

THE LIST

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LARGEST CHARLOTTE-AREA GENERAL CONTRACTORS

RANKED BY 2014 LOCAL BILLINGS

Rank	Business name/prior rank Website	Address Phone	Local billings in 2014	No. of local employees	Top local executive	Year founded locally	Percent of work subcontracted
1	Turner Construction Co. ① turnerconstruction.com	4601 Park Rd., #601 Charlotte, NC 28209 704-554-1001	\$350 million	98	Mark Dent Jeff Owens Kevin Jenkins	1939	90%
2	Balfour Beatty US ① balfourbeattyus.com	1930 Camden Rd., #280 Charlotte, NC 28203 704-319-4000	\$316.43 million	168	Pat Dean, pdean@balfourbeattyus.com Mike Baumbach, mbaumbach@balfourbeattyus.com Bob Dooley, bdooley@balfourbeattyus.com Robby Lowe, rlowe@balfourbeattyus.com Jeff Thompson, jthompson@balfourbeattyus.com	1977	85%
3	Choate Construction Co. ② choateco.com	2907 Providence Rd., #400 Charlotte, NC 28211 704-556-0550	\$257.32 million	115	Dave Priester, dpriester@choateco.com	1993	87%
4	The Whiting-Turner Contracting Co. ⑥ whiting-turner.com	800 W. Hill St., #400 Charlotte, NC 28208 704-595-9588	\$250 million	35	Chris Woods, chris.woods@whiting-turner.com	2000	85%
5	JE Dunn Construction ⑤ jedunn.com	6101 Carnegie Blvd., #400 Charlotte, NC 28209 704-554-0539	\$216 million	146	Toby Bartlett, toby.bartlett@jedunn.com	1989	85%
6	Blythe Development Co. ④ blythedevelopment.com	1415 E. Westinghouse Blvd. Charlotte, NC 28273 704-588-0023	\$184.45 million	700	L.J. Blythe, lj@blythedevelopment.com Frank Blythe, frank@blythedevelopment.com	1989	20%
7	Blythe Construction Inc. ⑤ blythecorstruction.com	2911 N. Graham St. Charlotte, NC 28206 704-375-8474	\$151.03 million	307	Alan Cahill	1949	31%
8	Rodgers Builders Inc. ⑦ roddersbuilders.com	5701 N. Sharon Amity Rd. Charlotte, NC 28215 704-537-6044	\$137.71 million	188	Patricia Rodgers	1963	82%
9	Shelco LLC ③ shelco.com	2320 Cascade Pointe Blvd., #100 Charlotte, NC 28208 704-367-5600	\$134 million	65	D. Edwin Rose	1990	95%
10	Adolfson & Peterson Construction ⑧ a-p.com	1447 S. Tryon St., #200 Charlotte, NC 28203 704-970-2600	\$131 million	55	Fred Bolt	2008	100%
11	Vannoy Construction ⑩ jvannoy.com	4024 Barringer Dr. Charlotte, NC 28217 704-529-1912	\$116 million	40	Bill Blank, bill.blank@jvannoy.com	1962	85%
12	A M King ⑨ amkinggroup.com	1610 E. Morehead St., #200 Charlotte, NC 28207 704-365-3160	\$101 million	40	Brian King, bking@amkinggroup.com	2004	90%
13	Samet Corp. ⑪ sametcorp.com	1315 East Blvd., #250 Charlotte, NC 28203 704-697-2125	\$94.41 million	39	Arthur Samet, aspringer@sametcorp.com Charles Blankinship, cblankinship@sametcorp.com Rick Davenport	2007	100%
14	Caroon Corp. ⑫ caroon.com	5934 Old Pinesville Rd. Charlotte, NC 28217 704-525-1410	\$84.71 million	32	Ambrose Dittloff, ambrosed@caroon.com John Huser Amy McKeley, amy@caroon.com	1972	90%
15	Edifice Inc. ⑬ edificeinc.com	1401 W. Morehead St. Charlotte, NC 28208 704-332-0900	\$80.85 million	57	Eric Laizer	1978	90%
16	Myers & Chapman Inc. ⑭ myers-chapman.com	1101 Woodridge Center Dr., #160 Charlotte, NC 28217 704-529-6661	\$71.5 million	54	Bob Webb, bw@myers-chapman.com Rick Handford, rhandford@myers-chapman.com	1953	90%
17	Matthews Construction Co. Inc. ⑮ matthewsconstruction.com	210 1st Ave. S Conover, NC 28613 828-464-7325	\$71.45 million	75	Bobby Matthews Gary Matthews Andy Matthews, amatthews@matthewsconstruction.com	1965	75%
18	G.L. Wilson Building Co. ⑯ glwilson.com	190 Wilson Park Rd. Statesville, NC 28625 704-872-2411	\$64 million	88	Julia Wilson, julia@glwilson.com Thomas Wilson Jr., twilsonjr@glwilson.com	1945	54%
19	Robins & Morton ⑰ robinsmorton.com	5925 Carnegie Blvd., #230 Charlotte, NC 28209 704-522-1300	\$60.5 million	20	Mike Bumgardner, mbumgardner@robinsmorton.com	2007	75%
20	Hickory Construction Co. ⑱ hickory-construction.com	P.O. Box 1769 Hickory, NC 28603 828-322-9234	\$41.8 million	40	Mark Baucum Charles Moss Jr. Jeanna Flowers	1941	78%
21	Doerre Construction Co. LLC ⑲ doerreconstruction.com	2459 Wilkinson Blvd., #210 Charlotte, NC 28208 704-374-1440	\$29.28 million	25	Karl Doerre, karl@doerreconstruction.com	2000	85%
22	Shiel Sexton Co. Inc. ⑳ shielsexton.com	9800-G Southern Pine Blvd. Charlotte, NC 28273 704-679-4050	\$29 million	17	Ben Wilhelm, bwilhelm@shielsexton.com	2007	90%
23	Concorde Construction Co. ㉑ concordeconst.com	8809-B Lenoir Pointe Dr. Charlotte, NC 28273 704-583-2116	\$28.5 million	18	Charly Hodges David Privitera, dprivitera@concordeconst.com	1994	85%
24	Bradley Construction Group ㉒ bradleyconstructiongroup.com	1111 Hawthorne Ln., #200 Charlotte, NC 28205 704-333-4161	\$26.9 million	21	Doug Bradley Kristian Kellogg	1989	95%
25	Dellinger Inc. ㉓ dellinger-inc.com	P.O. Box 529 Monroe, NC 28111 704-283-7551	\$25.74 million	85	Ted Dellinger	1972	35%

CLOSER LOOK

Just missed The List
Southside Constructors Inc., \$24.5M
Beam Construction Co. Inc., \$23.9M
Andrew Roby Inc., \$23.3M
Edison Foard Construction Services Inc., \$22.7M
Messer Construction Co., \$20.4M



Information was compiled from survey questionnaires and telephone interviews with company representatives. Local area includes the following counties: Alexander, Anson, Cabarrus, Catawba, Chester (S.C.), Chesterfield (S.C.), Cleveland, Gaston, Iredell, Lancaster (S.C.), Lincoln, Mecklenburg, Rowan, Stanly, Union and York (S.C.).

KBR, No. 3 on last year's list, declined to participate. Gibbane Building Co., No. 10, did not respond.

THE LIST

EXECUTIVE Q&A

How A M King is building on its niche

BY KEN ELKINS



A M King Construction in Charlotte has won awards for its food-service and corporate

buildings around the country. Now the company is adding advanced-manufacturing facilities to its list of specialties, says Brian King, A M King Construction president.

King talked with me recently about A M King's future:

You're known for food-processing buildings. Why did you decide to move into building advanced-manufacturing facilities as well?

Food-processing facilities are complex and highly technical buildings, which require a specific expertise and experience from a design and construction team. Over the years, we worked hard to develop the skill set necessary to successfully deliver these projects. Advanced-manufacturing facilities also have a high level of complexity, and we found that our skill set transfers over and equally applies to these building types.

This expertise allows us to offer manufacturing clients a design and construction partner that understands the technical nature of their manufacturing process, and the corresponding integration required of their buildings.

The general contractor landscape has changed markedly over the last seven or eight years with several companies closing due mainly to a lack of work.

How did A M King survive the Great Recession?

The recession was hard on everyone, and as a young company at the time, we were highly vulnerable. But three key aspects of our business allowed us to survive the recession and then to thrive during the recovery.

DRAWING BOARD

WHAT ARE SOME OF THE WAYS COMPANIES ARE CUTTING COSTS ON THEIR NEW BUILDING PROJECTS?

Utilizing technology advances in GPS surveying to be more efficient. Updating equipment and equipment technology to reduce labor costs.

FRANK BLYTHE, vice president, Blythe Development Co.

The use of technology such as VDC (Virtual Design & Construction) helps cut costs on projects.

PAT RODGERS, president and CEO, Rodgers Builders Inc.

We are helping our clients maximize value and eliminate unnecessary project costs through partnering. We achieve these positive results with our early participation and input on material and system selections as well as the staging and approach to the project.

BO SOUTH, vice president, Myers & Chapman Inc.

Using BIM (Building Information Modeling) helps avoid design issues before they are problems in the field.

ANDY MATTHEWS, executive vice president, Matthews Construction Co. Inc.

Investing in technologies which help in reducing the paperwork footprint by use of cloud-based project document systems. Identifying and mitigating risks and uncertainties early in the process.

KARL DOERRE, president, Doerre Construction Co.



Brian King is president of A M King Construction

What's the story behind the name A M King and the way you spell it?

I founded the company in 2004 with two partners, Johnny Aiken and Sidney Mitchell, both well-respected and long-time construction professionals that I have known for many years. The A M was a play on the first initial of their last names.

Johnny and Sid are no longer involved in the business, but they remain close friends and mentors.

Tell me how A M King has changed over the years since it was founded?

The biggest change is that we have realized our goal of becoming a fully integrated design-build firm working across the United States. To date, we have delivered projects in 17 states, and we will add at least two more states this year.

In the past 11 years, we experienced tremendous growth, won a number of projects and corporate awards and witnessed the personal development among our employees, so we feel very fortunate. But what I am most proud of is that after all this time and through all of this growth, our culture and values have remained constant.

Now that the economy has restarted, what can you do to ensure that the company won't suffer during the next bad economy?

Well, I wish I could say with confidence that A M King would never suffer during an economic downturn, but that would be unrealistic.

When the economy does turn down again, our response will be the same as it has always been.

We will continue to follow the principles and values that took us this far, continuously improve how we work and continue to be radically focused on our clients. So far, this has been a successful strategy for our company.

FROM THE LIST

2013-14 BILLINGS AND EMPLOYEE COUNT

Total local office billings from Top 25 List companies

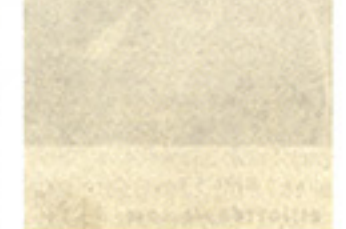
\$2.49 billion (2013)

\$3.05 billion (2014)

Local employees from Top 25 List companies

2,598 (2013)

2,528 (2014)



2013

2014

2013

2014

healthcare | education | mission critical | multi-family | science & technology | commercial | aviation | manufacturing | religious | hospitality

TOGETHER WE BUILD DREAM GROW TOGETHER WE MAKE A DIFFERENCE

JEDUN CONSTRUCTION