

Hardin Construction Company, LLC

WHO: M. Brantley Barrow, Chairman
William A. Pinto, President
Stephen C. Bachman, Senior Vice President
Robert N. Dunn, Senior Vice President
Lisa M. Fanto, Senior Vice President, Corporate and Communication Services
Carl Hair, Senior Vice President
Page W. McKee, Senior Vice President/General Manager Tampa
John P. O'Hara, Senior Vice President, Strategic Growth Officer
Richard C. Peebles, Jr., Senior Vice President
Steven B. Rivers, Senior Vice President/General Manager Orlando
Jeffrey R. Traeger, Senior Vice President Finance

WHAT: A leader in the construction industry providing comprehensive construction services including general construction, construction management, design-build, renovation and FF&E management. A privately held company, Hardin Construction provides services in markets such as retail, hospitality, residential, office, education, healthcare and public assembly.

WHEN: Founded in 1946.

WHERE: Offices in Atlanta, GA, Austin, TX, Orlando, FL, Raleigh, NC and Tampa, FL

WHY: Since 1946, Hardin Construction has staged and delivered built environments of remarkable scope and complexity – wielding insight and ingenuity as skillfully as the structural components of construction. Hardin's clients depend on the company and its associates to quantify their vision and make it real, often from the first moments of conception and design. Not only can Hardin see and forecast what is possible, but the team at Hardin can make it happen.

CORPORATE OVERVIEW:

As a leader in the construction industry, Hardin Construction brings unique qualities to the table when undertaking a project.

- Building value into every project, Hardin Construction takes ownership before a contract is even awarded and applies knowledge garnered through more than 60 years of contracting experience. This commitment and diligence allows Hardin to ensure recommendations are solid, budgets are on target and that the client's vision will become a reality.

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- Investing in the future, Hardin Construction is committed to constantly improving the value to clients through innovative project management and communications systems, comprehensive associate training programs and a sustained leadership role in the construction industry.
- Hardin Construction puts a high value on its associates. With the belief that growing the company will be achieved by growing its people, Hardin Construction has developed state-of-the-art training programs and remains focused on maintaining the safest working environments in the industry.
- Hardin Construction takes its role as a leader in the construction management industry very seriously as illustrated by tackling issues that impact the industry, setting new standards of excellence among contractors and representing the industry to the community in a positive and forthright manner.

HISTORY:

Hardin Construction has provided quality construction services across the United States, Mexico, Puerto Rico and the U.S. Virgin Islands. Founded in 1946, the company entered the construction industry building high-quality affordable housing for the victorious GIs returning home from World War II. Through the 1950s and 1960s, the company moved from housing to industrial and eventually to high-rise office buildings and hotels, and by the early 1970s it began completing projects outside the Atlanta area. By the mid-1970s, Hardin had become a leader in the “fast-track” process with projects expanded to include retail and special-use facilities. With commercial development booming by the mid-1980s, the company collaborated with many of the Southeast’s major private developers to produce high-rise office complexes, corporate headquarters and hotels. In 1993, the Hardin Family entrusted the legacy of the Hardin name and family business to Earl Shell and his veteran management team, and in 2007, when Earl retired, he did likewise with Brantley Barrow and Bill Pinto.

Today, Brantley Barrow and Bill Pinto and their team are leading the company through its most prosperous period. Additionally, there is a management committee charged with overseeing operations and guiding the company’s future. Together the present management team represents more than 375-collective years with Hardin.

For many years, Hardin Construction has earned the reputation of being one of the top contractors in the nation according to *Engineering News Record*. The homebuilding company founded in Atlanta in 1946 is now managing the construction of convention centers, office buildings, hotels, retail centers, high-rise residential and universities in 28 states and the Caribbean. In Chairman Emeritus Earl Shell’s words, “Each of us, every day, must look at every activity, procedure and process through the perspective of ‘What is great performance for my customer?’”

MORE ABOUT HARDIN:

- As an industry leader and concerned corporate citizen, Hardin Construction is at the forefront of sustainable construction methods. A certified member of the U.S. Green Building Council, Hardin Construction utilizes the organization's LEED certification criteria as a framework to produce "green" buildings. Even a building not seeking LEED certification or a "green" distinction benefits from Hardin's expertise in this arena through sustainable building design techniques that result in energy efficiency, water use reduction, reduction of indoor air pollutants and provision of gardens and greenspace.
- Hardin Construction collaborated with enterprise software solutions provider Computer Methods International Corp. (CMiC) to create a state-of-the-art suite of software packages that enables project information to flow on the same fast-track as the construction industry. As early adopters of a completely integrated platform, Hardin Construction incorporated CMiC's software into hBuilder, the company's project management portal, in 2003. With a fully integrated system, Hardin Construction's employees can share information across projects regarding job costs, subcontractor experience and timelines for various project elements.
- In response to the challenge of training a geographically dispersed workforce, Hardin Construction launched Hardin University, an Internet-based virtual learning center, in July 1999. Hardin University provides continued training and education on topics including industry software, project development and employee systems through the company's Intranet.
- Comprehensive services include estimating, value engineering, constructability review, scheduling, construction management and supervision, subcontractor/vendor pre-qualification and management, quality assurance, safety, M/WBE program development and implementation, and project control systems.
- Hardin Construction's dedication and hard work has led to a near 85 percent repeat customer rate with companies such as Carter & Associates, LLC, Marriott Vacation Club, Chelsea Property Group, Cousins Properties, Georgia Institute of Technology, Intrawest Resort Development Group, Kim King and Associates, Simon Property Group and Hillsborough County Schools.
- Recent Hardin accomplishments include: the Cobb Energy Performing Arts Centre, University Commons at Georgia State University, Terminus 100, Georgia World Congress Center Phase IV and the InterContinental Hotel in Atlanta; CNL Center II, Winter Garden Village and the Village of Imagine in Orlando, FL; Grand Central at Kennedy, The Plaza Harbour Island, and the Marriott Waterside Hotel in Tampa, FL; the Nielsen Media Research Corporate Offices in Oldsmar, FL; the Round Rock Premium Outlets ® in Round Rock, TX; and the Puerto Rico Convention Center in San Juan, Puerto Rico.



“Hardin is unique because we respond to our client's desires positively, yet realistically. We deliver what we promise, but stretch ourselves in our commitments. Clients often challenge us with the more difficult projects because they know we can deliver.”

M. Brantley Barrow
Chairman, Hardin Construction Company, LLC

As Chairman, Mr. Barrow is responsible for the overall strategic direction and executive management of the firm, and also oversees the company's financial affairs, human resource, risk management and information technology areas.

With over 30 years of financial and management experience to his credit — 30 of those in the construction and real estate industries— Brantley Barrow is a unique asset among Hardin's executive corps. As former national president of the Construction Financial Management Association, his visibility and depth of industry contacts keeps Hardin in the forefront of competitors and clients alike.

Mr. Barrow is a member of the Board of Trustees for Young Harris College and serves as Chairman of the Finance Committee. He is a member of the Board of Trustees of the Terry School of Business Alumni Association at the University of Georgia, a member of the Board of the Metro Atlanta Chamber of Commerce, the Board of Trustees of Atlanta Habitat for Humanity, Inc., and March of Dimes Georgia Chapter. He is a Past-Chairman of Junior Achievement of Georgia, Inc., has been a member of the Board of Directors since 1996 and serves as a class room volunteer. He is also a member of the Finance Committee for the Atlanta Botanical Gardens, Inc. where he also has served as a member of the Board of Trustees and Executive Committee and as Chairman of the Building and Grounds Committee. He is a former National President of the Construction Financial Management Association (CFMA). He is the former president and a founding director of the Georgia Chapter of CFMA. He is also a certified Construction Industry Financial Professional and Certified Public Accountant. He is a member of the Board of Directors for the Buckhead Coalition.

Mr. Barrow holds an associate of education degree from Young Harris College and the bachelor of business administration (summa cum laude) from the University of Georgia in Athens, Georgia.



“It isn’t enough to understand the construction process inside and out. Quality, safety—these are givens today. Proving to our clients that we know their market, we understand scope...we can see the end-product they’re aiming for and we can get them there, with more of the details and amenities they want, all within budget. That’s how we earn their respect.”

William A. Pinto
President

In his 35 year tenure with Hardin, Bill Pinto has directed or overseen construction management of every product type the company has endeavored to build. As President, he is responsible for leading strategic growth and overseeing Hardin’s broad-based construction operations.

Known for his “sweat the details” mentality and calm, measured demeanor, Mr. Pinto is well respected among his peers. In 1998 he was inducted into the University of Florida’s Construction Hall of Fame after winning the “Distinguished Builder Award” from the M.E. Rinker, Sr. School of Building Construction. Awarded by a diverse group of representatives from the industry’s major trade and professional organizations, this honor recognizes Mr. Pinto’s dedication to construction excellence, his active support of the industry and his outstanding civic and community involvement. In 2005, Mr. Pinto was honored by the Atlanta chapters of the Professional Construction Estimators Association of America (PCEA) and the American Society of Professional Estimators (ASPE) with the prestigious Golden Hammer Award. This honor recognizes Mr. Pinto’s significant contributions to both the construction industry and the community.

Mr. Pinto is a member of the American Institute of Constructors and serves on the Executive Committee to the Advisory Council of the M. E. Rinker, Sr., School of Building Construction. He also was the 2002 Chairman of the Board of Directors of the Associated Builders and Contractors of Georgia. In 1996, he served as President during a seven-year tenure on the Board of CEFGA (Construction Education Foundation of Georgia), a nonprofit education foundation chartered to address the current and future craft training needs of Georgia’s commercial and industrial construction industry. He is the immediate past Chairman of the Board of Trustees for Atlanta Technical College after ten years on that board. Mr. Pinto is the past Chairman of the National Center for Construction Education and Research (NCCER). He also serves as President of the Board of Glencastle Constructors, is a member of the Board of Directors of the Metropolitan Atlanta YMCA and is the Chairman of Theatre in the Square board.

Mr. Pinto graduated from the University of Florida with both bachelor’s and master’s degrees in building construction before joining Hardin in 1974.