

ROWLAND COMPANIES



constant reminder of the timeless engineering feats and the exemplary craftsmanship achieved by ancient Egyptian builders, the pyramid logo of the Rowland Companies symbolizes the firm's goal of achieving excellence on each and every project. Rowland Companies is a full-service construction management and general contracting firm based in Greater Phoenix that serves clients throughout the West. It began as a commercial builder, specializing in health care facilities and religious campuses,

but the company has become known for its award-winning residential construction as well.

"Everything we do, our style, and our personality are reflected in our philosophy of achieving common goals with an uncommon commitment," says President Bill Rowland, who brings a lifetime of construction experience to the company.

Leading a Team Effort

Rowland Companies' services often begin by helping a client select the proper parcel of land and following through to completion of the entire project. "We are relationship based, and begin with that first handshake to develop a fair and trusting association with each client," Rowland says. Repeat business and referrals from satisfied clients account for most of the \$50 million of construction business the firm does annually with its staff of 54 employees, including two generations of the Rowland family.

As development managers, the firm handles site development, infrastructure projects, and other real estate development activities. The company works with both owners and investors, offering total project management, cost estimation, scheduling, and environmental services. Rowland Companies has expertise in analyzing a site to determine whether it is

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▲ RICHARD MAACK



▲ ROGER SMITH

appropriate for a particular project, and in looking at budget figures to make sensible, cost-effective recommendations.

Rowland Companies also offers construction management services for site development, infrastructure, and building projects. By coordinating work closely with design professionals, the firm routinely creates ways to deliver higher-quality projects at lower costs.

As general contractors, the firm leads the team effort when the assistance of qualified subcontractors is required to bring projects to completion on schedule and on budget. "We extend our philosophy of fairness and trust to the subcontractors we work with and to our suppliers," Rowland says, "and this tends to attract dedicated people who want to work with us."



Areas of Expertise

The company has an exceptional reputation for experience in creating religious campuses, which often require expertise in navigating community approval processes, as well as in planning and constructing the site. Rowland is building a fellowship family center for a 117-acre church campus in San Diego, and the firm is playing an integral part in the long-term development of the 150-acre Community Church of Joy master plan in Glendale, Arizona, the fastest-growing Lutheran Church in the nation. The firm serves the Lutheran congregation as construction manager for an ambitious, ongoing campus building plan scheduled for completion in 2015.

Rowland Companies has built specialty surgical hospitals, retirement housing,

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dementia units, skilled nursing facilities, and assisted-living units for a number of health care clients. The firm specializes in smaller facilities, often with about 20 patients to a unit. "We emphasize color and natural light for these projects," Rowland says. "This is where our business becomes interesting. We're always finding new ways to do things that help people thrive."

Rowland also has built schools, where the company tries to scale everything down to a child's size for an inviting learning atmosphere; corporate apartments to accommodate short-term business tenants; office and hotel properties; and other commercial and industrial facilities throughout the West. The firm looks for projects that encourage long-term working relationships and repeat business.

Rowland Custom Homes Inc. brings the company's reputation for honesty, integrity, and trust to the residential market. Rowland has managed the construction of custom homes in northeast Phoenix, Scottsdale, and Paradise Valley, ranging from \$850,000 to \$4 million in price. Rowland Custom Homes involves the future home owner in every decision affecting his or her new home, from site selection to the smallest finishing detail, and can offer experienced advice on building codes and planned community restrictions to assure compliance.

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For clients who need their specialized expertise, Rowland also can provide litigation support, forensic investigations, and

expert testimony to property owners, surety companies, and attorneys concerning all phases of construction.

Giving Back to the Community

Contributing to the community is ingrained in the Rowland Companies' culture, and each year the firm selects opportunities to make a difference. "We believe that part of the heart of the community is in the arts," says Rowland. "The theater, the symphony, the art museum—they're an integral part of retaining the wholesomeness of our community." The company aided Horses Help, an organization that takes autistic and at-risk children horseback riding, as well as Christmas in April, which looks to the construction industry for volunteer labor and building expertise.

Rowland was selected as one of the inaugural builders in a competition creating custom playhouses to be auctioned to raise funds to help HomeAid Arizona renovate and build shelters for the transitionally homeless in the state.

Recently the company was presented with three awards for its Peter Pan's Pirate

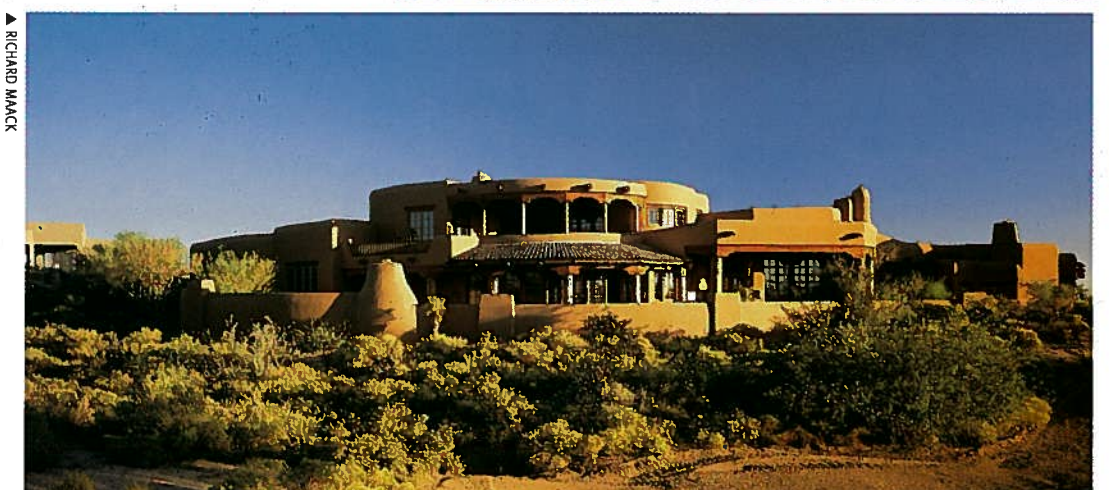
Paradise playhouse. Rowland also participates in a special Christmas project that provides almost 500 gifts during the holidays for children in Nogales, Mexico.

"The good feeling of helping someone else helps bring us together internally as a company," Rowland says. "We encourage that."

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GREATER

PHOENIX

THE
DESERT
IN
BLOOM

INTRODUCTION

BY

HUGH
DOWNS