FOOTPRINT for the FUTURE
From Concept To Reality

Sliding Closet Doors
PHILOSOPHY

The real estate industry has changed over time. The Footprint for the Future presents some of the ways that The Medve Group, Inc. (TMG, Inc.) strives to address these changes. TMG, Inc. uses technology, advanced equipment, unique methods and sophisticated logistics (with highly skilled personnel) to create solutions, maximizing efficiency and realizing savings. This results in adding value for residents and appreciation for TMG, Inc.

NAVIGATING BETWEEN THE REAL ESTATE CYCLES

TMG, Inc. has developed a strategy for navigating between the real estate cycles (peaks and valleys). Success comes in understanding the unpredictable nature of cycles and acting at the moment, although such a moment is impossible to pinpoint. It can, however, be predicted by the velocity of the market.

TMG, Inc. buys communities aggressively when it believes that the real estate cycle has just passed the bottom of a valley. (A) TMG, Inc. excels by being ready to act when few others will. TMG, Inc. looks for certain characteristics that increase the odds for generating higher returns (cash flow and appreciation) and exit the low point in the cycle. (A) Communities appreciate faster near core metropolitan areas that attract people of all ages. It usually occurs in cities or states with real organic growth. Communities tend to appreciate faster in locations with high rental affordability. The high rental affordability allows TMG, Inc. to increase rents sooner, before supply meets demand. TMG, Inc. looks for an affordability gap of $250 to $300 per month (this gap represents the cost of home affordability compared to the cost of renting in the same area). TMG, Inc. looks for such gap within a one-mile radius of a community at most.¹ Additionally, TMG, Inc. looks for properties in need of light repair. Renovation offers a better value within the rental market at an affordable cost. Higher quality will garner higher rents.

Once TMG, Inc. believes that the real estate cycle is peaking, selective selling will begin. TMG, Inc. will also begin to reorganize its portfolio (deciding in which cities and states to expand and which cities and states to exit). (B)

¹Consider the following example: Rental affordability is $1400 a month. TMG, Inc. is purchasing a 200 unit, B-class community with current rents of $850. TMG, Inc. realizes that based on a rental affordability of $1400, residents can spend up to approximately $1150 before they will choose to own a home. This $300 increase per month over time generates significant income. $300 x 12 months = $3600 per year/ per unit. Assume that the 200-unit community has 90% economic occupancy (200 x .9 = 180). 180 units x $3600 increase in rent = $648,000 income from increased rents. Capitalizing this at 6-7% ($648,000 / .08), TMG, Inc.’s community realizes an increased valuation of approximately $8.1 million. In sum, by being cognizant of rental affordability, and responding, TMG, Inc. may increase rents without a need to wait for the rental market to turn up.
PERSONNEL

Property Management Team

TMG, Inc.’s Property Management Team (PMT) oversees TMG, Inc.’s communities. PMT utilizes an innovative and unique approach to management of the communities. Rather than rely on branches of regional managers broken out geographically, PMT utilizes a central team of Asset Managers who rotate communities from time to time ensuring uniformity, cohesion, and transparency in the management of the portfolio. This eliminates the subjectivity common under a typical regional manager structure in which the strengths and weaknesses of an individual regional manager can drastically affect a segment of the portfolio. PMT is made up of individuals with years of industry experience, diverse skills, and proven track records of success. PMT is responsible and involved with the communities on aspects of day-to-day operations.

Medve University of Management (Via Teleconference & Video)

Question: Why is the Medve University of Management (MUM) called “university?”

Answer: MUM classes are interactive and college-like. Each employee participant prepares a one-page paper that is submitted prior to class. During each session, such participants contribute to the conversation and share lessons learned at each community. Some of the topics covered have included:


- Building a Community “Brand”: Image Building

- Getting the Prospect to Rent at Your Community: The Importance of the Tour

- Which Home Décor Products Give Residents the Greatest Value? VIMA closet doors, for example

- Overcoming Obstacles to Leasing

- Eliminating Eyesores: The Surprising Impact of Derelict Vehicles Car neglect will stop renters.

- Inventory Management: What is the Best Way to Manage Inventory at a Community?

- Resident Retention & Renewals: Service Makes the Difference. Let the renter know you want them.

- Property Financials Explained: Understanding the “Big Picture.” What can you do to improve it?

- Budget Control: What a Community is Using & Why? How will the community pay for it?

- Move-Out Procedures & Dispositions How to complete them in a timely manner.

- Apartment Industry Market Trends: How has the Economy Impacted the Apartment Industry? How has it impacted your community? What can you do about it?

The Medallion Program

The PMT administers a Medallion Program to track leasing agent success (using a variety of metrics). Agents are designated “platinum plus, platinum, gold, or silver.” Agents with the highest medallion designations are scheduled to work during the busiest leasing periods, increasing productivity and efficiency. This helps to determine proper staffing to maximize occupancy and income success at a community.
TRC, LLC PERSONNEL

Human Resources

TMG, Inc. prefers that Community Managers focus on the management of their community rather than hiring personnel. TMG, Inc via its affiliate, TRC, Inc. uses a centralized human resources model. Our Human Resources Department reviews qualifications and conducts pre-screening without burdening Community Managers. This efficient, centralized interviewing process decreases the impact of staff shortages and streamlines the hiring process, helping TMG, Inc. hire qualified, in-demand employees. This decreases the time a community is under stress due to staff shortages. Human Resources experiments with new methods for attracting skilled and motivated individuals.

The Human Resources Department is skilled in reviewing resumes and conducting interviews efficiently. Once Human Resources identifies a candidate, the candidate is often given a Forte Communication Survey to measure communication style. This is just one of the many tools TMG, Inc. uses to identify promising candidates. The centralized hiring model is another example of how TMG, Inc. has identified a critical problem and connected skilled personnel with specialized tasks to create a solution, resulting in increased overall productivity and efficiency.

TMG, Inc. also realizes that employees expect valuable employment benefits and in turn provides its employees flexible benefits at reasonable costs.

Marketing Team

The Marketing Team creates a wide variety of online materials for both corporate and community use. Online projects include but are not limited to the creation of web ads, website design and updates, and eflyers. These website requires constant updates and additions to keep up with current trends and evolving technology. Internal online materials are also maintained by the team to ensure timely updating and user friendly websites. 2012, An online marketing library was created that allows community managers to view advertisements created by the Marketing Team. This allows for an exchange of ideas among properties and ensures a swift turnaround time on marketing requests.

The Marketing team is responsible for print materials for both corporate and community use including brochures, business cards, flyers for inside and outside marketing, information forms, publication ads, newsletters, community refinance packages, and instruction manuals. Materials often require current community photographs. The Marketing Team’s knowledge of photography allows them to produce high quality photographs of the communities without having to outsource to an expensive photographer. The Marketing Team implemented a Marketing Request Form system in 2010. This valuable system has improved both project organization and turnaround time.

Information Technology

The IT team is responsible for the design, administration, and security of networks and network-based applications. The team oversees e-mail systems, virus protection, server administration, and telephone systems. They are also responsible for providing front line IT Help Desk support on hardware and software for Medve employees. Services include troubleshooting, installation, and assistance with IT equipment purchases. Helpdesk support technicians serve as technology liaisons and collaborators with Property Managers to understand business needs. They analyze business processes and develop improvements to those processes through the effective use of technology.

Current projects include:

- Installing IP cameras that provide greater image quality and have the ability to send and receive data via a computer network or the internet.
- Cloud based antivirus and cloud based web content filter that offers greater manageability with antivirus and rise in employee productivity due to an internet filter that blocks select websites.
- Low Voltage lighting with LED light bulbs for energy savings-significant energy cost savings per year due to LED light bulbs instead of halogen.
- Electronic faxing through the web-analog fax line is $35 a month. E-fax is $79 per year.
- Server virtualization with VMWARE and VEEAM backup - reducing the amount of physical servers needed. Retired three servers at corporate and three at Park Express, saving $5,000 per server.

7 TMG, Inc. prohibits unlawful discrimination under federal and state law, including discrimination on the basis of race, color, religion, sex, sexual orientation, national origin, pregnancy, disability, and age.
TMG, Inc. continues to adapt to the ever-changing demands of the real estate industry. Using new technology, advanced equipment, unique methods with new materials for old applications (Aqua Therm and Rust Stopping Paint) and sophisticated logistics (with highly skilled personnel) TMG, Inc. creates solutions, resulting in approved operating costs. Here are just some examples of the solutions TMG, Inc. is implementing:

OFFICE TECHNOLOGY

TMG, Inc. uses technology in its office operations. Specifically, TMG, Inc. and its affiliate TRC, Inc. use OneSite by Real Page, Inc. for accounting and community management. TMG, Inc. and TMG-C Decor also manages inventory, service costs (manpower and materials) and product costs (including delivery). TMG, Inc. has standardized service and product pricing, offering better control of centralized purchase orders. TMG, Inc. and affiliates will pay standard prices for services and products at its communities when variations in contractor or vendor costs arise (for example, a contractor that wastes carpet per unit during installation); Contract control prohibits the processing of payments different than those negotiated.² TMG, Inc. continuously tries (with the products or services purchased) to reduce on-going operating costs by replacing costly maintenance items with more efficient ones.

MINI TRUCKS = Maximum Benefit

Licensed service technicians have become more difficult to find and expensive. TMG, Inc. and affiliates increase the efficiency of service technicians by providing them the use of mini trucks at TMG, Inc.’s communities. The mini truck allows a technician to travel between the shop and an apartment with heavy tools or parts faster than he could on foot. The annual savings result in higher productivity and efficiency exceeding the cost of the mini truck.³ Additionally, mini trucks are small and light-footed to drive close to a worksite (they travel on sidewalks without causing damage) but strong enough to carry a substantial amount of materials and tools. The mini truck gets materials where they are needed and carries away debris, without damaging valuable landscaping.

TIME LOSS PREVENTION

TMG, Inc. has replaced swipe cards with a Kronos finger-vein scanning system. Employees place a finger (a second if the first fails) into the Kronos device to clock in and out. This reduces mistakes in time keeping (you can’t forget your finger) and catches absences, late arrivals, early departures, abuse of trust, etc.

SOLUTIONS

Replacing ongoing maintenance expenses with one-time capital expenses results in lower operating costs.

²Consider the following: Carpet is usually charged depending on the size estimated by an installer. Some installers overestimate the size needed resulting in waste and a higher cost. Typically, this waste (carpet suppliers are very sophisticated in calculating cost, using scanners to measure carpet to the inch). TMG, Inc. locks down the price of carpet per apartment, as well as the labor costs for installation. (Payments no longer depend on the installer’s estimated sizes.) The total savings add up to a substantial amount. An installer might overestimate the carpet and labor needed for each room in each apartment, across an entire community of hundreds of apartments. Another example is TMG, Inc.’s bulk purchasing with GE. TMG, Inc. negotiates prices (including delivery) on a national scale for kitchen appliances (refrigerators, stoves, dishwashers), washers, and dryers over one to two years. Typically, when a standard appliance is not available, a local or regional appliance distributor might be hesitant to provide a better appliance at the same price (the distributor absorbs the cost). With TMG, Inc.’s bulk purchasing, the price has been locked. A better appliance is usually provided at the standard appliance price. This practice may be applied to almost every product and service.

³Mini trucks do not require full-size vehicle insurance, making them more economical than trucks.
GPS TRACKING

TMG, Inc. uses advanced communication and GPS system at its off-airport parking facility to more efficiently manage the shuttle busses. The dispatcher based at the Park Express customer service lobby can assist the Park Express parker and dispatch shuttles in a more efficient way. All shuttles are equipped with a communication and GPS tracking device that track their locations and movements in real time on large monitors located throughout the parking facility and the TMG, Inc. office. The monitors are viewed by dispatchers, cashiers, managers, and corporate management (from time to time). The GPS tracking map screens locate the shuttle’s current position and give the dispatcher all the information needed to direct the shuttles to the location they are needed most. The GPS map can be used to rework shuttle routes and staging locations for more efficient service. It locates the strategic midpoint between the airport and Park Express to help cut down the time required to dispatch buses to where they are needed most; dispatching shuttles to maximize terminal coverage (Park Express knows when most travel occurs between the airport and Park Express. A shuttle’s location will adjust according to these times). Every minute saved per shuttle in route and organization time can save Park Express about $250,000 a year. The system also monitors refueling times (any more than ten minutes requires explanation). The communication systems will also place a call to alert the dispatcher of any emergency on the road.

CNG SHUTTLE

In late 2012 TMG, Inc. introduced 6 Compressed Natural Gas (CNG) Shuttles to their bus fleet. Unleaded and Diesel fuel costs increase and fluctuate with direct effect on the cost of operations. TMG, Inc. researched alternative fuel options, and the choice was made to proceed with CNG as its alternative fuel option. Switching to CNG has reduced fuel cost by approximately 45% (based on current fuel rates) and also reduce the overall maintenance costs. The use of CNG is expected to increase the overall life of the engine. The inclusion of 6 additional CNG shuttles to the fleet is expected to save $100,000 a year.

AUTOMATED SYSTEMS

In the next 12-18 months, automated entrance and exit systems will be implemented resulting in increased efficiency and reduced labor costs (an expected savings of 15-17%). SKIDATA’s premium model pay-on-foot machine offers a wide range of options for expanding business and profitability. Two of these machines will be added to the customer service lobby, so that the covered customers can pay prior to retrieving their cars. These machines will accept both cash, and credit. They will have bar code readers installed on them as well, which is how validations/discounts/corporate parking rates will be given. Going forward, all validations/discounts/corporate parking rates will be issued a designated bar code to scan at these automated machines. This bar code can be emailed or texted, and redeemed by pulling up on their mobile device and scanning it. Making it efficient and convenient for the customers. Once the customer pays at these machines they will be issued a receipt, and then they will retrieve their vehicle and proceed to the exit lanes where they will scan their receipt and the gate will open for them to exit. Bar codes will be added to current exit lanes, allowing them to use the validation/discount/corporate rates.

VIDEO CAMERAS

Over the years, video technology has improved exponentially (picture quality and communication) and the cost of cameras has dropped. TMG, Inc. uses motion-activated cameras. New replacement cameras and additional cameras are installed in strategic locations. These cameras are efficient in helping to monitor select areas from time to time, providing information about areas of critical activities.

TMG, Inc.’s video cameras do not and will not eliminate crime. They can assist in lowering the crime rate and helping to identify the cause. Communities’ surveillance systems are frequently monitored from time to time at the location. A recorded video may be viewed after the fact. A video may be played back after a theft to aid the police in identifying and catching the culprit. This helps in reducing crime but not eliminating it.

Video cameras placed in leasing areas show how leasers and personnel approach and interact with existing or potential residents. PMT may see when a select community has more need for attention.
RENOVATIONS & UNIQUE HOME DÉCOR

Sculptures & Fins

TMG, Inc. communities are known for their colorful sculptures and fins. The sculptures and fins reduce the need for changes in seasonal planting and water usage (this is especially important in areas where water conservation is mandated). The fins also take the place of flags and flagpoles that wear out quickly and require constant maintenance and replacement. One more example of TMG, Inc. creating a solutions to replaced an ongoing maintenance expense with a onetime capital expense, lowering operating costs for its communities.

Unique Home Décor

TMG, Inc.’s affiliate company, TMG-C Décor, Inc. (TMG-C), works to create home décor solutions. Using volume purchasing and sophisticated logistics (as well as specialized systems and skilled workers), TMG-C Décor buys high-end home décor items. These items include contemporary cabinets, light fixtures, sinks, faucets, granite countertops (including backsplashes), bathroom accessories, mirrors, hardware, complete tub surrounds and acrylic adjustable tubs with easy access panel, wood plank vinyl flooring, and more.

TMG-C Décor, Inc. has been able to provide the residents of the communities with high quality home décor items (typical of more expensive single family homes) at affordable rents.* Communities have and will continue to purchase high quality (heavy industrial finish) door assemblies and hinges from a US UL-approved manufacturer (with an over 100 year door-manufacturing history) in India at extremely good prices. These doors saved over $200,000 on materials alone at one of TMG, Inc.’s communities. It cut the cost by about 80% on a single job.

Lighting Design

LED lights will continue to replace incandescent bulbs. LED bulbs generate minimal heat, use less electricity, and require less frequent replacement. LED lights will continue to be used in TMG, Inc. communities for the years to come. The Medve Group constantly seeks inexpensive and creative ways to enhance our communities. By introducing these design concepts for our accent lighting, we are able to create unique and strong impressions for our communities through the use of low-voltage landscape lighting, illumination of trees, wall washes of color on both the interior and exterior of buildings, and under cabinet LED lighting in our apartments. The use of accent lighting greatly enhances the appeal and the value of our communities.
LAS COLINAS CORPORATE COMPLEX

TMG, Inc. and TMG-C Décor, Inc. are located in prestigious Las Colinas, Texas. TMG, Inc.’s Dallas office, TRC, Inc., and TMG-C Décor, Inc. offices, showroom, and warehouse (over 116,000 sq. ft.) reside at this logistic location with easy access to highways and two key DFW airport locations. Las Colinas is ideal in that it is only a few hours drive to multiple communities and is an industrial distribution hub, enabling easy dispatch of merchandise and equipment to a needed location.

The Las Colinas warehouse is especially sophisticated. It is mechanized with a cherry picker, self-wrapping machine, and fork lifts. The warehouse also allows TMG, Inc. and TMG-C Décor, Inc. to purchase in bulk at a savings; the warehouse will be used to store excess inventory. This eliminates eye sores on property with containers and excessive material.

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6The VIMA Décor Buying Representative Office in Shanghai, China acts on behalf of TMG-C Décor, Inc., sourcing products to TMG, Inc. The VIMA Décor Buying Representative Office in Shanghai often acts as an exclusive representative for the U.S.

5The warehouse enables strategic purchasing. For example, TMG, Inc. observed that in the future, air-conditioning condensers will use 410-A Freon, which is more expensive than the R-22 Freon currently used. 410-A Freon can only be used with new, compatible air-conditioning condensers. In order to install a new 410-A Freon air-conditioning condenser, the air handler inside an apartment must also be replaced (at a substantial cost; only some HVAC specialists are licensed to work with 410-A systems). Additionally, questions exist regarding whether the coolant line that connects the air-conditioning condenser and air handler will have sufficient coolant capacity to work with the 410-A Freon. Since, questions exist, TMG, Inc. has protected itself and delayed costs by purchasing large stocks of air-conditioning condensers that accept R-22 Freon. These condensers are stored in the warehouse. When an air-conditioning condenser at a TMG, Inc. community breaks down, it may be replaced with another air-conditioning condenser from this stock. Thus, TMG, Inc. has delayed the expense of a major system replacement while the air-conditioning industry settles the uncertainty over the coolant line issue.
Owning proper equipment saves money while reducing property damage by equipment.

• Extra trailers save time & money by allowing a trailer to be delivered for unloading at one site while the truck returns to the warehouse to pick up another. This is even more applicable for jobs that require many trailers for completion.
• Trailers are equipped with steps, rollers, & rails for easy loading and unloading.
• Reduces the need for storage containers for remodeling.
• Covered tables allow for damage free cabinet assembly at an easier work elevation.

UNIT INTERIORS

TMG-C Décor, Inc. uses advanced techniques and products along with technically skilled personnel to renovate its apartment interiors. Select techniques and products demonstrate the way that TMG, Inc. has increased efficiency and generated lasting savings.

Sink Inserts

TMG, Inc., via TMG-C Décor, Inc. uses high-quality stainless steel inserts and kitchen sinks (insert and sink finish match). This is another example of TMG, Inc. and TMG-C Décor, Inc. working together to provide solutions through logistics, advanced products, advanced materials and skills. These solutions lead residents to choose a TMG, Inc. community as their home.

• Saves time & money when installing granite kitchen countertops.
• A granite slab slides under & into the sink insert.
• Reduces the manpower, time, & tools needed.
• Allows for the use of smaller, less expensive granite slabs.
• Results in a savings of over $200 per sink.
• Short & long term goals to improve TMG, Inc. managed communities that are easier to maintain & lower operating costs results in winning renters.
Unit Interiors

TMG, Inc., via TMG-C Décor, Inc. uses a specialized adjustable easy access panel tub and tub surround replacement system. In 4-5 hours, two workers can remove an existing tub and its surround (including limited plumbing, rotted dry wall, studs, and insulation) and install a new adjustable easy access panel tub and new tub surround (including drywall, sewer connection, shower valve, head, etc.). TMG, Inc. has replaced an ongoing maintenance cost with a one-time capital expense, decreasing operating costs at its communities. It makes leasing an apartment with a new tub easier to lease. The upkeep cost for old tubs and surrounds is high and must be done frequently, requiring more of the maintenance staff’s valuable time.

Tub Surrounds

- Sophisticated logistics, advanced tools, and specialized equipment enable installation at a fraction of the time, cost, and manpower of traditional surround replacement made from easily damaged materials.
- Does not require expensive and time consuming re-caulking or re-grouting with each new tenant.
- Decreases the time and cost to clean the tubs and bathrooms.
- Apartments with new tubs and tub surrounds often lease up faster with less downtime.

Acrylic Easy Access Adjustable Tubs

- Acrylic easy access adjustable tubs are low cost, made of long-lasting acrylic.
- Can be easily installed saving on labor costs.
- Saves both money and time by reducing the need for maintenance and cleaning.

Vanity Tilt Trays

- Creates storage from prior useless space
- Increases resident satisfaction by providing an image of higher quality associated with a high end lifestyle
- Low cost, high value feature

SOLUTIONS

Replacing ongoing maintenance expenses with one-time capital expenses, lowering operating costs.

6Tubs in older properties often need to be replaced. After all, tubs do not last forever.
**Interior Rehab Crew**

TMG-C Décor utilizes multiple traveling teams of contractors that focus solely on the interior rehabs at the various communities. These rehabs include the installation of Cabinets, Granite Counter Tops, Acrylic Tubs and Mold/Mildew resistant Tub Surrounds, and Vinyl Hardwood-style flooring. The Interior Rehab Crew allows TMG-C Décor to complete the rehabs in a very cost and time efficient manner due to the specialized aspect of the Interior Rehab Crews and their familiarity with the products being installed as well as the manner of installation. It is even more critical when doing a rehab of an occupied apartments that require minimal dislocation of residents. It is TMG, Inc., via TMG-C’s logistical expertise that enables this speed: all the right materials are transported on-site to skilled workers at the appropriate times using a mini truck. This is another example of TMG, Inc’s/TMG-C Décor, Inc.’s provision of sophisticated solutions.
The Premier Package
Project Review

The Construction arm of The Medve Group and its affiliates uses its expertise as well as its network of consultants and experts in various fields construction and engineering to determine proper needs for each project. This allows the project to have the proper scope and budget, while determining the cost effectiveness of whether to contract the work out or complete the work with a TMG-C Décor, Inc. crew under the direction of one of its specialty teams.

TMG-C Décor, Inc. employs two to three specialty teams who travel from community to community, performing specialized tasks on a large scale (entire communities or multiple units at a time, depending on the task). The specialty teams are crews of two to three skilled workers who perform services using sophisticated techniques and advanced equipment, machines, and materials to save on cost and downtime for apartment.

The 2007-2010 downturns in the construction industry allowed TMG-C to purchase high quality, lightly used sophisticated machinery at liquidation prices (up to 70% off). With these machines, the specialty teams provide solutions, completing multiple jobs that would otherwise not be affordable. By combining logistics, sophisticated equipment/materials, and skilled personnel, TMG-C Décor, Inc. solves existing problems, reducing on going damage and operating costs. That is the goal.

The specialty teams complete a number of crucial tasks periodically, and each team concentrates on particular areas to maximize efficiency (i.e. indoor teams work on kitchens or baths, while outdoor teams focus on outer maintenance). The specialty teams perform tasks including, but not limited to:

Trimming Trees & Shrubs / Removing & Replanting Trees

A specialty team uses up to 45-foot articulating and non-articulating Genie lifts to undercut and remove dead or overreaching branches that are likely to damage building roofs or siding. The specialty team reduces ongoing operating expenses for TMG, Inc. by eliminating tree hazards that threaten community structures. The specialty team reduces cost of tree trimming (a job that tends to be delayed due to cost). When complete, tree trimming provides a fresh clean look to TMG, Inc.’s communities.

Maintaining High-rise Buildings

A 125-foot boom lift is used to reach high elevations on tall buildings. The specialty team uses this lift to maintain windows and brickwork. The use of the boom eliminates the need to for costly scaffolding. It also substantially reduces the manpower required. It is another solution that reduces ongoing operating costs at TMG, Inc.’s communities. (For example, using the lift to reseal and repaint the windows at Renaissance Towers Apartments, saved thousands of dollars.)

*Heavy Duty Wood Chipper*

*45ft. Articulating Genie Lift*

*125ft. Boom Lift*

*A 125-foot boom lift is very heavy and uses stabilizing outriggers when in use. In order to prevent landscaping damage, the specialty team uses platforms of marine plywood (a wooden blanket of sorts) to distribute the weight of the boom lift over a larger area. Similarly, when the boom lift (or other very heavy equipment) is moved, the specialty team uses construction mats (multiple timbers joined together) to protect the ground and side walks. TMG, Inc. thus makes available the means to transport equipment from one place to another, efficiently, while saving money.*
**Maintaining Gutters, Downspouts, Soffits, & Lighting**

Using 45-foot Genie lifts, a specialty team levels gutters and secures downspouts. This protects the integrity of roofs and siding by preventing water overflow and water stains. Additionally, the team repairs or replaces damaged soffits, as well as exchanges out light bulbs or light fixtures as needed. **This process protects the integrity of TMG Inc.’s community structures and prevents costly repairs, decreasing ongoing operating costs, including worker’s comp.**

**Replacing LED Fixtures**

A specialty team uses a unique technique for discerning light bulb burnouts from more serious ballast and starter failures. When bulbs are replaced, the date of replacement is written on a tag on the fixture. When the record reveals abnormally frequent bulb replacement, it is time to replace the fixture. **This process significantly reduces ongoing operating costs when the fixture is replaced with an LED.**

**Washing Buildings**

A specialty team uses a Water Dog (a 500 gallon water tank with a 50 gallon tank of cleaning solution and a pump) when high volumes of water are needed. The Water Dog and a Genie lift, in combination, cleans TMG, Inc.’s buildings in less time and at great savings. For high elevation, the Water Dog is used to spray water at low pressure directly where needed. This process, unlike high-pressure systems, leaves stucco in tact (use of high-pressure washers may damage the building).

**Washing Driveways, Sidewalks, & Garages**

A specialty team also uses the Water Dog to clean community driveways, sidewalks, and garages. **Again, the team eliminates the cost of expensive technicians, a solution that reduces ongoing operating expenses.** The Water Dog is used to flush the drainage lines in the garage and ensure that there are no obstructions. The team also uses the Water Dog to wash salt from garage floors. **This prevents the salt from impairing the stability of the concrete (salt eats the concrete and rusts the rebar), avoiding expensive repairs and decreasing ongoing operating costs.** Once washed, the driveways, sidewalks, and garages look refreshed and clean.

**ZIPLEVEL®**

A ZIPLEVEL® allows for quick and easy leveling and reading elevations directly in unmistakably clear digits. It takes away the need for rods, tripods, sensors, line-of-sight, error with distance, factory calibration or tedious computations. It allows the user to measure over any distance or elevation on earth, from paper thickness to the height of a mountain without error-inducing tabulation or math.
### Addressing Drainage Issues (As Needed)

A specialty team examines ground drainage at TMG, Inc.’s communities and uses a mini excavator (Mini X) (60 inch wide, able to dig with an 18 inch bucket to the depth of 12 feet, if needed) and tractor (40 horsepower, light-footed tractor with a bucket) to correct any issues. Swales may be cut into the ground or depressions filled to ensure a proper flow of water away from buildings. **The use of the Mini X is much more efficient when compared to the amount of manpower that would be needed to do such work by hand.** The team also uses the Water Dog to flush out the drainage lines and ensure that they are unobstructed. **These processes reduce ongoing operating costs in that they prevent harmful drainage issues.**

### Checking Foundations

A specialty team or contractor periodically examines building foundations for erosion. This allows to best determine the need for repair. Often all that is needed is to add dirt to foundations, build a small retaining wall, or remove landscaping and trees. **This foundation maintenance translates into substantial savings to ongoing operating costs.** Foundation repairs can cost upward of $20,000.

### Concrete Scanning

The GSSI Structure Scan is a complete GPR system for concrete inspection and analysis. A specialty team uses the Structure Scan to locate the position and depth of rebar, conduits, post-tension cables, and voids in up to 16” (0.5m) of concrete. A LED display provides the team with a detailed image of the subsurface structure. This information can then be stored directly to a SDRAM card or transferred to a computer for printing or integration into a report. The Structure Scan assists the team in target detection by marking the data on screen with a small dot when a rebar or a conduit is identified. Lasers on the side of the unit indicate the exact location of the center of target for accurate marking prior to cutting or coring.

### Strengthening Concrete

**CarbonWrap™** is used to increase ductility and strength of concrete columns. Due to the beneficial effects of confinement, the column ductility is significantly increased. In addition, CarbonWrap™ helps to make up for inadequate amount, or improperly detailed lateral ties and increases the shear strength of the columns significantly.

- Increases ductility
- Increases shear strength
- Increases axial load carrying capacity
- Light-weight & easy to install
- Costs less than alternatives such as steel jacketing
Potable Water System

TMG, Inc. and TMG-C Decor, Inc. recognize that potable water systems are an important part of well functioning buildings and everyday lives. With most buildings using copper for their water, known for wearing out over time, scale up (will reduce water flow), and build up corrosion. With our certified installers aware that pipe and fittings can be costly and difficult to replace, TMG, Inc. introduced a new product called Aquatherm for the potable water systems to the communities at needed. Replacing an open flame to solder, or a mechanical connection and gasket, Aquatherm is connected by heat fusion. Heat fusion physically fuses two pieces of pipe into one. Chemically inert material prevents scaling and corrosion build up; performance of the pipe will not decrease. Longer life of the water system prevents the continuous cost on maintenance repairs and reduces ongoing operating cost that results in savings.

Rust Converter

Rust Converter can be applied to just about any rusted iron or steel surface. It converts rust into a protective black layer that seals out moisture and protects against future corrosion.

Rust converter is applied like a primer to rusted surfaces. Instead of the longer process of removing the rust on larger surfaces, rust converter is applied after removing the loose rust with a brush. This labor-saving process greatly reduces the time on many projects. An optional top coat of oil-based paint is all that is needed to provide outdoor protection to the new surface.

Rust Converter, a water-based primer, contains two active ingredients: Tannic acid and an organic polymer. The first ingredient, tannic acid, reacts with iron oxide (rust) and chemically converts it to iron tannate, a dark-colored stable material. Tannins are a group of water-and alcohol-soluble natural products extracted from fruits, trees and grasses. The second active ingredient, 2-Butoxyethanol, is an organic polymer that provides a protective primer layer. The overall chemical reaction converts rust into a stable, black protective polymeric coating. Because it’s water-based, Rust Converter is environmentally safe, non-flammable, safe to use, and easy to apply.

READING MORE

For more information about specific TMG, Inc. communities, please visit http://www.medve.com. TMG, Inc., via TMG-C Decor, Inc.,⁹ is using new techniques, sophisticated logistics, advanced materials, advanced tools and equipment, and skilled personnel to devise solutions.

⁹As well as the VIMA Décor Buying Representative Office in Shanghai