YOUR GUARANTEE

H.C. HATCHL CONSTRUCTION COMPANY 1895 - 1920

HATCHL AND KINGHAM CONSTRUCTION COMPANY 1920 - 1935

E. A. KINGHAM BUILDING CONTRACTOR 1935 - 1948

E. A. KINGHAM AND SON BUILDING CONTRACTORS 1948 - 1955

J.E. KINGHAM CONSTRUCTION CO. 1955 - 2018

KINGHAM DALTON WILSON, LTD. 2004 - PRESENT

JIM A. KINGHAM 45 YEARS JEKCC
JOHN L. KINGHAM 41 YEARS JEKCC
BOB E. KINGHAM 36 YEARS JEKCC
KEITH DALTON 35 YEARS KDW
JAY KINGHAM 11 YEARS KDW
LUKE KINGHAM 8 YEARS KDW
MERGER

J.E. KINGHAM CONSTRUCTION CO. (62 YEARS)

JIM KINGHAM
JOHN KINGHAM
BOB KINGHAM

KINGHAM DALTON WILSON, LTD. (14 YEARS)

KEITH DALTON
JAY KINGHAM
LUKE KINGHAM

KINGHAM DALTON WILSON, LTD.

• MORE EFFICIENT OPERATING COSTS / LOWER OVERHEAD
• CONSOLIDATING RESOURCES
• STRENGTHEN EXISTING RELATIONSHIPS
• INCREASED AMOUNT OF SUBCONTRACTOR RELATIONSHIPS
• ADDED CAPABILITIES IN EAST TEXAS
COMPOSITE CONSTRUCTION MANAGEMENT
AT RISK EXPERIENCE

528 Separate Projects

$1,800,000,000.00 (One Billion Eight Hundred Million Dollars)

BONDING CAPABILITY
Single Job: $100,000,000
Aggregate Limit: $250,000,000

98% Under the GMP
100% On Schedule
75% Repeat Clients

6 Awards
3 Awards
OUR APPROACH

IT’S ALL ABOUT THE TEAM

S.F.A.

CONSTANT COMMUNICATION

- UNDERSTANDING
- TRUST
- COOPERATION
- DEFENSIVENESS
- SELF INTEREST
- CONFLICT

DESIGN TEAM

KDW
KDW OFFERS A PROVEN AND SUCCESSFUL OVERALL APPROACH AND METHODOLOGY FOR BOTH PRE-CONSTRUCTION AND CONSTRUCTION SERVICES

- MARKETING THE SUBCONTRACTOR COMMUNITY
- ESTIMATING AND ESTABLISHING GMP
- VALUE ENGINEERING
- SCHEDULING AND PHASING
- COST CONTROL
- JOBSITE SAFETY (.78 EXPERIENCE MODIFIER)
- QUALITY CONTROL
- PROJECT CLOSE OUT
COMPLETED SFA PROJECTS

85 PROJECTS - TOTAL VALUE $ 223,180,000

- 33 GC PROJECTS TOTALING $ 17,890,000
- 52 CMAR PROJECTS TOTALING $ 205,290,000
- PROJECT UNDERRUN TOTALING $ 9,782,000
PRELIMINARY SCHEDULE

Pre-Construction Schedule: 16 Months
- Attend Programing Meetings
- Constructability Reviews
- Prepare Budget Estimates
- Value Engineering Analysis
- Material Cost Forecasting
- Schedule & Phasing
- Market & Pre-Qualifying Subcontractors
- Develop Bid Packages
- Early Award of Critical Bid Packages

GMP
<table>
<thead>
<tr>
<th>CHAIRMAN</th>
<th>PROJECT MANAGERS (14)</th>
<th>SUPERINTENDENTS (18)</th>
</tr>
</thead>
<tbody>
<tr>
<td>JIM KINGHAM</td>
<td>JACK SMITH, ROBERT HILEMAN, TOMMY BARNES, WILL BARDWELL, JOE HORTON, BRYAN HARRISON</td>
<td>DREW PAGANO, DANIEL TORRES, JACK TREADAWAY, BENNY LAWSON, JAMES YOUNGBLOOD</td>
</tr>
<tr>
<td></td>
<td>MARK MEISH, ROLF SCHEFFLER, RONNIE FLEENOR</td>
<td>Alex Valicek, Brad Dalton, Clyde Earhart, JEFF RUSHING, JEFF RUSHING JR.</td>
</tr>
<tr>
<td>PRINCIPALS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JOHN KINGHAM</td>
<td></td>
<td>JAMES ROGERS, MIKE REYNOLDS, NOAH BRUMLEY, STEVE DAVIS, ALAN CARAWAY</td>
</tr>
<tr>
<td>BOB KINGHAM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KEITH DALTON</td>
<td></td>
<td>ROY WILSON</td>
</tr>
<tr>
<td>CONSTRUCTION EXECUTIVE</td>
<td></td>
<td>ASST. SUPERINTENDENTS (5)</td>
</tr>
<tr>
<td>JOHN KINGHAM</td>
<td></td>
<td>BRANDON DALTON, CONNER MORROW, EDDIE PERCASTRE, GARRETT WILLIAMSON, JEFF KAVANAUGH</td>
</tr>
<tr>
<td>GENERAL SUPERINTENDENTS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BOB KINGHAM</td>
<td></td>
<td>ESTIMATING</td>
</tr>
<tr>
<td>CHUCK NORRELL</td>
<td></td>
<td>ROY WILLIAMS, MARK CAMILLI</td>
</tr>
<tr>
<td>ACCOUNTING</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JANIE ANDRESS</td>
<td></td>
<td>BUSINESS DEVELOPMENT</td>
</tr>
<tr>
<td>ROLAND MUCKLEROY</td>
<td></td>
<td>ROBERT ANTHONY</td>
</tr>
<tr>
<td>ELLA BATTLE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DIANE HEABERLIN</td>
<td></td>
<td>MARKETING COORDINATOR</td>
</tr>
<tr>
<td>ARCHITECTS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MIRANDA HENSLIN</td>
<td></td>
<td>MORGAN NORRELL</td>
</tr>
<tr>
<td>MJ IRANTALAB</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AMELIA PAPPAS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NICHOLAS SECKFORT</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CONSTRUCTION MANAGER</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JAY KINGHAM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TODD HLAVINKA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CONTRACT ADMINISTRATOR</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IZAMAR PONCE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NELLIE RIVAS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ESTIMATING</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ROY WILLIAMS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MARK CAMILLI</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BUSINESS DEVELOPMENT</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ROBERT ANTHONY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MARKETING COORDINATOR</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MORGAN NORRELL</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
CONCURRENT PROJECTS

Livingston ISD New High School 57,000,000.00
SFASU Freshman Resident Hall Parking Garage 11,500,000.00
SFASU Freshmen Resident Hall 19,151,952.00
West Sabine ISD High School 12,516,302.00
Joaquin ISD High School/Junior High Expansion 10,557,932.00
Woden ISD New Elementary 3,252,000.00
Overton ISD Additions & Renovations 4,368,890.00
Temple Civic Center 961,574.00
Dr. Huggins New Office Building 1,079,539.00
Dr. Randel New Office Building 732,407.00
Limestone County New Correctional Facility 14,259,840.00
Spring Hill ISD New High School 25,871,153.00
Hudson ISD Middle School Renovations 2,064,031.00
SFASU Chemistry Building Renovations 5,878,624.00
SFASU President’s House Renovations 602,845.00

TOTAL 169,797,089.00
- Site is topographically challenging
- Limited access to the work
- No laydown or staging area
- Schedule and phasing for games & events
- Maintain access & egress
- Provide for student and public safety
• KDW CONSTRUCTED THE ORIGINAL LANDING IN 2010
• INSTRUMENTAL IN THE STRUCTURAL DESIGN CONCEPTS
• HISTORICAL JOB COST DATA
• FAMILIAR WITH EXISTING UTILITIES & INFRASTRUCTURE
• 2 PAST RENOVATION PROJECTS FOR EAST COLLEGE CAFETERIA
PROJECT LOCATION

- MOST CHALLENGING & MOST EXPENSIVE PROJECT IN CONSTRUCTION PACKAGE
- KDW TEAMED WITH KIRKSEY ARCHITECTS TO DEVELOP CONCEPTUAL BUDGET
- EXTENSIVE RENOVATIONS TO EXISTING FACILITIES
- TOTAL MECHANICAL, ELECTRICAL & PLUMBING UPGRADES
- MULTI-PHASED SCHEDULE TO MAINTAIN CLASSES & EVENTS
- MAINTAIN STUDENT & FACULTY SAFETY
- EXTREMELY RESTRICTED WORKING AREA
- NO LAYDOWN OR STAGING AREA
FINE ARTS BUILDING RENDERINGS

![Image of Fine Arts Building Renderings]

- **East Exterior**
• RENOVATIONS TO STUDENT SERVICES BUILDING
• REPURPOSE KENNEDY AUDITORIUM TO WELCOME CENTER
• ALTERATIONS & RENOVATIONS TO BOTH BUILDINGS
• ALL WORK ANTICIPATED TO BE WITHIN EXISTING BUILDING LINES WITH NO ADDITIONS
• LESS STAGING AREA REQUIRED
• PHASED CONSTRUCTION ANTICIPATED FOR STUDENT SERVICES
• SCHEDULE DELIVERIES AROUND CLASS SCHEDULES
WHY WE CONTINUE TO BE INVITED BACK

1. WE UNDERSTAND OUR CLIENT’S EXPECTATIONS
2. WE ARE TEAM PLAYERS AND WE LISTEN
3. WE ARE ACCOUNTABLE
4. WE PERFORM
5. WE GO THE EXTRA MILE FOR OUR CLIENTS

SUCCESSFUL PROJECT
1. ORGANIZATION
   • History in the construction business began in 1895
   • KDW is owned and operated as a family business
   • Owners have a combined 157 years of construction experience

2. FINANCIAL STABILITY
   • Financial condition is sound, no debt and sufficient working capital
   • $100,000,000.00 single job bonding limit
   • $250,000,000.00 aggregate bonding limit

3. CM @ RISK EXPERIENCE
   • Demonstrated commitment to the team approach
   • 528 Separate Projects
   • $1,800,000,000.00 (One Billion Eight Hundred Million Dollars)
   • Comprehensive experience with multiple concurrent large scale projects equal to yours
   • Management systems are efficient and have been tested time and again

4. PERSONNEL
   • Capable and experienced construction team
   • Depth chart is broad and comprehensive—both in management and supervision
   • KDW is a local company. SFA has access to an owner of the company 24 hours a day
   • during and after construction

5. REFERENCES/REPUTATION
   • Long standing relationships are already in place— we have NO choice other than to succeed
   • Reputation is anchored by our unblemished record of past successes
S.F.A.S.U. ALUMNI

JAMES E. KINGHAM 1947
MARY E. KINGHAM 1944
JAMES A. KINGHAM 1971
TOM B. KINGHAM 1976
JOHN L. KINGHAM 1977
ALVA H. KINGHAM 1976
JANIE ANDRESS 1984
ELLA BATTLE 2002
ALAN CARAWAY 2000
STEPHEN DAVIS 2010
ROLAND MUCKLEROY 1956
Will a Lower Fee Guarantee Lower Final Job Costs?

1 → Value Engineering Suggestion

OR

1 → Constructibility Issue

OR

1 → Month/Schedule

OR

1 → Better Sub Bid

Where the battle of time, cost, & value will be won or lost

JOB COSTS – 96.75%

THE TIME AND RESOURCES YOUR CM ALLOCATES FOR THE PERFORMANCE OF THE PRE-CONSTRUCTION SERVICES WILL HAVE A DRAMATIC IMPACT ON THE FINAL GMP

EXPERIENCE
CAPABILITIES
RELATIONSHIPS

= LOWER FINAL JOB COSTS

NOT

LOWER FEES EQUAL LOWER JOB COSTS
S.F.A.S.U. PROJECTS COMPLETED

TOTAL VALUE $ 223,180,000.00

1988 SFASU Art Studio
1988 SFASU Field House
1989 SFASU Wisely Hall Alteration
1990 SFASU Boynton Building
1990 SFASU Metal Storage Building
1991 SFASU Coliseum Dressing Room Renovations
1992 SFASU Academic Enrichment Center
1992 SFASU Wisely Hall Communications Wire Renovations
1993 SFASU Library Parking Lot Addition
1994 SFASU Birdwell Building Elevator
1994 SFASU Gibbs Hall Renovation
1996 SFASU Music Building Addition & Renovations
1996 SFASU Dormitory Rooms, North & South Renovations
1996 SFASU Austin Building Renovation
1996 SFASU Human Science Elevator Addition
1997 SFASU Cafeteria Additions
1997 SFASU Central Plant
1997 SFASU Men's Dressing Room Renovation
1998 SFASU Austin Building Windows
1998 SFASU Alumni Building Addition
1998 SFASU Wisely Hall Renovation
1998 SFASU Forestry Building Addition
1998 SFASU Miller Science Building
1998 SFASU University Center Ramps
1999 SFASU Forest Resource Institute Addition
1999 SFASU Dormitory 19 & Garner Hall Renovation
1999 SFASU Post Office Renovation
1999 SFASU Steen Hall Fire Protection Upgrade
2000 SFASU Forestry Building Front
2000 SFASU Animal Research Lab Renovation
2000 SFASU Mays Hall Repair
2000 SFASU Campus Signs
2000 SFASU Carolyn Street Parking Lot
2000 SFASU Steen Hall Handicap Ramps
2000 SFASU School of Social Work Renovation
2000 SFASU Chick-Fil-A
2000 SFASU Forestry Building Addition
2000 SFASU Griffith & Kerr Hall Renovations
2000 SFASU President House Renovation
2001 SFASU East College Café Renovation
2001 SFASU Forestry Building New Façade
2002 SFASU Telecommunications Building

2002 SFASU Dormitory Demolition
2002 SFASU Raguet Street Underground Utilities
2002 SFASU Homer Bryce Stadium Press Box - Elevator
2003 SFASU University Expansion Phase I - Utilities
2003 SFASU Art Center Renovation - Downtown
2003 SFASU Physical Plant Renovation
2003 SFASU Fine Arts Switchgear Renovation
2003 SFASU Power Plant No 1 Renovation
2003 SFASU Training & Academic Facility
2004 SFASU University Center Expansion Phase II
2004 SFASU Parking Garage
2004 SFASU New Chick-Fil-A at University Center
2004 SFASU Recreation Center Phase I
2004 SFASU Dormitory Demolition
2005 SFASU Downtown Art Center Renovation
2005 SFASU University Center Expansion Phase III
2005 SFASU Recreation Center Phase II
2006 SFASU Aramark Renovation
2007 SFASU Education Research Center
2008 SFASU Air Handler Upgrade at University Center
2008 SFASU Stone Entrance Sign
2009 SFASU Freshman Residence Hall Parking Garage
2009 SFASU Chemistry Building Renovation
2009 SFASU President House Renovation
2009 SFASU Freshman Residence Hall
2010 SFASU Dormitory Demolition
2010 SFASU President House Carport Renovation & Patio
2012 SFASU Twilight Ballroom Renovation
2012 SFASU Recital Hall Renovation
2012 SFASU Conservation Education Center
2013 SFASU Human Science Brick Replacement
2014 SFASU Music Building Addition
2014 SFASU Coliseum Handrails
2014 SFASU Fire Protection at Griffith & Kerr Halls
2014 SFASU Mechanical Yard Cooling Tower
2014 SFASU Human Sciences Kitchen Renovation
2015 SFASU Business Building Renovation
2016 SFASU Austin & Rusk Bldgs Exterior Restoration
2016 SFASU Mays & Hall 10 Fire Protection Systems
2016 SFASU Feazell Street Parking Lot
2017 SFASU Housing Operations & Printing Facility
2017 SFASU Ballroom Pre-Function Space
2018 SFASU STEM Building