



# STATEMENT OF QUALIFICATIONS

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PHOENIX  
602.254.1320

PRESCOTT  
928.771.9468

TUCSON  
520.744.7274

LAS VEGAS  
702.982.0947



## ABOUT PAUL JOHNSON DRYWALL

### ► Overview

Established as a family owned business in 1967 on the principles of integrity, excellence and trust, Paul Johnson Drywall (PJD) is one of the largest and most respected specialty contractors in the Southwest. In the early years, company founder Paul Johnson was contracted by John F. Long to build homes in Maryvale, Ariz., for working-class families. The two shared many of the same values, and worked diligently to bring Phoenix families quality homes for several decades. There were 26 two- and three- bedroom, affordable homes built each day through their 17-year partnership.

Today, having earned a stellar reputation for quality workmanship and reliability on drywall projects, PJD brings the same peace of mind on a wide-range of construction services to customers with more robust needs. PJD employees strive to meet our customers' needs. That often means going above and beyond to get projects done in record time or perform extra work requested of them.

Our commitment to quality, safety and integrity comes through on every project, large or small. For the same reason that the most recognizable homebuilders and general contractors in Arizona regularly call upon our crews, new customers can rely on PJD for new construction, remodels and tenant improvement projects.



### ► Mission

We endlessly strive for perfection in the quality of workmanship and safety on every project. We will always work to improve the quality of service provided and to exceed our customers' expectations. We will always uphold our organization's founding principles of integrity, excellence and trust, continuing to raise the standards of our company to a higher level.

### ► Company Culture and Commitment to Clients

Paul Johnson Drywall delivers on our promises, and we keep our word. Our integrity has helped make PJD the most reliable drywall contractor in the market. The key to this success is our highly valued and experienced crews. Their commitment to meeting deadlines takes top priority. They understand and embrace our "yes, sir" philosophy, which means there is no task too big or too small, no task too challenging or too menial for us. If asked, we will get it done and we will get it done on time or ahead of schedule.

At PJD, we highly value our employees and consequently, we find that the best crews gravitate to us. Our company culture remains focused on treating our crews as family, emphasizing safety first, and always prioritizing customer service.

### ► Safety Focus

At Paul Johnson Drywall, our number one priority is safety. We pride ourselves on having a comprehensive safety program, called Safety First, which follows all Occupational Safety and Health Administration (OSHA) standards and regulations and includes training for every employee as well as daily job-site safety training.

Through Safety First, PJD works to create a lifestyle of safety among our crews on every job. Our Safety Director establishes and enforces compliance by inspecting each job site and verifying employee compliance. Through Safety First, each employee earns a safety certification upon the successful completion of a 10-hour OSHA training program. Our supervisory staff is required to complete a 30-hour OSHA certification program.



Safety First also provides regular training classes on fall protection, job-site safety, safety equipment requirements, dealing with hazardous materials, heat illness prevention, and various other important topics. Safety First ensures that our employees remain safe, comfortable and able to efficiently complete projects on schedule. Safety First's primary areas of focus include the following:

FALL PROTECTION

HAZARD COMMUNICATION

ADOSH COMPLIANCE

DRUG-FREE WORKPLACE

VEHICLE-USE POLICY

## ► Awards

*Arizona Business Magazine* has named Paul Johnson Drywall as a **Finalist for its 2015 Industry Leaders of Arizona** awards, which celebrates top leaders in key industries in Arizona and recognizes the contributions and impacts of these leaders in their industries.

In 2014, Paul Johnson Drywall was first recognized as an industry leader, and named to the elite list of **Top 50 Contractors in the United States by Walls & Ceilings Magazine**, and has remained the only Arizona contractor on the list every year since. The list includes 50 contractors identified as the industry's most progressive and resourceful in the nation.

*Phoenix Business Journal* named Paul Johnson Drywall (PJD) to its **2016 Arizona Corporate Excellence (ACE) List of the Top 50 Privately-Held Companies in Arizona**. PJD earned position #30, based upon the company's revenue, marking the firm's first year to make the prestigious list. In addition, the company president Cole Johnson received special recognition as "Rookie of the Year," a special honor given to one company that stands out above all others being named to the ACE list for the first time.

## ► Safety Record

PJD marked a significant milestone, finishing 2016 with a stellar safety record of 1,170,702 work hours with zero away from work days.



## OUR PEOPLE AND COMMUNITY

### ► Leadership Team



**Cole Johnson, President:** As the son of the company founder, Cole Johnson has grown up with Paul Johnson Drywall and started out at a young age learning the drywall trade. He is not only a skilled business leader, he is adept at the trade and has a keen understanding of client needs. He has served as the company president since 1993, upon his father's retirement.

Under Cole's leadership, the company has grown to approximately 1,000 employees and crew members working on projects across metropolitan Phoenix, as well as in Flagstaff, Prescott, Tucson and Yuma, Ariz. In 2014, the firm expanded into Las Vegas and New Mexico at the request of several large Arizona customers.

Cole has aimed to make PJD a leader in its field and has established the company as a top-paying industry piecework contractor, typically exceeding prevailing wages in all categories. He has worked closely with the U.S. Department of Labor to review company policies and to assist with establishing industry best practices.

Cole is supported by a highly-qualified leadership team that focuses on customer service and cost containment. Members of the team include **General Manager Bill Clucas**, **General Supervisor Larry Keel** and **Foreman Freddy Espinosa**.





## ◆ Our Crews

Paul Johnson Drywall employs the most professional drywall workforce in the Southwest, trained in the fundamentals of service, integrity and trust. With continuous training and supervision combined with our comprehensive Safety First program, PJD generates a lasting and positive impression with customers.

PJD expects its crews to fulfill high standards and consistently deliver on-time projects. Because we truly value skilled crews, we maintain the best crews and are recognized as a top-paying industry contractor in Arizona. PJD is also the only drywall contractor in Arizona that provides health insurance to 100% of its employees. This includes office staff and crews, whether they work full-time, part-time, seasonally or as permanent team members, each is covered by the PJD health insurance plan. PJD believes this is not only the right thing to do, but healthy crews and employees create healthy companies. To further help our crews, and hire more of the best, we've launched a few important initiatives:

**Department of Labor Collaboration:** PJD has worked collaboratively with the Department of Labor to ensure that its classification of every employee and crewmember as a W-2 employee meets the most stringent FLSA compliance standards. Our Overtime Policy is available online at [pauljohnsondrywall.com](http://pauljohnsondrywall.com).

**IMAGE Certification:** PJD initiated discussions with U.S. Immigration and Customs Enforcement to become eligible for IMAGE Certification. The IMAGE program was developed to build cooperative relationships that strengthen hiring practices and encourage compliance through outreach, education and partnership.

## ◆ Community

Our business is committed to building strong and long-lasting communities. By investing in communities throughout the state, Paul Johnson Drywall (PJD) shows appreciation to the many charitable organizations that also serve our communities, making Arizona a better place to raise our families.

PJD and our employees support a variety of charitable organizations by donating time, energy and financial means to assist local nonprofits. We also welcome input from our clients and the community about worthwhile projects or nonprofits to support.



## OUR SERVICES AND EXPERIENCE

### ► Services

Paul Johnson Drywall continues to offer complete drywall services, which the company was built upon. In addition, we are also providing expanded construction services that allow us to better address the varying and growing needs of our customers.

#### Drywall Services

- STRUCTURAL METAL FRAMING
- LIGHT GAUGE METAL FRAMING
- DRYWALL
- SPECIALTY DESIGN BUILD ACOUSTICAL CEILINGS
- EDGE OF SLAB INSULATION
- FIREPROOFING

#### Construction Services

- PLAN REVIEW
- CONCEPTUAL BUDGETING
- HUD COST ANALYSIS
- HUD PAYROLL SERVICES
- PROJECT PHASE SCHEDULING

Scope of Work Analysis & Creation

MWBE Programs

Private Equity Opportunities

### ► Experience

While Paul Johnson Drywall (PJD) is well known for our work in single-family and multi-family residential markets, our crews are also well versed in several other market segments. We are able to quickly assemble crews to complete projects on time, no matter how aggressive the timeline; and meet agreed-upon budgets. Reliability and quality are critical to our customers. These same values drive our crews.



## PROFESSIONAL REFERENCES

### BANKS

Arizona Business Bank  
Carol Ann Klaggie  
602-240-2709

Country Bank  
Ryan Glennan  
928-443-9440

### BONDING AGENCY

CNA  
4500 S. Lakeshore Dr. Suite 410, Tempe AZ, 85252  
Ted Rarrick – 480-998-3000 or [ted@crpbonds.com](mailto:ted@crpbonds.com)

### CPA

#### **Financial:**

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#### **Tax:**

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## PROFESSIONAL REFERENCES

### INSURANCE

HUB International  
2375 E. Camelback Road, Suite 250, Phoenix, AZ, 85016  
Thomas G. Spencer – 602-749-4167  
Tomas.spencer@hubinternational.com

- General Liability Insurance:  
Amerisure Insurance Co.  
\$2,000,000 General Aggregate  
Navigators Insurance  
\$5,000,000 Umbrella

- Workers Compensation:  
Amerisure Insurance Co.  
\$1,000,000 Limit

- Auto Insurance Coverage:  
Amerisure Insurance Co.  
\$1,000,000 Combined Single Limit