

# Ganaway Contracting Company

## Mission Statement:

Building relationships through unparalleled customer service, competitive pricing, and outstanding quality with the highest degree of personal integrity and professional management.

## INFORMATION BROCHURE AND QUALIFICATION STATEMENT

Corporate Headquarters  
254 N. Main Street  
Alpharetta, Georgia 30009

Tel: 770-650-7722  
Fax: 770-650-7728



## **ABOUT US**

*Ganaway Contracting Company was founded in 1974. We continue to strive towards the common resolve of partnering with our clients in the ever changing environment of restaurant, retail, commercial and hospitality development.*

*The company offers a broad menu of specialized services to our services to our national and local clients. Our professional staff is able to direct general contracting and construction management services designed specifically to meet their needs.*

*We are dedicated to investing the time to understand the goals and objectives of each project for the client and take great pride in accepting their trust and confidence in our abilities to meet or exceed their expectations.*

*Sincerely,*

*Bob Naderhoff  
President, CEO*

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## Contractor's Introductory Form

Submitted by: Ganaway Contracting Company  
254 N. Main Street  
Alpharetta, Georgia 30009

Tel: 770-650-7722  
Fax: 770-650-7728

Organization:	Corporation	Yes
	Year of Origin	1974
	State of Incorporation	Georgia

### States Qualified to Perform Services:

Alabama, Florida, Georgia, Illinois, Indiana, Louisiana, Maryland, Mississippi, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Virginia.

Principal Business: General Contracting, Program and Project Management, Maintenance and Repair, Re-Image, Remodel and Concept Roll-out

Bank Reference: Eric Lawson  
SunTrust Commercial Banking  
Vice President  
Atlanta, Georgia

## **Ganaway Contracting Company Team Structure**

Bob Naderhoff	-	President, CEO
Stephen Richardson	-	VP of Construction
Ted Brennen	-	Sr. Project Manager
Bill Ullrich	-	Sr. Project Manager
Paul J. Scott	-	Sr. Project Manager
Vicki Whitehead	-	Controller
Bethany Beekman	-	Accounting Manager
Greta Affholter	-	Project Coordinator
Susan Monson	-	Business Development

**Robert D. Naderhoff**  
**President, CEO**

Bob has over 35 years of executive management in the restaurant development and general contracting industry. Bob served as senior management for several national brands as Director of Construction. As President and CEO for Ganaway Contracting Company, Bob provides the leadership and supervision over our team of associates leading them in the process and systems required to manage the company successfully. Bob takes a hands-on approach and creates a “team” empowered environment that lends itself to productivity and positive results for the client and their projects. Bob believes the forces that drive the positive customer experience are sensitivity as it relates to: flexibility, responsiveness, sense of urgency, communication, and cost awareness. Accomplishments and experience includes the management of multi-unit and location conversions, remodels and renovation programs. Along with the implementation of fast track concept development and market penetration programs, Bob has been a pioneer in the development of turnkey processes to facilitate growth and clarify process issues and facilitate positive results.

**Stephen Richardson**  
**VP of Construction**

Stephen is a graduate of Georgia Southern University and has 10 years project management experience in retail and restaurant and commercial construction. He understands thoroughly what is required to successfully manage retail, casual dining and government projects on time and within budget. His people skills enable him to relate well with others and his communication skills allow him to have strong and successful relationships with both owners and subcontractors alike. Stephen goes above and beyond to produce the highest quality in all projects and strives to turnover the best product possible to every customer.

**Ted Brennen**  
**Sr. Project Manager**

Ted has over 35 years of general contracting and construction and project management experience. He has orchestrated the management of full turnkey services for retail and restaurant customers, developed program management systems for reimagining and renovation, and remodel initiatives, and coordinated multiple location conversion programs. In addition, Ted possesses excellent communication skills and prides himself on the extension of customer relationships to ensure the end results are positive. Ted also is a skilled tradesman in all facets of construction and is able to manage the administration of field issues and opportunities effectively.

**Bill Ullrich**  
**Sr. Project Manager**

Bill is a graduate of the University of Georgia and has 23 years of executive project management experience in all facets and venues of QSR, Free Standing Casual Dining and Light Commercial Retail Construction. He has excellent communication skills and a focus on the relationship with the customer. He has a proven ability to take projects from concept, to budgets and onto completion. He possesses a thorough knowledge of codes, site work requirements in all types of building construction. Bill has a record of achieving the customers goal through value engineering and driving the project results.

**Paul J. Scott**  
**Sr. Project Manager**

Paul is a graduate of Presbyterian College and has 28 years of project management experience in remodel/renovation, restaurant, commercial, retail, government and industrial construction. Paul served as senior management for several general contracting and sub-contracting companies throughout his career. He has a thorough working knowledge of codes, site work requirements and all types of building construction. Paul has extensive field experience managing superintendents to ensure quality control, appropriate scope and timely completion of projects. His communication and interpersonal skills allow him to relate well with owners, work closely with the subcontractors and field staff to successfully complete projects.

**Vicki Whitehead  
Controller**

Vicki has twenty plus years as a Controller/Vice President in the construction industry. She has a strong accounting and financial background in commercial and residential construction as well as real estate development. Vicki has a thorough understanding of construction accounting including job cost. She has a Bachelor's of Business Administration with a major in accounting. Vicki works closely with our owner, vendor, subcontractors, and financial institutions. Her focus is on providing timely, accurate and meaningful information. Vicki is an active member of the Institute of Management Accountants.

**Bethany Beekman  
Accounting Manager**

Bethany earned her Bachelor degree in business from the University of Georgia. She has 16 years of strong project development and also real estate acquisition experience as an administrator with Home Depot. She possesses a thorough knowledge of construction accounting and cost control systems. She brings experience in payroll, accounts receivable, accounts payable, budgeting, job analysis and financial statement preparation. Bethany has excellent communication skills as well as hands on capabilities in all phases of project administration.

**Greta Affholter  
Project Coordinator**

Greta has seven years (7) of overall administrative experience and has spent the past 4 years in the light commercial construction industry. She started out as an assistant to the estimating department manager and transitioned into a project coordinator for that division. These duties included overall accounting responsibilities for accounts receivable and payables. Greta brings hands on construction administration experience along with excellent organizational and communication skills, and builds relationships with customers and subcontractors alike.

**Susan Monson  
Business Development**

Susan is a graduate of the University of South Carolina and has over 18 years of sales/marketing experience in both Metro Atlanta and the Carolina markets. Her focus is on the development of local relationships with architectural, commercial finance and commercial development companies. She brings a wealth of resources due to her community involvement and professional affiliations

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## Contractor's Qualification Statement

The Undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

**SUBMITTED TO:** Owner

**ADDRESS:** To Be Determined

**SUBMITTED BY:** Ganaway Contracting Company

**NAME:** Robert D. Naderhoff

**ADDRESS:**  
254 N. Main Street  
Alpharetta, GA 30009

### PRINCIPAL OFFICE:

- Corporation  
 Partnership  
 Individual  
 Joint Venture  
 Other

**NAME OF PROJECT:** *(if applicable)* 305 Qualification

**TYPE OF WORK:** *(file separate form for each Classification of Work)*

- General Construction  
 HVAC  
 Electrical  
 Plumbing  
 Other: *(Specify)* Construction Management

### § 1 ORGANIZATION

§ 1.1 How many years has your organization been in business as a Contractor? 37 Years as Ganaway Construction and Ganaway Contracting Company

§ 1.2 How many years has your organization been in business under its present business name? 32 Years

§ 1.2.1 Under what other or former names has your organization operated?

RDN, Inc.

§ 1.3 If your organization is a corporation, answer the following:

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User Notes: (1215982168)

### ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

This form is approved and recommended by the American Institute of Architects (AIA) and The Associated General Contractors of America (AGC) for use in evaluating the qualifications of contractors. No endorsement of the submitting party or verification of the information is made by AIA or AGC.

- § 1.3.1 Date of incorporation: 10/2/1990, Name was changed to Ganaway Contracting Co. 9/1/1999.
- § 1.3.2 State of incorporation: Georgia
- § 1.3.3 President's name: Robert D. Naderhoff
- § 1.3.4 Vice-president's name(s) Maureen K. Naderhoff

- § 1.3.5 Secretary's name: Bethany N. Beekman
- § 1.3.6 Treasurer's name:

§ 1.4 If your organization is a partnership, answer the following:

- § 1.4.1 Date of organization:
- § 1.4.2 Type of partnership (if applicable):
- § 1.4.3 Name(s) of general partner(s)

§ 1.5 If your organization is individually owned, answer the following:

- § 1.5.1 Date of organization:
- § 1.5.2 Name of owner:

§ 1.6 If the form of your organization is other than those listed above, describe it and name the principals:

## § 2 LICENSING

§ 2.1 List jurisdictions and trade categories in which your organization is legally qualified to do business, and indicate registration or license numbers, if applicable.

General Construction: Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, Ohio, South Carolina, Tennessee, Virginia.

Note: Licenses for other States in the Southwest and Midwest can be obtained.

Construction Management: All States.

§ 2.2 List jurisdictions in which your organization's partnership or trade name is filed.

N/A

## § 3 EXPERIENCE

§ 3.1 List the categories of work that your organization normally performs with its own forces.

Supervision and Project Management for General Construction, Renovation, Remodeling, Conversion and Rollout Construction.

Construction Management: As Owner's Representatives and coordination of the planning and administration for the development of construction, real estate and architectural process and policies.

§ 3.2 Claims and Suits. (If the answer to any of the questions below is yes, please attach details.)

§ 3.2.1 Has your organization ever failed to complete any work awarded to it?

No

§ 3.2.2 Are there any judgments, claims, arbitration proceedings or suits pending or outstanding against your organization or its officers?

No

§ 3.2.3 Has your organization filed any law suits or requested arbitration with regard to construction contracts within the last five years?

No

§ 3.3 Within the last five years, has any officer or principal of your organization ever been an officer or principal of another organization when it failed to complete a construction contract? (If the answer is yes, please attach details.)

No

§ 3.4 On a separate sheet, list major construction projects your organization has in progress, giving the name of project, owner, architect, contract amount, percent complete and scheduled completion date.

A list of completed projects is extensive over the 37 years of operation. More than 1200 projects have been completed over this period of time. Details may be furnished upon request, along with references and staff credential information.

§ 3.4.1 State total worth of work in progress and under contract:

\$4.5 Million from January 1 through March 31st 2012. Estimated value for 2012 is \$18 Million.

§ 3.5 On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of project, owner, architect, contract amount, date of completion and percentage of the cost of the work performed with your own forces.

Available upon request.

§ 3.5.1 State average annual amount of construction work performed during the past five years:

\$13 Million

§ 3.6 On a separate sheet, list the construction experience and present commitments of the key individuals of your organization.

Available upon request.

#### § 4 REFERENCES

§ 4.1 Trade References:

Capitol Materials, Inc., PO Box 93843, Atlanta, GA 30377-0843  
Thomas Group, inc., 3684 North Peachtree Road, Chamblee, GA 30341  
Brand Vaughn Lumber Company, PO Box 1439, Tucker, GA 30085  
Home Depot, Inc., PO Box 9055, Des Moines, IA 50368-9055

§ 4.2 Bank References:

SunTrust Bank  
1785 The Exchange  
Atlanta, GA 30339  
Eric Lawson, Vice President  
Telephone: 770-980-2176

§ 4.3 Surety:

§ 4.3.1 Name of bonding company:

Westchester Fire Insurance Company/Ace American Insurance  
Washington International Insurance Company

§ 4.3.2 Name and address of agent:

BB & T Insurance Services, Inc.  
Brian E. Madden  
PO Box 2190  
Alpharetta, GA 30023-2190

§ 5 FINANCING

§ 5.1 Financial Statement.

§ 5.1.1 Attach a financial statement, preferably audited, including your organization's latest balance sheet and income statement showing the following items: (when requested)

Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses);

Net Fixed Assets;

Other Assets;

Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes);

Other Liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings).

§ 5.1.2 Name and address of firm preparing attached financial statement, and date thereof:

Financial Information available upon request – Annual Reviewed Financial Statements are prepared by:  
Laney Botelger & Killinger, 100 Ashford Center North, Suite 310, Atlanta, GA 30338

§ 5.1.3 Is the attached financial statement for the identical organization named on page one?

Yes, when attached.

§ 5.1.4 If not, explain the relationship and financial responsibility of the organization whose financial statement is provided (e.g., parent-subsidiary).

§ 5.2 Will the organization whose financial statement is attached act as guarantor of the contract for construction?

Yes

§ 6 SIGNATURE

§ 6.1 Dated at this 9th day of February, 2012

Name of Organization: Ganaway Contracting Company

By: Robert D. Naderhoff

Title: President

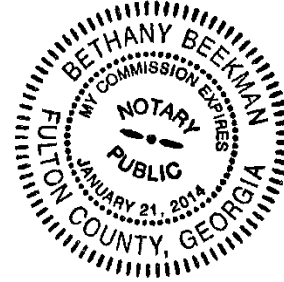
§ 6.2

Mr. Robert D. Naderhoff being duly sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be misleading.

Subscribed and sworn before me this 9th day of February, 2012

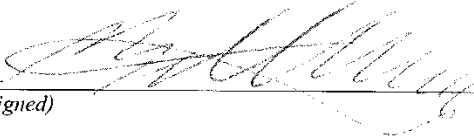
Notary Public: Bethany Beekman

My Commission Expires: 1/21/2014



**Certification of Document's Authenticity**  
AIA® Document D401™ – 2003

I, Bethany N. Beekman, hereby certify, to the best of my knowledge, information and belief, that I created the attached final document simultaneously with its associated Additions and Deletions Report and this certification at 08:01:21 on 02/10/2012 under Order No. 6254708449\_1 from AIA Contract Documents software and that in preparing the attached final document I made no changes to the original text of AIA® Document A305™ – 1986, Contractor's Qualification Statement, as published by the AIA in its software, other than those additions and deletions shown in the associated Additions and Deletions Report.

  
\_\_\_\_\_  
(Signed)

Corp. Sec.  
\_\_\_\_\_  
(Title)

2/10/12  
\_\_\_\_\_  
(Dated)

## **Project Profile**

### **Commercial**

Advanced Auto  
Cornerstone Development Company  
Milestone Developer's  
Streetside Developer's  
West Johns Village  
RealtyLink Developer's  
Palmer Dodge  
Verizon

### **Financial**

BB&T  
Wachovia

### **Institutional Installations**

Aramark-  
    Columbus State- Columbus, GA  
    Mercer College – Macon, GA  
Assisted Living Centers-  
    Limestone – Gainsville, GA.  
    Limestone – Bainbridge, GA.  
Checker's – 3 FLA. Turnpike Conversions  
Plasma Centers-  
    Octapharma, Charlotte, NC.  
    Telecris, Columbus, GA.

### **Casual Dining**

Applebee's  
Buffalo Wild Wing's  
Bennigan's  
J. Christopher's Restaurants  
Chili's  
Dreamland BBQ  
TGI Friday's  
Folk's Southern Kitchen  
Joe's Crab Shack  
Landry's Restaurants  
Logan's Roadhouse  
Pure Taqueria

### **QSR**

Arby's  
Bojangle's  
Burger King  
Captain D's  
Checker's  
Chipotle  
Hardee's  
Honey Baked Ham  
Long John Silver's  
Moe's Southwestern Grill  
Newk's Express Cafe  
Sonic  
Popeye's Chicken & Biscuits  
Schlotzky's  
Starbuck's  
Subway  
YUM! Brands, Inc.

### **Upscale Dining**

Fado Irish Pub  
Ruth's Chris Steakhouse  
Sambuca  
Pearl Lian  
Luciano's  
Richard Sandoval Restaurant

### **Casual Dining (cont.)**

Olive Garden  
Longhorn  
Wild Wing Cafe  
La Parilla