

KMW Builders Resume Includes Small Projects with Big Impacts

While many of their projects are of the multi-million dollar variety, KMW Builders has built a sizable resume of projects with smaller budgets, as well.

The Quixote Group One of the company's first upfits was for The Quixote Group, a strategic market research, public relations and brand communications firm located in Greensboro. KMW Builders helped the agency downsize within its current space, creating a more cost effective way for them to do business.

EmbroidMe Similarly, KMW Builders helped franchisee EmbroidMe reengineer its space for greater efficiency, including new electrical, walls and flooring. This Winston-Salem company is part of the world's largest embroidery, printed/custom apparel and screen printing franchise.

Westover Condos KMW Builders' largest small project to date was the completion of a 12-unit building at Westover Condos in High Point. BB&T's Nathan Myers hired KMW Builders for this project which had a total cost of \$285,000.

Eagle Family Medicine in Greensboro called on KMW Builders when they needed an upfit to their existing space. With KMW's help, they now operate with improved flooring, walls, lighting and ceilings.

Gemaire in Winston-Salem, a franchisee of one the country's largest HVAC distributors, had KMW Builders reconfigure their warehouse space to include a large open area with roll-up doors and a new front entrance.

Each of these four upfits was completed by KMW Builders at a cost of less than \$101,000.

Willow Oaks When Patty Trout of Carolina Bank took on the completion of eight houses in Willow Oaks, an income-assisted project in Greensboro, she chose KMW Builders to complete the homes, all of which were in different stages of construction. The project, which began as a public/private partnership between the City of Greensboro, the Greensboro Housing Authority and a local developer, was designed to revitalize the oldest public housing community in the city. As with many housing projects, the economy took its toll on Willow Oaks.

"KMW Builders was very competitive with its pricing and everyone associated with the company was extremely professional and responsive," said Trout. "We encountered some unforeseen challenges along the way. KMW Builders went above and beyond to overcome so many issues for us." Total cost for KMW Builders' work on Willow Oaks was \$219,000.

Of particular help was KMW Builders' knowledge of both the city's codes and the Willow Oaks codes for the project. "We had to pass inspections for both sets of codes," said Trout, "and KMW Builders was right on top of every detail." Ultimately, Habitat for Humanity bought several of the houses completed by KMW Builders in the community.



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Newsletter

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Decades of Experience

Add up to Affordable Quality



Though considered a new company by most standards, the principals of KMW Builders of Greensboro are far from short on experience.

Created in 2009, KMW Builders is the collaboration of three of the Triad's best known in the construction industry. Mike Weaver, owner, has deep roots in the Greensboro area with his Weaver Investment group which began operating in the 1960's. Joining Weaver are Lee McAllister, who ran his own construction company from 1984 until joining Weaver Investment in 1999, and John Kavanagh, local contractor who led two construction companies beginning in the 1970's until he helped form KMW Builders. All three men are licensed general contractors. Rounding out the team are Robert Miles, Area Manager, and Kevin Sasser, LEED AP and Certified Renovator, both formerly with Kavanagh's companies.

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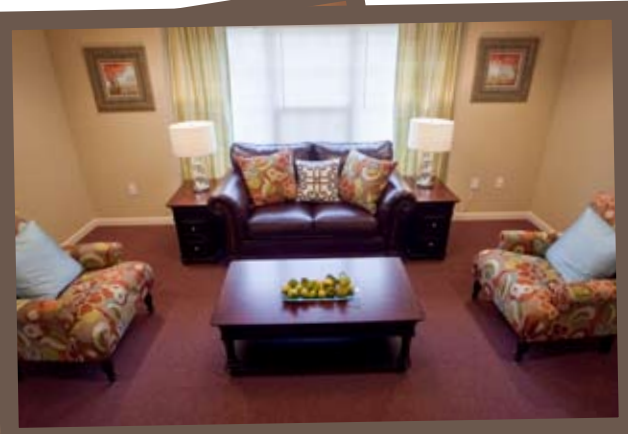
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A full-service contracting firm, KMW Builders is backed by Weaver Investments and offers a broad array of project approaches, including senior housing, multi-family housing, upfits and rehab. From the start, the company has focused on helping to meet the need for affordable housing in a time of recession.

KMW has completed sixteen projects ranging from a \$60,000 office upfit to a 240-unit apartment complex with a total budget of nearly \$14 million. Their work includes general contracting, construction management, design build, safety coordination, quality control, cost containment and contract administration.

George Carr of Beacon Development Corporation, who has completed 30 multi-family housing complexes, sought out KMW Builders for his recent build at Churchview Farms, an affordable housing community for seniors in Greensboro. Carr believes that public financing is the key to affordability, both for owners and renters. But, he adds, the intricacies of such financing are exhaustive.



"We operate in a very specialized area of the industry," said Carr. "We need builders like KMW who are both capable of dealing with regulatory bodies and familiar with the requirements of each. KMW Builders has experience with each of these funding sources and is especially knowledgeable about regulations from HUD and NCHFA regarding senior housing. KMW's experience added significant value to our work."

"Financing and the regulations associated with that financing are quite complicated with most of our affordable housing builds," said Kavanagh. "We go the extra mile to make certain we find every possible tax credit, loan option and financing angle available to our clients."

One of KMW Builders' greatest strengths is in cost estimating. Preliminary work is the key to assuring accurate estimates and staying on budget. "We solicit competitive bids from our pre-qualified subcontractors and suppliers to make certain we are on target with our estimates," said Sasser. "Plus, we meet monthly with the project architect and owner's representative to assure quality, address any issues that may have come up and make adjustments as needed," he added. This preliminary information allows the owner to be certain that the project is feasible, plus it produces a guaranteed maximum price from KMW Builders. The results—no surprises.

"We like to keep surprises to a minimum in our work, said Carr with a smile. "In fact, we want it to be as boring as we can get it." His Churchview Farm project came in significantly under budget which he attributes to KMW Builders' abilities. "We rely on continual revisions in estimating costs, which seems to be one of KMW's greatest traits," he added.

KMW Builders is involved with the current trend of green building, which promotes higher performance homes that are generally considered to be healthier, more comfortable and durable, and more energy efficient. The company has 420 apartments under construction that are Energy Star certified, as well as NAHB Silver Certified. In addition, they are renovating 100 apartments that will be Energy Star Certified and they have completed two Green Retrofit projects that resulted in 171 apartments with significantly improved energy efficiency.

Sasser reports that KMW Builders is involved in the pre-construction phase of a project that will be LEED Certified. "I am a LEED AP and Will Stewart on our staff is working toward his LEED Green Associate. We understand the process and want to be involved with a LEED project. We are very familiar with the concept of sustainability," he added.

Durham attorney Sherrod Banks chose KMW Builders for his 76 units of senior housing known as Eno Haven in Hillsborough because of his experience in working with John Kavanagh on a similar project in the eastern part of the state. Banks was presented early on with what might have been an insurmountable impediment. KMW Builders was not deterred.

"The site work was a challenge because of the tremendous amount of rock found on the property, said Banks. "But, once we got the site work completed and the project out of the ground, everything moved along smoothly with actual construction."

True to form, KMW Builders brought the project in on time and on budget. Banks, who is working on permits to construct another affordable living community, speaks well of KMW Builders. "The quality of their work is high; their responsiveness to questions from the owner is good and quick; and they are very accessible," he said. "Plus, I really trust those guys."

Carr is equally clear about his intentions. "I recommend KMW Builders without reservation," said Carr. "They are great, capable people who are loaded with experience."

KMW BUILDERS IS A FULL-SERVICE CONTRACTOR KNOWN FOR THE QUALITY OF ITS WORK, ITS ABILITY TO BRING IN PROJECTS ON TIME AND ON BUDGET, AND THE BREADTH OF EXPERIENCE OF ITS PRINCIPALS. BASED IN GREENSBORO, NC, KMW BUILDERS SPECIALIZES IN END-TO-END CONSTRUCTION PROJECTS ACROSS A WIDE RANGE OF INDUSTRIES, INCLUDING AFFORDABLE HOUSING, SENIOR LIVING, MULTI-FAMILY, UPFITS AND REHABS. BACKED BY THE STRENGTH OF WEAVER INVESTMENTS, THE PRINCIPALS OF KMW BUILDERS—JOHN KAVANAGH, PRESIDENT; LEE MCALLISTER, CEO; AND MIKE WEAVER, OWNER—REPRESENT DECADES OF EXPERIENCE IN THE CONSTRUCTION INDUSTRY. ADAPTABILITY TO THE CURRENT MARKET AND ATTENTION TO DETAIL ARE PARAMOUNT FOR THIS COMPANY THAT PRIDES ITSELF ON THE QUALITY OF ITS WORK, BEGINNING WITH PRE-CONSTRUCTION THROUGH FINAL INSPECTION AND OCCUPANCY. FOR MORE INFORMATION ON HOW KMW BUILDERS CAN ADD VALUE TO YOUR PROJECT, CALL 336-544-0962 OR VISIT WWW.KMWBUILDERS.COM.

Carden Place

Many find the small town charm of Mebane in Alamance County, NC to be just what they are looking for in a place to live.



Chester Brown of Brown Investment Properties knew this well when he contacted KMW Builders about Carden Place, his apartment complex located there.

Opportunities for recreation and entertainment abound in Mebane. Plus, the town is in a prime location, especially for commuters. Located midway between the Triad and the Triangle, Mebane is less than 20 miles from Durham and Chapel Hill and less than an hour's drive west to Greensboro and Piedmont-Triad International Airport, and Raleigh and the Raleigh-Durham International Airport to the east. Access to I-85/40 is a snap. A thriving downtown filled with quaint shops and eateries is accented by the Tanger Outlet Center on the town's outskirts.

None of this was lost on Brown who chose to build his 240-unit complex near the outlets. Construction of Carden Place will conclude in the late fall. However, 96 units have already been delivered, half of which are occupied. Total cost for the project is just shy of \$14 million.

"I have worked with the principals of KMW Builders for over twenty years," said Brown. "We have a good relationship and a good project. They know what to expect from us and they perform accordingly."

Brown has completed eight similar housing projects. He secured financing for Carden Place through the US Department of Housing and Urban Development (HUD) as a market-rate multi-family property. Rents for the one-, two-, and three-bedroom apartments range from \$784 to \$1,064 per month.

KMW Builders' knowledge of and experience with energy efficiency and green building are a big plus for the complex. Carden Place is Energy Star rated by the US Environmental Protection Agency (EPA) which means the complex meets strict guidelines for energy efficiency. EPA states that

Energy Star homes are at least 15 percent more energy efficient than homes built to minimum code and include additional energy-saving features that typically make them 20 to 30 percent more efficient than standard homes.

In addition, Carden Place is Green-plus Certified by the National Association of Home Builders (NAHB). According to NAHB, green homebuilding promotes the design and construction of homes that have much higher performance levels than homes built to the minimum building codes. Generally, green homes are healthier, more comfortable, more durable, and more energy efficient and have much smaller environmental footprint than conventional homes, according to NAHB.

Architect Chuck Hill of Greensboro designed Carden Place with amenities not found in most apartment communities, such as smoke-free buildings, garages and storage space. Common areas include a playground, swimming pool with cabana area, cardio and fitness center, gaming room and spacious clubhouse.

Units are available with patios, balconies or sunrooms. Ceiling fans are installed in bedrooms and living rooms. Three-bedroom units are 1,272 square feet and feature a full dining area, multiple spacious closets, private balconies and upgraded appliances.

In addition, the units are built with nine-foot ceilings, crown molding in living areas, designer cabinetry, garden tubs and upgraded lighting fixtures.

Brown looks forward to a successful conclusion to his project. "We have a very beneficial working relationship with KMW Builders," he said. "I hope they feel the same."

