

# 2008 Media Kit



**Balfour Beatty**  
Construction

# Fast Facts



Air Force Memorial, Arlington, VA

**National headquarters:**

Dallas, TX

**Division headquarters:**

Charlotte, NC  
Dallas, TX  
Washington, D.C.  
Fort Lauderdale, FL

**Additional offices:**

Atlanta, GA  
Fort Myers, FL  
Fort Worth, TX  
Miami, FL  
Nashville, TN  
Orlando, FL  
Raleigh, NC  
Tampa, FL  
West Palm Beach, FL

**Annual Revenues:**

\$2.5 billion

**Backlog:**

\$5.6 billion  
(9/30/08)

**Employees:**

1,700 full-time  
professionals

**Winner of 20**

National Eagle Awards  
for Excellence in  
Construction since 2000

**Winner of 99**

Regional and Local ABC  
Awards for Excellence in  
Construction since 2000

For more information, contact:

**Connie Oliver**

VP, Corporate Communications

(214) 451-1066

coliver@balfourbeattyus.com

Balfour Beatty Construction, a leader in the U.S. commercial construction industry for 75 years, provides general contracting, at-risk construction management, design-build, preconstruction and turnkey services nationwide.

The company consistently ranks as one of the nation's largest general building contractors with regional headquarters in four of the largest and fastest growing building markets across the country. Balfour Beatty Construction is a division of Balfour Beatty plc, a global leader in the commercial construction industry, publicly traded on the London Stock Exchange.

**Selected Projects**

Air Force Memorial, *Arlington, VA*  
Animal Kingdom Lodge, *Orlando, FL*  
Bank Atlantic Center (home of the Florida Panthers), *Sunrise, FL*  
Bank of America Center, *Charlotte, NC*  
Beach Villas at Ko Olina, *Kapolei, HI*  
Children's Medical Center, *Dallas, TX*  
Dallas Museum of Art, *Dallas, TX*  
Duke University Medical Center, *Durham, NC*  
Ft. Stewart/Hunter Army Air Field Military Housing, *Savannah, GA*  
Gaylord Texan Resort and Convention Center, *Grapevine, TX*  
Buffalo Thunder Resort and Convention Center, *Santa Fe, NM*  
Marriott Grand Residences at Bay Point Condominiums, *Panama City, FL*  
Mayo Clinic, *Rochester, MN and Jacksonville, FL*  
National Institutes of Health, Clinical Research Center, *Bethesda, MD*  
National Museum of the Marine Corps, *Triangle, VA*  
Orlando Int'l Airport Landside Terminal and Hyatt Regency, *Orlando, FL*  
Our Lucayan Grand Bahama Resort, *Bahamas*  
Pentagon Memorial, *Arlington, VA*  
Time Warner Cable News Studio, *Charlotte, NC*  
U.S. Capitol Visitor Center, Sequence 1, *Washington, D.C.*  
Vanderbilt University Medical Center (multiple projects), *Nashville, TN*

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# History

Gaylord Texan Resort and Convention Center, Grapevine, TX

During the seventies, eighties and nineties, the company built landmark buildings throughout the United States, including Boston City Hall; Texas Stadium (home of the Dallas Cowboys), the Dallas Museum of Art, and the Morton H. Meyerson Symphony Center, all in Dallas; over 20,000 hotel rooms for resorts at Walt Disney World, and the Orlando International Airport and Hyatt Regency Hotel

In 2004 the Gaylord Texan Resort and Convention Center (pictured above, with contract value of \$350 million) opened in Grapevine, Texas to great fanfare.

In 2006 the Air Force Memorial and the National Museum of the Marine Corps, built by Balfour Beatty Construction in the D.C. area, were publicly dedicated by the President of the United States.

In 2008 the Pentagon Memorial honoring the victims of the 9/11 attack in Washington, D.C. and built by Balfour Beatty Construction, was dedicated.

Balfour Beatty Construction's roots date back to 1933, when two of its regional construction businesses were founded -- one in Miami, Florida and the other in Washington, D.C. These businesses, along with several others around the country, were focused locally on providing quality construction services and excellent relationships with clients and subcontractors. This local focus and success drew the attention of Centex Corporation, who in the 1960s began to enter the commercial construction arena. Through their acquisition of these regionally based construction companies, Centex Construction (the commercial construction division within the family of Centex companies) was born.

Centex Construction operated through early 2007, when it was announced that Balfour Beatty plc (a global leader in engineering and construction) was interested in acquiring the company. The deal was set, and the company became known as Balfour Beatty Construction on April 1, 2007. And while the acquisition necessitated a rebranding of name and company colors, that's the only thing that changed. All strategic components of the business -- leadership team, financial strength, bonding capacity, and most importantly, a continued focus on local service -- remained unchanged.

In 2008, Balfour Beatty Construction marks its 75th year in business -- and is proud to be part of Balfour Beatty plc, which in 2009 will celebrate 100 years of excellence in the international construction and engineering community.

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# Balfour Beatty Service and More

## Services

Construction Management (At-risk)  
 Construction Management (Agency)  
 General Contracting  
 Cost Consulting  
 Design-Build  
 Preconstruction Services  
 Public - Private Partnerships  
 IDIQ/JOC -- Indefinite Delivery,  
 Indefinite Quantity / Job Order Contracting

## Proofs

95% of clients rate us as "better than most" or "leading the industry"  
 85% of our business is with a repeat customer  
 Repeat winner of "Outstanding Contractor of the Year" from local subcontractor and minority communities  
 Recipient of 20 National ABC Eagle Awards for Excellence in Construction since 2000  
 Honored with 99 Regional and Local ABC Awards for Excellence in Construction since 2000

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## Our Brand Promise

"We are passionate about providing clients with the best construction experience they have ever had -- *every time.*"

## Customer Satisfaction

Our innovative and proprietary Mission Alignment Process (MAP) was created in 2005 to enable us to monitor and measure our customers' satisfaction from the beginning of a project, in the midst of it, and at the end. In this way, we are able to deal with any service issues in a timely manner, so that the result is a completely delighted customer.

## Safety

Winner of the Associated General Contractors (AGC) Safety Star Award, the Associated Builders and Contractors (ABC) Safety Excellence Award, and the National Platinum S.T.E.P. Award, Balfour Beatty Construction has long made safety a top priority. And now, the Balfour Beatty family of companies has established what is arguably the boldest, most ambitious safety goal of any company in our industry: that by 2012, we will achieve ZERO HARM.

## Sustainability

Of the Top 100 Green Contractors in the U.S., 10 have more than 100 LEED Accredited Professionals. Balfour Beatty Construction has more than 120, and the number is rapidly increasing. With our national Green team and task teams in every division, our commitment to sustainability touches every element of our operations.

## BIM

Within the next 10 years, Building Information Modeling (BIM) is expected to completely change, and drastically improve, the way things are done in today's construction environment. Balfour Beatty Construction is taking a leadership role in implementing BIM on projects such as the Central Campus at Fort Lee, VA, a \$196.5 million design-build, integrated project for the U.S. Army Corps of Engineers.

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# Culture

For the fifteenth year, company employees take a leadership role in helping refurbish needy homes in the Dallas Hearts and Hammers program.

At Balfour Beatty Construction, we firmly believe that employees who are better connected to their communities are intrinsically more passionate about the work we do, building landmark structures for our schools, hospitals, and local neighbors.

Therefore, we invest a great deal in not only giving employees a chance to give back, but also in helping employees celebrate that special culture we call Balfour Beatty Spirit!

**Annual BBSpirit! employee events include:**

**Fight Night:**  
*a grassroots employee event raising money in the fight against cancer*

**Chili Cook-offs:**  
*departments and jobsite teams compete as clients, subcontractors, and architects judge the "best of the best"*

**Family Day:**  
*school-aged kids spend a day on the job with Mom or Dad to learn more about the industry, recent projects, and the Balfour Beatty family*

**At the heart of everything we do, we are people serving people.**

Many companies today include civic and charitable contributions as part of their annual budgeting process. But at Balfour Beatty Construction, we take it a bit further. We are genuinely interested in finding ways to give of ourselves to others. Whether through grassroots charity involvement, company-sponsored events, or affiliations with local, regional, and national nonprofit organizations like Habitat for Humanity and March of Dimes, we are committed to continually helping people in the communities in which we live and work.

Shown below are just a few of the organizations and events Balfour Beatty Construction is proud to support:



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# Key Contacts

Beachfront Multifamily Residences at WaterSound, WaterSound Bridges, Seagrove Beach, Florida

## Additional Offices

### Atlanta

600 Galleria Parkway, Suite 1800  
Atlanta, GA 30339  
678.921.6800  
Jeff George, VP

### Fort Myers

2400 First Street, Suite 214  
Fort Myers, FL 33901  
239.334.8070  
Alan Silver, VP

### Fort Worth

420 South Ballinger Street  
Fort Worth, TX 76104  
817.339.8800  
Shannon Arnold, Senior VP

### Miami

6100 Blue Lagoon Drive  
Suite 180  
Miami, FL 33126  
305.265.1225  
Morgan King, Senior VP

### Nashville

535 Marriott Drive  
Suite 625  
Nashville, TN 37214  
615.889.4400  
Rocky Wooten, Senior VP

### Orlando

8529 South Park Circle, Suite 200  
Orlando, FL 32819  
407.226.9819  
Michael Wood, Executive VP

### Raleigh

5420 Wade Park Boulevard  
Suite 200  
Raleigh, NC 27607  
919.233.5001  
John Rankin, Senior VP

### Tampa

550 North Reo Street, Suite 111  
Tampa, FL 33609  
813.282.7373  
Scott Gasaway, VP

### West Palm Beach

4 Harvard Circle, Suite 200  
West Palm Beach, FL 33409  
561.478.0381  
Clinton Glass, Senior VP

## National Headquarters

3100 McKinnon Street, Tenth Floor  
Dallas, TX 75201

### Robert C. Van Cleave

Chairman and CEO  
214.451.1000

## Southeast Division Headquarters

3730 Glen Lake Drive, Suite 200  
Charlotte, NC 28208

### Robert B. Hambricht

Division President & CEO  
704.319.4000

## Dallas/Fort Worth Division Headquarters

3100 McKinnon Street, Seventh Floor  
Dallas, TX 75201

### Doug Jones

Division President & CEO  
214.468.4700

## Florida Division Headquarters

7901 S.W. 6th Court  
Plantation, FL 33324

### Raymond C. Southern, Division CEO

Albert J. Petrangeli, Division President  
954.585.4000

## Washington, D.C. Division Headquarters

3924 Pender Drive  
Fairfax, VA 22030

### John P. Tarpey

Division President & CEO  
703.273.3311

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# Key Personnel

Buffalo Thunder Resort and Casino, Santa Fe, NM



**Robert  
Van Cleave**

Chairman and CEO

Mr. Van Cleave joined Balfour Beatty Construction in 1996 as President and Chief Executive Officer of the company's Southwest division. In March 2003, he was promoted to his current position as Chairman and Chief Executive Officer of Balfour Beatty Construction.

In addition, Mr. Van Cleave chairs the company's Executive Leadership Team, which serves to guide and direct the strategies, future growth, and direction of the entire company.

Mr. Van Cleave has more than 25 years experience in the construction industry. Prior to joining Balfour Beatty, he spent 15 years with another ENR Top 10 construction firm. During his tenure there, he held senior level leadership positions in Estimating, Preconstruction, and Operations.

Mr. Van Cleave graduated in 1981 from Texas A & M University with a B.S. in Building Construction. In addition to his leadership within Balfour Beatty, he sits on the Board of the Dallas Children's Advocacy Center Foundation, the Dallas Museum of Nature and Science, TACA (a Dallas Arts organization), and previously has served on the boards of the Dallas Children's Advocacy Center, Goodwill Industries, and as chairperson for the Real Estate Division of the Greater Dallas United Way Campaign.

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# Key Personnel



National Museum of the Marine Corps, Triangle, VA



**Mark Layman**

Senior Vice President  
and Chief  
Financial Officer

Mr. Layman started his career with Balfour Beatty Construction as a controller in 1989. Today, he serves as Chief Financial Officer with responsibilities including oversight of all financial services, analysis, and related policies, risk evaluation and management, information technology, and strategic planning.

In addition, Mr. Layman is a member of the company's Executive Leadership Team, which serves to guide and direct the strategies, future growth, and direction of the entire company.

Throughout his 19 years with Balfour Beatty, he has held positions of increasing levels of responsibility including Vice President of Finance, Division Executive Vice President, Division Chief Financial Officer, and Treasurer.

Mr. Layman holds a B.B.A. in Finance from Texas A & M University and is currently a member of the Construction Financial Management Association.

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# Key Personnel

Inn of the Mountain Gods Resort and Convention Center, Mescalero, NM



**John Parolisi**

Senior Vice President –  
Strategic Planning and  
Marketing

Mr. Parolisi joined Balfour Beatty Construction in 2005 as Senior Vice President of Strategic Planning and Marketing. He is responsible for leading strategy development and marketing efforts at the corporate level as well as partnering to enhance strategy and marketing in the operating divisions. In addition, Mr. Parolisi is a member of the company's Executive Leadership Team.

Mr. Parolisi began his career working as a project engineer at Fluor Daniel in 1987. In 1991, he joined the management consulting firm of McKinsey & Company and over the course of his six-year career there led project teams serving a wide range of industrial clients. Mr. Parolisi joined Sears in 1997 as Director of Strategy and Business Development in the Sears Home Services business. From there, he moved on to increasingly broader roles, helping to drive the creation and growth of Sears.com and eventually leading the Corporate Strategic Initiatives Group at Sears. In that role, Mr. Parolisi spearheaded the development and design of the new off-mall Sears full-line store concept, Sears Grand.

Mr. Parolisi holds a Masters in Management with majors in Strategy and Marketing from Northwestern University and a Masters of Engineering from Dartmouth College.

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# Key Personnel



University of Central Florida Convocation Center, Orlando, FL



## **Ray Southern**

Division Chief  
Executive Officer –  
Florida

Mr. Southern began his career with Balfour Beatty Construction in 1973. Having spent his entire career with the company, he is currently a Division Chief Executive Officer for our company. In this role, he is responsible for executive management, oversight, and leadership for his division, generating project revenues in excess of \$500 million each year. He is based in the company's Fort Lauderdale Metro Office.

In addition to his role at a division level, Mr. Southern is currently a member of the company's Executive Leadership Team, serving to guide and direct the strategies, future growth, and direction of the entire company.

Throughout his 35-year tenure with Balfour Beatty, Mr. Southern has successfully served as Project Engineer, Estimator, Superintendent, Project Manager, Vice President, Senior Vice President, Executive Vice President, and Chief Operating Officer.

Mr. Southern received a degree in Building Construction from the University of Florida in 1973. He served as Director of South Florida chapter of the Associated General Contractors of America in 1998.

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# Key Personnel

Animal Kingdom Lodge, Lake Buena Vista, FL



## **Al Petrangeli**

Division President –  
Florida

Mr. Petrangeli joined Balfour Beatty Construction in 1983 as Project Engineer for the Fort Lauderdale/Hollywood International Airport job. Today he serves as a Division President for the company, responsible for overseeing daily operations for projects with revenue in excess of \$500 million each year. He is based in the company's Fort Lauderdale Metro Office.

In addition to his role at the division level, he is a member of the company's Executive Leadership Team, serving to guide and direct the strategies, future growth, and direction of the entire company.

Mr. Petrangeli was named Project Manager in 1988 and, in 1991 was promoted to Vice President, where he served for five years before being named Senior Vice President in 1996. As Senior Vice President, Mr. Petrangeli was in charge of operations for Central and North Florida.

Mr. Petrangeli holds a B.S. in Construction Engineering Technology from Spring Garden College in Pennsylvania. Currently, Mr. Petrangeli serves as Chairman of Greater Boca Raton Chamber of Commerce. He is a member of the Board of Trustees of Give Kids the World, on the Industry Advisory Committee at Florida International University and the Board of Directors of Enterprise Florida, College of Engineering Advisory Board. In addition, he is a graduate of Leadership Osceola, Leadership Orlando, and Leadership Boca Raton.

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Pentagon Memorial, Arlington, VA



**John Tarpey**

Division President and  
Chief Executive Officer –  
*Washington, D.C.*

Mr. Tarpey began his career with Balfour Beatty Construction in 1978 working in both estimating and operations. Today, he is a Division President and Chief Executive Officer for the company, responsible for overseeing all public and private projects throughout the Washington, D.C. metro area.

In addition to his role at the division level, Mr. Tarpey is a member of the company's Executive Leadership Team, serving to guide and direct the strategies, future growth, and direction of the entire company.

After his first five years with Balfour Beatty, Mr. Tarpey joined another national general contractor for 11 years, where he advanced to Executive Vice President and Director of Operations. With a proven track record in senior management, he returned to Balfour Beatty Construction in 1996 as Executive Vice President and Chief Operating Officer. In 1997, he was appointed to his current leadership role in the Mid-Atlantic area.

In 2001, Mr. Tarpey received the American Institute of Constructor's highest recognition -- the Walter A. Nashert, Sr., Constructor Award. He was a nominee for Engineering News-Record's "Construction Man of the Year" award in 1993. He serves as an officer for the Virginia Chapter of the Associated Builders and Contractors, the Virginia Tech Building Advisory Board and the Penn State Business Advisory Roundtable. Mr. Tarpey is a frequent speaker and panelist for numerous conferences and seminars on topics including partnering, design-build, company culture, and leadership development.

Mr. Tarpey holds a B.S. in Civil Engineering from the University of Massachusetts and completed the Executive Program at the University of Michigan.

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# Key Personnel

Harris Methodist Hospital, Fort Worth, TX



## **Doug Jones**

Division President and  
Chief Executive Officer --  
*Dallas/Fort Worth*

Mr. Jones joined Balfour Beatty Construction in 1981 as a Senior Project Manager. Today, he serves as the company's Division President and Chief Executive Officer for our Dallas/Fort Worth Metro Office. In this role, he is responsible for executive oversight and management of project revenues exceeding \$500 million each year.

In addition to his role at the division level, Mr. Jones is a member of the company's Executive Leadership Team, serving to guide and direct the strategies, future growth, and direction of the entire company.

In his 27 years with the company, Mr. Jones has held offices of increasing levels of responsibility including Vice President, Executive Vice President of operations, and President and CEO of the company's Healthcare Group. He was named to his current leadership role in April 2005.

Mr. Jones holds a B.A. in Building Construction from the University of Florida. He currently serves on the Board of Middle Tennessee Council of Boy Scouts of America and was previously on the Board of the Nashville Health Care Council. He is a member of Associated Builders & Contractors and has served as a second Vice President for the organization.

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Bay Point Condominiums, Panama City, FL



**Bob Hambricht**

Division President and  
Chief Executive Officer—  
*Southeast*

Mr. Hambricht joined Balfour Beatty Construction in 2001, serving in his current role as Division President and Chief Executive Officer. In this capacity, his primary responsibilities include executive management and leadership of the Southeast Division office located in Charlotte, North Carolina and is also responsible for local offices in Atlanta, Georgia and Raleigh, North Carolina, as well as our Military Housing business.

In addition to his role at a division level, Mr. Hambricht is a member of the company's Executive Leadership Team, serving to guide and direct the strategies, future growth, and direction of the entire company.

Mr. Hambricht began his career in 1970 and has held a variety of positions including Project Engineer, Project Manager, Construction Manager, Regional Manager, Vice President, and President. Prior to joining Balfour Beatty, he served as President of one of the nation's largest construction companies. In that role, he was responsible for commercial, institutional, and government building markets on a global level, as well as heavy, civil, and equipment groups.

Mr. Hambricht earned a B.S. in Mechanical Engineering in 1970 from Clemson University and in 1974 earned his M.B.A. from Winthrop University. He has served on the Board of Directors for the University of North Carolina at Charlotte's Athletic Foundation, the Board of Directors for the Winthrop University Foundation, and is a Guest Lecturer at the Winthrop University Business School. In addition, Mr. Hambricht holds the distinction of Phi Kappa Phi honors.

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