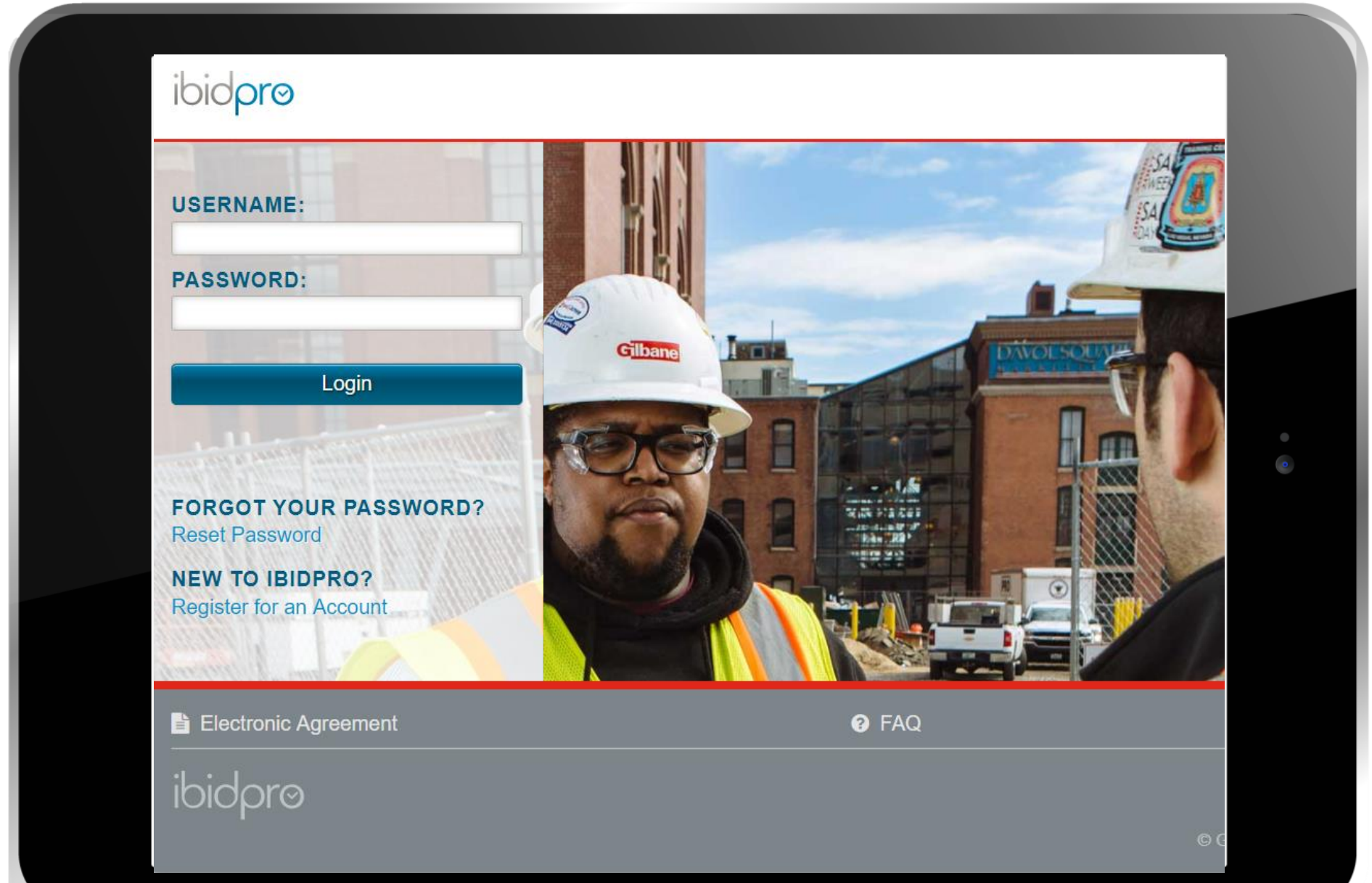
- Procurement process
- Subcontractor risk analysis
- Receive bids/review, conduct scope review meetings with lowest 2-3 subs



Best Practices

- ✓ Purchasing team dedicated to outreach
- ✓ Maximum local participation – keep money local
- ✓ Excellent relationships with the local subcontractor market

Contractor
Prequalification
System that
Allows Gilbane
and Fidelity to
View Bids in
Real-Time



WE ARE COMMITTED TO BUILDING

- ✓ BUILDING IN CALIFORNIA
- ✓ BUILDING DIVERSE RELATIONSHIPS AND PROVIDING OPPORTUNITIES
- ✓ BUILDING RELATIONSHIPS



Together

Prequal site:
www.ibidpro.com

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