



ROK Builders, LLC is the hotel construction management subsidiary of Roedel Companies, LLC which develops, owns and operates its own hotel portfolio. ROK Builders specializes in managing hotel renovation, new construction and major maintenance projects. Our clients benefit from our team's 40+ years of hotel ownership, construction insight and operations experience. We listen to our clients needs, establish agreed to project objectives, identify critical issues and take action to get results.

Our in-depth understanding of hotel operations along with our integrated approach to every project allows us to build and renovate faster, more economically and in a manner that returns guest rooms and public spaces to hotel operations on schedule. As owners/operators ourselves, we understand that a room out of service is revenue forever lost. We complete projects on time, within budget and at or above established quality standards. In the last seven years ROK Builders has completed over 40 hospitality projects, totaling over \$56 million dollars.

When renovating hotels, ROK Builders works with the hotel operations team adjusting the construction schedule, as required, maximizing the number of guest rooms available for sale while minimizing negative impact on guest areas. Finally, our emphasis on safety, cleanliness and the comfort of hotel guests and team members ensures a high quality, pain free renovation experience for our clients.

## Organization

Fred B. Roedel III *profile attached* .....President  
Robert Kukish *profile attached* ..... Director of Construction  
Mary Ciccarelli..... Controller  
Ken Grasset.....Director of Estimating

## Services

ROK Builders provides superior hotel construction and project management including:

- Renovations – individual hotels or portfolios
- New construction
- Adaptive re-use, re-flagging and repositioning
- Major maintenance
- Emergency response and special projects
- FFE procurement, scheduling, logistics, inspection and installation

## Expertise

ROK Builders provides clients with an unparalleled advantage in the Hospitality Industry.

Our clients have come to expect:

- The benefit of our team's 40+ years of experience as Hotel Owner/Operators and Project Managers
- Hassle free construction
- Our understanding of cash flow from operations and the critical issues that negatively impact renovations causing unnecessary delays, cost overruns and out of service guest rooms
- Cost savings through our preferred vendor relationships
- “Transition” expertise - our understanding of the tasks, time and coordination required to efficiently transition guestrooms and public spaces from in-service, through renovation and back to in-service

## Expertise (continued...)

ROK Builders is known for delivering:

- Strategic Evaluation (analysis)
  - From the initial concept to completing the plans, we provide clients with viable options to consider when making hotel investments
- Strong Leadership (design management)
  - Our comprehensive process of recruiting the most qualified project team allows us to value engineer the best possible solutions, saving our clients money, time and energy
- Tight Management (execution)
  - Our in-depth knowledge of hotel operations, development and construction management give our customers peace of mind that the project will be completed on time and on budget

ROK is committed to providing our clients with:

- Value engineering
- Financial transparency
- Highest level of expertise
- Complete communication at all levels
- Highest quality of product
- Cost savings
- Completing projects on time and on budget

## Owner & Trade References

### Owner References:

Branch Commercial Development

Mr. Brian Monette & Mr. Nathan Race, *Partners*

Branch Commercial Development, LLC

PO Box 390, Malone, NY 12953

Mr. Monette: (518) 483-3835

Mr. Race: (518) 483-4330

La Quinta Hotel Corporation

Mr. Jon Henderson, *Director of Construction*

LQ Management, LLC

909 Hidden Ridge, Suite 600, Irving, TX 75038

Direct line: (214) 492-6654

Och-Ziff Real Estate

Ms. Ruby Huang, *Asset Manager*

9 West 57th Street, 39th Floor, New York, NY 10019

Direct line: (646) 826-5705

Waterford Group, LLC

Mr. John DelGrosso, *VP Construction, Engineering & Technical Services*

914 Hartford Turnpike, PO Box 715, Waterford, CT 06385

Direct line: (860) 701-9655

### Architect References:

BMA Architectural Group

Mr. Rolf K. Biggers, AIA, *Principal Architect*

12 Middle Street, Amherst, NH 03031

Direct Line: (603) 673-1991

Group One Partners, Inc.

Mr. Harold F. Wheeler, AIA, LEED AP, NCARB, *Principal*

21 West Third Street, Boston, MA 02127

Direct Line: (617) 268-7000 ext. 101

### Trade References:

All-Temp HVAC Corporation

Mr. Ron Gagnon, *Owner*

911 Candia Rd. #1, Manchester, NH 03109

Direct Line: (603) 623-5977

Brattan Industries, Inc.

Mr. Robert Brattan, *Owner*

95 Russell Street, Littleton, MA 01460

Direct Line: (978) 486-9700

Mechanical Concepts, Inc.

Mr. Mark Renaud, *Estimator*

64 Pine Ridge Drive, Candia, NH

Direct line: (603) 483-0555

# Fred B. Roedel, III

## Fred B. Roedel, III

Co-Manager, Roedel Companies, LLC • President, ROK Builders, LLC • Member of Investment Committee

- Responsible for developing and presenting the strategic and annual plan of the company to the members of Roedel Companies, LLC for approval.
  - Responsible for developing ROK Builders' strategic and annual plan by Key Result Area with measurable performance standards for approval by the team.
  - Responsible for meeting all performance standards of the company; closing all gaps that occur in each profit center and eliminating all critical issues.
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## Professional Experience

- Currier Capital Corporation, Private Investment Banking Ptr., Bedford, NH
- Chalet Susse International, Member of Real Estate Team, Wilton, NH

## Education & Credentials

- Masters of Business Administration, Wake Forest University, Winston-Salem, NC
- Bachelor of Science in Business, Norwich University, Northfield, VT
- Sandler Sales Certified

## Areas of Expertise

- Structuring and sourcing debt
- Real estate site selection and acquisition
- Hotel development
- New hotel value engineering and construction
- Hotel renovations
- Evaluating hotels structures and mechanical systems
- Securing required zoning and planning board approvals

## Professional Affiliations and Activities

- Norwich University, Partridge Society, Board of Directors, Northfield, VT
- Boy Scouts of America, Daniel Webster Council, Friends of Scouting Fundraising Campaign, Chairman, State of NH
- United States Rugby Football Union, member audit & finance committee, past treasurer and member of Executive Committee, past member Board of Directors, Boulder, CO
- New England Rugby Football Union, President, Worcester, MA
- Boys & Girls Club of Greater Nashua, Board of Directors, Nashua, NH

# Robert Kukish

## Robert Kukish

Director of Construction, ROK Builders, LLC

Responsible for directing personnel on multiple simultaneous projects from inception to bidding through project completion within the planned schedules and budgeted construction funds.

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## Professional Experience

- Johnson Controls, Project Manager, Wakefield, MA
- Architectural Interior Products, Project Manager, Nashua NH
- Susse Chalet Hotels, Renovations Manager, Wilton, NH

## Education & Credentials

- Bachelor of Science, Organizational Management, Daniel Webster College, NH
- Project Scheduling, Construction Project Management, New Hampshire College, NH
- Construction Cost Estimating, Northeastern University, MA
- Sandler Sales Certified

## Areas of Expertise

- Hotel construction and renovations
- Construction planning, estimating and implementation
- Extensive problem solving skills and value engineering
- Development and implementation of property specific preventative maintenance programs for corporately owned hotels

## Professional Affiliations and Activities

- LEED, Accredited Professional, Leadership in Energy and Environmental Design
- Construction Specifications Institute, Member
- Associated Builders and Contractors Association, Member