



Statement of Qualifications

**CIANBRO**

2017

# Introduction

## History

With more than 68 years of history, Cianbro has safely and efficiently planned, managed, and constructed many technically complex, historic, and environmentally sensitive projects for a wide variety of public and private clients.

A total commitment to safety combined with the enthusiasm of an innovative team of construction professionals, has enabled Cianbro to build a durable reputation for completing projects safely, on schedule, and within budget.

Founded in 1949 by the Cianchette Brothers, Cianbro is now one of the United States' largest, most diverse, successful, open shop, 100% employee-owned construction companies, presently operating in more than 40 states, five markets, and employing over 4,000 team members.

## Geography

Cianbro's service territory spans the entire United States - from the North East to the Pacific Region. Each geographic location is comprised of offices, enclosed shops, and equipment yards, in addition to fabrication and coating as well as deepwater marine and modular manufacturing facilities.

## Open Shop

Cianbro is an open shop / merit shop contractor, and is therefore not signatory to any national or local labor agreements. Teamwork, dedication, and personal sacrifice are what differentiate Cianbro from its competitors. Cianbro applies its can-do spirit in the workplace every day, implementing innovative and creative solutions for client's needs on a wide variety of projects.

## Employee-Owned

Cianbro is 100% employee-owned by team member participation in the Profit Sharing Plan, facilitated by the Employee Stock Ownership Plan (ESOP). Each team member shares in the risk and profits of business. As owners, team members work more safely, efficiently, and productively to ensure the successful completion of each project.

## Construction Services

With over 4,000 team members, Cianbro provides Construction Services from the conceptual stages of design through implementation, to start-up, commissioning, and turn-key operations. Self-performing Civil, Structural, Mechanical, Electrical, Instrumentation, Fabrication, and Coating, in five different markets, under various contractual means and several different contracting roles, Cianbro's overall objective is to ensure each project is completed on schedule and within budget.



# The Constructor of Choice™

## Awards & Recognition

As the recipient of more than 68 years of awards, Cianbro has been nationally recognized as the Contractor of the Year and the Healthiest and Safest Company in America. Cianbro has also received awards for Excellence in Construction, Build America, Outstanding Civil Engineering Achievement, and Engineering Excellence. Cianbro's Project Teams are assembled with the depth, experience, and expertise to ensure each project's success, through attention to detail and aggressive management techniques.

## Experience & Capabilities

Ranked #103 on Engineering News-Record's (ENR) 2017 The Top 400 Contractors, Cianbro is best known for managing major construction projects, along with self-perform capabilities and innovative, hands-on construction techniques.

Cianbro self-performs civil, structural, mechanical, electrical, instrumentation, fabrication, and coating, in five different markets, throughout the United States. Performing services under various contractual methods and in several different capacities, Cianbro has experience in Construction Management, Construction Manager/ General Contractor (CM/GC), Design-Build, and Engineer Procure Construct (EPC), in addition to Conventional Design-Bid-Build. Cianbro continues to be selected as a Prime / General Contractor and Joint Venture / Partner, but has also served as a Construction Manager, Subcontractor, Fabrication Supplier/Vendor, in addition to a Developer and Consultant for construction services.

## Health, Safety & Environmental

Cianbro's number one priority is safety – team members should go home in better condition than which they arrived. Recognized as a national leader in pursuing health and safety in the workplace, Cianbro's success can be credited directly to the team's attitude towards working safe – one which is unmatched in the construction industry. Furthermore, as evidenced through exemplary compliance, environmental stewardship is at the forefront of Cianbro's projects.

## Operations

With over 4,000 team members, Cianbro has established a service territory which spans the entire United States. With the Corporate Office located in Maine, Cianbro also has offices in the North East, Mid Atlantic, Great Lakes, South East, South West, and Pacific Regions, in addition to Fabrication and Coating, Deepwater Marine, and Modular Manufacturing Facilities.

## Construction Services

Building

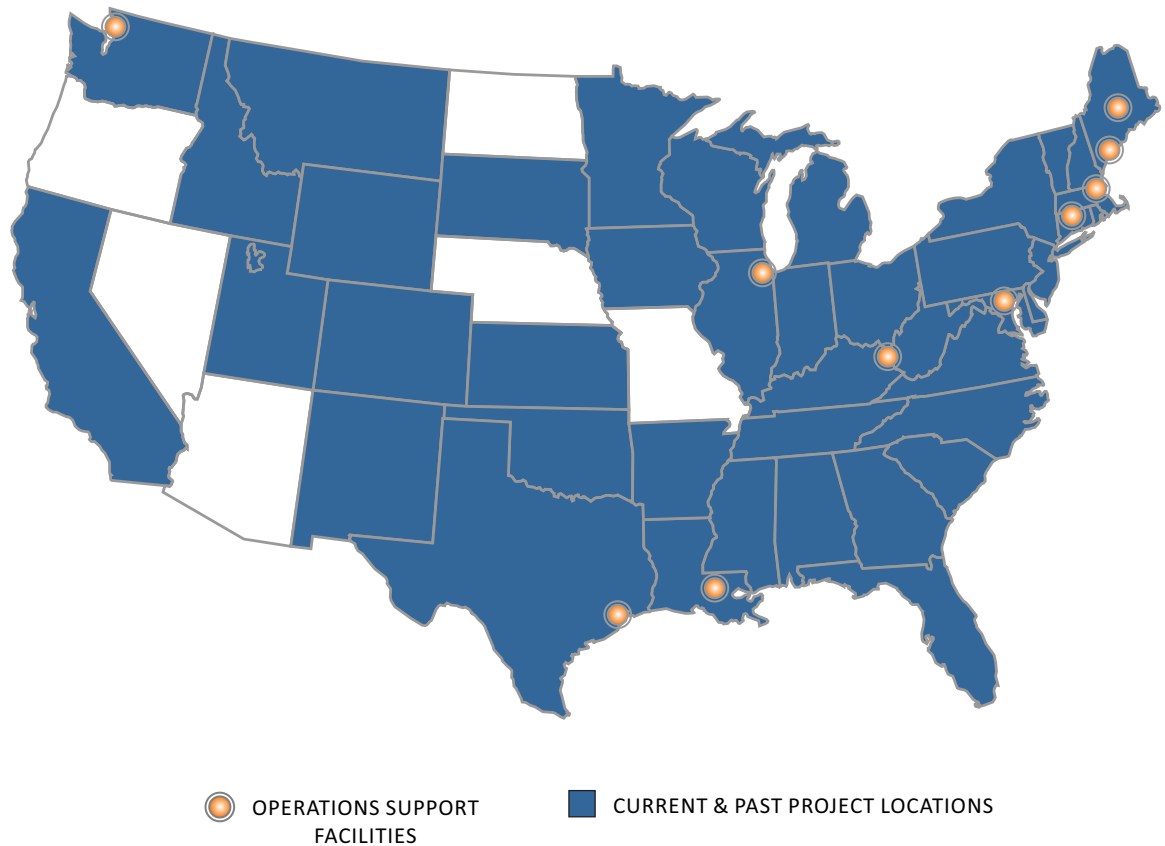
Industrial & Manufacturing

Infrastructure

Oil, Gas & Chemical

Power & Energy

## Geographic Locations



## Corporate Headquarters

Pittsfield, ME

## Operations Support Facilities

Pittsfield, Falmouth & Portland, ME  
Bloomfield, CT  
Baltimore, MD  
Chester, VA  
Lexington, SC  
Catlettsburg, KY  
New Lenox, IL  
Gonzales, LA  
La Porte, TX  
Burlington, WA

## Fabrication & Coating Facilities

Pittsfield, ME  
Georgetown, MA

## Deepwater Marine & Modular Manufacturing Facilities

Brewer, ME  
Portland, ME  
Baltimore, MD

# Health, Safety & Environmental Leader

## Health

Cianbro's Wellness Program is founded upon the Healthy LifeStyle Program. Medical consultants provide participants with a customized health risk assessment, educate them on the significance of their health risk behaviors, develop motivation towards change, and set short and long-term goals toward realistic, sustainable lifestyle changes. Team members receive credit on their medical insurance premium by participating.

## Safety

Cianbro believes safety drives productivity. Safety is the prime workplace factor to mitigate exposure wherever possible, eliminate at-risk behavior and experience beyond zero results on each project site; every team member has a moral right to an injury-free workplace. Utilizing the behavior-based safety process, known as the Cianbro Accident Prevention Process (CAPP), team members are provided with the opportunity to participate in safety improvement by identifying both safe and at-risk behaviors everyday.

## Environmental

Cianbro protects its team members, the public, and the environment from undue risks of harm that may result from the use of hazardous substances or materials by developing, implementing, and monitoring programs to support the successful completion of each and every project.

### The Cianbro Companies 2016 Safety Highlights:

> 8 Million Work Hours  
Recordable Incident Rate = 0.80  
Experience Modification Rate 0.45 (2017)  
< ½ of the Industry Average

*For 5 Years Cianbro Corporation  
Experienced Zero Lost Time Injuries  
Over 12.3 Million Work Hours*

American College of Occupational and  
Environmental Medicine (ACOEM)  
"Healthiest And Safest Company in America"

Wellness Council of America (WELCOA)  
"Wellness Program Best In United States"

Associated Builders and Contractors (ABC)  
Best of the Best Safety Award  
National Safety Excellence Award  
Accredited Quality Contractor (AQC)

Occupational Safety and Health  
Administration (OSHA)  
Safety and Health Achievement Program  
(SHARP) Award

Gold Safety Training and Evaluation Process  
(STEP) Award - Diamond Level

Construction Users Roundtable (CURT)  
Construction Industry Safety Excellence (CISE)  
Award

Voluntary Protection Program (VPP)  
Merit Award

The Society for Protective Coatings (SSPC)  
George Campbell Award

American Institute of Steel Construction (AISC)  
Safety Award of Honor

# Construction Services

Cianbro offers construction services from the conceptual stages of design through implementation, to start-up, commissioning, and turn-key operations. Cianbro's versatility can be attributed to a vast service territory throughout the United States, effectively demonstrated by the diverse nature of completed projects. Cianbro's success can be credited directly to the team's attitude towards working safely, with enthusiasm, and a genuine concern for clients. Skill and experience possessed by Cianbro's team members cover the complete spectrum of construction trades.

## Construction Services

Boiler Installation / Repairs  
Cable Splicing  
Caissons  
Carpentry  
Code Piping  
Concrete & Grouting  
Demolition  
Dewatering  
Drilled Piers  
Deep Foundations  
Electrical  
Gas Pipelines  
Hazardous Waste Material  
High Purity Piping  
Instrumentation & Control Work  
Interior Finishes

## Fabrication Services

Bridge Steel Materials  
Construction Materials  
Structural Steel  
Beam & Column  
Duct Work  
Fire Proofing  
Fleet & Equipment Coatings

## Markets

Building  
  
Industrial & Manufacturing  
  
Infrastructure  
  
Oil, Gas & Chemical  
  
Power & Energy

Lighting  
Piling  
Pipe Welding  
Power Line Construction  
Process Equipment Installation  
Process Piping  
Rigging  
Site & Earthwork  
Start-Up & Testing Services  
Structural Steel Erection  
Substation Construction  
Tank Erection  
Tower Installations  
Transformer Painting  
Transformer Retrofill  
Transmission & Distribution  
Underground Installation  
Welding

Industrial Coatings  
Injection Resins  
Miscellaneous Metals  
Plate Work  
Polymer Coatings  
Temporary Steel  
Specialty Coatings

# Equipment Resources

## Company Owned Construction Equipment

Cianbro owns an equipment fleet consisting of approximately 3,500 pieces and valued at nearly \$150 million. Cianbro has complete control over its operation, having the ability to prioritize needs to assure the proper equipment is available where it is required the most. Cianbro is prepared for rapid mobilization.

183	Light Trucks: up to 10,000 GVW	143	Concrete Buckets
84	Trucks: 10,000 to 18,000 GVW	5	Motor Mixers: up to 5 CF
18	Straight Trucks: 18,000 GVW & up	3	Concrete Mixers: up to 5 CF
18	Truck Tractors: 18,000 GVW & up	10	Deck Finishing Machines
3	Dump Trucks: up to 7 CY	3	Marine Push Boats
3	Dump Trucks: 12+ CY	342	Barges and Sectional Marine Barges
24	Class B Office Trailers: 8 x 20+	43	Small Marine Boats
246	Class C Storage Containers	5	Marine Propulsion Units
33	Storage / Tool Trailers	37	Engine Powered Pumps
37	Platform Trailers	26	Electric or Air Powered Pumps
11	Lowbed Trailers	51	Compressors: 60 CFM & Larger
19	Heat Exchanger Bundle Trailers	2	Air Drills
4	Alky Unit Decon Trailers	204	Wire Feeders
80	Miscellaneous / Utility Trailers	144	Portable Welders
52	Fork Lift Trucks	95	Portable Power Units
30	Rubber Tired Loaders	266	Electric Welding Machines
55	Aerial & Scissor Lifts	12	Solar Message & Arrow Boards
10	Tracked Type Dozers	54	Lighting Equipment
3	Rubber Tired Loaders / Backhoes	111	Surveying Equipment & Lasers
17	Boom Trucks	8	Heavy Compaction Equipment
4	Truck Crane (Cable)	7	Concrete & Asphalt Saws
34	Crawler Cranes (Cable)	1	Aircraft
31	Hydraulic Excavators	19	Hydraulic Breakers
25	Hydraulic Cranes	2	Sand & Water Blasters
2	Drum Hoists & Winches	7	Ground Heaters
1	Dragline Bucket	9	Laser Alignment Systems
36	Clamshell Buckets	18	Bucket and Digger / Derrick Trucks
326	Crane, Loader & Excavator Attachments	1	Straddle Carrier
26	Tracked Utility Equipment	14	Heat Exchanger Bundle Extractors
22	Utility Services Reel, Pole & Wire Trailers	4	14 Passenger Buses
96	Machine - Assigned Buckets	1	Steiger Articulated Agg. Tractor
14	Pile Hammers	11	Air Dryers: 500 CFM or Larger
7	Pile Lead		

# Construction Services: *Wind Energy Services*

Cianbro's Wind Energy Services (WES) has experience in project development, pre-construction activities, EPC construction, and maintenance services.

Cianbro's unique strengths are centered on self-perform capabilities in all aspects of onshore and offshore wind farm construction, including site civil, structural, erection, and electrical, including substation transmission and collection.

Cianbro provides the following WES safely, on time, and on budget for a variety of clients, such as developers, energy providers, and private owners:

## Self-Perform

Project Management  
Environmental, Health & Safety  
Quality Assurance / Quality Control  
Procurement  
Construction Design  
Foundations  
Turbine Erection  
Turbine Down Tower Wiring  
Collection, Substation & Transmission  
Operations & Maintenance Building

## Resources

Project Managers	41
Project / Field Engineers	95
Superintendents / General Foremen	104
Civil Workers	177
Ironworkers	172
Crane Operators	70
Millwrights	110
Electricians	124
Transmission & Distribution Workers	115

## Preconstruction Services

- Engineering
- Permit Support
- Constructability Reviews
- Budget & Schedule Development

## EPC Services

- Site Civil, Foundation & Electrical Interconnect Engineering
- Site Development, Foundation Installation, Turbine Erection, Electrical Collection, Substation & Transmission Construction
- Commissioning & Start Up

## Maintenance

- Turbine / OEM Support Services
- BOP Maintenance

## Subcontract

Site Civil Design

Structural Foundation Design

Electrical Design

Sitework

Turbine Transport

## 4,000 Team Members



# Equipment Resources

## Wind Energy Services Equipment

Cianbro owns an equipment fleet consisting of approximately 3,500 pieces and valued at nearly \$150 million. Cianbro has complete control over its operation, having the ability to prioritize needs to assure the proper equipment is available where it is required the most. Cianbro is prepared for rapid mobilization.

73	Cranes	22	Boom Trucks: 8 - 23 Ton
7	Carry Decks: 8.5 - 15 Ton	25	Rough Terrain Cranes: 18 - 90 Ton
25	Hydraulic: 28 - 90 Ton		
34	Friction / Cable: 50 - 440 Ton	10	Tracked Dump Carriers
30	Crew Cab Pickup Trucks	2	Nodwell Tracked Vehicles
15	Utility Side-by-Sides	2	Rubber Tracked Trailers
13	Road Tractors	9	Wire Trailers
7	Lowbed Trailers: 30 - 55 Ton	6	Tension Trailers
14	Aerial Bucket Line Trucks	27	Reach Trucks
4	Digger/Derrick Trucks	102	Trailers
9	Tracked Material Handlers/Aerial Lifts	93	Generators
5	Tracked Digger/Derricks		
25	Loaders		

## Equipment Training

Cianbro self-performs all aspects of training associated with the equipment listed above, including but not limited to rigging, signal, high-angle rescue, and crane operations training. As Team Member safety is Cianbro's number one priority, an effective safety program starts with proper training for all Team Members, mitigating risk and driving productivity.