



## Key Company Statistics

Date Incorporated:	1983
2011 Company Revenues:	\$118,000,000
No. of Employees (2012):	491
Five-year Growth rate (2006-2011):	13%
No. of Employees with:	
20 or More Years at Worth & Co.:	15
10 or More Years at Worth & Co.:	43

## Management Team

Officers	Titles
Stephen Worth	President & CEO
Jim Gillen	Chief Financial Officer
Pat Hurst	Vice President of Finance

## Facilities

Facility	Address	Square Feet
Headquarters - Main Office & Warehouse	6263 Kellers Church Road Pipersville, PA 18947	Over 37,500
Manufacturing, Pre-fabrication, Pre-assembly, Sheet metal manufacturing facilities	5161 Applebutter Road Pipersville, PA 18947	Over 32,000
Delaware Office	31 Blevins Dr, Suite A New Castle, DE 19720	Over 60,000
Lehigh Valley Office	57 S. Commerce Way, Suite 220 Bethlehem, PA 18017	

## **Founder Profile – Stephen Worth**

- 40-year Bucks County resident
- Graduated high school from Central Bucks West in 1975
- Built Worth & Company through hard work, determination and a clear vision
- Believes in the following critical success factors:
  - Always maintain a “can do” attitude
  - Hire great people that fit within the culture of the company
  - Care about and invest in your people and the rest will take care of itself
  - Always look for better ways to do things – *innovate*.
  - Give back to the surrounding community

## **A Merit Construction Enterprise**

Worth & Company supports the free enterprise system, and believes that free trade, competition and choice are catalysts to innovation and economic growth.

- For the past 30 years, Worth & Company has experienced steady growth due to its unwavering focus on delivering the highest caliber mechanical contracting and maintenance services at fair prices.
- Worth & Company has increased its efficiency and driven down costs by investing in industry best-practice developments, such as pre-fabrication and pre-assembly (described below).
- Worth & Company is a strong believer that employee training and a strong apprentice program are essential to consistently delivering quality and value to customers.

## **Services**

- Mechanical Construction
  - Prefabrication
  - Preassembly
- Water & Wastewater Treatment Plant Construction
- Design / Build Construction
- Preventative Maintenance and 24/7 Emergency Repair

## **Customer Categories**

- Owners
- Developers
- Construction Managers
- General Contractors
- Architects
- Facility & Property Managers
- Institutions

## **Industry Specialization**

- Education K-12
- Higher Education
- Healthcare
- Assisted Living
- Commercial
- Green Construction

## **Worth & Company Best Practices & Innovations**

### **Mechanical Systems Pre-Fabrication & Pre-Assembly**

Customers trust Worth & Company's ability to meet and even exceed the tightest project schedules due to our experience, manpower and state-of-the-art Just-In-Time manufacturing. JIT manufacturing entails pre-fabrication and pre-assembly of customers' mechanical systems in Worth & Company's clean Six Sigma/Lean factory environment. Pre-fabrication and pre-assembly enables us to deliver mechanical systems, components and materials for immediate installation according to schedule, unhindered by uncontrollable job site conditions such as rain, extreme heat or cold, and potential damage or theft of system components. The process eliminates the significant amount of material handling on site, and helps to guarantee safety, consistent quality, greater efficiency and standardization in construction.

### **LEED/Green Building**

Worth & Company has a significant background in sustainable building practices, and is proud to be a member of the United States Green Building Council. Our professionals are up-to-date on the latest mechanical trends in Green Building such as geothermal heat pumps, low flow fixtures and water reclamation and incorporate these ideas into our customers' plans. We have LEED certified professionals on staff as well as Green Advantage certified field personnel, including Superintendents and Project Managers. Customers count on our highly experienced professionals to ensure that their sustainable building plans receive the maximum possible LEED certification points. We are also skilled at handling all of the necessary LEED paperwork. When developers and building owners are making an investment in Green, they trust Worth & Company's experience and training to see their projects through.

### **Safety**

Safety is a core value at Worth & Company. Our goals are to protect our employees, jobsites and the public, while maintaining a safe environment. Our commitment to training and safety exceeds industry standards; our objective is a "Zero Injury" culture, where every employee keeps top-of-mind that "No-one gets hurt on my project." We support the establishment of an accident free workplace by ensuring our employees receive training reflective of the best practices in the construction industry. Safety is integrated into our company practices and processes both at the jobsites and in our manufacturing facilities. Our commitment to safety includes providing state-of-the-art safety equipment, on-going training and well maintained equipment. We are a drug-free company and practice clear, open and honest communication of safety issues through all phases of the construction process.

## **Best-in-Class Training**

Through a partnership with Southeast Pennsylvania (“SEPA”) Chapter of Associated Builders and Contractors (“ABC”), Worth & Company employees in their 1<sup>st</sup> to 4<sup>th</sup> year of plumbing, HVAC and sheet metal specialization receive “best-in-class” training in a state-of-the-art Apprenticeship and Craft Training Facility. We also invest heavily in management leadership training through the Rapport Leadership International Program. This unique training program identifies the most important leadership behaviors and performance needs, and develops the talents, skills, strengths and habits of our team members. Leadership tools like accountability, enthusiasm, reinforcing the value of being a team player, being willing to change, being motivated to take action, using creative talents and being passionate about the work are only a few examples of what Rapport Leadership training fosters in those that participate.

## **Awards**

### **Best Places to Work in PA (2003 – 2010)**

For the seventh consecutive year, Worth & Company, Inc. has been recognized as one of the *Best Places to Work in PA*. Since the award program’s inception in 2000 through a public / private partnership of the Pennsylvania Department of Community and Economic Development, Team Pennsylvania Foundation, Central Penn Business Journal, Best Companies Group and the Pennsylvania Chamber of Business and Industry, this program serves to identify, recognize and honor the best places of employment in Pennsylvania, benefiting the state’s economy, its workforce and businesses.

### **County Commissioners Proclaim December 19, 2007 as “Worth & Company, Inc. Day”**

The Board of Bucks County Commissioners Charles H. Martin, James F. Cawley, Esq., and Sandra A. Miller proclaimed December 19, 2007 as “Worth & Company, Inc. Day” throughout the County of Bucks. This Proclamation signed by the County of Bucks’ Chief Operating Officer David M. Sanko, served to applaud Worth & Company for its continuing focus on employee satisfaction; creating a positive work environment; and providing exceptional service to the community.

### **Engineering News – Record**

Top 600 Specialty Contractors, 1994 – 2010

### **Best Places to Work in PA – 2003 – 2010**

### **Best Places to Work – Philadelphia Business Journal – 2008**

### **ABC Merit Construction Awards of Excellence – 2010**

#### **Excellence Award: Specialty – Mechanical**

Colorcon Global Headquarters Technology Center, Harleysville, PA

#### **Merit Award: Specialty – Mechanical**

Centenary College - Lackland Center, Easton, PA

### **ABC Merit Construction Awards of Excellence – 2009**

#### **Excellence Award: Specialty – Mechanical**

James A. Michener Art Museum, Doylestown, PA

#### **Merit Award: Specialty – Mechanical**

Nazareth Middle School, Easton, PA

**ABC Merit Construction Awards of Excellence – 2008**

**Best Specialty Contractors over \$10 Million**

**Excellence Award: Specialty – Mechanical**

Radnor Middle School, Radnor, PA

**Merit Award: Specialty – Mechanical**

Eyer Middle School, Macungie, PA

**Merit Award: Heavy Construction – Public Works**

Upper Gwynedd Wastewater Treatment Plant, West Point, PA

**ABC Merit Construction Awards of Excellence – 2007**

**Specialty – Mechanical**

Easton Middle School, Easton, PA

Heavy Construction – Public Works

King Road Wastewater Treatment Plant, Royersford, PA

**Air Conditioning, Heating & Refrigeration News Magazine**

Best Contractors to Work For, 2007

**ABC Merit Construction Awards of Excellence – 2006**

Shannondell Community Building & Bradford Clubhouse

Berks Heim Nursing Facility

**S.T.E.P. (Safety Training & Evaluation Process), ABC**

Award Winner 1995 – 2006

**ABC Specialty Contractor of the Year – 2005, 2006**

**ABC Merit Construction Awards of Excellence – 2005**

Public Construction – Prime Mechanical

Central Bucks South High School, Warrington, PA

**ABC Merit Construction Awards of Excellence – 2004**

Public Construction – Heavy Construction

Park Avenue WWTP, Pennsauken, NJ

**ABC Merit Construction Awards of Excellence – 2003**

Public Construction – Prime Mechanical

Boehm Building, Kutztown University, Kutztown, PA

**ABC Merit Construction Awards of Excellence – 2002**

Public Construction – Prime Mechanical

Tohickon Middle School, Doylestown, PA

**ABC Merit Construction Awards of Excellence – 1999**

Public Construction – Prime Mechanical

**Major Community Service Initiatives**

### **James A. Michener Art Museum**

Worth & Company pledged a total of \$100,000 to the James A. Michener Art Museum located in Doylestown, Pennsylvania. This donation supports the Museum's \$10 million "Centennial Capital Campaign" and further represents Worth & Company's commitment to the Bucks County community.

### **Mercer Museum**

Worth & Company pledged a total of \$50,000 to the Mercer Museum in Doylestown, Pennsylvania. The donation represents Worth & Company's commitment to the Mercer Museum's \$10 million "Making History Capital Campaign" expansion program and to the Bucks County community.

### **Bucks-Mont-Waveland Katrina Project**

On two separate occasions, Worth & Company sent 14 employees, trucks and supplies to hurricane-ravaged Mississippi to provide the plumbing on the Hancock County Child Development Center, a 10,000 square-foot daycare center in Bay St. Louis Mississippi. This Center, which opened during the Spring of 2007, was an initiative of the Bucks-Mont-Waveland Katrina Project, a locally-based charity.

### **Relay for Life – Upper Bucks County**

Worth & Company's team of 175 employees, family members and friends of Worth participated in the American Cancer Society's Upper Bucks County *Relay for Life* from May 3-4, 2008 at the Quakertown Memorial Park in Quakertown, Pennsylvania. The Company, which raised approximately \$8000 for the event, was honored as having the "Best Decorated Campsite". Last year Worth & Company was named "Rookie of the Year" by the American Cancer Society, which gives the award to a *Relay for Life* newcomer that makes an outstanding inaugural year contribution.

### **Rebuilding Together Philadelphia**

Worth & Company has been a long-time supporter of Rebuilding Together Philadelphia, an organization that helps 50 homeowners each year, primarily in north and west Philadelphia and Norristown to rebuild the region's most fragile neighborhoods. The company donates both time and materials to the "*Spring Blitz*." Each year in March and April, 1,000 skilled and general volunteers spend approximately 3-4 weeks alongside the homeowners and their families to make essential home repairs.

### **Tsunami Relief**

Following the devastating December 2004 Tsunami that hit Asia and Africa, killing over 200,000 people in eight countries, Worth & Company matched employee donations dollar for dollar and made a donation of \$20,175 to the Red Cross to assist in the relief efforts.

## **Representative Third Party Testimonials**

“As a public entity, Central Bucks School District needs to select the lowest bidder. I am always pleased when Worth & Co. is awarded a project because I am confident that the quality of the work will be excellent, it will meet its deadlines, and its people – from its field staff to its office personnel – will be pleasant and professional.”

**Scott Kennedy, Director of Operations for Central Bucks School District**

“In constructing the Stone Manor (commercial office) complex in Warrington, PA, two of the three buildings were completed prior to Worth’s pre-fabrication capabilities. The last building involved pre-fab and pre-assembly and it was remarkable how it went up so much more quickly and efficiently. I am sold on the Company’s pre-fab capabilities!”

**Jim Eck, Ondra-Huyett Associates, Inc.**

“For the past decade, Worth & Company has contributed to the James A. Michener Art Museum as a ‘Centennial Circle’ Business Partner and as a special exhibition sponsor. As a result of their public spirited generosity, the museum is better able to serve this region with cultural activities that enrich our lives. The willingness to give back to the community by businesses like Worth & Company helps to maintain the quality of life we cherish here in Bucks County.”

**Bruce Katsiff, Director & CEO of the James A. Michener Art Museum**

“Worth & Company immediately responded to an emergency need at our Milford Square shelter facility by providing a boiler to replace one that was failing. His generosity will help us provide a safe and comfortable environment to the families living and receiving services there.”

**Nancy Zsamborski, Executive Director of the Bucks County Housing Group**