



# MIDWAY ENTERPRISES, INC.

Construction Services Presentation





MIDWAY ENTERPRISES, INC.

*"DOING THINGS RIGHT"*

*Did you ever hire a Clown  
for a Contractor  
Resulting in a Difficult  
Project?*

*Time for a Change  
Hire Midway  
And*

*Get it Done Right – the first time*





**MIDWAY ENTERPRISES, INC.**

*"DOING THINGS RIGHT"*

*Premier Construction Management  
Services for over 40-years.*

*Building the Foundation that utilizes our  
experienced leaders to overcome today's  
many obstacles and challenges to reduce  
the "CLIENT RISK," making life better for all.*



# MIDWAY ENTERPRISES, INC.

*"DOING THINGS RIGHT"*

*Did you ever hire the Wrong Contractor  
and endure the most  
**Frustrating** Experience Ever?*



*This Presentation Will Illustrate  
how  
Midway Will Make Your Life Easier*



# PRESENTATION HIGHLIGHTS

- Midway Enterprises - Who we are
- All of us are the “Project Team”
- Project Initiation and Planning Approach
- Midway’s Preconstruction Approach
- Midways Project Construction Approach
- Midway’s Experience – Pictorials our Project History.
- Midway’s References



# MIDWAY – WHO WE ARE TAKING PRIDE IN DOING THINGS RIGHT! 40-PLUS YEARS OF SUCCESSFUL MULTISECTOR PROJECTS

- ▶ Midway Enterprises, Inc. is a National Multi-Sector General Contractor and Construction Manager
- ▶ Midway's Key Exec. Team experience possesses well over 100+ Years of project delivery
- ▶ Hospitality being our largest sector, we have completed Over 30,000 Guestrooms and countless PIP collaborations
- ▶ Our High Energy Team is Intuitive, Methodical, and Ethical
- ▶ Pro-Active Master Builders assuring that all our Projects are run to the Highest Efficiency
- ▶ Engage our TEAM and get it Done Right – THE FIRST TIME



# ALL OF US ARE ONE "PROJECT TEAM"

- Establish a solid Team Unity will make or break the Project's success  
→ each member has a valued role.
- The Project Team building is one of the most significant investments for success.
- Inclusive of mutual trust, camaraderie, cooperation, collaboration, and communications between everyone!
- We focus on teamwork, collaboration, and camaraderie within the group. We take the approach, "Together Everyone Achieves More!"





# BENEFITS UTILIZING OUR TEAM



- ▶ Cost Saving Expert Analysis of the Property Condition Reports
- ▶ Accurate Construction Schedules
- ▶ Accurate Pricing and Scope
- ▶ Easy to Read Detailed and Document Presentations
- ▶ Professional “Monitoring and Controlling” of the Project
- ▶ Communications - Consistent and Timely Focused on a Unified Team





*Did you ever hire the Wrong Contractor*

*Leading to a Failed PreCon Event?*

*Continue and Let's  
See how Midway  
Does it Right*





# MIDWAYS PROJECT INITIATION AND PLANNING APPROACH



# SEAMLESS AND EFFORTLESS PROJECT INITIATION AND PRECON

**Midway** methodically guides the Project Team with a heavy emphasis on **Project Initiation and the PreCon Schedule**

Midway provides the required guidance → 3<sup>rd</sup> Party Reports, Project Design Documents, and Budget Development.

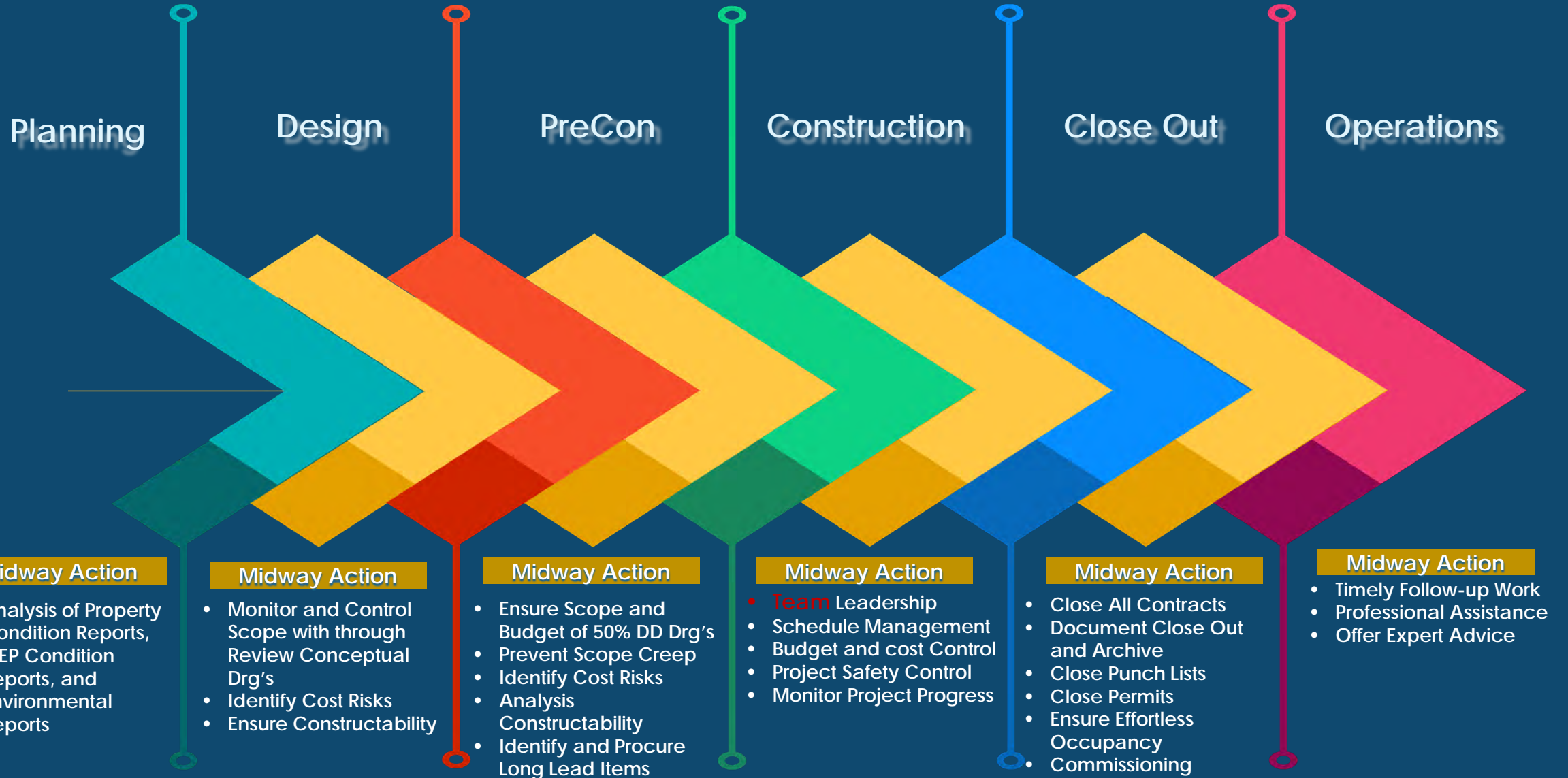


## Ongoing Expected Pre-Construction

- ▶ Analysis of Property Condition Reports and identify potential project risks
- ▶ Diligently provide Value Engineering and Risk Avoidance
- ▶ Identify Long Lead Critical Items, Establish the Material Matrix and facilitate the Procurement Schedule
- ▶ Develop the PreCon Schedule driving the progression of the Project Design Drawings and reducing re-designs and excess scope
- ▶ We diligently coordinate the Designer / Architectural Drawings, Diminishing Costly uncoordinated elements between the drawings
- ▶ Lead and Document Weekly or Bi-Weekly OAC meetings
- ▶ Deliver Periodic PreCon Reports detailing PreCon progress
- ▶ Continual Delivery of the Construction Budget Estimates Updates
- ▶ Develop and Maintain Anticipated Project Schedules and Site Logistic Plans



# THE PROJECT ROAD MAP TO SUCCESS





# MIDWAYS PROJECT CONSTRUCTION APPROACH

*DOING THINGS RIGHT*



*Did you ever hire the Wrong Contractor  
Resulting in a Mess of a Project?*

*How Midway Executes  
a Project  
with a more  
Pleasant Project  
Experience*





Now that we have established a solid preconstruction foundation, we have set in motion the groundwork for the construction phase.

Midway recognizes the construction strategies and controls that must be utilized to meet the project objectives. We have the foresight to be well staffed with passionate team leaders who will eagerly work with the owners' team thru project closeout.





## *Delivering Expectations*



- ▶ Weekly OAC Meetings with accurate Minutes
- ▶ Weekly and Monthly Owner Reports
- ▶ Monitor and Control Procurement
- ▶ Vetting Subcontractors and Suppliers
- ▶ Strong Contracts and Work Scopes
- ▶ Logistics and Phasing Control
- ▶ Weekly Subcontractor and Safety Meetings
- ▶ Submittal Processing
- ▶ Maintain Overall Project Schedule with Microsoft Project in Gantt Format
- ▶ Speedy Project Close-out!



MIDWAY ENTERPRISES, INC.

*"DOING THINGS RIGHT"*

*Did you ever hire the Wrong Contractor  
Resulting in Excessive Change Orders  
and Run-Away Costs?*

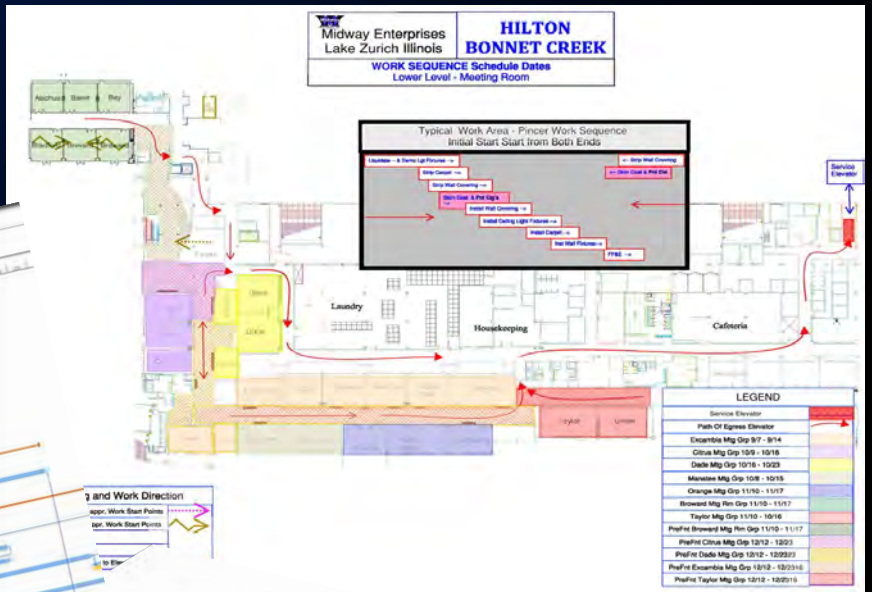


***From Project Initiation thru  
Project Closure  
We Do it Right Controlling  
Costs***



# PROFESSIONAL PLANNING AND TRACKING

- ▶ Detailed Trade Scoping and Review
- ▶ Plan and Specification Detail
- ▶ Existing Conditions
- ▶ Quantities for FF&E
- ▶ Proactive Logistics and Staging Plan
- ▶ Midways Material Matrix
- ▶ Overall Project Schedule
- ▶ Maintaining a 3-Week Look-Ahead



Activity	Date	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Site Work	01/01/08	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
Design	01/01/08	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
Installation	01/01/08	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green

**Hyatt Regency Woodfield - Guestrooms & Corridors**

**MATERIAL RESPONSIBILITY AND DELIVERY MATRIX**  
LAST UPDATED: 6/4/2008

TER	REQ	QC	DL	YL	WE	DA	PR	ST	2ND	ACT
LEAD	SUPPLIED	INSTALLED	WEEKS LEAD TIME	DATE ORDERED	DATE EXPECTED	FIRST CALL TO CONFIRM	STATUS	2ND CALL TO CONFIRM	STATUS	ACTUAL ARRIVAL DATE
X	X	X	1	1/1/2008	1/1/2008	X	As Needed	X	As Needed	1/1/2008
X	X	X	1	1/1/2008	1/1/2008	X	As Needed	X	As Needed	1/1/2008
X	X	X	1	1/1/2008	1/1/2008	X	As Needed	X	As Needed	1/1/2008



# Our Photo Gallery

Midway's Achievements  
Thru Our Unified Team Approach

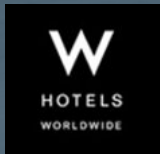
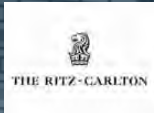
# MIDWAY'S COAST TO COAST PRESENCE



- ▶ Doubletree Hotel – Rosemont, IL
- ▶ Days Inn – Richmond, CA
- ▶ Days Inn – San Diego, CA
- ▶ Days Inn – Redland, CA
- ▶ Days Inn – Riverside, CA
- ▶ Days Inn – Diamond Bar, CA
- ▶ Days Inn – Palmdale, CA
- ▶ Days Inn – Eugene, OR
- ▶ Days Inn – Yuma, AZ
- ▶ Elms Hotel and Spa - Excelsior Springs, MO
- ▶ Embassy Suites – Singer Island, FL
- ▶ Embassy Suites – La Jolla, CA
- ▶ Embassy Suites – Schaumburg, IL
- ▶ Embassy Suites – Deerfield, IL
- ▶ Embassy Suites – Lake Tahoe, NV
- ▶ Embassy Suites – Pleasant Hills, CA
- ▶ Embassy Suites – Los Angeles (LAX), CA
- ▶ Fairmont Hotel – Chicago, IL
- ▶ Hampton Inn – San Diego, CA
- ▶ Hampton Inn – Los Angeles (LAX), CA
- ▶ Hampton Inn – Schiller Park, IL
- ▶ Hampton Inn – Bonita Beach, FL
- ▶ Hilton Garden Inn – Bolingbrook, IL
- ▶ *(New Construction)*
- ▶ Hilton Hotel – Oak Lawn, IL
- ▶ *(Public Space and Guestroom Renov.)*
- ▶ Hilton Hotel (Rialto) – Melbourne, FL
- ▶ Hilton Resort Bonnet Creek Hotel - Orlando, FL (20,000 SF Lobby/Grab & Go - \$6 mil)
- ▶ Hilton Buena Vista Palace – Buena Vista, FL (814 Rooms & 80,000 SF Public Spaces - \$20 mil)
- ▶ Holiday Inn - Singer Island, FL



- ▶ Holiday Inn – Coco Beach, FL
- ▶ Holiday Inn – Orlando, FL
- ▶ Holiday Inn – Gurnee, IL
- ▶ Holiday Inn – Schaumburg, IL
- ▶ Hyatt Place Hotel – Mishawaka, IN
- ▶ Hyatt Place Hotel – Rosemont, IL \$18.5 Mil
- ▶ Hyatt (Grand Cypress) – Orlando, FL
- ▶ Hyatt Regency (Woodfield) – Schaumburg, IL (477 Rooms & Public Spaces)
- ▶ Hyatt Resort - Kissimmee, FL
- ▶ Kabuki Hotel - San Francisco, CA (226 Rooms & Public Spaces)
- ▶ Marriott Courtyard – Deerfield, IL
- ▶ Marriott Hotel – Memphis, TN
- ▶ Marriott Hotel – Ft. Lauderdale, FL
- ▶ Marriott Hotel (Mission Valley) – San Diego, CA
- ▶ Marriott Hotel – La Jolla, CA
- ▶ Marriott Hotel – West Covina, CA
- ▶ Marriott Hotel – Schaumburg, IL (388 Rooms & Public Spaces)
- ▶ Marriot Rivercenter - Covington, KY
- ▶ *(326 Rooms & Atrium Lobby)*
- ▶ Marriott Hotel – San Antonio, TX (365 GR & Public Spaces; Complete Gut)
- ▶ Marriott Suites – Deerfield, IL
- ▶ Pheasant Run Resorts – St. Charles, IL
- ▶ Red Lion Inn – San Diego, CA
- ▶ Ritz Carlton Grand Lakes – Orlando, FL (17,000 SF Lobby)
- ▶ Roger Morris Inn – Anaheim, CA
- ▶ Sheraton Hotel – Key Biscayne, FL
- ▶ Sheraton Hotel – Cleveland, OH
- ▶ Sheraton Hotel – Riverside, CA
- ▶ Sheraton Hotel – Peoria, IL
- ▶ Westin O’Hare – Rosemont, IL





# HILTON BONNET CREEK HOTEL, ORLANDO, FL

*"WE WOULD NOT HESITATE TO RECOMMEND MIDWAY ENTERPRISES, INC FOR HOSPITALITY RENOVATIONS AS I FEEL CONFIDENT, THEY WILL BE CALLED ON FOR FURTHER ENDEAVORS AT THE HILTON ORLANDO BONNET CREEK RESORT"*

**PETER KACHERIS  
MANAGING DIRECTOR  
HILTON WORLDWIDE**





# Hilton Buena Vista, FL

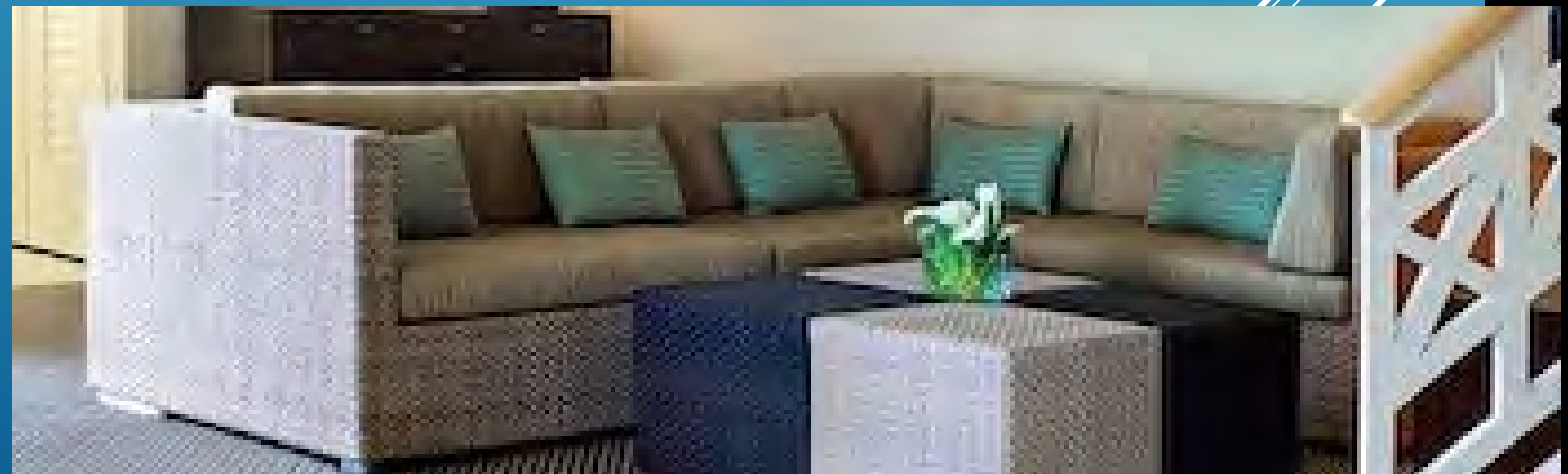
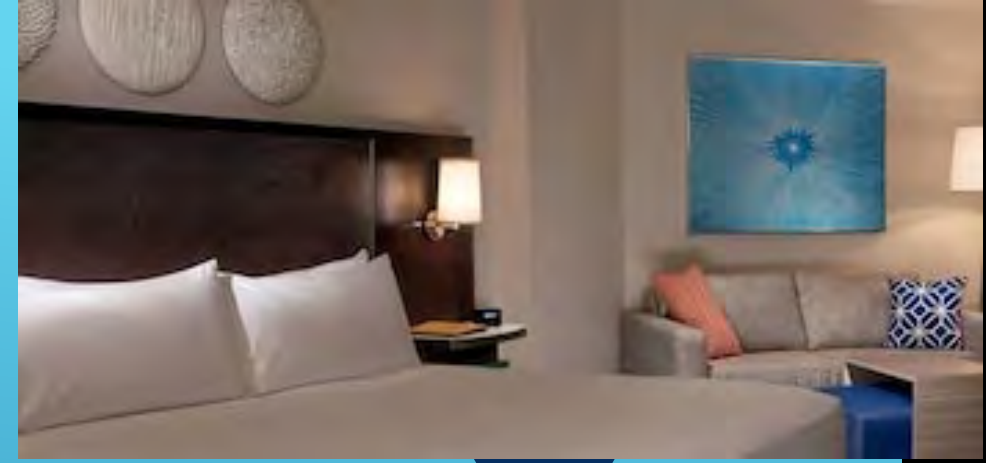
Lobby, Two Restaurants, Grab and Go Store





# Hilton Buena Vista, FL

## 815 Guest Room Renovation







# Ritz Carlton Orlando, FL Main Lobby and Grab-n-Go





# THE WESTIN O' HARE

## FULL PIP

### GUESTROOMS AND LOBBY ROSEMONT IL





## *The Kabuki Hotel San Francisco, CA*

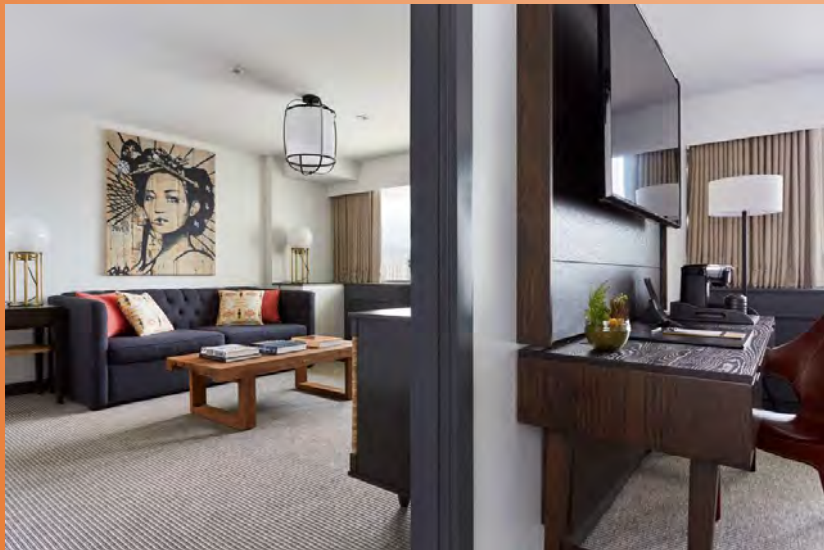
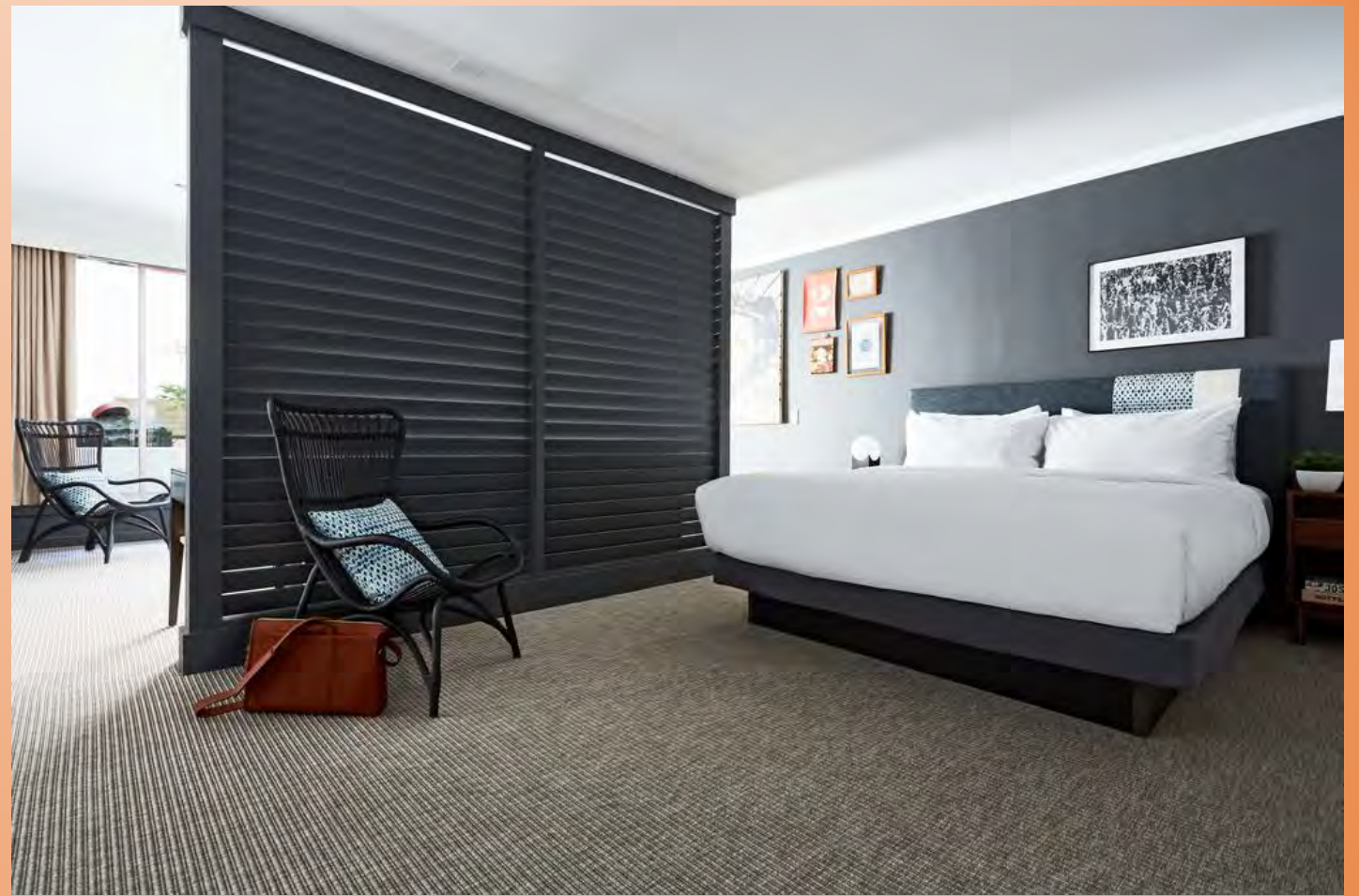
*Lobby, Restaurants,  
Grab and Go Store,  
and 415 Guest Room  
Renovation*



*THE KABUKI HOTEL IS A WELL RENOWNED HOTEL LOCATED IN JAPANTOWN AREA OF SAN FRANCISCO. AFTER MIDWAY ENTERPRISES COMPLETED THIS \$16 MILLION **RENOVATION** IN 2017. IT WON THE CONTE' NASTE TRAVELER'S, SMART TRAVELER'S AND AMERICAN GROUP TRAVEL AWARDS.*

# THE KABUKI HOTEL

## 450 GUEST ROOMS





# BIMINI BIG GAME CLUB BIMINI BAHAMAS





# Presentation Summary

- ▶ Emphasis on Project Team building
- ▶ A Strong Project Team Experience delivering your expected business benefits, realizing your project goals and objectives
- ▶ Team focus on the Project's budget and expected project duration
- ▶ Sensitivity to Client and Guest Needs
- ▶ Midway Ownership interaction with the Project Team and Project Sponsors
- ▶ Midway's specializes in PIP development
- ▶ Continuing to "Doing Things Right"

**Blackstone Realty**

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Sr. Vice President Design & Construction  
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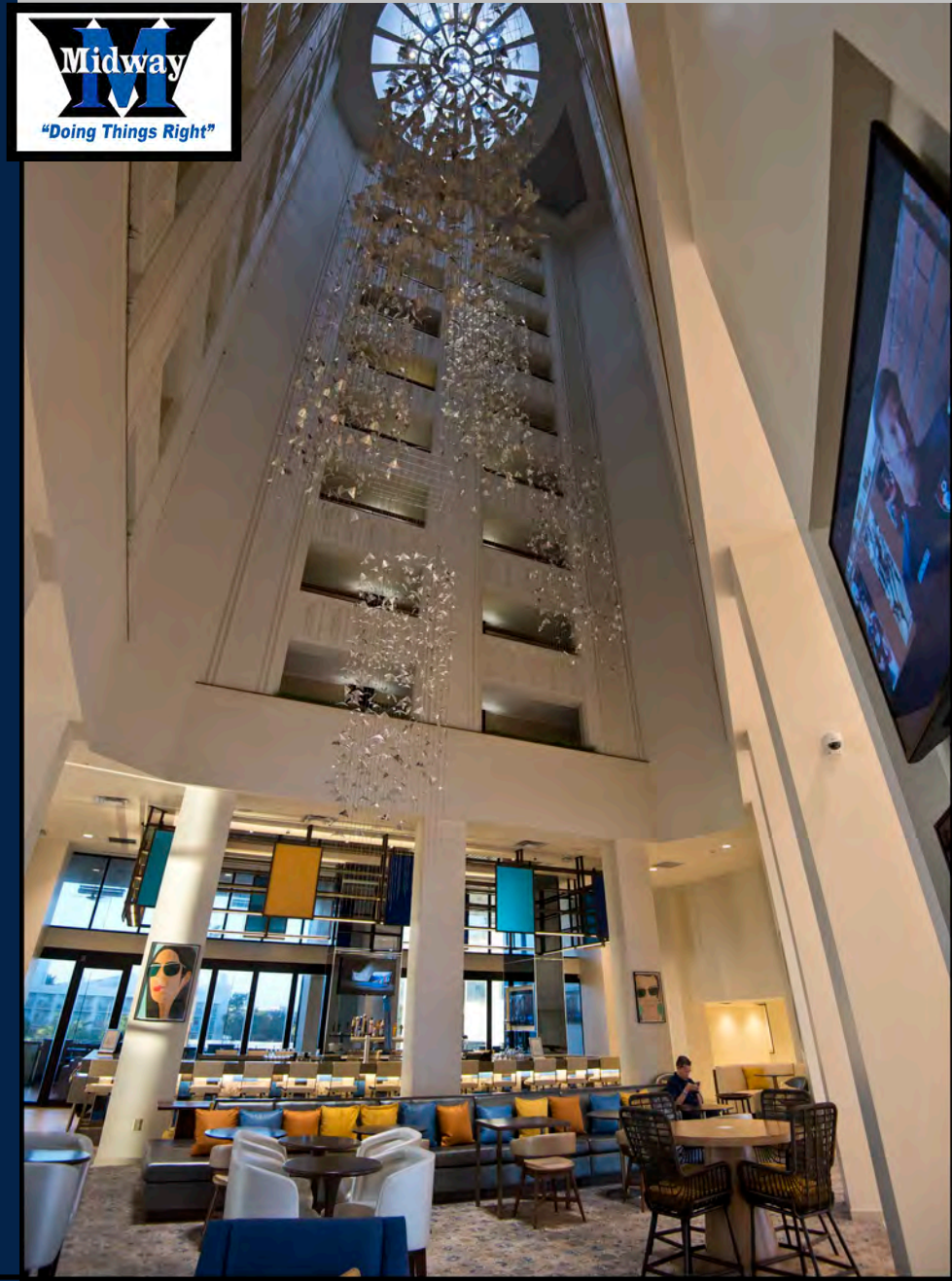
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910-523-9204

# MIDWAY'S REFERENCES



**JOIN US BUILDING SOLID  
RELATIONSHIPS AND SUCCESSFUL  
PROJECTS**