

HOW WE'RE DIFFERENT AND WHY IT MATTERS

1

There's an old saying that all construction is local. With few exceptions, we think that's true—local regulations, local trade partners and vendors, local designers, local inspectors, local economies, local end users, and local cultures. What works for communities in Colorado does not necessarily work for communities in Northern New Jersey. That's why we are hyper-focused on our community, to build upon our critical mass of trusted relationships, which we see and encounter not just 7 a.m. - 5 p.m. Monday through Friday, but after work hours with our families Sunday through Saturday. We are in and a part of the community ensuring projects are completed on schedule, on budget, safely, and up to the quality standards expected from ALL community members. Our name is on the project sign for the whole community to see—we ensure our children can walk by it proudly.

2

Our clients are those who want projects well-built and delivered quickly and are willing to pay a fair price for both. Why does that matter to you? Because low price tags upfront create long-standing headaches on the back end for everyone. Let's say you hire a contractor who, in a quest to increase revenue, takes on a customer without being invested in their community. Next thing you know, your project isn't getting the attention it needs or deserves because the project team is tending to an unreasonably "squeaky wheel." We work with a very targeted client—those who build community spaces and value speed, quality, and professionalism at a fair price. In turn, your project will always receive unparalleled client service.

3

We're big on our degree of professionalism, experience, and understanding of complex projects, but we're agile and nimble in our ability to problem-solve and execute quickly. We have mom-and-pop values but with international experience and expertise. We respond quickly with practical advice and without bureaucracy.

4

We are building for the test of time, not for immediate-term revenue growth. Therefore, we are very thoughtful regarding who we hire and how we develop and retain teammates. We hire top talent who fit our values. We don't hire merely to staff projects for revenue growth. Our teammates are strategically hired for smart corporate growth, where we are positioned for excellence on every project. Given our Employee Stock Ownership Program, each of our tenured teammates is an equity partner. What does that mean for you? Each teammate on your project is an owner with an ownership mentality to deliver results and client satisfaction.

5

Our values are directly aligned with who we are and who we strive to be, and they are what separates an incredible building project from an average project. We thought long and hard about how our values are more than corporate buzzwords. Forthrightness, Authenticity, Momentum & Efficiency, Conviction, and Excellence are the bedrock of who we work for, who we work with, and who we are ourselves. Each directly impacts project success and differentiates in the market. We would love to have the opportunity to become your Community Builder for future projects, and we look forward to discussing with you!

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