



Town of Pilot Mountain
Armfield Civic Center 873 W 52 Bypass Pilot Mountain, NC 27041
Thursday, September 12, 2024, 6:00 PM

BOARD OF COMMISSIONERS WORKSHOP AGENDA

Call to Order/Moment of Silence/Pledge of Allegiance

Construction Manager At Risk Interviews

- [1.](#) Garanco
- [2.](#) Hayco

Adjourn



P.O. Box 100 • 615 West Main Street • Pilot Mountain,
North Carolina 27041

Phone (336) 368-2788 • Fax (336) 368-1001

**Pilot Mountain – Armfield Center - CMAR
Qualifications**

Town of Pilot Mountain – Armfield Center CMAR

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Letter

GARANCO, Inc. is a trusted contractor with nearly 30 years in service. During our tenure as a general contractor we have completed projects of all types, sizes, and complexities. We have been a part of various civic and municipal projects, including several in the parks and recreation field. Our experience allows us to deliver quality projects in budget, and on schedule.

Our location in Pilot Mountain gives us a unique insight into the importance the Armfield Center plays in the community here. It is not only a recreation center, but a gathering place for the people of Pilot Mountain and Surry County as a whole to come and fellowship over sports, games, fitness, and music. We believe our foundation in this community allows us to understand the need for this project, and to see that under our guide as the construction manager a quality product is delivered.

It would be our pleasure and our honor to be able to work side-by-side with the Armfield Center on this project. We would privileged to show the Town of Pilot Mountain and surrounding communities our professional workmanship that will enhance the use of this great facility. We thank you for allowing GARANCO, Inc. the opportunity to submit our firms' qualifications for this project.

P.O. Box 100 ♦ 615 West Main Street ♦ Pilot Mountain, North Carolina 27041

Phone (336) 368-2788



Fax (336) 368-1001



OUR COMPANY

Garanco, Inc. is an unlimited licensed general contractor located in Pilot Mountain, North Carolina. Founded in 1995 by Gary and Randy Stanley, Garanco is built on over 80 years of combined construction experience.

We pride ourselves on being personally involved with every aspect of your project. We will be with you from the planning stages, on the job site, and when the project is completed. Each job is staffed with our highly capable and knowledgeable superintendents. They are all experienced in the construction process, and conscientious of jobsite cleanliness and safety.

GARANCO EMPLOYMENT HISTORY

EMPLOYEE	POSITION	TENURE
Adam Stanley	President	20 Years
Ricky White	Vice President	22 Years
Gary Stanley	Secretary	28 Years
Randel Stanley	Treasurer	28 Years
Adrienne Hicks	Office Manager	15 Years
Kim Horton	Asst Office Manager	11 Years
Jake White	Senior Project Manager	18 Years
Nick Stanley	Project Manager	17 Years
Jordan White	Project Manager	17 Years
Jordan Snow	Project Manager	3 Years
Don Branch	Superintendent	27 Tears
Tim Keck	Superintendent	19 Years
Gary Pittman	Superintendent	17 Years
John Akers	Superintendent	13 Years
Darrell Oakley	Superintendent	7 Years
Miguel Ocampo	Superintendent	9 Years
Myles Branch	Superintendent	7 Years
Shane Oakley	Superintendent	4 Years
Chase Holder	Superintendent	5 Years
Josh Kaufhold	Superintendent	5 Years
Spencer Douglas	Superintendent	5 Years
Elvis Alfonso	Superintendent	4 Years
Jamie Davis	Superintendent	2 Years
Stephen Cannoy	Superintendent	1 Year
Troy Jessup	Superintendent	1 Year

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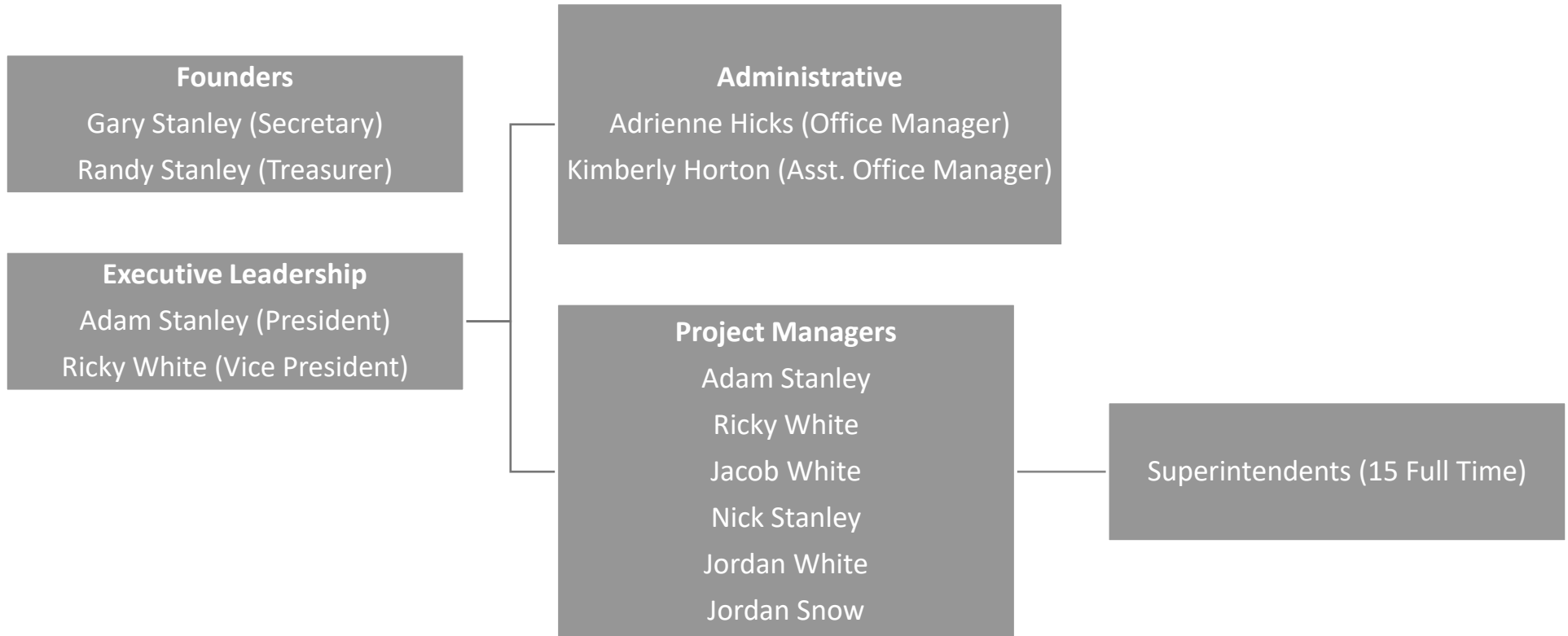
Phone (336) 368-2788



Fax (336) 368-1001

Company Profile

Licensed in: North Carolina - #34928
South Carolina - #G98991
Virginia - #2705045328
W. Virginia - WV047302
Georgia - GCQA004622
Tennessee - 9530217



Multi-Family * Religious * Civic * Retail * Commercial * Industrial



Pilot Mountain, North Carolina
Phone: (336) 368-2788
www.garanco.com

PROJECT EXPERIENCE - CMAR

Acquoni Road Apartments

The project consists of four 3-story apartment buildings with 32 units totaling 39,000 square foot of construction. Completed in January 2023. Worked with the architect during early stages of plan development through the final designs of the project to assist in budget pricing. Change orders to the project included a fiber optic security camera system.

Contract Completion: 639 days
Actual Completion: 547 days

CMAR Price: \$ 7,140,000.00
Completion Price: \$ 7,204,090.00

CM Fees: Pre-Construction – 1% Project Cost - \$63,130
General Conditions – 9% Cost of Construction - \$521,290
Overhead & Profit – 6% Project Cost - \$378,800

Owner Contact – Edwin Taylor
EBCI Housing & Community Development
687 Acquoni Road
Cherokee, NC 28719
(828) 359-6903 Phone
etaylor@ebci-nsn.gov

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Forsyth Technical Community College Strickland Building Phase III

The project is a 70,000 square foot interior renovation of an educational facility. As the construction manager of this project we worked closely with the architect, owner, state construction office, and subcontractors to provide budget pricing, value engineering, phasing, and scheduling services. Since this project is in an occupied area, phasing was used to allow the owner to occupy existing areas, and completed areas early. The project was completed in July, 2024.

Contract Completion: 540 days
Estimated Completion: 500 days

CMAR Price: \$ 14,508,889.00
Est. Completion Price: \$ 13,208,000.00

CM Fees: Pre-Construction – 3% Project Cost - \$432,000
Construction Fees – 10% Cost of Work - \$1,313,280

Owner Contact – Scott Booth
Forsyth Technical Community College
2100 Silas Creek Parkway
Winston-Salem, NC 27103
(336) 734-7521

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Highway 19 Apartments

This project consisted of four 3 Story buildings and one community building completed in two phases, 84 units of apartments, totaling 103,436 square feet. Slab on grade, wood framed, fiber cement siding exterior. Completed in 2021. We provided budget pricing early in the design phase with updated pricing at the end of the design phase, along with some value engineering options to bring the pricing into the owner's budget and to allow for a contingency fund as recommended. The project was originally three buildings and the community building. The owners purchased an adjacent lot midway through construction and added the fourth building as a change order to the original contract.

The project was originally scheduled for 78 weeks and after the addition of the fourth apartment building revised to a total of 140 weeks.

Contract Completion:	140 Weeks
Actual Completion:	138 Weeks

Bid Price:	\$ 8,388,486
Completion Price:	\$ 12,750,862

Owner Contact – Edwin Taylor
EBCI Housing & Community Development
687 Acquoni Road
Cherokee, NC 28719
(828) 359-6903 Phone
etaylor@ebci-nsn.gov

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PROJECT EXPERIENCE – PARKS & RECREATION

Tobaccoville Village Park Improvements

The project consists of asphalt walking trail, 9 hole disc golf course, beach volleyball court, picnic shelter, and amphitheater. Estimated to be complete in July, 2024.

Contract Completion: 120 days
Actual Completion: 140 days

Contract Price: \$ 641,750.00
Completion Price: \$ 642,748.00

Owner Contact – Dan Corder
Tobaccoville Village Manager
PO Box 332
Tobaccoville, NC 27050
(336)983-0029 Phone
administrator@tobaccovillenc.org

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Avery County Pool

The project consisted of a 5,000 sqft pool house with locker rooms, offices, bathrooms, and a new 5,600 sqft pool with associated pool equipment.

Contract Completion: 225 days
Estimated Completion: 500 days

Contract Price: \$ 2,752,300.00
Completion Price: \$ 3,100,746.00

Owner Contact – Phillip Barrier
Avery County, County Manager
175 Linville St
Newland, NC 28657
(828)733-8201
phillip.barrier@averycountync.gov

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Jack Warren Park Improvements

This project consists of 2,100 linear foot natural walking trail, 18 hole disc golf course, sidewalks, and amphitheater. Project began July, 2024

Contract Completion: 140 Days
Estimated Completion: 100 Days

Bid Price: \$ 420,176.14
Est Completion Price: \$ 420,176.14

Owner Contact – Jon Hanna
Town of Lewisville, Public Works Director
6510 Shallowford Road
Lewisville, NC 27023
(336) 945-1020 Phone

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Grandfather Mountain State Park

We have worked on two projects at Grandfather Mountain State Park. The first completed in 2017 included a restroom building, parking lot, one mile of trail, and a 60 foot fiberglass pedestrian bridge. The second project is in its final stages and is a 4,300 sqft maintenance building with associated site work. This project is anticipated to be complete in August of 2024.

Contract Completion:	140 Days
Estimated Completion:	100 Days

Bid Price (combined):	\$ 3,175,400
Est Completion Price:	\$ 3,390,356

Owner Contact – Craig Autry
NC State Parks, Project Manager
1615 Mail Service Center
Raleigh, NC 27699
(919)422-1371 Phone

P.O. Box 100 ♦ 615 West Main Street ♦ Pilot Mountain, North Carolina 27041

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Proposed Project Team

- Project Executive – Gary Stanley
- Senior Project Manager – Nick Stanley – Main Contact
- Superintendent – Gary Pittman

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Gary Stanley
Corp Secretary



GARY'S EXPERIENCE

Gary has worked in the construction industry for over 45 years. He co-founded GARANCO, Inc in 1995 with the goal of building a company based on honesty, integrity, and quality construction. In his time at GARANCO, he has managed many multi-family, commercial, and religious projects. Gary's vast knowledge, experience, and attention to detail make all his projects speak for themselves.

PROJECT EXPERIENCE	COST
Mother Teresa Villas	\$ 2,850,000
Campbell Ridge Apartments	\$ 1,300,000
Villas at Christian Village	\$ 4,100,000
ARC Orange County Apartments	\$ 880,000
Salem Fork Baptist Church	\$ 1,100,000
HWY 19 Apartments Phase 1	\$ 8,388,486

FAVORITE QUOTES

"I can do all things through christ who strengthens me" - Phillipians 4:13

EDUCATION

Construction Management
Surry Community College

AREAS OF EXPERIENCE

CIVIC • COMMERCIAL •
INDUSTRIAL • MULTI-FAMILY •
RELIGIOUS • RETAIL

YEARS OF EXPERIENCE

51 YEARS

HOBBIES & COMMUNITY

INVOLVEMENT

- Salem Fork Baptist Church
Deacon
- Salem Fork Baptist Church
Sunday School Director
- Spending time with Family
- Yardwork



SALEM FORK BAPTIST



MOTHER TERESA VILLAS



ARC ORANGE COUNTY

P.O. Box 100 615 West Main Street Pilot Mountain, North Carolina 27041
Phone (336) 368-2788 Fax (336) 368-1001





Nick Stanley

PROJECT MANAGER



NICK'S EXPERIENCE

Nick has been working at GARANCO, Inc since 2007, first as a Field Superintendent before being promoted to Project Manager in 2015. Nick has worked on various projects including educational, religious, multi-family housing, commercial and industrial facilities. In his role as Project Manager, Nick works closely with subcontractors, designers, and owners to keep projects in budget and on schedule.

PROJECT EXPERIENCE	COST
Grand Father Mountain State Park Trailhead	\$ 1,600,000
Alleghany County Public Library	\$ 740,000
Acquoni Road Apartments	\$ 7,204,090
Surry Community College - Yadkin Training Center	\$ 3,329,935
JR Lynch & Sons Corporate Office	\$ 1,231,650

FAVORITE QUOTES

"We make a living by what we get, but we make a life by what we give" - Winston Churchill

EDUCATION

Construction Management
Surry Community College

AREAS OF EXPERIENCE

CIVIC • COMMERCIAL •
INDUSTRIAL • MULTI-FAMILY •
RELIGIOUS • RETAIL

YEARS OF EXPERIENCE

15 Years
8 yrs - Superintendent
7 yrs - Project Manager

HOBBIES & COMMUNITY INVOLVEMENT

- Salem Fork Baptist Church Choir, Youth Committee, and Nominating Committee
- Spending time with family
- Eagle Scout



GRANDFATHER MTN TRAILHEAD



ALLEGHANY COUNTY LIBRARY



SCC YADKIN TRAINING CENTER

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Gary Pittman
Superintendent

Gary Pittman joined GARANCO, Inc in 2006. He shares with us over 30 years of construction experience and his wit and knowledge makes working with him a pleasure. No task is ever too small or too big for Gary.

Recently completed projects to his credit include (but not limited to) the following:

- **Tobaccoville Village Park Improvements**
Walking trail, 9 hole disc golf course, beach volleyball court, picnic shelter and amphitheater.
\$642,000.
- **McIntyre Manufacturing - 2024**
Additions and renovations to manufacturing facility over 3 phases totaling
350,000 SqFt
\$12,978,000
- **Yachiyo Manufacturing Addition – Carrollton, GA - 2020**
Additions and renovation to auto parts manufacturing facility totaling
150,000 SqFt
\$3,850,000
- **Grandfather Mountain State Park Trailhead – Banner Elk, NC- 2017**
New restroom facility, 100 car parking lot, one mile natural trail, and 60' pedestrian bridge
\$1,600,000
- **Pittsburgh Glass Works – Elkin, NC – 2015**
Interior Upfit of Existing 400,000 SqFt Factory including Floor and Washer Trenches, Human Resources Office and Lobby, Glass Lines
\$3,500,000.

Project Approach

Each GARANCO, Inc. project is led by a Project Manager and a Construction Superintendent who oversees the work on the job site. This team of experts work closely with owners to ensure that each phase of the construction process is handled professionally. As Project Managers, we pride ourselves on being personally involved with every aspect of your project, from conceptual planning stage, to pre-construction phase, to construction phase and to handing over the keys. We are experienced with the CMAR process, specifically within the State of North Carolina's regulations. We will develop bid packages for each trade, and compile multiple competitive bids from qualified subcontractors for each package.

PRE-CONSTRUCTION PHASE

The Project Manager begins the pre-construction phase of each job by ensuring that they have a firm understanding of each project. They work collaboratively with the Architect, Engineers and the Owner to coordinate design of the project, to establish budget pricing, final cost estimating and scheduling. They also provide input to identify costly items and offer alternatives to reduce the total building expense.

CONSTRUCTION PHASE

As mention above, the same Project Manager from the pre-construction phase will also handle all construction during the construction phase. Services provided during the construction phase include:

- Project Management
- Construction Scheduling
- Cost Control
- Document Control
- Risk Management
- Safety Management
- Quality Control
- Change Management
- Project Close-out / Warranties

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HUB/TERO Participation Plan

GARANCO, Inc. strives to include minority participation in all of our projects. To accomplish this we will negotiate fairly with all M/WBE firms. Below are some of the ways that we encourage minority participation on our projects.

- We send out plans to all bidders via internet and will print, at no cost, plans needed by subcontractors.
- Trades with high material/equipment cost that may limit M/WBE firms from participating were broken out and offered as labor only bids.
- We do provide equipment as necessary to allow M/WBE participation.
- We work with subcontractors on joint check agreements.
- We will not require M/WBE firms to provide bonding for this project.
- We do provide a quick pay agreement (2 week pay) to assist subcontractors that may not be able to participate or otherwise deemed to be high labor cost trades.

Minority Goal:

The minority participation varies on job scope and workload from subcontractors. Base on the scope of this project and recent completed jobs with similar scope, the minority goal for this particular project would be 10-20%.

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

11/19/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER D.G. Smith & Co., Inc. 7361 Bay Cove Court Denver NC 28037		CONTACT NAME: Sam Smith PHONE (A/C, No, Ext): 704-280-3792 E-MAIL: sam@allinsurancenc.com ADDRESS: INSURER(S) AFFORDING COVERAGE INSURER A: Penn National Insurance Company INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:		FAX (A/C, No): NAIC #
INSURED Garanco, Inc. P.O. Box 100 Pilot Mountain NC 27041				

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:		CX9 0774825	10/01/2023	10/01/1024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	<input type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY		AX9 0774825	10/01/2023	10/01/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000		UL9 0774825	10/01/2023	10/01/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y N/A	WC9 0774825	10/01/2023	10/01/1024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Certificate Holder listed below is included as an Additional Insured on the above referenced policies.

CERTIFICATE HOLDER

For Records Only

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



Town of Pilot Mountain

Armfield Civic Center

2024 PARTF Project for CM@R

Hayco Construction, LLC



May 24, 2024

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May 24, 2024

Mr. Michael Boaz, Town Manager
Town of Pilot Mountain
124 W. Main Street
Pilot Mountain, NC 27041

RE: RFQ# 2024 Armfield Civic Center PARTF Project - CM@R

Dear Mr. Boaz:

Founded in late 2009, Hayco Construction was created to provide quality craftsmanship and establish client trust to build a strong company that could compete in the construction field. For years we watched larger firms take on projects because of name, perception, or relationship. However, over the last decade we now know that we too can compete for these opportunities and deliver on our promises and build long, lasting relationships.

The company survived the early days because of transparency with our first clients by creating value opportunities and honoring our word regardless of profit. These actions built trust and allowed continued opportunities with these clients that we still work for today. We recognize there are some very qualified firms in this field that we are being compared with for this opportunity. But our track record over the last fifteen years throughout North Carolina, South Carolina, Virginia, Georgia, and Tennessee has prepared us for this opportunity to showcase our talents right here at home.

Our company focuses on four primary areas of construction – public/institution, healthcare, retail commercial, and industrial. And although we have the capability to diversify into other areas – and we do occasionally – these areas have been our mainstay since inception. By maintaining a clear focus on a project path forward, we continue to develop best practices consistently throughout every project. The frequent repetition in our preferred fields allows us to create value opportunities and lower unexpected circumstances.

Hayco Construction would be honored to participate in this project and become the trusted construction partner for the Town of Pilot Mountain and the PARTF Project at the Armfield Civic Center. But for us it is about more than just this project. Our company is rooted in the community and local projects have a different meaning with our employees. We live local, shop local, and we love the opportunity to work local.

For this project, we will establish a project team that is dedicated from beginning to end. Our company contact information is as follows:

Hayco Construction, LLC
Ron Sutphin, Jr.
Vice President/Partner
Pre-Construction / Development Services
344 Shellybrook Drive
Pilot Mountain, NC 27041
rsutphin@hayco-construction.com
336-444-4448 – direct main

Hayco is grateful for the opportunity to assemble the proposal and be considered for this amazing project that will benefit our community for years to come. We look forward to speaking with you more in-depth about this project.

Respectfully,

Ron Sutphin, Jr.
Vice President/Partner

Company General Profile:

Hayco Construction is a full service general contracting firm based in Pilot Mountain, NC. We offer a slate of services to our clients including: general contracting, design-build, commercial upfit, facility maintenance, pre-construction services, and real estate development.

Founded - November 2009

Limited Liability Corporation - owned locally by 4 partners:

Travis Hayes - President, majority owner

Jody Galyean - Vice President, minority owner

Myron Hayes - Vice President, minority owner

Ron Sutphin, Jr - Vice President, minority owner

NC GC License: #NC68900



Locations:

World Headquarters: Pilot Mountain, NC

Office 2: Raleigh, NC

Office 3: Columbia, SC

Total Headcount: 32 FTE

The CM@R Project for the Town of Pilot Mountain will be managed out of our headquarters here in Pilot Mountain. The Project Staff will include:

- *Project Executive - Ron Sutphin, Jr.*
- *Project Manager - Hunter Layman*
- *Assistant Project Manager - Dalton Quesinberry*

**resumes included later in the document*

Firm Qualifications

History

Hayco Construction was founded in late 2009 during the early months of the Great Recession. Our founder, Travis Hayes, had just been laid off by one of the largest construction firms in the Triad. However, a few months earlier he had just finished a long journey to achieve his bachelor's degree – attending night classes for over six years while working full time and raising a family.

With a new purpose, Hayes started laying the groundwork over the next several years as someone who did exactly what he said. He treated his customers like family and treated his trade partners fairly while crafting a reputable name for his new company. What began as one person and one truck, has grown into more than thirty employees with three office locations across two states and operations that now reach into five states.

Many of our Clients enjoy the success story because of the Americana feel it gives off, and how it resonates with hard work being rewarded. But our Clients also enjoy working with Hayco because of the way they are treated. We remember the days of having one employee and the pride of completing that first job. From this comes our approach of open communication, Client input, and transparent management practices that have translated into more than a decade of a repeat customers.

Projects and Services

Our firm has migrated toward four (4) areas of focus and the projects we seek out. However, many of our projects are for public owners and fall into the institutional category. Below is a short list of the projects that we have completed in the past twenty-four (24) months that fall into the public institution area:

Year	Public Entity	Project Name	General Scope
2024	Surry County Board of Education	East Surry Softball Field Renovation	Exterior Renovation
2023	Appalachian State University	Campus Dining Halls (two locations) Renovation	Interior Renovation
2023	County of Surry	Elkin Center - EMS Office / Living Quarters Renovation	Interior Renovation
2023	County of Surry	Government Center - Office Remodel	Interior Renovation
2023	Appalachian State University	Newland Hall - Exterior Preservation Modifications	Exterior Renovation
2023	County of Surry	Hangar - Interior Upfit of Offices	Interior Renovation
2022	County of Surry	New Aircraft Hangar	New Build
2022	Appalachian State University	Campus Bookstore - Complete Renovation	Interior Renovation
2022	Lancaster County, SC	Runway Lighting Vault Replacement	New Build
2022	Lancaster County, SC	New Airport Terminal	New Build
2022	Appalachian State University	Roess Dining Hall	Interior Renovation
2022	Appalachian State University	Trivette Dining Hall	Interior Renovation
2022	County of Surry	Government Center	Interior Renovation



Capabilities

As our firm has grown, so have our capabilities. Initially we targeted small projects that were often limited by name recognition, experience, and working bandwidth. These projects landed us in front of our early customers. Throughout the years – as demonstrated inside this proposal – our projects grew in overall size with increased scope and responsibility. One of our favorite stories is how we started several years ago painting handrails for a national customer we were introduced to via a subcontractor. The small job that no one wanted turned into a second job pouring a concrete pad for a trash corral. Fast forward a few years and we have been trusted to build three brand new ground up facilities in North Carolina and South Carolina. As we look back, we recognize that over time our capabilities have grown with our business – and yet we still paint handrails at this customer’s request.

Satellite Offices—Columbia, SC / Raleigh, NC

In early 2018 we recognized that our client base was calling us to stretch out our footprint for larger projects that were further away from our corporate office in Pilot Mountain. We targeted two areas in South Carolina for this second office and ultimately settled on Columbia, South Carolina. Today this office has five employees and is responsible for approximately twenty five (25%) percent of total company income.

Likewise, in late 2023, we made several strategic moves based on customer service opportunities. We now have an office in Raleigh, North Carolina, that allows us to service several key clients and geographic responsibility. As our presence in the eastern part of our home state has grown , this new office allows us to service both new and existing clients better and grow our brand.

Real Estate Development

Around the same time of our expansion into South Carolina, we were also establishing our sister development company. Originally, BayFront Development worked with our existing construction clients to provide guidance and oversight for their individual real estate project needs. Additionally, we grew this client base as a method to create an added revenue stream for the construction company. Now the established pipeline of projects from BayFront serves as negotiated work for Hayco via the development firm, or the specific client.

By creating the development entity – which operates separately from the construction firm – we can offer many of our clients an additional value service. Our experience has shown from the construction perspective, often our clients have real estate questions that go unanswered. Frequently they are seeking advice from larger firms that may not be interested in their unique position, or their unique market without compensation. We extend our real estate services at no cost to our construction clients because we believe in offering value-add services when needed realizing it enables the continuance of brand building to across multiple companies.

CMAR Experience Projects

Altec Interior – Mount Airy, NC

Owner: Altec, Inc.

Project Manager: Travis Hayes

Project Superintendent: Brant France

Building Type and Size: Renovation, 21,000 sq ft conversion of existing warehouse space to include reception, office and meeting space.

Construction Cost: \$2,636,000

Year of Completion and duration: 2018 – 1 year

Initial contract amount and final contract amount:

\$2,460,500 and \$2,760,500

Preconstruction Services Performed:

Budgeting, Bidding, Value Engineering

Reference: Nate Grundmann, (336) 786-3645,

nate.grundmann@altec.com

Architect/Engineering Firm: West & Stem Architects PLLC,

James Stem, (336) 923-2377, j.stem@westandstem.com



Allegacy Federal Credit Union - Clemmons, NC

Owner: Allegacy Federal Credit Union

Project Manager: Myron Hayes

Project Superintendent: Brant France

Building Type and Size: Building renovation 6,500 sq ft, conversion of institutional space and upfit allowing client to reconfigure financial branch and reallocate space for efficiency

Construction Cost: \$819,400

Year of Completion and duration: 2022 – 7 months

Initial contract amount and final contract amount:

\$819,400 and \$896,100

Preconstruction Services Performed: Design, Site

Evaluation, Bidding

Reference: Justin Smith, 336 774-2669,

jsmith@allegacy.org

Penske Truck Leasing – Ladson, SC

Owner: Penske Truck Leasing Co., L.P.

Project Manager: Jody Galyean

Project Superintendent: Travis Atkins

Building Type and Size:

New facility and fuel island, 20,000 sq ft

Construction Cost: \$6,969,600

Year of Completion and duration: 2019 – 8.5 months

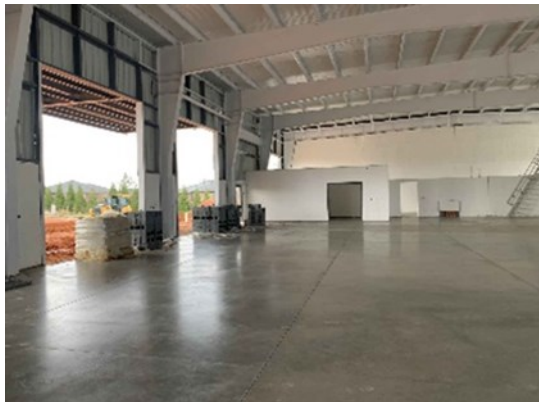
Initial contract amount and final contract amount:

\$6,717,800 and \$6,969,600

Preconstruction Services Performed: Budgeting, Site Evaluation, Value Engineering

Description: Developed a 13-acre site for our national client to create a new location for retail, rental, and service areas.

Reference: Bob Gerbus, (678) 502-8844,
robert.gerbus@penske.com



Penske Truck Leasing – Greensboro East

Owner: Penske Truck Leasing Co., L.P.

Project Manager: Jody Galyean

Project Superintendent: Travis Atkins

Building Type and Size:

New facility and fuel island, 17,340 sq ft

Construction Cost: \$7,813,700

Year of Completion and duration: 2022 – 9 months

Initial contract amount and final contract amount:

\$7,709,000 and \$7,813,700

Preconstruction Services Performed: Budgeting, Site Evaluation, Value Engineering

Description: Developed 9-acre site for this national client to create a new location for retail, rental, and service areas.

Reference: Bob Gerbus, (678) 502-8844,
robert.gerbus@penske.com

BayFront Craven - New Bern, NC

Owner: 100 Aeronautical Way, LLC

Project Manager: Darren Smith

Project Superintendent: Mike Marsh

Building Type and Size: New PEMB, 20,000 sq ft

Year of Completion and duration: 2022 – 9 months

Initial contract amount and final contract amount: \$1,657,500 and \$1,657,500

Preconstruction Services Performed: Design, Schedule Development, Financing Package, Value Engineering

Description: Spec developed the 20,000 sq ft warehouse and manufacturing space for our sister development company. Building was marketed and sold to an end-user.

Reference: Jeff Wood, (252) 633-5300,

jwood@cravencountync.gov



PROJECT	ORIGINAL ESTIMATE	ORIGINAL CONTRACT	FINAL CONTRACT	ORIGINAL TIMEFRAME	ACTUAL TIMEFRAME
Altec	\$2,460,500	\$2,636,000	\$2,760,500	50 Weeks	52 Weeks
Allegacy - Clemmons	\$819,400	\$819,400	\$896,100	28 Weeks	29 Weeks
Penske Ladson	\$6,610,000	\$6,717,800	\$6,969,600	34 Weeks	35 Weeks
Penske Greensboro	\$7,709,000	\$7,709,000	\$7,813,700	36 Weeks	37 Weeks
BayFront Craven	\$1,657,500	\$1,657,500	\$1,657,500	36 Weeks	38 Weeks

Parks and Recreation Experience

Harry Downs Fieldhouse – Pilot Mountain, NC

Owner: Surry County Board of Education

Project Manager: Myron Hayes

Project Superintendent: John Reynolds

Building Type and Size: New construction of 2,500 sq ft of new locker room, restrooms and concession stand.

Construction Cost: \$285,000

Year of Completion and duration: 2018 – 21 weeks

Initial contract amount and final contract amount: \$270,000 and \$285,000

Preconstruction Services Performed:

Budgeting, Bidding, Value Engineering

Reference: Chad Freeman, ESHS AD, (336) 401-0667, freemanc@surry.k12.nc.us

Construction Method: Lowest Bid Process



East Surry Softball Field – Pilot Mountain, NC

Owner: Surry County Board of Education

Project Manager: Ron Sutphin, Jr

Project Superintendent: Dalton Quesinberry

Building Type and Size: New masonry construction of two dugouts, new fence installation, demolition of previous tower, masonry backstop, relocation of power and water supplies, installation of underground water system.

Construction Cost: \$163,000

Year of Completion and duration: 2024 – 11 weeks

Initial contract amount and final contract amount: \$163,000 and \$163,000

Preconstruction Services Performed:

Budgeting, Bidding, Value Engineering

Reference: Chad Freeman, ESHS AD, (336) 401-0667, freemanc@surry.k12.nc.us

Construction Method: Lowest Bid Process

Thousand Trails Forest Lakes RV Resort – Lexington, NC

Owner: Equity Lifestyle Properties, Inc. (NYSE—ELS)

Project Manager: Darren Smith

Project Superintendent: Brandon France

Building Type and Size: New construction adding an additional 125 RV sites including water, sewer, electrical and new asphalt roads, and a new 2,500 sq ft bathhouse and restroom facility.

Construction Cost: \$5,125,000

Year of Completion and duration: 2022 – 40 weeks

Initial contract amount and final contract amount: \$4,941,000 and \$5,125,000

Preconstruction Services Performed:

Budgeting, Bidding, Value Engineering

Reference: Andy Boswell, VP of Construction,
(773) 497-7896, andy_boswell@equitylifestyle.com

Construction Method: Lowest Bid Process



Topsail Sound RV Resort – Holly Ridge, NC

Owner: Equity Lifestyle Properties, Inc. (NYSE—ELS)

Project Manager: Darren Smith

Project Superintendent: Jacob Bryant

Building Type and Size: New construction adding an additional 100 RV sites including water, sewer, electrical and new asphalt roads, and a new 2,500 sq ft bathhouse and restroom facility, and construction of a new in-ground swimming pool (40' x 70')

Construction Cost: \$6,085,100

Year of Completion and duration: 2024 – 46 weeks

Initial contract amount and final contract amount: \$5,100,000 and 6,085,100

(project was delayed 20 months for engineering issues)

Preconstruction Services Performed:

Budgeting, Bidding, Value Engineering, Design Assist

Reference: Andy Boswell, VP of Construction,
(773) 497-7896, andy_boswell@equitylifestyle.com

Construction Method: CM@Risk with GMP

Lake Myers Swim & Campground – Mocksville, NC

Owner: Equity Lifestyle Properties, Inc. (NYSE—ELS)

Project Manager: Darren Smith

Project Superintendent: Brandon France

Building Type and Size: Repair of large retaining wall, resurface pool patio area, repair concrete in-ground pool, update and upfit interior pool house.

Construction Cost: \$247,800

Year of Completion and duration: 2024 – 6 weeks

Initial contract amount and final contract amount: \$247,800 and \$247,800

Preconstruction Services Performed:

Budgeting, Bidding, Value Engineering, Design Assist

Reference: Lauren Schwartz, Director of Construction, (312) 279-1580, lauren_schwartz@equitylifestyle.com

Construction Method: CM@Risk with GMP



Proposed Project Team

Ron Sutphin, Jr

Project Executive
Partner/Vice President of
Development Services

The Project Executive is the single point of contact for the Owner (Town of Pilot Mountain). Ron is responsible for ensuring that our clients obtain expected results through effective management of task assignments, controlling cost, quality performance, and building high-performing teams.

Qualifications/Education

- Years of Experience: 20
- Appalachian State University
 - BS Political Science
- UNC Pembroke
 - Masters in Public Administration

Relevant Experience

- Multiple Development Projects
- BayFront Craven – Developer

Other Qualifications

- NC Real Estate Broker
 - Broker-in-Charge

Darren Smith

Senior Project Estimator

The Project Estimator is responsible for compiling all the details involved with procuring the many trades and services needed, and thus determining the total cost of the project. Darren has over 25 years experience in validating the project scope of work is present and engaged in all aspects of the project. Darren has a diverse background across multiple fields of construction. He will be responsible for building the budget for the Owner.

Qualifications/Education

- Years of Experience: 26
- Appalachian State University
 - BS Business Management

Relevant Experience

- Mt. Airy Middle School
- Lake Myers Campground
- Forest Lake RV Resort

Other Qualifications

- Multiple Public Entity Projects
- Project Management Experience

Hunter Layman

Project Manager

The Project Manager is present and engaged in all aspects of the project. Hunter will be responsible for the planning, coordination, and management of the day-to-day duties. He will ensure the project timeline remains in focus, manage the moving parts of the different tasks, and collaborate with each member of the Project Team.

Qualifications/Education

- Years of Experience: 7
- Western Carolina University
 - Bachelor of Science
- University of Oklahoma
 - Master of Construction (2025)

Relevant Experience

- Multiple Development Projects
- Carolina Gardens - Del Webb
- Hidden Valley - Centex

Other Qualifications

- Project Management Experience
- Lean Construction Principles

Dalton Quesinberry

Assistant Project Manager

The Assistant Project Manager will be responsible for the planning and scheduling of the field coordination of the project scope. Dalton will be responsible for ensuring the project timeline is maintained, manage the many moving parts of the overall project, and providing field reports to the Project Team.

Qualifications/Education

- Years of Experience: 3
- Appalachian State University
 - BS Construction Management

Relevant Experience

- Appalachian State Campus Store
- Appalachian State Dining Halls

Other Qualifications

- Superintendent Field Experience
- Financial Modeling / Budgeting

Myron Hayes

Safety Director
Partner/Vice President of Field
Operation

The Safety Inspection team member will ensure that Hayco stays in compliance with all federal, state and local safety regulations. Myron will identify any potential hazards during the pre-construction and construction process and work to eliminate the hazard to ensure an accident-free work zone.

Qualifications/Education

- Years of Experience: 25
- Surry Community College

Relevant Experience

- Penske Greensboro East
- Allegacy Clemmons
- Forsyth Tech Community College
- Appalachian State University

Other Qualifications

- OSHA 30 Construction Safety Certification

Laura Davis

Project Coordinator

The Project Coordinator organizes and manages various parts of the project to ensure projects are completed on time and within budget. Laura will work with the Project Manager to communicate all details of the project between all stakeholders. She will manage the back-office details pertaining to subcontracts, budgeting, and ordering as the project progresses in depth and detail.

Qualifications/Education

- Years of Experience: 9
- Gardner Webb University
- Surry Community College
 - Accounting

Relevant Experience

- Appalachian State University – Roess and Trivette Hall
- Surry County Airport Hangar

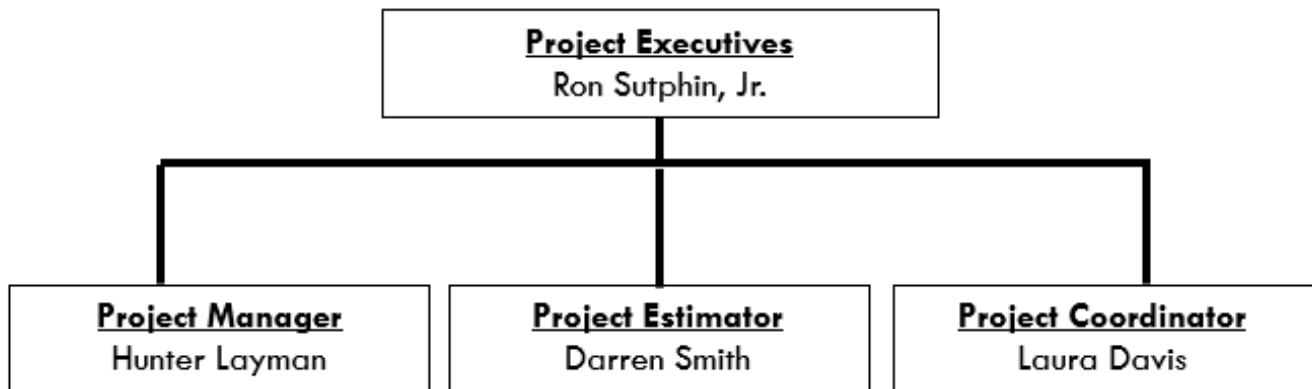
Other Qualifications

- OSHA 10 Safety Certification

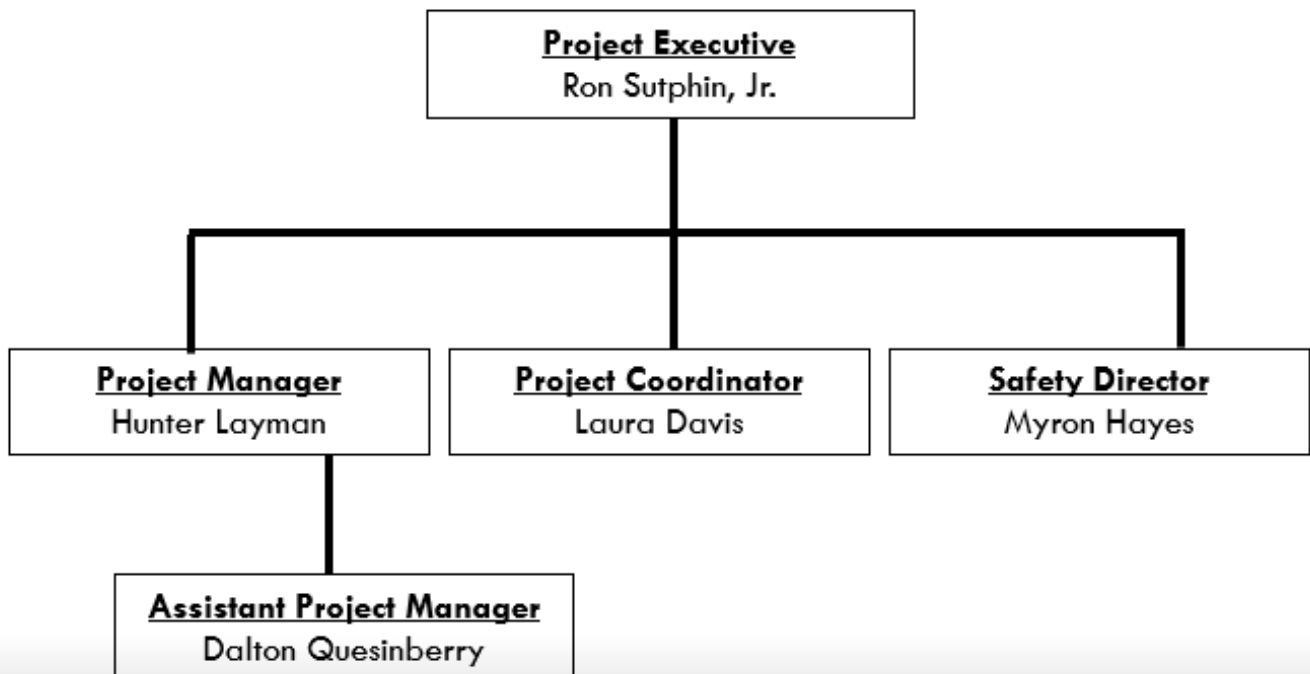
Project Organizational Chart

PROJECT ORGANIZATIONAL CHART

Pre-Construction



Construction



Project Approach



As a Construction Manager (CM) it is Hayco Construction's responsibility, in the interest of the Town, to collaborate with the architects, engineers, construction specialists, and the Design Team, in designing the facility solution through pre-construction services. As CM at Risk (CMAR) it is our responsibility to deliver the project throughout the pre-construction and construction process.


Project Approach includes three areas of focus throughout the project.

1. Pre-construction Services – This is a critical phase to the success of every project. It begins with programming and planning with the Design Team to fully understand the needs and the goals of the Town's project. With the use of the project development milestone schedule, the Design Team will have both standing and impromptu meetings/work sessions with work product deliverables. Through this process Hayco will provide expertise with input and review of the work product in:

- Programming Confirmation
- Constructability Analysis and Review
- Project Scheduling, Phasing, and Logistics
- Cost Estimating – total project and material selection
- Budgetary Analysis and Risk Management

2. Approvals and Procurement – Upon completion of Constructions Documents (CDs) the approval process continues with submission of CDs to Authorities-Having-Jurisdictions. The Design Team, with Hayco Construction, will assist the Town in gaining the approvals and permits for the project. The procurement process also continues and will be conducted in compliance with North Carolina laws and regulations, which include but not limited to:

- Preparation of bid packages and public advertise for bidders
- Pre-qualification and accept bids from first-tier subcontractors
- Selection and award to lowest responsible bidders with consideration of quality, performance, schedule, and MBE participation goals



3. Construction Management and Turn-Over – The Construction Manager will play a critical role coordinating between clients, architects, engineers, and subcontractors to ensure the project is delivered on time, within budget, and to the client's satisfaction. Effective communication and coordination will encompass:

- Safety program

- Quality control and quality assurance

- Cost control/Change Order management

- Construction scheduling

- Status reports

- Coordination with Design Team/RFI

- Authorities-Having-Jurisdiction progress inspections

- Final Inspections/Certificate of Occupancies

- Owner Turn – Over – Training, warrantee service, close-out documents



MWBE / SBE Experience

Hayco Construction, LLC, participates in hard bid, lowest accepted opportunities in the public sector on a regular basis. Utilizing MWBEs, Historically Underutilized Businesses (HUBs), and SBEs is common practice for our team. We are accustomed to meeting, and exceeding, Owner requirements for specific levels of involvement.

Our internal set of standards is to solicit a minimum participation goal of ten (10%) percent for MBEs, SBEs, and HUBs. We also offer joint check agreements to encourage these firms to participate in our projects. Balanced with our solid reputation to pay our subcontractors quickly, we find that meeting any local or state government utilization goal is always achievable. One primary example is a recent project that was completed with Appalachian State University where we achieved HUB participation of twenty-four percent (24%), more than double the required ten percent (10%).

Town of Pilot Mountain Experience

To date, we have not completed any projects directly with the Town of Pilot Mountain. However, we have been involved with the following projects inside corporate limits:

- Historical renovation along West Main Street
- Relocation of existing home near East Surry High School
- Ownership owns a future historical redevelopment project on East Main Street
- Future residential subdivision development

Insurance



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
05/31/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Jeffcoat & Jeffcoat 200 Caughman Farm Ln Lexington SC 29072		CONTACT NAME: Debbie O'Kimosh PHONE (A/C, No, Ext): (803) 490-1776 FAX (A/C, No): E-MAIL ADDRESS: debbie@jeffcoatandjeffcoat.com	
INSURED HAYCO CONSTRUCTION LLC BAYFRONT DEVELOPMENT LLC 129 CARSON ST STE C PILOT MOUNTAIN NC 27041-7459		INSURER(S) AFFORDING COVERAGE INSURER A: Selective Insurance Co of America INSURER B: Selective of the Southeast INSURER C: INSURER D: INSURER E: INSURER F:	
		NAIC # 12572 39926	

COVERAGES

CERTIFICATE NUMBER: CL2353102915

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDITIONAL INSURED	SUBROGATION WAIVED	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:	Y	Y	S 2401669	06/04/2023	06/04/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/OP AGG \$ 2,000,000	
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	S 2401669	06/04/2023	06/04/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$	
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0			S 2401669	06/04/2023	06/04/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000	
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	Y	WC 9070258	06/04/2023	06/04/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Blanket Builders Risk			S 2448265	06/04/2023	06/04/2024	Per Jobsite Limit \$3,000,000 Deductible \$2,500	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Certificate Holder is named as Additional Insured for ongoing and completed operations on a primary non-contributory basis with respects to General Liability, and Automobile Liability as required by written contract. A Waiver of Subrogation applies to Certificate Holder for General Liability, Automobile Liability and Workers Compensation policies.

CERTIFICATE HOLDER

CANCELLATION

FOR INFORMATION PURPOSES ONLY	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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Financial Stability



Liberty Mutual Surety

13830 Ballantyne Corporate Place
Charlotte, NC 28277
Phone (704) 759-7300
Fax (866) 548-6575

May 9, 2024

Re: Bonding Capacity of HAYCO Construction, LLC (HAYCO)

To The Town of Pilot Mountain:

Please allow this letter to serve as confirmation that HAYCO Construction, LLC (HAYCO) is a valued client of Liberty Mutual Insurance Company. Liberty Mutual is rated "A" by AM Best and is listed in the Federal Treasury List of Approved Sureties.

HAYCO Construction, LLC (HAYCO) currently has a bonding capacity of \$20,000,000 per project and a total aggregate capacity of \$50,000,000. HAYCO Construction, LLC (HAYCO). be awarded a project with your firm, it is our intention to provide the required performance and payment bonds.

Liberty Mutual reserves the right to review relevant details of any proposed contract for which a bond request has been made prior to release of any bonds. Any agreement to execute bonds is contingent upon the ongoing application of Liberty Mutual's underwriting standards, acceptable contract and bond forms, satisfactory evidence of adequate financing and an appropriate request from HAYCO Construction, LLC (HAYCO) for Liberty Mutual to provide bonds.

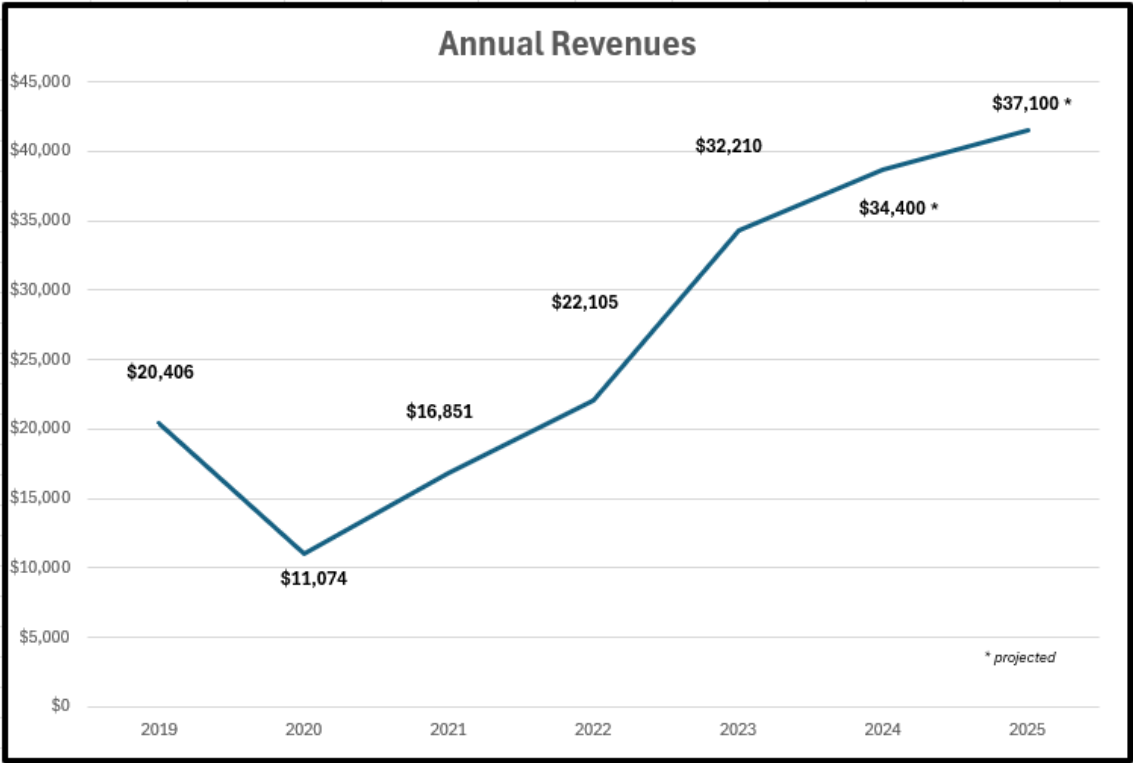
Best Regards,

A handwritten signature in black ink, appearing to read "Mike Coale". The signature is stylized with a large, looping "M" and "C".

Mike Coale
Underwriter

Financial Stability

We take pride in our financial growth and stability. Below is a chart of the last several years of gross revenues along with projections for both 2024 and 2025. Also, please note that our firm has zero corporate debt and currently has access to a \$4M unencumbered line of credit.



Annual Revenues in Thousands

YEAR	PROJECT COUNT
2019	56
2020	37
2021	45
2022	41
2023	36
2024	38

Legal History

Pending Litigation: **None.**

Construction Manager or Construction Manager at Risk Default: **None.**

Debarments or Suspensions: **None.**



Additional: Safety / Accident Prevention Program

We created our first safety program in early 2014. The business maturation that we have seen since the original adoption of this first program allowed us to focus on the topic. This focus has provided us a solid safety program and is reflective in all areas of the business. Since 2017 we have reviewed and revised our safety program and safety manual annually for any adoptive changes that might be necessary. We also moved one of the partners in to be the designated Safety Director to demonstrate the importance.

Below is our Mission Statement for our current safety program. It speaks to the importance that the subject plays in all facets of our business.

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MISSION STATEMENT

Providing a safe environment for our clients, our associates, and our teammates is the primary mission for all of us at Hayco Construction, LLC. We will strive to eliminate unsafe conditions and minimize related risks by:

- Identifying and supporting safe work practices,
- Promoting safety awareness for all levels of employees,
- Furnishing the necessary tools and protective equipment, and
- Providing employee training and education to identify and correct unsafe conditions.

=====

Based on our most recent OSHA 300A form filed with the Department of Labor, at the conclusion of 2023, we had zero cases, zero days missed, and zero injuries related to the 31,219 total work hours. A copy of this report will be made available upon request.