



THE GENERAL CONDITIONS

CELEBRATING
25
YEARS
OF
DESIGN-BUILD

PUBLISHED BY TREHEL CORPORATION

Trehel Corporation Is Awarded "Excellence In Construction Award Of Merit" By Associated Builders and Contractors Of The Carolinas

Thursday, November 15, 2007 marked the ABC (Associated Builders and Contractors) of the Carolinas, sixth annual "Evening of Excellence." Associated Builders and Contractors is a national association representing more than 23,000 merit shop construction and construction related firms in seventy-nine chapters across the United States.

Trehel was awarded the category which recognizes merit for substantial interior projects which range over three million dollars. Trehel's experience and proven record with the Design-Build process, allowed us to partner early on with Furman University and to offer solutions to problems they were having getting this project off the ground. Due to the age of the anequated building, all



**FURMAN DINING HALL
GREENVILLE, SC**



internal systems had to be brought up to code before addressing the aesthetics of the project. Trehel worked diligently with the school, architects, engineers, fire marshalls and code officials to solve these issues, allowing the project to proceed. This fast track project took place during three months when students were away for summer break. Every element of the project was tightly managed to remain on schedule and within budget. The end result was a very successful project for all. Trehel Corporation received honorable mention for the "Old Main" project at Wofford College and for "Founders Hall" at The Reserve Village.



Buildings and Relationships That Last A Lifetime!

- FINANCIAL
- HISTORIC
- INDUSTRIAL
- INSTITUTIONAL
- MEDICAL
- MIXED-USE
- MULTI-FAMILY
- MUNICIPAL
- OFFICE SPACE
- RETAIL
- WORSHIP

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DATES TO REMEMBER



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EMPLOYMENT ANNIVERSARIES

OCTOBER

| | |
|------------------|------|
| Roger Wilbanks | 2002 |
| Matt Hydrick | 2003 |
| Richard Arnold | 2004 |
| Brennon Belcher | 2004 |
| Harley McAlister | 2005 |
| Andreas Barrera | 2005 |
| Adam Owens | 2005 |
| Darren Ward | 2006 |

NOVEMBER

| | |
|------------------|------|
| Eddie Rickets | 1995 |
| Deris Morales | 1999 |
| Anselmo Bautista | 2001 |
| Jeff Tollison | 2004 |
| James Johnson | 2004 |
| Brandon LeCroy | 2004 |
| Samuel Hernandez | 2006 |
| Margaret Hall | 2006 |

DECEMBER

| | |
|-------------------|------|
| Kelly Vaugh | 2002 |
| Ricardo Rodriguez | 2003 |
| Thomas Wilbanks | 2003 |
| Linda Cowart | 2004 |
| Gary Stewart | 2004 |
| Paul Howard | 2005 |

Important Reminder: The deadline for filing any 2007 FSA medical claims is March 31, 2008.

JOBS IN PROGRESS



**Southern Wesleyan University - New Chapel and Fine Arts Building
Southern Wesleyan Campus - Central, SC**

This new three story, 48,000 sf Chapel and Fine Arts Building will provide the University with a new venue for services and performances.

Project Manager: Marty White

Superintendent: Keith Crane

**Westminster Presbyterian Church - New Office and Administration Buildings
Westminster Presbyterian Church Campus - Rock Hill, SC**

This project consists of two new buildings for the Westminster Church Campus: a new two story administration building and a new classroom and education building.

Project Manager: Bryan Yoder

Superintendent: Bryan Thomas



**New Liberty Highway Animal Hospital for Dr. Cary Hughes
Anderson, SC**

This new 3,700 sf free-standing veterinary hospital will include state-of-the-art equipment for medical treatment of animals.

Project Manager: Tim Murphy

Superintendent: Chad Kirby



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CELEBRATING TWENTY FIVE YEARS



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A LETTER FROM THE PRESIDENT

Interestingly, if you think about the vision of this company, it is no different than the day the company was created...in Neal's words, "I want Trehel to be a well run company that takes care of its employees...nothing more and nothing less." As we have grown, and as we continue to grow, that overall vision will not change...we desire to be the CONTRACTOR OF CHOICE...BOTH FOR CLIENTS AND EMPLOYEES. In other words, from a big picture perspective, we are building relationships and buildings that last a lifetime. That is internal and external...the desires would be that we treat each other, the other people we come in contact with and our clients in such a way that we are honoring God and the company by being stewards of our gifts, talents, resources and even emotions.

Trehel Vision...who we are

To be the most trusted Master Builder in our market area by our past, present and future clients, our employees and the communities we serve. Our vision is the sweet spot of three things, or the overlap of three circles: the passions and abilities of the employees of Trehel...the needs of our clients...and the leadership's gifts and passions. Where those three things intersect, that is where we find our direction as a company.

Trehel Mission...what we do

Deliver an extraordinary building and relational experience for our customers through energized and empowered employees with clear direction. We will be the contractor of choice in our service area and the employer of choice. We serve our clients, our communities and our co-workers...all through integrity, commitment and excellence. Ultimately, we build relationships and buildings that last a lifetime.

Trehel Core Values...what we believe and what guides our actions

Integrity – Trehel Corporation adheres to moral and ethical principles...doing things right AND, more importantly, DOING THE RIGHT THING.

Commitment – Trehel Corporation is committed to our clients and each other. It is more than a promise...more like a promise with consequences.

Excellence – Superior...construction, relationships

Quite frankly, in order to understand where we are going, we really have to understand where we came from...we have to understand our past. Since it is our 25th anniversary this year, I want to take you back to 1982:

Vector Corporation, in Oconee County, had just been bought by a northern company. A man by the name of Neal Workman was an officer of Vector and had been growing roots in Walhalla for several years. When this company took over Vector, Neal decided it was time...time to take a risk, but for specific reasons. He had a young family and didn't want to move...he had already established some relationships, and didn't want to completely start over. Neal's faith was relatively new, and he wanted to make an impact on his community for the Kingdom.

With all that in mind, Neal borrowed \$4,000 and started Trehel Corporation. As many of you know, Neal's son's name is Tres and his daughter's name is Helen...he took the first three letters of each name and – because of our southern accents – we



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pronounce it TRAIL. Vector was already building several retirement homes in Clemson Downs. Neal had built a relationship with Wilson Worley, who was the developer of the Clemson Downs, so Neal went to Wilson and said, "I am going out on my own."

He bought Marshal Smith's F250 with over 200,000 miles on it, and that was the first company vehicle. He hired Gary Brock, Buddy Mayes and Frank Wilson. The first office was a fifteen foot trailer on an empty lot at Clemson Downs and it was so small that they had to go to Ole Norms to use the restroom! They had no computers, no faxes and all was done by hand for the first three or four years.

A year or so later, Trehel finally needed a dump truck...so Neal found one from one of our brick masons. Neal purchased a 1947 GMC for \$200. It didn't have a seat, so the guys took a ladder back chair from one of their dinner tables and put it in the dump truck to be able to drive and sit at the same time. They painted the truck yellow with a paint brush and painted Trehel on the side with a smaller brush. Trehel used the dump truck for 3-4 year and it was stolen from the job we were doing at Oconee Memorial Hospital...once again, there was no insurance because we couldn't afford it.

About this time, Trehel moved from the job trailer to the house on the hill where Country Walk now is. We still couldn't afford to pay any rent, so Neal worked out a deal with the owner of the house, that if Trehel would cut the grass (there was a lot of it), then Trehel could work there rent free...this place had bathrooms! Fay, Neal's wife, was working as the receptionist.

There was a clothesline outside Neal's office...he would pin targets on the clothesline and shoot them with a bb pistol through the window while he was on the phone...

Things were so tight, they would get on the phone and negotiate their deals and argue the bills with SouthernBell. Trehel had to manage everything. In 1987, Trehel bought its first computer. Neal told me that back then, Trehel didn't use architects, didn't use engineers and got all of their permits based on drawings Neal did with #2 pencils sitting at his desk.

The biggest struggles from 1982 to around 1992 were making sure there was enough work to carry the company. Every project that was awarded was based on price and Trehel didn't have the reputation in the community that it has today. From '82-'92, there were more recessions than what we have experienced since then, and interest rates got up to eighteen and nineteen percent in 1989.

Because of this, 1989 became a defining moment in our company. Neal's accountant told him he was bankrupt and there appeared to be very little work on the horizon because of the recession and interest rates. Neal and Fay put everything they owned for sale in order to put the money in the company to make it work for the employees Trehel was providing for at that time. Neal shared with me one time that he prayed and asked God if he had brought him this far to fail. God answered in a big way, and led Neal to lead the company in a new way and struck a new innovation in his heart.

On that day, in 1989, Neal vowed that he would never be dependent upon anyone other than the company and his savior to procure our work. Through this thought process, Neal took the knowledge he had from building custom homes and carried it over into the commercial arena...this was how design build started at Trehel. Neal went in Bob's office and said "we will no longer depend upon anyone to get our work...we will no longer compete on price...we will find our own work, develop our own clients and coordinate all facets of a project, including the design."



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With this epiphany, there was still a struggle to attract a lot of talent to a small company in Clemson, SC. Neal and Fay can remember thinking, "if we can ever get this company to do \$5 million a year, then things will be stable...then it became, if we can ever do \$10 million things will be stable." Around 1992, this finally became a reality and Trehel almost did \$5 million...Neal finally felt like he could breathe a little, but there was still fear, because one bad decision could make a substantial difference in the company, but more importantly, it could affect many people's lives.

Around 1990, Trehel moved into a duplex in Pendleton, and then in 1993, we moved into the office we have today...granted it has changed a fair amount. Even with the epiphany and new found vision of procuring work, Neal had an important conviction that he keep the company free of debt...for 25 years we have never used our operating line of credit to pay bills.

As the company has morphed into the company it is today, one thing has remained constant. That is Neal's heart for people. His biggest lesson in the late 1980's was looking at the people that put their trust in him and realizing that many of the non-business related needs of Trehel people were not being met. This led to our disability policies and our retirement programs...the vision has always been and will always be to minister to the whole person of the company. Each of us has stories of how he has touched our lives, whether it be financially, emotionally, or spiritually. The good news, is that heart is still here and will be here for some time to come...through mentoring, that heart has bled over into other people, where we have learned and are learning to care for other people. Don't ever stop this!

If you asked Neal, which I have, what is his greatest accomplishment in starting this company, he would tell you the greatest reward is seeing people influenced, given second chances, and taking what resources the company has to make a difference in peoples' lives.

I asked Neal what he would want people to know if you could tell them one thing as we look back on the last 25 years... his response didn't surprise me. "Trehel Corporation exists for the benefit of those God has entrusted us to guide and provide for,"and his hope and desire as we move forward in the next 25 years is simple...that we treat others the same way...our families, our co-workers, our clients and our communities.

It is pretty obvious that over the last 25 years, the Lord has blessed this company and the people here. Our prayer is that it moves forward in that regard. Our foundation absolutely will not change and our heart for people will not differ, and our faith will not waiver. We will not apologize for our ministry to people and although the rest of society has removed our Lord from the companies, the state and the schools...Trehel will not. Christmas will be about Christ, we will continue to pray, and we will continue to seek the Lord's direction. Our values will be based on what scripture teaches and we will hold high those things like INTEGRITY, COMMITMENT AND EXCELLENCE. The founding member, through God's grace, built this idea, and with Neal's help and God's grace, in 25 years I will be reporting the same thing. Neal isn't going anywhere and will continue to touch our lives. Along those same lines, let me encourage each of you to do something...touch someone else's life. Begin to think about your legacy...you can't take your money with you...you can't take your skills with you...you can't take your possessions with you. Here is what you can do...you can make a difference in someone's life...teach them what you know...invest in their personal lives...give back...Jesus was asked "who is my neighbor?" If asked today, I know His response would be the same: your neighbor is with you right now.

Will W. Huss, Jr. - Company President | COO



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PROJECT HIGHLIGHTS



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**The New Sales Office
At The Reserve Village**

Sunset, SC



The Reserve Community on Lake Keowee spared no expense on the craftsmanship and materials used for the construction of the new 76,000 sf Sales Office at The Reserve Village. The buildings massive support beams were hand crafted from reclaimed Heart of Pine timbers. These same timbers were used to mill the planks for the entire flooring and open rung stairs. The railing on the staircase is made from hand hammered wrought iron. Other unique features of the building include an two-story elevator, arched door ways and high-end carpentry and trim throughout. A special thanks to

Project Manager, Tim Murphy (Left), and Superintendent, Donnie Phaneuf (Right), for a terrific job on this specialty project.





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PROJECT HIGHLIGHTS



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Trehel Corporation Builds New Sports Bar In Downtown Clemson



September 2007 was an exciting month for Clemson college students and downtown diners alike, as Trehel completed construction of the newly renovated Griffin's Sports Bar. This newly opened restaurant is located on Old Greenville Highway in downtown Clemson and faces Bowman Field and Tillman Hall. This 2,280 sf space used to house the old Acropolis Restaurant

was increased in size by adding a 520 sf outdoor covered dining patio. The interior of the restaurant includes special finishes such as a mahogany and oak stained bar.

Project Manager, Bryan Yoder (left), and Project Foreman, Brad Stanley (right), did a fine job on this latest edition to Clemson's downtown scene.





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LETTERS FROM CLIENTS



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November 2007

To Trehel Corporation

Re: Coach's Low Country Brands Corporate Office

Coach's Low Country Brands, has been very impressed with the professionalism, communication and the design-build process during the completion of our new office facility at Eagle's Nest in Seneca, SC. Trehel has assisted our company throughout the construction with financial consultation for the building and space allocation to maximize the full capacity to better serve our customers.

Through the relationship that has developed between Trehel and Coach's Low Country Brands, and the future growth of our company, Trehel has been selected as our number one construction company. Thanks for the great customer service and timeliness of this project.

Regards,

Coach Joe and Kristina Crosby



September 2007

To Trehel Corporation

Re: West-Oak Middle School - Westminster, SC

On behalf of The School District of Oconee County it is my pleasure to recommend Trehel Corporation. Trehel, serving as the general contractor, successfully completed the West-Oak Middle School in June of 2007. The quality of workmanship was outstanding and the project was completed ahead of schedule with very few change orders. Jack Weber, Project Manager, along with Don Underwood, Project Superintendent, were both professional and pleasant in all areas of work.

In general, I would classify the West-Oak Middle School Construction Project as our most successful to this point.

Sincerely,

Richard Alexander, Director

SDOC Facility Services

FEATURED SUBCONTRACTOR



Waldrop Incorporated was founded in 1970 by Benny Waldrop and specializes in HVAC, plumbing, piping and sheetmetals. Trehel's relationship with Waldrop Inc. goes back many years, and we are proud to have worked with them on many successful project. A few of our current projects together include:

West Oak Middle School

The Blood Connection

The Cliffs - Gary Player Building

The Cliffs - Administration Building

Carolina Federal Credit Union

Highlands Fine Art Center

