



BUFFALO

BUILDING BETTER

FROM THE HERD

FOR MORE THAN 25 YEARS, BUFFALO
CONSTRUCTION HAS MADE A NAME
FOR ITSELF IN ALL AREAS OF THE
CONSTRUCTION INDUSTRY.

No matter what field we work in—from hospitality to healthcare and from retail to convenience—we hold the same high standards for Building Better.

We partner with our clients and our vendors to create a cohesive team on every project. It takes an entire team, pulling together, to create the best build possible. And we know how to make it happen every time.

We know what it takes to make our client partners happy by keeping them first in mind in every aspect of the project. It's the HERD way that's instilled in every one of us. To ensure satisfaction on our jobs, we hire the best and give them the tools and training to be even better at what they do.

For anyone seeking a partner to build high-quality structures that go beyond your expectations, look no further. You've found us.

—Roman A. Buffalo

Part of that training involves instilling our values into each member of the Herd. We ingrain into every team member our three standards, and we meet them on every job:

Keep it

**BUFFALO
SAFE**

Make it

**BUFFALO
CLEAN**

Get it

**BUFFALO
READY**



HISTORY

SINCE MARCH 10, 1997, WHEN WE STARTED OUR FIRST BUILD, OUR ONE MISSION HAS BEEN TO MAKE OUR CLIENT PARTNERS HAPPY. EVERY TEAM MEMBER WE BRING IN, EVERY MINUTE OF TRAINING AND EVERY PROCESS WE CREATE IS IN EFFORT TO FULFILL THAT PROMISE.

Founder and Owner, Scott A. Gregor founded the company with the idea that the business isn't all about construction, it's all about relationships. So we strive to build better relationships, teams, processes and end results every day.

Our client partners have quickly come to know our standards and trust that we will exceed theirs. As word spread about the quality of our work, our company's footprint has grown. So much so that 85% of our client partners return with more projects. Our work and licensures now span 49 states and counting.

CULTURE

Every company likes to say their team is different. With Buffalo Construction, you'll know the difference within moments of meeting us. The Herd, as we're called, is a carefully selected crew of individuals who are each strong on their own, but whose strength really shines as a team.

No person works as an individual on any project. With the Herd, even our leadership is hands on with every aspect of the business. That's how we ensure that our customers are always satisfied. We are all responsible for the end result.

To us, Building Better is more than a tagline. It has just as much to do with our relationships with client and vendor partners as it does our actual projects. We look at every aspect of our business and find ways to improve our communications, our service and our processes. Building Better is a never ending task, because we are always striving to be better.

The core of our business is built around our standards, which we uphold job after job. From day one, our builds are kept to our own cleaning standards. We call it Buffalo Clean.

This means, that anytime you walk onto one of our job sites, it will be immaculate, because a clean worksite promotes safety, efficiency and better morale.

Throughout a job, we work towards making the site Buffalo Ready. Just before turnover, we run through our checklist to make sure that the entire site is up to our strict standards. We consider everything from testing systems to having the right tools to take notes at turnover. Nothing is left undone—that's how the Herd makes every job even better than the one before.

“ THEIR PEOPLE ARE VERY, VERY PROFESSIONAL. THAT'S ONE REASON WHY THEY'RE MY NUMBER ONE GENERAL CONTRACTOR. THEIR FOLLOW UP AND THEIR PROFESSIONALISM IS OVER THE TOP. A LOT OF CONTRACTORS DON'T LOOK OUT FOR THE OWNER'S BEST INTEREST - BUFFALO DOES.



OUR
PURPOSE:

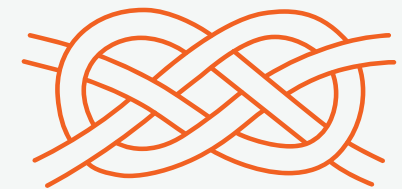
**WE BUILD
RELATIONSHIPS
WHERE BOTH
PEOPLE AND
PROJECTS
THRIVE.**

THE HERD WAY

We know what it takes to make our Client Partners happy by keeping them first in mind in every aspect of the projects. It's the Herd way that's instilled in every one of us. Our values are ingrained in everything we do and are directly tied to our company purpose.



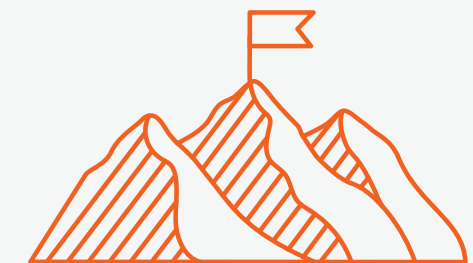
CELEBRATION
We honor, recognize
and appreciate



COMMITMENT
We do the right thing,
no matter what



COMPASSION
We care about
others and live it



**CONTINUOUS
IMPROVEMENT**
We stay hungry and raise the bar



MORE ABOUT BUFFALO

151 Total employed top-notch construction teammates

\$282M Revenue in 2023

#390 on the ENR Top 400 Contractors List

#2 Largest General Contractor in Louisville, KY in 2022-23

TOP 5 Largest GC in Louisville, KY 8 years running

2022 Louisville's Best Places to Work Honoree

78 Average number of new projects awarded annually

55 Average number of projects simultaneously managed per month

7 Average number of projects turnovers per month

26% Total minority representation

20% Female representation

TOTAL ANNUAL VOLUME

2023 Annual Revenue - \$282 M
2022 Annual Revenue - \$239.86 M
2021 Annual Revenue - \$211.43 M
2020 Annual Revenue - \$132.09 M
2019 Annual Revenue - \$207.25 M

RESOURCES

Our team is our most valuable asset. Comprised of over 150 construction professionals, our team brings unrivaled experience and depth across an interdisciplinary approach to building. Our Support Center, located in Louisville, KY, provides our field team with all the tools, training, resources, and support needed to deliver our client partners an exceptional and unmatched building experience. We also rely on the expertise from our deep-rooted network of trusted vendor partners, architects, engineers, and consultants that we've grown over the last 25+ years.



CLIENT TESTIMONIAL

UNIVERSITY OF
LOUISVILLE

Cardinal Athletics

August 23, 2022

University of Kentucky
Purchasing Division
322 Peterson Service Building
Lexington, KY 40506-0005

To Whom it May Concern:

As the Athletic Director at the University of Louisville (UofL), I have had the privilege of working with Buffalo Construction on a number of projects that we have recently completed (or will complete) on campus. I have had the opportunity to see first-hand the dedication, commitment, creativity, and resourcefulness the Buffalo Construction team brings toward any project they have committed to complete.

First and foremost, the entire Buffalo team operates with an extremely high level of integrity, thus you know exactly what you are getting when you hire them. From the beginning of our relationship they have been upfront and honest relative to what their team could deliver to our projects. Through constant dialogue with the university, their team has been able to lay-out and define scope, set budgets, and propose realistic timelines from the outset of each project. As the projects evolved and progressed the team constantly kept us updated relative to any of the above items being adjusted. I have always appreciated the ability of the Buffalo team to have honest/frank conversations when hard conversations had to take place with respect to budgeting and scope.

At their core, Buffalo is not a construction firm, they're a firm that makes ideas come to life. That might sound a bit unorthodox, but their strength is in finding efficient solutions throughout the design and construction of projects to create projects that owners are extremely proud of. Throughout each of our projects, Buffalo was able to bring forward ideas and options to the process that created efficiencies, thus creating a final product that exceeded our expectations. This was accomplished by bringing ideas to our attention, letting us decide what we wanted to do, then executing those ideas. More times than not, these ideas were not cost increases, but rather better ways to accomplish something, thus allowing us to stretch our budget(s) further than expected.

If you're looking for a true partner that cares deeply about the projects they have been hired to complete, I have no doubt Buffalo is that company. The entire Buffalo team takes pride in the work they do. At the same time Buffalo is a company that is committed to the community they live and work in, thus I am confident they will work hard provide you with the absolute best project.

University of Louisville • Athletic Administration. Louisville, KY 40292
P: 502.852.3858 F: 502.852.6557 W: GoCards.com

UNIVERSITY OF
LOUISVILLE

Cardinal Athletics

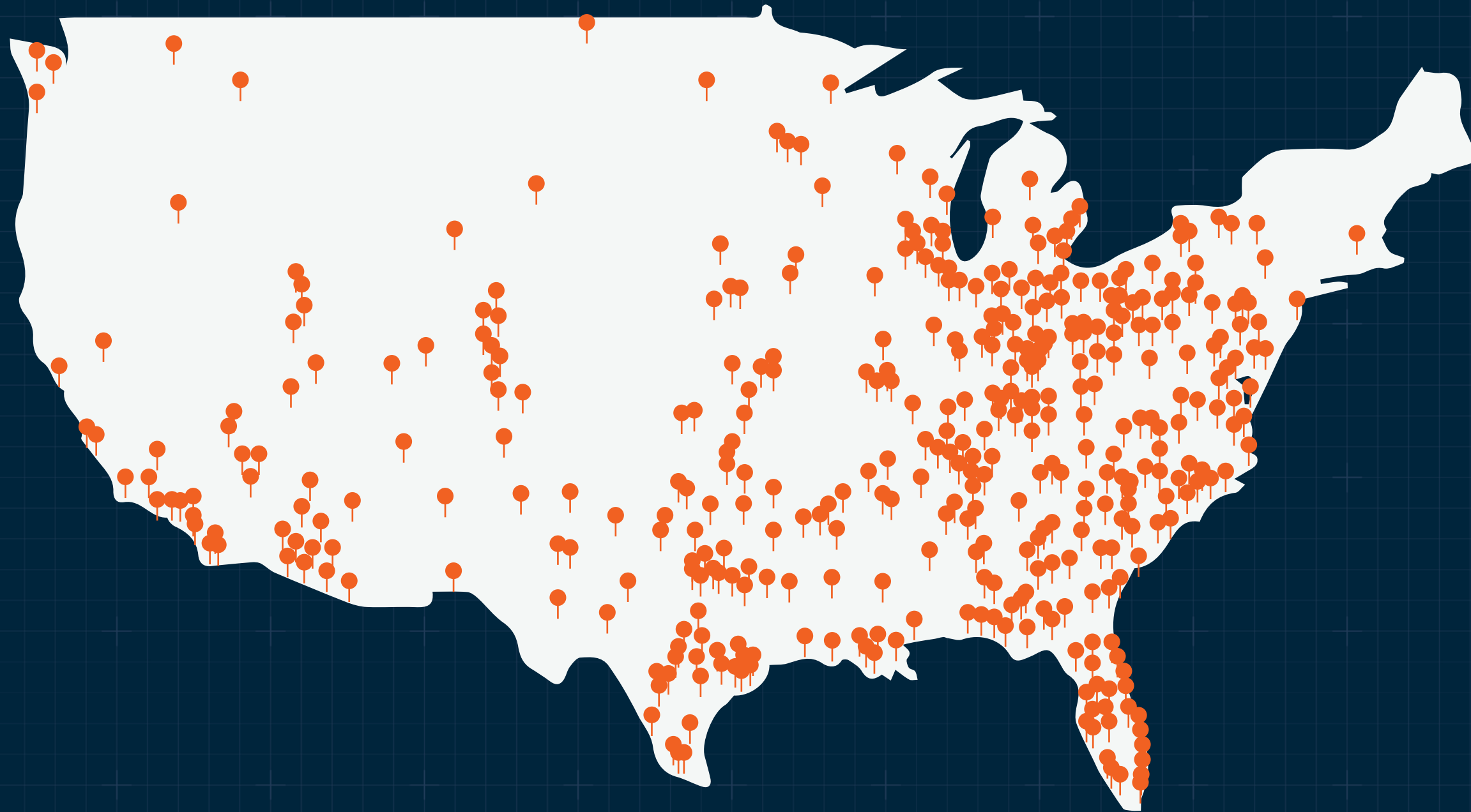
If you have questions, please do not hesitate to reach out to me directly at Heird@Gocards.com or 502-303-3049.

Sincerely,


Josh Heird
Athletic Director
University of Louisville

University of Louisville • Athletic Administration. Louisville, KY 40292
P: 502.852.3858 F: 502.852.6557 W: GoCards.com

Each pin drop on this map indicates a job completed by the Herd for Buffalo Construction



WHERE THE BUFFALO ROAM

24 Project Managers

54 Project Superintendents

21 Project Engineers

12 Project Estimators

06 Project Coordinators

10 Account Specialists

151 Total top-notch construction professionals dedicated to serving you and your project

LEADERSHIP TEAM



SCOTT A. GREGOR
Founder & Owner



BRETT NORTON
President



JOHN HUNTER
Chief Operating Officer
& Owner



ANDREA PACHNER
Vice President of People



JASON ABERLI
Chief Financial Officer



ANDY GREGOR
Vice President
& Owner



MATT DUDLEY
Business Unit Leader, Regional & Hotels

Matt has over 15 years of experience in the construction industry, serving as a client-first project leader in the field as well as preconstruction. He is currently the Business Unit Leader of our Hotels and Regional Focus Teams here at Buffalo Construction. Matt has made a career of leading large challenging projects to successful conclusions in multiple markets including healthcare, higher education, hospitality, pharmaceutical, and sports industries.



TIM FISHBURN
Business Unit Leader, Retail & Growth Segments

Tim has over 20 years of experience in the construction industry, now serving as the Business Unit Leader of our Retail & Growth Segments. He brings extensive expertise in project management with an emphasis on cost estimation, value engineering and innovative means and methods. Promoting a collaborative team environment, his proven capability in managing project teams is matched by his talent for building relationships through transparency and communication.



NATHAN RARIDEN
Business Unit Leader, Restaurants

Nathan has over 20 years of experience in the construction industry. He now serves as the Business Unit Leader of our fuel and restaurant project teams here at Buffalo Construction. He has managed over 40 builds across the country during his time with us. He totes an expansive portfolio, leading national restaurant programs like Chick-fil-A and Texas Roadhouse as well as large site fuel projects.

Nathan is LEAN and PlanGrid Certified, training his team in Pull Planning, utilizing a weekly work plan, and updates in PlanGrid. As a well-respected project lead for Chick-fil-A, he's earned multiple achievements, including Zero Punch Club, Zero Change Order Club and the first SWS panel built Chick-fil-A, which completed in 14 weeks.

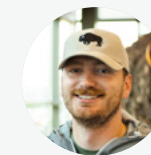
YOUR PROJECT TEAM

Our project teams are comprised of groups of talented construction professionals with a deep breadth of expertise in managing projects. Well-versed in navigating today's market challenges, we'll provide experienced-backed advice with solutions that meet your business objectives. From budget development, material sourcing and lead time management to vendor partner selection and beyond, each team member is focused on delivering your project with purpose, efficiency, and transparency through every stage of the construction process. Whether you're developing from the ground up or looking to transform your current asset with minimal disruptions to your business, you can count on Buffalo to deliver a superior build experience.

EXTENSIVE IN-HOUSE SUPPORT



JULIA GERACI
Safety Director



JALEN NORTH
Field Safety Specialist



LEEANN DIAZ
Field Safety Specialist



RACHEL STEELE
Permitting & AHJ
Coordination

OUR PROCESS

WE THRIVE ON HELPING OUR CLIENT PARTNERS DESIGN AND DEVELOP THEIR DREAM PROJECTS. WE BELIEVE THAT WHEN MAKING THE INVESTMENT TO BRING YOUR DREAM TO LIFE, YOUR VISION SHOULD NEVER BE SACRIFICED IN THE PROCESS. THAT'S WHY WE OFFER A CUSTOM, INTEGRATED APPROACH TO BUILDING.

HERD BUILD CYCLE

HATCH A PLAN

Prior to submitting any proposal, our team has already started to develop a plan for any given project by identifying and understanding the total scope involved, as well as evaluating the right Vendor Partners to set the project up for success.

EVOLVE & BRIEF THE PLAN

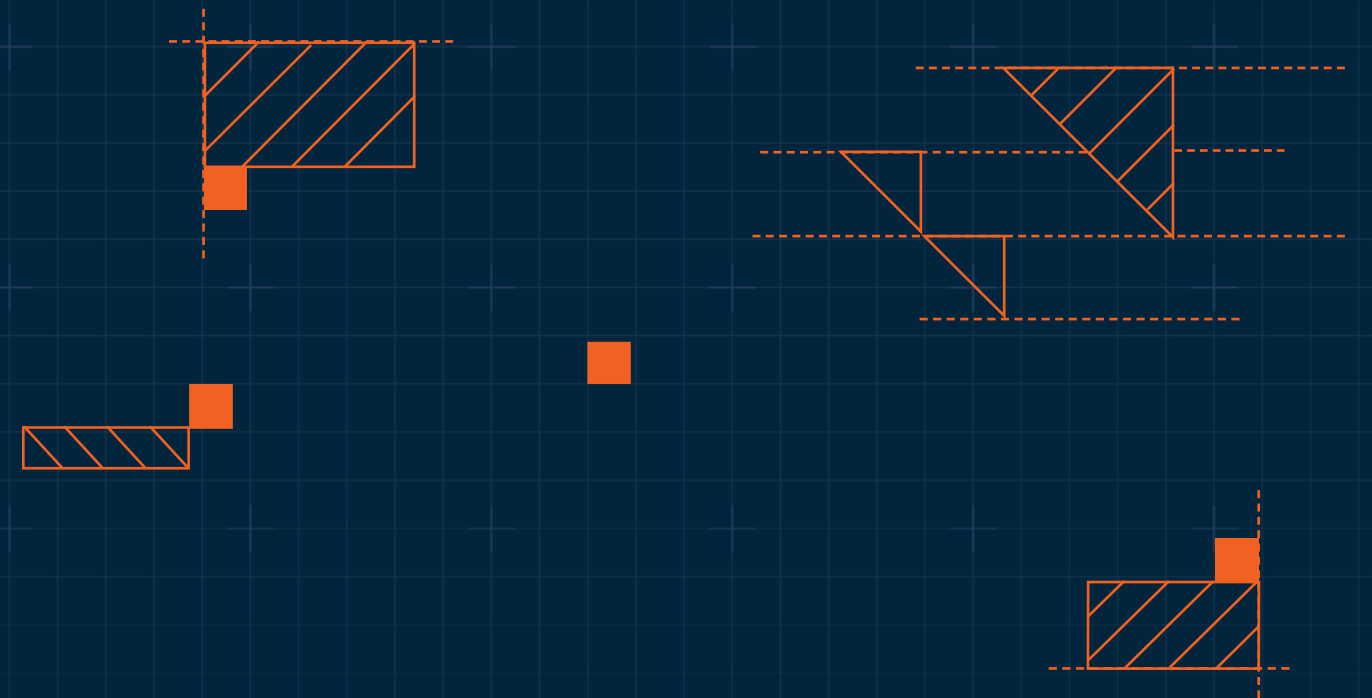
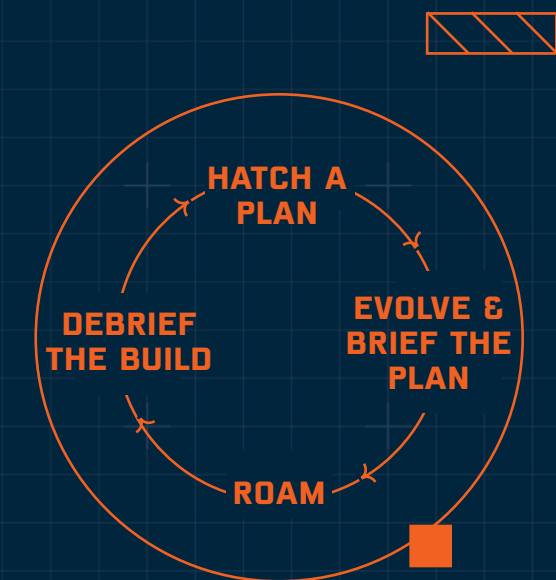
Upon establishing a project schedule, we break the project down even further by developing what we refer to as “courses of action” – action items assigned to individual team members that ensure we hit every single one of our project milestones.

ROAM

Throughout the duration of construction, we revisit our plan to ensure that we are on track to deliver a quality product, on budget, and on time. We conduct “X-Gap” calls – where our team comes together to assess our performance on a weekly basis.

DEBRIEF THE BUILD

We don't view our projects as complete until we have debriefed our per-



OUR FOCUS ON EFFICIENCY

AS CONSTRUCTION BEGINS, WE CONTINUE TO PRIORITIZE EFFICIENCY. WE APPROACH BUILDING WITH

THE IMPLEMENTATION OF THE LEAN CONSTRUCTION PRACTICES TO ENSURE CLEAR COMMUNICATION THROUGHOUT THE ENTIRE PROJECT. OUR FIELD SUPERVISION TEAM MANAGES THE PROJECT USING CONTINUOUSLY UPDATED CONSTRUCTION SCHEDULES, PULL PLANNING MEETINGS, THE LAST PLANNER SYSTEM, AND SIPS SCHEDULES. [SHORT INTERVAL PRODUCTION SCHEDULE].

- ☒ Field coordination meeting
- ☒ Submittal log
- ☒ Daily log
- ☒ Meeting minutes
- ☒ Weekly construction update
- ☒ RFI log

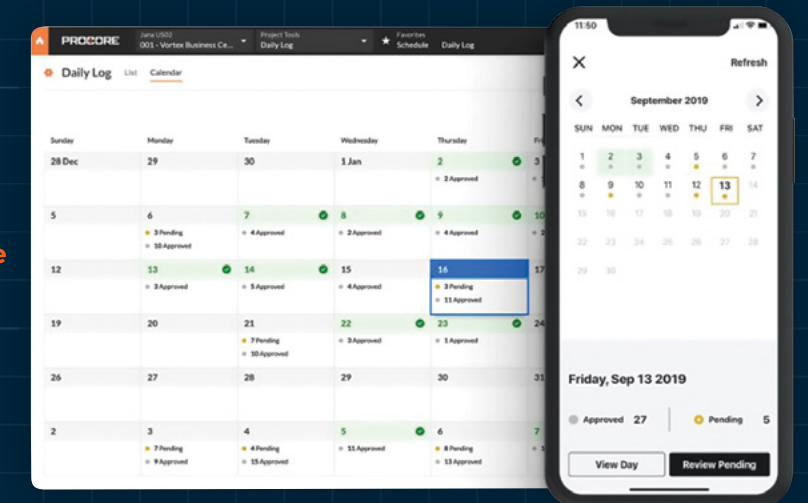
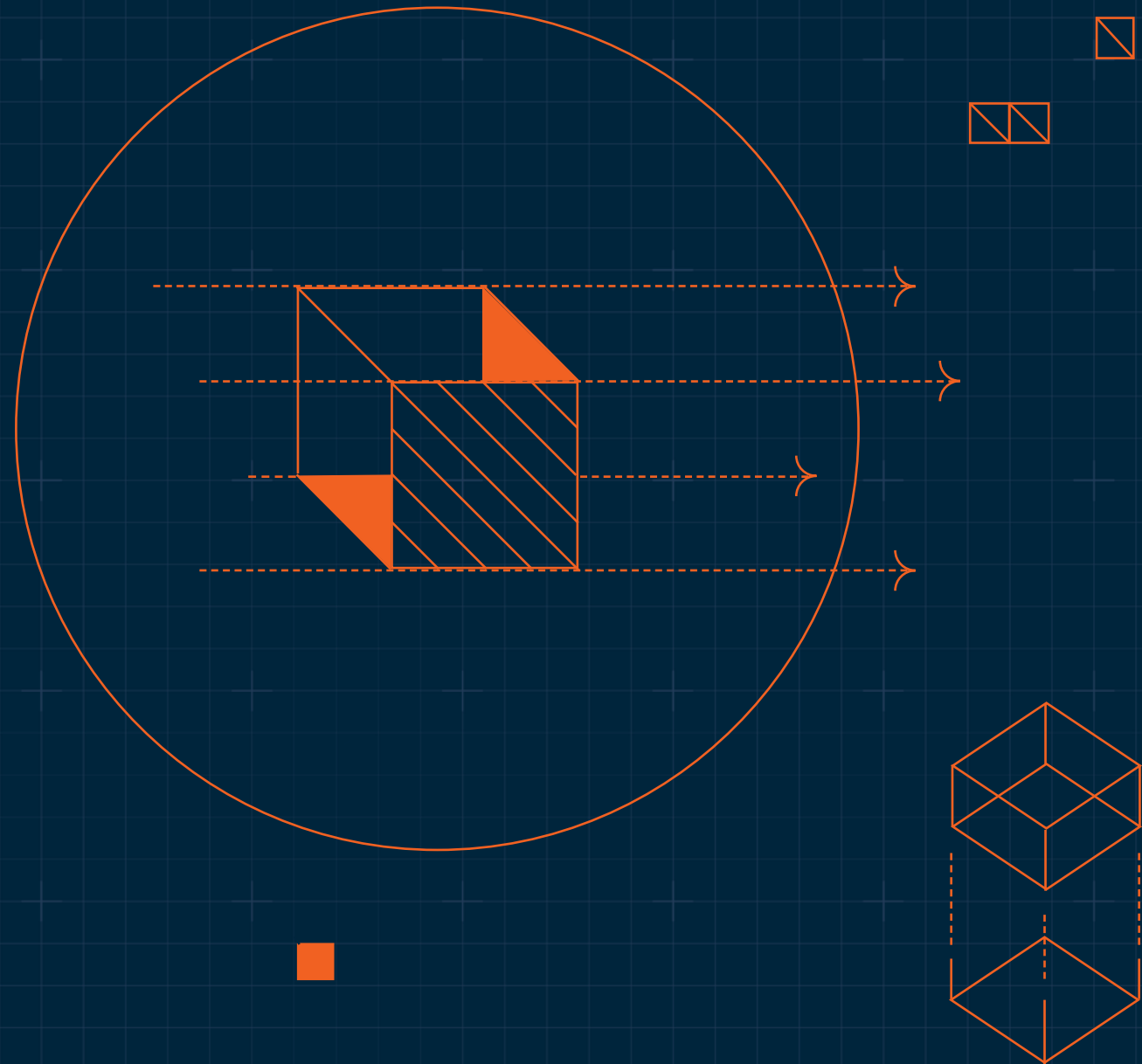
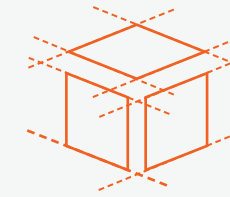


Image source: procore.com/general-contractors

OUR APPROACH



Our collaborative delivery method engages the entire project team from inception through construction. For you, this means one point of contact managing a streamlined process, resulting in a shorter delivery schedule and increased cost savings. We approach this process in three phases:



DESIGN

Conceptualize your idea with an integrated team of architects and engineers. In this phase, it's our job to listen first and then begin conceiving your dream into reality. This includes site analysis, architectural and interior design, branding integration, and conceptual budget development. Before we begin developing any land or laying any bricks, we start with a clear plan that stays true to your vision and your budget.



DEVELOPMENT

With a clear vision and plan in place, we can begin our due diligence and development process. We offer market feasibility services ensuring you get the most out of your investment. Our development team can also assist with financing, real estate, and developing build-to-suit and leaseback options. When it comes time to present your concept to potential investors or tenants, we're here to help by offering in-house rendering and marketing services.



CONSTRUCTION

The final step of our process is taking your dream and making it tangible. Construction is where we get our start and is the most visible aspect of any project. This final phase is directed and informed by the previous phases of the project and because the construction team is involved in planning and development, the potential risks and obstacles are mitigated early on, making the transition to construction seamless. This ensures maximum efficiency, cost savings, and most importantly your satisfaction.

SCOPE OF SERVICES

BECAUSE BUFFALO CONSTRUCTION, INC. UNDERSTANDS THE ROLE OF DEVELOPER, WE CREATE A TAILORED APPROACH THAT FITS YOUR SPECIFIC NEEDS AND DELIVERS AN EXPERIENCE BEYOND YOUR EXPECTATIONS.

PRECONSTRUCTION PHASE

- ☒ Budget management throughout design phases.
- ☒ Provide constructability feedback on each design submission.
- ☒ Participation in all project/design coordination meetings.
- ☒ Determine site conditions, constraints, & phasing requirements
- ☒ Establish project schedule.
- ☒ Establish permitting and approval process. Assign dates to all.
- ☒ Establish reporting and accounting procedures.
- ☒ Establish allowances/contingencies.
- ☒ Evaluate sustainable design & construction requirements and costing information.
- ☒ Advise on selection of building systems, materials, & equipment.

DESIGN DEVELOPMENT PHASE

- ☒ Establish General Conditions
- ☒ Analyze budget as design develops.
- ☒ Update Master Schedule
- ☒ Solicit, obtain, & evaluate Subcontractor/Supplier budget estimates.
- ☒ Provide scope description & Schedule of Values with each budget estimate.
- ☒ Identify cost issues & potential cost saving alternatives.

CONSTRUCTION DOCUMENTS PHASE

- ☒ Establish bid alternates.
- ☒ Evaluate specific needs for Special Inspections.
- ☒ Manage & coordinate long lead items:
- ☒ Prepare bidder's list and submit for owner input & approval.
- ☒ Subcontractor/vendor pre-qualification
- ☒ Establishing a Final Budget
- ☒ Contact local utility companies & coordinate services required.
- ☒ Coordinate with the Owner's Representative, Project Manager, and Authorities Having Jurisdiction.
- ☒ Permit coordination by in-house permit coordinator.

CONTRACTING PHASE ACTIVITIES

- ☒ Prepare, present, and review the GMP with the Owner.
- ☒ Prepare and manage the AIA agreement and amendments.

TECHNOLOGY AVAILABLE

- ☒ BIM
- ☒ Drone
- ☒ VR
- ☒ Laser Scanning
- ☒ Matterport Virtual Tour Photography
- ☒ 3D Imaging
- ☒ Procore Project Management

COMMITTED TO SAFETY

We created a safety program that doesn't just meet industry standards, it exceeds them. One look at our low reportable injury and accident rate shows how seriously we respect safety rules and how hard we work to mitigate risks on our job sites.

Our commitment to safety is led from the top down. Our safety committee consists of Safety Director, Julia Geraci, Field Safety Specialist, Jalen North, and Field Safety Specialist, LeeAnn Diaz, with President, Brett Norton, COO, John Hunter, and Vice President, Andy Gregor. They meet regularly to ensure we comply with all safety regulations on every job we do. This team also reviews results of safety audits, mishaps or "close calls" to make sure we take necessary measures to prevent them from happening again.

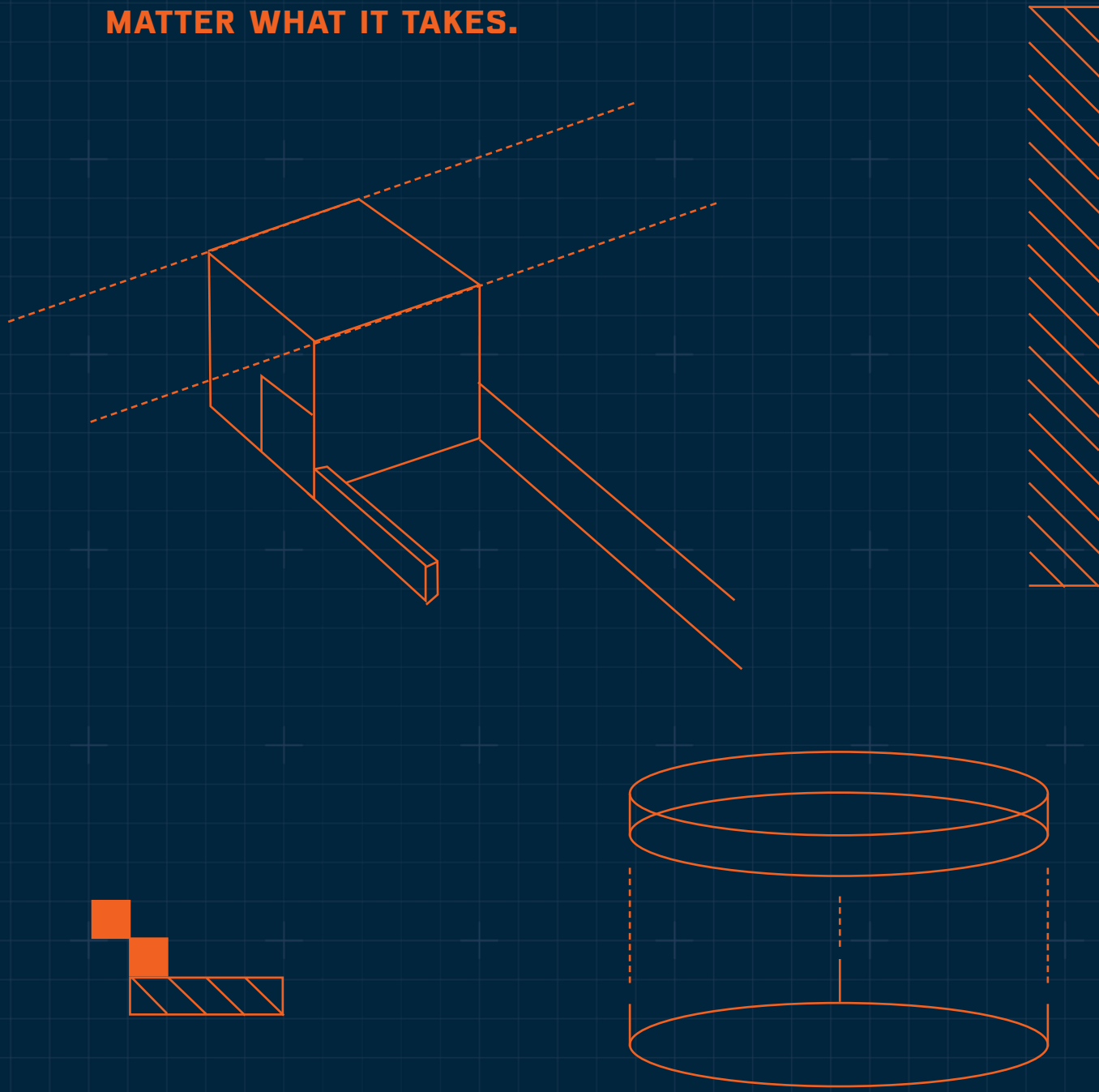
On the job site, our superintendents take the safety of each project into their hands. They do daily job site walk-throughs to verify that all hazards are controlled and that even our vendor partners are held accountable for potential safety hazards or risks.

We also require that all project managers, superintendents and team leaders comply with Safety Leadership training, OSHA 30-hour training, and complete the National Safety Council's Defensive Driving Course. Superintendents and field team leads must also complete equipment training, be certified to operate all equipment in use on a project, and obtain a First Aid/CPR/AED Training Certificate.



EXPERIENCE

GETTING IT DONE RIGHT - NO
MATTER WHAT IT TAKES.



DENNY CRUM HALL

 Louisville, KY

COMPANY ROLE

Pre-Construction/
Developer/Construction
Management

CATEGORY

Hospitality/Higher
Education/Student
Housing

PROJECT SCOPE

Ground-up new 5-story, 128-bed
residence hall for the University
of Louisville. It houses a mix
of student-athletes and non-
student-athletes.





EVERHOME SUITES

Corona, CA

COMPANY ROLE
General Contractor

CATEGORY
Hospitality

PROJECT SCOPE
Ground-up 3-story, 45,500 sf hotel - this was the first build of this new Extended Stay concept by Choice Hotels.

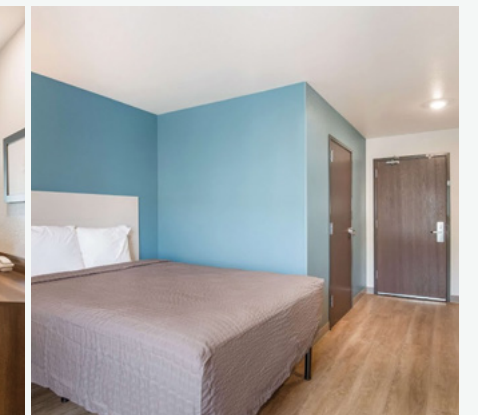
WOODSPRING SUITES

Missoula, MT

COMPANY ROLE
General Contractor

CATEGORY
Hospitality

PROJECT SCOPE
Ground-up new 4 floor, 48,660 sf extended stay hotel with gym and on-site laundry facility.





HOLIDAY INN EXPRESS

Chino Hills, CA

COMPANY ROLE
General Contractor

CATEGORY
Hospitality

PROJECT SCOPE
Ground-up 4-story, 69,000 sf hotel featuring 119 guest rooms, laundry, fitness room and an outdoor pool.

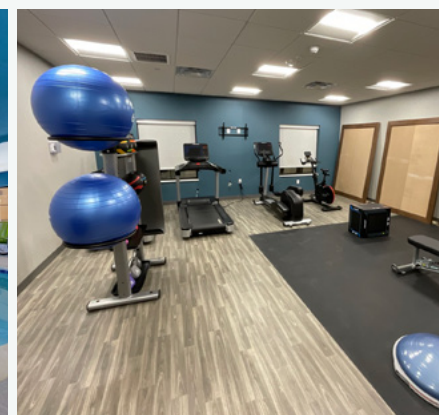
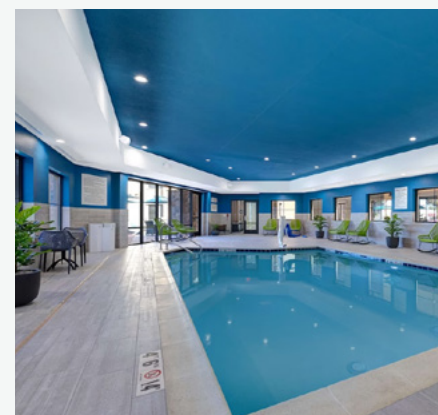
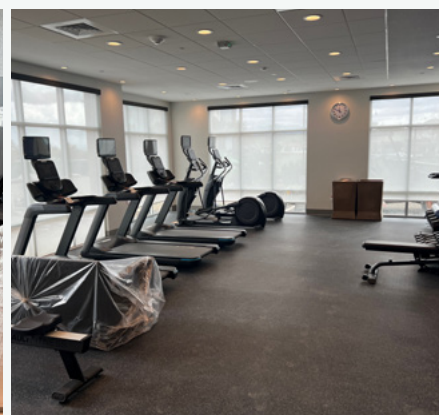
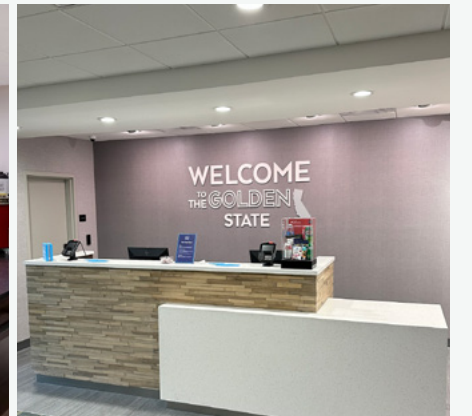
HAMPTON INN & SUITES

Marina, CA

COMPANY ROLE
General Contractor

CATEGORY
Hospitality

PROJECT SCOPE
Ground-up new 4-story, 60,000 sf hotel featuring 90 guest rooms, 1,200 sf of meeting space, a fitness room, guest laundry and an indoor pool.





MARRIOTT FAIRFIELD INN & SUITES

📍 Van, TX

COMPANY ROLE
General Contractor

CATEGORY
Hospitality

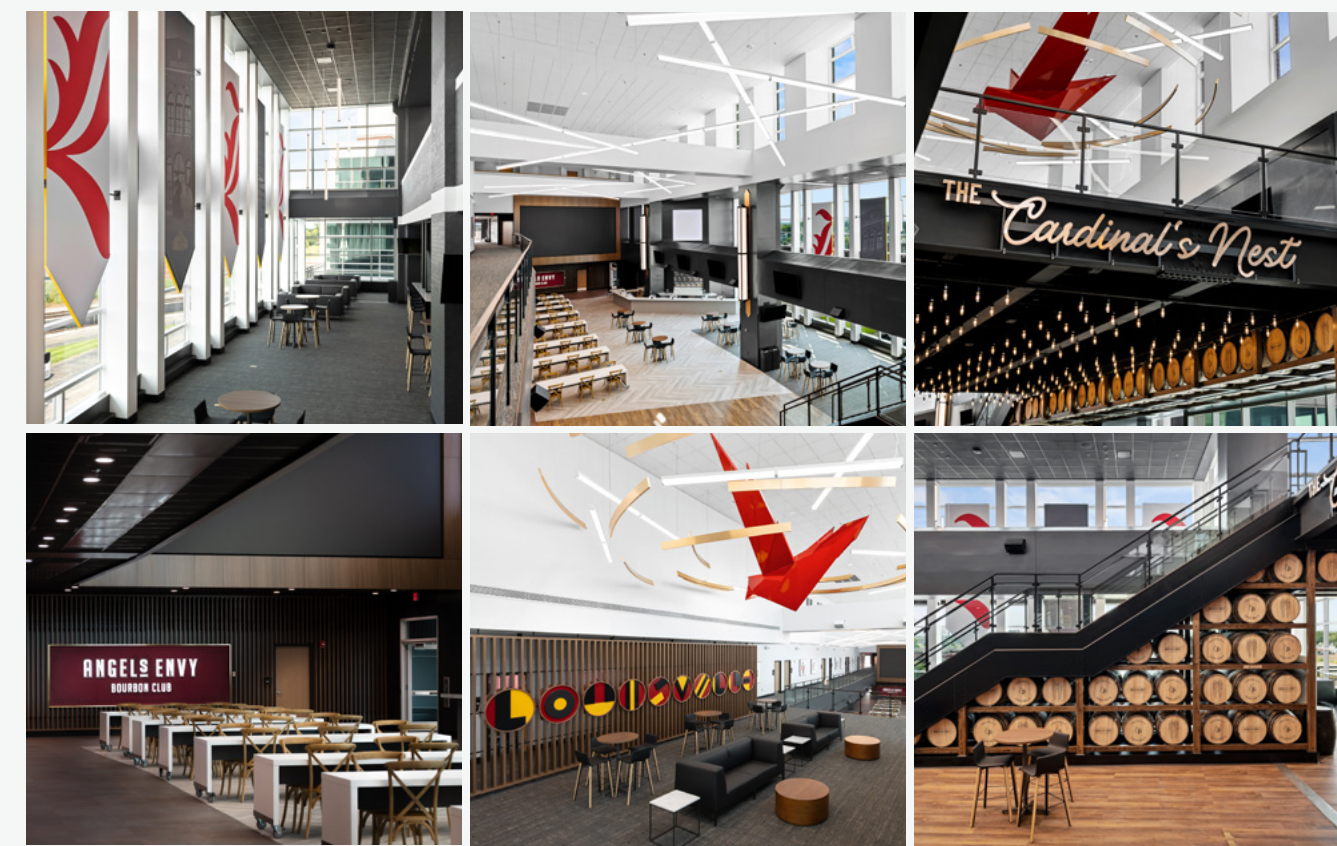
PROJECT SCOPE
Ground-up, 3-story, 42,679 sf hotel featuring 74 guest rooms, indoor pool, fitness center, business center, lounge and bar.

L&N STADIUM ANGEL'S ENVY BOURBON CLUB

📍 Louisville, KY

COMPANY ROLE
Design Builder
CATEGORY
Hospitality/Sports Facility

PROJECT SCOPE
~30,000 sf full interior renovation and added Environmental Graphic Design of Angel's Envy Bourbon Club located in University of Louisville L&N Stadium.





LOUISVILLE COLLEGIATE SCHOOL FIELDHOUSE

Louisville, KY

COMPANY ROLE
General Contractor

CATEGORY
Education/
Sports Facility

PROJECT SCOPE
Ground-up build of 12,743 sf athletic fieldhouse for Louisville Collegiate Athletics including 2 golf simulators, 4 squash ball courts, team conference room, athletic offices, locker rooms, and concessions facing the field.

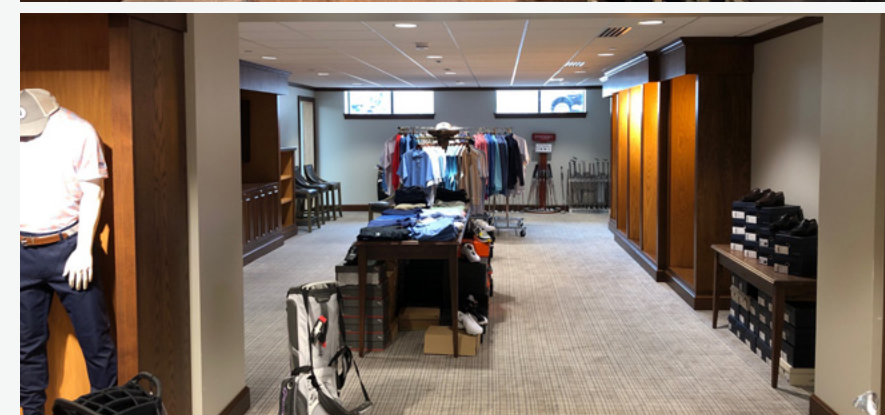
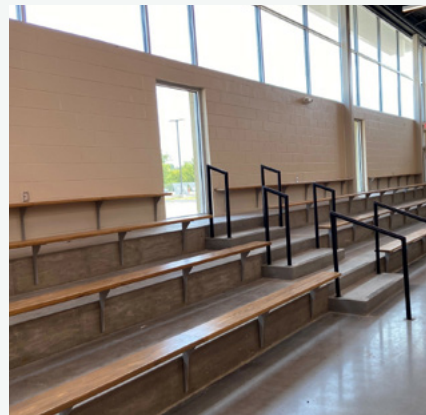
HURSTBOURNE COUNTRY CLUB RENOVATION

Louisville, KY

COMPANY ROLE
Design Builder

CATEGORY
Hospitality/
Sports Facility

PROJECT SCOPE
9,000 sf renovation of Hurstbourne Country Club to enhance club member experience through the addition of a new fitness and locker room, improved pro shop, and golf simulators.





PUNCH BOWL SOCIAL

📍 San Diego, CA

COMPANY ROLE

General Contractor

CATEGORY

Hospitality/Restaurant/Bar

PROJECT SCOPE

2-story, 23,500 sf conversion of an existing historic downtown San Diego boxing gym into a 250 seat restaurant and bar including multiple full-service bars, spacious lounge areas, and more exciting amenities.

WATERSIDE DISTRICT

📍 Norfolk, VA

COMPANY ROLE

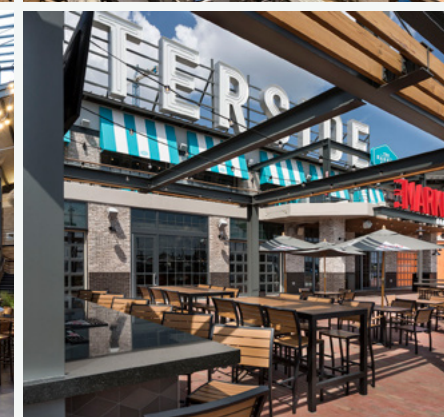
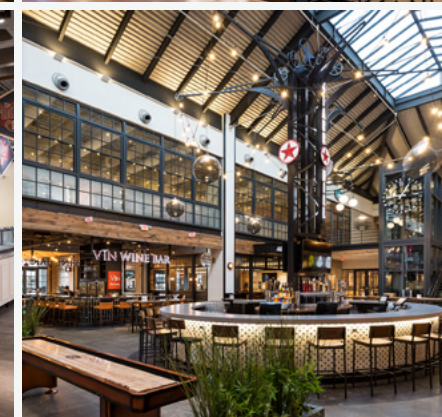
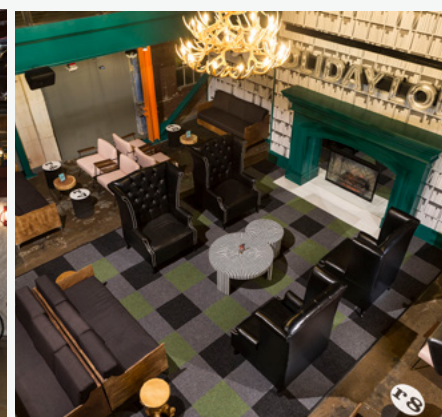
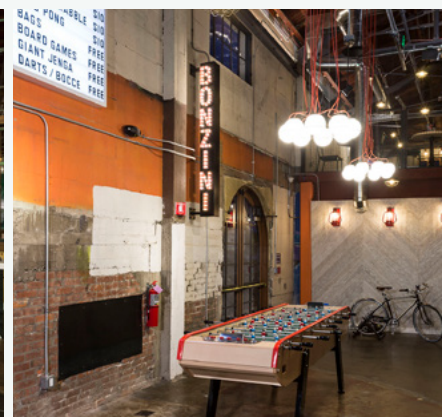
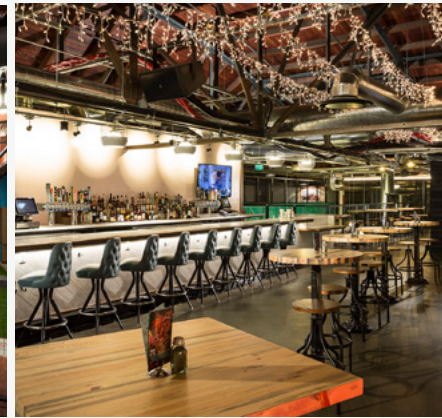
General Contractor

CATEGORY

Hospitality/Restaurants/
Food Hall

PROJECT SCOPE

Revitalization of historic waterfront market into a 35,464 sf food hall including 11 different restaurant concepts.





WATCH HILL PROPER

Prospect, KY

COMPANY ROLE

Design Builder

CATEGORY

Hospitality/Restaurant

PROJECT SCOPE

5,000 sf tenant-infill of an upscale bourbon club and restaurant located in Norton Commons — a mixed-use community in Prospect, KY

YARDHOUSE

Orlando, FL

COMPANY ROLE

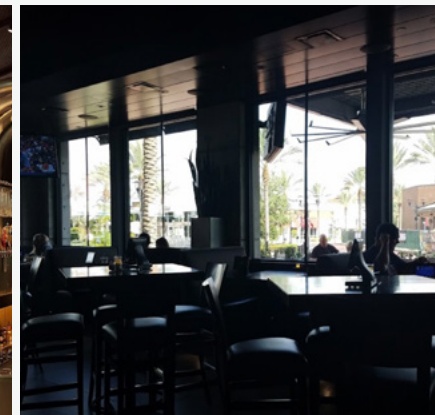
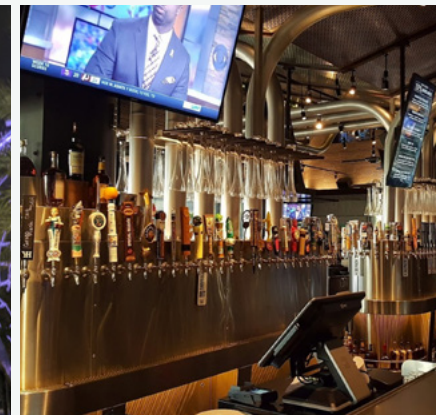
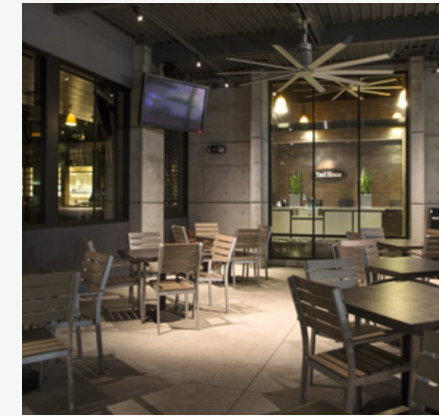
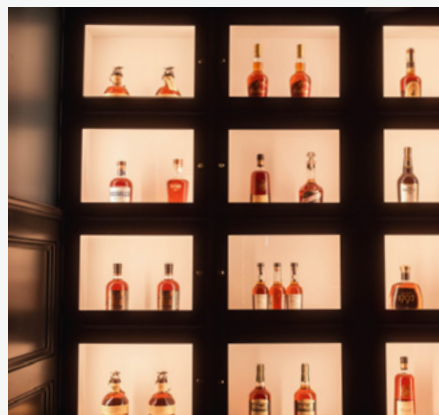
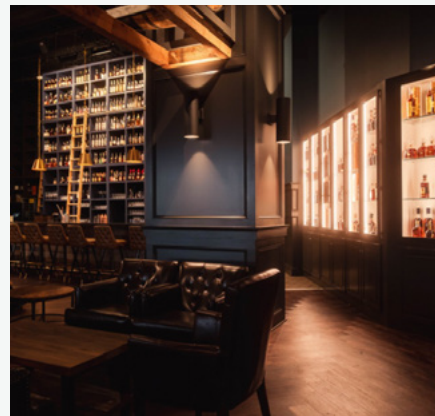
General Contractor

CATEGORY

Restaurant

PROJECT SCOPE

New Construction of 14,000 sf exposed cast concrete structure with metal stud frame. Chilled beer chase system, with a mezzanine to display the beer coolers





THE CAPITAL GRILLE

 Louisville, KY

COMPANY ROLE
General Contractor

CATEGORY
Restaurant

PROJECT SCOPE
Ground-up build of 10,093 sf restaurant in Louisville, KY featuring private dining and high-end custom millwork with design-build steel package.

EDDIE V'S

 Plano, TX

COMPANY ROLE
General Contractor

CATEGORY
Restaurant

PROJECT SCOPE
Ground-up 10,701 fine dining restaurant with lounge, two private dining rooms, speakeasy and climate controlled wine room.





TEXAS ROADHOUSE
 Tacoma, WA

COMPANY ROLE
 General Contractor

CATEGORY
 Restaurant

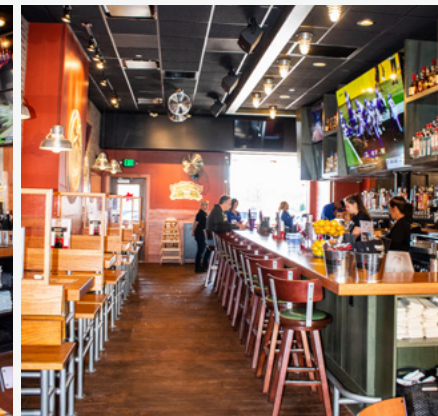
PROJECT SCOPE
 Ground-up 7,300 sf Texas Roadhouse located on Joint Base Lewis-McChord military base featuring 280 guest seats, full kitchen, restrooms and bar/lounge.

DRAKE'S
 Lexington, KY

COMPANY ROLE
 General Contractor

CATEGORY
 Restaurant

PROJECT SCOPE
 Ground-up build of a 6,000 sf Drake's bar and restaurant in Lexington, KY featuring 2 full bars with tap system.





CHICK-FIL-A

📍 Temple, TX

COMPANY ROLE

General Contractor

CATEGORY

Restaurant

PROJECT SCOPE

Ground-up build of first-ever pre-fab panel Chick-fil-A restaurant with drive thru in Temple, TX.

PETCO

📍 Glasgow, KY

COMPANY ROLE

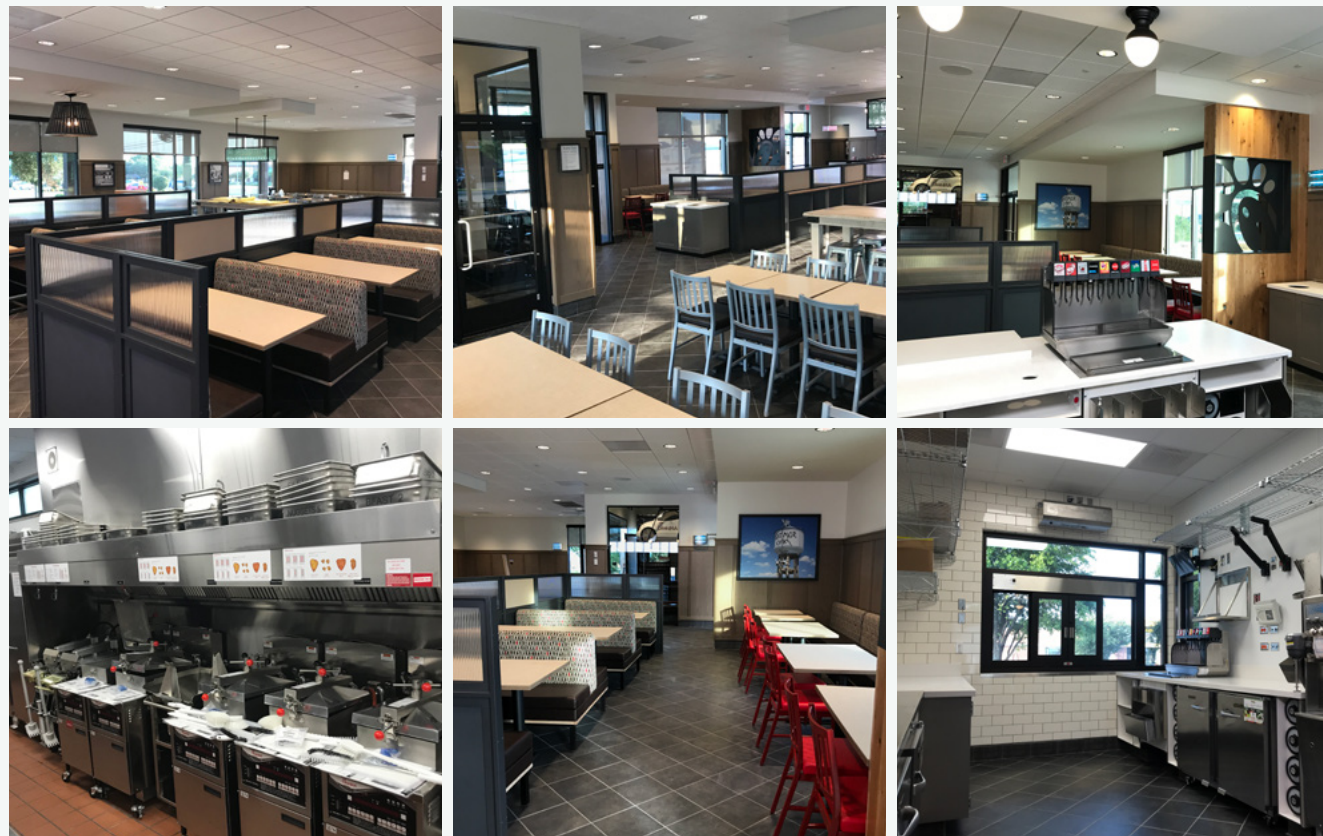
General Contractor

CATEGORY

Retail

PROJECT SCOPE

Ground-up, full-site including a ~12,000 sf retail store





VICTRON

📍 Mercedes, TX

COMPANY ROLE

General Contractor

CATEGORY

Fuel/Convenience

PROJECT SCOPE

Ground up, full site on 10 acres including a fuel station and a 10,500 sf convenience store with an attached Wendy's restaurant in Mercedes, TX.

LOVE'S TRAVEL STOP & COUNTRY STORE

📍 Madera, CA

COMPANY ROLE

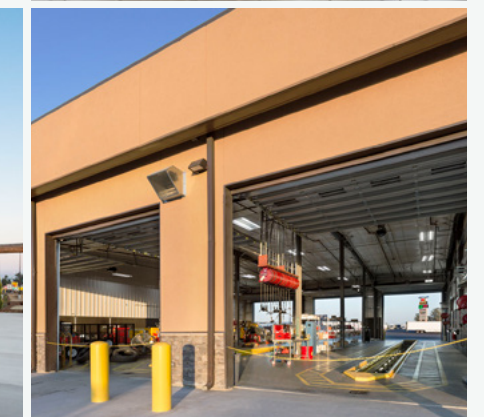
General Contractor

CATEGORY

Fuel/Convenience

PROJECT SCOPE

Ground-up, 51 acre site fuel center, 12,664 sf c-store with attached Arby's, Chester's and Godfather's, 9,866 sf tire shop, and 57,500 sf RV storage facility.



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BUILDING BETTER