



Over 100 Years of Innovation and Excellence

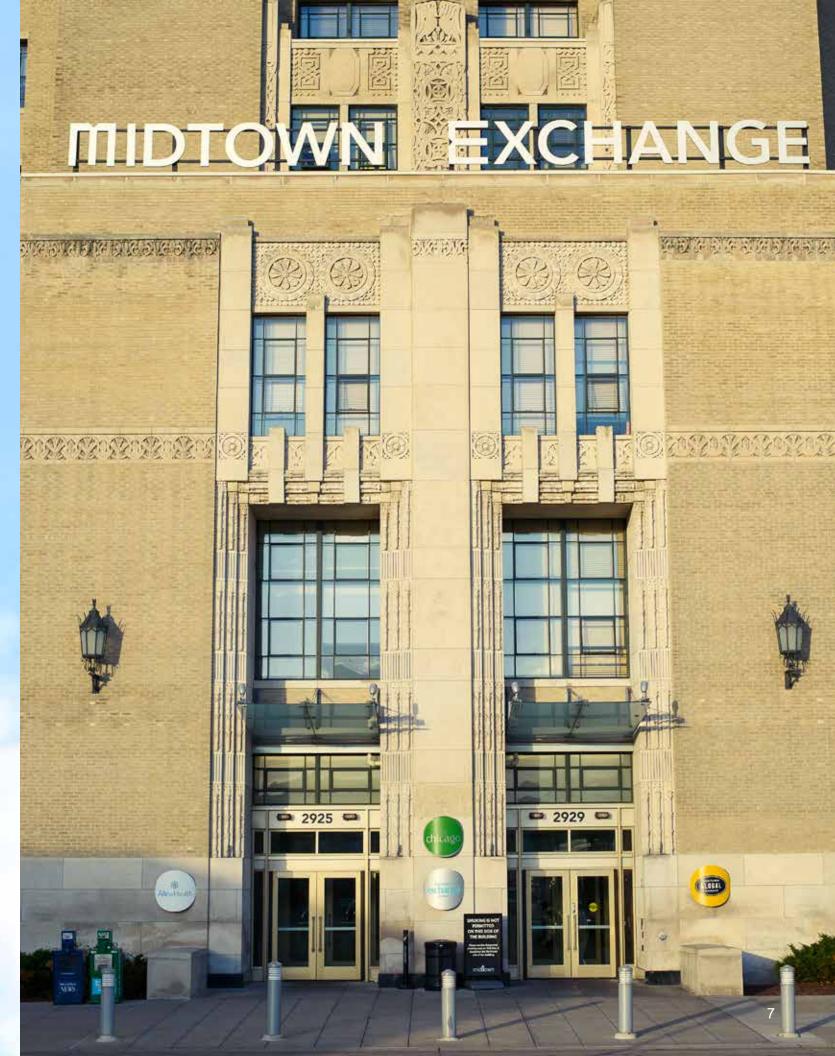


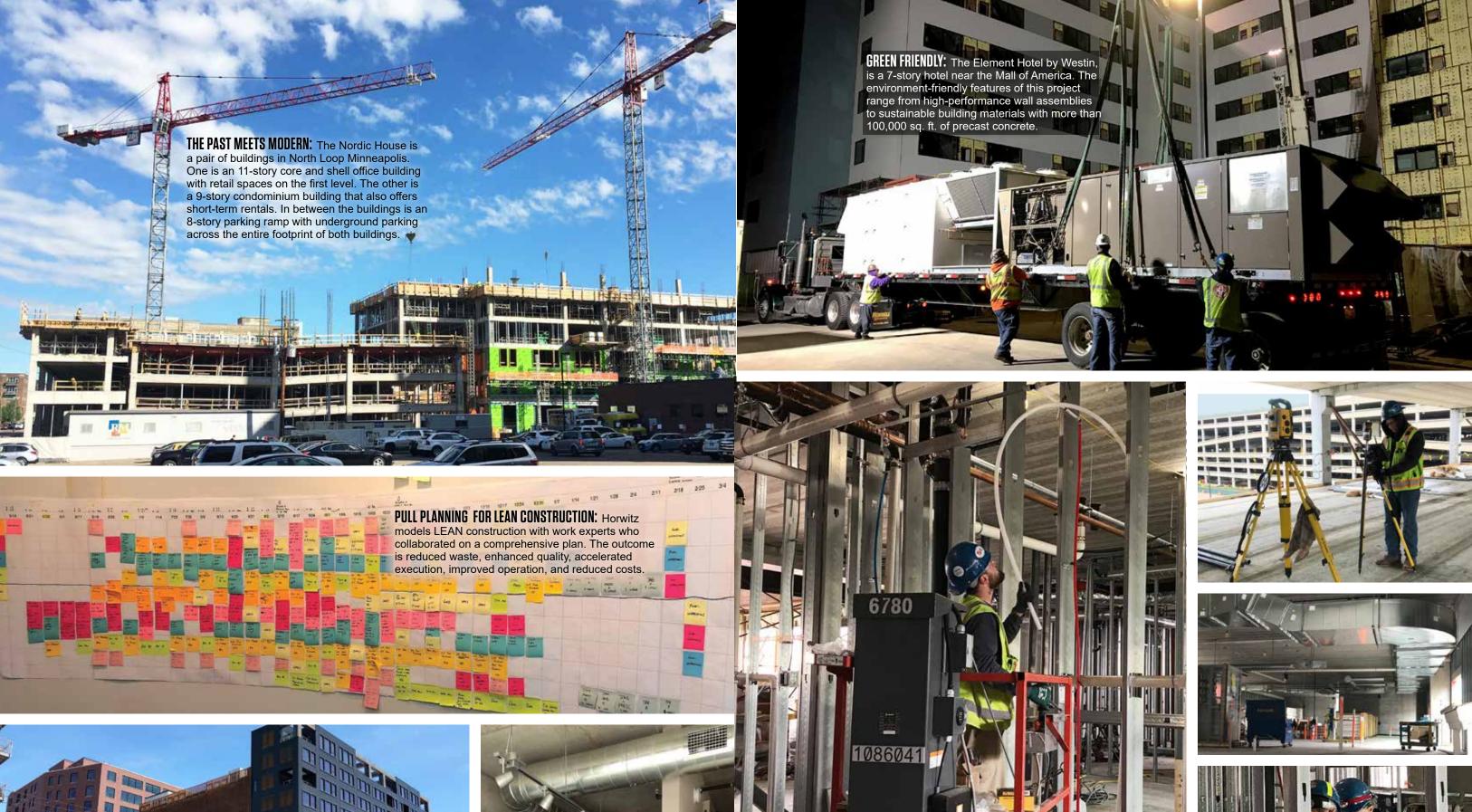


PRESERVED AND RENEWED

PRESERVING THE PAST: Horwitz has a long history of refurbishing historic buildings. Some of the many buildings include:

W Minneapolis, The Foshay (right) – formerly the Foshay Tower, Midtown Exchange (far right) – formerly the Sears Roebuck & Co. mail order warehouse and retail store. Other icons include: westin Hotel – formerly the First
Farmers and Mechanics Savings
Bank, the Basilica of St. Marys,
the Warren E. Burger Federal
Building, Embassy Suites
Downtown – formerly
Plymouth Building,
North Memorial Hospital,
Donaldson Manufacturing,
Valspar Corporation Valspar Corporation, General Mills, Honeywell, Hiawatha Metalcraft, and the Hazelden Foundation.













ALL OF US CARE ABOUT LICAITUPADE

HEALTHCARE

HOSPITALS, CLINICS, PHARMACEUTICAL AND MEDICAL MANUFACTURING

Horwitz has proudly worked on numerous hospitals and clinics in the Twin Cities. We understand how important lives are and the role high quality facilities play for health providers to create optimal outcomes in helping patients. These high stake projects require exceptional attention to detail and flawless execution. Horwitz truly enjoys seeing the impact these facilities bestow on the young and old alike. Horwitz is pleased to work on new construction, additions, and renovations with all medical entities.

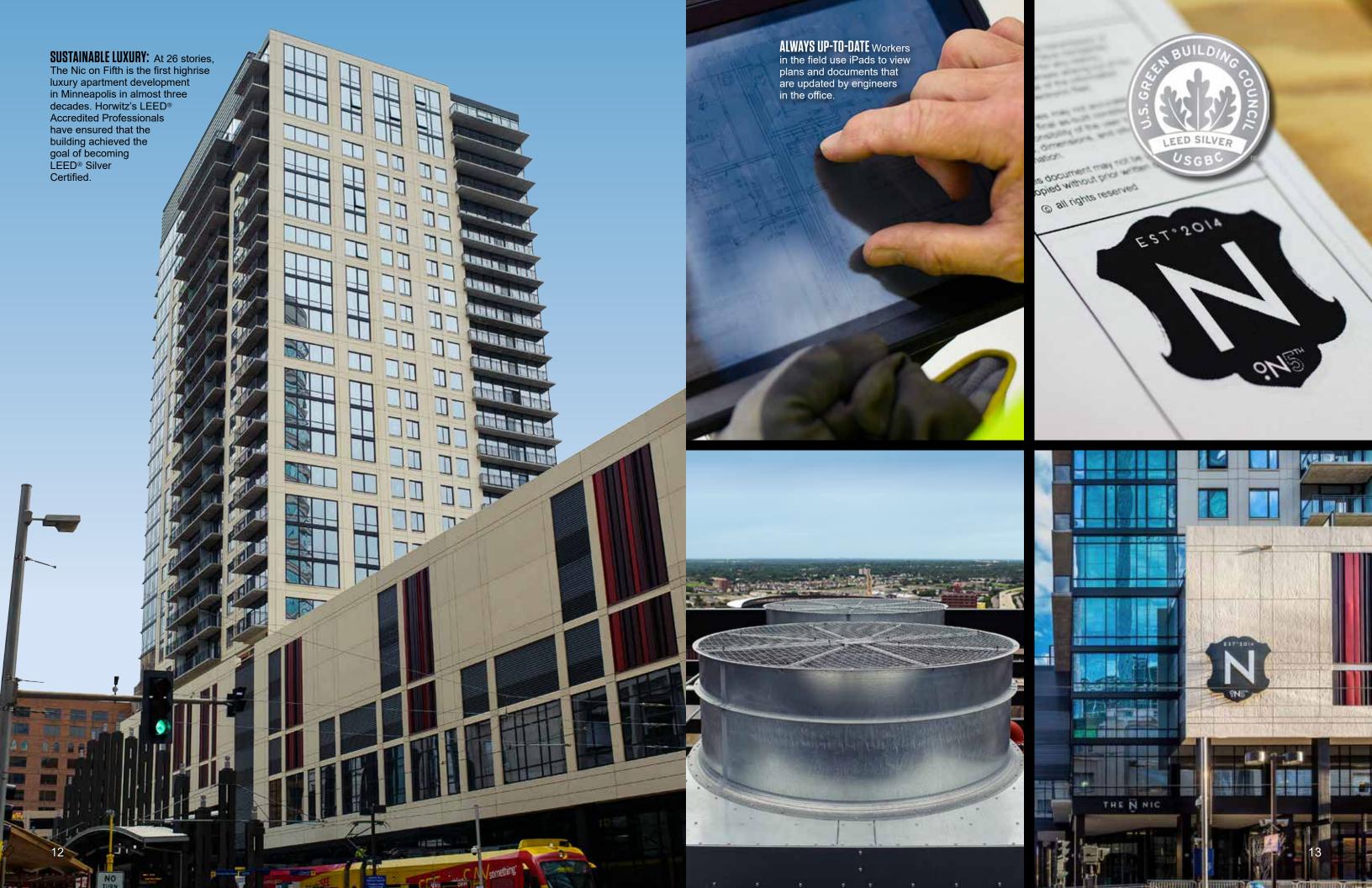
Children's Hospital – Renovation – St. Paul **Children's Hospital and Clinic** – Renovation – Minnetonka **Children's Hospital** – Ambulatory Care Center Morgue, Procedure, and Pharmacy, Rehabilitation Facilities - Minneapolis Children's Hospitals and Clinics, ENT Clinic – Renovation – Woodbury **Hutchinson Hospital** – New Construction Addition – Hutchinson North Memorial Health Hospital – Chiller Replacement – Robbinsdale North Memorial Health Hospital - Plumbing/HVAC - Robbinsdale North Memorial Health Hospital – Operating Room Upgrades – Robbinsdale North Memorial Health Hospital - Medical Gas Compliance Project - Robbinsdale North Memorial Health Hospital – HVAC Upgrades – Robbinsdale Allina Clinics – Multiple New Construction Projects – Various Twin Cities Locations Osceola Medical Center - Full Service Hospital, Including Procedure, Operatory, MRI and X-Ray Facilities - Osceola, WI **Health Partners** – Multple Remodels – Various Twin Cities Locations Courage Kenny Rehabilitation Institute – Plumbing – Coon Rapids **Summit Orthopedics** – Surgery Center Plumbing - Woodbury Minneapolis Heart Institute – Tenant Finish – Minneapolis **Suburban Imaging** – Plumbing/HVAC – Coon Rapids Landmark Surgery Suites - Plumbing - Woodbury Oakdale OB/GYN - Plumbing/HVAC - Maple Grove West Health OB/GYN - Tenant Finish - Plymouth Cantel Medical – R&D Lab Expansion – Plymouth **Bethesda Hospital** – Plumbing/HVAC – St. Paul Oakdale Medical - Plumbing - Robbinsdale

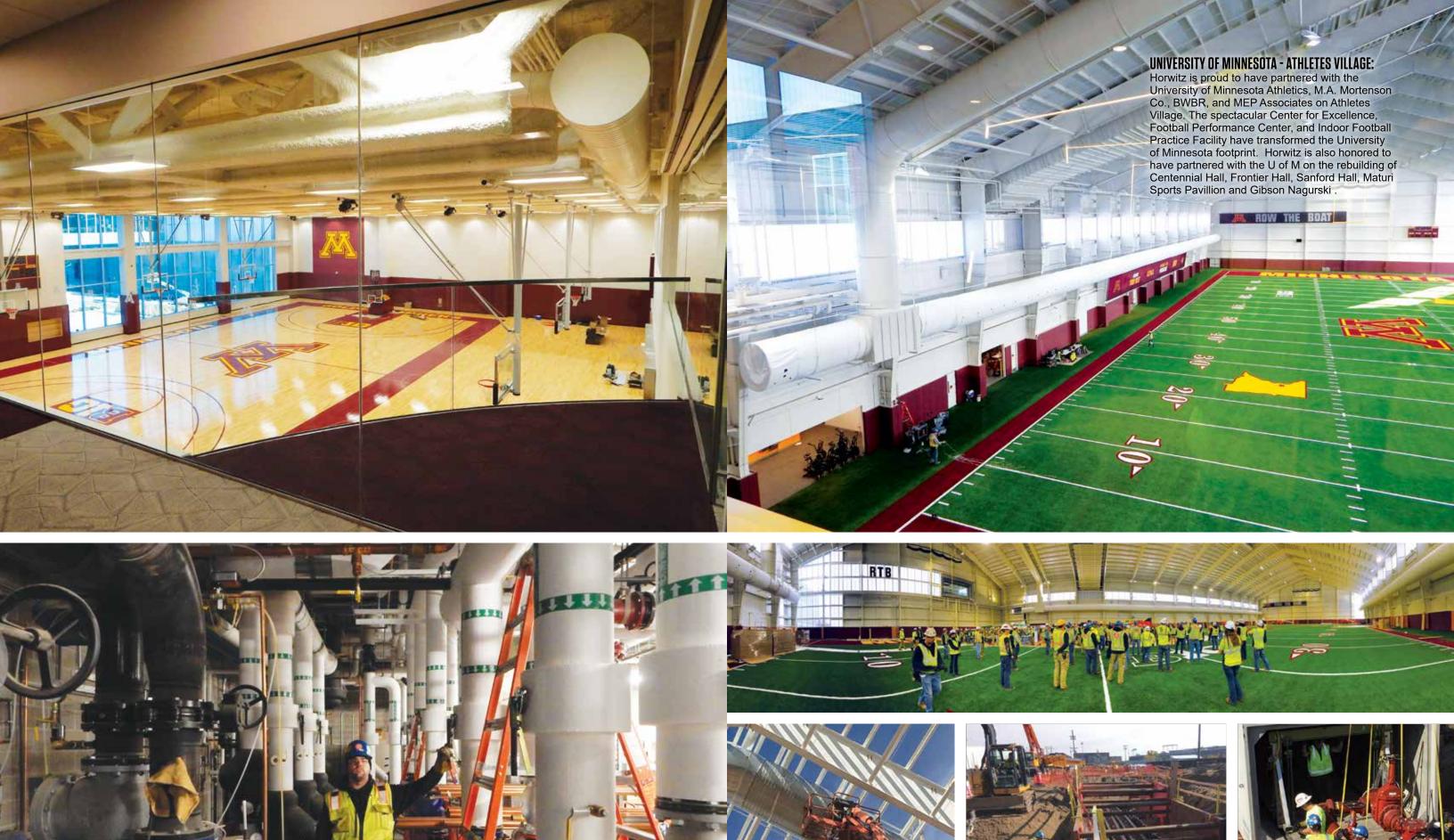
















A REPUTATION OVER WEARS STRONG

For over 100 years, Horwitz has provided the highest quality mechanical design, construction, and service in the industry. Horwitz is a differentiator in specialty construction with a wealth of knowledge and has expanded to 4,000 plus projects per year and over 450 employees. We have been partners on some of the largest and most important projects ever built in the Twin Cities. Our reputation and legacy are unmatched in the Twin Cities.

Horwitz employees are constantly improving by working smarter, more professionally, efficiently, and safely. We're looking forward to what the next 100 years will bring.

SECTORS

With over 100 Years of experience, Horwitz has developed expertise in a wide array of market segments. These include:

COMMERCIAL/INSTITUTIONAL

Central Plants | Auto Dealerships | Offices | Parking Ramps | Retail



Biopharmaceutical | Clean Rooms | Labs | Electronics | Telecommunications | Data Centers

MEDICAL/HEALTHCARE

Hospitals | Clinics | Pharmaceutical | Medical Manufacturing | Extended Care | Dental



Stadiums | Casinos | Theatres | Studios | Museums

INDUSTRIAL/MANUFACTURING

Aerospace | Manufacturing | Pharmaceutical | Semi-Conductor



Hotels | Condos | Apartments | Resorts | Restaurants

AN AMERICAN

JULIO SERVICIO DE LA CONTRADA LA CARRANTE DE LA CONTRADA LA CONTRA

Harry of Horning

Harry founded Harry S. **Horwitz** & Co.

> ▶ The office was located in downtown Minneapolis at 3rd Street South and 4th Avenue.

► In 1950,

Horwitz moved to 318 South Third Street, Minneapolis.

▶ In 1954.

Horwitz was incorporated as Harry S. **Horwitz &** Co., Inc.

▶ In 1958.

Horwitz moved to 1411 11th Avenue South, Minneapolis.

▶ In 1967.

H.S. Horwitz. Inc. became the new legal name.

▶ In 1980,

Horwitz was incorporated as Horwitz, Inc.

▶ In 1982,

Horwitz grew and moved to 5000 North County Road 18, New Hope.

▶ In 1997,

Horwitz expanded to 8825 Xylon Avenue North, Brooklyn Park.

► In 2007,

Horwitz grew and moved to 4401 Quebec Avenue North, New Hope.

Horwitz acquired NSI to complement our efforts in maintaining a leadership position in the commercial and industrial HVAC and plumbing service industry.

SERVICE AND PREVENTATIVE MAINTENANCE

▶ In 2008,

Horwitz brought both companies into our office and warehouse location.

With acquiring NSI, we also gained additional sheet metal work which brings all of the Horwitz HVAC capabilities, both hydronic and air-side, into one location.

Harry Sam Horwitz was the second of five siblings born in a small town in Lithuania in 1885. The family moved to Minneapolis in 1895 and his father opened a grocery store and the family started to grow. After learning the plumbing trade Harry went into business with a friend, Tony Miller. In 1918, he branched out to create Harry S. Horwitz & Co. in downtown Minneapolis. Harry started working in the residential sector but quickly evolved his business into one that would help define the Twin Cities. The company grew through the decades, establishing the core values of integrity, dependability, and performance. Harry remained active with the company until the 1960s after which the leadership evolved from within the company and that tradition continues today.

Today, Horwitz provides a unique opportunity for our clients to experience an alternative to the traditional contracting world. We provide full-time field technicians in several facilities to help maintain their mechanical infrastructure. We excel in providing cost-effective and environmentally responsible construction solutions that surpass your expectations. Combine that with superior ongoing service support to ensure efficient operation of your environmental systems, and you will be sure to maximize the investment you've made

▶ In 2016,

Horwitz entered

▶ In 2014,

in your building!

a full plumbing and piping fabrication shop was constructed.

This allows Horwitz to provide higher quality systems more cost effectively and utilize "justin-time" delivery for expedited schedules.

FULL PLUMBING AND PIPING FABRICATION

▶ In 2015,

into the electrical Horwitz acquired arena and now Tempco, Inc. and provides full is certified by service design-Johnson Controls build electrical as an Authorized construction and **Building Controls** maintenance. Specialist (ABC). Tempco provides complete building **ELECTRICAL** automation

BUILDING **AUTOMATION SYSTEMS**

systems.

▶ In 2015,

Horwitz acquired Thermech which provides thermal and vapor barriers for all types of mechanical systems.

THERMAL AND **MECHANICAL** INSULATION **SYSTEMS**

► In 2017,

Horwitz acquired the assets of TNC Industries, Inc., a mechanical service contractor with an emphasis on industrial ventilation.

► Horwitz moved to our current facility at 7400 49th Avenue North, New Hope.

INDUSTRIAL

Horwitz

celebrated our 100 Year anniversary

Horwitz entered into the millwrights arena and now offers full service millwright work for a broad spectrum of projects.

MILLWRIGHTS

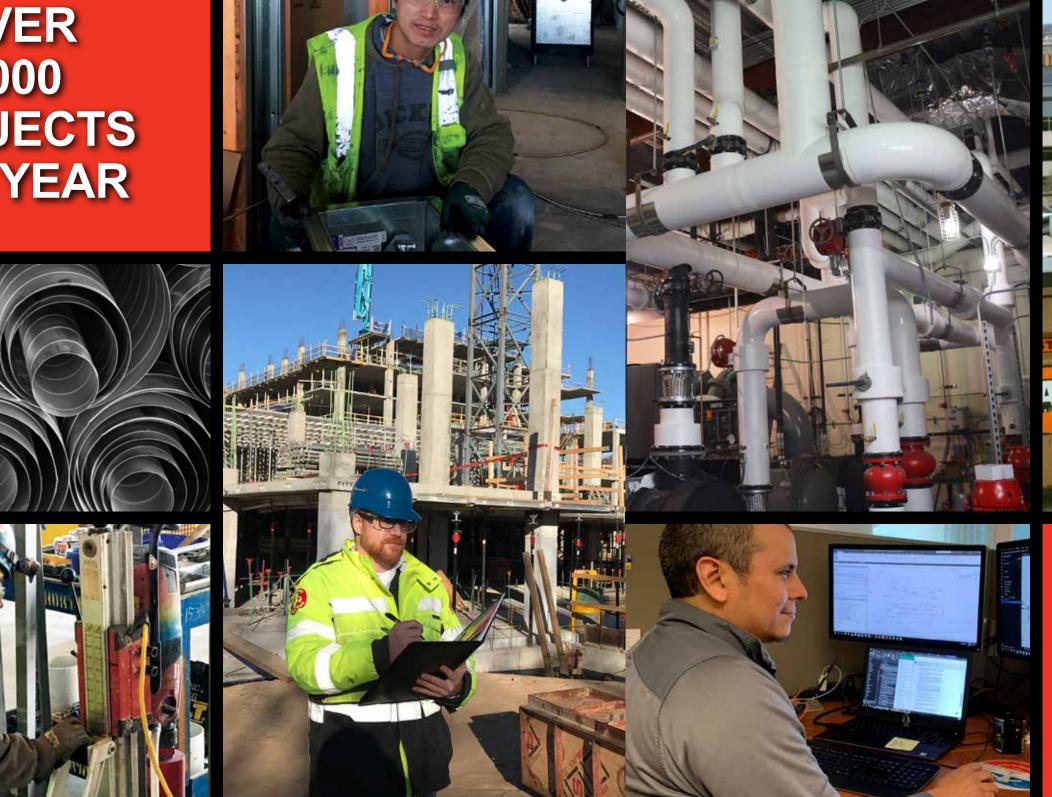
► Today,

Horwitz is a full service specialty contractor providing engineering, installation, and ongoing support for the HVAC, plumbing, and electrical markets in the Twin Cities.





OVER 4000 **PROJECTS PER YEAR**





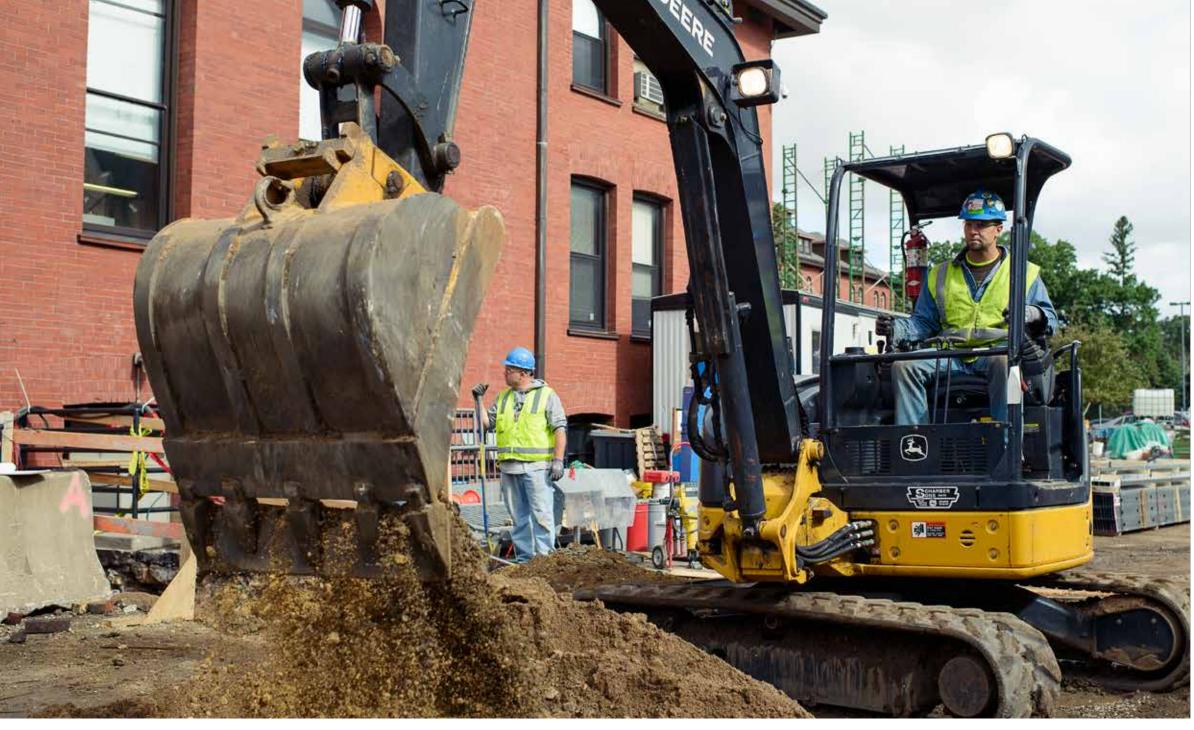
FROM \$500 TO **OVER** \$40 MILLION

PROJECT DIVERSITY

Myth: Horwitz only works on large-scale jobs. Fact: On any given day, you'll find Horwitz workers doing everything from routine maintenance jobs such as replacing an HVAC filter, to the most high-profile construction projects in the Twin Cities

- to building the mechanical room for the Target North Campus to high-purity piping installations. Our breadth of knowledge and strong customer relationships keep us busy on a wide array of projects around the Twin Cities. Whether it's

commercial, office, multi-family housing, retail, manufacturing, or medical, we have the capability and diversity to handle jobs of all budgets and sizes.







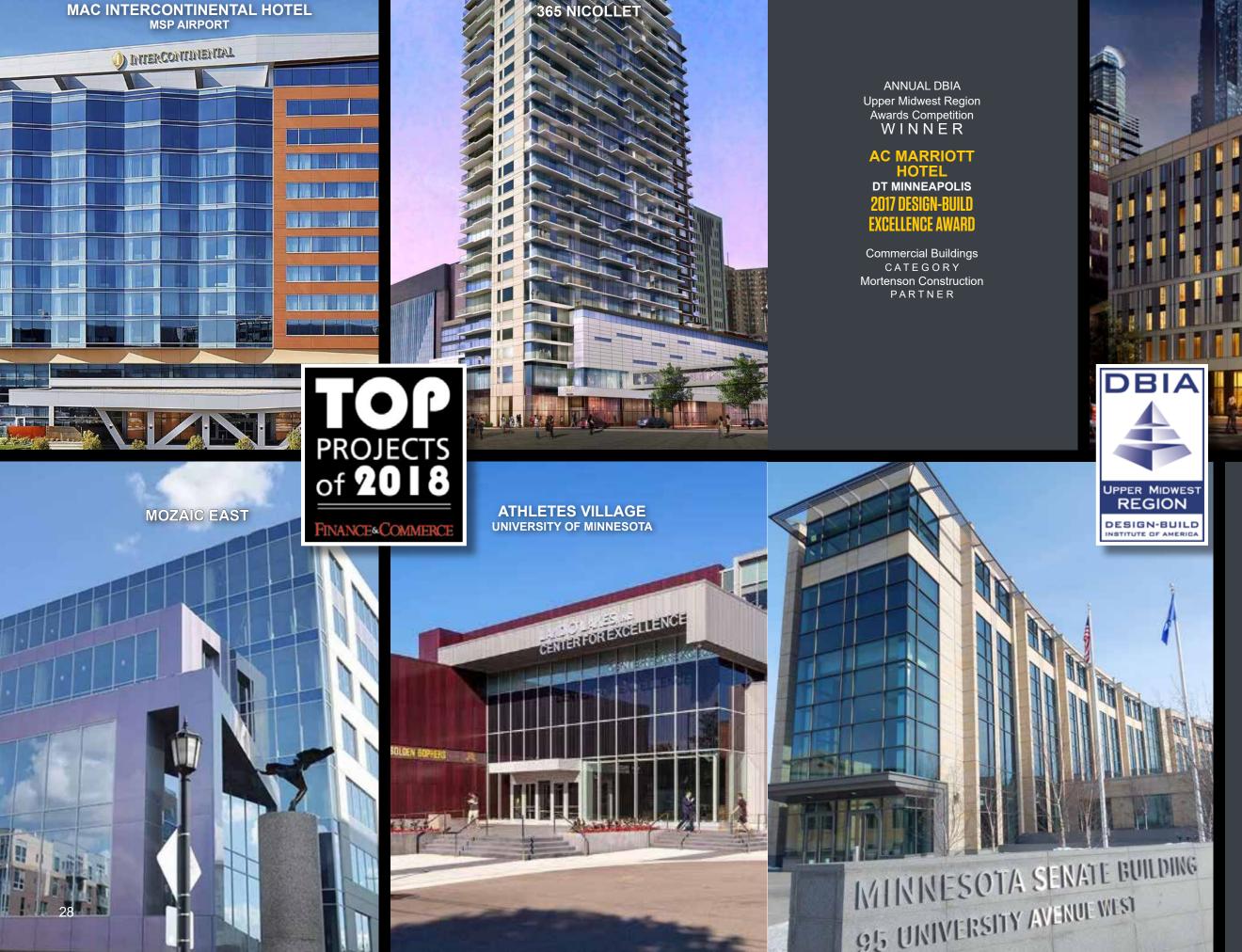
YOU WANT IT ALL? WE'VE GOT IT

Who better to design your building than the people who build it? Our in-house engineering capabilities give us a unique advantage in our industry and offer our clients a more enjoyable experience. The benefits of working with a design-build contractor include:

DESIGN-BUILD

- Lower costs
- Increased speed and efficiency
- Continuity and accuracy
- Integrity and ownership of projects
- More effective, single-source communication
- Reduced response time and risk
- Client and contractor are partners working toward the same goal

Operating as a design-build company requires knowledge, skill, and dedication. At Horwitz, we wouldn't have it any other way.





ANNUAL DBIA
Upper Midwest Region
Awards Competition
WINNER

MINNESOTA SENATE BUILDING ST. PAUL 2017 BEST PROJECT

ZUI/ BEST PRUJEGT AWARD

Competing with Projects in ALL CATEGORIES

——A N D——

2017 DESIGN-BUILD EXCELLENCE AWARD

Government Buildings CATEGORY Mortenson Construction PARTNER

KEEPING OUR MINDS SHARP

TECHNOLOGY

Horwitz engineers use the most up-to-date technology available. Our design team utilizes Autodesk Building Suites with Revit,® NavisWorks, Trimble SysQue, and Fabrication CADmep to furnish state-of-the art construction documents. We have a tremendous amount of BIM projects under our belt and consider ourselves to be a leader in this field. Through research, webinars, and collaborating with other contractors, suppliers, and vendors, we keep ourselves at the forefront of engineering technology.

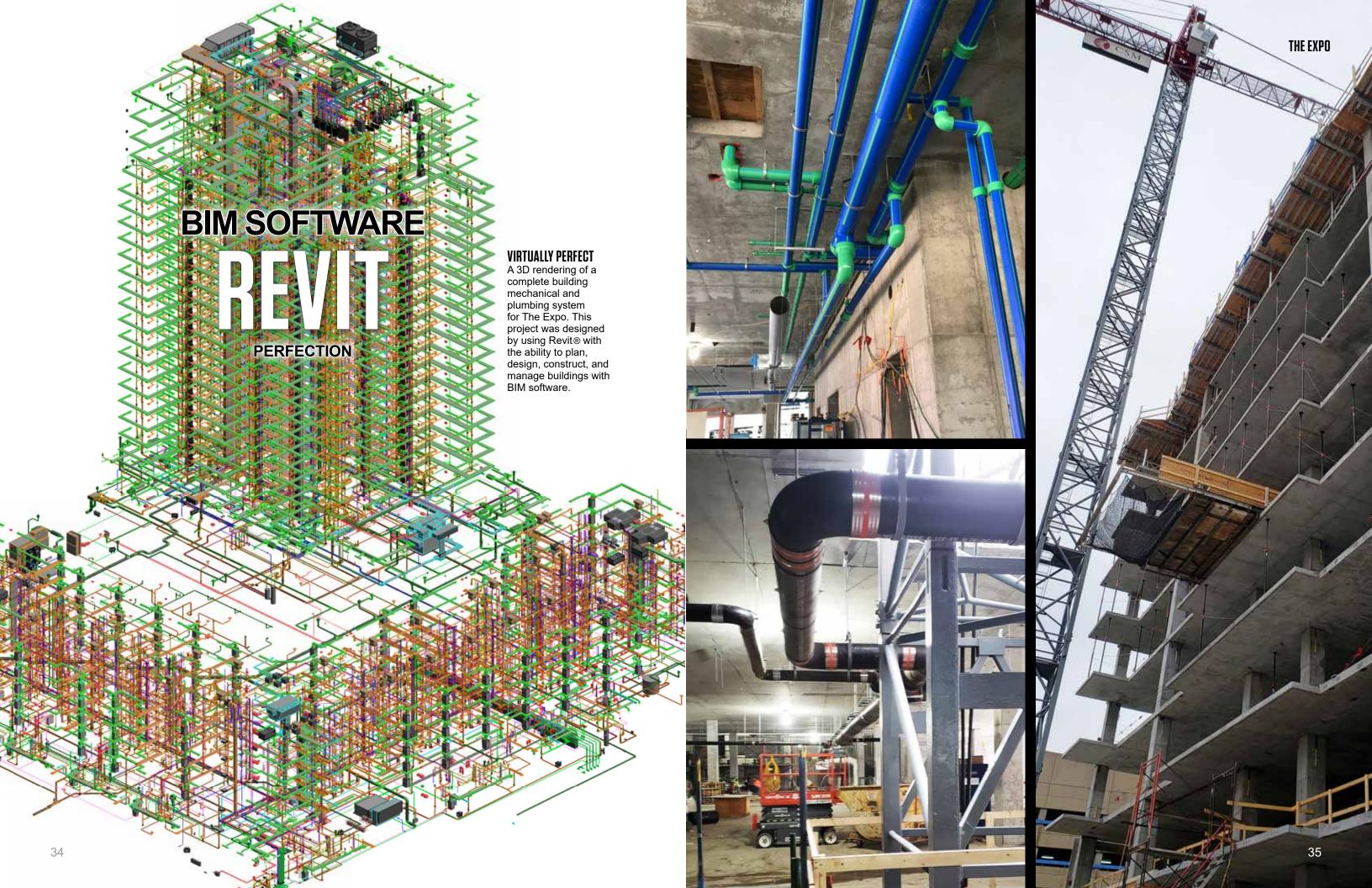
















SAFETY DIRECTOR IS THE MOST IMPORTANT

ROLE AT HORWITZ

SAFETY

In a world of large machines, heavy objects, tall buildings, and extreme temperatures, everyone needs to make safety a priority. Meet Robert Homer. Safety is so important to Horwitz that we employ a full-time Safety Director. Robert's job is to protect our most valuable asset: our employees.

Horwitz is proud to have *Over Seven Years / 4MM + Hours Without a Lost Time Injury*. This is a tribute to great leadership and an exceptional field team. Our staff is trained to minimize workplace injuries of every type. Industrial workplace injuries have been reduced nationally by 35 percent since 2003 through programs like ours. Construction sites are toured weekly by our safety team to ensure worker safety. All Horwitz employees receive safety training prior to setting foot on a job site. Tool Box Talks, our annual safety seminar, and our safety newsletter reinforce our commitment to a safe workplace. Additionally, all foremen and project managers receive OSHA® 30 Training.

Getting our employees home safely is of the utmost importance to Horwitz. There's a reason our motto is "Always Safe."





Drive SAFE





2019 OUTSTANDING ACHIEVEMENT AWARD

2018 OUTSTANDING ACHIEVEMENT AWARD
In Recognition of Excellence in Injury
Prevention Performance in Occupational Safety

2017 MERITORIOUS ACHIEVEMENT AWARD 2016 MERITORIOUS ACHIEVEMENT AWARD

In Recognition of Excellence in Injury
Prevention Performance in Occupational Safety



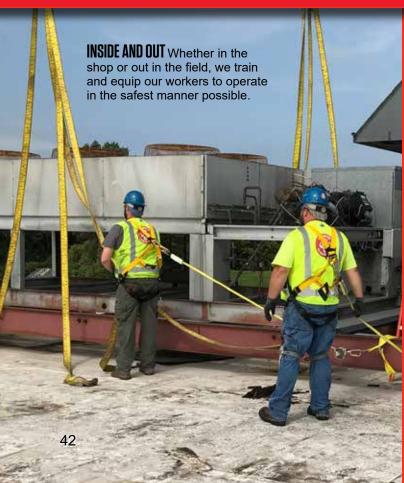




ALWAYS SAFE Workers in the field are required to wear PPE (personal protective equipment) at all times. Safety work boots, safety vest, protective eyewear, gloves, and hard hat. Always safe – all the time.



SAFE ALWAYS SAFE ALWAYS SAFE ALWAYS SAFE ALWA







A FOOTPRINT SPANNING

15,000,000 SF AND COUNTING

With more than 15,000,000 square feet of Class A office space successfully designed and constructed, Horwitz CEO, Bill McKoskey (pictured right), is not one to sit back and watch others work; neither are President Stu McIntosh, Construction General Manager Eric Olson, Lead Estimator Bob Reynolds, Pre-Construction Manager Todd Matelski, Engineering Manager Justin DeMars, General Service Manager Robbie Skantz, and CFO Cindy Clemens. Horwitz is proud of our exceptional team.

Our 100 year legacy is owed to ongoing attention to hiring talented and committed people. Together, they have more than 227 years of experience as professionals and 153 years of experience at Horwitz and they're far from done. Though Horwitz has been around for over 100 years, the leadership and work ethic of the Principals infuses the company with the energy of a startup.



L to R: Justin | Bob | Robbie | Stu | Bill | Cindy | Eric | Todd



RELATIONSHIPS

COMMITMENT

For decades, Horwitz has developed great partnerships. We are strongly committed to each project—starting with initial construction to the lifetime maintenance of each building. Horwitz's commitment to *Make It Great* is unwavering.

Some of our many ongoing partnerships include:

1950

General Mills Pillsbury

1960:

C.F. Haglin & Sons Co. Kraus-Anderson Medtronic Opus

1970s CHS

Valspar

Johnson Screens- Bilfinger SuperValu Toro

1980s

Cypress Semiconductor
Gittleman Construction M.A.
3M
M.A. Mortenson Co.
Polar Semiconductor
Ryan Companies US
Seagate Technology
TEL-FSI
UTC Aerospace Systems
University of Minnesota

19908

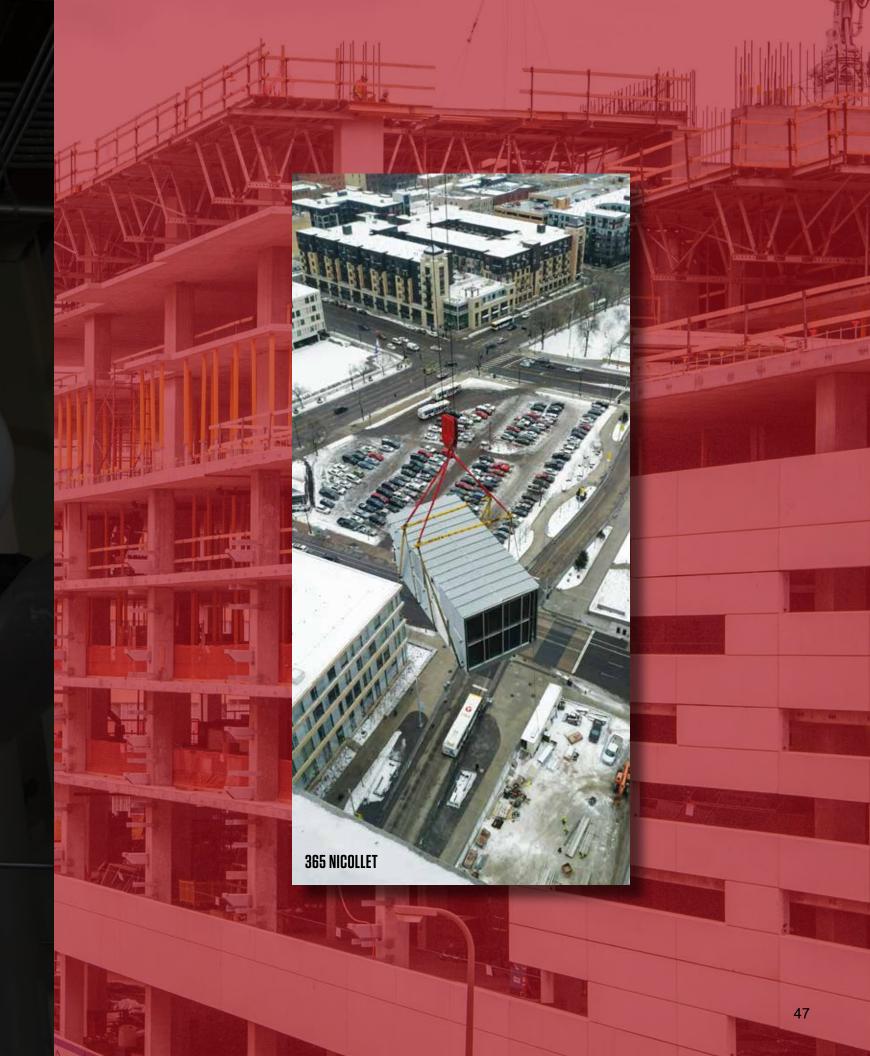
Adolfson & Peterson
Construction
Andersen Windows
Boston Scientific
James Steele Construction
McGough Construction
PCL Construction Services
Target
Welsh Construction Company

2000:

D.J. Kranz Company
Duke Construction
J.E. Dunn Construction Group
Jorgenson Construction
KM Building Company
Knutson Construction
RJM Construction

20108

Anderson Companies
Carleton College
Children's Hospitals and Clinics
Doran Construction
Englesma Construction
Hamline University
North Memorial Healthcare
Prime General Contractors
Stahl Construction
Terra General Contractors
University of Northwestern
University of St. Thomas
Weitz Company



AN OUNCE OF PREVENTION

PREVENTATIVE MAINTENANCE

Preventative maintenance is a critical investment on your HVAC and plumbing equipment. Improper or neglect of preventative maintenance adversely affects a building's operational budget. This includes total energy cost, equipment uptime, productivity, air quality, and longevity – not to mention the waste of natural resources and expansion of the carbon footprint. The lower the level of maintenance, the higher the likelihood of breakdown and costly repairs. With more than 30 years of preventative maintenance agreements, Horwitz currently has over 330 preventative maintenance contracts in the Twin Cities alone. Our service technicians are exceptionally skilled and highly trained to ensure that your building's mechanical systems are performing properly. Occasionally, we even take on ownership of a building's mechanical systems. Now that's unique.







EMERGENCY SERVICE

It's not a matter of *if* your building systems will break down, it's a matter of *when*. Horwitz employs a team of emergency service technicians who have a full understanding of all disciplines. These are think-on-your-feet techs who can analyze and fix a system on the spot. In industries where performance is critical – data centers, pharmaceutical manufacturing, hospitals, and more – any interruption of service can be catastrophic. When you need it most, Horwitz will be there with the best service available. Guaranteed.



















TAKING THE LEED

SUSTAINABILITY

LEED® is the green standard for building excellence, intelligent design, and environmentally sustainable products and systems. Mechanical systems are one of the key consumers of energy and water in any building. Inefficiencies in control programming, poor maintenance, aging plants, and obsolete technologies can have a huge environmental and financial impact.

Some of the many LEED® projects Horwitz has worked on include:

Wells Fargo: LEED® PlatinumBlattner Energy: LEED® Platinum

Children's Clinic ACC: LEED® Gold
Amherst H. Wilder Foundation: LEED® Gold

• T3 Office: LEED® Gold • 365 Nicollet: LEED® Gold

 \bullet Washburn Center for Children: LEED $\!^{\scriptscriptstyle{(\! g)}}\!$ Gold

The Nic on Fifth: LEED® Silver
Hazelden: LEED® Silver

• Two MarketPointe+: LEED® Silver

• CBRE: LEED® Silver

Norman Pointe II: LEED® Certified

• Polaris R&D: LEED® Certified

Horwitz has several LEED® accredited professionals on staff. Their ability to assist with the market transformation to green and sustainable communities is invaluable. Sustainability is a key goal on every project. With each project, our exposure to new, sustainable technologies grows. That's why we're a leader in providing sustainable solutions to the commercial building industry.

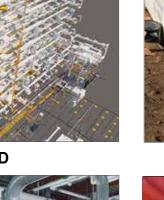
Horwitz specializes in the new construction, renovation, and retrofit of commercial, industrial, and institutional facilities in the Twin Cities.



SAFETY



DESIGN-BUILD





HVAC PIPING



CORE VALUES



PLUMBING



FABRICATION



ELECTRICAL



INDUSTRIAL VENTILATION



MECHANICAL INSULATION



SHEET METAL



PREVENTATIVE MAINTENANCE



HIGH PURITY PROCESS PIPING



MILLWRIGHT

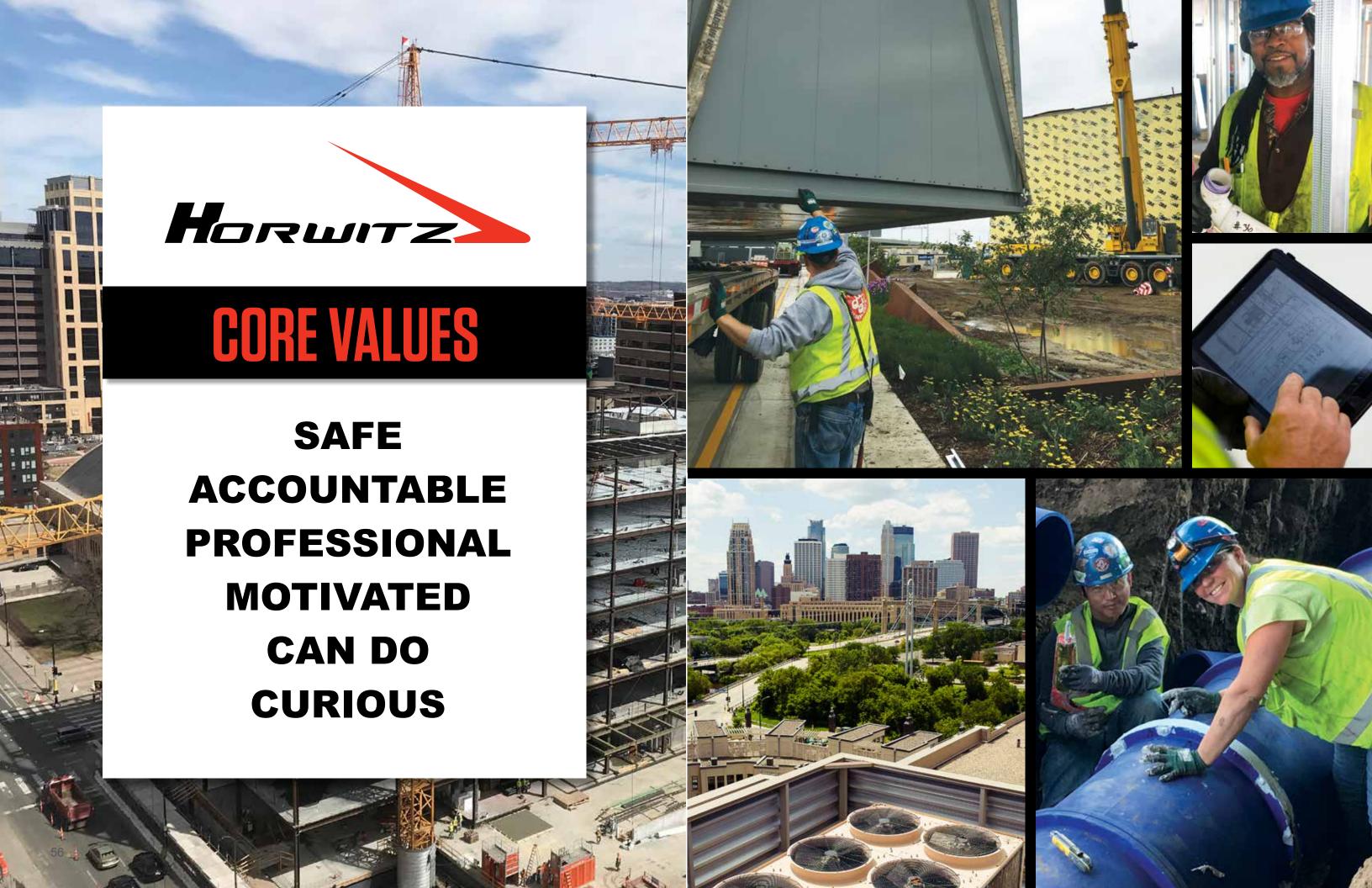


BUILDING AUTOMATION



SERVICE

55

















American Red Cross













Society





















HORWITZ has proudly donated over \$120,000 annally.
During the last ten years Full Circle has also donated thousands of volunteer hours!



59

Thank You

for the First 100 Years of Partnership!



We Look Forward to Working Together for the Next 100 Years!



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