Propelling into the Future

Board of Directors Sets Strategy for Next Decade

Corporate DNA - the innate instructions ingrained in a company and the very building blocks that are passed down from generation to generation—is what makes this dynamic contractor's culture so uniquely Bergelectric. The top leadership developed since the company's founding 68 years ago-from Al Berg and J.R. Briscoe to Bob Drinkward and Don Briscoe—have all been astute professionals distinctively Berg in terms of a mission that is focused on creating opportunity, privately-held ownership and an appetite for change that keeps them at the top of their game. "That same DNA is being carried on into the next generation of Bergelectric owners. These individuals have a vested interest in the company's achievements and have contributed to and guided Berg's perpetual success and progressive drive for innovation for decades," stated Berg's newly-elected Chairman of the Board Tom Anderson.

Overseeing Berg's vision for the future and aggressively pursuing structural adjustments, methods and programs that will create new opportunities for the company's 2,500 employees is a band of familiar faces now in new positions: Chief Executive Officer (CEO) Bill Wingerning, President Alan Mashburn, Executive Vice President Eddie Billig and Senior Vice President Ron Wood - who is the most recent long-tenured addition to Bergelectric's Board of Directors. Their latest Board roles reflect a natural, progressive corporate continuity that will enable these visionaries to provide a global perspective required to run an operation with \$1.6 billion in current active projects, while creating more appropriately layered management to serve the day-to-day operations of Berg's growing regions that operate in 20 states

With last year's sales goals being exceeded by 40 percent, the new leadership is enthused about the challenges as well as the opportunities Berg faces. The guiding light behind the carefully-thought-out strategy that will unfold the next decade is Bergelectric's Mission Statement, which is quite simply its reason for existence

and employees with exceptional dedication."

"Be the premier national electrical contractor with

national resources and local presence, serving our clients



□ Bergelectric

UIAY

Escondido, CA 92029

A message from the president



Alan J. Mashburn

Changes Reflect a Quest for CONTINUOUS IMPROVEMENT

REPORT

The New Year was the launch of a number of changes at Bergelectric that will lead to enhanced performance well beyond 2014. Several dedicated and proven professionals are in new positions throughout the company, which reflects an expanded management structure that will better serve our clients from coast-to-coast as well as our more than 2,500 personnel. In addition, implementation of a new operating system for Bergelectric accounting and project management is aimed at providing consistent methods in offices across the country. And those are just a few of the many progressive changes we've initiated in our quest for continuous improvement.

While we're excited about being on track for record sales this year, you'll find that our core foundation that has contributed to Berg's success over the past 68 years has and will remain the same. As a nationally-established electrical contractor and a leader in the industry. Bergelectric has:

- Established an excellent safety record, which keeps improving:
- · Secured new contracts that have resulted in over \$550 million in backlog;
- Expanded into new markets—geographically as well as by client and project type:
- . Maintained our foothold and high level of service in current markets; and
- Created new delivery methods to secure continued success.

Bergelectric's core management team has been fully engaged with the development and expansion of our company, and these same individuals will be guiding the organization as we move forward into the next chapter in our history. As president, I feel personally responsible for ensuring that the vision of Bergelectric's Management Team is implemented companywide and for sharing that vision with our clients

As Berg has been consistently growing and expanding, I have had the opportunity to travel extensively for our company. One constant that I've observed is that both the people and the projects that make up Bergelectric are impressive. And equally impressive is the diversity of our clients.

From the East Coast to the West Coast and many places in between. Bergelectric has enjoyed great opportunities in serving these clients. Whether it's work as a prime contractor or establishing project-specific joint-venture partnerships, we at Bergelectric are aligning ourselves in new ways and doing whatever is necessary to go to market as aggressively as possible to help ensure a win. These new structures, programs, means and methods that we are putting in place are important because they will help Bergelectric apply the full strength and resources of our company in order to achieve our goals-and both Bergelectric clients and employees will ultimately benefit.

National

eteran team in new roles sets strategy for Berg's next decade.

National Technology Systems Group lands \$110-million in low-voltage contracts.

National Projects Group brings together top talent to tackle nonumental missions.

San Diego

Powering region's economic engine under direction of Senior VP Ron Wood.

Los Angeles

Stellar service shines bright in Berg's oldest office.

Rob Moreno promoted to VP overseeing LA and Ventura.

Ventura

The Golden Rules in Ventura according to Regional Manager Steve Parks

Northwest

A tale of two cities — Portland and Seattle.

John Nason promoted to VP

Sacramento

Collaborative team serves diverse client base under direction of Peter Casazza.

Austin

With Craig LoValvo at the helm, Berg is building partnerships to last in Texas

Orlando

Regional Manager Rob Ford and his team are poised to perform as local economy moves forward.

Colorado Peak performance in Rocky Mountains vith firmly-rooted Berg team Alan Stout promoted to VP

Las Vegas/Arizona

Regional Manager Justin Knippel

Raleigh-Durham

With strong vital signs, Raleigh-Durham is on fast track to recovery.

Orange County

Guided by Regional Manager

Mark Bauer, hybrid office epitomizes "One Berg."

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Providing Quality Electrical Contracting & Engineering For 68 Years

POWERING

Propelling into the Future continued...



Living Up to "Best-in-Class" Service— Chairman of the Board Tom Anderson

Chairman Tom Anderson envisions leading Bergelectric's board in accelerating the firm's advancements in serving clients and employees by providing "best-in-class" service to both constituents. As chairman of the board he sees his new position

as working in concert with CEO Bill Wingerning to foster development of the next generation of achievers. "Day-to-day operations are being managed by a group of well-tenured executives with a proven track record of success, who have performed at a high level for many years at Bergelectric and propelled the company into one of the most respected electrical contractors in the country," Anderson said.



Building on a Firm Financial Foundation—CEO Bill Wingerning

CEO Bill Wingerning will have ultimate oversight of corporate financials, with Vice President of Finance Steve Buhr reporting directly to him. Under Wingerning's guidance and direction, Bergelectric will continue its record of remarkable

financial stability and stellar ratings.

Throughout his own journey with Berg, during which time he had the opportunity to hold diverse positions, Wingerning's excitement about future possibilities is just as keen as when he was given a chance to prove himself in the LA Estimating Department back in 1982. According to Wingerning, the recent promotions to vice president of Alan Stout in Colorado, John Nason in the Northwest and Rob Moreno in LA are part of Berg's overall plan to broaden the management structure within the regions. "Our objective is to create a management structure that promotes consistency and accountability throughout the entire company, which achieves alignment with the way Berg looks and functions with our clients and enhances customer satisfaction—whether it's in California, Florida or any location in-between, Wingerning added. That translates to "Ome Berg" made possible through better communications, better training for all employees, as well as better organizational and management efficiencies by utilizing the same best practices that all lead to "best-in-class" performance across the board and across the country.

"Our plan is to create a management structure that promotes consistency and accountability across the company, which achieves alignment with the way Berg looks and functions with our clients and enhances customer satisfaction—whether it's in California, Florida or any location in-between."

~CEO Bill Wingerning



Developing the Structure — Executive Vice President Eddie Billig

Eddie Billig brings 35 years of well-rounded Bergelectric expertise—as Manager of the Special Projects Division, Vice President in charge of all Los Angeles operations and Senior Vice President of Construction—to his new position of

Executive Vice President. As a champion of two of Berg's key strategic goals of enhancing profitability and creating a management structure that best serves Berg's targeted growth, Billig recognizes that there is a positive correlation between Bergelectric management consistently providing "best-in-class" service and a rise in profitability. "Focusing on the investment we make in our employees by assisting them in all aspects of the business—from enhancing management operations and service-oriented communications to improving field installation and empowering them to make decisions at every level—will ultimately improve the customer experience," Billig noted.

Billig views his new role as Executive VP from a global perspective and is declared to Berg being consistent from office to office in all areas, including means and methods, project controls and project delivery. "The emphasis on 'One Berg' will ensure that a national client requiring our assistance from coast-to-coast can expect to have consistent high-caliber management services and project delivery across the country," reflected an enthusiastic and optimistic Billig.



"At Berg, better profitability translates directly to more opportunities for our employees by creating new training modules and defining additional career ladders."

~President Alan Mashburn



Enhancing the Human Factor — President Alan Mashburn

With HR now added to his direct reports, Bergelectric President Alan Mashburn will be proactively reaching out to employees to outline what prospects are available for them in areas such as training, mentoring programs, education and

paths to promotion. According to Mashburn, better profitability translates directly to more opportunities for Berg employees by creating new training modules and identifying additional career ladders. "By clearly defining accountability goals—from foreman to superintendents and project managers to executives—Berg is conferring decision-making authority at the appropriate levels while, at the same time, ensuring that staff is not spreading themselves too thin and the highest quality of client care is being provided.

Through increasingly-responsible roles for the past 26 years, Mashburn possesses an encyclopedic knowledge of Berg historical data and his years as Senior Vice President in charge of national operations have aided him in gaining a broader perspective of the company's diverse markets. "As we look forward, data centers, alternative energies, wireless communications, multifamily and hotels are all coming back into play," he explained. Examining each unique market, Mashburn helps to define what Berg brings to the table and devise a plan to best serve them—whether by national client, geographic area, project-delivery type or market segment.



Advancing Technology – Senior Vice President Ron Wood

As newly-appointed Senior Vice President, Ron Wood will expand his role from overseeing all operations of the 900-person San Diego Region to also serving on the Bergelectric Board of Directors According to President Alan Mashburn Wood is the

perfect example of the ability to advance at Bergelectric—one that he'd like to eventually offer to every shining star who is willing to rise to the occasion. "From the beginning, Ron has always built a solid relationship with his clients and earned their confidence—he offers a forward-thinking business approach to the electrical world and he has all of the qualities we are looking for in a Bergelectric executive."

While Wood will be a new face on the national scene, he is a well-seasoned some projector of the provided stellar client service to communications giant Qualcomm and bioscience titans like Pfizer, IDEC and Dart NeuroScience. Wood's efforts—from his dedication to transforming Berg's Building Information Modeling (BIM) that will provide cutting-edge technology on a national level to promoting renewable energy—all have a common denominator to success. A gift for pulling people together to work as a collaborative team is perhaps the greatest leadership quality Wood brings to his new positions. His penchant for teamwork and building new initiatives will be particularly beneficial in his contributions to staffing and delivering Berglectric's estimated \$550-million backlog.

Illuminating the Way to New Horizons

So what does the future hold for Bergelectric? According to President Alan Mashburn, Berg's overall strategy that will propel the company to new heights over the next decade has not changed that dramatically—but it is a balancing act between modifying the tried-and-true and transformational change that maintains Bergelectric's core values. "Every year we look at redefining and creating new opportunity—gaining footholds in new markets and geographic areas—while ensuring that we are maintaining the market sectors Berg is already serving,"

San Diego's marketplace is fueled by economic engines as diverse as the region itself—including defense, manufacturing, tourism and international trade—and Bergelectric has contributed its talent and resources in support of each. On the military and defense-related side Berg has delivered on massive endeavors at Camp Pendleton like the \$453-million Naval Hospital and the \$100-million infrastructure project spread across the Marine Corp Base's 125,000 sprawling acres. In addition to fostering international trade through the world's busiest port of entry at San Ysidro, Berg has also served global communications powerhouse Qualcomm on numerous office and manufacturing projects across the region. Tourists to the area can enjoy world-famous attractions from Sea World and LEGOLAND to a number of gaming and entertainment venues like the Viejas New Hotel and Casino upgrades, which Bergelectric professionals helped deliver.



San Diego's emergence as a preeminent healthcare and biotechnology development center has also provided opportunities for Bergelectric to shine, under the direction of Senior Vice President Ron Wood—who is in charge of all San Diego-based operations—for such trailblazing clients as Pfizer and Dart NeuroScience. Tapping into Wood's nearly 30 years of inspiring leadership in the electrical industry, Bergelectric's San Diego Region has been instrumental in the development of in-house departments, such as detailing and BIM, whose continuous technical advances offer clients the latest lean building capabilities.

San Diego's Economic Engine

Throughout more than 40 years of service in the area, Berg's San Diego Region has grown to become the company's largest region with 900 employees. This magnitude of resources supports an additional layer of experienced

electrical professionals to manage the depth of projects that contribute to the San Diego Region's more than \$150 million in annual revenues. With five distinct divisions focused on particular sectors, each under the direction of a long-tenured Division Manager, Berg can offer clients market-specific expertise:

- Major and Commercial Projects, headed by Robert Liles, focuses on facilitating electrical construction on educational, housing, correctional, multipurpose and healthcare facilities, including one of Berg's most complex current undertakings—the \$456-million Scripps Prebys
 Cardiovascular Institute, scheduled to open for patient care in 2015 at Scripps La Jolia campus.
- Scott Ashton, San Diego Industrial Division Manager, is responsible for overseeing Berg's participation on facility types that include water treatment, wastewater and reclaimed-water treatment, as well as other heavy industrial projects or plants. One of his notable assignments is the Riverside Water Quality Control Plant, which is being expanded to meet the needs of future generations.
- The San Diego Service Division, under the direction of Division Manager Howard Powell, is the largest service group in the company, Innovators like Cymer—the leader in developing light sources used by global semiconductor chipmakers and the international sportingevent producers at Indian Wells Tennis Garden, count on Berg's expert 24/7 service.
- Tony Parra's San Diego Special Projects Division provides services for clients
 with diverse needs ranging from commercial ground-up building and tenant improvements to and
 garning, hospitality, industrial manufacturing, R&D, medical and hospitality, General contractors and
 owners alike rely on Parra's staff to maintain challenging schedules and develop creative solutions
 for such complex projects as the 13-story, 415,000-sf LPL Financial tenant improvements.
- As San Diego Special Projects Bio Division Manager, Steve Stroder has
 charted new territories with owners such as Abbott Labs, Pfizer, Qualcomm and Nokia. Recent clients
 have included the J. Craig Venter Institute a not-for-profit genomics research institute and developer
 of California's first true sustainable laboratory facility. These clients are blazing their own trails in the
 life-sciences industry, a "maior driver of the innovation economy in the San Diego region."

Construction Zone: OUR WORK

- Abbott Laboratories, Temecula, CA - Barona Resort & Casino Upgrades,
- Lakeside, CA
 Cymer, San Diego, CA
- Dart NeuroScience, San Diego, CA
- General Atomics 5 Predator Drone Facility,
- Indian Wells Tennis Garden, Indian Wells, CA
- J. Craig Venter Institute, La Jolla, CA
- LEGOLAND, Pirate Island, Carlsbad, CA
 LPL Financial, 13-Story Tenant Improvement,
- Pala Casino Call Center Service, Pala, CA
- Palomar Medical Center, Escondido, CA
- Peregrine Semiconductors R&D Facility, San Diego, CA
- Qualcomm. Various Locations. CA
- Riverside Water Quality Control Plant,
- Scripps Cardiovascular Institute, La Jolla, CA
- Scripps Gardiovascular Institute, La - Scripps Health Clinic, La Jolla, CA
- Sea World IFV Lab Expansion, San Diego, CA
- Viejas Casino, New Hotel and Casino



to get the job done.

View From the Top: Senior VP Ron Wood

- ▶ How does the Berg San Diego Region deliver "best-in-class" performance? Our teams conduct a planning session at the outset of every project—as well as along the way at specified checkpoints—which sets a materials-management process in place, identifies long-lead items to ensure critical materials such as switchgears are on site at the right time, determines and tracks labor goals' adherence to schedule and examines appropriateness of resources
- What are the greatest accomplishments of the Berg San Diego Region?
- We've had the distinct honor of completing some of the largest and most complex projects ever undertaken by Bergelectric, including the \$956-million Palomar Medical Center, the 500,000-sf Naval Hospital at Camp Pendleton, as well as a \$100-million infrastructure program to support the Marine Corps Base.
- How would you describe the attributes of your staff? They're experienced, tenured and possess the right can-do attrude. Each one is willing to jump in and lend a hand whenever they're needed and ready to do whatever it takes to assist Berg oustomers.
- ▶ What do your clients value most about Bergelectric? They value our ability to manage complex projects, deliver on time or ahead of schedule and provide the caliber of resources necessary to get the job done. We keep our finger on the pulse of a project by conducting performance checks with our clients—owner, designer, construction manager and general contractor—at 30%, 50% and 80% project milestones.
- ► How do you serve your community within the Bern San Diego Region?
- Berg San Diego is a big supporter and sponsor of ACE (Architecture, Construction and Engineering), an organization that mentors high-school students who are interested in pursuing careers in the industry. In addition to providing scholarship money, we serve on the board and mentor students. Every year, we get behind the Boy Scouts Construction Lunch-O-Ree, a major event that supports the Boy Scouts of America San Diego-Imperial Council. We're also involved with the SDSU Construction Engineering and Management (CEM) scholarship fundraiser which provides funds and raises awareness for the OEM program.



Stellar Service Shines Bright in

Construction Zone: OUR WORK

- AAA Critical Infrastructure Phase A, Costa Mesa, CA
- Ala Moana Center Lighting Retrofit, Honolulu, HI
- AT&T LTE Installations, CA
- AT&T Microwave Backhaul Tower Installations, CA
- Boeing B12 Tenant Improvements, CA
- Cedars Sinai GI Lab Renovation
- Huntington Hospital Phase 3 & 4, Pasadena, CA
- LA Metro Division 13 Bus Facility
- Loma Linda University Medical Center Outpatient Pharmacy, CA
- Mission Hospital Neuroscience Center, CA
- Northridge Hospital Medical Center, Northridge, CA
- Parkview Community Hospital TV Infrastructure Project, Riverside, CA
- Presbyterian Intercommunity Hospital Increment 3, Whittier, CA
- Providence Little of Mary Epic Installation, CA
- Riverside Community Hospital MRI Buildout, CA
- Sprint Network Vision LTE Tower and Rooftop Installations NV, AZ
- UCLA Teaching and Learning Center, CA
- USC Student Learning Center Tenant Improvements, CA



Whether you're star gazing in Beverly Hills or taking in the commanding views of the entire LA basin from the world-renowned Griffith Observatory, the City of Angels always has something new and exciting in store. A lot has changed since Al Berg opened his doors in 1946, but Bergelectric's most established operation is still as energized today about the opportunities the Los Angeles Region has to offer as Al Berg was back then. From the \$175-million renovation of the historic Wilshire Boulevard Temple, whose unique features were originally funded by Hollywood movie moguls, to a supporting role on facilities for the LA Metro Division—Bergelectric's "best-in-class" performance always takes center stage.

Internationally renowned higher-education and medical institutions such as USC, City of Hope, draws Sinal and Loma Linda University Medical Center have also looked to Berg for their electrical contracting and service needs. Over the years, the Berg La region has matured as a leader in the electrical-construction industry, offering cutting-edge technology and the highest level of service in a diverse marketplace. The field personnel and office professionals that call LA home, including anany of the core leaders who have served the company for decades, are guided by Vice President Rob Moreno. The depth of resources and sizeable volume of work generated annually are reflected in the four divisions that provide specialized market-driven service to Bergelectric clients under Moreno's leadership:

- LA Commercial Projects Division, under the supervision of Darren Murray, is currently focused on performing cell-tower upgrades and installing wireless technology—from cellular LTE, 3G, 4G, 5G; microwave or other technologies that are on the horizon for such clients as AT&T and Sprint.
- Dean Shipcott, LA Major Projects Division Manager, is responsible for the largest and most complex work that Bergelectric performs. Due to the size and nature of these assignments in markets including bioscience, military or justice, these projects tend to be multi-million, multi-year undertakings such as UCLA's \$104-million Teaching and Learning Center for Health Sciences.
- The LA Service Division, under the direction of Hans Erickson, is committed
 to long-term maintenance contracts serving Berg's post construction customers, as well as emergencyservice and specialty-response work for such clients as Boeing, Loma Linda University Medical
 Center and USC. Extending beyond its traditional borders, this division also heads up contracts like
 the lighting retrofit for Hawaiis largest shopping venue, Ala Moana Center in Honolulu.
- Doug Grumby, Vice President and LA Special Projects Division Manager, is a well-seasoned professional with over 40 years of electrical-industry experience. While his focus is primarily on tenant improvements (TI) and smaller fast-track projects, the types of clients served through the Special Projects Division cross all market sectors and project types, such as AAA's critical 24/7 data center and Presbyterian Intercommunity Hospital's central-plant expansion.

For nearly 70 years, a strong base of clients in the LA Region—from bioscience, education, healthcare, justice and military facilities to commercial developments, wireless communications and large-scale ongoing electrical-service customers—have all come to count on Bergelectric as an integral partner in their success—and will continue to do so for decades to come.



View From the Top: Vice President Rob Moreno

► How does the Berg LA Region deliver

In the LA Region we focus on communication and collaboration — always with a customer-centric mentality — from leadership to the installer. So, whether we have the strength in our own region or call on the resources of other offices around the country, we do a good job of leveraging all that Bergelectric has to offer—that's what we call "One Berg."

► What are the greatest accomplishments the Berg Los Angeles Region?

Bergelectric has risen as the premier electrical contractor for California healthcare, particularly in work that is tremendously challenging both in constructability and technical installation. Over the past decade, we have partnered on massive projects ranging from \$20 to \$50 million in electrical scope. We see our greatest achievements on projects like the integrated delivery of the Universal Health Service Temecular Valley Hospital, where Berg has teamed to develop great global solutions with the owner and the general contractor in a tri-party partnership.

How would you describe the best attributes of your staff?

In LA, we have some of the most tenured and loyal Berg employees, with most of the core leadership having been with the company for 30 years. They've built great relationships and partnerships with their customers as well as their fellow employees.

What do your clients value most about Bergelectric?

Consistency and the caliber of both our product and our personnel—we always produce a quality product and always provide project delivery and a budget they can count on.

How do you serve your community within the Berg Los Angeles Region?

The corporate-wide Bergelectric Charitable Foundation was incubated right here in LA. Our employees are very engaged and committed—in fact we have 50 staff members whose participation in key events has resulted in raising over \$100,000 this year alone. In addition to our work with the American Heart and Stroke Association, we've recently added the National MS Society to our core causes. We're proud of the work we have done for Children's Hospital of Orange County, as well as the fact that we've raised more than \$250,000 for our community.

What do you envision about the future o

Fulfilling the strategic plan, I see the LA Region staff becoming even better communicators, strengthening the dedication we have to our clients and acting as "One Berg" in our service.

Golden Rules Along California's Coast

Along California's Gold Coast—from the gateway to the Channel Islands at Oxnard to the Spanish heritage of Santa Barbara—these towns possess a quiet history that belies their more contemporary state-of-the-art contributions. Under the leadership of **Regional Manager Steve Parks**, the staff of Berg's Ventura Region has been instrumental in bringing wide-ranging project types in support of tourism, education and business to this segment of the Gold Coast. From airports to historic resort hotels, universities, high-tech military installations and office buildings, to hospitals and schools—with an expanding client list throughout the area, Bergelectric opened the Ventura Regional office in 2006.

Making positive contributions to the communities in which they live and work, Berg's Ventura Region has provided services for diverse projects such as St. John's Regional Medical Center in Oxnard, the historic Ojal Valley Inn and Spa, Cal Poly San Luis Obispo Recreation Center Expansion, Rio Vista Elementary School and Granada Office Building in Santa Barbara County.

With 18 years in the industry—and half of that devoted to Bergelectric—Parks alpyed a critical role in many of Berg's most complex undertakings—the most notable being the prestigious \$140-million Film Archive and Preservation Center in Santa Clarita. A quote from the general contractor responsible for the 180,000-sf monumental design-assist effort speaks to the region's consistent performance, "Berg's ability to adapt and to achieve the right balance between aesthetics, performance and endurance are among the reasons why we chose them for the Film Archive and Preservation Center."



Construction Zone: OUR WORK

- Cal Poly San Luis Obispo Rec Center, San Luis Obispo County, CA
- California State University Channel Islands, Student Union, Ventura County, CA
- Camarillo Airport Airfield Improvements, Ventura County, CA
- Film Archive and Preservation Center, Santa Clarita, CA
- Oxnard Airport Runway Lighting, Ventura County, CA
- Rio Vista Elementary School, Fillmore, CA
- University of Southern California Social Sciences Interdisciplinary Bldg., LA, CA
- Vandenberg AFB, Fire Alarm/Mass Notification System Design-Build, Santa Barbara County. CA
- Westmont College, Santa Barbara, CA



View From the Top:Regional Manager Steve Parks

- ► How does the Berg Ventura Region deliver "best-in-class" performance? We handle every project with the same extreme level of care and meticulous attention to details. In relationships, the Golden Rule applies to all those with whom we do business — customers, vendors, subcontractors and fellow employees. We treat individuals the same way that we want to be treated.
- What are the greatest accomplishments of the Berg Ventura Region?
 We've delivered nearly every project type Bergelectric is involved in:
 education, hospitality, military, industrial, airport, wastewater treatment,
 commercial, data centers, parking structures, biomedical, healthcare,
 retail and sports facilities. If one project were to represent the pinnacle of
 quality, level of detail and complexity −one that was entirely handled by
 the Ventura office—it's got to be the Film Archive and Preservation
 Center. We're now looking forward to continuing our involvement through
 service and maintenance of the 180,000-sf facility.
- ► How would you describe the unique qualities of the clients that you serve in the Berg Ventura Region?
 - The types of projects and cultures are as unique and varied as our clients. We have small, prime service contracts as simple as adding a receptacle and as involved as replacing lights on active airport runways or adding generators to parallel systems in fully-operational hospitals and research facilities.
- ▶ How do you serve your community within the Berg Ventura Region? We are active members of the Ventura County Contractors Association (VCCA) and have chaired the ABC LAVentura Chapter for the past four years, as well as the Trustee of the Apprenticeship Training Trust Fund. We support youth sports — coaching boys *Inardball and girls' softball and serve on the Mailbu Little League Board. In 2012 Regional Manager Steve Parks was appointed to the City of Mailbu Parks and Recreation Commission for a forewart form.
- What do you envision about the future of the Berg Ventura Region? As the local economy reignites, I see us acquiring more projects within the region and substantially increasing our volume of local contracts, in addition to continuing to provide services on high-profile assignments outside of the Ventura Region.



With the Torch Passed, the Flame Burns Bright in LA: Rob Moreno Named Vice President

Steady growth in Bergelectric's Los Angeles and Ventura regions—both in revenue and organizational structure—revealed the need for a Vice President to oversee the vibrant operations there. Rob Moreno, who has served in increasingly responsible roles at Bergelectric over the past eight years, also brings 16 years of experience in the electrical industry to his new position of Vice President. "With Rob's executive involvement, we feel very confident that we have the right group of experienced and dedicated leaders in the LA and Ventura regional offices," shared Executive Vice President Eddie Billig. With Moreno's vision and contracting experience—from estimating, sales and field management, to project supervision and troubleshooting—outpled with his tenure managing some of Bergelectric's more high-profile healthcare assignments, he is a natural choice for the new position of Vice President.

According to Moreno, his primary responsibilities include translating the corporate strategic plan as it relates specifically to the regions he oversees and promoting a customer-driven service philosophy. "It's exciting to have been involved in the strategic planning process and now be part of the future of the organization guiding its implementation," noted Moreno. Execution of the plan will focus on becoming better communicators as an overall organization and acting "One Berg" at every level. According to Moreno, although he manages the most

established region in the company in a mature marketplace, he will be executing a controlled growth plan to expand Berg's market share there.

"Rob's leadership manifests itself in his unselfish dedication to our clients, his initiative to take on new projects and the support for his colleagues at Bergelectric," Billig added. Moreno also has a big heart for his community. In addition to being a driving force in the creation of the Bergelectric Charitable Foundation. he also sits on the



ob Moreno ice President Los Angele

Children's Hospital of Orange County's (CHOC's) Corporate Partnerships Committee and is actively involved in several of their signature fundraisers. He manages to squeeze a little extra exercise into his busy schedule through participation in charitable golf tournaments and such events as the American Heart Association's Heart Walk. Moreno and his bride of 12 years, Emi also stay in shape keeping up with their toddler Miles and are always willing to pack a suitcase to pursue their passion for international travel.

TALE OF TWO CITIES

The Bergelectric Northwest Region extends from the Northern California to the Canadian border, which encompasses Oregon, Washington and Western Idaho. Although they have distinct personalities of their own, the two cities that serve the Bergelectric Northwest Region also have many similarities. In addition to bearing the notable distinction of being the largest cities in their respective states, Portland, OR and Seattle, WA are some of the fastest-growing metropolitan areas across the entire US.

Situated in the shadows year-round snowcapped peaks-Mt Hood in Portland and Mt Rainier in Seattle-both are deep-port cities with heavy industrial and agricultural roots. However, the workforce staffing today's high-tech-driven employers like the Pacific Northwest National Laboratory's research facility—one of Bergelectric's largest undertakings in the region to date-are being supplied by the University of Washington, where Berg professionals helped deliver its signature 90,000-sf Molecular Engineering facility; as well as Oregon higher-education venues such as the Oregon University System (OUS) and Portland State University, for whom Berg has participated in construction of university residence halls across the state.

A transplant from California who grew up in the electrical-construction industry there, Berg Vice President John Nason now seems as oblivious as the local natives to the rainy winters-after all, that's what makes the magnificent waterfalls, lush forests, as well as spectacular hiking, skiing and fishing that are recognized as some of the best in the world. On the cultural scene, both cities have been magnets for foodies and music lovers, attracting a younger population to the vibrant urban cores that has resulted in a development boom in which Bergelectric has been a major player in the construction of over three-million square feet of mixed-use development From bio-manufacturing and correctional facilities, to educational and healthcare, the Bergelectric Northwest Region, supported by Nason's more than three decades of electrical-industry leadership, is continuing to grow while maintaining "best-in-class" performance throughout its expansion

Construction Zone: OUR WORK

- Block 15— 38-story High-Rise Apartments, Portland, OR
- Broadstone Capitol Hill, Seattle, WA
- Gonzaga University New Student Union Building, Spokane, WA
- Hillsboro Baseball Stadium, Hillsboro, OR
- Kennewick General Hospital, Kennewick, WA

- Seneca Apartments, 32-story, Seattle, WA

View From the Top: Vice President John Nason

- ► How does the Berg Northwest Region deliver "best-in-class" performance?
 - Know your customers' needs and markets and develop good working relationships to facilitate open communication. Exceed their expectations over and over again to become their preferred electrical contractor.
- What are the greatest accomplishments of the Berg Northwest Region? Focusing on building relationships with both general contractor and owners, we have always sought out ways to better serve our clients' needs, be a partner is solving challenges they face and for Berg to become their preferred electrical contractor of choice. As a result, despite the recent recession, Bergelectric has continued to grow and has achieved sales in
- ▶ How would you describe the unique qualities of the clients that you serve in the Berg Northwest Region
- Our best working relations are with clients that value collaboration and relationships. On the whole they are organized, experienced and fair. The most successful projects focus on those attributes and our clients expect these same traits in Bergelectric
- How would you describe the best attributes of your staff? We are well-trained and have the resources established to do our jobs well. We monitor our projects for field and office performance very closely and provide support where needed. That breeds teamwork and collaboration. Everyone is happy to help and truly likes working as a part of a successful team. We don't hesitate to celebrate our successes!
- What do you envision about the future of the Berg Northwest Region? I see sustained growth in both Seattle and Portland. The high and mid-rise residential boom, which opened the doors for building new relationships, in addition to our already established clients in the Northwest Region, will continue its momentum through 2015. We're always prepared to follow and support our clients in whatever new markets or ventures present themselves and I believe that could result in the Berg Northwest Region doubling our current sales in just a few years.

Vice President Northwest

Promoting Success: John Nason Named Vice President in Northwest Region

firmly entrenched in the marketplace. "John

throughout the state primarily through his

very personable approach and relationship-

building with general contractors-and he's

now following suit in Seattle," observed

Bergelectric President Alan Mashburn.

Nason's promotion to vice president.

according to Mashburn, adds a management layer in expanding regions such as the

Nason himself is humbled by the recognition. Having grown up in the industry

with his own father serving as a VP at an iconic electrical firm, Nason's first call to

Northwest that will solidify their position and help better manage the region, which

has matured into a highly-efficient and profitable operation. "That's the kind of

expansion and leadership we're all excited about recognizing and fostering,"

has proven that Berg is a powerhouse

Since Northwest Regional Manager share the news about the promotion was to his father. His roots are now deeply John Nason joined Bergelectric in 2002 he planted in the Pacific Northwest with his first love, wife Michelle, as well as their kids Tyler and Holly. An avid sportsman, he's in the perfect locale to enjoy the snow has carried the Berg banner throughout Oregon, enabling the company to become skiing and fly fishing that's become his second love.

> Nason recounted a fishing trip during which he asked a key Berg leader if he knew how much Berg really meant to him. The response he received was "you are Bergelectric - and that really hit home," he says. He remembers that prior to coming on board, Berg's leadership committed to always supporting Nason and providing the resources his region required. According to Nason, that's exactly how it has unfolded and the support and resources have been critical to region's success. "I like to surround myself with great people and get their input—then make an executive decision," Nason reflected on his own management style. "John has proven himself as a stable, mature manager and exemplifies the qualities we want in a VP," added CEO Bill Wingerning. In his new position, Nason will continue to grow the Northwest Region while remaining profitable and looking for opportunities to support Berg's national operations, "Portland is well established and we believe that Seattle also has a great potential for growth in untapped markets such as industrial and high-tech," stated Nason

Collaborative Team Serves Diverse Client Base

From California's capital situated at the confluence of two great rivers-the Sacramento and the American—Bergelectric is strategically positioned to serve all of the vast northern locales of the Golden State. Peter Casazza, who serves as the manager of the Berg Sacramento Region, views the region as having three divergent geographic areas with three equally unique personalities—the Sacramento metropolitan area, the California Central Valley and the San Francisco Bay Area.

Casazza brings 17 years of diverse experience to his role and has led the charge on several notable Berg projects including the \$700-million California Health Care Facility near Stockton, CA for the California Department of Corrections and Rehabilitation (CDCR). He has inspired the Sacramento Region staff to be masters of maximizing in-house capabilities to best serve client's needs as exemplified in the \$15.9-million remodel of the Master Training Center at the Naval Air Station Lemoore and the 321,000-sf Tercero Student Housing project at UC Davis.

Tailoring service to the individual needs of clients—whether it's regional builders or national general contractors—has been the standard by which the Sacramento Region has developed. Focused on partnership, the primary objective of the entire Berg team is to support clients in realizing project goals. A leading example is Berg's tremendous volume of experience on CDCR projects for which a long-term relationship provides Berg with both the insight and the ability to anticipate the agency's needs. From providing services in the heart of Silicon Valley to the San Francisco VA Medical Center or transforming an historic five-and-dime in the heart of downtown Sacramento, this region is devoted to providing "best-in-class" performance to its clients.

Construction Zone: OUR WORK

- Madera Courthouse, Madera, CA
- Mule Creek State Prison Infill Complex Design-Build, Ione, CA
- Naval Support Activity Monterey, Watkins Hall Renovation, Monterey, CA
- Rideout Memorial Hospital, Marysville, CA
- Rose Bowl Mixed-Use Project, Cupertino, CA San Jose State University Spartan Complex
- Santa Clara Family Justice Center,
- Sam H. Lawson Middle School, Cupertino, CA - Telecommunications Facility Repair/ Addition, Beale Air Force Bas
- UC Davis Tercero III Student Housing Design-Assist, Davis, CA
- VA Medical Center Veterinary Medical Unit (VMU) Replacement, San Francisco, CA



View From the Top:

▶ How does the Berg Sacramento Region deliver "best-in-class" performance? Our partnership philosophy—with both owners and general contractors—is reflected in the volume of repeat business we proudly generate year after year.

Senior Operations Manager Peter Casazza

- How would you describe the best attributes of your staff? In the Sacramento Region, we have a really strong collaborative spirit—with emphasis on maintaining partnerships. All of our Bergelectric personnel—from office to field—truly think as a team and we're always there to back each other up.
- ▶ How would you describe the unique qualities of the clients that you serve in the Berg Sacramento Region? We've found that the needs of our clients vary widely among market types. Whether our clients have a national reach or are local to the area, one thing they always know-across the board-is that they can count on us to bring the resources and know-how to get the job done.
- ▶ What do you envision about the future of the Berg

We really want to grow and develop the region as a whole and firmly believe we can be a major player in the greater Bay area. As retail comes alive, high-rise residential takes off, healthcare needs continue to grow and higher education maintains its course, Berg has the staff, experience and relationships in place to partner in any market.



NATIONAL TECHNOLOGY SYSTEMS GROUP

>> LANDS \$110 MILLION in Low-Voltage Contracts

Much of the widespread success of Berg's National Technology Systems Group (NTSG) can be attributed to making its skilled design and construction resources available across the country. As Vice President George Stivers predicted just last year, the work performed by the NTSG as a prime contractor now exceeds one-third of the group's 270 active contracts. With a growing trend of larger installations segregating low-voltage packages as a stand-alone bid item, Berg's ability to draw on in-house resources as one of the largest electrical contractors in the nation enables NTSG to pursue projects as prime and offer a more efficient installation by providing all the required manpower under one management umbrella and a single source for cost estimating - whether it's for a healthcare facility in California, a county courthouse in Oregon or a Veteran's Administration education center in NV

While structured cabling (tel/data) is an increasingly important portion of the mix, according to Stivers, NTSG's work is a fairly even split among systems—fire-alarm, security, nurse-call, public-address—and structured cabling due, in part, to some massive NTSG projects from coast-to-coast. One of Berg's latest undertakings is the fire alarm and structured cabling for a 306,000-sf office tower—the La Jolla Center III, which is The Irvine Company's first high-rise construction project in San Diego. Another monumental endeavor is the new \$200-million hospital in Hillsborough, NC, which is a 61-bed state-of-the-art healthcare facility featuring 800,000 feet of Cat 6A cable feeding 4,800 Cat 6A jacks, in addition to 16,000 feet of fiber-optic cabling and 14 telecommunications rooms that will serve as the hospital's nerve center.

Berg's ability to efficiently respond on a high-end JW Marriott in Austin or staff a major medical center in LA is the mission of Doug Mora, who heads up the group's national operations. With 30 project management and 140 field positions, Mora's strategy has been to place project managers and estimators in Berg regional offices while rotating field crews between assignments where needed. Supporting the field operations is the NTSG design/CAD department staff who are specifically trained in low-voltage applications of Autodesk® Revit®, a Building Information Modeling (BIM) collaborative software that helps streamline installation on the over \$66-million in highly-specialized projects Berg NTSG currently has under contract.

NATIONAL TECHNOLOGY SYSTEMS GROUP SERVICES

- Structured Cabling Network Design and Installation
- Voice, Data and Video System Design and Installation
- Backbone Distribution System Design and Installation
- Optical Fiber Design and Installation • Wireless Networking (WiFi) Design and Installation
- Distributed Antenna Systems (DAS) Design and Installation
- Audio/Visual and Sound System Design and Installation
- Public Address System Design and Installation
- Fire Alarm System Design and Installation
- Nurse Call System Design and Installation
- Access Control. Security and CCTV Design and Installation
- Campus Pathways and Cabling Systems • Full Data Center Design & Installation
- Design and Installation of Horizontal and Vertical Conduit Pathways
- Cable Tray Design and Installation
- Feasibility Analysis and Consulting Services
- LAN/WAN/MAN Design Architecture and Deployment





PARTNERSHIPS BUILT TO LAST IN LONE STAR STATE

Since Texas Instruments', lack Kilby invented the integrated circuit in 1958 Texas business has been at the center of new technologies and at the heart of the entrepreneurial spirit. A dozen information and computer technology leaders have found a home here attracted by the talent that Texas universities generate each year.

The latest report on the Texas economy named three major indicators—job growth, sales-tax collections and building permits—as signals that the Lone Star State is continuing to outshine the national economy. Jobs bring people and population booms require the housing and infrastructure to support it. So, with Texas increasing by more than 1.3 million residents since 2010—significantly more than any other state—the prognosis is great. According to Bergelectric Austin Regional Manager Craig LoValvo. Texas added jobs in 11 major industries in which Bergelectric excels, including health services. hospitality/leisure, education, information, manufacturing and government.

Some of the newly-added jobs were found right in the Bergelectric Austin regional office. With new hires mentored by more seasoned professionals, the project-management staff is a perfect blend of senior managers supported by talented up-and-comers. The 30 office personnel and 380 electricians based in the state capital of Austin have delivered an entire spectrum of project types from high-rise mixed-use office developments and higher-education facilities to high-end hotels and high-security federal buildings. Whether a community needs to expand its wastewater treatment facility or add a new school, Bergelectric is poised to serve the projected growth. I oValvo's plan to successfully serve the developing markets will be to continue to build upon strategic partnerships with general contractors and establish a local presence in marketplaces throughout Texas, including Austin, San Antonio, Dallas and Houston.

- Lackland Airmen Training Center (ATC) Dormitory #4, San Antonio, TX

North East Independent School District Middle School #14, San Antonio, TX

- University of Mary Hardin-Baylor, Football Stadium and Student Union. Belton, TX

- University of Texas North Paseo Classroom Building, San Antonio, TX

- New Central Library, Austin, TX

Construction Zone: OUR WORK

- JW Marriott Convention Center Hotel,
- Lackland Air Force Base (AFB) Ambulatory Care Center, San Antonio, TX
- Lackland AFB Military Housing,

View From the Top: Regional Manager Craig LoValvo

- ► How does the Berg Austin Region deliver
 - Beginning up front in preconstruction-we go above in procuring work-and then we follow up with good management and field support to deliver on the promise.
- What are the greatest accomplishments of the Berg
 - We have successfully put together the right team of professionals and Berg is now a "go-to" contractor in Austin. There's not a job around that our general contractor partners don't ask us to take a look at and
- ▶ How would you describe the unique qualities of the clients that you serve in the Berg Austin Region? Many of Berg's clients throughout Texas have a national presence, but they all have their own hometown flair—
- What do your clients value most

Berg's ability to respond to their needs and dedication throughout their project. In particular, our preconstruction expertise comes with a wealth of industry knowledge as well as an extensive historical database that our clients

ORLANDO

POISED TO PERFORM IN ORLANDO

A recent "Tampa Bay Times" article reported that the Sunshine State's construction industry is preparing for a strong hiring year in 2014. In hot pursuit are other growth sectors such as Professional and Business, as well as Education and Health, which may get a boost from a proposed \$60-million complex at the Central Florida Research Park in Orlando, While much of the work performed by Bergelectric out of the Orlando regional office has been in other areas including North Carolina, Texas and Georgia, the local economy is trending upward and attracting projects like the 150,000-sf Bioresearch Center near Florida's Health Village, which is being developed by Windsor Healthcare Equities, LLC-and Berg is perfectly poised to provide "best-in-class" service to customers much closer to home.

According to Regional Manager Rob Ford, most of the work now undertaken out of Orlando is comprised of new construction endeavors that encompass an eclectic range of project types from office buildings and healthcare facilities, to airport projects at Orlando International and industrial waste water assignments. Growing populations and aging facilities have led areas like Hillsborough County. FL to invest over \$82 million in its South County Advanced Wastewater Treatment Plant (AWTP) expansion, for which Berg is serving as the electrical contractor.

As a Florida native and 18-year electrical-industry veteran, Ford brings a wealth of knowledge in design-build and design-assist as well as a substantial resume of more than \$60-million of construction on healthcare-related facilities throughout the state. His perspective on the developing healthcare marketplace will be a valuable asset in Berg's pursuit of expanding opportunities in the area. Ford himself sees recent news reports becoming reality as all indicators in the region point to the construction sector continuing to enjoy a steady increase through 2016. With local opportunities abounding, the main focus of the Orlando office will be to have a larger presence closer to home in Florida.

Construction Zone: OUR WORK

- Advanced Individual Training (AIT) Barracks, Fort Jackson, SC
- Emergency Landside Renovation, Orlando International Airport
- Greater Orlando Aviation Authority Continuing
- H1 Helicopter Gearbox Test Facility, MCAS, Cherry Point, NC

- ith County Advanced Wastewater atment Plant, Hillsborough County, FL

- Verizon Interiors Buildout, Orlando, FL

 Water Tank Replacement, Camp Lejeune, NC

 Windsor Bioresearch Center at Florida
 Hospital's Health Village, Orlando, FL



View From

First and foremost, understanding our clients' and owners' project-specific needs and applying that knowledge to Berg's work effort enables us to better fulfill those needs. Listening at the outset helps us identify preferences and communication styles of our general contractors' staff in order to keep communication flowing throughout the project.

- In one word—unselfish, Each Berg Orlando Region staff member is always eager to assist in any task no matter what their position or how basic the job at hand is—as long as it fulfills the mission of best serving our clients.
- How would you describe the unique qualities of the clients that you serve in the Berg Orlando Region? Many of our regional clients are new to Bergelectric and are just getting to know about our company culture and long history—we look forward to building on those relationships.
- What do you envision about the future of the Berg Orlando Region?

Over the next few years, the Orlando office will be concentrating on the local marketplace in order to become better recognized and make a larger impression in our immediate area.

Peak Performance in Rocky Mountains

When Bergelectric opened its first Denver-area office in 1998, market sectors feeding the region's voracious economy were primarily comprised of energy, government/military and technology. In a region described as cutting-edge, sharp and creative, today's robust marketplace includes healthcare and financial services, which are also sectors that Bergelectric is focusing on serving through such projects as the \$800-million Denver VA Medical Center and a \$155-million multi-building service-center complex. Berg's niche in design-build/design-assist projects is reflected in the growth and caliber of employees dedicated to providing "best-in-class" service to their customers in these arenas.

COLORADO

Spearheading the drive to provide peak performance throughout the Berg Colorado Region is Vice President Alan Stout. As a native of the Centennial State, this highly-seasoned professional brings a wealth of experience from his 35 years in the electrical industry and invaluable relationships he's established in diverse marketplaces along the way including high-rise residential, healthcare, entertainment facilities, high-tech communications and data centers.

Becoming firmly rooted in Colorado, Berg has also successfully ventured into the surrounding states of Nebraska, New Mexico, Utah and Wyoming. The 26 office personnel and over 260 field electricians who serve the five-state region are now providing electrical designbuild, design-assist and design-bid-build services on over \$116 million in current contracts. Adding to the mix is the region's fleet of a dozen vans and 18 dedicated electricians comprising Bergelectric's Service Department-helping clients like the EPA and Life Care Centers of America best serve their constituents. With a strategic plan charted for success, the Bergelectric Colorado Region is poised to reach new heights well into the future.

Construction Zone: OUR WORK

- Colorado Service Department-Multiple Ongoing Projects
- Byron Rogers Federal Office Building Design-Build, Denver, CO
- Coors Field Multiple Ongoing Projects, Denver, CO
- Delgany Apartments Design-Build, Denver, CO
- Denver VA Medical Campus, Denver, CO
- Life Care Centers of America On-Call Service Contract, CO, NM, ID, OR, AZ
- Multi-Building 500,000-sf Campus Design-Assist, Lone Tree, CO
- One Union Station Office and Retail Tenant Improvements (TI), Denver, CO
- Pepsi Center Upgrades Design-Assist, Denver, CO
- Rust Presbyterian Medical Center, Rio Rancho, NM
- Sky Ridge Hospital Medical Center Addition and Remodel, Lone Tree, CO
- Sports Authority Field at Mile High Upgrades, Denver, CO
- University of Northern Colorado West Campus Housing Design-Build, Greeley, CO
- University of Colorado, Williams Village North Design-Build, Boulder, CO



View From the Top: Vice President

- ► How does the Berg Colorado Region deliver attributes, which customers have always required—Honesty, Integrity. Customer Service and Craftsmanship.
- How would you describe the attributes of your staff? Each and every member of the Berg Colorado Region team works customers as well as their fellow employees.
- How would you describe the unique qualities of the clients that you serve in the Berg Colorado Region? Our clients in the Colorado Region are intelligent, creative and willing to embrace cutting-edge processes while providing "best-in-class" facilities for their own customers.
- ▶ What do your clients value most about Bergelectric? Berg's safety culture, quality, creativity and our can-do attitude
- ► How do you serve your community within the Berg Colorado Region?

In the Colorado Region we support all of our customers in their community-service programs and, through one of our own employee's family, the cause of Cystic Fibrosis is very near and dear to our hearts. We also have a number of staff who coach





Reaching New Heights:

Alan Stout Promoted to Vice President in Colorado Region

With the Colorado Region enjoying a strong economic recovery and robust employment market-which performed well ahead of national averages - Bergelectric has been able to sustain its level of peak performance and reach new heights in customer service. For the past 11 years. the inspiration behind the success has been the manager of the region. Alan Stout. a Colorado native whose roots extend back four generations, According to Berg CFO Bill Wingerning, Stout has been a stable

force within the region and has established a solid customer base there, "Alan's management qualities embody the personality traits that exemplify what Berg is all about-honesty, integrity and loyalty," Wingerning added.

Although the Berg Colorado Region is named for its home base state, Stout has been instrumental in expanding Berg's reach to encompass the wide open spaces of surrounding Utah, Wyoming, Nebraska and New Mexico. Some of the larger projects completed around the region under his guidance are the \$107-million Presbyterian Rust Medical Center in Rio Bancho, NM: the GSA Office Building and EPA Headquarters; The Pinnacle at City Park South, a luxury, two-tower residential

development; and the FBI Region 8 Headquarters in Denver. From tech-savvy sports venues to design-building spacious high-rise apartment buildings and cutting-edge healthcare facilities, the nearly 300 field and office personnel under Stout's direction maintain "best-in-class" service on each and every project undertaken.

"I am proud of the Berg Colorado team-the dedication and hard work they offer every single day in order to best serve our clients in the region have made our success possible," Stout said. "This is a big step in solidifying Bergelectric as a national contractor by having upper management positions in key regional areas," he added. Berg President Alan Mashburn reiterates Stout's vital role, which will also include overseeing the National Account Group in addition to managing the region. "Alan was a breath of fresh air when he first joined our team and since that time he has maintained a steady and professional approach, demonstrated loyalty to his staff and his clients and been respectful of both his personal reputation and the reputation of Bergelectric in his region," said Mashburn, Our new VPs all have expanding regions - these promotions will not only help them to better manage their regions, but will also clarify their stature with the company."

Stout admits his real inspiration over the past 31 years has been the guidance, understanding and support of his wife Anne, with whom he has three grown children: Adam who lives with his wife Kara in Denver; Joseph currently living in Falmouth, England: and Zachary who resides in Littleton; the home of Berg's Colorado offices

Hot Streak in the Desert

Las Vegas/Arizona Region

Southern Nevada is reporting record visitation and a recent study by University of Nevada, Las Vegas' Center for Business and Economic Research indicates visitors are spending four times as much on non-gaming activities such as dining and shopping. That's good news for projects like The Shops at Summerlin that remained dormant for five years before it was resurrected as a \$215-million mixed-use retail complex, which Bergelectric is helping deliver in time for the 2014 holiday shopping season.

> Downtown Las Vegas is seeing a resurgence of its own with a flurry of activity on projects like the D Las Vegas Hotel and Casino's festival grounds for which Berg is providing electrical for stage lighting and concert sound. When visitors dare to hop on SlotZilla-a zipline project traversing Fremont Street-they'll be able to view their launch experience from the 12-story-tall slot machine through the cameras, sound systems and monitors installed by Bergelectric crews.

According to Las Vegas/Arizona Regional Manager Justin Knippel, Berg's growing staff is participating in a much more diverse marketplace

encompassing military, healthcare, hospitality, correctional, education and technology. Technology-driven projects have been an important segment of Berg's recent work in both states, including a 1-million-sf data center of the future, the largest in Arizona, and Switch's Las Vegas-based SuperNAP 7

and 8 that currently serve over 1,000 customers. At 300,000 sf. SuperNAP 8. **Construction Zone: OUR WORK** for which Berg is installing medium-voltage electrical wiring, switchgear and - BRAC Flight Simulator, Nellis AFB, NV

View From the Top: Regional Manager Justin Knippel

- ► How does the Berg Las Vegas Region deliver We get our input straight from the source—the feedback from our clients tells us that we respond installations are always done right the first time
- From a single project perspective, the largest and most complex project has been the **VA Medical Center**, which encompassed \$70 million in electrical contracts through three phases and a massive scope that included all electrical and installation of every modern hospital system-nurse-call, fire-alarm, security and tel-data. Berg delivered on time, on budget with a peak of 150 electricians tightly-coordinated on the project site to keep the work on track.
- How would you describe the unique qualities of the clients that you serve in the Berg Las Vegas Region?
- As casinos continue to be a major revenue generator for the state, they've established the pace for fast on-time schedules in order to be up and operational construction industry as a whole with owners and
- ► What do you envision about the future of the Berg Las Vegas Region?

We're excited about the longer-term big-picture projects that are coming back to life and we see a lot of good opportunities for Bergelectric to

Raleigh-Durham on Fast Track to Recovery

Economists at North Carolina State University forecast a robust recovering economy, particularly related to job growth, to continue in 2014. A majority of the employment opportunities over the past four years have been in areas of the Tar Heel state known as the Triad and the Triangle, which have attracted bioscience and technology-driven companies to their progressive developments. Bergelectric is at the forefront of this trend through its work at Perimeter Park which, according to a recent article, is "the latest sign of the Triangle office market's improving health."

In fact, the vital signs are so strong that approximately 97 percent of the two million square feet of office space is already leased. Berg's Raleigh-Durham staff, led by Regional Manager Ray Murfello, is involved in the shell construction of two of the buildings in addition to tenant improvements for Sciquest, a company that specializes in cloud-based business-automation solutions and Compliance Implementation Services, outsource experts in meeting government regulatory requirements for pharmaceutical, biotechnology and medical-device companies.

Murfello's own history in the region spans more than 20 years on laboratory, healthcare, high-tech and military installations. During his tenure, he has expanded Berg resources to 230+ field personnel who have delivered a myriad of projects at Camp Lejeune Marine Corps Air Station-ranging from barracks and schools to helicopter-repair facilities and solar-energy initiatives.

Berg professionals have also made a name for themselves in the healthcare and higher-education arenas through such projects as the University of North Carolina (UNC) Hospital's 61-bed facility in Hillsborough. While Berg regional staff has performed work with national contractors in places like Virginia, West Virginia and South Carolina, Murfello will be looking at additional opportunities in medical, school and data-center markets to broaden its service outside the Raleigh-Durham area in order to pursue an expanded Mid-Atlantic presence for Bergelectric.

Construction Zone: OUR WORK

- Alamance Regional Medical Center, Burlington, NC
- Army Base Treatment Plant, Norfolk, VA
- Bayer Crop Science Building, Durham, NC
- Camp Lejeune Bachelor Enlisted Quarters (4), Jacksonville, NC - Citrix Core & Shell and Tenant
- Holly Hill Hospital New Inpatient Psychiatric Hospital, Raleigh, NC
- IBM Data Center Renovation, Durham, NC - Michelin Project Journal, Spartanburg, NC Perimeter Park II & III Shell Construction, Morrisville, NC
- University of North Carolina (UNC) Dental

COUNTY



► How does the Berg Raleigh-Durham Region deliver "best-in-class" performance? It's simple—we always put the customer first.

What are the greatest accomplishments of the Berg Raleigh-Durham Region?

Bergelectric's name recognition in the region, developed our own in-house prefabrication department and proven Berg's capability on several sizable healthcare and data-center

- Berg Raleigh-Durham is a great core group of professionals who are a client-oriented team with a perfect balance of experience, talent, eagerness to serve, knowledge and hunge
- ► What do your clients value most about Bergelectric? knowledge and expertise

RANGE

Fragrant citrus groves - the source of inspiration for this Southern California county's name - has given way to its newest moniker as part of the Tech Coast. Information technology companies like Google and Qualcomm have built facilities here, as well as the University of California (UC) at Irvine, which is home to the California Institute for Telecommunications and Information Technology. Bergelectric's nearby Irvine office, under the leadership of Regional Manager Mark Bauer, recently began a fast-track four-month construction project for Google, which features sophisticated lighting and controls.

With the economy on the upswing, Huntington Beach is about to get a new high-end retail development honoring the community's original name, Pacific City, that is one of a handful of this select class of building being undertaken across the US, which Berg crews are also helping deliver. Whether Berg's construction group is serving upscale retail and hospitality/resort development, providing power for the latest healthcare technology and bioscience laboratories, spotlighting higher education at institutions like UC Irvine or Loma Linda University or providing tenant improvements for federal government installations, the Orange County operations staff remains focused on truly serving its customers. In addition, Berg's Orange County Region service group also performs work for notable clients as Knott's Berry Farm in Buena Park and Meggitt Defense Systems

According to 39-year industry veteran Bauer, the company's Irvine location is what he refers to as a hybrid office that really epitomizes "One Berg" - with an estimating staff from Los Angeles and a group from national technology systems all housed under the same roof. In the big picture, Bauer sees his top list of priorities in the thriving southern California construction market as continuing to develop viable, long-term partnerships with general contractors with whom Bergelectric performs design-assist and design-build work in a variety of market types

Monumental Missions— **NATIONAL PROJECTS GROUP**

generators, is being dubbed the global standard for data centers, providing power

redundancy to guarantee 100-percent

uptime and is the first Tier IV-certified facility in the colocation sector.

With a more diverse marketplace that

runs the gamut from entertainment venues

Knippel sees future opportunities in these

to schools and emergency rooms and detention facilities to luxury high-rises.

desert pases of Nevada and Arizona continuing to attract sunseekers and savvy

Bergelectric's National Projects Group was formed to manage large-scale undertakings that generally fall outside of the traditional geographic domain of existing regional offices. According to Vice President Carl Zirkus, who heads up the construction side of the National Projects Group, Berg clients benefit from the flexibility this dedicated group offers by being able to staff up anywhere in the country regardless of magnitude, complexity or remoteness of location. Some of the best talent in the company—from diverse regions like Sacramento, San Diego and Austin-is coming together to spearhead the monumental endeavors that are being managed by the National Projects Group. "From a management or owner's perspective, I can't imagine better people looking after our best interests and our clients' best interests — that's stepping up and that's what makes us better able to manage these projects," stated Bergelectric President Alan Mashburn.

Under the auspices of a joint-venture created by Bergelectric and Helix Electric known as Berg-Helix, the 1,085,000-sf replacement facility at Offutt Air Force Base in Nebraska is one such endeavor. Led by Project Executive Rick Greenwell, the new multi-story facility includes basement and penthouse levels and will house a significant number of data centers, operations centers, personnel and staff functions, conference rooms, theater, cafeteria/eatery, atrium and ancillary support spaces.

The successful joint-venture is also at work in Texas where Berg-Helix is delivering a 1,2-million-sf, full-service replacement hospital on a 260-acre site at Ft, Bliss This seamless organization, under the leadership of Project Executive Matt Ordway, is responsible for installing over 300,000 lineal feet of conduit throughout the six-building campus. The four immense 2500KW generators housed in a separate 82,000-sf facility, complete with paralleling switchgear, will ensure that the 13 stories of clinics and main hospital will remain operational in the event of a power outage.

Complex evidence-based-designed healthcare facilities particularly benefit from Berg's National Projects Group expertise, More remote installations, such as the \$344-million Ft, Riley Community Replacement Hospital in Kansas, for which Bergelectric has joint-ventured with Faith Technologies, is on the fast-track to becoming a healthcare facility of the future.

Procuring work for the National Projects Group, as well as supporting estimating efforts on select projects in Berg regional offices, is the bailiwick of Vice President Bill Sorber, who relies on experienced managers and estimators such as Zach Frye in Orlando and Shawn LePine in San Diego to provide detailed cost analyses. "The markets where we are identifying opportunities are consistent with what Bergelectric's expertise including federal, healthcare, commercial or mixed-use developments with hotels, office, retail and restaurant components," Sorber noted. "We are looking to add to the nearly \$300 million the group currently has under contract by pursuing any national prospects to which we believe we can add value," he added.



As part of a joint-venture team, Bergelectric's National Projects Group is spearheading electrical installations for the 1.2-million-sf Fort Bliss Peplacement Hospital in El Paso, Texas. The project includes two 7-story clinics, four floors of administrative space and an 8-story main hospital

Construction Zone: OUR WORK

- Air Traffic Control Tower Palm Springs CA
- Big Canyon Country Club, Newport Beach, CA - Courtyard by Marriott Irvine Spectrum, Irvine, CA
- Edwards Lifesciences Global Headquarters
- Nordstrom Fashion Island, Newport, Newport
- Palm Springs Middle School #5, Palm Springs, CA - Pelican Hill Resort, Newport Beach, CA
- Residence Inn by Marriott Long Beach
- Southern California Edison at Innovation Village Research Park, Cal Poly Pomona, CA
- University of California at Irvine Arts Building,
- Walnut Village Continuing Care Retirement Community, Anaheim, CA
- Westminster Police Department, Westminster, CA

Hybrid Office Epitomizes "One Berg"

View From the Top: Regional Manager Mark Bauer

- ► How does the Berg Orange County Region We consistently deliver on-time performance, provide expert installation at a good value, and look after the best interests of our clients.
- ▶ What are the greatest accomplishments of the Berg Orange County Region?
- The first thing that came to mind is Victoria Gardens, a 1.5-million-square-foot, open-air regional town center in Rancho Cucamonga. While a monumental storm, major changes and delayed landscaping made it seem like an impossible task, we were ultimately able to deliver the project on time.
- ► How would you describe the unique qualities of the clients that you serve in the Berg Orange County Reg
- We have had the privilege to work with some of country's top performers-these general contractors set themselves apart by establishing meaningful partnerships with top-notch, pregualified subcontractors.
- ▶ What do your clients value most

Dependability, Berg's quality of service, and the fact that we are always looking to invest in the