

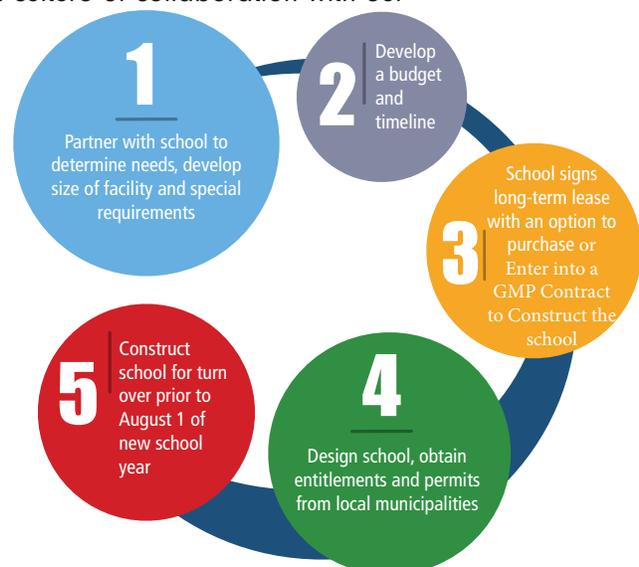
## Corporate Overview

Hubrich Contracting is a full-service construction and real estate development firm specializing in K-12 charter school facilities. Founded by Steve Hubrich in 2005, our company is built on the values of honesty, integrity and quality workmanship, and guided by a simple principle: **Every project is a partnership**. From day one, we work with you to understand your unique needs and create a plan of action that enables your vision to become reality. We have streamlined the financing, design and construction of educational facilities into a timely, cost-effective, high-quality process. That process, and our singular expertise, ensures we deliver a facility that our clients want on the schedule and budget they need. We provide turn-key services including:

- \* Site selection and acquisition
- \* Project structuring
- \* Economic modeling
- \* Government approvals
- \* Preparation of legal documents
- \* Development and construction schedules
- \* Management of all development activities
- \* Design including architectural and engineering services
- \* Construction and construction management including construction and/or local contractor selection, cost management, materials purchasing and overall management of all construction activities
- \* Financing including on-balance sheet and off-balance sheet options, as well as synthetic leases
- \* Property and asset management including general administration.

## Charter School Experience

Since 2005, Hubrich has delivered thirty-two charter schools throughout North and South Carolina. We approach each project with an understanding that each charter school has unique needs and we build a culture of collaboration with our clients from day one. We have a proven track record of working with charter schools to ensure opening day deadlines are met, budgets are on track and facilities are delivered with quality workmanship. Using our extensive experience, we are able to work with both school administrators and boards to ensure they understand the construction and development process, and work with them to identify ways to reduce cost where appropriate so that they are able to spend money on programming needs, rather than facility needs.



## Organizational Structure

At Hubrich, we believe our clients should work with decision makers every day. Our company utilizes a flat organizational structure to facilitate a greater level of communication between our employees and management, as well as our clients. This structure allows Hubrich to be flexible and adaptable in meeting the needs of our clients and to work with greater efficiency, saving them time and money.

## The Hubrich Team

Hubrich Contracting Inc. is headquartered in Durham, NC at 4321 Medical Park Drive Suite 100 and has worked throughout the Southeast on projects including K-12 education, higher education, medical, lab and commercial office space. Our approach is to work on a few projects each year, allowing us to focus on delivering both an excellent project experience for our clients and a well designed, finely constructed facility. This strategic decision to not "farm out" important functions to regional outposts, allows our team to form personal, productive relationships that are built on mutual trust and respect. Hubrich Contracting Inc. contract volume averages approximately \$35 million annually. Given this projects timeline and Hubrich Contracting's current commitments, we have no concerns with being able to handle the associated work load for this project. Hubrich Contracting, Inc. is licensed in NC 74216, SC G11885 for Unlimited General Contracting License as well certified for Construction Management in SC, CCM.1171.



### **Steve Hubrich, President**

Steve has more than 28 years of experience in the construction industry and has developed more than 2.5 million square feet of real estate and managed projects totaling over \$750 million. As president of Hubrich Contracting, Steve approaches each project with a high quality, long-term mindset and ensures that this level of service continues after construction.



### **Jennifer Simmons, Banking and Project AIA Administration**

Jennifer joined our team after a 25 year career in banking with experience in commercial real estate lending, portfolio management and credit administration. She received a business degree from Wake Forest University. Her responsibilities include completion of AIA contracts, draw request processing and assistance with the preparation of underwriting packages.



**Erik Miller, Pre-construction/Senior Project Manager**

Erik has 20 years experience in commercial real estate, including construction/operation management, valuation, leasing, lending, and regulatory compliance. Erik has also worked as a Director of Operations for an education management organization. He has a BS in Real Estate and Urban Land Economics from University of Wisconsin and an MBA from University of Nebraska. Erik oversees construction and post construction operations to ensure projects are successful.



**Steven LaBarbera, Pre-construction/Senior Project Manager**

Steven is a proven construction professional with more than 28 years of industry experience, overseeing all phases of multi-million dollar construction, infrastructure and environmental projects. A veteran of the US Navy, Steven is a gifted leader, able to build consensus among trade contractors and work with a sense of urgency to ensure projects are delivered on time and within budget. Steven develops preliminary budgets, value engineering, preconstruction schedules, procurement plans, prequalification of subcontractors, detailed take-off and estimating, definition of bid package scopes, oversees the subcontractor/supplier bidding process, evaluation of bids, presents detailed estimates of the work, evaluates alternatives and assists in buying-out the project.



**George Hock, Project Superintendent**

George brings more than 47 years of construction experience and 12 years to the Hubrich team. George brings a wealth of knowledge and is a valued team member of Hubrich Contracting, Inc. He provides overall project planning and scheduling, resource allocation, project accounting and control, while providing technical direction and compliance with quality and safety standards. George is OSHA 10 Certified and manages the onsite safety plan. George loves to travel and is one of our dedicated superintendents that locates wherever the job requires.



**Justin Huntington, Project Superintendent**

Justin brings more than 11 years of experience to the Hubrich team and is a hands-on superintendent. He provides overall on-site administrative and technical management for a project and ensures trade contractors and suppliers stay on schedule. He plans, organizes and controls daily construction activities and completes quality inspections.



**Keir Penny, Project Superintendent**

Keir has been working in the construction industry since 1982 and has a proven track record of successful project delivery. He oversees all on-site construction activities and provides schedule management. He holds weekly safety meetings and daily huddles with trade contractors and performs quality control inspections.



**Linda Newhart, Project Accounting/Controller**

Linda has more than 32 years of experience in construction operations. As a project accountant, Linda processes purchase orders, change orders, pay requests, transmittals, contracts and subcontracts, certified payroll, billings, etc. for review and approval. She creates job cost reports for projects along with supporting analysis, reconciles project financials and prepares draws.



**Loni Waters, Project Insurance and Contract Administrator**

Loni is an project administrator, with more than six years of experience in working with development and construction projects. She works closely with the project accountant to assist with administrative tasks, insurance, and contract compliance. Loni focuses on assisting with accounting functions including accounts receivable, accounts payable and billing.

## Approach to Communication

At Hubrich Contracting we believe in an open line of communication among all team members. Our company is organized around the idea that our clients should work with decision makers so that issues can be resolved quickly to ensure the project stays on schedule and on budget. We typically hold a weekly Owner/Architect/Contractor meeting where we provide schedule updates, budget updates and address and resolve outstanding issues. Additionally, our project superintendents holds daily huddle talks with staff members, trade contractors and suppliers on site to ensure everyone understands the work to be completed and to notify team members of specific job site circumstances including deliveries and safety concerns.

## Insurance & Bonding

Hubrich Contracting has enjoyed a long-standing relationship with our bonding agent, Mcgriff Insurance Services. A letter from Mcgriff detailing our individual project bonding capacity (\$40 million) and our work program (in excess of \$80 million) as well as a Certificate of Insurance are available upon request. (See Attached Insurance Info Attached)