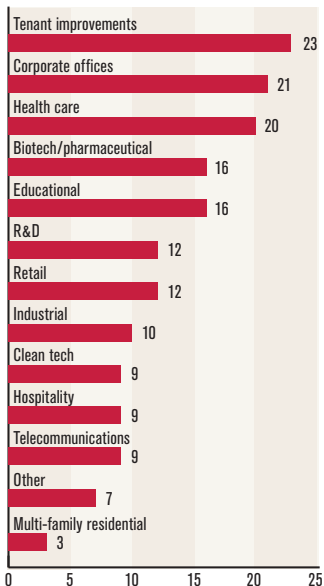


A CLOSER LOOK

Tenant improvements trump again

Most contractors in the top 25 said they were awarded tenant improvements in 2011 again, with 23 of respondents receiving that type of work. Corporate office projects took second place this year with 21 respondents doing that type of work.

New projects awarded in 2011 by sector



SOURCE: BUSINESS JOURNAL RESEARCH

FYI

SC Builders, which ranked No. 13 on last year's list with \$50 million revenue earned from at-risk general contracts in Silicon Valley, declined to participate this year.

W.L. Butler, which tied for No. 13 on last year's list with \$50 million revenue earned from at-risk general contracts in Silicon Valley, also declined to participate this year.

Gonsalves & Stronck Construction Co. Inc., which ranked No. 20 on last year's list with \$22 million revenue earned from at-risk general contracts in Silicon Valley, did not respond to survey requests.

Commercial Contractors

In Silicon Valley* — ranked by total revenue earned from at-risk construction in 2011

Rank 2011	Contractor Address Phone, website	2011 revenue earned from at-risk general contracts on projects in the Silicon Valley/ companywide	Value of new at-risk contracts awarded for projects in Silicon Valley in 2011/ companywide	Sample of types of new construction projects awarded in 2011	Top local executive(s) Email, if available
1	San Jose Construction Co. Inc. 1210 Coleman Ave., Santa Clara 95050 408-986-8711, www.sanjoseconstruction.com	\$694 million \$697.8 million	‡ ‡	Corporate offices, health care, hospitality, industrial, R&D	John Di Manto CEO ‡
2	Devcon Construction Inc. 690 Gibraltar Drive, Milpitas 95035 408-942-8200, www.devcon-const.com	\$390 million \$434 million	\$1 billion \$1.2 billion	Biotech/pharmaceutical, clean tech, corporate offices	Gary Filizetti President gfilizetti@devcon-const.com
3	Novo Construction Inc. 1460 O'Brien Drive, Menlo Park 94025 650-701-1500, www.novoconstruction.com	\$333.9 million \$333.9 million	\$333.9 million \$333.9 million	Biotech/pharmaceutical, corporate offices, health care, TI	James Fowler President jfowler@novoconstruction.com
4	DPR Construction 1450 Veterans Blvd., Redwood City 94063 650-474-1450, www.dpr.com	\$274.6 million \$2 billion	\$660.5 million \$2.5 billion	Biotech/pharmaceutical, corporate offices, educational, health care	Douglas Woods President ‡
5	Rudolph and Sletten Inc. 1600 Seaport Blvd., Suite 350, Redwood City 94063 650-216-3600, www.rconstruction.com	\$145 million \$550 million	\$240 million \$534 million	Biotech/pharmaceutical, corporate offices, educational, health care	Martin Sisemore President and CEO martin_sisemore@rsconst.com
6	XL Construction Corporation 851 Buckeye Court, Milpitas 95035 408-240-8000, www.xlconstruction.com	\$105 million \$149 million	\$139 million \$235 million	Biotech/pharmaceutical, clean tech, corporate offices, educational	Eric Raff President ‡
7	BNBuilders 201 Redwood Shores Parkway, Suite 125, Redwood City 94065 650-227-1957, www.bnbuilders.com	\$100 million \$206 million	\$175 million \$355 million	Biotech/pharmaceutical, clean tech, corporate offices, educational	David Becker, david.becker@bnbuilders.com Sean Truesdale, sean.truesdale@bnbuilders.com Principals
8	South Bay Construction Co. Inc. 1711 Dell Ave., Campbell 95008 408-379-5500, www.sbc.com	\$98 million \$98 million	\$75 million \$75 million	Biotech/pharmaceutical, clean tech, corporate offices	Richard Furtado ¹ CEO rfurtado@sbc.com
9	S.J. Amoroso Construction Co. Inc. 390 Bridge Parkway, Redwood City 94065 650-654-1900, www.sjamoroso.com	\$94.6 million \$186.7 million	\$81.9 million ‡	Educational, health care, other	Dana McManus President and CEO ‡
10	Blach Construction Co. 469 El Camino Real, Suite 100, Santa Clara 95050 408-244-7100, www.blach.com	\$71.5 million \$80.5 million	\$193.3 million \$194.3 million	Clean tech, corporate offices, educational, health care, TI	Michael Blach President and CEO ‡
11	Hensel Phelps Construction Co. 226 Airport Parkway, Suite 150, San Jose 95110 408-452-1800, www.henselphelps.com	\$70 million \$2 billion	‡ ‡	Corporate offices, educational, health care, hospitality, TI	Jon Ball VP, district manager jball@henselphelps.com
12	Hathaway Dinwiddie Construction Co. 565 Laurelwood Road, Santa Clara 95054 408-988-4200, www.hdcco.com	\$60 million \$528 million	\$150 million \$550 million	Biotech/pharmaceutical, corporate offices, educational, R&D, TI	Steve McCoId Executive vice president mccoids@hdcco.com
13	MAI Industries Inc. 105 Bonaventura Drive, San Jose 95134 408-434-9880, www.maiindustries.com	\$50.1 million \$50.1 million	\$50.1 million \$50.1 million	Biotech/pharmaceutical, clean tech, corporate offices, R&D	Roger Mairose ² CEO roger@maiindustries.com
14	McLarney Construction Inc. 355 South Daniel Way, San Jose 95128 408-246-8600, www.mclarney.com	\$48.8 million \$48.8 million	\$46.8 million \$46.8 million	Tenant improvements	Kevin McLarney ³ President kmlarney@mclarney.com
15	Skanska USA 1999 Harrison St., Suite 1950, Oakland 94612 510-285-1815, usa.skanska.com	\$44.3 million \$4.9 billion	‡ \$6.2 billion	Health care, industrial	Bob Babitsky ⁴ Co-CEO, Skanska USA Building bob.babitsky@skanska.com
16	Swinerton Builders 2880 Lakeside Drive, Suite 300, Santa Clara 95054 408-567-9755, www.swinerton.com	\$37.7 million \$1.1 billion	\$18.3 million \$1.7 billion	Corporate offices, educational, retail, tenant improvements	Kelly Smith Division manager ksmith@swinerton.com
17	BCCI Construction Co. 2445 Faber Place, Ste. 200, Palo Alto 94303 650-543-8900, www.bcciconst.com	\$32.7 million \$133.9 million	\$41.9 million \$124.7 million	Biotech/pharmaceutical, corporate offices, educational, R&D	Debbie Fleser Vice president dfleser@bcciconst.com
18	The CORE Group 645 River Oaks Parkway, San Jose 95134 408-321-6450, www.tcgbuilders.com	\$29 million \$31.1 million	\$24.9 million \$31.5 million	Biotech/pharmaceutical, clean tech, corporate offices, R&D	Mickey Wagle ⁵ Principal mickeyw@tcgbuilders.com
19	Gordon-Prill Inc. 1245 Pear Ave., Mountain View 94043 650-335-1990, www.gordonprill.com	\$25.8 million \$25.8 million	\$25.8 million ‡	Biotech/pharmaceutical, clean tech, corporate offices, R&D	Gopal Aggarwal ⁶ Principal gaggarwal@gordonprill.com
20	Skyline Construction 2384 Walsh Ave., Santa Clara 95051 408-844-0000, www.skylineconst.com	\$22 million \$83 million	\$38 million \$90 million	Biotech/pharmaceutical, corporate offices, health care, retail, TI	David Hayes CEO dhayes@skylineconst.com
21	Cody-Brock Inc. 967 Center St., San Carlos 94070 650-591-0757, www.codybrock.com	\$16 million ‡	\$16 million ‡	Biotech/pharmaceutical, corporate offices, R&D, retail, TI	Charles Brock ⁷ Principal charlieb@codybrock.com
22	McCarthy Building Companies Inc. 343 Sansome St., 14th Floor, San Francisco 94104 415-397-5151, www.mccarthy.com	\$16 million \$2.3 billion	‡ ‡ billion	Educational, health care, hospitality, industrial, TI, other	Richard Henry President, Northern Pacific division rhenry@mccarthy.com
23	TEAMWRKX Construction Inc. 1691 Old Bayshore Highway, San Jose 95112 408-287-2700, www.teamwrkxconstruction.com	\$15.5 million \$21.5 million	\$15.5 million \$21.5 million	Biotech/pharmaceutical, corporate offices, health care, hospitality	Eric Venzon ⁸ CEO, CFO, principal evenzon@teamwrkx.com
24	Vulcan Construction Inc. 346 Mathew St., Santa Clara 95050 408-213-4270, www.vulcanconstructioninc.com	\$12 million \$12 million	\$12 million \$12 million	Clean tech, corporate offices, health care, R&D, retail, TI	Joel Graham ⁹ CEO jgraham@vulcanconstructioninc.com
25	G. Swanson Construction Inc. 1658 Watson Court, Milpitas 95035 408-690-3311, www.gswanson.com	\$10.9 million \$10.9 million	\$10.9 million \$10.9 million	Biotech/pharmaceutical, corporate offices, industrial, retail, TI	Don Swanson ¹⁰ Vice president dswanson@gswanson.com

*Silicon Valley includes: Santa Clara County; Fremont, Newark and Union City in Alameda County; Atherton, Belmont, East Palo Alto, Foster City, Menlo Park, Portola Valley, Redwood City, San Carlos, San Mateo and Woodside in San Mateo County; and San Benito, Santa Cruz and Monterey counties. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur.

Information for obtaining commemorative plaques, reprints or Web permissions can be obtained from the Business Journal's designated partner company, Scoop Reprints/Source at 800.67.3263 or scoopreprints@source.com. No other companies offering similar services are affiliated in any way with the Business Journal.

NOTES: ‡ Did not disclose. NR - Not ranked. In case of ties, companies are listed alphabetically.

Information was obtained from company representatives.

¹ Cameron Peach, principal; Jb Cahoon, principal, business development, jcahoon@sbc.com

² Michael F. Mairose, president, mmairrose@maiindustries.com; Barry Paxton, VP, bpaxton@maiindustries.com; Wendy W. Mairose, Treasurer & Secretary, wmairose@maiindustries.com; Debbie Squires, assistant secretary & treasurer, dsquires@maiindustries.com

³ Brett McLarney, vice president, bmlarney@mclarney.com

⁴ Bruce Holms, executive vice president/GM, bruceholms@skanska.com

⁵ Timothy Tempel, Principal, timt@tcgbuilders.com; Jillian E Dressel P.E., Principal, jilland@tcgbuilders.com

⁶ Patrick Dolci, Principal, pdolci@gordonprill.com; Joseph Foraker AIA, Principal, jforaker@gordonprill.com

⁷ Kerry Cody, Marketing, kerryc@codybrock.com

⁸ John Aiassa, Managing Principal, john.aiassa@teamwrkx.com

⁹ Travis Fisher, CFO, tfisher@vulcanconstructioninc.com

¹⁰ Carl Swanson, VP, Carl@gsawanson.com; Donna Swanson, owner, donna@gsawanson.com

If your company would like to be considered for next year's list, or if there are any corrections or additions, write to: Research, Business Journal, 125 S. Market St., 11th floor, San Jose, CA 95113; fax: 408.295.5028; or email lreyes@bizjournals.com.

Research by Lemery Reyes
List published Oct. 19, 2012