

A 'Different' Company

Cork-Howard says it overcomes tight schedules in its interior projects.

Since its inception 12 years ago with only two people, Cork-Howard Construction Co. has become recognized as a general contractor with a strong reputation for integrity and reliability. "We think that we provide a lot of personal attention to the jobs," says Gene Cork, president. "We do what we say we're going to do, when we say we're going to do it. If we make a mistake, we will make it right."

Cork founded the company with his partner, Senior Vice President Lori Howard, in 1995. After working together for 11 years for other contractors, the two decided to start their own business. But they did not do it alone. "We were blessed from the start in that many of the clients we worked with for over 10 years came with us," Cork recalls.

Today, Cork-Howard employs a staff of 100 and has offices in Atlanta and Tampa, Fla. The company specializes in all types of construction, renovations and expansions, retrofits and restacking, base building, and exterior renovations and construction for many different and varied industries.

Cork says the company is well known for its corporate interior work but also has established a strong presence working in data centers, healthcare facilities and hospitals, and religious and nonprofit organizations.

"We have a lot of experience in interiors and high-tech construction," Cork says. He notes that the company currently employs 18 superintendents with an average of nearly 30 years of industry experience.

At the same time, Cork-Howard has nurtured a loyal base of subcontractors. "We have great relationships with our subcontractors," Cork says. "Lori [Howard] and I have dealt with most of [our] subcontractors long before we started Cork-Howard."

Because of these long-standing relationships with them, Cork-Howard is able to work closely with its subcontractors when developing its project schedules, taking into consideration any input or concerns they may have.

A Happy 'Family'

In addition to employing a competent, experienced staff, Cork-Howard enjoys low employee turnover. Cork credits this to a relaxed work environment. "We try to run a different kind of company here," he says. "We don't have time clocks to punch in."

In addition, he says, Cork-Howard is "family friendly," giving people flexibility to spend time with their families.

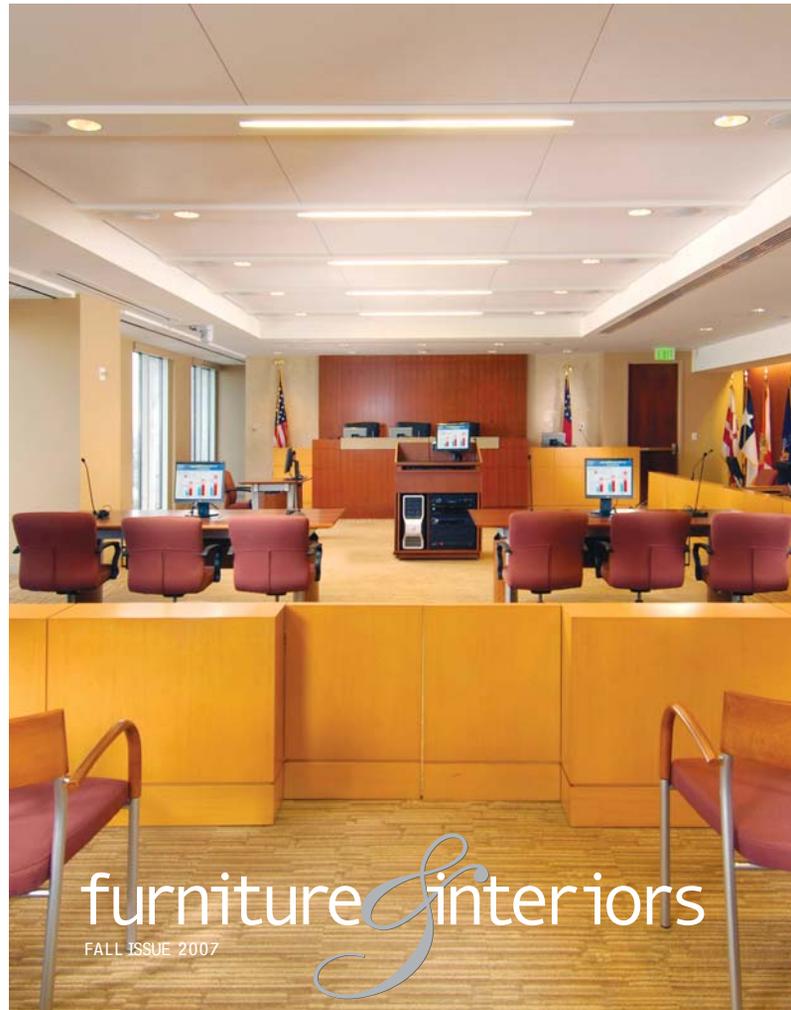
One longtime associate at Cork-Howard is Vice President Brandon Cleghorn, who joined the company in 1998. "Everything's very personal [at Cork-Howard]," Cleghorn says. "It's very refreshing. It's like a big family."

'Being Flexible'

Cork-Howard has earned a reputation for successfully completing difficult interior projects under tight time constraints. One such project was a 7,000-square-foot mock courtroom for Sutherland Asbill & Brennan LLP, a national law firm with an office in Atlanta. The project's budget was approximately \$600,000.

Sutherland has been a customer of Cork-Howard for 10 years, Cleghorn says. "We've built-out over 200,000 square feet for them," he says.

In addition to the mock courtroom, the company has completed reception



Cork-Howard specializes in expansions, retrofits and restacking, base building, and exterior renovations and construction for a variety of clients.



Cork-Howard Construction Co.
www.corkhoward.com
2006 sales: \$40 million
Headquarters: Atlanta
Employees: 100
Service: General contracting
Gene Cork, president: "We do what we say we're going to do, when we say we're going to do it."

Company Profile

areas and partner offices with high-end finishes, multiple conference rooms with high-tech audio visual equipment, high-density file rooms, employee break rooms, and corridors, among others.

The room, that is used for staging practice courtroom sessions, had only eight weeks in which to be completed. According to Cork-Howard, the project included finishes that were typical of courtrooms, including a jury box and a judge's bench, not to mention state-of-the-art audio visual equipment. The extremely tight schedule was accomplished by Cork-Howard through its commitment to meet customer expectations, as well as the following factors.

One is the use of a great construction team, headed by Pat Trahan, one of the company's strongest and most organized superintendents. His ability to identify potential issues and resolve them before they were problematic is a talent and skill achieved in his 30-plus year career.

To his compliment were the subcontractors who were reviewed and selected based on their ability to perform the quality work and their capacity to provide the manpower this project demanded. Rounding out this team were Perkins & Will, the client's architect, who were able to provide great ideas and provide quick answers to any issues that arose.

Recognizing from the start the critical time constraints, Cork-Howard identified long-lead items and ordered them before it obtained its permit to ensure no

unnecessary delivery delays. Cork-Howard maintained a detailed project schedule that included submittal deadlines; held weekly subcontractor meetings to review the schedule; and attacked and remedied any potential delays, issues or problems immediately, which may have compromised its client's delivery date.

Among its many challenges on the project, Cork-Howard needed to integrate a state-of-the-art audio/visual package with a high-end electrical package. In addition, work was coordinated around the rest of Sutherland's office. "Obviously, the building's occupied," Cleghorn says. "They've got a working environment where they can always hear [us]."

But Cork-Howard is very familiar working under such constraints. As an example and without exception, all its healthcare work requires that tasks be performed in occupied spaces. Cork-Howard stresses that their team must remain aware and sensitive to its customers' workspace. "That's part of being flexible," Cork states. "[We will] work after hours when needed to accommodate our customers' needs."

The project, which was completed last year, has met with Sutherland's expectations, Cleghorn says. "They're very happy," he states. "They use it probably a lot more than they thought they would." Additionally, the project has been nominated by the Association of General Contractors for the 2007 Build Georgia Awards, which are to be announced in mid-June. ■

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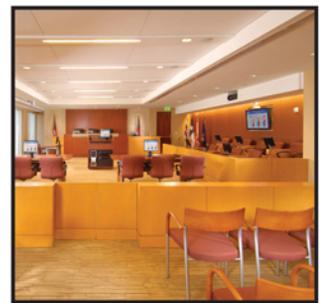
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Winner 2005**



**AGC Build Georgia Award
Winner 2006**



**AGC Build Georgia Award
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