



LAS SENDAS OFFICE CONDOMINIUMS

QUALIFICATIONS AND EXPERIENCE

OF

THE SAHUARO GROUP LLC

April 18, 2007



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The Sahuaro Group, LLC
Design and Construction Services

April 18, 2007

Mr. David Haney, Managing Partner
First Arizona Partners 1 LLC
5041 Pershing Avenue
Scottsdale, Arizona 85254

Re: Las Sendas Office Condominiums

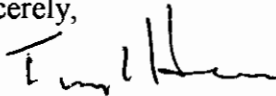
Dear David;

It is with great pleasure that we provide to you the qualifications of The Sahuaro Group in an effort to be considered for your general contracting and/or construction management services on the above referenced projects. Although The Sahuaro Group is a relatively new construction firm here in Arizona, our roots go back to the Midwest where we have extensive and successful office and shell building construction experience as indicated on the enclosed project list.

The Sahuaro Group provides a wide range of preconstruction and construction services including construction management, general contracting, funds control and performance guarantees. As a full service general contractor, we are able to self-perform a wide range of construction trade work including concrete, carpentry, interior finishes, and installation of owner provided equipment and fixtures. The Sahuaro Group also can provide complete tenant improvement construction if requested.

Please review the attached qualifications at your earliest convenience. I look forward in hearing from you in the very near future and in discussing our competitive bid for the above referenced project in more detail. I can be reached at 623-297-3575.

Sincerely,



Terry L. Haver, Principal
The Sahuaro Group, LLC
19 South 10th Avenue
Phoenix, Arizona 85007
623-297-3575
tlhaver@cox.net



The Sahuaro Group, LLC

Design and Construction Services

Name of Business: The Sahuaro Group, LLC Phone: 602-258-1758 office
Mailing Address: 19 South 10th Avenue Fax: 602-258-1759 fax
Phoenix, Arizona 85007

| <u>Company Principals:</u> | <u>Title:</u> | <u>Phone:</u> |
|----------------------------|---------------|-------------------|
| Terry L. Haver | Principal | 623-297-3575 cell |
| Greg B. Wessels | Principal | 480-620-2547 cell |

Insurance and Bonds:

| | | | |
|-----------------|---------------------------|---------------|--------------|
| <u>Name:</u> | Sun Insurance Group, Inc. | <u>Phone:</u> | 602-778-0555 |
| <u>Contact:</u> | Laura Sposi | <u>Fax:</u> | 602-778-0550 |

License Information:

| | |
|----------------------------------|-----------|
| Contractor's License Number | ROC231590 |
| Federal (FEIN) | 208669046 |
| Transaction Privilege Tax Number | 20-161861 |

The Sahuaro Group, LLC

Enhance In-House Resources

Many organizations do not have the in-house capability necessary to deal directly with architects, suppliers, and sub-contractors on a day-to-day basis. Often, the frequency and location of construction projects does not justify keeping a full-time project management staff on site. In such cases, a local general contractor/construction services firm should be engaged on an as-needed basis with clearly defined responsibilities to enhance in-house resources. It is not uncommon for a general contractor/construction services manager to not only insure that the owner is getting what they are paying for but save the owner more through change order resolution, dispute avoidance and schedule compliance.

Control Cost

The earlier a general contractor/construction services manager is brought on board, the greater the opportunity to control the destiny of the project. The vast majority of the owner's opportunity to control costs takes place prior to the completion of design and submittal for permits. Some owners can provide design documents for prototypical facilities. It is critical therefore to obtain the expert services of seasoned local construction professionals to ensure that the site adaptation and local code review analysis is thorough and complete. His knowledge of local subcontractors that are qualified for your project will ensure that you are getting the best pricing reflecting the current market conditions.

Meet Project Goals

Services such as scheduling, budgeting, value engineering and subcontractor selection assist the owners in meeting their original goals and make the preconstruction and the construction phases of the project more efficient and more enjoyable for the entire team. As in any other industry, employing experts works towards the long-term benefit of all involved. This is particularly true in the construction field where complex design documents are often open to interpretation, change order disputes are becoming more and more commonplace and the ability to meet schedules often determines the success or failure of a project.

General Contracting/Construction Services Management

A general contractor/construction services manager can provide a valuable contribution to any project. When properly performed, these services help ensure a well-run, problem-free job and provide the owner with real measurable benefits.

As an experienced general contractor/construction services manager, The Sahuaro Group, LLC can represent the owner's interest to minimize claims, ensure schedule compliance, coordinate proper document control and optimize the owner's investment in the project.

We have demonstrated for over 38 years our ability to run successful projects and are able to offer this experience to benefit the entire project delivery team.

CONSTRUCTION SERVICES

Preconstruction Phase

- Review Existing Documents
- Review Project Site
- Prepare Conceptual Cost Estimate
- Conduct Design Coordination Meetings
- Prepare And Update Project Schedules
- Conduct Value Engineering Sessions
- Prepare List of Consultants

Bid and Award Phase

- Recommend Qualified Subcontractors To Owner
- Review And Recommend Type of Contract To Be Used
- Conduct Pre-Bid Conference
- Develop Bid Documents
- Review Bid Results
- Recommend Contract Award

Construction Phase

- Schedule And Conduct Preconstruction Conference
- Coordinate The Preparation Of Schedule Documents
- Conduct Regular Project Team Meetings
- Coordinate The Preparation Of Project Control Documents
- Oversee The Implementation Of A Quality Control Program
- Review And Process Monthly Payment Requests
- Prepare Monthly Project Status Reports
- Coordinate Budget Updates
- Review Change Order Requests
- Review And Evaluate Time Extension Requests
- Monitor Jobsite Safety
- Secure And Process Close-Out Documents From Subcontractor
- Coordinate Project Close-Out

CONSTRUCTION SERVICES PRECONSTRUCTION PHASE

Document Review

A thorough review is performed by the team of plans, specifications, consultant reports and other pertinent documents. This not only familiarizes the management personnel with the details of the project but provides an opportunity to critique and, if necessary, clarify the contract documents.

Project Site Review

There is no substitute for first-hand knowledge of the job site and the prevailing conditions. Things such as access, topography, availability of utilities, storage and lay-down requirements, and the surrounding neighborhood greatly influence how a project is set up. A preliminary site plan is reviewed to establish the logistics of the project.

Conceptual Cost Estimate

The Sahuaro Group, LLC has the in-house capability to prepare accurate cost estimates from the most preliminary project documents. This estimate will aid the owner and their design team in making the necessary decisions to insure conformance with the planned budget. In addition, individual areas of the project are priced (foundation, frame, skin, etc.) to offer alternate materials and methods for consideration by the Team.

Design Coordination Meetings

The speed and efficiency with which the final project documents are completed is a direct result of how well the design process is managed. By defining the project goals, conducting meaningful design review meetings and keeping the entire team focused on the desired results, the construction manager minimizes wasted time, effort and money.

Project Schedules

The Sahuaro Group, LLC uses MS Project scheduling packages to develop CPM networks for all projects. A pre-construction schedule is developed to track all activities up to the start of the project. A comprehensive construction schedule is also developed early to assist the owner with financing, cash flow projections, marketing and development plans. These schedules are periodically statused and updated to provide continued feedback to the team.

Value Engineering

The primary goal of value engineering is to insure that the project meets the target budget while not sacrificing quality standards. Through this process we are able to identify areas which hold potential for savings, added value, increased quality or schedule reduction. The system consists of a creative phase during which ideas are solicited, a pricing phase wherein dollars and priorities are assigned to the ideas and a recommendation phase, which presents the final suggested savings to the owner.

CONSTRUCTION SERVICES BID & AWARD PHASE

Subcontractor Selection

The Principals of The Sahuaro Group, LLC have been a member of the contracting community in Arizona for many years. We are familiar with the strengths and weaknesses of all of the subcontracting firms and will assist the owner in selecting a group of qualified subcontractors to consider for the project.

Contract Recommendation

The optimum type of contract for the project may be a Guaranteed Maximum Price (GMP) or Lump Sum. The Sahuaro Group, LLC will review the specifics of the project and aid the owner in deciding on the proper form of contract.

Pre-Bid Conference

The Sahuaro Group, LLC will schedule and conduct a pre-bid conference with the appropriate prime contractors. Conditions of the contract and specifics about the project will be openly discussed. This will ensure that bids can be fairly evaluated and minimizes the amount of clarification necessary after bids are received.

Contract Award

When bid results are tallied and analyzed, The Sahuaro Group, LLC will assist the owner in making a final selection. We will conduct interviews with the appropriate subcontractors and assist the owner in meeting and developing a confidence level with the qualified bidders. The owner may have a list of preferred subcontractors based upon prior work experience and similar project type. The Sahuaro Group, LLC will work with the owners preferred subcontractors to ensure that the project is a successful one.

CONSTRUCTION SERVICES CONSTRUCTION PHASE

Pre-Construction Conference

At the outset of the project, The Sahuaro Group, LLC will conduct a pre-construction meeting with the owner, subcontractors and the consultants to review schedule and project procedures. During these early stages of construction, it is critical that the subcontractors have a clearly defined plan for building the job. With The Sahuaro Group, LLC extensive experience in the building industry, we have a thorough working knowledge of what is required to make a job run smoothly, meet the prescribed budget and finish on schedule. How a job gets started will usually influence the outcome.

Schedule Documents

In addition to the project master schedule, there are other schedule documents which are necessary to plan and monitor job progress. The Sahuaro Group, LLC will require the subcontractors to prepare a procurement schedule which outlines the process by which material is ultimately installed at the jobsite. Schedule activities include execution of subcontracts, submittals (with a review period for each submittal by the Design Team), material fabrication, transportation, and installation. In addition, a submittal schedule will be developed to identify all required submittals and the dates on which they are needed.

Project Team Meetings

The Sahuaro Group, LLC will schedule and chair weekly project management meetings. All issues will be tracked and minutes produced by our manager and distributed to the appropriate parties. Follow-up will be done on critical issues between meetings to insure that problems don't go unresolved for extended periods of time.

Project Control Documents

The Sahuaro Group, LLC will produce a Project Procedures Manual outlining the job requirements for items such as document submittals, pay requests, correspondence, notifications, change order requests and other job specific activities. In addition, logs will be established and maintained for tracking requests for information, change orders and subcontractor submittals.

CONSTRUCTION SERVICES

CONSTRUCTION PHASE

Quality Control Program

From the very beginning of the project, The Sahuaro Group, LLC will aid the owner in establishing quality standards to be followed throughout construction. Sample, installations or mock-ups may be required to determine performance criteria. Visits to fabricators yards will be scheduled to examine production techniques. Material testing reports will be reviewed to ensure compliance with building codes and specifications. Final inspections and punch list preparation are coordinated with the subcontractors to minimize delays at the close of the project.

Monthly Draw Requests

The bulk of the effort to prepare monthly draw requests is completed during the verification of subcontractor and consultant billings. The Sahuaro Group, LLC will require the subcontractors to provide a schedule of values for their work so that billings can be easily verified by a jobsite inspection. We will also complete any additional forms required by the lender.

Budget Updates

The Sahuaro Group, LLC will regularly update the project budget taking into account change orders, schedule projections and other factors which affect project cost. These updated budgets will be reviewed with the owner to provide comprehensive cost projections and prevent unforeseen cost over runs.

Monthly Status Reports

The Sahuaro Group, LLC will prepare a monthly Project Status Report which will be developed to meet the requirements of the owner and lender. At a minimum the report will provide the current status of the schedule, cost projections, change orders, construction milestones, procurement issues and any special concerns which may impact the project. This report will be submitted to the owner to create a complete written history of the project.

Change Orders/Time Extension Requests

During the course of construction, the subcontractors will inevitably submit change order requests for consideration by the owner. These may be a result of straightforward additions or deductions generated by the owner, unanticipated field conditions, or the contractor's interpretation of the project documents. Many requests will have both cost and time implications. The Sahuaro Group, LLC will provide a review of the request and coordinate the review and approval process with the appropriate design consultants. This process weeds out the frivolous and unfounded requests and allows the owner to deal only with legitimate issues.

Safety

Throughout the construction of the project, The Sahuaro Group, LLC will monitor the safety practices of the subcontractors. Each member of the contracting team will be required to have a company safety program which is implemented in the field. Violation noted by The Sahuaro Group, LLC will be immediately reported to the subcontractor with follow-up inspections performed on a regular basis.

CONSTRUCTION SERVICES CONSTRUCTION PHASE

Project Close-Out

Near the conclusions of the project, many documents are required to be transmitted from the contractor to the owner. Items such as warranties, as-built drawings, O&M manuals, attic stock, keys, signed-off permits, service contracts, and special tools are catalogued and tracked by The Sahuaro Group, LLC, who acts on behalf of the owner to insure that all contractual close-out requirements are fulfilled by the subcontractors.

CONSTRUCTION SERVICES POST CONSTRUCTION PHASE

Warranties

The Sahuaro Group LLC utilizes an internet based warranty notification system. This allows the occupant of the building to notify us of an item that needs correction early and gives us the time to respond accordingly. We also track all warranty work request in an effort to determine any trends or habits in regards to building warranty and maintenance items. The Sahuaro Group LLC can also provide the needed maintenance for facility management.

Terry L. Haver
3930 N. Cottonwood Place
Buckeye, AZ 85396
(623) 594-7427 – Home
(623) 297-3575 – Cell
(623) 455-8043 - fax
tlhaver@cox.net

Education

Applied Architecture
Construction Management
Supermarket Refrigeration
Indiana Vocational Technical College
University of Illinois

Registrations & Certificates

Past Member of the Design Build Institute of America (DBIA)
Member of Construction Management Association of America (CMAA)
Past Member of the Society for College and University Planning (SCUP)
Member of the Council of Educational Facility Planners International (CEFPI)
Member Arizona Contractors Association Valley Board (ACA)
Member Alliance for Construction Excellence - Arizona State University (ACE)

Career History

2006 – Present Principal – The Sahuaro Group LLC
2004 – 2006 Operations Manager – PFG Construction
2002 – 2004 Vice President of Operations – Adaptive CM
1998 – 2002 Division Vice President – Swinerton Walberg
1997 – 1998 Operations Manager – Conelly Swinerton Walberg
1992 – 1997 Operations Manager – Haver Companies
1986 – 1992 Field Operations Manager - The DeMars Corporation
1982 – 1986 General Field Superintendent - The DeMars Corporation
1980 – 1982 Construction Superintendent – The DeMars Corporation
1970 – 1980 Construction Superintendent – Silkworth Construction

Career Narrative

Mr. Haver started his construction experience in 1970 as a **Superintendent for Silkworth Construction Company** in Fort Wayne, Indiana. After proving himself on smaller local projects, Terry was assigned to larger more complicated projects out of state. His gained knowledge of concrete work promoted him into a **Structural Concrete Superintendent's** position. Upon Fred Silkworth's retirement in 1980, Terry was asked to relocate to Indianapolis where he was employed by the **The DeMars Corporation** and its subsidiaries, **Guepel DeMars and Challenger Construction**.

Terry continued as a Superintendent until promoted into a **General Field Superintendent's** position and rapidly into a **Field Operations Manager's** position. As a **Field Operations Manager**, Terry was responsible for the job start up procedures and for working with Project Managers on procurement and with Superintendents on schedule and quality control issues on all projects. In this position, Terry worked with numerous subcontractors on manpower requirements and scope of work issues.

As a result of owner relationships, Mr. Haver was asked to provide construction services for specific clients in Illinois in 1992. Along with other family members, Terry formed Haver Companies and filled

the position as **Operations Manager** from 1992 until 1997 at which time he relocated to Arizona. Mr. Haver was interviewed and hired by **Conelly Swinerton** in 1997 as the **Tucson Operations Manager**. His duties included assisting the Division Manager in establishing an office in Las Vegas. He was also instrumental in transitioning the Tucson office into the Swinerton and Walberg Policies and Procedures, including Cost Controls, Scheduling, Field Administration and office practices. He was shortly promoted to Division Manager.

As **Vice President and Division Manager for Swinerton Walberg**, Mr. Haver was responsible for the overall management, success and profitability of the Southern Arizona Division. His additional responsibilities included, but were not limited to: establishing Division objectives, policies, procedures and performance standards within the boundaries of Corporate policy, plan, staff and supervise all Division activities; provide leadership to project management teams; communicate corporate strategy and policies to Division personnel; coordinate and lead Division efforts to secure new work; monitor and report on progress of Division's construction projects including cost analysis, schedule and quality and quantity of work performed; develop, execute and monitor Divisions business plan and establish and monitor Divisions overhead budget.

Mr. Haver's diverse construction background is comprised of many levels in the industry including estimating, operations, project management and supervision enabling him to manage projects with the highest degree of expertise. His project experience includes the areas of manufacturing, commercial, retail, institutional, hospitality, industrial, and medical, and he is particularly skilled in CMAR and Design/Build. In addition, Mr. Haver's extensive understanding of subcontractor trades and thorough knowledge of crafts labor requirements contributes to his success in evaluating project costs and schedules making him an asset to any project he is assigned.

Mr. Haver has a thorough understanding of all construction delivery systems, with a strong background in design/build and construction manager at risk methods. He has written a design/build manual for project managers and has authored publications regarding alternative project delivery systems in a university context. Mr. Haver is knowledgeable in all contract types and language as well as dispute resolution methods.

In his capacity as Division Manager, Mr. Haver has served on several corporate committees. These include a Design-Build committee, the Contracts committee, and the Training and Development committee. The Design-Build committee was tasked with developing a Design-Build manual for Project Managers. Mr. Haver worked on the legal aspects, including Risk Management, of Design-Build contracts both with owners and with design professionals, as well as design build subcontractors. His duties on the Contracts Committee were to develop a standardized agreement for subcontractors. He also developed a Short Form Agreement for Subcontractors.

Mr. Haver resigned from Swinerton Walberg in order to assist in the start up of a Phoenix Arizona Construction Management and Design Build Company and a General Contracting Company. As the Operations Manager, he was involved in all aspects of the firm, including business development, marketing, field operations, human resources, accounting and operations.

Mr. Haver currently provides Design and Construction Management Services to various clients in the greater Phoenix area.

Project Experience List

Medical:

| | |
|--|--------------|
| El Dorado Hospital Operating Room, Ambulatory Surgery Center | \$7,500,000 |
| Northwest Medical Center Addition and Renovation | \$25,000,000 |
| UMC Radiology Core Renovation | \$1,000,000 |
| UMC Cardiac Cath & Special Procedures Lab | \$1,000,000 |
| Parkview Memorial Hospital Expansion | \$10,000,000 |
| Charter Hospital - New Facility | \$2,500,000 |
| Millers Skilled Nursing Complex | \$3,000,000 |
| El Dorado Hospital Imaging & Parking Structure | \$1,750,000 |
| Encore Senior Village – Assisted Living | \$2,500,000 |

Hospitality:

| | |
|--|-------------|
| Courtyards by Marriott (2) | \$2,500,000 |
| Hampton Inns (2) | \$6,000,000 |
| Fairfield Inns (3) | \$1,750,000 |
| Signature Inns (2) | \$2,250,000 |
| Comfort Suites | \$2,000,000 |
| (While at Swinerton also provided pre-construction services for Starwood, Hilton, Marriott, Bachman Springs resorts) | |

Education Facilities:

| | |
|---|--------------|
| University of Arizona Eddie Lynch Athletics Pavilion | \$7,500,000 |
| Painted Sky Elementary School | \$3,500,000 |
| University of Arizona Memorial Student Union and Bookstore | \$64,000,000 |
| Fort Wayne Community Schools (various) | \$25,000,000 |
| U of A Chi Omega Sorority House | \$1,000,000 |
| Pima Community College Downtown Campus Redevelopment Phase I | \$11,000,000 |
| U of A Residence Life Hall Expansion | \$1,200,000 |
| U of A Tyndall Ave. Parking Structure | \$5,000,000 |
| ASU East Flight Simulator Building | \$1,100,000 |
| ASU Memorial Union | \$3,000,000 |
| ASU Archives & Psychology Building - Renovations | \$1,400,000 |
| Phoenix Elementary School District Deficiency Program - 12 campuses | \$4,100,000 |

Manufacturing/Industrial:

| | |
|----------------------------|--------------|
| Quality Printed Circuits | \$5,900,000 |
| B. F. Goodrich | \$5,750,000 |
| Eli Lilly | \$75,000,000 |
| Fleetwood Manufacturing | \$3,250,000 |
| Shuttleworth Manufacturing | \$2,000,000 |
| International Harvester | \$3,750,000 |
| Masterguard Corporation | \$4,000,000 |
| Tokheim Corporation | \$2,500,000 |
| Essex | \$3,250,000 |
| Motorola | \$11,350,000 |
| Magnavox | \$6,000,000 |
| Dow Chemical | \$23,000,000 |
| Phelps Dodge | \$10,000,000 |
| Dupont | \$12,500,000 |

Public:

| | |
|--|--------------|
| Evo Deconcini US Courthouse & Federal Building | \$68,000,000 |
| City of Tucson - Tucson House Apartment Rehabilitation | \$12,000,000 |
| City of Surprise Fire Station No. 303 | \$1,250,000 |
| City of Phoenix Transit Facilities | \$2,500,000 |
| Sun Lakes Fire District | \$1,400,000 |
| City of Flagstaff Pulliam Airport | \$2,750,000 |
| Sky Harbor International Airport RAC | \$2,400,000 |
| Maricopa County Sheriffs Office Blue Point | \$1,100,000 |
| Maricopa County Durango Juvenile Facility | \$800,000 |
| Town of Buckeye Police Academy | \$1,200,000 |
| Avondale Police Facility | \$1,400,000 |

Retail:

| | |
|--|--------------|
| Berge Volkswagen/Mazda | \$6,250,000 |
| Avondale Nissan | \$2,900,000 |
| Avondale Kia/Mitsubishi | \$4,100,000 |
| Avondale Fire Station No. 173 | \$1,900,000 |
| Marshall Block Retail Center Phase One | \$4,500,000 |
| Marshall Block Retail Center Phase Two | \$3,000,000 |
| SuperValu Stores (various) | \$20,000,000 |
| Retail Center - Melvin Simon | \$10,000,000 |
| Target Stores (2) | \$3,000,000 |
| Walmarts (4) | \$3,000,000 |
| Valle Del Sol Retail Center | \$2,750,000 |
| Foothills Retail Center | \$3,500,000 |
| Estrella Reception/Retail Center | \$2,900,000 |
| CM Berge Retail - Historic Restoration | \$1,400,000 |
| Midway Chevrolet | \$1,500,000 |
| Showcase Honda | \$1,300,000 |
| Desert Kia | \$1,510,000 |
| Aerohead Aviation Hanger | \$1,250,000 |
| Peaks Fitness Center | \$2,400,000 |
| Cub Food Stores (10) | \$3,000,000 |
| Auchan Hypermarket | \$6,000,000 |
| Jewell/Osco Stores (5) | \$1,000,000 |
| KB Homes Showroom | \$1,100,000 |

Cold Storage:

| | |
|----------------------------|-------------|
| Food Marketing Corporation | \$5,000,000 |
| J. M. Jones Company | \$5,000,000 |
| Mesa Cold Storage | \$3,000,000 |
| Blue Bell Cold Storage | \$1,900,000 |