

**J. RAYMOND**  
CONSTRUCTION

## CREDENTIALS PACKAGE



**JULY 31, 2017**

**SUBMITTED TO:**

**MR. ARCH "BEAVER" APLIN**

**BUC-EE'S**



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# 1

## INTRODUCTION



- A. LETTER OF INTRODUCTION
- B. LETTER OF BONDING
- C. AIA-A305 QUALIFICATION FORM
- D. CERTIFICATE OF INSURANCE



July 31, 2017

Mr. Arch "Beaver" Aplin  
Buc-ee's  
327 FM 2004  
Lake Jackson, TX 77566

**RE: J. Raymond Construction Credential Package**

Dear Mr. Aplin:

As a follow up to John Sofarelli's recent meeting with you, he has asked me to send you this credentials package on J. Raymond Construction.

The opportunity to become involved with your expansion to Florida and the southeast US is very exciting. We are very grateful to Larry Levinson for arranging the introduction.

Beaver, in addition to your conversation with John, this package will give you the "big picture" of J. Raymond's history. It will detail our company and our construction experience throughout Florida and the southeast.

I would like to share with you a few of the highlights from the package:

- ◆ 2017 is our 28<sup>th</sup> year in business
- ◆ All our work has been in the privately financed commercial market focused heavily on retail, grocery and projects similar to yours. We also do medical, office, mixed use, manufacturing, auto, warehousing, parking structures, religious and non-profit projects.
- ◆ We have never missed an owner's opening date nor have we been in litigation with a client, subcontractor or supplier
- ◆ 2016 Revenue was \$163 Million, 2017 is projected to be \$185 Million
- ◆ Financially strong – can bond up to a \$125 Million single project, \$175 Million aggregate
- ◆ Highly advanced technologically in our estimating, project management, field operations, client communication, reporting and Building Information Modeling capabilities.
- ◆ We build the R.I.G.H.T. way, **Respect, Integrity, Golden Rule, Humility and Trust**

In this package please find our construction history, company information, details about our services, an AIA-A305 Contractors Qualification Statement and lists of current and completed projects.



Mr. Arch "Beaver" Aplin  
Buc-ee's  
Page 2

Additionally, you will find bank, bonding and client references as well as illustrations of our work and the resumes of key company personnel.

As discussed with John, the majority of our business is negotiated with repeat clients. Many of our clients engage us in early teaming to insure that they realize the advantages of continual budgeting and scheduling updates throughout the design development phase.

This process builds great value into the final design.

Thank you for your consideration.

Sincerely,

J. RAYMOND CONSTRUCTION

A handwritten signature in blue ink that reads "Paul Graham". The signature is fluid and cursive, written over the printed name "Paul Graham".

Paul Graham,  
Business Development Manager

PJG/lb

S:\businessdevelopment\credpackage\pgLETTERS2017\archbeaveraplin/7/31/2017DOC



March 28, 2017

**Re: J. Raymond Construction Corporation**

To Whom It May Concern:

This is to advise you that our office provides bid, performance, and payment bonds for **J. Raymond Construction Corporation**. The name of their surety is **Liberty Mutual Insurance Company**, which carries an A.M. Best Rating of **A XV** and it is listed in the Department of Treasury's Federal Register.

Based upon normal and standard underwriting criteria at the time of the request, we should be in a position to provide **J. Raymond Construction Corporation** Performance and Payment Bonds for single projects of **\$125,000,000.00** and aggregate support of **\$175,000,000.00**. We reserve the right to review final contractual documents, bond forms and obtain satisfactory evidence of funding prior to final commitment to issue bonds.

**J. Raymond Construction Corporation** is an excellent contractor and we hold them in highest regard. We feel extremely confident in our contractor and encourage you to offer them an opportunity to execute any upcoming projects.

This letter is not an assumption of liability, nor is it a bid or performance and payment bond. It is issued only as a bonding reference requested by our respected client. We do not assume liability to any third party, including you, if we do not execute said bonds. If you should have any questions, please do not hesitate to give me a call.

Sincerely,

Kevin Wojtowicz  
Producer  
KRW/jms

**ST. PETERSBURG**

1000 Central Avenue, Suite 200, St. Petersburg, FL 33705  
P: 727.209.1803 F: 727.209.1335

**ASHEVILLE**

66 Elizabeth Place, Asheville, NC 28801  
P: 828.505.7431



**AIA**<sup>®</sup>

# Document A305™ – 1986

## 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:** Mr. Arch "Beaver" Aplin  
Buc-ee's

327 FM 2004

Lake Jackson, TX 77566

**SUBMITTED BY:** J. Raymond Construction

Corp. **NAME:** Paul Graham

**ADDRESS:** 465 West Warren Avenue

Longwood, FL 32750

Phone 407-862-6966

Fax 407-571-3596

**PRINCIPAL OFFICE:** Same as above.

Corporation

Partnership

Individual

Joint Venture

Other

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

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

General Construction

HVAC

Electrical

Plumbing

Other (please specify)

### § 1. ORGANIZATION

§ 1.1 How many years has your organization been in business as a Contractor? 26

§ 1.2 How many years has your organization been in business under its present business name? 26

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

### 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.

None.

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

§ 1.3.1 Date of incorporation: 3/1/1989

§ 1.3.2 State of incorporation: Florida

§ 1.3.3 President's name: John Raymond Sofarelli

§ 1.3.4 Vice-president's name(s)

J. Russell Suddeth

§ 1.3.5 Secretary's name: John Raymond Sofarelli

§ 1.3.6 Treasurer's name: John Raymond Sofarelli

§ 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.

State Certified Class "A" General Contractor

John Raymond Sofarelli CGC032999 (Florida), 16-978775 (Maryland), G115786 (South Carolina), 44769 (North Carolina), 00063183 (Tennessee), Registration number K811622 (Georgia)

J. Russell Suddeth CGC048800 (Florida), GCQA002760 (Georgia), 45744 (Alabama)

Tom Lail 51276 (Louisiana)

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

§ 3. EXPERIENCE

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

Supervision, Construction Management

Concrete/Formwork

Carpentry

§ 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.

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

See attached at end of this section

§ 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.

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

5 year average –\$62.8 million

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

See Attached

#### § 4. REFERENCES

§ 4.1 Trade References:

Diversified Concrete  
Masonry Builders  
FABCO Steel  
Craftworks  
C&S Roofing  
Coast to Coast Fire Protection  
DHR Mechanical  
OHMS Electrical

§ 4.2 Bank References:

SunTrust Bank  
Mail Code FL-Orl-2064  
200 S. Orange Avenue  
SOAB 6  
Orlando, FL 32801  
Sterling Harrell  
407-237-4065



§ 4.3 Surety:

§ 4.3.1 Name of bonding company:

Liberty Mutual Insurance Company  
175 Berkeley Street  
Boston, MA 07112

§ 4.3.2 Name and address of agent:

Nielson, Wojtowicz & Associates  
33 6<sup>th</sup> Street S, Suite 700  
St. Petersburg, FL 33701  
Agent: Mr. Kevin Wojtowicz, AFSB  
Phone 727-209-1803

§ 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:

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:

N/A

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

N/A

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

N/A

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

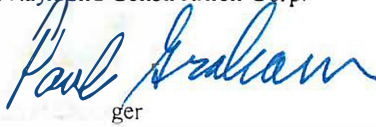
N/A

§ 6. SIGNATURE

§ 6.1 Dated at this 25th Day of July, 2017

§ Name of Organization: J. Raymond Constrecution Corp.

§ By: Paul Graham



ger

§ Title: Business Development Mana

§

§ 6.2

Ms Kayla Bailey 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 2nd day of September, 2015

Notary Public:



My Commission Expires: 3.29.18





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

6/26/2017

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 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).

<b>PRODUCER</b> Brown & Brown of Florida, Inc. 2290 Lucien Way Suite 400 Maitland FL 32751	<b>CONTACT NAME:</b> Julie Kwack <b>PHONE (A/C. No. Ext):</b> (407) 660-8282 <b>E-MAIL ADDRESS:</b> jkwack@bborlando.com		<b>FAX (A/C. No):</b> (407) 660-2012
	<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
<b>INSURED</b> J. Raymond Construction Corp. 465 West Warren Avenue Longwood FL 32750	<b>INSURER A:</b> Amerisure Insurance Company		19488
	<b>INSURER B:</b> Amerisure Mutual Insurance Co		23396
	<b>INSURER C:</b> Travelers Cas & Sur Co of Am.		
	<b>INSURER D:</b> Travelers Prop Cas Co of Amer		25674
	<b>INSURER E:</b> Certain Underwriters at Lloyd's		

**COVERAGES**

CERTIFICATE NUMBER: CL1762211764

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 INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS		
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY			GL20118151601	7/1/2017	7/1/2018	EACH OCCURRENCE	\$ 1,000,000	
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000	
	<input checked="" type="checkbox"/> Contractual Liability						MED EXP (Any one person)	\$ 5,000	
	per GL Form						PERSONAL & ADV INJURY	\$ 1,000,000	
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	\$ 2,000,000	
	<input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC						PRODUCTS - COMP/OP AGG	\$ 2,000,000	
	OTHER:							\$	
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY			CA20013891502	7/1/2017	7/1/2018	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000	
	<input type="checkbox"/> ANY AUTO						BODILY INJURY (Per person)	\$	
	<input type="checkbox"/> ALL OWNED AUTOS	<input type="checkbox"/> SCHEDULED AUTOS						BODILY INJURY (Per accident)	\$
	<input type="checkbox"/> HIRED AUTOS	<input type="checkbox"/> NON-OWNED AUTOS						PROPERTY DAMAGE (Per accident)	\$
								\$	
C	<input checked="" type="checkbox"/> UMBRELLA LIAB			ZUP-51M63343-17-NF	7/1/2017	7/1/2018	EACH OCCURRENCE	\$ 15,000,000	
	<input type="checkbox"/> EXCESS LIAB	<input type="checkbox"/> OCCUR	<input type="checkbox"/> CLAIMS-MADE				AGGREGATE	\$ 15,000,000	
	DED <input checked="" type="checkbox"/> RETENTION \$ 0							\$	
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b>			WC20221681302	7/1/2017	7/1/2018	<input checked="" type="checkbox"/> PER STATUTE	<input type="checkbox"/> OTHER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	Y/N	N/A				E.L. EACH ACCIDENT	\$ 1,000,000	
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000	
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000	
D	Leased or Rented Equipment			QT-660-5G037350-TIL-17	7/1/2017	7/1/2018	Any One Item	\$350,000	
	Legal Liability up to RC						Max Limit	\$350,000	

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

**CERTIFICATE HOLDER****CANCELLATION**

J. Raymond Construction FOR INFORMATION ONLY 465 West Warren Avenue Longwood, FL 32750	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 T D'Avanzo, CPCU, CPA <i>Thomas W. D'Avanzo</i>

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## COMMENTS/REMARKS

Contractors Pollution Professional Liability  
Carrier: E - Certain Underwriters at Lloyd's

### Claims Made and Reported

#### Coverages:

Coverage A - Protective Errors & Omissions  
Coverage B - Professional Liability  
Coverage C - Contractor's Pollution Liability  
Coverage D - Transportation Pollution Liability  
Coverage E - Non-Owned Disposal Site  
Coverage F - Mitigation of Damages  
Coverage G - Site Pollution Liability

#### Retroactive Dates:

Coverage A - 7/1/2012  
Coverage B - 7/1/2012  
Coverage C - 7/1/2012  
Coverage D - 7/1/2012  
Coverage E - Per Expiring  
Coverage F - 7/1/2012  
Coverage G - 7/1/2012

#### Limits:

Each Claim - \$2,000,000  
Aggregate - \$2,000,000

#### Supplemental Coverages:

A. Claim Expense for Disciplinary Proceedings - \$10,000/\$100,000 Aggregate  
B. Litigation Expense Reimbursement - \$500 day/claim; \$5,000 Aggregate  
C. Subpoena Expenses Coverage Extension - \$10,000/\$100,000 Aggregate  
D. ADA and FHA Expense Reimbursement - \$10,000/\$100,000 Aggregate  
E. Corporate Reputation Rehabilitation - \$10,000/\$100,000 Aggregate

#### Deductibles

Each Claim - All Coverages Except F - \$25,000 per Claim  
Aggregate - All Coverages Except F - \$75,000/\$5,000 Maintenance Deductible  
Coverage F - \$25,000 per Claim

# 2

## PROJECTS



**A. RELEVANT PROJECT PROFILES**

**B. PROJECT LISTINGS BY YEAR**





**EARTH FARE SEMINOLE CITY CENTER**  
**SEMINOLE MALL, LP**  
**23,837 SQUARE FEET**  
**\$3,015,509**







SEMINOLE CITY CENTER

SEMINOLE MALL LP

\$41,231,954 +







**PUBLIX WEST MIAMI**  
**BRANDON PARTNERS**  
**180,000 SQUARE FEET**  
**\$14,000,000**







**PUBLIX SUMMERPORT  
WINDERMERE, FL  
SOUTHEAST CENTERS  
61,150 SQUARE FEET  
\$7,165,100**







**LAKE CAY COMMONS PUBLIX & RETAILS  
ORLANDO, FL  
THOMAS ENTERPRISES  
110,000 SQUARE FEET  
\$11,000,000**







**THE FRESH MARKET MILLS PARK  
SHELL AND INTERIOR  
DEBARTOLO DEVELOPMENT  
THE FRESH MARKET, INC.  
24,613 SQUARE FEET  
\$2,500,000**







**WHOLE FOODS SHELL PEMBROKE PINES  
KITE DEVELOPMENT  
37,400 SQUARE FEET  
\$3,500,000**







**ALDI WINTER HAVEN  
ALDI FOOD STORE, INC.  
17,866 SQUARE FEET  
\$1,135,701**







**BUTLER NORTH**  
**BUTLER ENTERPRISES**  
**\$55,059,062 +**







**SHOPS AT PEMBROKE GARDENS**

**DUKE REALTY**

**360,000 SQUARE FEET**

**\$38,000,000**







**BUCKINGHAM PLACE  
PEBB ENTERPRISES  
85,000 SQUARE FEET  
\$9,541,000**







**DELRAY PLACE**  
**RETAIL PROPERTY GROUP, INC.**  
**125,000 SQUARE FEET**  
**\$13,700,000**







**MAINSTREET AT MIDTOWN**

**RAM REAL ESTATE**

**78,000 SQUARE FEET**

**\$23,000,000**







**NEPHRON PHARMACEUTICALS COLUMBIA**

**NEPHRON PHARMACEUTICALS**

**250,000 SQUARE FEET**

**\$33,000,000**







**NEPHRON PHARMACEUTICAL ORLANDO  
HIGH/LOW BAY WAREHOUSE  
AND PACKING FACILITY  
NEPHRON PHARMACEUTICALS  
35,000 SQUARE FEET  
\$6,091,000**







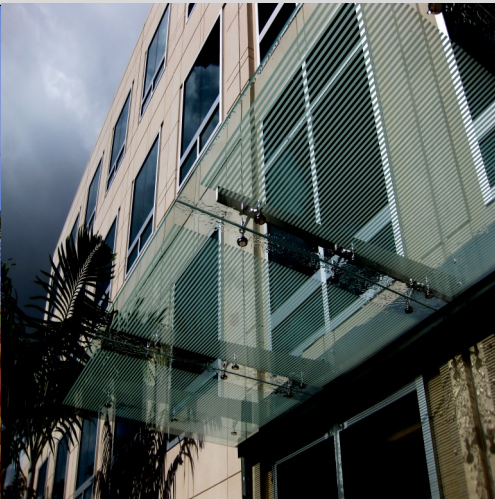
**ONE CHARTER PLACE  
CORAL SPRINGS, FL  
BARRON COMMERCIAL DEVELOPMENT  
105,000 SQ FT + 488 SPACE GARAGE  
\$25,000,000**







**RIVERBEND CORPORATE PARK**  
**BARRON COMMERCIAL DEVELOPMENT**  
**73,000 SQUARE FEET**  
**\$7,500,000**







**CENTER WEST  
CORAL SPRINGS, FL  
BARRON COMMERCIAL DEVELOPMENT  
60,000 SQ FT OF OFFICE SPACE  
\$5,000,000**



## PROJECT LISTING FOR 2017 PLUS OTHER NOTABLE PROJECTS:

### NOTABLE PROJECTS IN PROGRESS

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BARRON COMMERCIAL/500 NORTH FEDERAL	\$15,058,105
NORTH AMERICAN DEVELOPMENT GROUP/SEMINOLE MALL CENTER AT WINTER PARK	\$42,417,919
PUBLIX / SUNNY ISLES BEACH	\$15,890,000
HAMLIN RETAIL CENTER / WEST ORANGE COUNTY	\$19,954,234
WAL-MART OLD LAKE WILSON	\$13,700,000
PUBLIX / OVIEDO	\$12,281,849
CINEPOLIS HAMLIN TOWN CENTER	\$6,564,615
MANALAPAN PLAZA DEL MAR	\$6,472,487
TOMOKA TOWN CENTER	\$7,658,107
	\$57,777,390

### **UPDATED 7/31/17**

### NOTABLE PROJECTS COMPLETED PRIOR TO THIS YEAR:

WAL-MART SUPERCENTER, SUNRISE, FLORIDA	\$12,189,813
BRANDON PARTNERS/PUBLIX/WEST MIAMI	\$13,883,046
BUTLER PLAZA NORTH / GAINESVILLE	\$55,059,062
SCHMIER & FEURRING PROPERTIES/FAIRWAY COMMONS	\$15,057,190
WAL-MART DISTRIBUTION CENTER	\$9,831,048
DELRAY PLACE/RETAIL PROPERTY GROUP/DELRAY BEACH	\$14,062,155
LA FITNESS, PLANTATION	\$ 7,428,774
COLONIAL COAST CROSSING, RAM REALTY SERVICES, TITUSVILLE	\$ 7,204,000
SIMON PROPERTY GROUP / ORLANDO	\$14,500,000
FOUNTAIN SQUARE, REGENCY CENTERS, WEST MIAMI	\$13,920,000
GATLIN DEVELOPMENT/RIVERBEND SITE WORK	\$9,394,735
GATLIN DEVELOPMENT/JACKSONVILLE SITE WORK	\$9,208,702
PEBB ENTERPRISES/BUCKINGHAM PLACE/WELLINGTON, FL	\$ 9,414,346
NEPHRON PHARMACEUTICAL CAMPUS, NEPHRON PHARMACEUTICALS, COLUMBIA, SC	\$35,000,000
PARKWAY SHOPS, RAMCO GERSHENSON, JACKSONVILLE, FL	\$13,000,000
WAL-MART #5875, WAL-MART, PEMBROKE PINES, FL	\$ 7,655,000
PUBLIX CORNERSTONE, PUBLIX, STUART, FL	\$9,726,615
LAKE CAY COMMONS PUBLIX, THOMAS ENTERPRISES, ORLANDO, FL	\$10,700,000
PEMBROKE LAKES SQUARE, RETAIL PROPERTY GROUP, PEMBROKE PINES, FL	\$25,000,000
SHOPPES AT ISLA VERDE, PEBB ENTERPRISES, WELLINGTON, FL	\$20,000,000
MAINSTREET AT MIDTOWN, RAM DEVELOPMENT, PALM BEACH GARDENS, FL	\$23,000,000
ONE CHARTER PLACE, BARRON COMMERCIAL, CORAL SPRINGS, FL	\$25,000,000
SHOPS AT PEMBROKE GARDENS, DUKE REALTY, PEMBROKE PINES, FL	\$38,000,000
WEST VOLUSIA TOWN CENTER, REALTY CAPITAL TCN, ORANGE CITY, FL	\$14,000,000
RIVER CITY MARKETPLACE SITEWORK, RAMCO-GERSHENSON, JACKSONVILLE, FL	\$52,000,000
THE SHOPPES AT PARK PLACE, BOULDER VENTURE SOUTH, PINELLAS PARK, FL	\$14,000,000



# 3

## COMPANY INFORMATION



**A. COMPANY OVERVIEW**

**B. VISION, MISSION & CORE VALUES**

**C. SENIOR MANAGEMENT PROFILES**

**D. ANNUAL REVENUE & STATE LICENSES**

**E. J. RAYMOND CONSTRUCTION SAFETY POLICY**

# COMPANY OVERVIEW

## BACKGROUND

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J. RAYMOND CONSTRUCTION CORP. WAS INCORPORATED IN MARCH 1989 BY JOHN RAYMOND SOFARELLI, MAJORITY OWNER AND PRESIDENT. IN LATE 1989, J. RUSSELL (RUSS) SUDDETH JOINED J. RAYMOND AS A PARTNER AND VICE PRESIDENT OF OPERATIONS.

TODAY, J. RAYMOND CONSTRUCTION PROVIDES CONSTRUCTION SERVICES FOR A MAJORITY OF NATIONWIDE RETAILERS AND DEVELOPERS. OVER THE YEARS, J. RAYMOND HAS EXPANDED ITS MARKET TO INCLUDE OFFICE, WAREHOUSE AND DISTRIBUTION FACILITIES, RESTAURANT, HOSPITALITY, AND HEALTHCARE, IN ADDITION TO RETAIL COMMERCIAL PROJECTS.

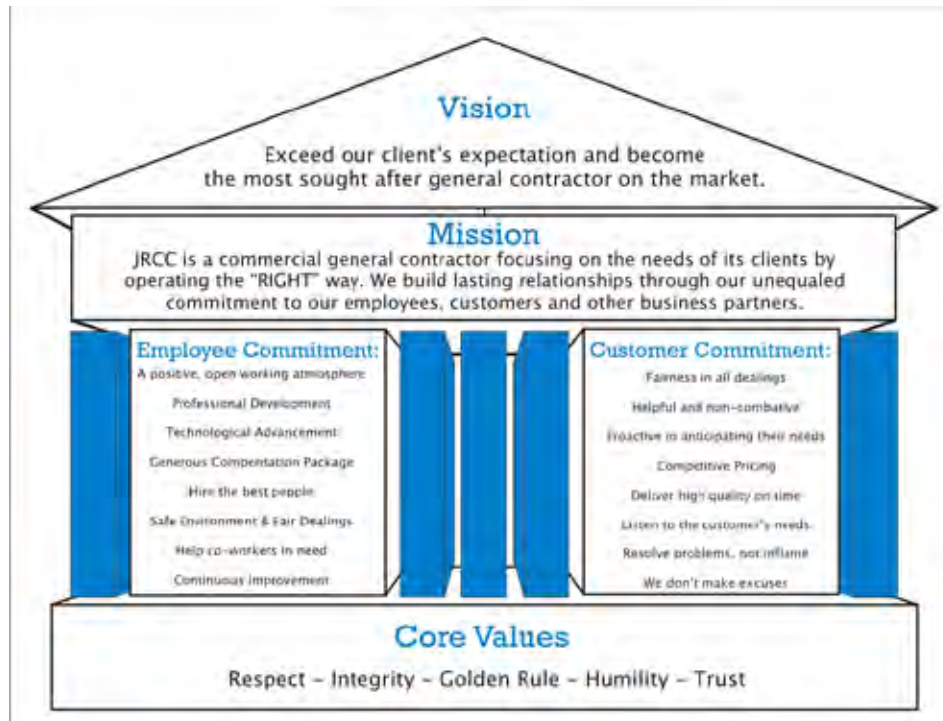
THROUGH OUR QUALITY OF WORK AND THE DEVELOPMENT OF OUR PROFESSIONAL STAFF AND RELIABLE SUBCONTRACTORS, WE HAVE CREATED AN ORGANIZATION PREPARED TO UNDERTAKE ANY TYPE OF COMMERCIAL PROJECT.

WE BELIEVE THAT OUR HISTORY WITH NATIONAL RETAILERS AND DEVELOPERS - OUR SATISFIED CUSTOMERS - IS THE BEST TESTIMONY TO J. RAYMOND CONSTRUCTION'S PERFORMANCE AND THE TRUEST INDICATION OF OUR POTENTIAL GOING FORWARD.

THE FUTURE OF OUR COMPANY IS BUILT ON THE IDEA THAT WE MUST CONTINUALLY WORK TO SATISFY OUR CLIENTS' NEEDS, BY OUR CLIENTS' CONTINUED EAGERNESS TO ENTRUST US WITH UPCOMING PROJECTS, AND BY THEIR WILLINGNESS TO SHOW THEIR SATISFACTION BY THEIR KIND RECOMMENDATIONS TO OTHERS.

## J. RAYMOND CONSTRUCTION VISION, MISSION & CORE VALUES

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## SENIOR MANAGEMENT

### JOHN RAYMOND SOFARELLI, OWNER / PRESIDENT



AS OUR PRESIDENT, JOHN SETS THE TONE FOR OUR COMPANY. HE CREATES THE VISION AND DIRECTION, LAYS OUT THE PATH OF EXPECTATION, AND KNOWS HE CAN COUNT ON HIS TEAM TO FOLLOW THAT PATH.

IN ADDITION TO THE STRONG PERSONAL ETHICS THAT DRIVE JOHN, HE HAS A COMPELLING BACKGROUND AND LIST OF ACHIEVEMENTS.

HE GRADUATED FROM THE UNIVERSITY OF FLORIDA WITH A BACHELOR'S OF SCIENCE DEGREE FROM THE COLLEGE OF ARCHITECTURE, SCHOOL OF BUILDING CONSTRUCTION IN 1981.

HE IS A 4TH GENERATION CONTRACTOR WITH OVER 20 YEARS OF CONSTRUCTION INDUSTRY EXPERIENCE.

HE IS A CERTIFIED GENERAL CONTRACTOR, AND HOLDS A STATE OF FLORIDA REAL ESTATE LICENSE.

HE WAS AWARDED THE 2002 DISTINGUISHED ALUMNUS AWARD FROM THE UNIVERSITY OF FLORIDA COLLEGE OF DESIGN, CONSTRUCTION AND PLANNING.

HE BECAME VICE PRESIDENT OF TRIBBLE & STEPHENS COMPANY AFTER ONLY 5 YEARS, AND MANAGED OVER 2 MILLION SQUARE FEET OF RETAIL, OFFICE AND INDUSTRIAL WORK.

HE FORMED J. RAYMOND & ASSOCIATES, INC. IN 1988.

JOHN CONTINUES TO SET AN EXAMPLE WITH HIS UNCEASING DEDICATION TO BOTH THE COMPANY AND ITS CLIENTS, WHILE STILL MAINTAINING A ROBUST AND ACTIVE PERSONAL LIFE THAT INCLUDES BOTH HIS FAMILY AND HIS COMMUNITY. HE IS GENEROUS WITH HIS TIME AND GETS SATISFACTION FROM HELPING THOSE IN NEED. ACCORDING TO JOHN, THE BLEND OF BUSINESS AND PERSONAL COMMITMENTS WORK HAND-IN-HAND.

### J. RUSSELL SUDDETH, OWNER / SENIOR VICE PRESIDENT



AS OUR SENIOR VICE PRESIDENT, RUSS FOCUSES ON THE DAY-TO DAY ISSUES THAT KEEP THE COMPANY ON TRACK TO PERFORM WITHIN THE VISION THAT HE AND JOHN HAVE CREATED. RUSS IS PERSONALLY INVOLVED IN EACH COMPANY PROJECT FROM BEGINNING TO END, AND APPLIES THE EXPERIENCE HIS HAS ACHIEVED THROUGH HIS SIGNIFICANT QUALIFICATIONS AND ACHIEVEMENTS.

HE IS A STATE OF FLORIDA GENERAL CONTRACTOR.

HE GRADUATED FROM THE UNIVERSITY OF FLORIDA WITH A BACHELOR OF BUILDING CONSTRUCTION DEGREE FROM THE COLLEGE OF ARCHITECTURE, SCHOOL OF BUILDING CONSTRUCTION AT THE UNIVERSITY OF FLORIDA, AS WELL AS ACHIEVING SEVERAL ACADEMIC SCHOLARSHIPS FROM THE RINKER COMPANIES FOUNDATION AND THE GAINESVILLE HOME BUILDERS ASSOCIATION.

HE WAS AWARDED "PROJECT MANAGER OF THE YEAR" AFTER JOINING TRIBBLE AND STEPHENS COMPANY, JUST 3 YEARS AFTER GRADUATION.

HE PARTNERED WITH JOHN AT J. RAYMOND IN 1989.

RUSS CONTINUOUSLY PROVIDES STRONG, UNWAVERING LEADERSHIP TO THE COMPANY, TO HIS FAMILY AND TO THE COMMUNITY BY GENEROUSLY OFFERING HIS TIME AND TALENTS WHEREVER HE FINDS NEED.



## **JON ROEMER, VICE PRESIDENT PRE-CONSTRUCTION SERVICES / PARTNER**

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AS OUR PRE-CONSTRUCTION MANAGER, JON FACILITATES ALL FACTORS OF PRE-CONSTRUCTION, FROM BUDGETS TO BILLING. HIS APTITUDE AND EFFICIENCY ARE DEMONSTRATED IN HIS DAILY TASKS, AS WELL AS IN HIS EXTENSIVE BACKGROUND AND HISTORY.

HE GRADUATED WITH HONORS FROM M.E. RINKER SCHOOL OF BUILDING CONSTRUCTION AT THE UNIVERSITY OF FLORIDA.

HE SERVED FOR 6 IMPRESSIVE YEARS AS A PROJECT MANAGER FOR VRATSINAS, A LARGE, RETAIL-ORIENTED CONSTRUCTION FIRM IN ARKANSAS, WHERE HE WAS RESPONSIBLE FOR THE MANAGEMENT OF MULTIPLE ON-GOING PROJECTS, RANGING TO OVER \$26 MILLION.

HE IS A LEED ACCREDITED PROFESSIONAL.

HE JOINED J. RAYMOND IN 1999 AS A PROJECT MANAGER.

HE MANAGED OVER 50 NOTABLE RETAIL DEVELOPMENT PROJECTS FOR OUR TEAM IN AND AROUND THE GREATER ORLANDO AREA, BEFORE TAKING ON THE ROLE AS PRE-CONSTRUCTION MANAGER AND LEAD ESTIMATOR.

JON'S DETAIL-ORIENTED APPROACH, ALONG WITH HIS FABULOUS SUPPORT STAFF, ALLOWS J. RAYMOND TO PROVIDE OUR OWNERS WITH THE BEST INFORMATION AND SUPPORT POSSIBLE DURING THE PRE-CONSTRUCTION PHASE OF THEIR UPCOMING PROJECTS.

## **DANIEL CRAMER, VICE PRESIDENT / PARTNER**

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AS A SENIOR PROJECT MANAGER, DAN SPENDS HIS TIME ORGANIZING AND KEEPING COMMUNICATION FLOWING BETWEEN PROJECT OWNERS AND SUPERVISORS IN THE FIELD.

DAN IS A METHODICAL PERSON AND A LINEAR THINKER WHO IS VERY DETAIL-ORIENTED. HE COMMANDS CONSIDERABLE RESPECT IN THE INDUSTRY DUE TO HIS EFFECTIVE COMMUNICATION SKILLS AND IMPRESSIVE EXPERIENCE.

HE IS A STATE OF FLORIDA CERTIFIED GENERAL CONTRACTOR

HE CURRENTLY HOLDS A BACHELOR'S DEGREE IN CONSTRUCTION MANAGEMENT FROM FLORIDA INTERNATIONAL UNIVERSITY AND A MASTER'S DEGREE IN BUILDING CONSTRUCTION FROM THE UNIVERSITY OF FLORIDA.

HE HAS OVER 15 YEARS OF EXPERIENCE IN THE MANAGEMENT OF COMMERCIAL AND INDUSTRIAL PROJECTS, AND HAS COMPLETED MULTIPLE RETAIL, OFFICE, DISTRIBUTION AND EDUCATIONAL FACILITIES FOR A NUMBER OF NATIONAL CLIENTS AND DEVELOPERS.

HIS EXPERIENCE ENCOMPASSES A WIDE VARIETY OF TYPES OF BUILDING CONSTRUCTION, AND HE HAS BEEN RESPONSIBLE FOR AS MUCH AS \$25 MILLION OF MULTIPLE, ON-GOING PROJECTS IN VARIOUS STAGES OF COMPLETION.

HE JOINED J. RAYMOND IN 2003 AS A PROJECT MANAGER.

DAN IS A TEAM PLAYER AND IS VERY HIGHLY REGARDED BY HIS CLIENTS, SUBCONTRACTORS AND SUPPORT STAFF ALIKE. HE HAS AN INNATE UNDERSTANDING OF THE IMPORTANCE OF STRONG INTERNAL SYSTEMS AND COMMUNICATION, WHICH ENABLES HIM TO RUN PROJECTS SMOOTHLY AND EFFICIENTLY.

## **SCOTT R. MELLEN, SENIOR PROJECT MANAGER / SAFETY OFFICER / PARTNER**



SCOTT JOINED THE J. RAYMOND TEAM IN MAY 2013 AS A SENIOR PROJECT MANAGER. HIS RESPONSIBILITIES INCLUDE ASSISTING PROJECT MANAGERS, REVIEWING PROJECTS FOR BUYOUT, QUALITY ASSURANCE, MANAGING SCHEDULES AND MANPOWER, AND OVERSEEING COST CONTROL.

HE GRADUATED WITH A BACHELOR'S OF SCIENCE DEGREE IN BUILDING CONSTRUCTION FROM THE RINKER SCHOOL OF BUILDING CONSTRUCTION, UNIVERSITY OF FLORIDA IN 1991.

HE HAS OVER 20 YEARS OF EXPERIENCE IN COMMERCIAL BUILDING CONSTRUCTION AND SITE DEVELOPMENT.

HE HAS WORKED ON VARIOUS RETAIL DEVELOPMENTS INCLUDING GROCERY STORE ANCHORED SHOPPING CENTERS, FREE STANDING MULTI-STORY BUILDINGS, DEPARTMENT STORES, AND REMODELS AND EXPANSIONS OF EXISTING STRUCTURES.

SOME OF HIS NOTABLE PROJECTS INCLUDE

- PUBLIX WAREHOUSE LAKELAND FOR PUBLIX SUPERMARKETS – 600,000 SQ. FT. / \$20M
- PUBLIX ON BAY – MIAMI BEACH FOR PUBLIX SUPERMARKETS – 141,000 SQ. FT. / \$14M
- LORD & TAYLOR – TAMPA INTERNATIONAL FOR MAY COMPANY – 141,000 SQ. FT. / \$11.5M
- PUBLIX AT LAS OLAS FOR PUBLIX SUPERMARKETS – 135,000 SQ. FT. / 14M
- THE RESERVE FOR SUTTON MANAGEMENT – 130,00 SQ. FT. / 13M
- BISCAYNE COMMONS FOR TAUBCO – 110,000 SQ. FT. / \$15 M
- SHOPPES AT NORTHCAPPE FOR HALVERSON DEVELOPMENT – 65,000 SQ. FT. / \$11M
- LONDON SQUARE FOR WOOLBRIGHT DEVELOPMENT – 220,000 SQ. FT. / \$25M
- DELRAY MARKETPLACE FOR KITE REALTY GROUP – 160,000 SQ. FT. / \$30M

HE HAS COMPLETED OVER 3.5 MILLION SQUARE FEET OF CONSTRUCTION, A TOTAL VALUE OF MORE THAN \$300 MILLION.

HE IS A LEED ACCREDITED PROFESSIONAL.

## **THOMAS BORGIA, CHIEF FINANCIAL OFFICER / PARTNER**



AS OUR CHIEF FINANCIAL OFFICER, TOM IS RESPONSIBLE FOR MANAGING ALL FINANCIAL OPERATIONS, INCLUDING REPORTING AND PLANNING FOR OUR COMPANY. HE ALSO LEADS THE INVESTMENT, BANKING AND ACCOUNTING ACTIVITIES ALONG WITH FORECASTING AND BUDGETING RESPONSIBILITY.

IN ADDITION TO HIS FINANCIAL RESPONSIBILITIES, TOM MANAGES OUR PROPERTY AND CASUALTY INSURANCE PROGRAMS AND IS INVOLVED WITH HUMAN RESOURCES AND THE FIDUCIARY RESPONSIBILITIES OF THE 401K/PROFIT SHARING PLANS.

WITH OVER 15 YEARS EXPERIENCE, HE PROVIDES GUIDANCE AND LEADERSHIP FOR THE ACCOUNTING AND OPERATIONS STAFF, WHILE FOCUSING ON RISK MANAGEMENT INITIATIVES AND SEEKING OUT THE MOST EFFECTIVE WAYS TO SERVE OUR CLIENTS.

HE HOLDS A BACHELOR'S OF SCIENCE DEGREE IN BUSINESS FROM JOHNSON AND WALES UNIVERSITY.

HE IS CURRENTLY AN ACTIVE MEMBER OF THE CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION (CFMA), AND SERVES ON THE NATIONAL EDUCATION AND INVESTMENT COMMITTEE FOR THE ORGANIZATION. IN ADDITION HE IS A MEMBER OF FINANCIAL EXECUTIVES INTERNATIONAL (FEI).

TOM PROVIDES SOUND GUIDANCE IN MANY AREAS OF HIS LIFE. HE HAS THE CONTINUING RESPECT OF HIS FAMILY, CO-WORKERS, COMMUNITY AND PEERS.

## **THOMAS LAIL, SENIOR PROJECT MANAGER**

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AS A SENIOR PROJECT MANAGER, TOM IS EXTREMELY ORGANIZED, & BRINGS A VAST AMOUNT OF EXPERIENCE AND INDUSTRY KNOWLEDGE TO EVERY PROJECT HE LEADS.

WITH OVER 31 YEARS IN THE CONSTRUCTION INDUSTRY, TOM HAS PROVEN THAT HE CAN HANDLE THE MULTITUDE OF DETAILS INVOLVED IN EACH & EVERY PROJECT. HE IS EXTREMELY EFFECTIVE AT COORDINATING EMPLOYEES, SUBCONTRACTORS & CLIENTS TO CREATE A SUCCESSFUL RESULT.

HE GRADUATED FROM CLEMSON UNIVERSITY WITH A BACHELOR'S OF SCIENCE DEGREE FROM THE COLLEGE OF ARCHITECTURE, DEPARTMENT OF CONSTRUCTION AND SCIENCE MANAGEMENT AND AN ASSOCIATE OF SCIENCE DEGREE FROM BREVARD COLLEGE IN 1978.

HE IS EXPERIENCED IN THE FIELDS OF PRE-CONSTRUCTION, ESTIMATING, PURCHASING, SCHEDULING, AND FIELD OPERATIONS. HE HAS LEAD NUMEROUS, LARGE-SCALE PROJECTS IN A VARIETY OF COMMERCIAL MARKETS, INCLUDING THE LEE MOFFITT CANCER CENTER AND RESEARCH FACILITY IN TAMPA, FL – AN \$85 MILLION PROJECT.

HE HAS LEAD 2 LEED CERTIFIED PROJECTS AT THE UNIVERSITY OF FLORIDA. HE IS A FLORIDA CERTIFIED GENERAL CONTRACTOR.

TOM IS A RECIPIENT OF THE FOLLOWING AWARDS;

- ABC AWARD OF EXCELLENCE, SCOTT PARTNERSHIP OFFICE BUILDING, ORLANDO, FL
- COAA PUBLIC PROJECT OF THE YEAR, UF ORTHOPEDIC AND SPORTS MEDICINE INSTITUTE, GAINESVILLE, FL
- AGC HORIZON AWARD, H. LEE MOFFITT CANCER RESEARCH CENTER, TAMPA, FL
- ABC EXCELLENCE IN CONSTRUCTION AWARD, CLEARWATER LIBRARY, CLEARWATER FL

TOM'S ORGANIZATIONAL AND LEADERSHIP SKILLS PUT HIM AT THE PINNACLE OF HIS PROFESSION, AND HIS CONSIDERATION AND COURTESY FOR THOSE HE WORKS WITH MAKE THE BUILDING PROCESS AN EASILY MANAGED AND ENJOYABLE ONE FOR ALL INVOLVED.

## **JEREMY THOMPSON, SENIOR PROJECT MANAGER**

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AS A SENIOR PROJECT MANAGER, JEREMY WILL MONITOR AND SUPPORT FIELD ACTIVITIES, REPORTING TO CORPORATE OFFICE MANAGEMENT AS WELL AS ORGANIZING AND KEEP COMMUNICATION FLOWING BETWEEN PROJECT OWNERS AND SUPERVISORS IN THE FIELD.

HE HOLDS A BACHELOR'S DEGREE IN CIVIL ENGINEERING FROM CLEMSON UNIVERSITY.

JEREMY HAS OVER 12 YEARS OF COMMERCIAL CONSTRUCTION EXPERIENCE. HE HAS WORKED ON OFFICE, HOTELS, CLUB HOUSES, INTERIOR BUILDOUTS AND DATA CENTERS. HE IS FDEP AND WALMART SWPPP CERTIFIED INSPECTOR AND OSHA 30-HR CERTIFIED.

SOME OF JEREMY'S NOTABLE PROJECTS INCLUDE 200 MILTON PARK, SYNOVUS DATA CENTER, ONE GREENVILLE, PROJECT ONE, CERTUSBANK, MARIETTA COUNTRY CLUB AND MARCUS HILLEL CENTER.

## **KARL SMITH, PROJECT MANAGER**

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AS A PROJECT MANAGER, KARL SPENDS HIS TIME KEEPING PROJECTS ON TRACK.

HE HOLDS A BACHELOR'S DEGREE IN CONSTRUCTION MANAGEMENT AND A MASTER'S DEGREE IN BUSINESS ADMINISTRATION FROM THE UNIVERSITY OF FLORIDA.

KARL HAS OVER 24 YEARS OF CONSTRUCTION EXPERIENCE WITH ALMOST 20 OF THOSE IN RETAIL AND GROCERY PROJECTS. HE HAS ALSO WORKED ON HEALTHCARE, OFFICE AND HIGH-RISE PROJECTS. HE IS A FLORIDA CERTIFIED GENERAL CONTRACTOR, FDEP AND WALMART SWPPP CERTIFIED INSPECTOR, WALMART REMODEL CERTIFIED AND OSHA 30-HR CERTIFIED.

SOME OF KARL'S NOTABLE PROJECTS INCLUDE THE PUBLIX SUPERMARKET AT THE VILLAGES, FL; WALMART SUPERCENTER AT BEVERLY HILLS, FL; UNION BANK IN SAN DIEGO, CA AND GIANT DIPPER ROLLER COASTER RESTORATION AT MISSION BEACH, CA.

## ADAM SPIEWAK, PROJECT MANAGER

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AS A PROJECT MANAGER, ADAM SPENDS HIS TIME KEEPING PROJECTS ON TRACK.

HE HAS OVER 10 YEARS OF CONSTRUCTION EXPERIENCE WITH 10 YEARS IN RETAIL AND 7 YEARS IN GROCERY CONSTRUCTION. HE ALSO HAS EXPERIENCE WITH CIVIL CONSTRUCTION.

ADAM IS A FDEP AND WALMART SWPPP INSPECTOR AND IS ALSO AN OSHA 10-HR CERTIFIED.

SOME OF ADAM'S NOTABLE PROJECTS INCLUDE PUBLIX SUPERMARKET IN WEST MIAMI, FL, CRAYOLA EXPERIENCE IN ORLANDO, FL, PUBLIX CORNERSTONE IN STUART, FL AND PEMBROKE LAKES SQUARE IN PEMBROKE PINES, FL AND NUMEROUS FRESH MARKET STORES.

## PAUL GRAHAM, BUSINESS DEVELOPMENT MANAGER

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PAUL IS OUR SALES GUY, BUT HE DOESN'T FIT THE USUAL SALESPERSON STEREOTYPES. THERE'S NOTHING PUSHY OR "CHEESY" ABOUT HIM. HE HAS A PERFECT MIX OF PROFESSIONALISM AND FRIENDLINESS THAT COMES NATURALLY TO HIM AND PUTS EVERYONE AT EASE. HE'S MORE OF AN AVERAGE JOE WHO IS ALSO EXTREMELY KNOWLEDGEABLE ABOUT THE CONSTRUCTION INDUSTRY AND THE PEOPLE IN IT.

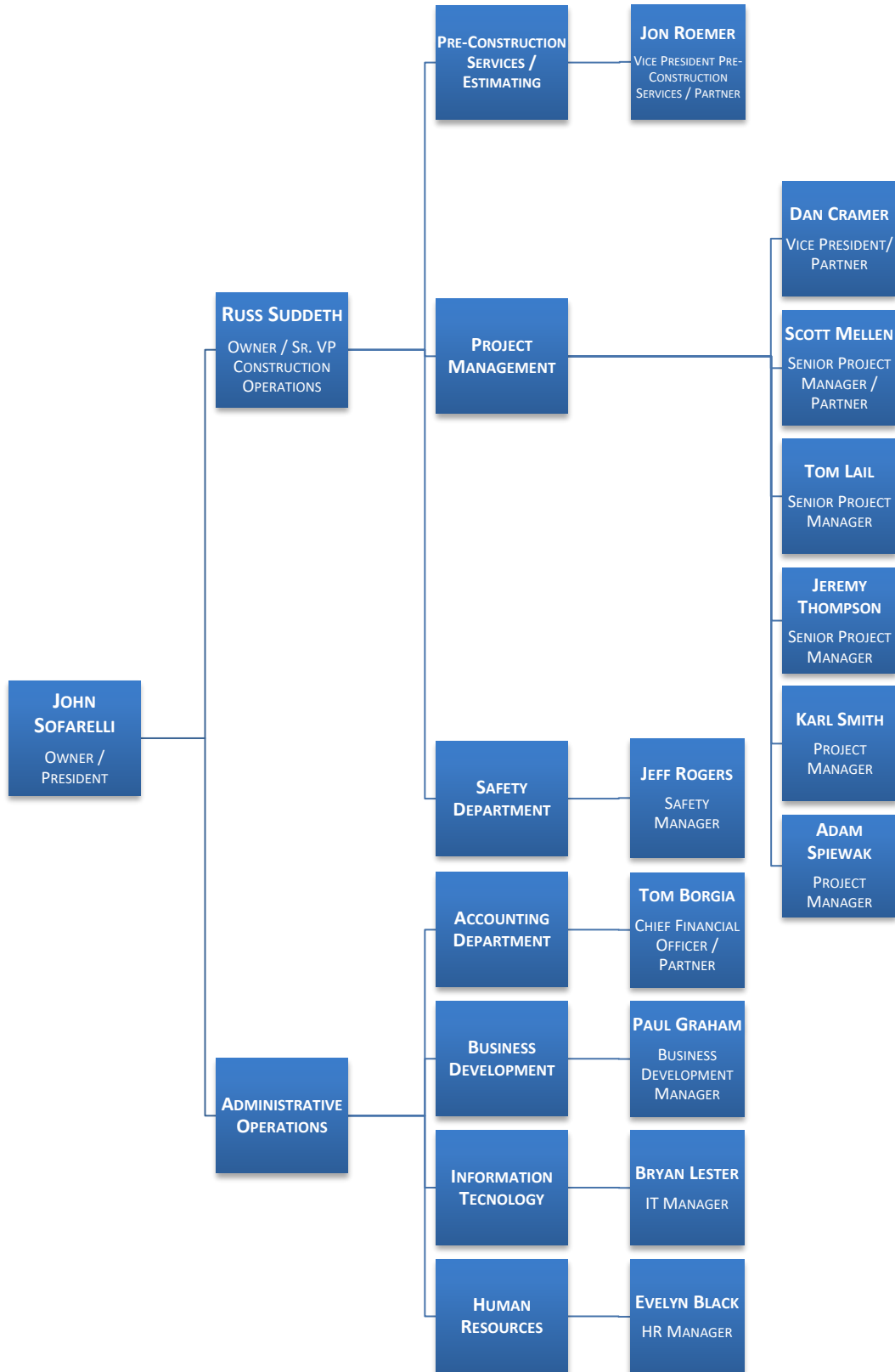
HE HOLDS A DEGREE IN BUSINESS FROM DUQUESNE UNIVERSITY AND A DEGREE IN BUILDING CONSTRUCTION FROM GEORGIA TECH IN 1976. HE SERVED A TERM IN THE UNITED STATES NAVY

WITH OVER 35 YEARS OF EXPERIENCE IN THE INDUSTRY, PAUL HAS DEVELOPED MANY LONG-TERM RELATIONSHIPS WITH DEVELOPERS, SUBCONTRACTORS, AND OTHER CONTRACTORS WHO ALL CONSIDER HIM TO BE A REAL PRO. HE HAS AN INNATE TALENT FOR KEEPING HIS FINGER ON THE PULSE OF WHAT'S HAPPENING AND DOES A GREAT JOB

OF PAIRING US UP WITH FIRST-CLASS COMPANIES THAT ARE A PERFECT FIT FOR OUR BUSINESS.

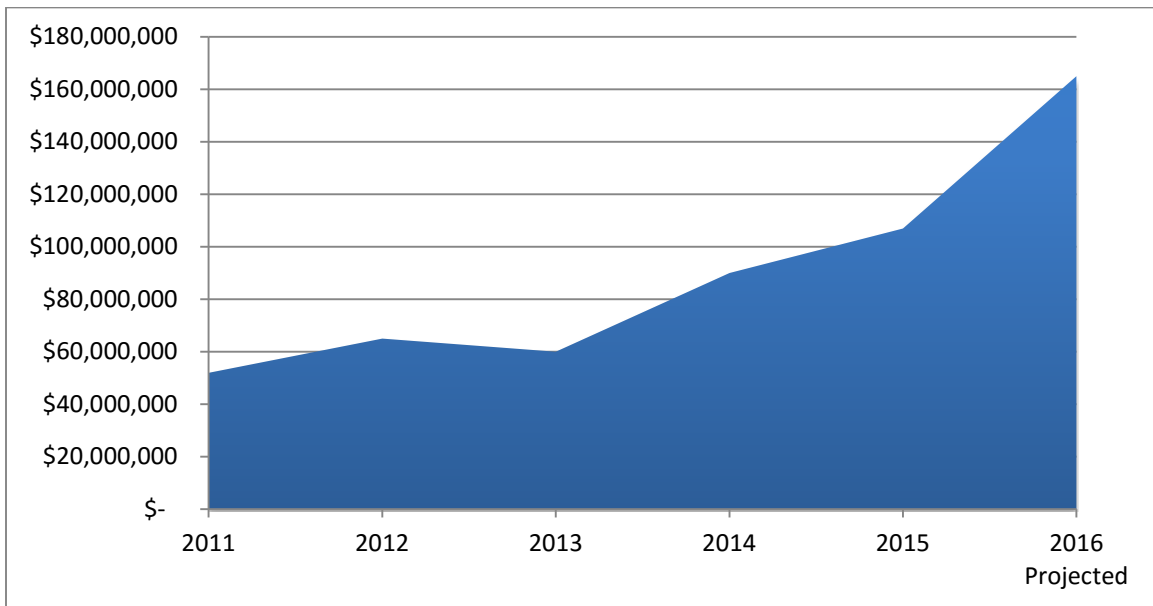


# SENIOR MANAGEMENT ORGANIZATIONAL CHART

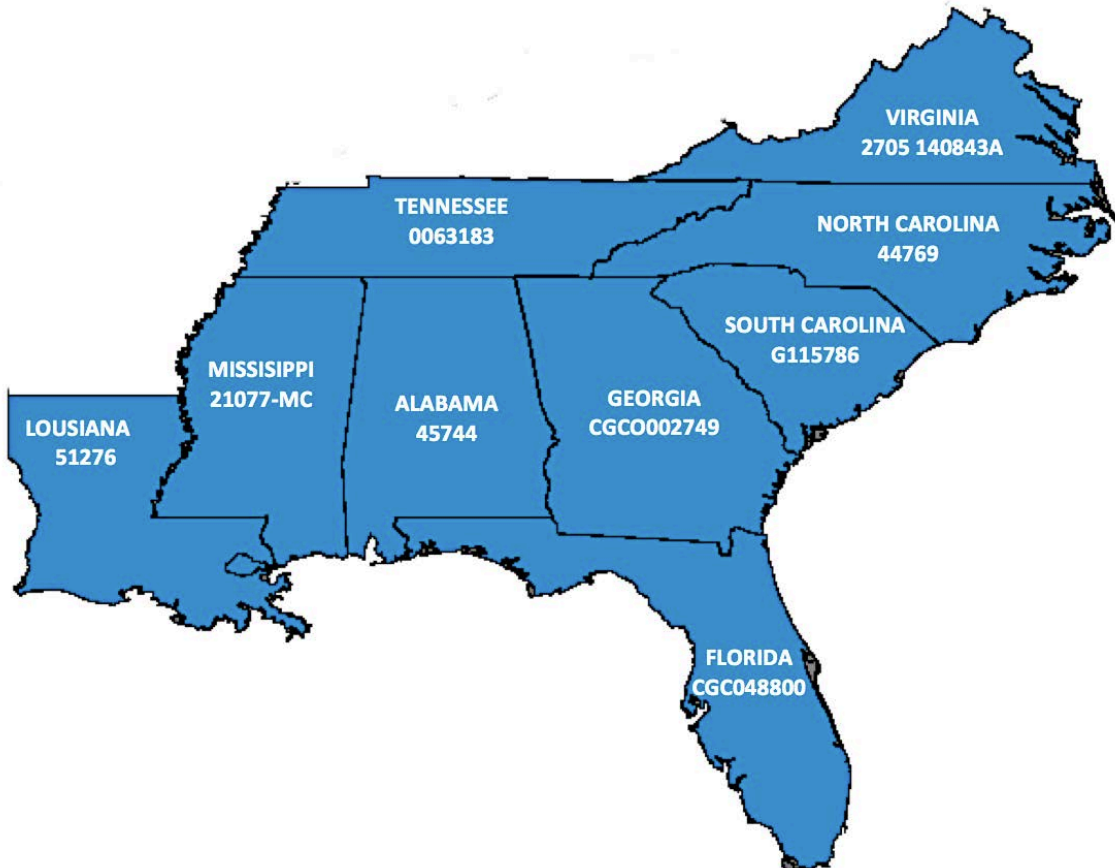


## COMPANY INFORMATION

### ANNUAL REVENUE



### J. RAYMOND CONSTRUCTION STATE LICENSING





# J. RAYMOND CONSTRUCTION CORP. SAFETY POLICY

OUR SAFETY PROGRAM IS DESIGNED TO PROVIDE SUPPORT, EDUCATION, ENFORCEMENT & SOLUTIONS FOR OUR CONSTRUCTION SITES.

## TRAINING/EDUCATION

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### **NEW EMPLOYEE TRAINING**

JRCC STANDARDS, 10 HOUR OSHA CLASSES, JOBSITE SPECIFIC TRAINING

### **QUARTERLY TRAINING**

ALL EMPLOYEES: OSHA REQUIRED & "HOT" TOPICS, GENERAL LIABILITY ISSUES

### **SUPPLEMENTAL TRAINING**

MANAGEMENT TOPICS, TEAM BUILDING, LEADERSHIP TOPICS

## OPERATIONS & PROCEDURES

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### **WRITTEN PROGRAMS:**

**JRCC SAFETY HANDBOOK:** MANUAL OF COMPANY SAFETY PROCEDURES.

**SUPERINTENDENT START-UP PACKAGE:** ALL DOCUMENTATION, REQUIRED POSTINGS & SAFETY SCHEDULES FOR EACH PROJECT.

**TOOLBOX TALKS TOPICS:** FOR USE AT WEEKLY SUBCONTRACTOR MEETINGS.

**HAZARD COMMUNICATION:** TOOL FOR IDENTIFYING DANGEROUS CHEMICALS ON THE JOBSITE & ASSISTANCE IN THE EVENT OF EXPOSURE.

**OSHA COMPETENT PERSON PROGRAM:** INDIVIDUAL PROGRAMS FOR EACH FEDERAL REGULATION REQUIRING COMPETENT PERSONS; I.E. TRENCHING, FALL PROTECTION, ELECTRICAL, SCAFFOLDING, STEEL ERECTION, CRANE SAFETY, ETC..., TO NAME A FEW.

**SUBCONTRACT AGREEMENTS:** SPECIFIC, BINDING LANGUAGE IN OUR SUBCONTRACTS TO ENFORCE JRCC SAFETY REQUIREMENTS.

### **PROJECT PROCEDURES:**

**PRE-CONSTRUCTION HAZARD ANALYSIS:** PROJECT SUPER, P.M. & SAFETY DIRECTOR DISCUSS POTENTIAL ISSUES ON NEW PROJECTS.

**PRE-CONSTRUCTION SUBCONTRACTOR MEETING(S):** P.M., SUPER AND SAFETY DIRECTOR ADDRESS ALL SUBCONTRACTORS REGARDING HAZARDS, REQUIREMENTS & EXPECTATIONS.

**PRE-EXCAVATION MEETING/DAILY TRENCH LOGS:** MANDATORY ON ALL EXCAVATIONS DEEPER THAN 4'-0".

**PRE-STEEL ERECTION MEETING:** MANDATORY ON ALL PROJECTS.

**DAILY JOBSITE INSPECTIONS:** REQUIRED FROM EVERY SUPER.

**DAILY SCAFFOLDING INSPECTIONS:** REQUIRED FROM SUBCONTRACTOR.

### **REPORTING:**

**INSPECTIONS:** OUR STANDARD IS FOR EVERY PROJECT TO BE INSPECTED AT A MINIMUM OF ONCE PER MONTH BY THE JRCC SAFETY DIRECTOR.

**LIABILITY & WORKER'S COMP CARRIERS:** EACH INSURANCE CARRIER IS NOTIFIED & GIVEN THE PROJECT INFORMATION.

**SUBCONTRACTORS:** SAFETY PROGRAMS MUST BE PROVIDED BY EACH SUBCONTRACTOR, AND MOST HAVE THEIR OWN SAFETY PERSONNEL.

**SUPERINTENDENT DOCUMENTATION:** WE HAVE A REPORTING SYSTEM TO TRACK ALL DOCUMENTATION REQUIRED.

**ACCIDENT/INCIDENT REPORTS:** A LEARNING TOOL FOR PREVENTION OF FUTURE ACCIDENTS.

**SAFETY VIOLATIONS:** A NOTICE OF NON-COMPLIANCE TO THE SUBCONTRACT AGREEMENT ISSUED TO VIOLATING SUBCONTRACTORS.

## MANAGEMENT & DIRECTION

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**SCOTT MELLEN - SAFETY OFFICER:** RESPONSIBLE FOR THE RESULTS OF THE SAFETY PROGRAM, POLICY & EXPENDITURES, HOLDS ALL WORKERS ACCOUNTABLE FOR A HIGH LEVEL OF PERFORMANCE.

**JEFF ROGERS - SAFETY DIRECTOR:** DEVELOPS, IMPLEMENTS & MANAGES ALL COMPONENTS & PROCESSES, OVERSEES THE SAFETY COMMITTEE.

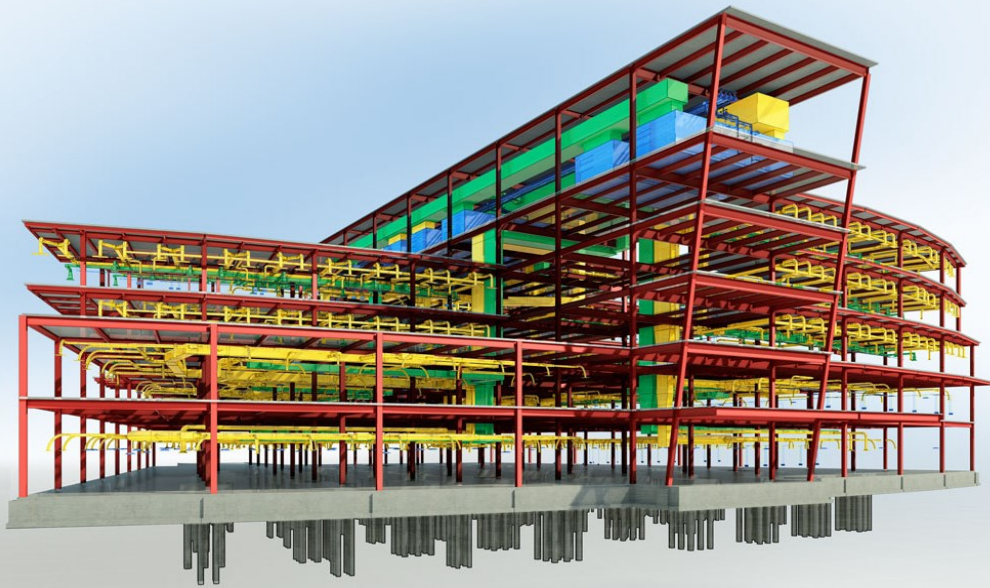
**SAFETY ADMINISTRATOR:** MAINTAINS ALL RECORDS, REPORTS & DOCUMENTATION.

**SAFETY COMMITTEE:** A VOLUNTARY COMMITTEE OF SUPERINTENDENTS & PROJECT MANAGERS RESPONSIBLE FOR ESTABLISHING COMPANY SAFETY GOALS & GUIDELINES, REVIEWING ACCIDENTS/INCIDENTS, PROVIDING FEEDBACK ON CURRENT POLICY & PROCEDURE. EACH MEMBER VOLUNTEERS FOR A PERIOD OF 1 YEAR.



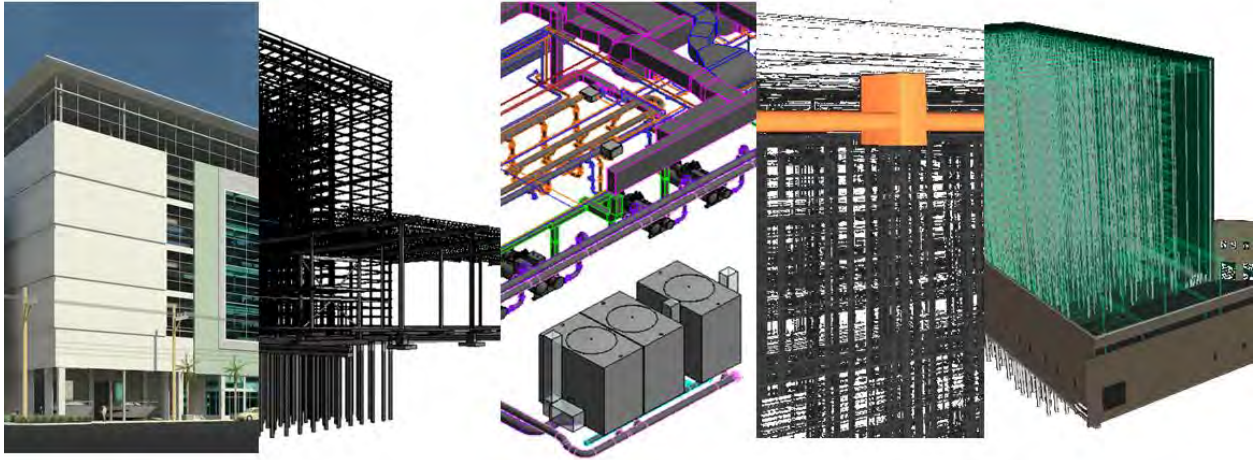
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## BUILDING INFORMATION MODELING



### A. OVERVIEW & PROJECT PROFILES

## BUILDING INFORMATION MODELING (BIM)

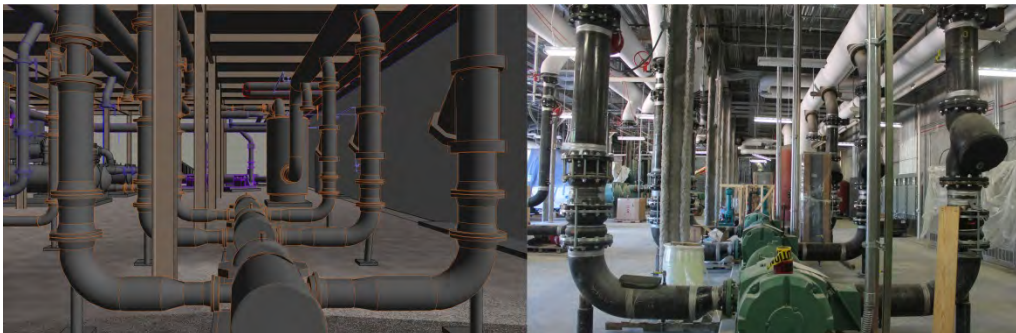


BUILDING INFORMATION MODELING OR BIM IS THE PROCESS OF DEVELOPING A VIRTUAL BUILDING MODEL THAT ALLOWS THE PROJECT TEAM TO SEE, INTERACT, ANALYZE AND COLLABORATE IN AN INTELLIGENT 3-DIMENSIONAL ENVIRONMENT. J. RAYMOND CONSTRUCTION ADOPTED THE USE OF BIM IN 2011. BENEFITS FROM BIM IMPLEMENTATION WERE IMMEDIATELY RECOGNIZED WITH A REDUCTION IN THE NUMBER OF RFIS, COSTS AND TIME DELAYS.

### BIM AT J. RAYMOND CONSTRUCTION

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A BIM KICKOFF MEETING IS HELD AT THE START OF EVERY PROJECT WHICH REQUIRES THE ENTIRE PROJECT TEAM TO ATTEND. A BIM EXECUTION PLAN FOR THE PROJECT IS DEVELOPED WITH INPUT FROM THE ENTIRE TEAM THAT WILL DEFINE THE SCOPE OF BIM IMPLEMENTATION ON THE PROJECT, IDENTIFY THE PROCESS FLOW FOR BIM TASKS, DEFINE INFORMATION EXCHANGES BETWEEN PARTIES AND DESCRIBE THE REQUIRED PROJECT AND COMPANY INFRASTRUCTURE NEEDED TO SUPPORT THE IMPLEMENTATION. 'INTELLIGENT' 3-DIMENSIONAL MODELS, THAT NOT ONLY INCLUDE THE PHYSICAL PROPERTIES OF THE PROJECT BUT ALSO ITS FUNCTIONAL PROPERTIES, ARE DEVELOPED. BIM COORDINATION MEETINGS ARE HELD THROUGHOUT THE PRE-CONSTRUCTION AND CONSTRUCTION PHASES TO RESOLVE CLASHES AND CONSTRUCTABILITY ISSUES. 4-DIMENSIONAL MODELS ARE DEVELOPED TO AID IN CONSTRUCTION SEQUENCING, PHASING AND SCHEDULING SIMULATIONS. FIELD STAFF HAS EASY ACCESS TO CUSTOM ELECTRONIC LAYOUTS OF ANY AREA THEY REQUIRE AT ANY GIVEN TIME. BIM MODELS MAYBE USED IN FUTURE FOR OPERATIONS AND MAINTENANCE PURPOSES.



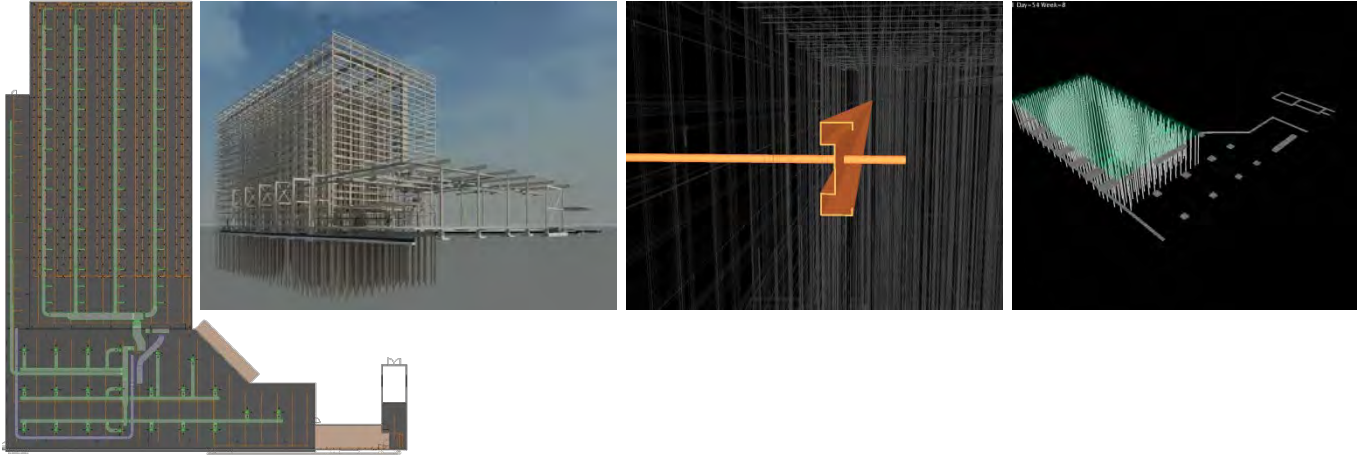


## BIM PROJECT PROFILES

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### **NEPHRON WAREHOUSE, ORLANDO, FL**

- DEVELOPED 3D ARCHITECTURAL, STRUCTURAL, MECHANICAL AND FIRE PROTECTION MODELS
- USED CLASH DETECTION AND RESOLVED CLASHES BEFORE THE START OF CONSTRUCTION
- USED 3D MODELS ON FIELD FOR VISUALIZATION AND COORDINATION OF ALL TRADES.



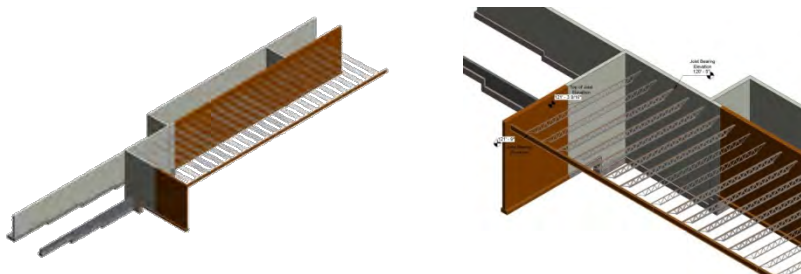
### **PROPOSED HARBORAGE BOAT CLUB, FT. LAUDERDALE, FL**

- DEVELOPED 3D ARCHITECTURAL AND STRUCTURAL MODELS
- GENERATED ANIMATIONS, RENDERINGS AND WALKTHROUGH FOR MARKETING PRESENTATIONS.



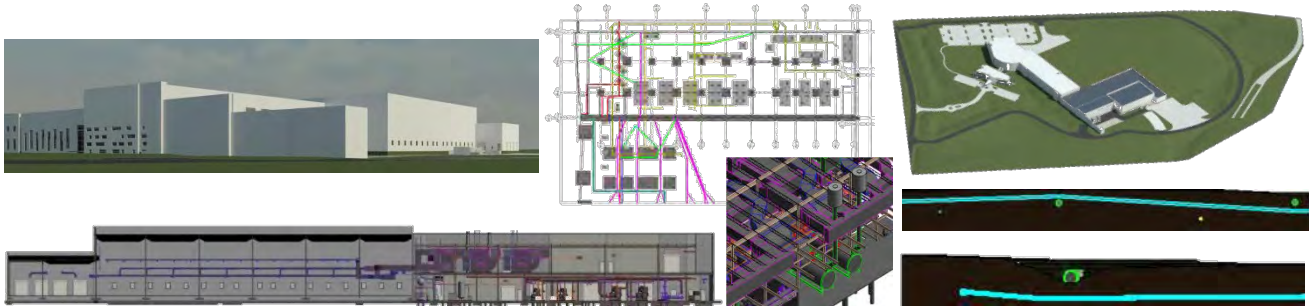
### **WALMART, BOYNTON BEACH, FL**

- DEVELOPED 3D ARCHITECTURAL AND STRUCTURAL MODELS IN PHASES FOR FIELD COORDINATION.



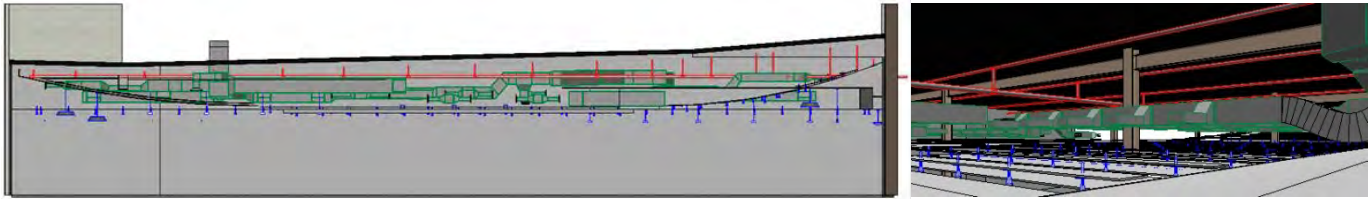
## NEPHRON CAMPUS, WEST COLUMBIA, SC

- DEVELOPED 3-D SITE, ARCHITECTURAL AND STRUCTURAL MODELS.
- RESOLVED CLASHES BETWEEN SITE UTILITIES.
- CONDUCTED COORDINATION AND CONSTRUCTABILITY REVIEWS WITH MECHANICAL, ELECTRICAL AND FIRE PROTECTION SUBCONTRACTORS WITH THEIR RESPECTIVE BUILDING INFORMATION MODELS.
- USED 3D MODELS ON FIELD FOR VISUALIZATION AND COORDINATION OF ALL TRADES



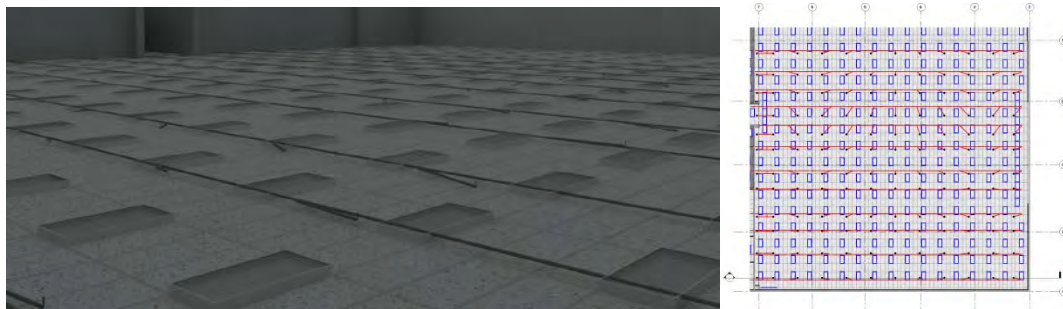
## THE CONTAINER STORE, BOCA RATON, FL

- DEVELOPED 3-D ARCHITECTURAL, STRUCTURAL, MECHANICAL AND FIRE PROTECTION MODELS WITH EXISTING AND NEW UTILITIES.
- USED CLASH DETECTION AND RESOLVED CLASHES BEFORE THE START OF CONSTRUCTION.
- GENERATED FIELD COORDINATION DRAWINGS.



## ROSS, VALRICO, FL

- DEVELOPED 3-D ARCHITECTURAL AND EXISTING UTILITIES (FIRE SPRINKLERS).
- USED CLASH DETECTION TO RESOLVED CLASHES BEFORE THE START OF CONSTRUCTION.
- GENERATED FIELD COORDINATION DRAWINGS.





# 5

## REFERENCES



**A. PROFESSIONAL REFERENCES**

**B. LETTERS OF RECOMMENDATION**

## PROFESSIONAL REFERENCES

### ARCHITECT/ENGINEER

---

JUAN ROMERO, PRESIDENT, ARCHITECTURE PLUS INTERNATIONAL	(813) 281-9299
STEVE STUEBS, PRESIDENT, AVID ENGINEERING	(727) 789-9500
WILL BRASWELL, SENIOR V. P., BURTON, BRASWELL, MIDDLEBROOKS & ASSO.	(813) 873-2627
GARY BURTON, PRINCIPAL, BURTON, BRASWELL, MIDDLEBROOKS & ASSO.	(407) 425-6247
JOHN CUNNINGHAM, PRINCIPAL, ACi, INC.	(407)740-8405
LONNIE PETERSON, CHAIRMAN, CUHACI & PETERSON	(407) 228-4220
JED DOWNS, PRESIDENT, CUHACI & PETERSON	(786) 235-9097
CARLOS PIZARRO, PRESIDENT, DESIGN TECH INTERNATIONAL (DTI)	(216) 755-6548
MIKE CRISLIP, PRESIDENT, G. HERSCHMAN ARCHITECTS	(216) 464-4414
PETER HISCUTT, PRINCIPAL, HISCUTT & BELL	(770) 753-8787
CHUCK COLE, PRINCIPAL, HUNTON BRADY ARCHITECTS	(407) 839-0886
ROCKY BIBY, PRINCIPAL, KIMLEY HORN	(772) 562-7881
LAWRENCE LEVINSON, PRINCIPAL, LEVINSON ASSOCIATES, LP	(713) 787-0000
BOB LOCHRANE, EXECUTIVE VICE PRESIDENT, LOCHRANE ENGINEERING	(407) 896-3317
STEVE LYMAN, PRINCIPAL, LYMAN, DAVIDSON, DOOLEY	(770) 850-8494
ROWLAND DAVIDSON, PRINCIPAL, LYMAN, DAVIDSON, DOOLEY	(770) 850-8494
HOWARD NUDELL, PRESIDENT, NUDELL ARCHITECTURE	(248) 324-8800
MARK SALTZ, PRINCIPAL, SALTZ MICHELSON	(561) 689-1870
TONI FARBER, DIRECTOR OF BUSINESS DEVELOPMENT, SALTZ MICHELSON	(561) 689-1870
RAY SCOTT, PARTNER, THE SCOTT PARTNERSHIP	(407) 660-2766
DEREK VAN DER PLOEG, PRINCIPAL, VAN DER PLOEG & ASSOCIATES	(561) 368-1403
MIKE LENTZ, DIRECTOR OF RETAIL, WAKEFIELD BEASLEY	(770) 209-9393

### OWNER/DEVELOPER

---

JASON POVLUCK, DIRECTOR OF REAL ESTATE, ALDI FOOD STORES	(863) 353-4919
CHARLES LADD, PRESIDENT, BARRON COMMERCIAL DEVELOPMENT	(954) 344-7600
ROBERT SCHMIDT, DEVELOPMENT COORDINATOR, BOULDER VENTURE, INC.	(954) 344-7600
SCOTT CROSSMAN, CEO, CROSSMAN & CO.	(407) 423-5400
MIKE HARWOOD, DIRECTOR OF CONSTRUCTION, DEVELOPERS DIVERSIFIED REALTY (DDR)	(954) 524-8686
KEN CHOQUETTE, VICE PRESIDENT OF CONSTRUCTION, EQUITY ONE, INC.	(305) 947-1664
JODY BARRY, ADMINISTRATIVE DIRECTOR, FLORIDA HOSPITAL	(407) 303-1125
DAVE PATCHIN, ADMINISTRATIVE DIRECTOR, FLORIDA HOSPITAL	(407) 303-1140
BLANE STENDEL, FACILITIES PROJECT MANAGER, GOLFSMITH INTERNATIONAL	(512) 821-4821
ANDRE SMOLINSKY, COO, HARVEST TIME MEDICAL SERVICES	(407) 328-9900
PASTOR JOHN MURPHY, PRESIDENT & FOUNDER, HARVEST TIME MEDICAL SERVICES	(407) 328-9900
CHARLES MAY, CEO, JEWETT ORTHOPAEDIC	(407) 643-1203
MARK TROMMSDORF, DIRECTOR OF CONSTRUCTION, KIMCO REALTY	(407) 302-6505
STEVE OWEN, VICE PRESIDENT, LILLIBRIDGE HEALTH SERVICES, INC.	(972) 381-4349
CHRIS KEMLER, PRECONSTRUCTION MANAGER, LILLIBRIDGE HEALTH SERVICES, INC.	(972) 381-4349
DARYL CARTER, PRESIDENT, MAURY L. CARTER & ASSOCIATES	(407) 422-3144
ROBERT SHAPIRO, PRESIDENT, MASTER DEVELOPMENT, INC.	(305) 936-8380
LOU KENNEDY, CEO, NEPHRON PHARMACEUTICALS	(407) 999-2225
BILL BOUWMAN, DIRECTOR OF CONSTRUCTION, NORTH AMERICAN DEVELOPMENT GROUP	(905) 477-9200
KEVIN JOYCE, EXECUTIVE DIRECTOR, ORLANDO ORTHOPAEDIC CENTER	(407) 254-2555
JARED & BRUCE WEINER, PRINCIPAL, PEBB ENTERPRISES	(954) 771-3305
RICHARD TRZCINSKI, PRESIDENT, PRIMERICA ONE	(813) 933-0629
TONY CHIZMAR, CONSTRUCTION MANAGER, PUBLIX	(863) 688-7407
BOB SKINNER, VICE PRESIDENT, RAM COMMERCIAL DEVELOPMENT	(561) 630-6110
JIM WILDER, SENIOR VICE PRESIDENT, REALTY CAPITAL	(407) 843-7070
JOE CAROSELLA, PRESIDENT, RETAIL PROPERTY GROUP	(561) 961-1736
LOUIS CAROSELLA, VICE PRESIDENT, RETAIL PROPERTY GROUP	(561) 961-1736
JANET STROUP, SCHOOL DIRECTOR, THE EPISCOPAL CHURCH OF THE RESURRECTION	(407) 781-3704
FATHER JOE SITTS, PASTOR, EPISCOPAL CHURCH OF THE RESURRECTION	(407) 781-3704
STEVE SHOWALTER, PROJECT MANAGER, THE FRESH MARKET	(336) 272-1338
BRAD GOEB, PROJECT DIRECTOR, THOMAS ENTERPRISES	(407) 226-8832
DARRELL BAKER, DIRECTOR OF RETAIL DEVELOPMENT, THOMAS ENTERPRISES	(407) 226-8832



**BARRON**  
**COMMERCIAL DEVELOPMENT, INC.**

Mr. John Sofarelli  
J. Raymond Construction Corp.  
465 W. Warren Ave  
Longwood, FL 32750

**RE: RIVERBEND BUILDING B**

Dear John:

It is with great appreciation that I provide this letter of reference for J. Raymond Construction Corp. I would like to thank you and your team for all of your hard work at Riverbend. Your team met and even exceeded all of our expectations. The entire J. Raymond team, led by Dan Cramer, with on-site supervision and leadership by Jimmy Kiffner, exhibited a high degree of professionalism and integrity throughout the completion of this project.

I have worked with J. Raymond Construction on numerous projects and have always found your work to be exemplary. I would, without hesitation, recommend you for future work.

I look forward to a continued long and mutually successful relationship with J. Raymond Construction.

Sincerely,  
BARRON COMMERCIAL DEVELOPMENT, INC.



Charlie Ladd  
President and Principal



*Starmar* Ranaldi

Planning and Architecture Inc.

Russell Suddeth

VP Director of Operations

J Raymond Construction Corp

465 West Warren Avenue

Longwood, Florida 32750

Re: West End Professional Office Center

Russ

Having recently had the opportunity to work with J Raymond on the above referenced three story office building we write this letter of recommendation with genuine enthusiasm.

As is the case in most working relationships the success of a project comes down to the quality of the people working together on the team, and our experience with you and your staff was an extremely pleasant one.

From the very start of this project you were committed to providing the owner with the highest quality product you could deliver within their budget and on time.

Feel free to use our name and this project as a reference tool because we would recommend you highly to anyone considering a construction project that would enjoy working with a company who listens, advises, cooperates, and performs on a very professional and personal manner.

Best of luck to you and let's do this again sometime.

Regards



Wm E Starmar AIA NCARB

President

820 W. BROADWAY ST.  
SUITE 3000  
OVIEDO, FL 32765  
(P) 407-977-1080  
(F) 407-977-1019  
AA0002984  
WWW.SRIARCH.COM







January 7, 2013

Simply put, J.Raymond Construction was instrumental in the successful completion of our Community Life Center. Without their guidance, I believe we would not have the 12,000 square foot building being used today. Our Design Build Team interviewed several local and national contractors and were unanimous in our decision to choose J. Raymond.

Every aspect of the design and build process went smoothly and they were right there with us – from assisting in choosing an architect, through the design phase, budgeting, pre-construction, ground breaking, construction and grand opening. During our construction update meetings, they were very informative and patient with any and all of my questions.

Their judgment was clear and very valuable. The construction was excellent, on time and under budget. J.Ray's subcontractors were all professional which was very important to us given construction was on an active, open campus of our Church.

They went "way beyond" expectations to make sure we were happy with every detail. Many thanks to John Sofarelli, Tom Lail, Brian Giddens and the whole J. Raymond staff.

We highly recommend J.Raymond Construction. Please call or email me with any questions you may have.

Regards,

A handwritten signature in black ink that reads "Becky Rotroff". The signature is stylized and fluid, with a large loop at the end.

Becky Rotroff  
Design Build Team Lead  
321.578.0078 c  
[brotroff@embarqmail.com](mailto:brotroff@embarqmail.com)

Reverend Nathan Swenson-Reinhold

*Designing your Life*



Mr. John Sofarelli  
J. Raymond Construction Corp.  
465 W. Warren Avenue  
Longwood, FL 32789

**RE: THE SCOTT PARTNERSHIP ARCHITECTURE OFFICE BUILDING**

Dear John:

Please let this letter serve as an appreciation of your work on the above-referenced project. This project entailed extremely difficult time constraints, all of which were met and even exceeded our expectations. The entire J. Raymond team, led by Tom Lail, with on-site supervision and leadership by Frank Pando, exhibited a high degree of professionalism and integrity throughout the execution of this project.

The Scott Partnership Architecture Office building was a difficult project in the sense that the project involved the construction of our company's new corporate headquarters, always a tough assignment.

We have done multiple projects with J. Raymond and in every case have found your work to be top-notch. We have absolutely no reservations in recommending you for future work.

We look forward to a continued long and successful relationship with J. Raymond Construction.

Sincerely,

**THE SCOTT PARTNERSHIP  
ARCHITECTURE, INCORPORATED**

Raymond L. Scott, AIA  
Sr. Partner



# SCB Building LLC

**Russ Suddeth  
J. Raymond Construction Corp  
465 W Warren Ave  
Longwood, FL 32750**

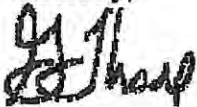
**Re: 250 N. Orange Ave., 16-story Renovation**

**I sincerely and enthusiastically compliment J. Raymond Construction Corp. for their excellent work and professionalism on this project. Throughout very hectic and challenging circumstances J. Raymond kept our best interests always in mind and made the construction portion nearly painless for me.**

**This project entailed tremendous amounts of preparation and coordination. On all but the bottom two floors, everything on every floor was demolished and replaced -- exterior glass, rest rooms, telephone and electrical rooms, every foot of copper wire, all air-conditioning handlers, ducts, and controls, and an entirely new additional 16-story fire stair. The performance and "can do" approach taken throughout each phase was exemplary, almost heroic. Your team is congratulated for their effort and for delivering what was promised.**

**I do not hesitate to refer your company to anyone desiring a reliable, highly ethical full-service contractor. I have enjoyed our relationship over the years and look forward to more projects with J. Raymond.**

Sincerely,



**Gary Tharp  
President  
GT Commercial, Inc.  
Managing Member**

**250 North Orange Avenue, Suite 1250, Orlando, FL 32801  
407/206-0060 Fax 407/206-0065**

# RETAIL PROPERTY GROUP, INC

Russ Suddeth  
Sr. Vice President  
J. Raymond Construction Corp.  
465 West Warren Ave  
Longwood, FL 32750

**RE: Letter of Recommendation – J. Raymond Construction Corp ("JRCC")**

Dear Russ:

I personally feel that this letter of recommendation is long over due. I have had the pleasure of working with you and your construction team the last nine years. The first construction project that your company built for Retail Property Group ("RPG") was the Oaks Square retail shopping center located in Gainesville, FL, consisting of approx 120,000 SF of national retail tenants. The project was completed December 1999, and, all of the tenants were able to open in accordance with their grand opening time line.

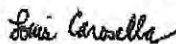
We have successfully worked together on various portions of three other RPG owned southeast FL shopping centers that total approx 600,000 SF. The end result for all these projects, were successfully completed renovations &/or new construction for our shopping centers.

This last project that we are currently in the process of closing out has been one of the most complex time consuming construction projects that I have had your company build for RPG to date. You and your construction team has successfully completed the thirty one acre off site work for a wetland mitigation restoration project, and the on site work for a twenty seven acre Home Depot shopping center, including building construction for 95,000 SF of retail and restaurant space.

I have enjoyed working with you and the JRCC construction team during the last nine years. JRCC has a great team approach which has allowed us to work thru various difficult site work and building construction situations. I have found every one that I have worked with at JRCC, starting with the preconstruction phase through issuance of certificate of completion, to be professional and knowledgeable within their field of work.

I look forward to working with you, and the JRCC construction team on our future projects. I personally want to let you know, there are very few construction companies that I would recommend to other developers. Please feel free to use me as a contact person on your reference list.

Sincerely,  
Retail Property Group, Inc.



Louis Carosella  
Vice President  
Development

cc: Joe Carosella, President  
John Ortega, CFO

S:\All\Retail Property Group\Letter of Recommendation\JRCC Recommendation Letter.doc

Royal Palm Place ♦ 101 Plaza Real South, Suite 200 ♦ Boca Raton, FL 33432 ♦ 561-961-1736 ♦ Fax: 561-961-1744  
[louis@rpg123.com](mailto:louis@rpg123.com) ♦ Commercial Retail Real Estate Developer ♦ Licensed Real Estate Broker





Corporate Services  
Investment Sales  
Land Sales  
Buyer/Tenant Representation  
Development Services  
Leasing & Management

Mr. John R. Sofarelli  
Chief Executive Officer  
J. Raymond Construction Corp.  
465 W. Warren Ave.  
Longwood, FL 32750

Dear John:

On behalf of Realty Capital and West Volusia Towne Centre, LLLP, I am pleased to write this letter of recommendation for the services of J. Raymond Construction Company for the construction of a 250,000sf Kohl's anchored shopping center in Orange City, Florida.

As a first time developer, we lacked the experience and framework to develop such a project. There was absolutely no certainty that the project would happen, and as a potential client to an established general contractor, we represented as much liability as we did opportunity.

You and your team embraced us and the opportunity. John, we are particularly grateful for the personal commitment that you and Scott Milke showed to us from start to finish in completing the construction on schedule, on budget and to a high level of quality. In addition, you were instrumental in helping through numerous pre-development issues that were key to securing approvals and making the numbers work.

Most importantly, you and JRCC operated to the highest standard of integrity throughout the project. You operated open-book and consistently did the right thing each step of the way.

For all these reasons, I would recommend J. Raymond Construction Corp. for any construction project, and we hope to be a long-standing repeat customer.

Sincerely,

REALTY CAPITAL

A handwritten signature in black ink, appearing to be "Jh" or similar initials.

M.W. Jeffrey Brock  
Chief Executive Officer

[www.realtycapitalfl.com](http://www.realtycapitalfl.com)

605 East Robinson Street Suite 500 Orlando, FL 32801  
Phone: 407.843.7070 Fax: 407.843.2070





Mr. Russ Suddeth  
J. Raymond Construction Corp.  
465 W. Warren Avenue  
Longwood, FL 32789

Re: Mainstreet at Midtown

Dear Russ:

Please let this letter serve as an appreciation of your work on the above-referenced project. This project entailed extremely difficult time constraints, all of which were met and even exceeded our expectations. The entire J. Raymond team, led by Jon Roemer, exhibited a high degree of professionalism and integrity throughout the execution of the project.

Mainstreet at Midtown was a difficult project in the sense that there were nine individual buildings, a 500 car parking structure and multiple coordination issues with our residential builder. Additionally, the project involved the construction of our company's new corporate headquarters, always a tough assignment.

We have done multiple projects with J. Raymond and in every case have found your work to be top-notch. We have absolutely no reservations in recommending you for future work.

We look forward to a continued long and successful relationship with J. Raymond Construction.

Sincerely,

A handwritten signature in black ink, appearing to read "R. Skinner". The signature is fluid and cursive, written over a white background.

Robert Skinner  
Senior Vice President of Development

4801 PGA Boulevard  
Palm Beach Gardens,  
Florida 33418  
P: 561 630 6110  
F: 561 630 6717  
[www.ramrealestate.com](http://www.ramrealestate.com)





**G. Grady McBride, M.D.**  
*Orthopaedic Surgery  
Adult Spinal Reconstruction  
Cervical & Lumbar Spine Surgery  
Scoliosis*

**Jeffrey P. Rosen, M.D.**  
*Orthopaedic Surgery  
Joint Replacement  
Knee, Shoulder & Hip Surgery  
Sports Medicine*

**Craig P. Jones, M.D.**  
*Orthopaedic Surgery  
Orthopaedic Oncology  
Sports Medicine*

**Lawrence S. Halperin, M.D.**  
*Orthopaedic Surgery  
Hand Surgery  
Upper Extremity Surgery*

**Stephen R. Goll, M.D.**  
*Orthopaedic Surgery  
Adult Spinal Reconstruction  
Cervical & Lumbar Spine Surgery*

**Samuel S. Blick, M.D.**  
*Orthopaedic Surgery  
Knee Replacement  
Knee and Shoulder Surgery  
Sports Medicine*

**Alan W. Christensen, M.D.**  
*Orthopaedic Surgery  
Hand Surgery  
Upper Extremity Surgery*

**Joseph D. Funk, D.P.M.**  
*Foot & Ankle Surgery  
Podiatry*

**Tamara A. Topoleski, M.D.**  
*Orthopaedic Surgery  
Pediatric Orthopaedic Surgery*

**Daniel L. Wiernik, D.P.M.**  
*Foot & Ankle Surgery  
Podiatry*

**Steven E. Weber, D.O.**  
*Orthopaedic Surgery  
Adult Spinal Reconstruction  
Cervical & Lumbar Spine Surgery*

**Randy S. Schwartzberg, M.D.**  
*Orthopaedic Surgery  
Sports Medicine  
Knee & Shoulder Specialist*

**Bryan L. Reuss, M.D.**  
*Orthopaedic Surgery  
Sports Medicine  
Knee & Shoulder Surgery*

**Michael D. McCleary, M.D.**  
*Musculoskeletal Medicine*

**Eric G. Bonenberger, M.D.**  
*Orthopaedic Surgery  
Joint Replacement  
Knee, Shoulder & Hip Surgery  
Sports Medicine*

**Daniel M. Frohwein, M.D.**  
*Interventional Pain Medicine  
Diagnostic and Therapeutic Spinal  
Injections*

**Kevin Joyce, M.B.A., CMPE**  
*Executive Director*

Mr. John Sofarelli  
JRaymond Construction Corp.  
465 W. Warren Ave.  
Longwood, FL

Re: Orlando Orthopaedic Center SoDo Project

Dear John:

Orlando Orthopaedic Center recently completed the relocation of our downtown Orlando medical and corporate offices. This project was unprecedented in both size and scope for our company in its almost 40 years of business. The success of this project was largely due to the decision to hire JRaymond construction as the general contractor for the build-out of our office suite and clinical offices. The team of construction professionals at JRaymond which included Carson Brownell as Project Manager and Matt Murray as site Superintendent were able to complete this project for Orlando Orthopaedic Center in the timelines prescribed and at the highest level of quality expectant of a first class outpatient medical facility. I would like to personally thank the entire team at JRaymond Construction for their dedication, professionalism and quality of work that went into making this new facility a showcase for our company and one that we are extremely proud of.

It is without reservation that I would recommend the contracting services of JRaymond to others and consider using you for future projects for our company.

Sincerely,

Kevin Joyce  
Executive Director  
Orlando Orthopaedic Center

*Downtown Office*  
25 W Crystal Lake Street, Suite 200  
Orlando, Florida 32806-1049  
FAX (407) 423-2789 • (407) 254-2500

*Winter Park Office*  
2699 Lee Road, #100  
Winter Park, Florida 32789  
FAX (407) 897-1384 • (407) 897-1363

*Sand Lake Office*  
7350 Sandlake Commons Blvd., Suite 3315  
Orlando, Florida 32819-8031  
FAX (407) 345-1146 • (407) 354-3700  
[www.orlandoortho.com](http://www.orlandoortho.com)

*Longwood Office*  
515 W. State Road 434, Suite 310  
Longwood, Florida 32750-5163  
FAX (407) 834-2789 • (407) 834-1556

*Oviedo Office*  
1000 W. Broadway Street, Suite 200  
Oviedo, Florida 32765-9277  
FAX (407) 977-1128 • (407) 977-3500

---

MARC WIENER A.I.A.  
ARCHITECTURE / PLANNING

Mr. John Sofarelli  
J. Raymond Construction Corp.  
465 W. Warren Avenue  
Longwood, FL 32750

*Re: MIDTOWN, Palm Beach Gardens*

Dear John:

Please let this letter serve as an appreciation of your work on the above-referenced project. This mixed-use project made up of numerous buildings and tenants was an extremely difficult one, especially considering coordination issues. The entire J. Raymond team exhibited a high degree of professionalism and integrity throughout the execution of this project.

We have worked with J. Raymond in the past and in every case have found your work to be very good and your management always willing to be 'part of the team'.

We look forward to a continued long and successful relationship with J. Raymond Construction.

Sincerely,



Marc Wiener  
President

33 SE 4<sup>th</sup> Street Suite 101 - Boca Raton, Florida  
1-561-750-4111 Fax 561-750-5298



**SHOPPES AT ISLA VERDE, LTD.**

6400 N. Andrews Avenue, Suite 500  
Fort Lauderdale, Florida 33309

Telephone: (954)771-3305  
Fax: (954)771-3442

Mr. Russ Suddeth  
J. Raymond Construction Corp.  
465 W. Warren Avenue  
Longwood, FL 32750-4002

*Re: Shoppes at Isla Verde*

Dear Russ:

I want to extend my appreciation to you and your team for all your hard work at The Shoppes at Isla Verde. I am pleased for the opportunity to recommend the services of J. Raymond Construction Company. As you know we hired you in the beginning of 2007, amidst a disastrous situation with another contractor. J. Raymond was able to quickly work through all of the existing issues that we had and was able to deliver the project on time to all of the tenants without delay.

I believe that J. Raymond Construction Company is an excellent choice for any company seeking a general contractor. J. Raymond exceeded my expectations throughout the project with their outstanding service and professionalism. I had the pleasure of working directly with Gary Williams and Scott Bryan throughout this project and the enthusiasm and professionalism that they provided was a huge asset to this project. Your company is well represented by both gentlemen.

I look forward to working with you on our next venture, Royal Office Park in Royal Palm Beach, FL.

Sincerely,



Jared Weiner



**Cuhaci & Peterson**  
Architects Engineers Planners

Lonnie G. Peterson, AIA  
*Chairman*

James E. Downs, AIA 15 August 2012  
*President*

Michael E. Lynch, RA  
*President*

Norberto O. Campos  
*P. Eng.*

Greg N. Simpson, AIA  
*P. Eng.*

**LETTER OF RECOMMENDATION**

Brett C. Rylands  
*P. Eng.*

Paul Graham

Joseph F. Keene  
*P. Eng.*

J. Raymond Construction

Jay R. Adkinson  
*Director of Engineering*

465 W Warren Ave

Betsy D. Englert  
*Director of Finance*

Longwood, FL 32750

Tina Kennedy  
*Director of HR*

Dear Paul:

Steven A. Blevins, AIA  
*Arch. Studio Manager*

It is my personal pleasure as well as that of Cuhaci & Peterson Architects Engineers Planners to highly recommend the services of J Raymond Construction. We have had the privilege of working together for over 20 years, and it has always proven to be positive, proactive and exceptional experience from beginning to end.

Amin S. Fikry  
*Arch. Studio Manager*

Chris D. Renegar, RA  
*Arch. Studio Manager*

**Professional Registrations:**

- Alabama
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- District of Columbia
- Florida
- Georgia
- Hawaii
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin

We look fondly on our past and present interactions with all of the J. Raymond team. Our most recent project with J Raymond was the construction of a new Fresh Market Grocery in Pinecrest, FL. They have great skill and patience in managing tight schedules and difficult budgets yet have accommodated all of our client's requests to complete the projects on time, on budget and with quality construction and detailed close out procedures.

J Raymond's positive attitude, flexibility, professionalism and attention to detail as well as interaction with our team have been and continue to make them a truly valuable asset. Should you have any questions, please contact me; I would be pleased to share additional information.

Sincerely,

Lonnie Peterson  
Chairman/Director of Marketing  
Cuhaci & Peterson Architects Engineers Planners

Florida Corporate Certificate:





Mr. Russ Suddeth  
J. Raymond Construction Corp.  
465 W. Warren Ave.  
Longwood, FL 32750

Re: Lake Conway Woods façade renovation

Dear Russ:

As the completion of the façade renovation is in its final stages, I wanted to take a moment and thank you for the excellent job done by the entire J. Raymond crew. We're happy the project turned out as well as it did and judging by the enthusiastic input from the residence of Belle Isle, I would venture to say the community is thrilled also.

I'd like to thank Senior Project Manager, Martin Foster and Project Manager, Scott Milke for their professionalism and efforts and especially Site Superintendent, Mike Federsen, who not only kept the project going but kept all of the tenants informed and minimized business interruption.

We're hoping that you have a good before and after picture of the project that we could have to frame to place in our office. We want to show off the nicest looking retail center in the Belle Isle area.

Russ, once again thank you to the entire staff associated with the completion of this project. I look forward to working with you again in the future.

Sincerely,

A handwritten signature in black ink, appearing to read 'Harold C. Warren', with a long, sweeping underline.

Harold C. Warren  
Property Manager

Cc: Scott Crossman



John Sofarelli, President  
J. Raymond Construction Corporation  
465 West Warren Avenue  
Longwood, FL 32750

Re: Palm Coast Fire Station No. 21

Dear John,

I wanted to take a moment to compliment J Raymond Construction and your team of Tom Lail, Jeff Lang, and Matt Murray for the execution of the Palm Coast Fire Station Number 21. The construction of Fire Station No. 21 was a critical component in the development of our Kohl's shopping center in Palm Coast, Florida. The fire station was constructed in 5 months, then an existing fire station demolished and utilities and parking were installed in place of the old fire station. The demolition of the old station and reconstruction of that portion of the retail site took another 2 months.

I knew that it would be critical to bring in a proactive and team oriented contractor to finish this project. J Raymond sold us on your capabilities to finish complicated projects and then delivered.

The overall quality of workmanship was excellent. Your team coordinated in a professional manner with the City of Palm Coast, Palm Coast Fire Department, and the City's architect.

Thanks again for the hard work

Sincerely,

A handwritten signature in black ink, appearing to read "David Poquette", with a long, sweeping underline that extends to the right.

David Poquette  
Sr. Construction Project Manager  
Continental Properties Company, Inc





4680 Lake Underhill Road  
 Orlando, FL 32807  
 T: 407-277-1942  
 F: 407-381-0907  
 www.betacenter.org

Pregnant & Parenting  
 Teen Program

Residential Program

Emergency Pantry &  
 Counseling

Families & Divorce  
 Workshop

Neighborhood-based  
 Services

- Youth Development  
 Groups
- Parenting Workshops
- Parenting Skills  
 Building Courses

TO WHOM IT MAY CONCERN:

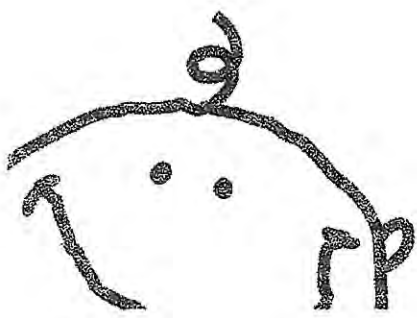
I am pleased for the opportunity to recommend the services of the J. Raymond Construction Company.

The BETA Center has had a strong working partnership with the company, and majority owner John Sofarelli, for more than a decade. In 2001, we hired J. Raymond as general contractors for a \$3.5 million building expansion/renovation project at our BETA Center facilities in East Orlando. This two-phase project was completed in 2004.

I believe that the J. Raymond Construction Company is an excellent choice for any not-for-profit organization seeking a general contractor. J. Raymond has an outstanding reputation in the community for excellent service and workmanship and completing projects on time and on budget. Furthermore, J. Raymond Construction has a thorough understanding of the needs and challenges of the not-for-profit community. John Sofarelli serves on nonprofit boards such as BETA Center's and is actively involved in volunteering with other not-for-profit and community organizations such as the Boys & Girls Clubs and his church.

To assure we would get the most value for our construction dollars, John bid all major subcontracts to at least three reputable subcontractors. He took great care to assure a trouble free project and a lien-free completion. We can't say enough about the excellence and high quality nature of the services that we enjoyed from the company. If I can answer any questions for you on the J. Raymond Construction Company and its excellent credentials, please give me a call at 407-277-1942, ext. 113.

Sincerely,  
  
 Hope Kramer  
 President & CEO



Helping children & parents grow together



# BARRON

COMMERCIAL DEVELOPMENT, INC.

John Sofarelli  
J. Raymond Construction Corp.  
465 West Warren Avenue  
Longwood, FL 32750

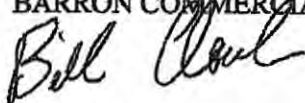
Dear John:

Now that One Charter is coming to a close, I would like to express my thanks to you, Dan and all of your staff. There certainly have been numerous issues that we have worked through over the past year.

I pride myself on my coordination abilities at the end of a job, but I think I have been upstaged on this project. Rick Liddell has done a masterful job the last two months by completing the site work under very difficult conditions. As you know this site is like working on a postage stamp. Rick sold fill, bought fill, traded fill and moved mountains of fill more than once to make the site balance. He was skillful at removing rock and gravel and replacing it with topsoil for landscaping.

I know that landscaping was not in J. Raymond's contract but Rick took on the project like it was his own. He was onsite every day coordinating Windmill Irrigation, Aucamp's Nursery and Landscape Professionals while still managing his "real" job. I look forward to working with Rick on future projects with J. Raymond.

Sincerely,  
BARRON COMMERCIAL DEVELOPMENT, INC.



William Clark





# Sweetwater Episcopal Academy

J Raymond Construction Company  
465 W. Warren Avenue  
Longwood, FL 32750

Attn: John Sofarelli

Dear John:

Words are inadequate to express our appreciation of the building project accomplished at Sweetwater Episcopal Academy/Episcopal Church of the Resurrection, Longwood, FL. The quality of work provided by J Raymond Construction Company went above and beyond our expectations! We are so proud of our new building – it is beautiful!

You are a man of integrity and an effective leader in your company. All of your employees and subcontractors were courteous and helpful. Special thanks to you, Scott Milke, and Tim Pehonsky for your patience and guidance through the process. It was all new to us, and you provided the expertise we needed. All of your employees and subcontractors were respectful and hard-working. There were no incidents of inappropriate language, music, or behavior on our campus, which we appreciated.

It is rare to complete a construction project within budget and ahead of schedule – but you did it! We are grateful for all the little (and not so little) “extras” you provided to us. Without your support of this project, we would not have a multi-purpose building today. We are already wondering, “What did we do without it?” You made the dream come true.

Thank you for caring about SEA. You have left a legacy for many students in the future. We are blessed by your kindness and generosity. Thank you for everything!

Sincerely yours,

Janet Stroup  
Head of School



**J. RAYMOND CONSTRUCTION CORP.**

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465 W Warren Ave, Longwood, FL - 32750

Phone: 407-862-6966 . Fax: 407-862-1250 . E-mail: [info@jray.com.com](mailto:info@jray.com.com)

