GREEN
CONTRACTING COMPANY, INC.
~ 100% Employee Owned ~

Statement of Capabilities

Green Contracting Company, Inc. (GCC) is a heavy industrial and mechanical contractor performing work in the greater Baltimore-Washington area. Our client base ranges from small private manufacturers to large public corporations and includes several departments of the United States Government (USG). In our early years as a company, boiler installations, replacements, and repairs constituted the majority of our project scopes. However, during our 56 years of growth, Green has broadened its capabilities into all phases of heavy industrial and mechanical construction. This includes the self-performance of structural and miscellaneous steel erection, process, power and utility piping, and all project related heavy rigging.

In following with the trends of our business, large scale cooling and conditioning projects including the installation of large chillers, cooling towers, heat exchangers, pumps, and all associated inter-connecting piping now represent a large percentage of our annual revenues. GCC's experience and reputation in this sector is unmatched in the Baltimore Metro area and remains the footprint of our business model. We attribute our great success to our ability to perform in this environment. It is for this reason that GCC continues to invest in our future by continually improving our means and methods, streamlining processes and procedures, and implementing the latest technologies into our everyday operations.

Many of our recently completed projects are located in and around both new and operating Central Utility Plants, most of which are located on sensitive campuses where operations are critical and may not be interrupted. In recent years, Green successfully completed several major mechanical renovations while maintaining an interruption-free environment for the Owner. One recent project which was completed on a classified site required over 20 major phases, including temporary systems and utility piping which allowed the facility to maintain continual 24/7 mission-critical operations. Similar to your current project, Green also completed several chiller and cooling tower replacement projects at Johns Hopkins Hospital, United States Naval Academy, University of Delaware, St. Agnes Hospital, NASA/Goddard Space Flight Center, and National Institute of Standards and Technology. Project descriptions for this work have been included in our proposal for your review.

Our fabrication facility is the root of our operation. Maximizing pre-fabrication efforts is the key to Green's long term success and continued competitive position. Utilizing our off-site fabrication facility allows for the productive use of gaps in a critical path schedule, reduces on-site forces and equipment, and results in the timely installation and completion of piping systems once equipment has been installed. Our recently improved shop is outfitted with a 60" Pandjiris pipe roller, two (2) 24" Pandjiris positioners, two (2) 5-ton overhead bridge cranes, and a compliment of Miller PipeWorx 400 welding systems providing the latest in welding technology. Supplying this equipment with pipe, cut to precise measurements, is our custom computerized Watts plasma table, capable of cutting 40' lengths of pipe up to 24" in diameter with wall thicknesses up to 1.5".

Accurate shop drawings are a major component of a successful fabrication process. Green utilizes Auto Cad 3D with Revit 2015 and SysQue Pipe, Support, and Spool Module plug-ins to generate 3D BIM Models. These models allow clash detection to be performed in a virtual space in lieu of the construction

site. Once the final model is complete, spool drawings for fabrication and isometrics for pipe installation are generated. This process alleviates the use of incomplete contract drawings, inconsistencies, and the need to reference multiple details and P&ID's, promoting a seamless and speedy installation.

Green Contracting is one of a select few contractors to have maintained the American Society of Mechanical Engineers (ASME) code symbols for more than 30 years. Symbols include the "S" and "U" and the National Board of Boiler and Pressure Vessel Inspectors "R" symbol for repairs. The requirements to maintain such certifications are the basis of our QA/QC Policy. All welding procedures and welders are certified in accordance with this program, as is the documentation of all work performed. GCC maintains contracts with MQC Labs for all NDE, as well as MAC Inspection Services for third party inspections. Internal inspections are performed by trained visual inspectors and all are documented under the guidance of a Certified Welding Inspector on staff. These procedures, and our welders, are qualified to meet the highest standards including the guidelines of ASME B31.1, B31.3 and B31.9. We also maintain qualified structural welding procedures and certified welders to meet the American Welding Society (AWS) codes D1.1, D1.3, D1.6, and D1.9.

While the fabrication and installation of piping systems are at the forefront of our self-performed expertise, in many project scenarios, sufficient support structures do not exist, or must be modified to accommodate the new installations. In addition to our certifications to weld structural members, GCC also has the skilled tradesmen to erect and install structural members. While steel erection is not our primary trade, erection of support structures for piping systems, or major equipment such as cooling towers, is well within our capabilities.

A crucial element of our projects is the offload, transport, and final setting of major equipment. The efficient and safe rigging of this equipment is critical to the outcome of every project. The majority of field personnel have been trained and are certified in at least one or more aspects of crane usage and rigging methods. With several Master Riggers in our employ, we have the experience and imagination to develop and execute the most difficult and complex of rigging plans, putting massive pieces of equipment in the tightest of available spaces. At our disposal is a compliment of heavy rigging and specialty equipment. In addition to a variety of cranes and forklifts, GCC also owns a 40-ton hydraulic gantry system which is fully adjustable and effectively able to pick, carry in 360 degrees of direction, and set equipment softly and precisely.

Our service and commissioning department pull all these features together and take the several independent aspects of the project and create a single operating system. With a full understanding of the system as a whole, the commissioning group is vital in all predecessor activities. Starting with an initial drawing review, providing design or change assistance, reviewing submittals, monitoring installations, and performing final check-offs and start-ups, the commission group brings the project to life and ensures its successful operation and longevity. Factory certified with manufacturers such as ABB, York, and Liebert, our group is available to service our projects in a moments notice.

Quality and value, provided in a safe environment, drive our management and operations mentality. The ability to deliver both is the expectation of each employee on a daily basis. This common goal is evidenced

by our superb safety record and our continued success in the marketplace. Our company ranks safety parallel with quality workmanship. The service records of employees, the apprenticeship program, and certainly the ESOP have significant impact on our safety program. The company's commitment to safety is carried out through a plan administered by the Executive Vice President which includes bi-weekly project safety inspections performed by an independent inspector, professionally administered weekly tool box safety training, a safety indoctrination program for all subcontractor personnel, and a safety incentive program. All foremen are certified in OSHA 30, CPR, and First Aid. The success of our safety program is measured by our EMR rating which is currently .62 and trending downward.

Coordinating all these disciplines are a group of project managers with a diverse background, offering our company expertise across a wide range of business sectors and project types. This expertise, coupled with the appropriate business and management tools, allow our managers to establish and maintain rigid schedules and tight budgets. GCC uses Microsoft Project as a basis to develop our schedules. On projects where the owner prefers P6, we have the capability to upload and update in that platform as well. Organizing project related documents and disseminating them appropriately is another key role of the project manager and his assistants. Both Meridian ProLog, and Constructware are available document management and sharing software packages available for the PM's use. The selection of which software to be used is typically driven by owner preference.

Supporting the entire operation is an executive branch which is committed to the safe operations and quality delivery of projects within schedule. With strong financial stability, it is this branch which assures the proper resources are available and no corners are cut on a monetary basis.

Green Contracting Company's philosophy is that repeat business and continued contracting relationships are the rewards from a successful project and happy customer. Therefore, no job is truly complete until absolute customer satisfaction is achieved.