



Who We Are:

Marmaris Group is the commercial roof leasing company. We specialize in customer-focused solutions for commercial roof replacement in public and private sector organizations. What sets Marmaris Group apart from traditional roof replacement is the ability to offer a totally integrated solution. Our unique, flexible capital leases and sale-leaseback options realize cost savings, alleviate budget concerns, and reduce administrative burden by managing all project elements from start to finish.

Marmaris helps your organization:

- Create Certainty in Planning
- Streamline Cash Flow
- Realize Cost Savings
- Alleviate Budget Concerns
- Reduce Administrative Burden



Marmaris seamlessly integrates:

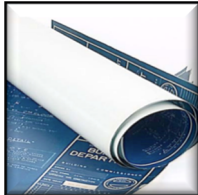
- Financing
- Project Management
- Concept/Design
- Construction
- Maintenance & Repair



This integration removes inefficiencies from the traditional contracting model. Additionally, we can provide warranties and maintenance for your roof for the life of the lease.



Why is Marmaris a Better Solution?



Experience. Marmaris Group, bringing more than 30 years of expertise in roofing construction and maintenance, is able to utilize their vast experience to create a uniquely attractive package for roof replacement in both private and public sector organizations.



Advantageous Financing. The Marmaris program reduces overall cost through advantageous tax-exempt capital lease financing for optimum interest rates and flexibility in amortization. Marmaris also offers a sale-&-leaseback option to give you immediate access to working capital. Marmaris allows its clients to free up cash flow to reinvest in higher priority projects.



Cost-Effectiveness. The Marmaris program is cost-effective by replacing the traditional model of roof installation and maintenance by multiple providers with a single-point-of-contact process that provides design, installation, maintenance and financing in a single package. Marmaris reduces future costs found in the traditional roof replacement model through preventative maintenance and removal of inflation risks.

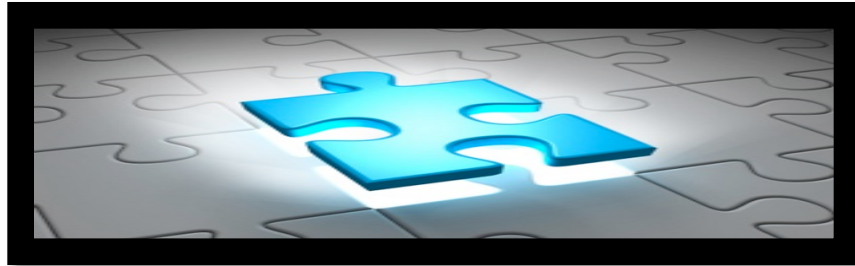


Accountability. The Marmaris program provides a single point of contact to create accountability for the project outcome. By managing every element from cradle to grave, and providing ongoing maintenance we can make sure that your project is executed properly and successful. In doing so, Marmaris not only maintains the roof; we will extend the useful life of every roof in the program.



Legal Compliance. The project team will assure full compliance with applicable state competitive bid and public works laws. The State School Board has reviewed Marmaris' protocol, and we will walk you through the process to avoid any legal complications. In assuming responsibility for the construction and maintenance of roofs installed under the program, Marmaris will entertain bids only from the most qualified contractors.

The Marmaris Team



Program Manager: Jerry Lathan – Mr. Lathan founded The Lathan Company, a successful commercial roofing business with emphasis on the historical restoration and high-challenge market, in 1981 and continues as its Chairman.

Financing Underwriter: Protective Securities is a leading underwriter of governmental securities, with decades of experience in all aspects of public finance.

Special Counsel: Johnston Barton Proctor & Rose, LLP, Birmingham, Alabama, is a full-service business law firm, with significant experience in all aspects of public finance.

Business Coordinator: Greg Welch – Mr. Welch spent the last eight years as President of EnergySouth, Inc.’s natural gas distribution and storage companies. Sempra Energy acquired EnergySouth, Inc. in October, 2008. Prior to that, Greg was Treasurer of Dravo Corporation and began his career in 1978 with Brown & Root.

Contract Advisor: Hal Callaway – Mr. Callaway is an engineer with over 40 years experience as a federal contracting officer. He has successfully managed billions of dollars in contracted construction services, and maintains his status as an elite expert in the field of construction program and contract management.

Operations Manager: Sam Savage – Mr. Savage is a JD/MBA with over 10 years experience in new venture development and growth. He is the Founder/Owner of 4 internet based companies, and a passionate entrepreneur.

The TPM Process

Marmaris takes great pride in its ability to closely coordinate the contracts and activities of multiple service providers on the project, allowing the customer to focus on their own business priorities. An approach we call “Total Program Management” (**TPM**) allows Marmaris to eliminate inefficiencies often found in the traditional approach to roof replacement contracting. We make on-time, on-budget completion a reality.

Marmaris Group’s approach is unique in the roofing industry. Customer satisfaction is the cornerstone of our **TPM** model. We integrate all aspects of the project, from design and installation to financing and maintenance. This creates a single-point-of-contact solution to your roofing needs. Customers receive multiple benefits including:

- Experienced team of roofing professionals
- Seamless service across all aspects of the project
- Elimination of administrative burden
- Financing options
- Cost-effective project coordination

Marmaris TPM Services

1. Financing – Roof Leasing

Marmaris financing options allow you to finance your roof under a capital lease or sale-&-leaseback option. This streamlines cash flow, creates instant access to working capital, and eliminates the difficulty of dealing with budget and cost overruns.



Marmaris provides roof leasing terms which will include cost of all services. Marmaris lease terms are available ranging from five (5) to twenty (20) years, and are custom tailored for each transaction to meet your needs. Included within your lease payment is: design, engineering, construction management, construction cost, service, maintenance, and the long-term roof warranty. In other words it is all-inclusive. The lease payment can be scheduled to fit your needs, monthly, quarterly, or annually.

The Marmaris Capital Lease option will conclude with a nominal transfer payment at the end of the lease, giving you title to the roof asset. The Marmaris Sale-&-Leaseback option will allow you to sell your current roof asset for an appraised market value and Marmaris will take over the repair and maintenance of the roof asset for the life of the lease.

2. Design and Engineering

Marmaris Design provides a comprehensive blend of Architecture, Engineering, and Roofing Consulting to produce the most efficient and durable system for your roof replacement. Marmaris' design team will begin by assessing the need for the facilities involved. We will address issues concerning energy usage, roof traffic, structural needs, longevity, budget considerations, and arrive at a specific solution for you.



Marmaris can even design a package incorporating “Green Technology” with consideration for energy efficiency, recycled materials content, landfill impact minimization, or even design the roof with vegetative covering. By combining the disciplines of engineering, architecture, and roof consulting, Marmaris will arrive at a design solution custom fit for your organization, your facilities, and your needs. Marmaris will design a system that is appropriate for every goal you may have, including some you may not have considered.

3. Installation and Delivery

Marmaris will select professional contractors and a quality control team to insure a quality installation with minimal impact to your organization. Marmaris is sensitive to meeting construction management challenges especially with consideration to roof replacement. Roof replacement can mean interruptions to your operation such as: challenges to security or daily operations, difficulty with contractor issues, or at the very least a distraction to your daily activities.

Marmaris relieves your organization of all of these responsibilities by managing the contract from





start to finish. You have a single point of contact for increased responsibility, and an experienced management team overseeing your project. Marmaris only deals with the best contractors, and retains professional construction management capabilities within our organization.

Marmaris is completely responsible for the proper delivery of your project, and to meet each and every one of your needs. Marmaris internally resolves all of the usual construction conflicts between Architect and Contractor, and takes responsibility for the impact on your facility.

4. Service and Preventative Maintenance Program

Marmaris understands the value of preventive maintenance and regular service to your roof asset after installation. This critical element of our comprehensive service package is included in every Marmaris roof leasing contract.

Marmaris will provide professional and qualified roof technicians who will visit your facility and provide the necessary roofing maintenance twice (2) annually throughout the life of your roof lease. This service and maintenance to your valuable roof asset means at the end of your lease you have no doubt that the roof asset is in excellent condition, and has been maintained throughout the life of the lease.



Extended Service

Marmaris will also offer an extended program of maintenance and service to maximize the life span of your roof asset extending your roof warranty as much as fifteen (15) years after completion of your capital roof lease.





Frequently Asked Questions:

1. How is Marmaris different?

Marmaris understands many customers are frustrated by the traditional process and cost of replacing roofs, and the demands associated with engaging and overseeing multiple service providers - architect, installation contractor and financing partner. The solution became obvious; offer customers an integrated solution with a single-point-of-contact for accountability of the project. We call the process Total Program Management ("TPM").

2. How does the Total Program Management model work?

It starts with an assessment of the customer's needs and existing infrastructure. Marmaris' project team will review the results of the evaluation with the customer and provide a solution that integrates:

- Concept/Design
- Installation
- Financing Options
- Maintenance & Repair

The TPM process eliminates the inefficiencies inherent in the less-coordinated traditional approach, leaving customers with a more cost-



effective roof replacement and more time to manage the challenges of their day-to-day priorities.

3. *What kind of financing is available through Marmaris?*

Marmaris offers capital lease & sale-&-leaseback financing options. Instead of paying for the entire project at completion, the customer would make payments over a specified period, typically ranging from ten (10) to twenty (20) years. The specific terms of the lease are negotiable. For instance, one customer may want to finance a portion of the overall project and make monthly payments for five (5) years. Another may want to finance the entire project and make quarterly payments over a ten (10) year term.

Capital Lease - The Marmaris Capital Lease option breaks the total project cost into manageable payments and will conclude with a nominal transfer payment at the end of the lease, giving you title to the roof asset. Just as your organization may lease copiers or other office equipment, we offer the ability to lease your roof asset to get the working roof you need now without the hassle of a lump sum payment.

Sale & Leaseback - The Marmaris Sale-&-Leaseback option will allow you to sell your roof asset for an appraised market value and Marmaris will take over the repair and maintenance of the roof asset for the life of the lease. Marmaris' sale & leaseback option creates immediate access to working capital, and reallocates all risk associated with ownership of your roof asset.

4. *Leasing a new roof is different, are there special considerations that I should be aware of?*

Leasing as a form of financing is not new. In fact, most organizations today use leased assets of some kind – from copiers to telephones to vehicles and heavy equipment. Leasing a roof replacement is very similar. Of course, we understand the need to work closely with



customers and will guide you thorough leasing process and all applicable protocol.

5. *Public sector and large commercial entities typically solicit interest through a Request-for-Proposals or bidding procedure. How does Marmaris' model work with these processes?*

Compliance with all local and state governing law is assured. Our Total Program Management approach is completely consistent with the RFP and competitive bidding processes. Marmaris has experience in assisting customers with the language and specifications necessary to fit their needs.

6. *How will the proposed project comply with competitive bid laws for public sector projects?*

Because the roof project will exceed an expenditure of \$50,000 and will be for public buildings, the installation and maintenance each will be subject to Alabama's Public Works Law (Code of Alabama 1975, Title 39, Chapters 1 through 7), including the competitive bid provisions of the Public Works Law.

However, under the Marmaris Program, the entire package—including design, project management, installation, maintenance and financing—will be bid as a single package pursuant to the competitive bid provisions of the Public Works Law, with a turnkey price that will be payable in monthly rental or installment payments.

7. *As an installment-purchase or lease-purchase arrangement, will the financing of the roof project be limited to a term of 10 years under Code of Alabama 1975, Section 46-16-57(e)?*

No. Because the roof project will constitute a "public work" within the meaning of the Alabama Public Works Law (Code of Alabama 1975, Title 39, Chapter 2), the Alabama Competitive Bid Law (Code of



Alabama 1975, Title 46, Chapter 15) will not be applicable (Code of Alabama 1975, Section 41-16-50(a)). Moreover, because the project is exempted from the Competitive Bid Law as a result of being governed by the Public Works Law, it is not subject to the term limitations of Code of Alabama 1975, Section 41-16-57(e). (See Code of Alabama 1975, Section 39-2-2(a)). However, the term of the financing will be commensurate with the useful life of the roof, generally not longer than 20 years.

8. *In addition to compliance with the Alabama Public Works Law, what other governmental approvals of the project will be required?*

Customary approval of the plans and specifications for the project by the Alabama Building Commission will be required as with any other such projects (Code of Alabama 1975, Title 41, Chapter 9, Article 6). Likewise, the financing component of the project will be required to be approved by the Alabama State Department of Education (Code of Alabama 1975, Section 16-4-8). The Marmaris program has previously been reviewed for compliance by the State School Board, and we can guide you through the protocol to make the process as simple and hassle-free as possible.

Additionally, Marmaris can provide legal validation from a variety of both local and state sources to assure program compliance and feasibility.

If you are interested in learning more about our company's over 30 years of commercial roof replacement experience, or our services please feel free to email, call, or check out our website at www.marmarisllc.com

Sam Savage, Vice President



P. O. Box 190188

Mobile, AL 36619

Phone: 251.281.1038

Email: Sam@marmarisllc.com