

2017 AFP Summit

September 21, 2017



**BRASFIELD
& GORRIE**
GENERAL CONTRACTORS

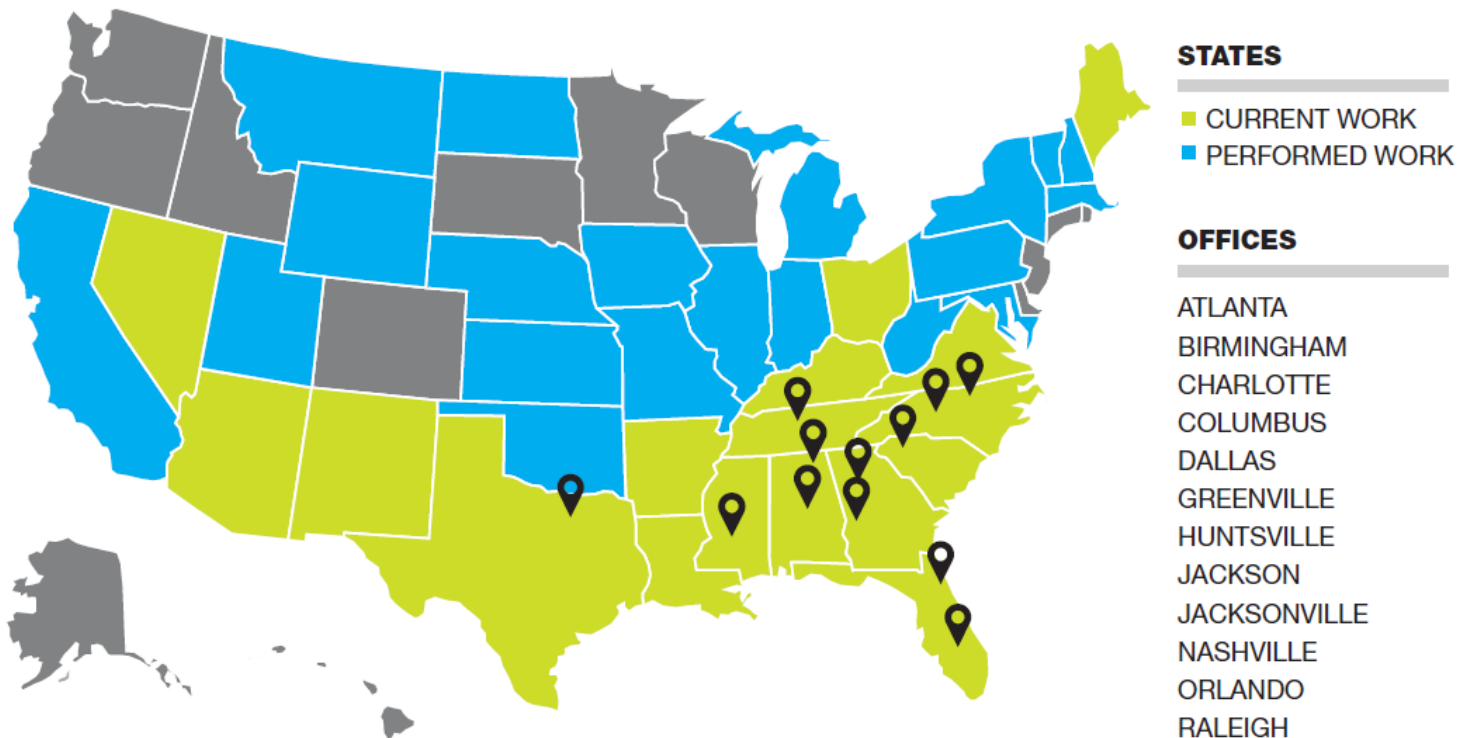


Company Snapshot

- Founded in 1964 with Headquarters in Birmingham
- Privately Held Company with 2,500+ Employees
- All Owners are Active Employees
- \$3.0 Billion Annual Revenue
- 175+ Active Jobsites
- Average Job Size \$14.0 Million
- Performed Work in 37 States
- Currently Working in 18 States



Company Footprint



Company Overview

12 Regional Offices



Atlanta

1990 Vaughn Road, Suite 100
Kennesaw, GA 30144

678.581.6400



Birmingham

3021 7th Avenue South
Birmingham, AL 35233

205.328.4000



Charlotte

521 East Morehead Street, Suite 100
Charlotte, NC 28202

704.632.1081



Columbus

1027 Front Avenue
Columbus, GA 31901

706.507.6600



Dallas

8350 N. Central Expressway, Suite 1000
Dallas, TX 75206

214.624.5500



Greenville

1 North Main Street, Suite 904
Greenville, SC 29601

864.704.1300



Huntsville

15040 AL Highway 20
Madison, AL 35756

256.970.1463



Jackson

4450 Old Canton Road, Suite 208
Jackson, MS 39211

769.777.3030



Jacksonville

4601 Touchton Road
Building 300, Suite 3190
Jacksonville, FL 32246

904.256.6800



Nashville

1201 Demonbreun Street, Suite 200
Nashville, TN 37203

615.313.2900



Orlando

941 West Morse Blvd., Suite 200
Winter Park, FL 32789

407.562.4500



Raleigh

3700 Glenwood Avenue, Suite 300
Raleigh, NC 27612

919.790.9272



Company Overview

32 Operating Divisions

7 Regions

- Region 1 – Atlanta (Office, Retail, Mixed Use) and Dallas
Rob Blalock, Region President
- Region 2 – Atlanta Healthcare, Raleigh, and Charlotte
Trey Sanders, Region President
- Region 3 – Orlando and Jacksonville
Tim Dwyer, Region President
- Region 4 – Birmingham (Commercial, Industrial, Federal)
Trey Clegg, Region President
- Region 5 – Birmingham Heavy
Brian Barr, Region President
- Region 6 – Birmingham Healthcare and Nashville
Todd Jackson, Region President
- Region 7 – Atlanta (Corporate Services, Education, Sports and Entertainment), Columbus, and Greenville, SC
Keith Johnson, Region President



Company Overview

14 MARKET SECTORS



Aerospace



Commercial



Education



Energy



Government



Healthcare



Hospitality



Industrial



Infrastructure



Mission Critical



Multifamily



Senior Living



Sports/Entertainment



Water



Company Overview



Engineering-News Record National

- Top 400 Contractors No. 30
- Top Contractor in Healthcare No. 3
- Top Contractor in Aerospace No. 4
- Top Green Contractor in Healthcare No. 5
- Top Contractor Sports No. 10
- Top 100 in New Contracts No. 25



Engineering-News Record Southeast

- Top General Contractor No. 1
- Top Private Contractor No. 1
- Top Georgia Contractors No. 1
- Top Green Contractor No. 2



Building Design+Construction Giants 300 Report

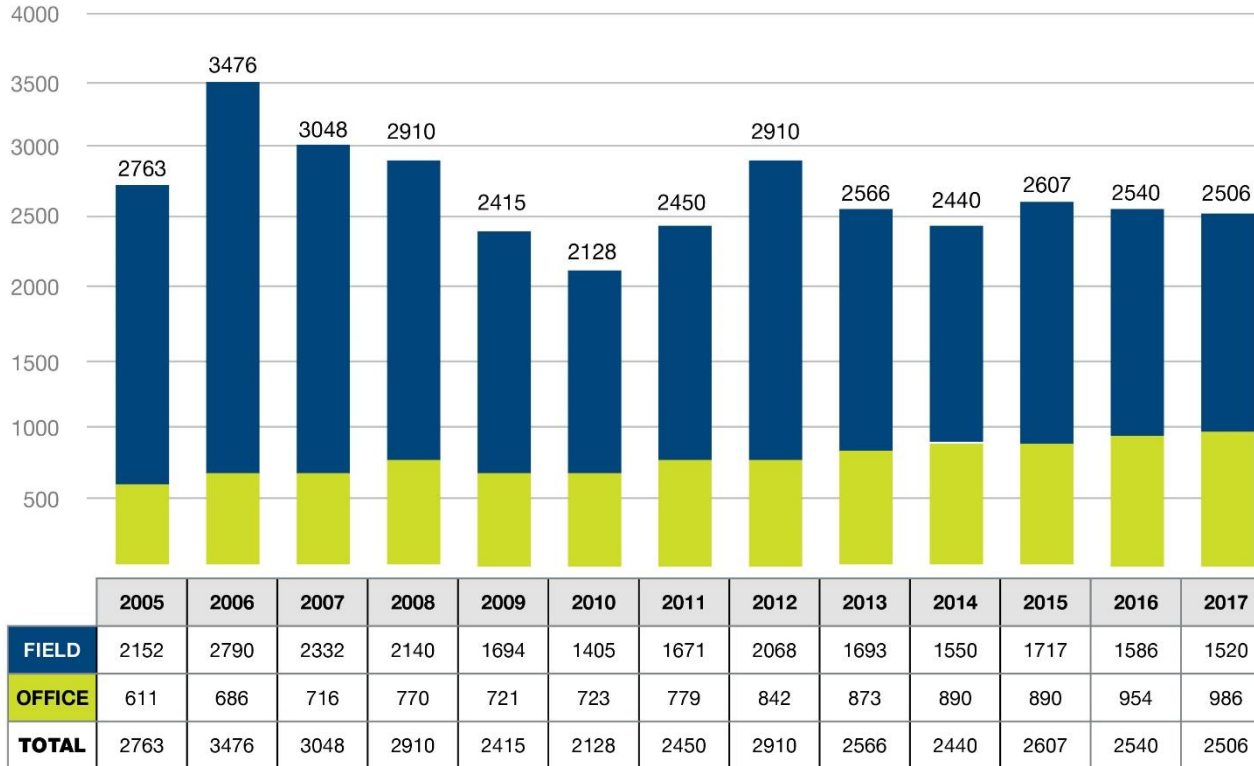
- Top Contractor No. 18
- Top Religious Facility Construction No. 1
- Top Healthcare Sector Construction No. 4
- Top Federal Government Construction No. 8
- Top Sports Facility Construction No. 9
- Top BIM Construction No. 26



Associated Builders and Contractors National

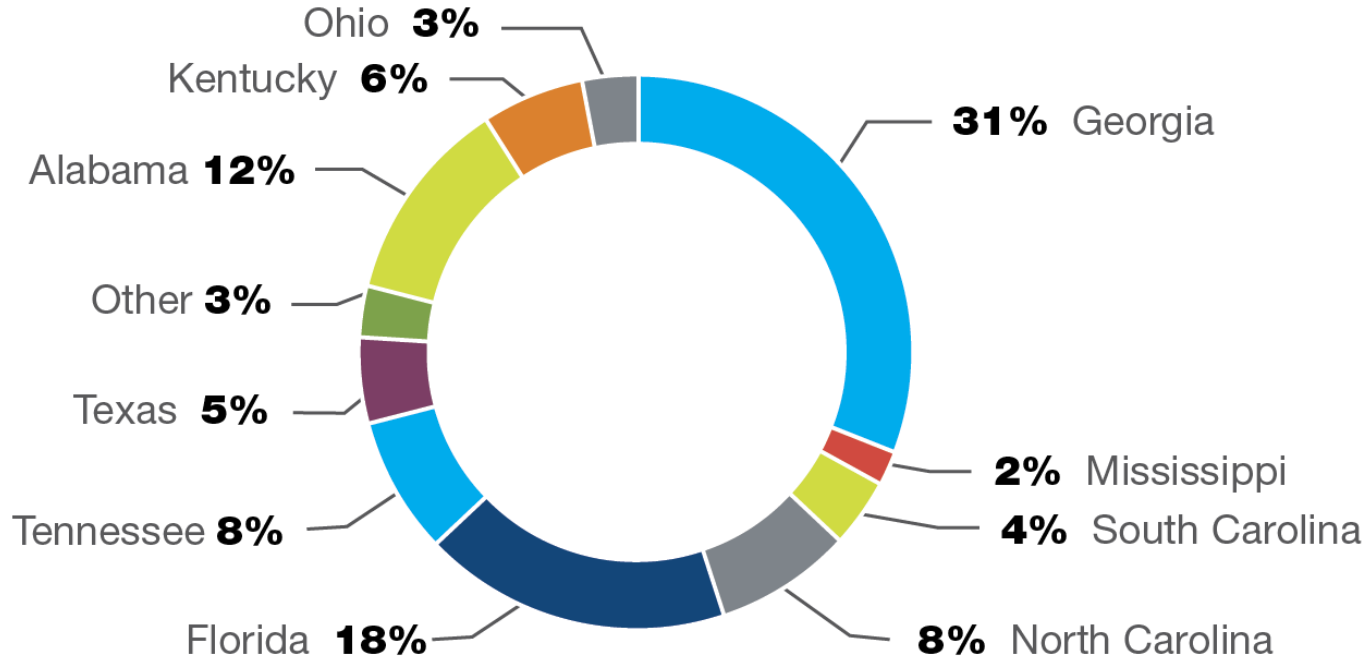
- Five National ABC Eagle Awards
- Three National ABC Pyramid Awards
- Productivity Award
- Greener Tomorrow Award
- Design-Build Award
- Contractor of the Year (2014)

Employee Trends



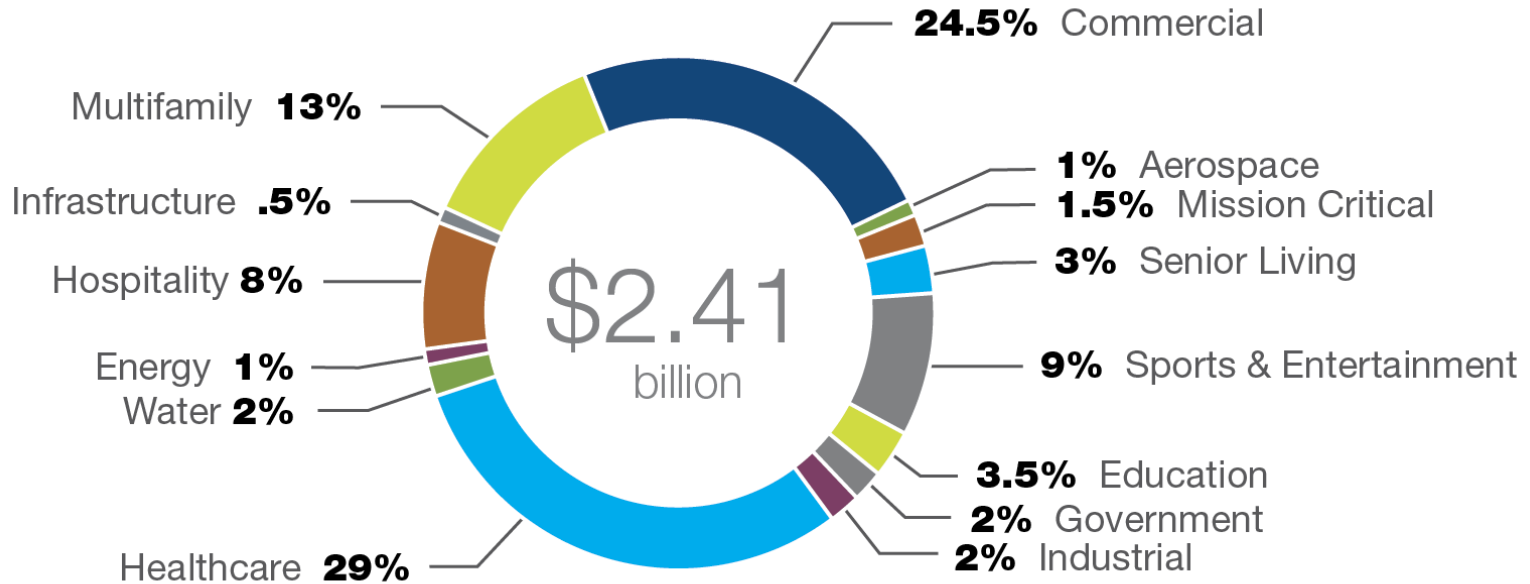


Work Mix by State

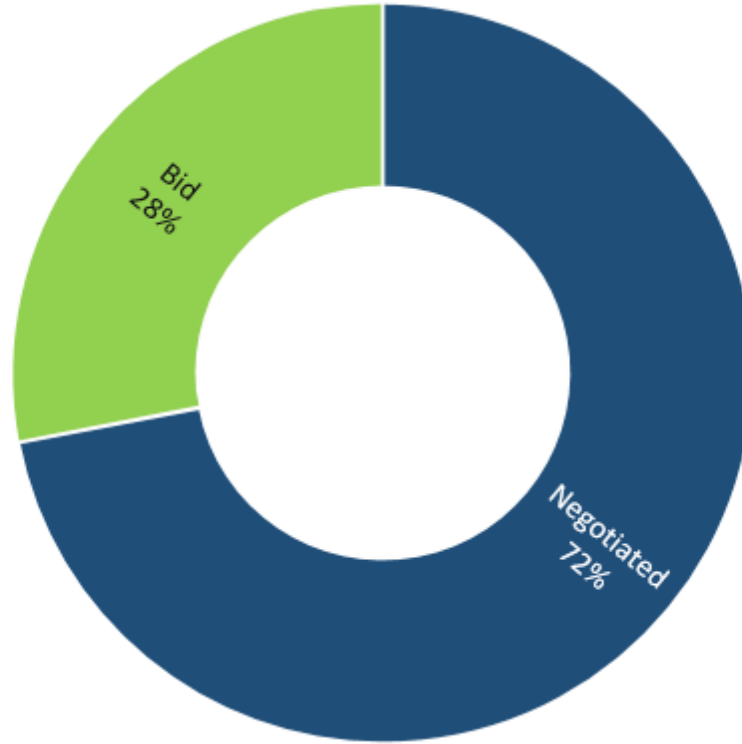




Work Mix by Market Sector

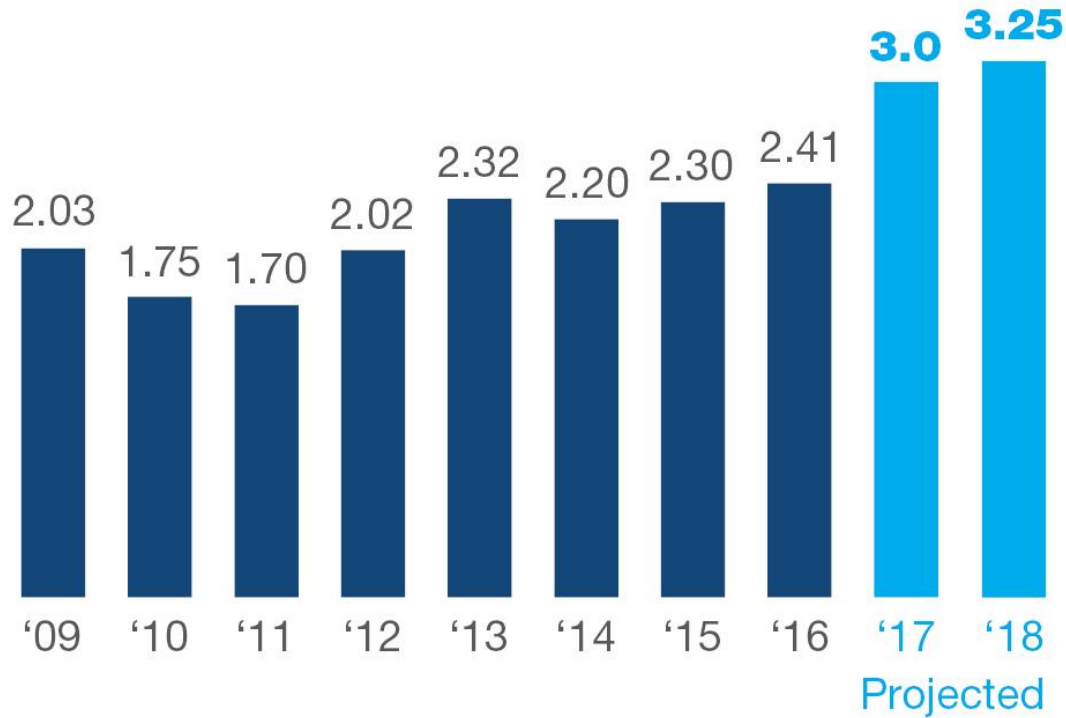


Work Mix by Type





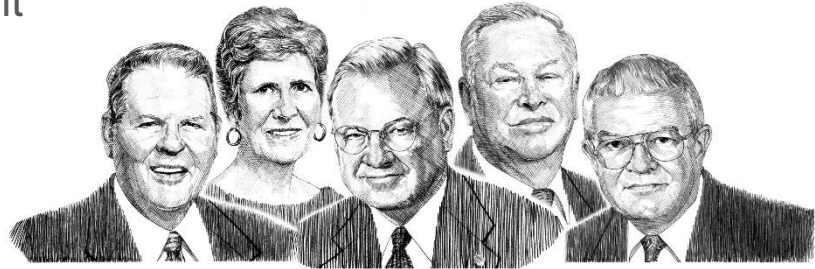
Gross Revenues in Billions





Our Culture - What Makes Us Unique

- Founders Set the Tone / 53-Year Track Record
- Self-Perform Capability / Training Programs
- Risk Tolerance / Unique Projects
- “One Company” Focus
- Internal Leadership Development
- Market Diversification
- Innovation
- Meeting Commitments
- Relationships
- Our People
- Commitment To Our Communities



Jim Anthony • Imogene Powell • Miller Gorrie • James Harbison • John Darnall

St. Vincent's Hospital Birmingham



UAB Women & Infants Center/Radiation Oncology & POB





Westin





Kirklin Clinic





Grandview



BellSouth Tower & Regions (AmSouth) Harbert Plaza



One Federal Place



Pepper Place





Blue Cross Blue Shield Corporate Office





Energen Plaza





Brookwood Mall





Jenkins Brick





Independent Presbyterian Church Addition





Temple Emanu-El



Village Creek Wastewater Treatment Plant



McWane Center



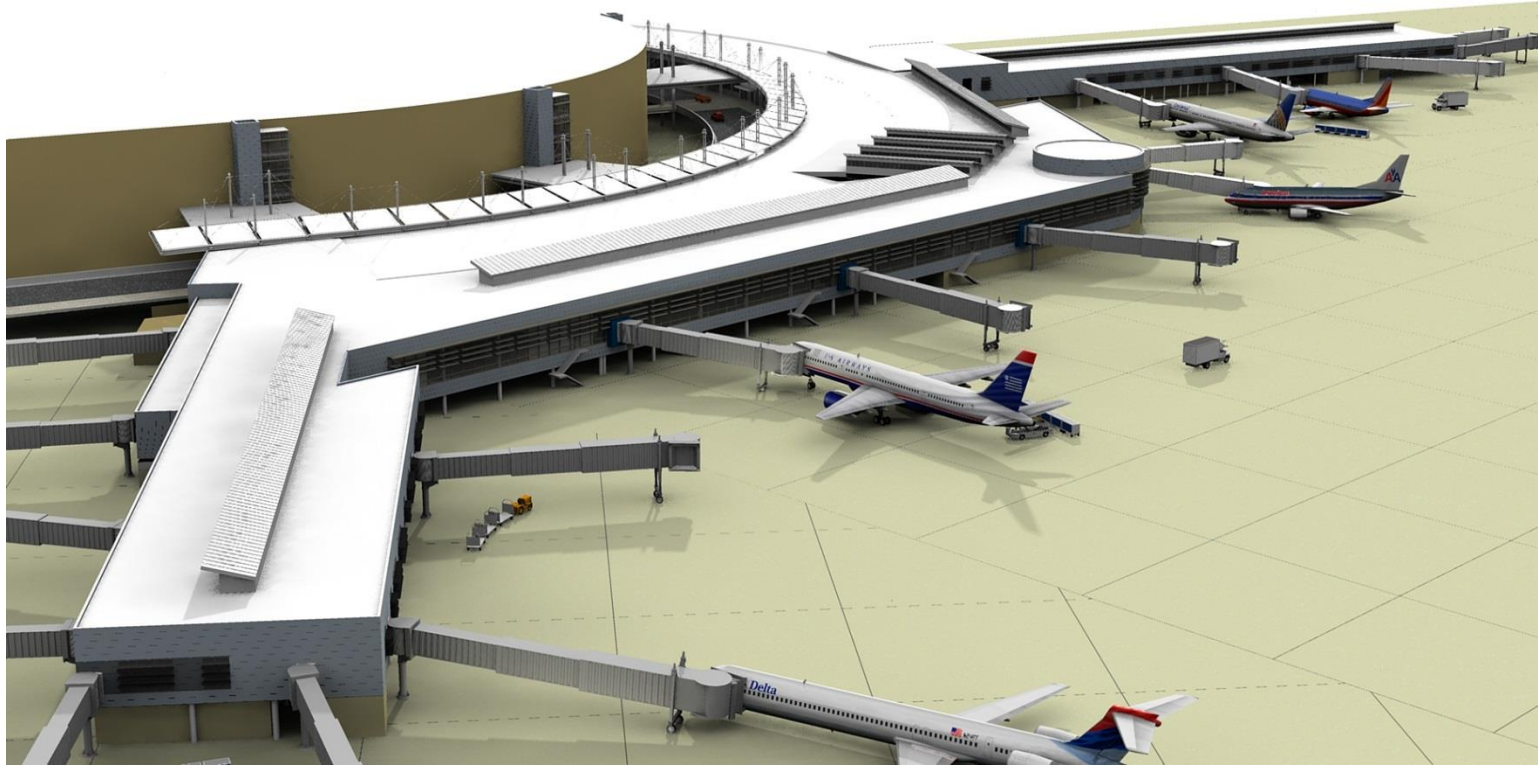
I-65 Bridge Replacement (37 days)



I-20/59 Bridge Replacement (38 days)



Birmingham-Shuttlesworth Airport



Fair Park



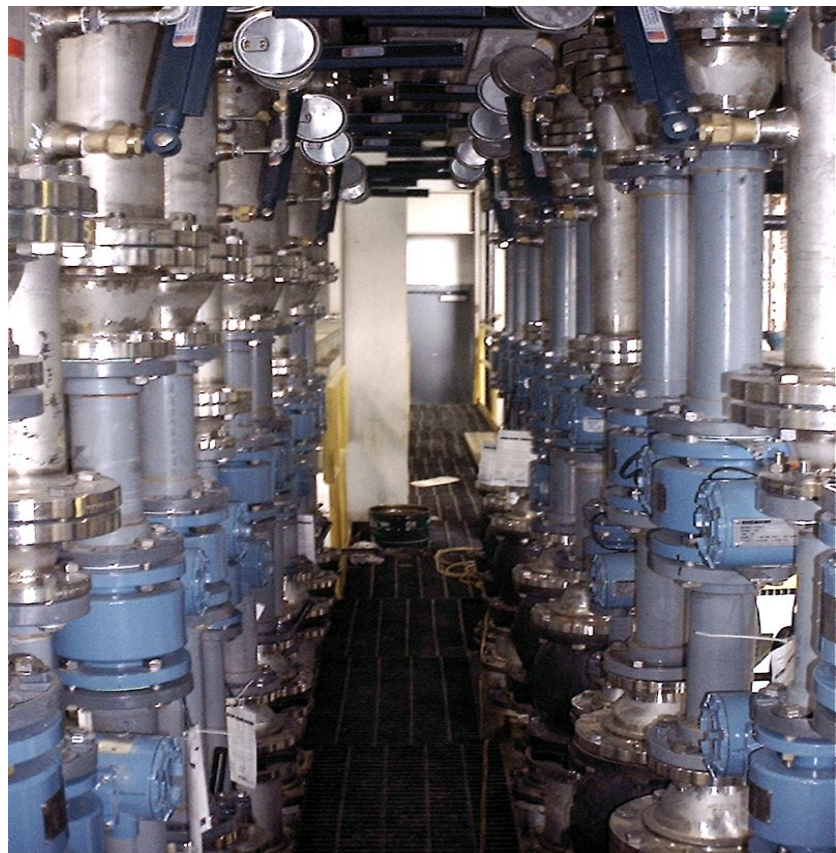


Railroad Park





ACIPCO Contiarc Furnace



Colonial Pinnacle at Trussville





O'Neal Steel



Birmingham Library





Samford University



Regions Field





Corner High School





Homewood Middle School



Hugo Black Federal Courthouse





Park 35 on Clairmont



SunTrust Park / Atlanta Braves



Industry Outlook



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ABC Construction Backlog Indicator Q1 2017

CONSTRUCTION BACKLOG INDICATOR				
Region	Months of Backlog	% Change		Change from Q4 2016
Northeast	8.68	2.8%	+	0.24 months
South	9.83	2.5%	+	0.24 months
Middle States	8.53	10.0%	+	0.78 months
West	7.78	25.6%	+	1.58 months
Industry				
Commercial/Institutional	8.90	11.1%	+	0.89 months
Heavy Industrial	5.88	7.1%	+	0.39 months
Infrastructure	11.03	4.2%	+	0.44 months
Company Size				
<\$30 Million	7.86	5.3%	+	0.39 months
\$30-\$50 Million	10.28	24.5%	+	2.02 months
\$50-\$100 Million	9.67	4.9%	+	0.45 months
>\$100 Million	11.80	9.4%	+	1.01 months



Architecture Billings Index July 2017

Billings

Current
51.9

Last month
54.2

Design Contracts

Current
56.4

Last month
53.7



Above 50

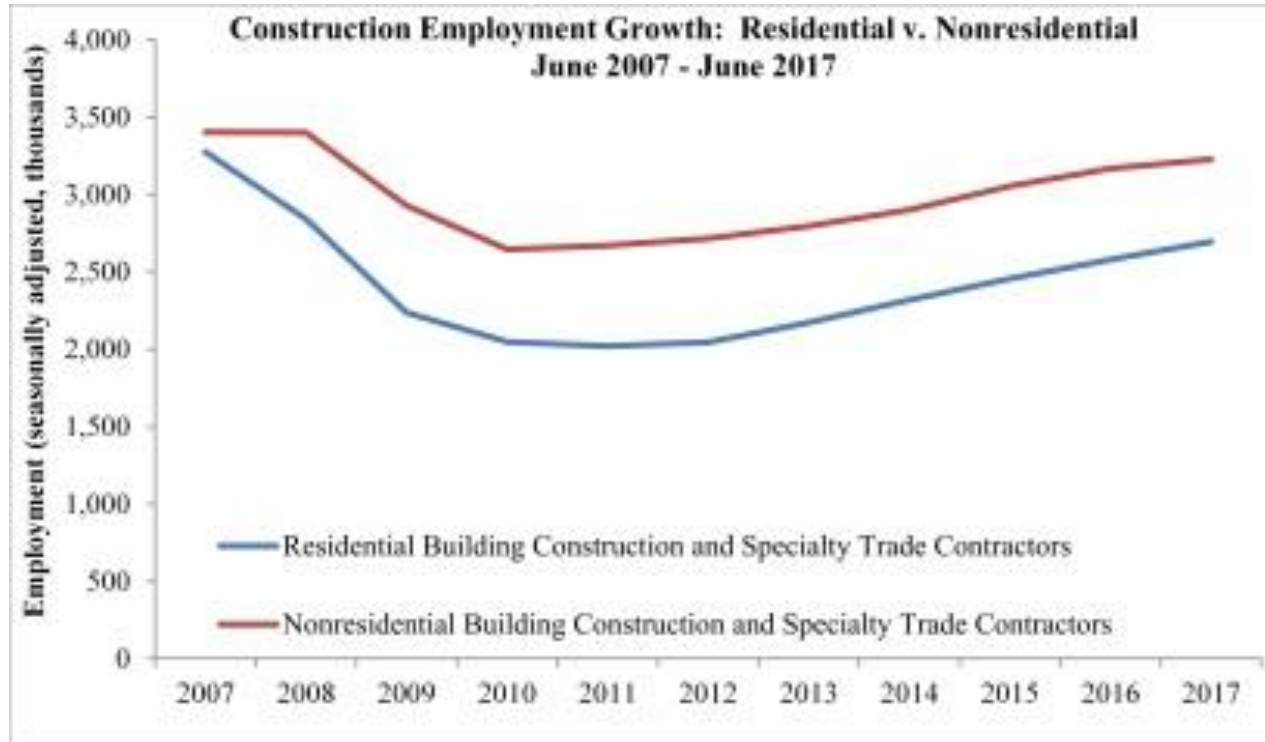


Below 50

No change
from
previous
period

50

Construction Employment



Source: Bureau of Labor Statistics

Construction Cost Index (ex Labor)



Source: U.S. Bureau of Labor Statistics

FMI Construction Forecast Q2 2017

Construction Put in Place Estimated for the United States

Change From Prior Year - Current Dollar Basis
2nd Quarter 2017 Forecast (Based on Q4 2016 Actuals)

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
RESIDENTIAL BUILDINGS										
Single-family	22%	29%	13%	20%	6%	8%	6%	4%	3%	4%
Multifamily	45%	37%	32%	24%	6%	6%	3%	2%	4%	4%
Improvements*	-7%	5%	10%	11%	5%	8%	3%	2%	1%	2%
Total Residential Buildings	9%	19%	14%	17%	5%	8%	5%	3%	2%	3%
NONRESIDENTIAL BUILDINGS										
Lodging	19%	24%	24%	30%	25%	6%	4%	3%	2%	5%
Office	5%	0%	23%	18%	25%	9%	7%	3%	2%	4%
Commercial	11%	12%	18%	6%	11%	10%	5%	2%	2%	3%
Health Care	6%	-4%	-5%	5%	2%	2%	4%	5%	4%	5%
Education	0%	-7%	1%	5%	6%	3%	4%	3%	4%	5%
Religious	-9%	-7%	-6%	8%	2%	3%	3%	2%	2%	4%
Public Safety	0%	-9%	-1%	-8%	-7%	-1%	2%	4%	5%	3%
Amusement and Recreation	-3%	-2%	10%	19%	9%	4%	3%	2%	0%	3%
Transportation	9%	4%	7%	8%	-6%	1%	4%	5%	5%	4%
Communication	-9%	10%	-3%	19%	-4%	6%	5%	6%	4%	4%
Manufacturing	18%	6%	16%	33%	-4%	-3%	8%	7%	4%	4%
Total Nonresidential Buildings	5%	2%	9%	13%	6%	4%	5%	4%	3%	4%
NONBUILDING STRUCTURES										
Power	30%	-4%	18%	-16%	4%	2%	9%	7%	5%	4%
Highway and Street	2%	1%	4%	6%	1%	2%	3%	3%	2%	2%
Sewage and Waste Disposal	-2%	1%	3%	5%	-9%	-6%	3%	3%	3%	4%
Water Supply	-7%	3%	-2%	-2%	-9%	-3%	2%	2%	3%	4%
Conservation and Development	-17%	-4%	23%	9%	-4%	-3%	7%	6%	5%	5%
Total Nonbuilding Structures	10%	-1%	10%	-5%	0%	1%	5%	5%	4%	3%
Total Put in Place	8%	7%	11%	11%	5%	5%	5%	4%	3%	4%

*Improvements includes additions, alterations and major replacements. It does not include maintenance and repairs.

Nonresidential Construction Spending July 2017

Nonresidential Spending Growth, Millions of Dollars, Seasonally Adjusted Annual Rate

	July 2017	June 2017	July 2016	1-Month % Change	12-Month % Change
Nonresidential	\$688,419	\$700,258	\$719,597	-1.7%	-4.3%
Public safety	\$7,987	\$7,580	\$7,786	5.4%	2.6%
Power	\$99,986	\$99,448	\$109,696	0.5%	-8.9%
Highway and street	\$84,995	\$85,005	\$89,116	0.0%	-4.6%
Sewage and waste disposal	\$18,805	\$18,864	\$21,675	-0.3%	-13.2%
Transportation	\$41,701	\$42,038	\$43,645	-0.8%	-4.5%
Manufacturing	\$66,169	\$66,872	\$78,441	-1.1%	-15.6%
Office	\$69,938	\$70,840	\$70,048	-1.3%	-0.2%
Amusement and recreation	\$23,189	\$23,528	\$22,572	-1.4%	2.7%
Communication	\$21,853	\$22,220	\$21,745	-1.7%	0.5%
Health care	\$38,483	\$39,317	\$38,715	-2.1%	-0.6%
Conservation and development	\$6,506	\$6,682	\$7,393	-2.6%	-12.0%
Lodging	\$27,193	\$27,941	\$27,348	-2.7%	-0.6%
Water supply	\$10,923	\$11,267	\$12,268	-3.1%	-11.0%
Educational	\$85,130	\$88,985	\$89,109	-4.3%	-4.5%
Religious	\$3,133	\$3,275	\$3,548	-4.3%	-11.7%
Commercial	\$82,429	\$86,397	\$76,493	-4.6%	7.8%

Source: U.S. Census Bureau



Questions