

**Avalon Bay Construction, Inc. ("Avalon Bay")** is a Project Management and General Contracting firm specializing in new construction, major renovations, and fit-outs of commercial, residential, retail, and industrial structures.

We could go on to say that we're the best, we deliver on time and under budget, and our fees are the most competitive. But you have heard all of that before. You've been bombarded with promises that, quite often, never come to fruition. So what makes us different?

- Innovative Business Solutions
- Visionary Leadership

These concepts have been developed by the Avalon Bay Team throughout their five decades of combined experience.

**Consider this...** The Surety & Fidelity Association of America (SFAA) reviewed 86 claims cases and identified the top five factors related to contractor failure:

Unrealistic growth

Greed, ego, and delusions of grandeur often lead contractors down the wrong path. Avalon Bay will take a very careful and calculating approach to company and project expansion. Significant and sustained profit is only achieved through quality, not quantity.

Performance Issues
 Many companies fall short simply because they're inexperienced with the scope of work. With
 five decades of combined experience, Avalon Bay has the expertise to deliver.

• Character Issues
Integrity... many claim to have it, yet few possess it. It comes down to the basics: Treat every
one on the job with respect and dignity. Honor your word. Build the house that you would be
proud to live in.

Accounting/Job Costing Issues
 Inadequate job costing and estimating can lead to unexpected change orders and substantial losses. Our proprietary software (see Innovative Business Solutions) provides a bullet-proof method for costing and tracking each job..

Management Issues

People are a company's #1 asset...**and liability**. So it makes sense to invest in a few key players with proven leadership and people skills. By streamlining our team and our processes, we're able to do more with less. This allows us to maintain high performance standards while passing the savings on to you.

By aligning with your goals and objectives, we see ourselves as an extension of your business. As such, you may choose to utilize only our management and/or consulting services or bring us in to run the entire job from inception to completion.

We look forward to working with you!

Sincerely,

Mark Bartley Joseph Meyer

**INTRODUCTION** 

INNOVATIVE BUSINESS SOLUTIONS

VISIONARY LEADERSHIP

SERVICES & PROJECTS

Mark Bartley +1 949 306 8050

**Joe Meyer, LEED AP** +1 310 849 6009



# **INTRODUCTION**

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## INNOVATIVE BUSINESS SOLUTIONS

In today's volatile real estate market, developers, builders, and financiers are faced with the challenge of providing a superior product and excellent customer relations while maintaining profitability. Some argue that in order to remain competitive, something must be sacrificed in the time-cost-quality triangle. At Avalon Bay, we believe sacrifices are an unacceptable substitute for innovative business solutions. We are continually reinventing the way we do business in order to provide you with competitive fees and unprecedented results.

The world's greatest innovators changed the world simply by asking the question, "What if...?"

# What if you—and the contractor you hire—could achieve a lot more in less time?

Our server-based, proprietary software, Construction Access Solutions (CAS), streamlines every aspect of the construction process. In other words, resources previously allocated for site management, cost analysis, and project management are significantly reduced, creating a project that is highly profitable for you and your organization. Our system creates and organizes a comprehensive database, providing you with real-time information 24 hours a day, 7 days a week. CAS generates extensive, detailed documentation of all facets of the job, including but not limited to analyses, drawings, schedules, reports, programs, contracts, photos and change orders. In short, CAS is your one-stop-shop for quality control, documentation, and fund management. Upon completion, we'll also give you the zip file documenting the job, from inception to completion. This iron-clad paper trail gives you protection from litigation, should discrepancies arise at a future date. By seamlessly integrating all facets of construction & development management, we are able to ensure you that your project is completed as planned.

What if a highly specialized management team could replace the traditional overstaffed and overpriced construction crew? The big companies who promise they'll deliver "on time and under budget" are the same companies who actually inflate costs and delay the job with complicated processes and high overhead. Conversely, Avalon Bay has very low overhead costs and simplifies its approach by utilizing a highly-specialized management team of two or three individuals on each job. This, coupled with our proprietary software, enables us to streamline the construction process, saving you time, money, and yes...aggravation.

What if you could impact your bottom line by taking advantage of government tax incentives? As the demand for renewable energy intensifies, the federal government is motivated to offer tax incentives for "going green." Whether focusing on new construction or auditing existing structures, Avalon Bay is strategically positioned to meet the needs of this growing market. Joe Meyer is a LEED AP (Leadership in Energy and Environmental Design Accredited Professional). His partner, Mark Bartley, built one of the first photovoltaic power plants in California, along with many others throughout the United States. Recognizing the benefits of green innovations, the World Business Council for Sustainable Development (WBCSD), a CEO-led global association of 200 international companies dealing exclusively with business and sustainable development, touts: "Eco-efficiency—doing more with less—is at the core of the business case for sustainable development. Combining environmental and economic excellence to deliver goods and services with lower external impacts and higher quality of life benefits is a key development strategy for business." Clearly, respecting the environment makes sense ecologically...and financially. Our eco-friendly expertise translates into long-term savings for both homeowners and businesses.

Avalon Bay may not change the world, but we can certainly change the way you do business by offering innovative solutions that put money in your pocket..



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## VISIONARY LEADERSHIP

Wayne Gretzky, the greatest hockey player of all time, was once asked by a reporter how he continued to lead the National Hockey League in goals year after year. He replied, "I don't skate to where the puck is, I skate to where the puck is going to be." Gretzky—like all great leaders—was a visionary.

Likewise, Avalon Bay Co-Founders and Directors, Mark Bartley and Joe Meyer, recognize that the construction industry is in a state of constant flux. To meet the ever-changing needs of developers, architects, homeowners, financial institutions, and government agencies, they are poised and prepared to deal with change on any level in a timely and cost-efficient manner. Their proven ability to recognize critical industry trends allows them to proactively and consistently lead their team to the successful completion of diverse projects.

With over 37 years of combined construction and development experience, their visionary leadership spans three countries: the United States, New Zealand, and Switzerland. Most recently, the two worked together for four years at Pacific Northstar Property Group, LLC and Avoca USA, Inc. in Beverly Hills, California leading and managing multi-million dollar projects including, 200+ multi-family units, upscale condominiums, apartment rehabilitations, and single-family chalets. Throughout their careers, they've developed long-standing relationships with city officials and reputable subcontractors—relationships that allow them to select the best people for each job and swiftly pass project submittals through the various municipal departments.

From a business standpoint, you can't "skate to where the puck is going to be" unless you have vision and insight. Mark Bartley provides insight that isn't found in a book, university, or training course. Rather, it's the result of 30 years of building, managing, trouble-shooting, and foreseeing issues before they become problematic. Tough, yet fair, he skillfully navigates his team through a diverse mix of residential, commercial, retail, and industrial structures. All of this experience has led to the development of his proprietary construction management software that saves Avalon Bay clients time and money.

Joe Meyer has 8 years of experience in real estate development and construction. His disciplines include project management, quantity surveying, and green building. During his tenure at the Northstar Group, he was hand-selected and groomed to manage assets in excess of US\$250m. These assets included upscale condominium projects in the United States, a mixed-use project in New Zealand, and chalets in Switzerland. His expertise in building and sustaining relationships is at the core of Avalon Bay's client relations platform. Whether managing international or domestic projects, his business acumen and attention to detail prevail, as he negotiates deals and takes a holistic approach to project management. As a LEED AP, Joe is also very passionate about sustainable building.

The most successful partnerships are both collaborative and complementary. A "Venn Diagram" of knowledge and expertise, Mark and Joe's business styles provide a synergistic approach to building and management.

The first addition to the Avalon Bay Team is Victor Beauchamp. Victor has 12 years of project management experience in the areas of both construction and transportation management, including 8 years as the head of the San Francisco Bay Area's two motorist aid programs: Freeway Service Patrol (FSP) and Call Boxes (SAFE). With a Master's in Planning from UC Berkeley and a BA in Economics from UCLA, Victor has extensive knowledge of finance and accounting principles and has developed several spreadsheet models to assist with budget administration and construction fund control for both public entities and private lenders. Victor insures accuracy and accountability for all finance related activities for Avalon Bay.



## **SERVICES**

Preconstruction Activity
Cost Analyses
Facilities Management
Cost Management
Contract Management
Document Control
Project Management
Construction Management
Construction Management
Consultancy

Health & Safety Program Closeout Services Proprietary Software Fund Control General Contracting Sustainability Consulting

# **PROJECTS**

## **UNITED STATES**

#### California - Active

- Tremont Condominiums 80 units Westchester, CA
- Managing Tenant Improvement & Industrial Machinery Move for Corsair, Inc 8000 sq ft Irvine, CA

#### California

- Maison Reeves Condominiums 23 units Beverly Hills, CA
- Alvern Street Apartments 80 units Westchester, CA
- The Gardens at Darlington Condominiums 39 units Brentwood, CA
- Deck House Court Condominiums 21 units Studio City, CA
- Townhomes on Dickens 9 units Sherman Oaks, CA
- Wilton Place Condominiums 18 units Koreatown, Los Angeles, CA
- Remodeled numerous multi-million dollar homes throughout Southern California, including the exclusive areas of Holmby Hills, Bel Air, Palos Verdes, Newport Beach, Laguna Beach, and Coto de Caza.

Note: Designed & constructed kitchens and bathrooms for many of these custom homes.

- Managed multiple condominium re-roof projects throughout Orange County and San Diego County, CA
- Walgreens Drug Stores new construction in the following locations:

Mission Viejo - Marguerite Parkway

Hawthorne - Rosecrans / Prairie

Torrance - Pacific Coast Highway

Santa Monica - Santa Monica Boulevard

Note: Also designed and built specialty cabinetry for these Walgreens locations.

- Metagenics Headquarters San Clemente, CA
- Los Angeles Times partial re-roof to buildings in Los Angeles County and Orange County, CA
- Mission Hospital designed & constructed medical/surgical-type cabinetry Mission Viejo, CA
- Family Dental Care designed & constructed medical/dental-type cabinetry Laguna Hills, CA
- Restoration of the Doheny House (Co-Op with the City of Capistrano Beach) historical home in San Clemente, CA

#### Hawaii

- Westin Hotel (remodel) Kaanapali, Maui
- Kaanapali Café Kaanapali, Maui
- Lahaina Broiler Lahaina, Maui
- Keluii Condominiums Haiku, Maui
- Haiku Lani 40 single-family homes Haiku, Maui

#### **Photovoltaic Power Plants**

- Hesperia Power Plant 1 megawatt Hesperia, CA
- Carissa Plains Power Plant 2.5 megawatts Carissa Plains, CA
- Sacramento Municipal Utility Department 1 megawatt Sacramento, CA
- Tennessee Valley Authority 1 megawatt Chattanooga, TN
- John Long Homes Arizona built plant to power the tract homes 1 megawatt Phoenix, AZ
- Austin Texas Power Authority 1 megawatt Austin, TX

## **NEW ZEALAND**

• The Yard Apartments - 98 units + café - Auckland, New Zealand

## **SWITZERLAND**

- 8 multi-million dollar chalets Crans Montana, Switzerland
- \* Projects listed as "Active" are Avalon Bay Construction, Inc projects. The remaining projects are a partial list built and/or developed by Mark Bartley & Joe Meyer within previous organizations.

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