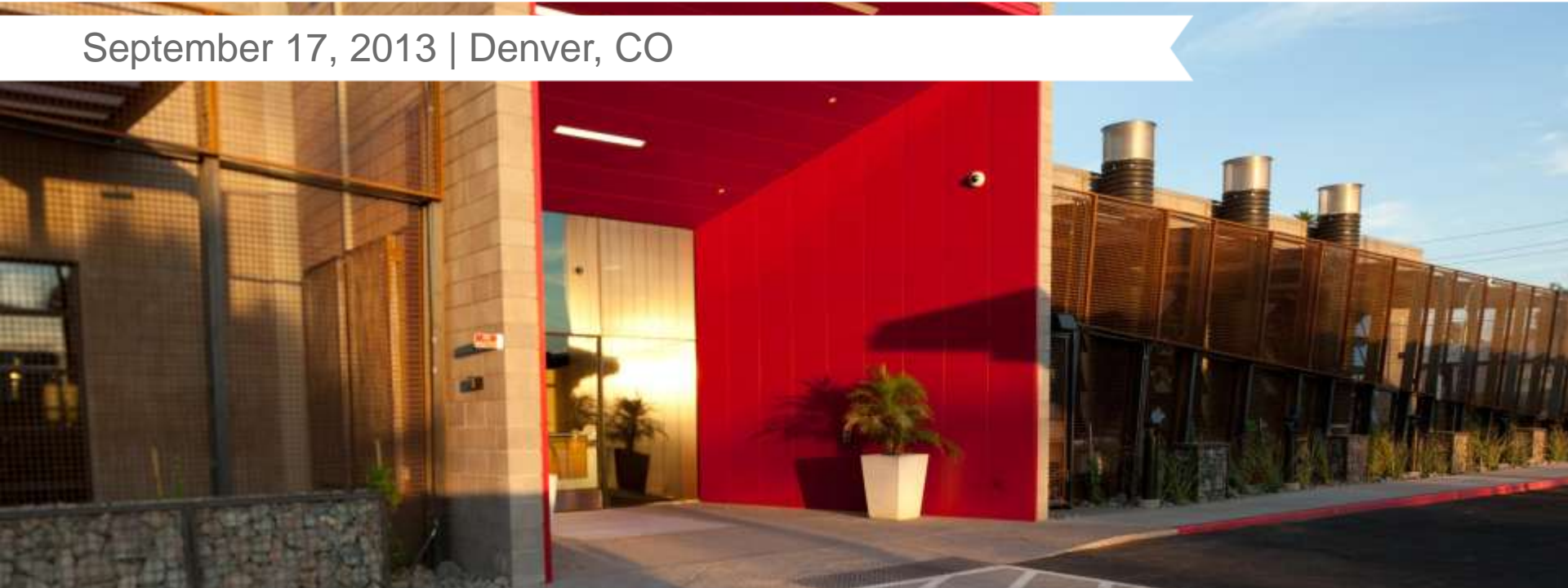


PRESENTATION FOR:

# GETTING TO ZERO NATIONAL FORUM



September 17, 2013 | Denver, CO



# CORE VALUES



integrity



enjoyment



uniqueness



ever forward

# DPR Mission Statement

To be one of the

***Most Admired Companies***

by the Year 2030.

“To say we wanted to become a truly great construction company by the year 2000 was like a three-year-old saying, ‘I want to graduate from college by the time I’m 10.’ We do set high goals, but with the people we have in place, we know we can reach every one of them.”

- Doug Woods



# DPR Culture – Camp 2010



**CAMP 2010**  
By 2010 we will be the dominant builder in our core markets.

**Purpose**  
We Exist to Build Great Things.

**Core Values**  
DPR's fundamental, inviolable values and beliefs are these:

**INTEGRITY.** We conduct all business with the highest standards of honesty and fairness; we can be trusted.

**ENJOYMENT.** We believe work should be fun and intrinsically satisfying; if we are not enjoying ourselves, we are doing something wrong.

**UNIQUENESS.** We must be different from and more progressive than all other construction companies; we stand for something.

**EVER FORWARD.** We believe in continual self-initiated change, improvement, learning and the advancement of standards for their own sake.

**We will accomplish this by:**

- 90% of our revenue coming from customers in our core markets of Advanced Technology, Biopharmaceutical, Healthcare and Corporate Office.
- Every opportunity we pursue meeting our "red zone" criteria of passion, performance and economic return.
- Our relationships and performance resulting in an increase of work without competition each year.
- A "Culture of Discipline" supporting our entrepreneurial spirit.
- Our customers and the industry benchmarking project success against DPR's CSF results.
- Innovative management practices leading to continuous improvement in self-performed work production and quality.
- Who we build being as important as what we build.
- Recognition of individual efforts and contributions being integral to our culture.
- A proven track record of being environmentally responsible in the way we do business.
- Annual increases in our personal commitment to support local youth programs.

**DPR**  
Constructive Inc.

**Mission**  
To be one of the **Most Admired Companies** by the Year 2030.

## ■ Tangible Image:

*"A proven track record of being **environmentally responsible** in the way we do business."*

# A New Camp for 2020

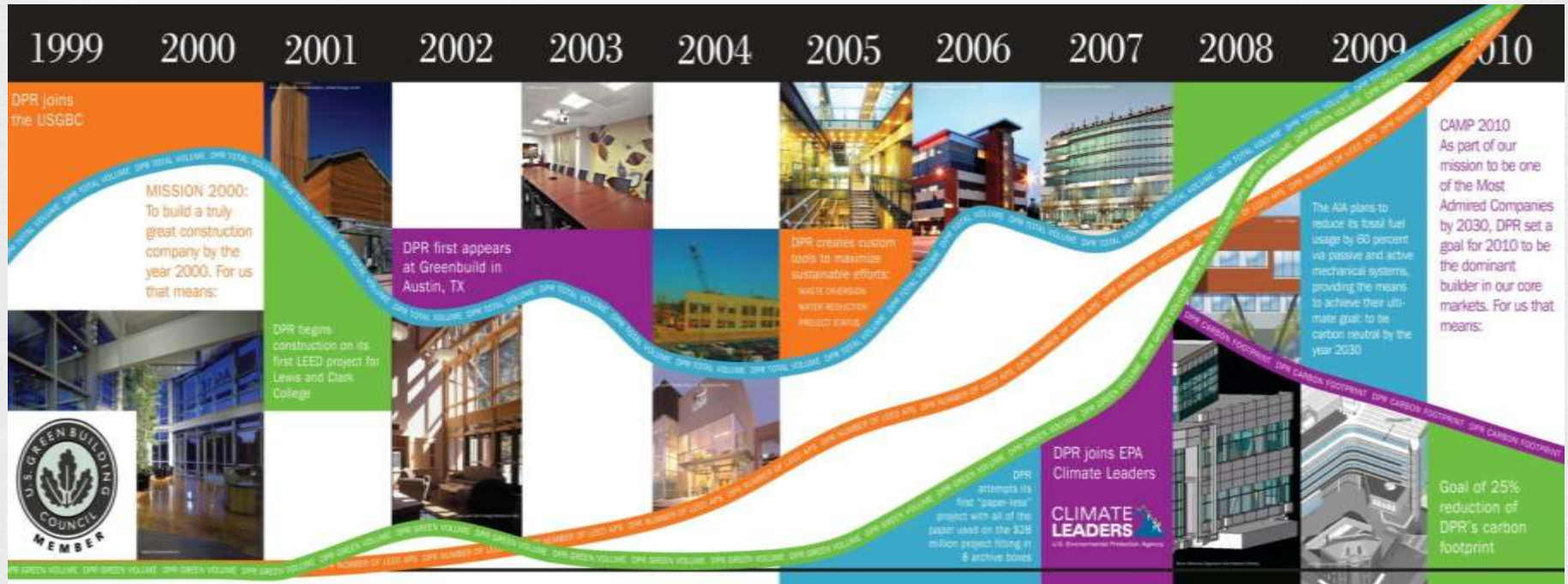
By 2020, we will

**Transform Our World.**



# DPR TIMELINE

How did we get here?



# DPR 2020 VISION

We are  
here

2010

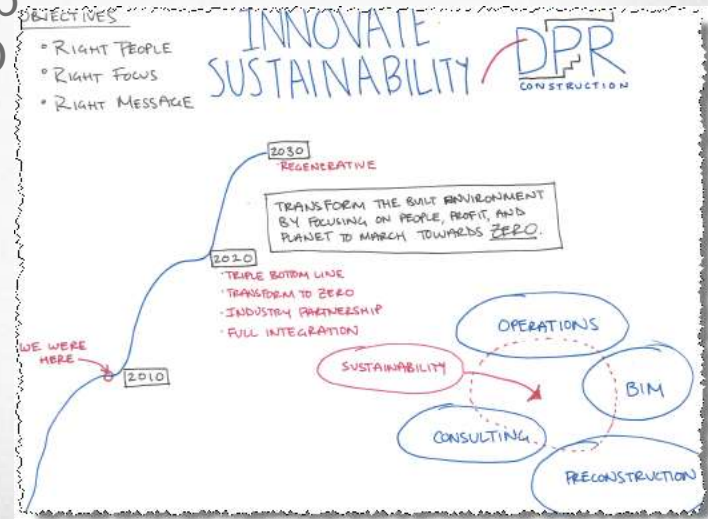
LEED Certification  
CalGreen (California)  
Return on Investment

2020

Triple Bottom Line  
Industry Partnership  
Transform to ZERO  
Full Integration

2030

Regenerative



Before

+

After.



Before + After : The ZNE Opportunities

The Process : Integrated Design + Performance Goals

The Results : Performance + Financials

An aerial photograph of San Diego, California, showing the coastline, urban areas, and highways. The city is densely packed with buildings and roads, with a mix of green spaces and developed land. The ocean is visible on the left side of the image.

San Diego

























Phoenix







222







22











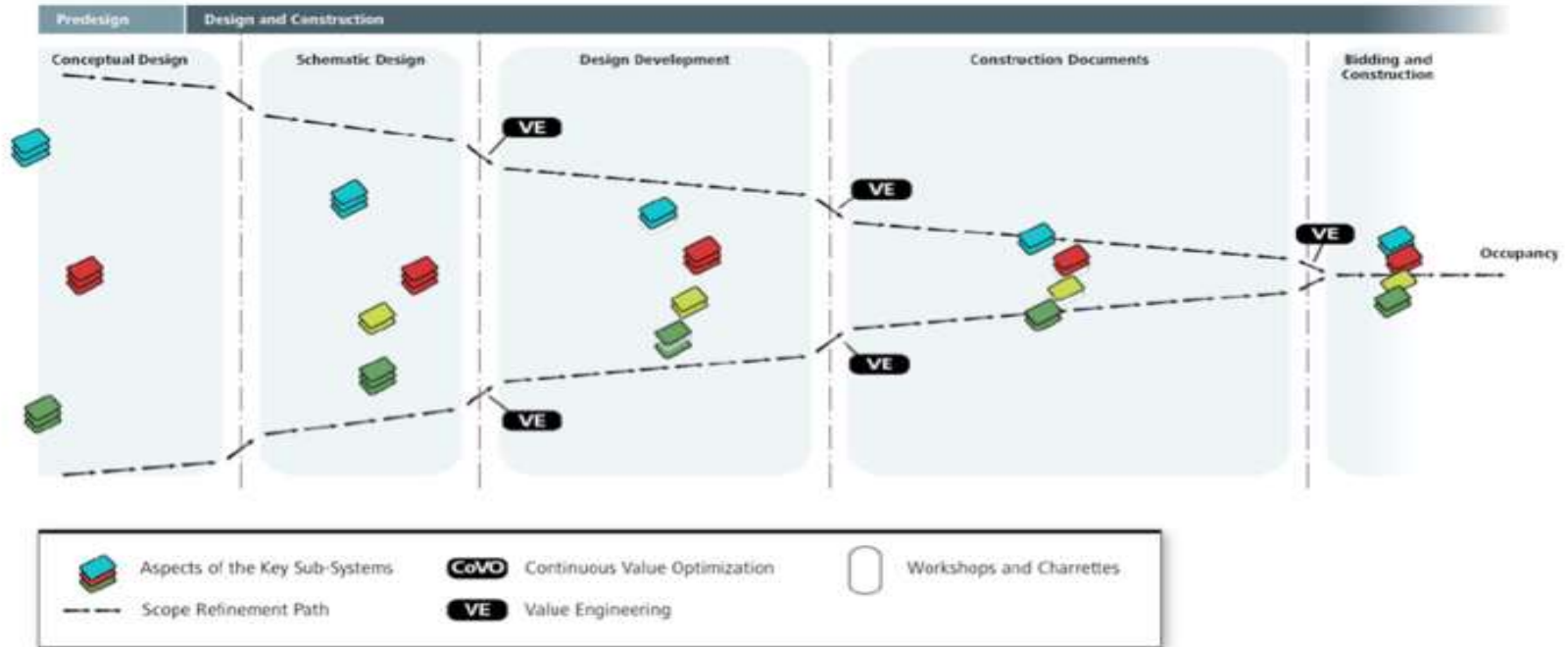






# The Process.

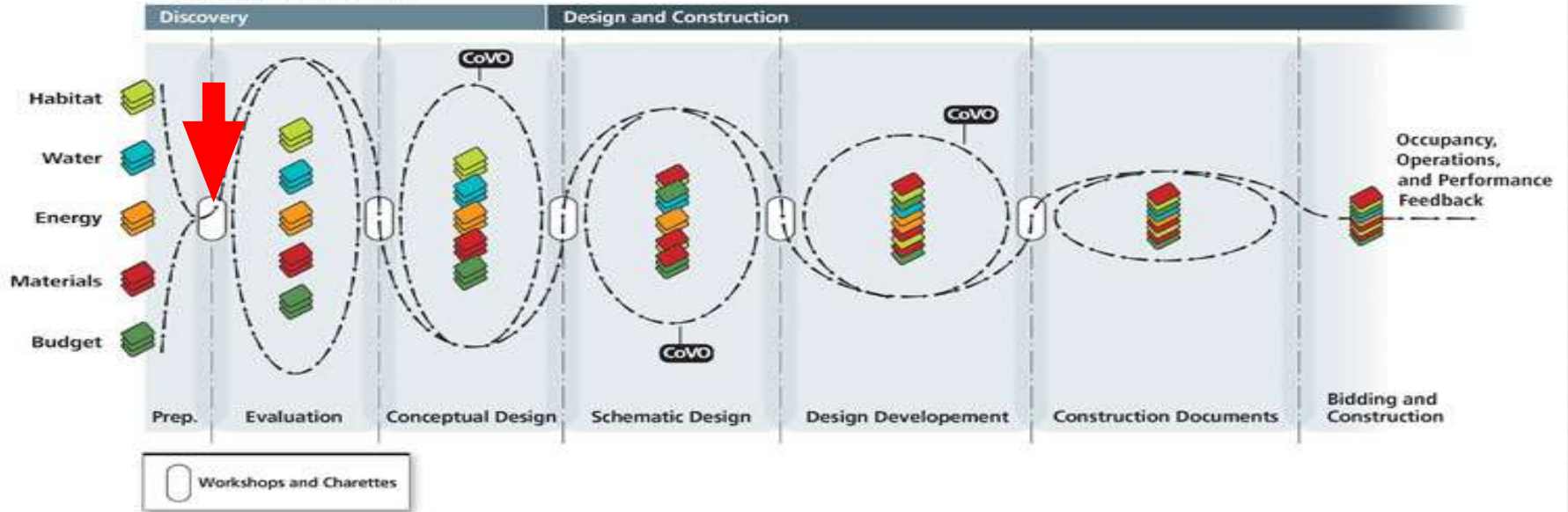
## Traditional Process



business as usual.



## Integrative Process



integrated design process.

# Zero Net Energy

- \*Respect the Individual
- \*Form Follows Function
- \*10-Year Pay Back Period
- \*Bring the Outside In

Thermal Comfort.



LIFE



The  
Results.

# DPR Office at 2010 Shoreham Place

LEED® 2009 for New Construction and Major Renovations



greenEco

## Executive Summary

| Project Information |                             |
|---------------------|-----------------------------|
| Project Location    | SAN DIEGO, California 92122 |
| Building Type       | Office Building             |
| Project Size        | 33,572 sq ft                |
| Construction Budget | \$ 5,325,526                |
| Project Cost/SF     | \$ 158.63 sq ft             |
| First Costs Premium | 7.777%                      |

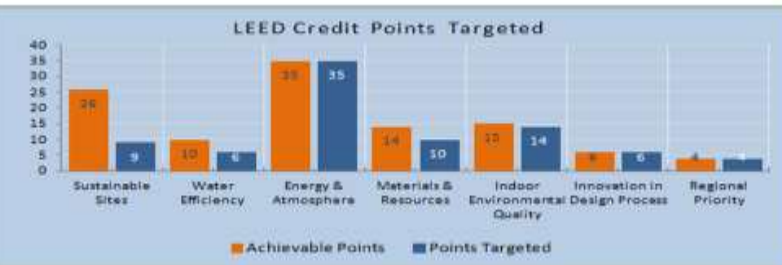
| Green Building Overview                               |                                      |
|---|--------------------------------------|
| Rating System   | Anticipated LEED Certification Level |
| LEED® 2009 for New Construction and Major Renovations | <b>PLATINUM</b>                      |
| First Year Anticipated Energy Savings                 | \$ (27,879)                          |
| First Year Anticipated Water Savings                  | \$ (208.00)                          |
| First Year Anticipated Renewable Energy               | \$ -                                 |

| Cost Benefit Analysis |                   |                   |
|-----------------------|-------------------|-------------------|
|                       | Net Present Value | Percent of Budget |
| Certified             | \$ 267,205        | 1.669%            |
| Silver                | \$ 421,164        | 2.938%            |
| Gold                  | \$ 515,977        | 5.330%            |
| <b>Platinum</b>       | <b>\$ 633,732</b> | <b>7.777%</b> ←   |

| First Cost Summary           |           | Certified        | Silver           | Gold             | Platinum         |
|------------------------------|-----------|------------------|------------------|------------------|------------------|
| Sustainable Sites            | \$        | -                | \$ -             | \$ -             | \$ -             |
| Water Efficiency             | \$        | -                | \$ -             | \$ -             | (7,650)          |
| Energy & Atmosphere          | \$        | (88,860)         | (156,478)        | (283,841)        | (406,494)        |
| Materials & Resources        | \$        | -                | \$ -             | \$ -             | \$ -             |
| Indoor Environmental Quality | \$        | -                | \$ -             | \$ -             | \$ -             |
| Innovation in Design Process | \$        | -                | \$ -             | \$ -             | \$ -             |
| Fees Applied                 | \$        | (24,000)         | (24,000)         | (24,000)         | (24,000)         |
| USGBC Fees                   | \$        | (3,150)          | (3,150)          | (3,150)          | (3,150)          |
| <b>Totals</b>                | <b>\$</b> | <b>(116,010)</b> | <b>(183,628)</b> | <b>(310,991)</b> | <b>(441,294)</b> |



| First Year Savings Summary   |           | Certified     | Silver        | Gold          | Platinum      |
|------------------------------|-----------|---------------|---------------|---------------|---------------|
| Sustainable Sites            | \$        | -             | \$ -          | \$ -          | \$ -          |
| Water Efficiency             | \$        | 208           | 208           | 208           | 208           |
| Energy & Atmosphere          | \$        | 13,940        | 22,744        | 31,548        | 41,428        |
| Materials & Resources        | \$        | -             | \$ -          | \$ -          | \$ -          |
| Indoor Environmental Quality | \$        | -             | \$ -          | \$ -          | \$ -          |
| Innovation in Design Process | \$        | -             | \$ -          | \$ -          | \$ -          |
| <b>Totals</b>                | <b>\$</b> | <b>14,148</b> | <b>22,952</b> | <b>31,756</b> | <b>41,636</b> |



# DPR Office at 2010 Shoreham Place

LEED® 2009 for New Construction and Major Renovations



greenSource

## Cumulative Cash Flow & Net Present Value



| Cumulative Cash Flow |              |              |              |              |
|----------------------|--------------|--------------|--------------|--------------|
| Years of Analysis    | Certified    | Silver       | Gold         | Platinum     |
| 1 Yr                 | \$ (74,712)  | \$ (133,526) | \$ (252,086) | \$ (372,508) |
| 2 Yrs                | \$ (59,914)  | \$ (109,519) | \$ (218,869) | \$ (328,957) |
| 3 Yrs                | \$ (44,435)  | \$ (84,407)  | \$ (184,125) | \$ (283,403) |
| 4 Yrs                | \$ (28,243)  | \$ (58,140)  | \$ (147,782) | \$ (235,753) |
| 5 Yrs                | \$ (11,307)  | \$ (30,665)  | \$ (109,768) | \$ (185,912) |
| 6 Yrs                | \$ 6,408     | \$ (1,926)   | \$ (70,005)  | \$ (133,777) |
| 7 Yrs                | \$ 24,938    | \$ 28,135    | \$ (28,412)  | \$ (79,245)  |
| 8 Yrs                | \$ 44,320    | \$ 59,579    | \$ 15,093    | \$ (22,204)  |
| 9 Yrs                | \$ 64,594    | \$ 92,469    | \$ 60,600    | \$ 37,461    |
| 10 Yrs               | \$ 85,801    | \$ 126,873   | \$ 108,200   | \$ 99,871    |
| 11 Yrs               | \$ 107,983   | \$ 162,859   | \$ 157,989   | \$ 165,151   |
| 12 Yrs               | \$ 131,185   | \$ 200,500   | \$ 210,069   | \$ 233,434   |
| 13 Yrs               | \$ 155,455   | \$ 239,872   | \$ 264,545   | \$ 304,859   |
| 14 Yrs               | \$ 180,841   | \$ 281,056   | \$ 321,526   | \$ 379,569   |
| 15 Yrs               | \$ 207,395   | \$ 324,134   | \$ 381,129   | \$ 457,715   |
| 16 Yrs               | \$ 235,170   | \$ 369,194   | \$ 443,473   | \$ 539,456   |
| 17 Yrs               | \$ 264,223   | \$ 416,327   | \$ 508,685   | \$ 624,957   |
| 18 Yrs               | \$ 294,613   | \$ 465,628   | \$ 576,897   | \$ 714,392   |
| 19 Yrs               | \$ 326,400   | \$ 517,196   | \$ 648,247   | \$ 807,940   |
| 20 Yrs               | \$ 359,650   | \$ 571,137   | \$ 722,878   | \$ 905,792   |
| Grand Total          | \$ 2,270,364 | \$ 3,436,776 | \$ 3,408,284 | \$ 3,628,838 |

| Net Present Value |            |            |              |              |
|-------------------|------------|------------|--------------|--------------|
| Years of Analysis | Certified  | Silver     | Gold         | Platinum     |
| 1 Yr              | \$ 14,148  | \$ 22,952  | \$ 31,756    | \$ 41,636    |
| 2 Yrs             | \$ 14,798  | \$ 24,007  | \$ 33,216    | \$ 43,551    |
| 3 Yrs             | \$ 15,479  | \$ 25,112  | \$ 34,744    | \$ 45,554    |
| 4 Yrs             | \$ 16,191  | \$ 26,267  | \$ 36,343    | \$ 47,650    |
| 5 Yrs             | \$ 16,936  | \$ 27,475  | \$ 38,014    | \$ 49,842    |
| 6 Yrs             | \$ 17,715  | \$ 28,739  | \$ 39,763    | \$ 52,134    |
| 7 Yrs             | \$ 18,530  | \$ 30,061  | \$ 41,592    | \$ 54,533    |
| 8 Yrs             | \$ 19,382  | \$ 31,444  | \$ 43,505    | \$ 57,041    |
| 9 Yrs             | \$ 20,274  | \$ 32,890  | \$ 45,507    | \$ 59,665    |
| 10 Yrs            | \$ 21,207  | \$ 34,403  | \$ 47,600    | \$ 62,410    |
| 11 Yrs            | \$ 22,182  | \$ 35,986  | \$ 49,790    | \$ 65,280    |
| 12 Yrs            | \$ 23,202  | \$ 37,641  | \$ 52,080    | \$ 68,283    |
| 13 Yrs            | \$ 24,270  | \$ 39,373  | \$ 54,476    | \$ 71,424    |
| 14 Yrs            | \$ 25,386  | \$ 41,184  | \$ 56,981    | \$ 74,710    |
| 15 Yrs            | \$ 26,554  | \$ 43,078  | \$ 59,603    | \$ 78,146    |
| 16 Yrs            | \$ 27,775  | \$ 45,060  | \$ 62,344    | \$ 81,741    |
| 17 Yrs            | \$ 29,053  | \$ 47,133  | \$ 65,212    | \$ 85,501    |
| 18 Yrs            | \$ 30,390  | \$ 49,301  | \$ 68,212    | \$ 89,434    |
| 19 Yrs            | \$ 31,787  | \$ 51,569  | \$ 71,350    | \$ 93,548    |
| 20 Yrs            | \$ 33,250  | \$ 53,941  | \$ 74,632    | \$ 97,852    |
| Grand Total       | \$ 448,510 | \$ 727,615 | \$ 1,006,720 | \$ 1,319,936 |



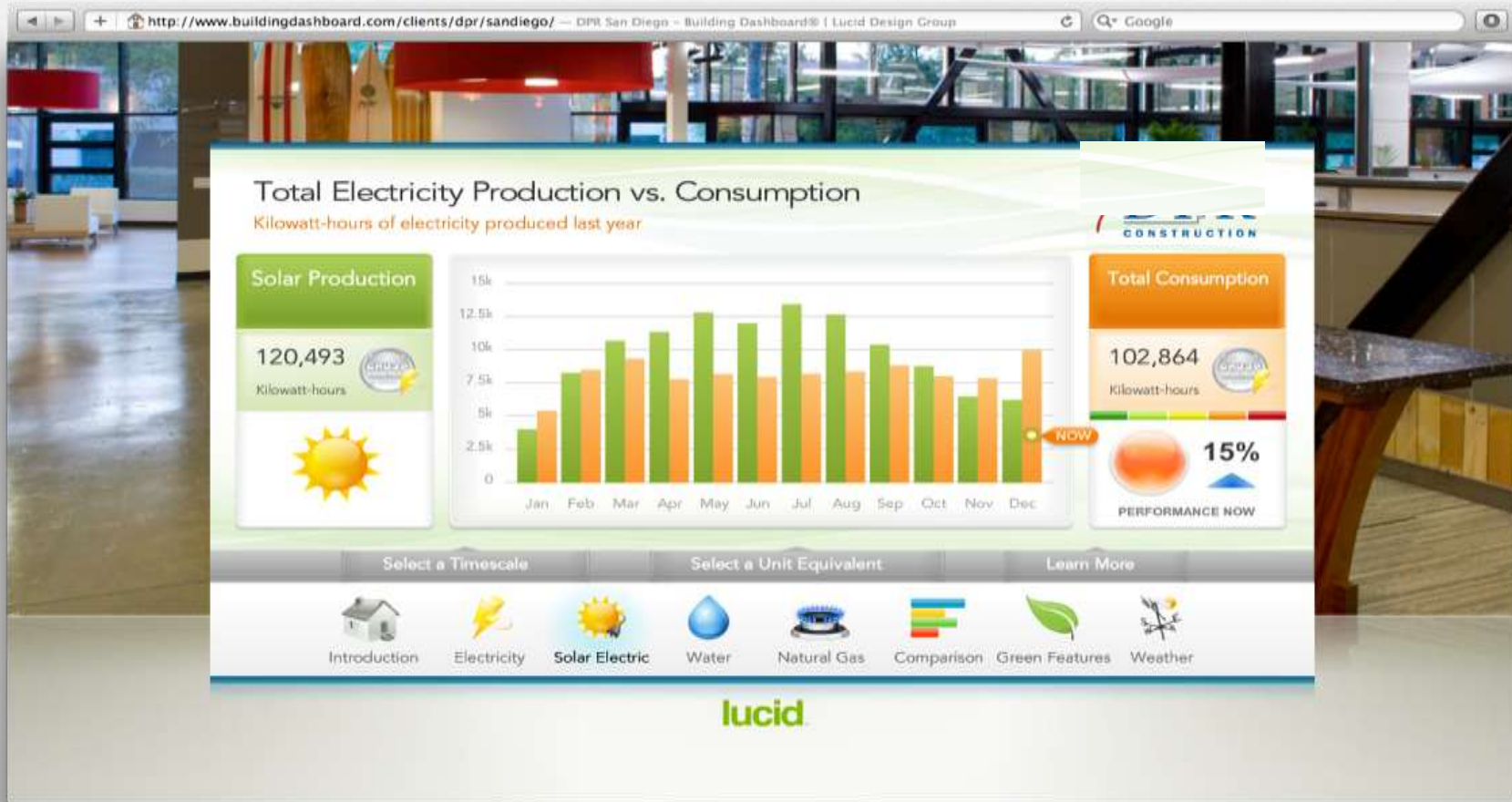
# CUMULATIVE CASH FLOW



| Year   | Certified CCF | Silver CCF   | Gold CCF     | Platinum CCF |
|--------|---------------|--------------|--------------|--------------|
| 0 Yr   | \$ (110,860)  | \$ (178,478) | \$ (305,841) | \$ (436,144) |
| 1 Yr   | \$ (95,414)   | \$ (154,209) | \$ (272,749) | \$ (393,172) |
| 2 Yrs  | \$ (79,258)   | \$ (128,824) | \$ (238,134) | \$ (348,223) |
| 3 Yrs  | \$ (62,358)   | \$ (102,270) | \$ (201,928) | \$ (301,206) |
| 4 Yrs  | \$ (44,681)   | \$ (74,496)  | \$ (164,055) | \$ (252,027) |
| 5 Yrs  | \$ (26,191)   | \$ (45,444)  | \$ (124,441) | \$ (200,585) |
| 6 Yrs  | \$ (6,851)    | \$ (15,055)  | \$ (83,004)  | \$ (146,777) |
| 7 Yrs  | \$ 13,380     | \$ 16,732    | \$ (39,661)  | \$ (90,494)  |
| 8 Yrs  | \$ 34,540     | \$ 49,980    | \$ 5,675     | \$ (31,622)  |
| 9 Yrs  | \$ 56,675     | \$ 84,758    | \$ 53,097    | \$ 29,959    |
| 10 Yrs | \$ 79,827     | \$ 121,136   | \$ 102,701   | \$ 94,372    |
| 10     |               |              |              |              |

| Certification Level                 |           | First Cost      | Savings 1st Year | Net Present Value |
|-------------------------------------|-----------|-----------------|------------------|-------------------|
| <input checked="" type="checkbox"/> | Certified | \$ (110,860.00) | \$ 15,445.84     | \$ 59,174.69      |
| <input checked="" type="checkbox"/> | Silver    | \$ (178,478.00) | \$ 24,269.05     | \$ 88,686.58      |
| <input checked="" type="checkbox"/> | Gold      | \$ (305,841.20) | \$ 33,092.27     | \$ 58,453.27      |
| <input checked="" type="checkbox"/> | Platinum  | \$ (436,143.89) | \$ 42,972.27     | \$ 36,914.04      |









# questions?

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