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PRIME is proud to bring a true community feature to life

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A massive project in the heart of downtown Seattle

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Building an environment to foster and embrace diversity

Working together to create an environment where everyone can feel welcome

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Message from the Chairman

For nearly a decade now, PRIME has been producing our quarterly PRIME Time Magazine. And I've looked forward to every issue because it's our chance to talk directly to the PRIME family — our amazing team members, clientele, and industry partners who all collectively bring our work to life! It's always exciting to give a snapshot view of where each quarter takes us. And it's equally exciting to use this space to look ahead to the future, because for the PRIME Team, 2022 looks very bright!

Primed for a Pandemic

I am sure we would all agree how difficult it is to believe that we have all lived with the pandemic for nearly two years. Does it sometimes seem like longer? Definitely. Can it be challenging? Absolutely, as none of us have escaped its challenges. But I have also seen some very encouraging signs during this period. Overall, the resiliency of the human spirit has been inspiring. At PRIME, we see firsthand what we can all accomplish when we get groups of smart individuals working together to solve problems. For all of us at PRIME, two years of a pandemic has been yet another challenge for us to break down and address creatively so that business can go on safely and efficiently.

Remote Work @ PRIME

All company leaders are currently reviewing and trying to understand the "Work from Home" potential for different groups of their team members, to assess whether this format will be productive in the future. PRIME operates within the construction vertical, and all our craftspeople have to be present to install our work. Further, PRIME is a 'Field First' organization, where nothing is more critical to our field teams than supporting those front-line Individuals directly working on the projects. Our goal in field and corporate offices is to give our field leaders and work crews all the support they need, responding to issues as they arise, and this can get tricky in a mixed environment, where some team members are working from home. These two elements, understandably, preclude PRIME from converting most of our people to a 'remote work' format long term. Most of us at PRIME, will continue to

report to our jobsites or our regional offices. There may be a special circumstance in which an individual or strategic group can continue to be collaborative and productive in a remote setting. It is also likely that in these pockets allowed to work remotely, these groups will be directly coordinated with our partners' plans for remote work going forward.

The COVID-19 Strike Force

In April of 2020, PRIME assembled 15 executives to act as a Covid Strike Force to evaluate, analyze and navigate all pandemic-related challenges. This group is still actively meeting each week to discuss virtually every aspect of the pandemic and its impact on our people, our clients, and the environments in which we work. Elements of this include assessing updated municipal guidelines from the CDC, state or local leaders, and also actively communicating and collaborating with our industry partners. Following Task Force recommendations, we've revamped all our internal guidelines and procedures, which has been instrumental in helping construction operations resume. PRIME's leadership intends to keep this group in operation until the pandemic is safely in our rear-view mirrors.

Our Vaccination Policy

PRIME always seeks to be a productive member of every community, whether it's our local regional community, our corporate community, or the family we've built of team members, clients, and partners. And on the state, local, and corporate levels, the communities in which we're a part are discussing and considering vaccine mandates. Some mandates require that individuals must be vaccinated to enter buildings or job sites, while others are considering mandating vaccination as a condition of continued employment. Our intention regarding mandates is to follow any guidelines or requirements established by our clients, general contractors, and government entities, whether federal, state or local. For us, it's all about being good neighbors and good business partners. And that starts with you: We thank all of you for being understanding during this process.

It is my sincere belief that, like any challenge we've faced in the past, the pandemic will see PRIME emerge stronger than ever. We need to maintain our current level of diligence, personally and as a group, until this challenge is completely behind us. It is completely understandable for individuals to feel mentally overwhelmed and potentially burned out. However, it is a testament to our great team members to see them continue to 'suit up' each day and move forward on our projects. With each day that goes forward, we see a clearer path to a world where the risk of sickness or serious illness is significantly reduced — and even eliminated.

Our Market

Now for some great news: We are very enthusiastic about the coming year. Post-COVID scar tissue will linger in our markets into 2022 and beyond (mainly in the areas of supply chain challenges, potential price escalation from inflationary pressures, and tight labor markets). But all in all, we see our market expanding in exciting ways.

- Demand is strong (across all PRIME operating Groups) for nearly all new construction, renovation, and remodel projects, as well as service environments
- The evolution of technology in Smart Buildings is continuing to fuel the need for qualified contractors
- For the time being, capital is relatively affordable, which aids in business investment when needed
- The new normal continues to evolve. Specifically, businesses are assessing their future needs in terms of the amounts and types of infrastructure additions they will require in the future. As a whole, our perception is that construction expansions will still be strong in the one-to-three-year time frame
- Our primary markets of Western Washington and Silicon Valley continue to show signs of expansion and growth, as corporations in these regions invest in their increasing footprints to support their business models
- PRIME is poised to enter the national market picture, as several clients have requested our services on a nationwide platform

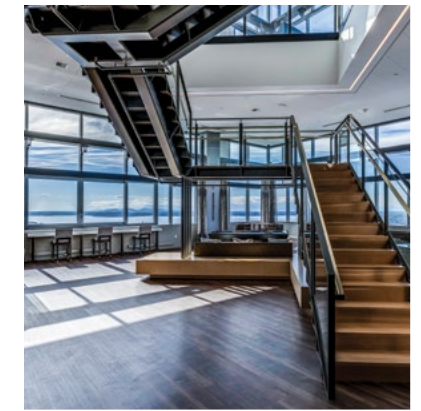
- Evidence of this expansionary movement is clear across all PRIME verticals: Biotech, Industrial, Hotel & Hospitality, Outside Plant, High-Tech, Vertical Residential, Healthcare & Hospital, and Manufacturing

Wrapping Up

If you look at the Prime of a decade ago and the Prime of today, the change is nothing short of monumental. We've seen huge revenue and regional growth. Our processes and level of execution have grown more sophisticated. Our ranks of qualified personnel and leadership have increased. We've penetrated further into new and existing markets. By every marker, the Prime offering has improved — and this comprehensive improvement gives us a template for how to move forward into our next decade. It shows us where to apply our efforts, and what we can achieve, with or without the added challenge of a pandemic. Prime has always embraced change, has always been committed to continuous improvement. And in the long run, that's the only "new normal" that matters.

Thank you to the entire Prime family for making this amazing run possible.

Eric Reichenadter



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BY EVERY MARKER, THE PRIME OFFERING HAS IMPROVED — AND THIS COMPREHENSIVE IMPROVEMENT GIVES US A TEMPLATE FOR HOW TO MOVE FORWARD INTO OUR NEXT DECADE.

Eric Reichenadter
PRIME CHAIRMAN

We must look out for one another, not simply because our business depends on it, but because nothing is more important than our health and safety

PRIME IS
A FAMILY

FOCUS ON SAFETY

PRIME Safety at a Glance

“Home Safe, Every Day.”

That’s where we want all of our employees to be. And that’s what the PRIME safety program is all about.

At PRIME, we take a holistic approach to providing a safe working environment for our entire team. There are five areas that we think are key: Planning, Training, Awareness, Communication, and Accountability. By staying diligent in all five areas and using them to inform our safety and health policies, we strive to prevent all accidents before they happen.

Our Core Safety Principles

- Incidents can be prevented through the implementation of effective safety and health policies and procedures
- Safety controls are a vital part of our daily work practices and are essential to our work planning
- Adherence to all safety processes is a condition of employment
- Unsafe acts are unacceptable
- Incidents are reported and investigated promptly, and corrective action is taken
- All employees have the right and the responsibility to stop work if they feel unsafe

The PRIME preventative safety program only works with participation and ownership at all levels of the company:

Project executives, project managers, superintendents, and foremen are responsible for executing the company’s safety program. It is imperative that they exhibit safe practices and behaviors, take corrective actions when needed, and communicate transparently with ownership, upper management, the safety department, and the workforce.

All employees must maintain open communication on safety issues, report unsafe conditions, STOP work, if necessary, observe all PRIME safety and health rules, and practice safe work habits.

PRIME is a family. We must look out for one another, not simply because our business depends on it, but because nothing is more important than our health and safety — cost, schedule, and production all come second. To keep our workplace safe, we must continue to come together, stay involved in each other’s well-being, and commit to all PRIME safety policies. Together, we can ensure that everyone goes Home Safe, Every Day.



Excellent OSHA Total Recordable Incident Rate (TRIR) for 500,000 hours

PNW STATS

2021 RATE
1.06

2020 RATE
1.94

2019 RATE
2.31

2018 RATE
3.03

2017 RATE
3.03

PNC STATS

2021 RATE
1.9

2020 RATE
1.10

2019 RATE
0

2018 RATE
1.69

2017 RATE
0

Top 10 lowest Experience Modification rate (EMR) for construction in WA

PNW STATS

2021 RATE
0.57

2020 RATE
0.54

2019 RATE
0.66

2018 RATE
0.75

2017 RATE
0.76

PNC STATS

2021 RATE
0.82

2020 RATE
0.76

2019 RATE
0.71

2018 RATE
0.67

2017 RATE
0.65



Safety is at the utmost of our priorities, on and off the job sites. We want all PRIME employees to follow our core safety principles so we can make our promise of 'Home Safe, Every Day'

Mike Collie
SAFETY DIRECTOR





“ Prime takes ownership of project goals and relies on collaboration between our field and office teams to achieve those goals. Our teams continue to produce consistent outcomes for each customer’s projects which is why Prime is growing in the PNW year after year.

Jeff Tomlinson
SALES DIRECTOR

New Construction in The East

When the East Link light rail system opens in 2023, it will connect Seattle with the Bellevue/Redmond area and open up a whole new destination for easy commuting.

But business isn’t waiting on the rail’s completion: Companies are already moving east, and new construction is booming.

Our numbers tell it all. Prior to 2018, 80% of our projects were based in Seattle. Today, PRIME is also executing many projects in the Bellevue/Redmond corridor — with over 4 million square feet in office space completed in the last four years.

Projects aren’t slowing down, either. Taken together, PRIME is currently committed to an additional 5 million square feet of new construction on the Eastside.

Spring District

PRIME has partnered with Wright Runstad on Bellevue’s newest urban development, Spring District. The project features apartments, spaces for offices, education, retail and dining, and a transit station incorporating the Link Light Rail. We’ve been onsite as the main electrical contractor since the start of the development in 2013 and have completed seven new office buildings. Currently, we’re beginning work on the third and final construction phase, which will include four additional office buildings. For more on Spring District, visit thespringdistrict.com.

Large Tech Company Campus Modernization

Recently, we kicked off a major campus modernization for one of the largest tech companies in the world. We have several project teams working simultaneously on six new construction buildings in the campus refresh, for a total of 1 million square feet. The buildings started their design phase in 2020 and are scheduled to complete by Spring 2023.

Downtown Bellevue Construction

Downtown Bellevue has seen a noticeable evolution over the past several years. New high-rise buildings are changing the landscape and adding millions of square feet in office space. Over 4 million square feet of this belongs to PRIME projects performed over the past four years — and we’ve got another 5 million square feet currently in construction.

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PRIME TIME

NEW CONSTRUCTION IN THE EAST

New high-rise buildings are changing the landscape and adding millions of square feet in office space – over 4 million square feet of this belongs to PRIME projects performed over the past four years



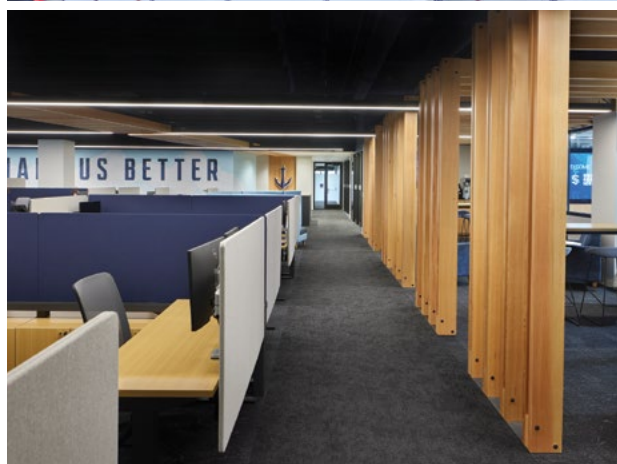
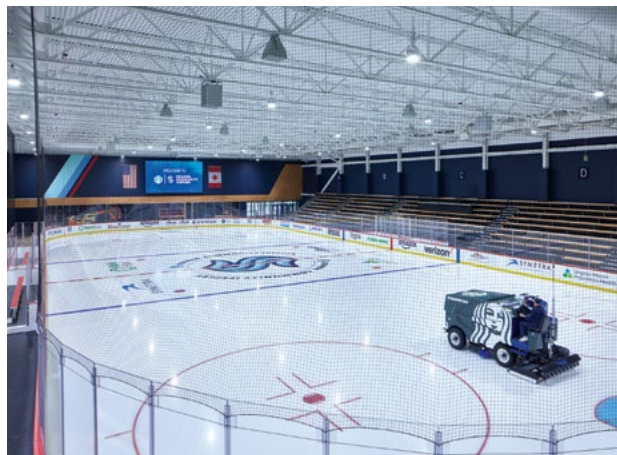


FEATURED PROJECT

The Kraken Community Iceplex

ARCHITECT / GENERATOR STUDIOS

GENERAL CONTRACTOR / BNBUILDERS



Question: How do you break ground on a massive professional hockey complex in October 2020, and have the entire project wrapped in time for the season opener in October 2021?

First is a no-brainer: You hire PRIME as your electrical contractor. We're used to tight deadlines, and even more used to massive construction jobs. And this one was big: 180,000 square feet comprising three regulation ice rinks, a team store, a restaurant and bar, plus the new Seattle Kraken team headquarters and training facility.

Second: You get creative — especially when the project throws some very unusual curveballs your way.

The entire project itself was something of a curveball. There aren't many facilities like the Iceplex, with ice rinks, kitchens, office, and retail space all under one roof. And our scope was broad, including all new electrical service, site work, lighting, fire alarm, emergency DAS system, generator (emergency power), branch power and branch lighting.

With this level of variation, and an 18-month schedule to work against, we knew we'd have to find efficiencies. We used BIM coordination and extensive prefab for much of the build. Light fixtures, conduit racks, some of the electrical gear, and even some site work like site lighting and duct banks were all built in our prefab shop to save time on the job and make the installation easier.

That doesn't mean there weren't challenges along the way.

Originally, PRIME planned to perform most of the electrical work before the slab for the ice rink was poured. But due to schedule constraints, the slab was poured with the bulk of the electrical work still remaining. The General Contractor, BNBuilders, didn't want big equipment on the slab once it was poured, so we had to lay plywood down to protect the rink while we brought our lifts in. ▶▶

FEATURED PROJECTS

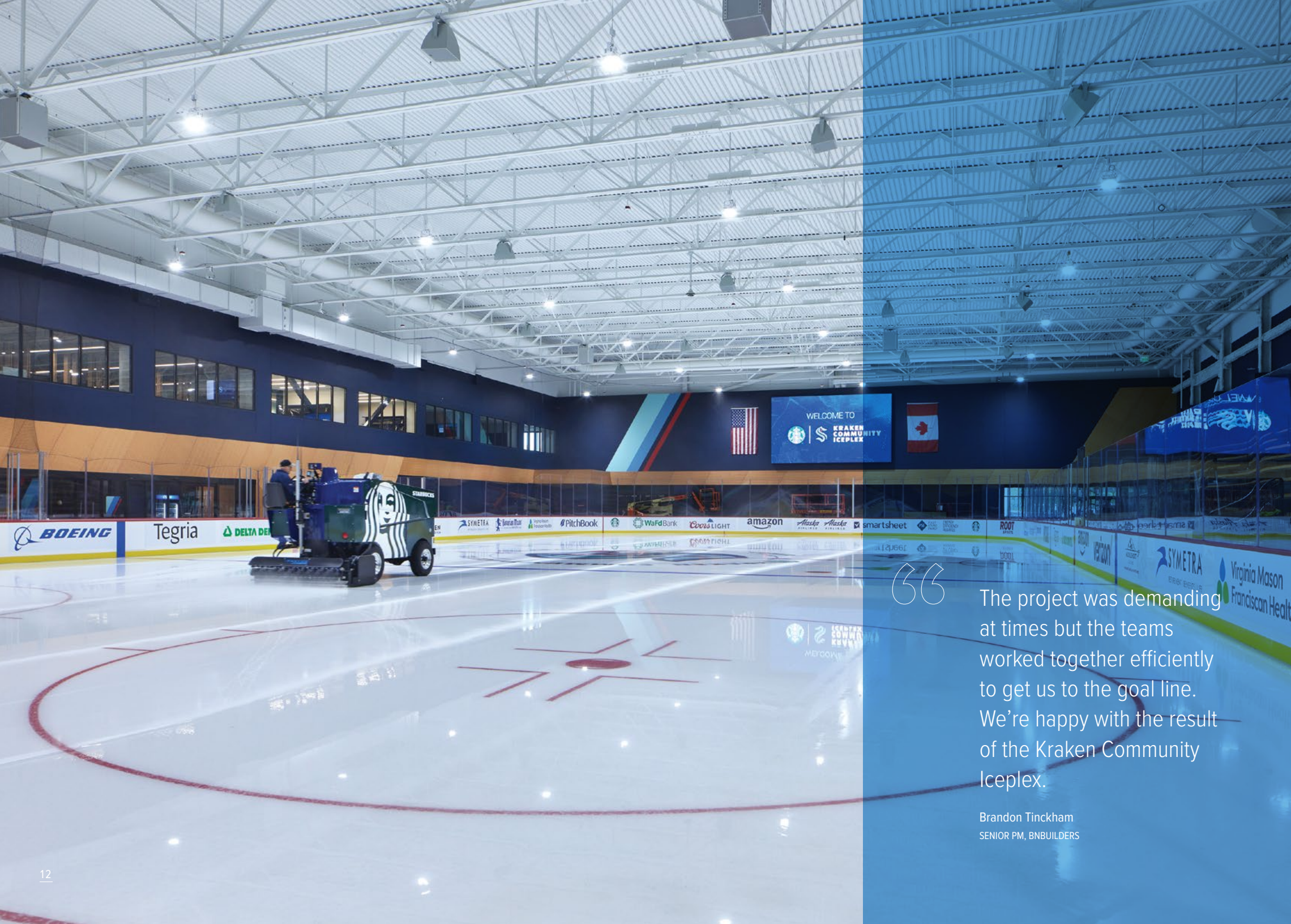
04

PRIME TIME

Delivering a massive complex in short order.

FEATURED PROJECTS





FEATURED PROJECT

The Kraken Community Iceplex

PRIME is proud to help bring a true community feature to life.

And the lifts were an essential part of construction. One of the major challenges of installing electricity in a sports complex is ceiling height. Nearly all of our installations for the Iceplex (including conduit for power, lighting and speakers, light fixtures and fire alarm) were performed at 25 feet high.

If using lifts at 25 feet in the air sounds both time-consuming and dangerous, that's because it is. So we utilize extensive safety protocols when using lifts. If we need to move a significant distance (more than a couple feet), then the lift needs to be lowered all the way before repositioning. It takes time, but with safety risks this great, no precaution can be taken too seriously.

The project completed in September, 2021, just 18 months after breaking ground. Now the Iceplex is home not only to the Kraken team, but public skating, hockey and skating lessons, and youth and adult hockey leagues. It's a true feature of the community — and PRIME is proud to have helped it come to life. ■

“The project was demanding at times but the teams worked together efficiently to get us to the goal line. We're happy with the result of the Kraken Community Iceplex.”

Brandon Tinckham
SENIOR PM, BNBUILDERS



ICEPLEX STATS

180,000
SQUARE FEET

750kW
GENERATOR

3000A
SERVICE UPGRADE

FEATURED PROJECTS

FEATURED PROJECT

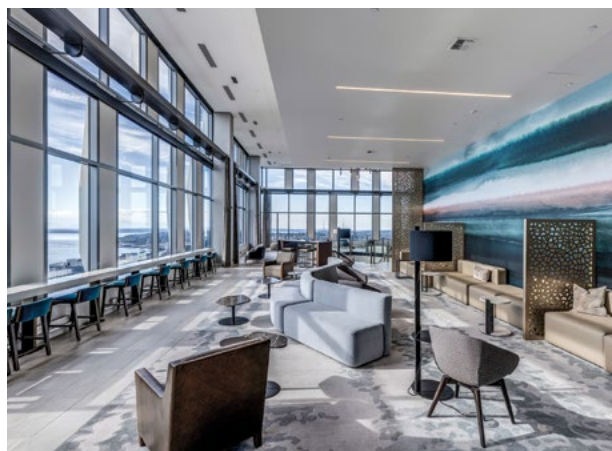
Rainier Tower

DEVELOPER / WRIGHT RUNSTAD

ARCHITECT / NBBJ

GENERAL CONTRACTORS / LEWIS, VENTURE, TURNER, BNBUILDERS

LOCATION / SEATTLE, WA



Readers of PRIME Time will be familiar with one of the most exciting recent developments in Seattle, Rainier Square. When we wrote about it in January 2020, construction had begun on Rainier Square Tower and the surrounding Square in the heart of Downtown. Today, we're proud to share that the entire project completed construction this year.

Inside Rainier Square

The Rainier Square development is one full city block that consists of three buildings:

Rainier Square Tower: A new, 58-story (850-foot) tower containing 734,000 square feet of office space, 191 luxury apartments and ground-floor retail space. The tower is the second-tallest building in Seattle (after the Columbia Center).

Rainier Tower: The existing tower of 41-stories (514 feet), designed by Minoru Yamasaki and completed in 1977.

400 University: A new, Class A, ten-story office building.

The entire block is connected via the new Grand Hall, a mixed remodel/new construction that offers direct access to Rainier Square, Rainier Tower, and 400 University at the second-floor level. The Square also features a shared seven-story below-grade parking garage for 1,000 vehicles. The complete development totals 1.4-million square feet.

Our Scope

PRIME was awarded contracts for each of the Square's elements. Our shell-and-core scope included all electrical systems, new signalization and street lighting from our underground division, all temp power, generator power, fire alarm and life safety, and all low-voltage systems. We also performed tenant improvements in the new tower for Goldman Sachs and KPMG, and installed over 100 electric vehicle chargers in the parking garage. ▶▶

FEATURED PROJECTS

04

PRIME TIME

1.4-million square feet in downtown Seattle.



FEATURED PROJECT
Rainier Tower

Rainier Square Tower represents, to date, the most power PRIME has ever installed in a building.



All of our teams — Electrical, Underground, and Low Voltage — were involved in the project. Rainier Square Tower represents, to date, the most power PRIME has ever installed in a building: 28,000 AMPS, including two full-size Seattle city light vaults and 3,500 feet of busway running vertically through the building.

Prefab in the Tower

Of course, in a project this massive, PRIME needed to make extensive use of its Prefab facility. Our team prefabbed over 1,000 light fixtures, including the screen wall lighting on the exterior of the building. These lights had to be built in our shop, then brought to the job site, where our crews fabricated them to the exterior panels before setting the panels in place, 58 stories up, to illuminate the exterior top two floors of the building.

Rainier Square is exactly the type of project PRIME excels at: big scope, lots of moving parts, lots of problem-solving, and all hands on deck. The Seattle skyline has a new look — and we made it, together. ■





WHAT'S NEW IN PREFAB

As a company, PRIME believes in continuous improvement. It's a core value for us, and it informs how we approach our work, our client relationships, and our internal processes. We can always work a little smarter and find efficiencies, even if they're incremental.

So, when we found that certain assemblies were needed on almost every job — assemblies that supported our preferred Installations practices for in wall rough in, branch overhead rough in, electric rooms build outs, building and systems controls - prompting us to make them in-house. And we discovered that doing so saved us time and labor in the field, and let us build in a safe, controlled environment.

This was the birth of our Prefab unit. With prefabrication at the core of our business process, we've been able to run much more efficiently — and passing those efficiencies on to our clients.

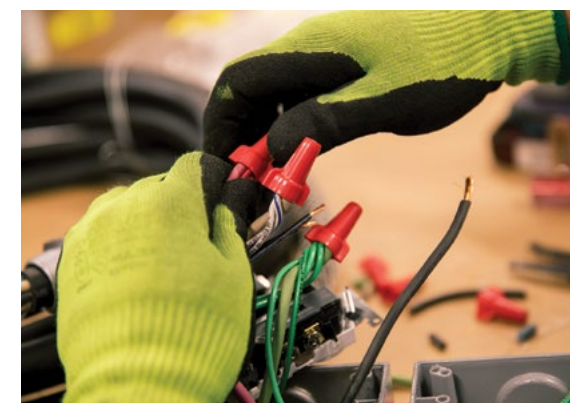
A Growing Discipline

The Prefab unit may have started in a natural, organic way. But because of the uptick in components that need to be

prefabbed, the unit's growth today is fast and systematic.

We've significantly increased the size of our prefabrication shop to keep up with demand. But improving the shop isn't just about size.

- We've revamped how our shop floor is organized so our processes can run more effectively. We spent a lot of money and time to develop a shop floor that allows our employees' better focus. The space was designed into work cells, each of which is dedicated to the core products that we build and includes all tools, materials, and information needed for effective production.
- We're refining how we track progress, on every build for every project we are collecting data and tracking certain Key Performance Indicators through a process we call True Time Capture by workflow. This historical data capture will help us more accurately forecast budgets and schedules — especially once we achieve our goal of automating data capture.



Identifying new ways to create efficiencies

Meet Rusty

Helping to Drive this growth is our Director of Prefabrication and Lean Initiatives, Rusty Sturgeon. Rusty joined PRIME in early 2021 with 24 years in the electrical trade, the last ten of those years being specifically in prefabrication. Rusty spent much of his field career as a General Foreman, but he realized that to run an efficient, successful prefabrication shop, he would have to reshape his approach. The business model inside the shop must reflect a pursuit of Continuous Improvement. As a part of that growth, he pursued a manufacturing certification to retrain his mind and refine the business model.

The Future of Prefab

As always at PRIME, and especially within Prefab, the unit is approaching the future by identifying new ways to create efficiencies. The overall goal is to become more scalable, so we can increase volume as needed and help other departments with new, more challenging projects.

We are projected to increase our volume by 25% in the next two years, supporting around 30 projects at once.

AI technology will have a major role in information management and how we capture data, especially in the automation of data collection.

We intend to diversify our Group 3 and 5 support, we are looking to increase prefab for PRIME Civil and Technologies teams - opportunities with intersection equipment, underground infrastructure, IDF/MDF rooms etc. are targeted for growth over the next few years.



Our mission is simple - That we deliver the right thing, at the right time for the right price. We must be able to hit those three targets every single time.

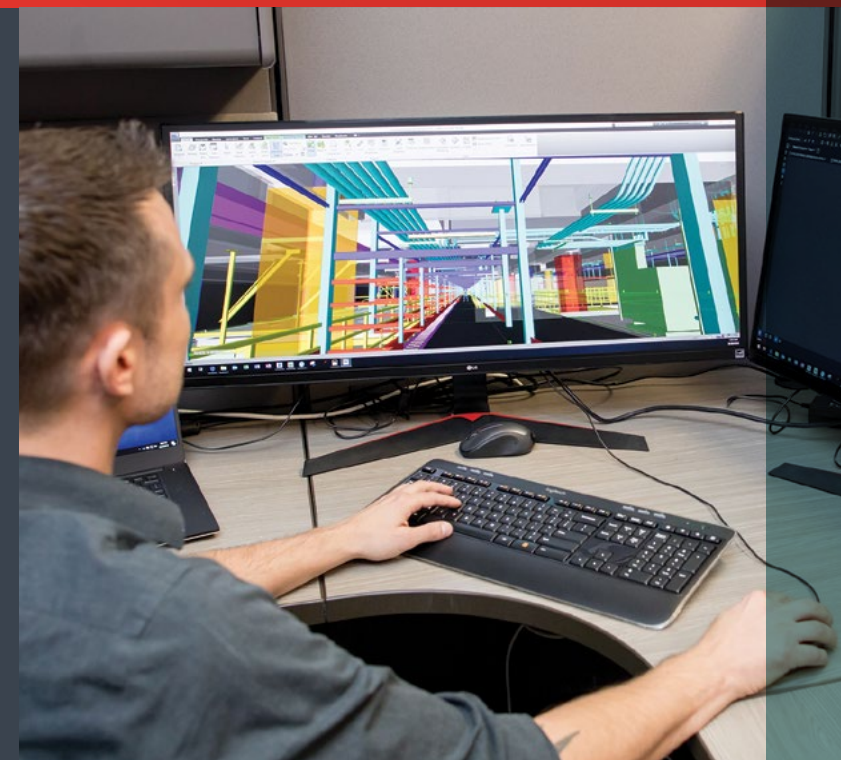
Rusty Sturgeon
DIRECTOR OF PREFABRICATION AND LEAN INITIATIVES



VIRTUAL REALITY IN THE SPOTLIGHT

“Prime is continuously looking at what the future of VR holds in the design, and construction phases of a project. We’ll utilize VR where it’s most relevant and implement it into our workflow to create efficiencies.”

Mike Newton
DIRECTOR OF STRATEGIC INITIATIVES



When it comes to using new technologies to make PRIME projects run more efficiently, no options are off the table.

“Our approach to innovation is really about flexibility,” says Mike Newton, Director of Strategic Initiatives at PRIME. “Flexibility for us to look at the tools that are out there... to see if we can enhance our workflow and be faster at what we’re doing.”

One of the latest technologies we’ve implemented is virtual reality. And if you think VR is the stuff of gaming and science fiction films, think again: It has emerged as one of the best ways we’ve seen to determine the constructability of a project.

Coordinating Many Voices

There are lots of stakeholders on any given project. Architects, structural engineers, electrical engineers, contractors, and more each have their own claims on how a project should proceed. It takes a lot of coordination to get all of these priorities aligned.

Traditionally, we’ve done this kind of issue coordination with Navisworks, a 3D modeling software used in design reviews. But the software has its limitations. Crucially, you can’t get inside the model, which is where PRIME needs the most visibility.

VR to the Rescue

With virtual reality, you can enter the building before it’s even built, and see it life-size, in 360 degrees. There, you can observe the interactions between different project components, which are all rendered in 3D (like the real thing). And access to this type of observation will help you validate your designs and construction plans and identify potential issues that could show up during the construction phase.

For example, by standing in the building lobby and simulating access to the overhead ceiling panels, teams can find and accommodate potential accessibility issues.

Additionally, you can have these 3D walk-through design reviews with all of the project stakeholders present. The virtual space allows for people to join from remote locations, so that the different trades are always represented in each meeting, and their efforts are always coordinated.

Looking to the Future

If you want to think about it this way, VR is essentially the crystal ball in which you can see the future of a building:

how it will look, how it will function, and how all the supporting systems will cohere to help maintain the vision. A complete sense of a building’s design and coordination, as Project Manager Jason Brooks says, “before we even get boots on the ground.”

It provides a way to think about the future of new technologies at PRIME, too. VR has shown us that our approach works. We look at the tech, subject it to in-depth R&D to understand where it can add value, and implement it into our workflow. This allows us to work smarter and better the first time.



Prime time for DEI.

FOSTER AND
EMBRACE
DIVERSITY



PRIME is committed to diversity, equity, and inclusion (DEI). As a company and as individuals, we want to consistently build the kind of workplace where everyone can feel welcome, valued, heard, and supported.

Several years ago, PRIME created the Women in Construction (WIC) Council, a group with the mission of assisting women in construction roles gain greater access to education and professional connections and outreach. The program has been hugely successful — but we knew we could do more. In 2020, we decided to take our DEI commitment to the next level.

The PRIME DEI Taskforce

During that year, we convened a diverse cross-section of employees from all levels of the organization to form a DEI Taskforce. Broadly, the Taskforce was responsible for developing the roadmap for PRIME's long-term DEI strategy. The group worked for eight weeks to articulate a DEI Vision Statement for PRIME and identify key initiatives that would set the DEI strategy in motion.

The PRIME DEI Vision Statement

PRIME has an unwavering commitment to an organizational culture that fosters and embraces diversity, in all its forms, and a workplace that encourages and empowers total inclusion.

Diversity and total inclusion drive our success and make our company stronger by inspiring innovation, creativity, and partnership in the way we work by engaging everyone's full potential and integrating everyone's contributions.

Diversity and inclusion are fundamental elements of PRIME, and we all share the responsibility of fulfilling this commitment.

Key DEI Initiatives

Diversification in the Workforce

In 2021 we partnered with two phenomenal pre-apprenticeship programs, ANEW (Puget Sound region) and Cypress Mandela (Bay Area). Both non-profit organizations offer high quality training programs to a diverse range of individuals working toward careers in construction trades. We are proud to have led multiple workshops with these organizations, and we continue to develop our talent pipeline and open roles to welcome individuals from these organizations in a way that makes sense for PRIME, which will always be a performance-based company.

Developing Our Culture of Inclusion

New developments in this area this year include:

- Comprehensive DEI training for PRIME's ownership group in March 2022. (The entire company will train on this ultimately, but to ensure the success of our over-arching DEI strategy, we recognize that it's critical to take a top-down approach)
- PRIME officially designated MLK Day as a Day of Service and took active measures to create opportunities for team members to serve underprivileged communities on that day.

Communication

We commit to regularly sharing DEI vision, strategies, and updates with our employees and industry partners. Included in this scope will be a company policy and web site update to better reflect our new practices and messaging.

Diverse Partnerships

In late 2020, the PRIME Supplier Diversity Program was developed to broaden and diversify our list of contractors, suppliers, and professional service partners. The Program is actively identifying potential partners in the following communities:

- WMBE: Women- or Minority-owned Business Enterprises
- DBE: Disadvantaged Business Enterprises
- SBE: Small Business Enterprises
- Native-owned businesses
- Veteran-owned businesses

We have already added qualifying organizations to several of our projects and will continue to develop and add to these partnerships.

The Future of DEI at PRIME

This is only the beginning of the DEI story at PRIME. In February 2022, PRIME appointed Mercedes Gamor to the position of DEI Specialist, focusing her efforts solely on driving DEI functions and initiatives across all PRIME and in partnership with our industry partners and local communities. Investment in this position further demonstrates the level of importance and priority PRIME places on DEI. Building a truly diverse, equitable, and inclusive culture takes time and requires thoughtfulness, intentionality, and humility. There will be course corrections. But we are proud that the foundational work has been done: Together, we have made an unwavering commitment to making our workplace one in which everyone can succeed and experience a culture of belonging.

A VERY SPECIAL ANNOUNCEMENT

Part of our ethos of continuous improvement is in identifying ways we can build on our services and go after bigger opportunities.

At PRIME, we're always looking for ways to take our offering to the next level. There are existing clients for whom we could be doing new tasks. There are prospective clients we could find new ways to reach. Part of our ethos of continuous improvement is in identifying ways we can build on our services and go after bigger opportunities.

It's in this spirit that we're proud to announce, we have acquired Access Communications, Inc. in February 2022 and adding their entire team into the PRIME family.

Meet Access

Access Communications was founded in 1997 by Dave Duarte, RCDD. Based in San Jose, the company specializes in the design and installation of copper and fiber-optic structured cabling and audio-visual systems. Its clients run the gamut from health and pharma, to education, public works, and more, and the names on its CV are heavy hitters who need their tech done right the first time. This includes Tesla, SpaceX, and Lockheed Martin.

This merger plants Dave and his 25 years of local market experience perfectly into the Group Executive role. His leadership is further supplemented by Project Executive Paul Gray. A long-time leader at Access who specializes in AV

technology, Paul brings 20 years of AV expertise to Prime and a plethora of high-profile projects that he has both designed and built.

Like PRIME, Access has a roll-your-sleeves-up attitude toward complex, and integrated projects. In August-September 2020, the CZU Lightning Complex wildfires burned through 86,509 acres of the Santa Cruz mountains. Access was the company tasked with performing an emergency restoration of fiber optic systems in the area, which entailed removing and re-installing 90,000 feet of aerial fiber optic cable in the mountains.

Access is no stranger to large and complex installations on the AV side either. Its portfolio includes the Intuit world headquarters, a 12 building AV rollout to retrofit over 160 conference rooms. Access is also the AV integrator for Roku's landmark campus in San Jose, where it designed and built AV systems for event auditoriums, user experience labs and over 150 conference rooms.

Why Now?

Our decision to welcome Access into the PRIME family centers around our low-voltage technology offering. PRIME (Pacific NW) has a sizable technologies division that supports low-

voltage scopes on nearly every major electrical project, as well as dozens of technology-only clients. PRIME has placed a high importance on providing the same level of support to our clientele in the Bay Area. Additionally, PRIME's AV design, installation and solutions have been developing as a work in progress, in which Access's arrival will certainly advance.

Welcoming Access — and thereby swiftly expanding the low-voltage division in PNC — addresses both issues. Access brings the experienced staff and field needed to support every technology scope. It brings a 25-year resume and client base, which will allow PRIME's Bay Area operations a new measure of self-sufficiency in pursuing new opportunities in the rapidly growing market. And it brings the ability to support AV solutions anywhere PRIME and our clients want to go.

Join us in welcoming Access to PRIME!



EXPANDING OUR OFFERING

SPECIAL ANNOUNCEMENT

08

PRIME TIME

A look at PRIME's Bay Area growth.

Our union with Access Communications is just one part of a larger plan to grow our footprint in Bay Area Counties. And the plan has been in the works for years now.

In 2016, PRIME acquired AMS Electric, a Bay Area-based electrical contractor. The acquisition came at the end of an exhaustive, 18-month vetting process to find the right organization: one with similar work experience, culture, and core values.

At the time, PRIME was looking for ways to expand and diversify its offering. The AMS acquisition did just that, gaining PRIME a valuable foothold in Northern California that would lead to amazing opportunities with some of the region's major Fortune 500 companies.

Working together with existing and new clients in the Bay, we began the process of both growing our backlog and project size capabilities. And we were able to retain clients and turn the relationships into more work. A perfect example: the Oyster Point development, which started as a 530,000 square-foot core and shell scope; as of today, we've grown that scope up to 860,000 square-feet.

Proof that PRIME's regional growth plan is working is in the numbers, and Oyster Point is only one data point. Annual top line/bottom line growth has risen 5x since 2016, and our list of repeat clientele continues to grow. With over \$350M in current backlog, PRIME's regional growth continues via adding divisions, broadening its offering to include public works projects in utility work, and growing its service groups. We are proud of our commitment to the Bay Area Region, and welcome our new associates from Access as we build for the future.



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