



SKYSHIELD[®]

STRENGTH IN ROOFING

What I'll be Covering

- Company background
- Homeowners' questions
- Test building results and key learnings
- What to expect
- What sets us apart



Who Am I?

- Andrew Hancock
- Lives in Suwanee, GA
- Graduated from the University of North Georgia
- National Claims Institute Certified
- Over two years inspecting roofs
- Previous experience in structural foundations



What is my role? Why am I here?

- Team lead for the Village Grove Townhome Project
- I have been working in your community with your HOA for over a year.
- I have checked leaks from the roof, vents, gutters, siding, windows, A/C units at **no charge** for a year.
- I my team and I have tarped roof leaks at **no charge**.
- We have inspected all 21 building, assisted in filing claims, met with adjusters, and challenged poor insurance estimates all at **no charge** to the HOA or homeowners.

About A+ Exteriors / SkyShield

- Over 3 Years in Business
- Properly Insured with liability and workers compensation
- 4.9 Star Review on Google
- Google Guaranteed
- Owens Corning Preferred Contractor
- Certainteed Shingle Master



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Questions to Address

1. Why are we changing our name?
2. 5 year or 10 year warranty?
3. Is the warranty transferable?
4. Interior damage to ceiling on first building. Do we inspect each building after it is completed?



Why Changed Our Name?

We are planning on expanding to other states and want a stronger brand.

The name changed, but the company did not. All insurance, tax ID, certifications, warranties, phone numbers, etc. will stay the same.

We have reissued warranties from the first building with a SkyShield 10 year transferable warranty.

5 Year or 10 Year Warranty?

Our standard warranty is 5 years, but we will provide all the units a 10 year warranty. This warranty will be provided to the Homeowner and HOA.

Is the Warranty Transferable?

The warranty is transferable one time.

Our Warranty



Customer	Install Date
	05-18-2021

Skyshield Roofing Warrants to the homeowner that the roof we install will be free from leaks caused by sub-standard installation for a period of **10 (ten) years** from the date of purchase. The material will be installed in strict accordance with the manufacturer specifications and recommendations.

- 1) This warranty will not take effect until the roof installation is completed and all materials and labor are paid in full.
- 2) This warranty does not extend to damage which is due to movement, warpage, deflection, cracking in

3) Warranty is transferable one time. To transfer the warranty,

must contact Skyshield Roofing and provide the name and contact information for whom it is being transferred to.

Exclusions from Coverage

- 1) Natural disasters including but not limited to vandalism, fire, floods, hail, wind, lightning, earthquakes or

4) If Skyshield Roofing is called to the address listed on this warranty, to inspect an issue not related to the roof, a \$50.00 fee will be charged to the customer.

Skyshield Roofing Will not be liable for any direct, indirect, consequential, incidental, special, or general damage of any kind whatever cause which may arise as the result of deterioration of said coating, except to supply all labor and coating materials in accordance with the Warranty. It is expressly understood and agreed that **Skyshield Roofing** Shall in no way be deemed or held to be obligated, liable or accountable upon or under any guarantees or warranties, express or implied, including any implied Warranty of merchantability or fitness for a particular use, or otherwise beyond this expressed Warranty.

Interior damage to two ceilings on first building. Do we inspect each building after it is completed?

We do an inspection of the outside of the building, but interior damage needs to be reported by the homeowner.

On the Test Building, the damage was fixed with no out of pocket expense to the homeowner, and the homeowners were happy.

Key Learning

Multiple Builders throughout the townhomes.

Builder improperly installed drywall on underside of roof decking. When cutting vents the ridge, the drywall is falling into the attic. This was only an issue on one of the test building's units.

Solution: For units that are occupied the day of the build, we will inspect the attics and put down tarps to help minimize damage in attic where we see fit. If damage does occur to the ceiling, it will be repaired in a timely manner at no cost to the homeowner.



Test Building was a Success!

I have followed up with all but one of the homeowners and they are all happy with their new roofs.

Mr. Min said that everything is dry and that he is happy with the work.

Ms. O'brien said that she is happy with our work and the area where there was a leak in the past is no longer leaking.

Mr. Murray said, "I have a property on Village Field Place that had the roof replaced. Great job and timely. These roofs are old and brittle. I look forward to having my other property's roof replaced to protect my investment. I will be unavailable to attend this meeting."

Success with claims

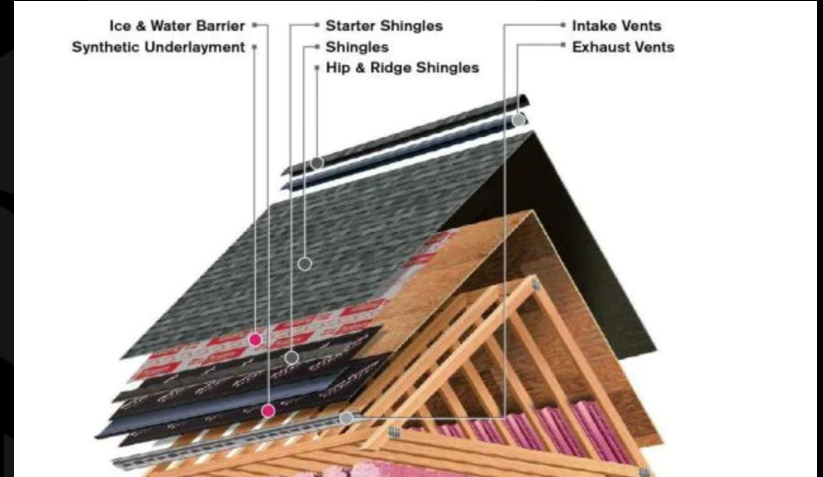
63% of claims submitted have been approved with no questions asked.

We are challenging insurance carriers on the “repair only” estimates. 2 have been overturned to full roof replacements and one has been denied. We are still working on the rest.



What Sets Us Apart?

- We are properly insured.
- We use the proper materials for manufacturer warranty.
- We stand behind our work.
- We always use the same crews.
- Dedicated project manager.
- We give back to the community through the Rest Initiative.



Why We don't do Bids

These are insurance claims.

Our bid for building unit X is \$6,000.

Insurance A only agrees to \$5,400. We do it for \$5,400.

Insurance B agrees to \$6,200. We do it for \$6,200. We win some and lose some, but the homeowner always wins.

Most insurance companies don't care about right and wrong, they care about maximizing profits by means they feel they can get away with.

References

Walker Anderson Communities

Neighborhood: Morgan's Landing

Number of Units: 119



References Cont.

Home South Communities

Neighborhood: Skyland Brookhaven

Number of Units: 167



What to Expect

- File the Claim.
- Insurance Adjuster comes out to inspect damage.
- Adjuster creates estimate to bring roof to “pre loss conditions”.
- If this estimate is for a full roof replacement, we are ready to build your roof as soon as the rest of the units in your building are also ready.
- If the estimate is for a repair, my team must show the insurance company that it is not repairable by attempting repairs and documenting the damage caused by attempting the repair.
- Insurance will either approve or deny. If denied, your HOA will cover the difference.
- After 3/25/22, insurance won't cover your loss from the 3/25/21 storm event.



Questions?