



Step into the world of
MARSHALL WHITE CONSTRUCTION, INC.



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MARSHALL WHITE CONSTRUCTION, INC.

Introducing

MARSHALL WHITE CONSTRUCTION, INC.

Living and working in Northern California, discriminating homeowners have come to appreciate the value of fine homes that enhance our quality lifestyle. We only have to look at the area's classic vintage homes or extraordinary contemporary homes to appreciate the availability of quality and skilled craftsmen. It is that building tradition, that draws us to this region of California to build remarkable homes; and so it is in the construction industry, that a company of professionals has risen to the top over the last twenty-five years. That company is Marshall White Construction Inc (MWC Inc.). Decades of attention to detail have produced one of the area's hallmark builders, a company in step with today's contemporary construction, yet capable of landmark historic restorations.

Craftsmanship is a learned, earned skill taking many years to develop and it's a skill that has been earned by the professionals at MWC. Like craftsmanship, "professional project management skills" are also a learned art form and they have become a science at MWC. Whenever professionals of the industry come together to consider a list of the area's top builders, you can be sure that MWC will be on the short list.

Over the last three decades, we have had the great fortune to live in an area we love and to work with some of the most interesting and finest people imaginable. Our business is based on long term, decades old relationships, with extraordinary clients. We can say without hesitation, that we work for our friends and we have their dreams and needs as our goal every day we come to work. As the saying goes

this is a "small world" and especially so in the construction industry, so each of our MWC clients is the next referral to our next amazing project.

Our company operates on a principal of fairness and honesty in everything we do everyday. We hold nothing back and we inform our clients about all the information we have available to us. Some might say we are amazingly honest about everything we do and we would have it no other way. There will be no down the road surprises when it comes to your dream project.

We promote a sense of fairness and propriety with everyone we come in contact with, on every project. Clients, architects, subcontractors and employees are treated with the utmost respect, dignity and an overall sense of fairness. This principal is fundamental to our company and employees. It is the only way we will do business. In fact, it is the way we strive to live our lives.

Our website **www.marshallwhiteconstruction.com** affords us the opportunity to share with discriminating homeowners some of our truly amazing achievements in building, restoration, remodeling, and repair. We are very proud of our skillful achievements and are pleased to share them with you on our website. We are fortunate to have clients, architects, and designers willing to provide you first hand testimonials about their experience with MWC, building their dreams and making them come true.



HISTORIC ESTATE
ROSS, CALIFORNIA



Originally designed and built in 1892 as a summer home, the Ross estate didn't become a main residence until after the 1906 earthquake when the owners moved from San Francisco.



The estate has been renovated twice by MWC over the last 20 years. The first major work was done in 1986. The second and final phase of the restoration ended in 2006. The project encompassed not only extensive underground site work and landscaping, but also, included remodeling and restoration of the following structures, Main House, Carriage House, Guest House, Caretaker's House, Exercise Studio and Pool Cabana.





Elegant Living

CONTEMPORARY CUSTOM HOME
BELVEDERE, CALIFORNIA



This waterfront home is unique in design throughout and nestled nicely on its lot located on a picturesque lagoon. Unusual custom features can be found throughout, including custom curved stairways, one of a kind lighting fixtures, stainless steel door, and carved stone bathroom fixtures.





Contemporary Design

WINE COUNTRY HOME
SONOMA, CALIFORNIA



This home was built to bring the outside environment into the home and an outdoors lifestyle together in a seamless manner. The home was designed for simple carefree weekend living while providing all the comforts and amenities of any modern home. This home supports the creative leisure lifestyle it was built to satisfy.





Wine Country Living

WILDHORSE CANYON CONTEMPORARY
NOVATO, CALIFORNIA



The contemporary styled home can only be described as clean in line and design. The home incorporates unique, advanced high tech lighting applications. The themed décor in the master bedroom and high tech game rooms add to the home's diversity. All of which created unique building challenges in this one of a kind home.





Luxury Living

WINE ESTATE (project in progress)
SONOMA, CALIFORNIA



The barn and guesthouse for this future boutique winery have been completed, along with the ongoing construction of the main house, pool and cabana. These contemporary styled structures are built with efficient sustainable materials and products found at the site. Extensive solar power applications are planned for the winery, vineyards, including the future home and pool.





Building in Stages

HOTEL
SAUSALITO, CALIFORNIA



The Hotel, built in 1915, was completely restored by Marshall White Construction for the current owners. Brought up to today's standards, the hotel maintains its traditional style, warmth and history.



The challenge for MWC was to take a 1900s structure in disrepair and bring it up to today's codes and standards, while maintaining the original look and feel of the historic building. Our work with the owners and historical society presented rewarding challenges as we restored the hotel and retail shops below including the large art gallery. This restoration has created an enduring historical landmark to be enjoyed by the public for decades to come.





Restoring a Classic

WARM SPRINGS GETAWAY
KENWOOD, CALIFORNIA



This early 1900s California classic home was restored to its original elegance. The historic Warm Springs rural setting includes the main house, a separate guesthouse, gated formal gardens, lodge, and barn.





Country Retreat

MARSHALL WHITE CONSTRUCTION, INC.

Our Principles and Values

We have been in the construction business since 1983 and depend on our clients returning to us over the years for their future building projects and their referrals to new clients. We have successfully achieved continuing client satisfaction by providing all the information they need to make sound buying decisions throughout the life of their construction project. We see ourselves as a Contractor that endeavors to manage the clients' expectation by providing all the available information upfront and throughout the project.

We believe that gaining a true understanding of our clients' goals, priorities, and desires, assures a faster, and more cost effective construction project.

We are a professional services company, managing information flow from, to and among our clients and all team members, ultimately leading toward the desired end result of an outstanding and enduring home or project. We see our work as a, "lifetime experience", that we share with our clients. Our most important goal is a positive client relationship, which means a satisfied client. We believe in upfront information and avoiding "down the road" surprises. It is our goal to never place the client in a position where they are surprised about costs at any point throughout the project. Our standard business practice is "full disclosure of all the information available to us upfront"; we think this is the only way to conduct business.

We extend this principal of fairness to all our relationships: family, employees, subcontractors, designers, architects, and clients. We enjoy working in this industry every day, because we have developed wonderful relationships over many years. The relationships we build are based on trust.



We are professional information managers focusing on every detail and involving our clients and team members in all the decision processes. We provide sound counseling to our clients, based on our many years of experience. We listen to our clients, after all, it is their "dream" we are building.

We seek to organize the building process effectively so that potential problems are identified and eliminated before they impact the project. Any time we reach a decision point in a project, we involve our team members, and clients, providing possible alternatives, and the impact of their decisions, in terms of time and costs. The effort we put into doing things right the first time not only offsets the pitfalls that can plague a project, but assures dividends in time, quality and the bottom line cost of the project.

First conceived when we founded MWC in 1983, these working principles keep the MWC founding philosophy alive today. "Complete a job so that our customers want us back and their referrals are our next jobs."

History

Marshall White Construction Inc. has been building and restoring fine homes and commercial projects since 1983. Over the years we have faced many unique challenges working on very unique projects. We have built spectacular and unusual new homes and have restored some of the area's finest old homes. We work in Marin, Sonoma, Napa and San Francisco counties. We build over the entire spectrum of construction from historic restorations to the most modern contemporary home. We are often selected for the complex projects that other firms may not want to take on. We have never found a unique and complex building concept beyond our capabilities. In fact many of our clients ask us to modify designs as we build their projects. We are known for our flexibility and adaptability to our clients changing needs. Whether you are considering a large project or a smaller bathroom or kitchen renovation, you should at least get a quote from Marshall White Construction Inc. You'll know then, that you have gotten the best to compare all others too! In addition to the residential home owner, Marshall White Construction Inc. works with Professional Property Management companies, repairing, updating and retrofitting their apartment complexes.



Our relationship with the local town authorities is excellent. We have a working relationship with the planning commissions in towns like Belvedere, Tiburon, Sausalito, San Anselmo, Ross, Kentfield, Kenwood, Glen Ellen, and Novato, to mention a few. We are well known in the design and architecture community for the outstanding projects we have been involved within the industry. These include historic home restorations to historic commercial building restorations. Our attention to detail in these projects is without parallel. One of our recent restoration projects in Larkspur was the feature article and on the cover of "Arts & Crafts Homes and the Revival" magazine. Our projects have been featured in local and national magazines including "Kitchen and Bath Business", "Inside the Bungalow", "Better Homes and Garden", and California Home and Design" magazines. Over the last two decades we have been turning complex and unique dreams and ideas into reality for our clients.

Our Management Team



Marshall White, President of Marshall White Construction Inc. has worked in the construction industry for 35 Years. He has done “it all”, starting out in the trades and eventually starting up Marshall White Construction in 1983. Marshall is an individual with strong character, known by all that work with him as fair, honest and forthright in all his business dealings. There are no hidden agendas when

you do business with Marshall White. He is an outstanding citizen who serves his community as a county commissioner and an outstanding family man who serves God and country daily. He is an individual always willing to help. If you get to know Marshall White you are a better person for the experience. His strong leadership and management skills form the structure for a successful company of professionals that make the success of your project a reality.

His sense of fairness in everyday life, are the reason he has enjoyed long-term loyalty of his team, many of whom, have worked with Marshall for over two decades.



Ted Soloski, Vice President, Senior Project Management, for Marshall White Construction Inc. has become a master of project management. He oversees the daily project management side of the business to assure that critical timelines are met and clients are informed and decisions are made so the projects move forward as planned. Ted manages the vast amount of paperwork and logistics

it takes to make it all happen, on time, on the jobsite. He manages the information between the design team and the production manager on the job site. Ted, like the rest of the Marshall White management team, is a solid citizen and family man in the local community.



Roger Mollison, Senior Construction Manager, Roger brings a set of unique skills to the team as a roving Senior Construction Manager in the field, reviewing design issues and the work of the onsite foremen and site project managers. The foremen and site project managers are the eyes and ears for Roger on the project. He is an expert at identifying potential problems that may develop and

jeopardize the project schedule. Roger has the ability, after decades of experience, to uncover often overlooked problems before they materialize. Roger is a solid citizen of the local community whom clients like to know and trust as they build their dreams.



Stephen Hoffmann, *Project Site Manager*, Steve has been working in the construction industry for 31 years, and has years of experience as a project manager. Steve has worked on a variety of significant projects throughout the North Bay, Lake Tahoe, and Truckee area. Steve's focus at MWC Inc. is on the production side of projects. Steve has a long history of on-time project completions. Steve understands

the importance of excellent communications with all team members and especially our clients. Steve has decades of experience working on demanding projects for discriminating owners, architects, and engineers. Steve is keenly aware each day that he must demand the finest craftsmanship and results from all subcontractors, material suppliers and the MWC Inc. craftsmen who are working on the projects. Client satisfaction is Steve's number one daily work goal. Steve is a family man, who enjoys and spends quality family time in the outdoors whenever his schedule permits.



Bridget Shurtz, *Office Manager*. If you have called the office of Marshall White Construction Inc., over the last fourteen years, the telephone was most likely answered with professionalism and courtesy by our Office Manager Bridget Shurtz. She is always willing to help and dedicated to resolving your needs as promptly as possible. Bridget has been running our office for over a decade and provides the

know how to make the paper flow and keep the books and records accurate. She is the managing source of our historical information and provides the details the team needs to facilitate the information flow to our clients and extended team



members. Bridget manages the required information to get the job done accurately and on time. Accuracy and attention to detail are the trademarks of Marshall White Construction Inc, an achievement realized for our clients, because of dedicated managers like Bridget.

Project Management System

PRECONSTRUCTION SERVICES

If you have not made a final decision as to the extent of your dream project and want a sound basis for your plans to move forward, MWC offers our preconstruction consultation.

These services include:

- Preliminary budget analysis
- Value engineering
- Pre-Construction Estimating

We will conduct a value engineering study of your project. Our study will permit you, as the client, to make decisions based on various project approaches, product choices, and their associated costs. We offer a variety of construction alternatives and options to make the right choices for budgeting your dream.

HOW WE MANAGE YOUR PROJECT

We use the “*MWC Project Management System*,” a proven management process, developed over years and implemented with the experience of our key professionals.

Obtaining the Greatest Value thru our bidding process

Marshall White Construction Inc. will solicit competitive bidding from our long list of qualified subcontractors. We breakdown our bids into standard industry groupings and obtain bids from multiple subcontractors for each component part of the project. MWC then provides a complete information proposal to both owner and architect. All subcontractor contacts are managed through our project management office where changes are managed in the most expeditious manner. Our continuous review speeds up the bid process and helps keep your project on schedule. The importance of selecting quality professional subcontractors, who have been prequalified for the job, assures a timely and quality built project. MWC subcontractors understand the importance of good value, a principal that extends throughout the MWC team.

Our criteria for selecting the right subcontractors for the right project include the

following qualifications:

- A thorough understanding of competitive pricing with a focus on value and craftsmanship
- A thorough and complete understanding and capability based on the scope of work
- A proven record of safety, and a written and approved safety program
- Subcontractors must meet all MWC standards of excellence and meet all compliance requirements.
- Subcontractors must possess adequate and competent manpower, management, and supervision.
- Subcontractors must understand the *MWC Project Management System* process.
- A thorough understanding of the project schedule and the subcontractors commitment to that schedule
- A long history of financial stability and proven successful financial performance

MANAGING THE PROJECT SCHEDULE

The MWC Project Management System performs a complete analysis of the entire project at the onset, and schedules comprehensively, all activities for all construction phases of the project. The master schedule integrates all work, both on and off-site. Milestones, are established, and updated using state of the art “Microsoft Project Management Tools”, a key tool of the *MWC Project Management System*. The **MWC “PMS”** continually, monitors, analyzes all activities and identifies critical decision points during the entire project, start to finish. The **MWC, PMS** permits our project management team, the ability to identify and resolve problems and conflicts that may affect any aspect of the project schedule. During the weekly team meetings the schedule will be reviewed with all project team participants.

Our project schedule analysis monitors the following:

- All architecture design considerations
- All engineering design considerations
- Subcontractor performance/schedules/craftsmanship
- All details of actual construction activities

- Supplies, materials and equipment on hand or delivery status
- All regulatory inspections
- Final Inspections and Clean up List
- Owner acceptance

PROJECT ACCOUNTING

The *MWC Project Management System* uses industry standard accounting practices. The team continually updates the project budget and makes changes based on current project activities and modifications. The owner is updated at the scheduled meetings on changes in budget, time and payment schedules. The actual billing is broken down into divisions and cost codes corresponding to your original project budget.

The cost/budget breaks down into the following categories:

- Description of work
- Scheduled impact
- Change orders approved
- Revised schedule impact
- Previous budget vs. current budget
- Materials and supplies on hand
- Percent project complete

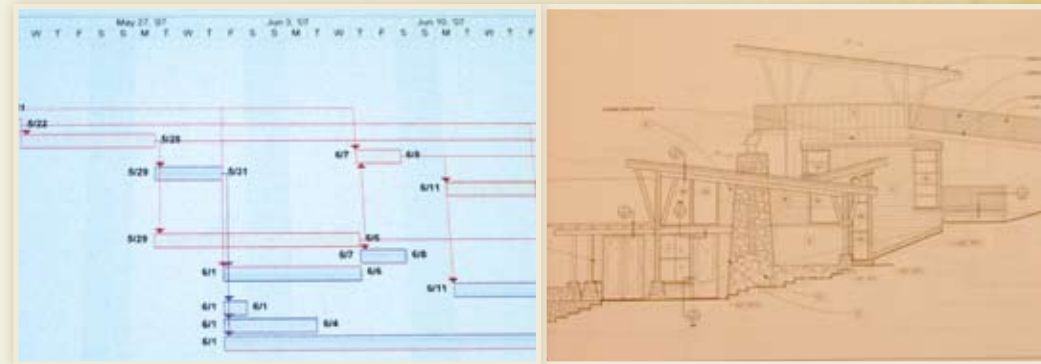
PROJECT MEETINGS

The following meetings will take place throughout the project:

Subcontractor Schedule Meetings are held weekly from the onset of the project. A representative from each subcontractor currently scheduled to perform work will attend the meeting. The Site Project Manager for MWC will conduct the meeting.

Safety Meetings are held weekly from the start of the project. These meetings are conducted by the on-site foreman. Attendance by all subcontract employees on the job is mandatory. Weekly meeting minutes will be provided to our Site Project Manager. A report of these meetings will be made at the weekly senior management meeting.

Owner's Review and Control Meetings are held at a minimum of every two weeks or as outlined and agreed to at the beginning of the project. Attendees to this



meeting are at least two of the following individuals: the Site Project Manager, the Senior Construction Manager, and/or the Principal Senior Project Manager from MWC. In addition a MWC secretary will be present to document the meeting in writing. The project architect and design consultants are encouraged to attend this meeting. At this meeting the following information is provided and reviewed:

- Review minutes and approve from prior meeting.
- Review anticipated change orders
- Review status of all RFI's and change orders
- Review all look ahead schedules and critical decision logs
- Review architect's design updates
- Review critical decision list procurement status
- Review current budget and cost controls
- Review status of current schedule and any required changes.
- Review owner's questions/concerns

The minutes of all meetings will be forwarded to all parties for general approval.

JOB SAFETY

All subcontractors will be required to provide the following:

- Material safety data sheets for all materials to be used on the project site
- Bi-weekly toolbox safety meeting reports
- Worker's Compensation Insurance Certificate with coverage's and limits acceptable to Contractor
- Current State Contractors License
- General Liability Insurance Certificate with coverage limits acceptable to Contractor

Project Management System

MWC PROJECT STAFFING

The *MWC Project Management System* uses a combination of office and site based personnel as follows:

Site Foreman

The Site Foreman is the hands on lead craftsman, performing carpentry and associated duties. The Site Foreman is also responsible for scheduling the MWC employees and subcontractors for the project. In addition, the Site Foreman will schedule, acquire and finalize all associated building inspections and sign offs. The Site Foreman is also responsible for maintaining a safe work environment.

Site Project Manager

The Site Project Manager is the on site construction manager, responsible for the production of the project, procurement of materials, supervision of employees and subcontractors. In addition the Site Project Manager is responsible for the overall site management, and satisfaction of the client.

Senior Construction Manager

The Senior Construction Manager is the MWC roving trouble shooter, identifying potential problems before they become real problems on the project. The Senior Construction Manager is responsible for estimating, scheduling and quality control for each project. In addition, the Senior Construction Manager resolves construction issues with the architect and the engineers and assures customer satisfaction through all phases of the project.

Senior Project Manager

The Senior Project Manager has total oversight of the *MWC Project Management System (PMS)*. This key manager reviews all information from the first budget or estimate to the final contract. All elements of each project flow through the project management system's office. The Senior Project Manager reviews and controls all documentation for accuracy. This documentation includes; budgets, proposals, schedules, change orders and invoicing. The Senior Project Manager is responsible for the final job closeout and customer satisfaction.



PROJECT COMPLETION AND OWNER'S MANUAL

As a condition of final payment, all subcontractors are required to provide us copies of operations and maintenance manuals for all materials and equipment used on the project. MWC will present all these manuals together, including a table of contents and present them to the project owner. Product warranties are provided as well as warranties from all subcontractors that their work will be free of defects for a period of one year. This one year warranty period begins on the date of the project completion. During this period any corrective measures which need to be made due to defective products or workmanship will be replaced at no additional charge to the client. Certain products carry warranty periods past one year, in which case the extended warranty for those items would apply.

Client Referrals available on request.

MARSHALL WHITE CONSTRUCTION, INC.

We care about our environment.

As a green certified builder MWC Inc. has adopted an overall environmentally friendly approach, and a green attitude about all the work we do each day. We drive a fleet of Hybrid company vehicles wherever possible. Our policy is to recycle on jobsites and to emphasize a green approach with our subcontractors. We actively seek out and evaluate green products and the use of green technology in our work. Our key managers are green trained and certified.

Our long term vision is in sync with a sustainable building style. We seek out green solutions that make economic sense.

These green solutions consider:

- Environmental impact
- Quality products
- High performance products
- Effective applications
- Smart work
- Durable products
- Healthier products



CERTIFIED GREEN BUILDER

MARSHALL WHITE CONSTRUCTION, INC.

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