

W. THOMAS (TOM) ALEXANDER

EDUCATION

Received BSCEC (Civil Engineering-Construction Option) from NC State University

REGISTRATIONS/CERTIFICATIONS

American Arbitration Association - Accept in the Pool of Neutrals

SUMMARY

Mr. Alexander has over 40 years of experience in the civil construction industry of which over half were spent at the highest levels of management including ownership of a regional civil construction company. The portfolio of projects that he managed during his career include highway/bridge, power plant (including nuclear plant construction), industrial sites, demolition, retail developments, landfills, dams and airports, and residential site subdivision preparations. His experience includes urban projects, rugged mountainous terrain projects and projects located in coastal regions. Mr. Alexander has experience with projects that require massive excavations with aggressive schedules and those that include massive rock that required blasting. He has experienced managing a company's bonding capacity, relationships with financial lenders, equipment purchasing/leasing and marketing of the company's capabilities. His negotiation and leadership skills are recognized as being among the best.

CAREER HISTORY

Taylor and Murphy Construction Co., Inc. - Asheville, North Carolina

Manager of Business Development and Manager of Pre-Construction Services

Mr. Alexander's employment with Taylor and Murphy Construction Co., Inc. (T & M) required that he market and position the Company to be selected for negotiations or hard bids with private and public sector clients. His responsibilities often included oversight of the bidding process. The largest of these projects was in excess of \$100M. The Company was licensed in North Carolina, South Carolina, Virginia, Georgia and Florida. In recent years, he was the Company's person responsible for the pursuit of DOT projects that utilized the Design-Build delivery method. His responsibilities included identifying and negotiating with design and other construction companies for the specific purpose of partnering to create a formable design build team. The Design-Build delivery method requires Companies to submit their qualifications for the purpose of being short-listed to deliver a design, schedule and price proposal for delivery of the proposed project. The Design-Build procurement timeline is typically 4-6 months and targeted projects ranged in value from \$20M to \$350M. Upon award of a project, Mr. Alexander remained involved with contract/client negotiations and the selection of and negotiations with subcontractors and vendors. After the project commenced, he remained connected with the

client through periodic negotiations and meetings, all designed towards enhancing the company's relationship with the client. Mr. Alexander served as the Company's liaison with governmental agencies.

Perry M. Alexander Construction Co., Inc.

President and Treasurer

Mr. Alexander's employment entailed all administrative and operational oversight for the Company. He established and maintained relationships with banking and bonding institutions. He was responsible for the Company's labor and equipment assets. He negotiated all equipment purchases/leases and set labor policy for the Company and he marketed the Company to potential clients and handled negotiations for all projects. At its peak, the Company employed 150 persons and the Company's depth of construction projects reached into Tennessee, North Carolina, South Carolina and Georgia.

Vice President and Project Manager

Mr. Alexander prepared price proposals, managed and scheduled individual projects for the Company. He was consulted and participated in decisions regarding equipment purchases and capital improvements to the Company. He participated in negotiations with the company's banking and bonding partners and he marketed the Company to potential clients and worked at retaining existing clients.

RGK, Inc. - Highway Division Manager

Mr. Alexander identified job opportunities, prepared price proposals, managed and scheduled individual projects for the Company. The Company's operations serviced Virginia, North Carolina, South Carolina and Georgia. He selected vendor and subcontractors for specific projects and worked at expanding the Company's presence in the highway construction industry.

Blythe Brothers, Inc. - Project Manager and Project Engineer

Mr. Alexander participated in preparing price proposals for retail and government funded projects and was assigned to manage specific projects that were located from the mountains to the coastal areas of North Carolina.

PROJECT EXPERIENCE INCLUDES:

- Growing up in an established family site development/highway contractor business, Mr. Alexander's career began as a teenager initially assigned to construction sites as a laborer. During his early years, he trained and operated heavy equipment and eventually supervised small crews responsible for underground installations, demolition and grading.
- North Carolina Department of Transportation (a variety of projects)-as Project Engineer was responsible for day to day scheduling, procurement of supplies, monitoring and recording

quantities of work installed, communicated with the Owner's representatives and scheduled subcontractors.

- North Carolina, South Carolina & Georgia Departments of Transportation (a variety of projects)-as Project Manager was responsible for participating in, or overseeing the bidding process and management oversight of those projects that were obtained through the bidding/negotiating process. Duties and accountability included cost management, labor and equipment allocations, and negotiations of change orders, scheduling and interfacing with the Owner.
- Mr. Alexander has extensive experience with retail, industrial, residential subdivision and public funded projects located in rugged mountainous terrain, urban locations and in coastal locations. Residential subdivision experience includes all horizontal construction requirements necessary to complete a residential community. He has served as his home county's Chairman of the County Planning Board, which reviews and grants approvals for all subdivision projects. In the course of constructing all of those projects, he has managed projects that required massive earthwork, (including massive volumes of rock excavation); projects that required extensive traffic control and management; and coastal projects requiring significant dewatering for construction. Along the way, he constructed portions of the Blue Ridge Parkway that is located in North Carolina and Virginia.
- His project experience also includes construction improvements at airports (runway extensions safety improvements), roadway and bridge construction, dam construction and repairs, demolition of buildings and underground utilities, landfill construction and closures, power plant related projects such as fly-ash removal/landfill construction and water treatment facilities at a nuclear plant. Site preparation for retail/commercial projects included, but not limited to, multiple Wal-Mart anchored retail centers, Lowes, Home Depots and the site preparation at approximately 100 locations for Ingles Market, Inc. (a regional grocery chain). Industrial clients included BMW's automobile assembly plant located in South Carolina.