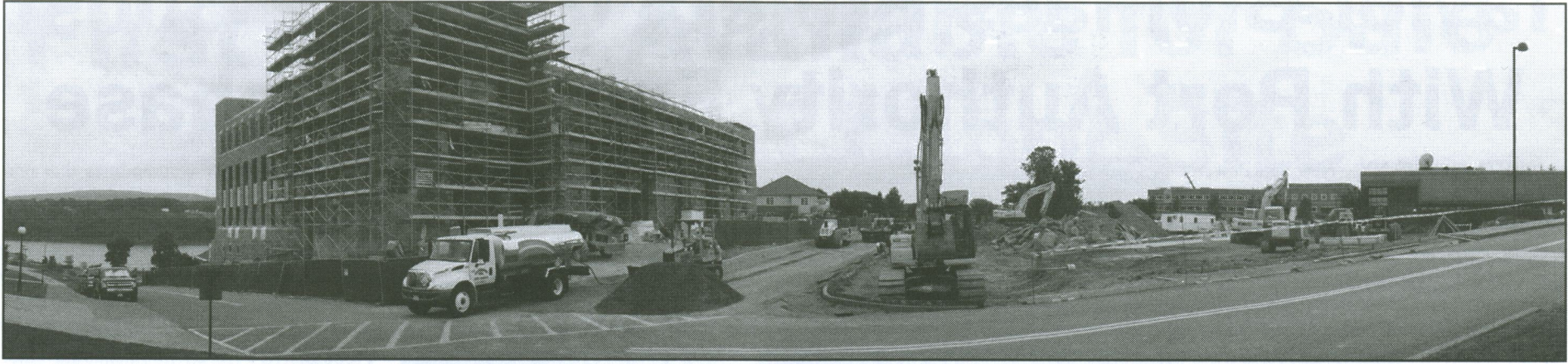


CONTRACTOR PROFILE



One of the projects Key Interiors is working on at the moment involves interior renovations to the Hancock Building at Marist College in Poughkeepsie.

Key Interiors LLC, Poughkeepsie, NY

While the recession has cut into its profit margins, Alfred Torreggiani, owner of Key Interiors LLC of Poughkeepsie, NY, says the company has been successful in securing sizable projects in Dutchess, Ulster and Orange counties this year and is currently bidding on a host of other jobs throughout the region to stake claim on for 2011.

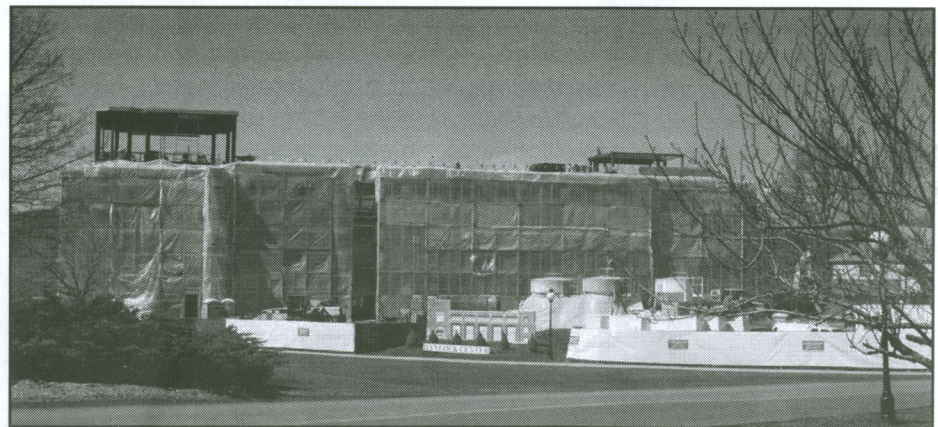
Recently, the firm has utilized Local 17 members to undertake what he termed as “selective removals” as part of interior work Key Interiors is performing at the Marlboro School District in Ulster County; and at five different projects at St. Luke’s Hospital in Orange County.

The company, which began operations about 10 years ago as Key Interior Inc., was founded by Torreggiani in conjunction with

Key Interiors was just awarded three contracts totaling nearly \$2 million worth of work at Long Dock Park on the Beacon waterfront. “That will involve complete renovations, pavilions, building the kayak pavilions and huge decks,” he said. “And it has got to be done very fast.”

When interviewed in early September, he said he hoped to begin construction in a few weeks. An overseas purchase that was a requirement for the project held things up for a bit. “We had to purchase some specialty decking material from South America,” he said.

According to the project timetable, the exterior of the pavilions and the decks have to be completed by the end of November and the “Red Barn” indoor facility has to



Besides work at the Marist College project (above), the company recently completed work at Stewart Airport, involving improvements to its car rental facilities.

Going into 2011, the company’s work can do trenching. I got a guy who can do pipeline is not as full as in year’s past, trenching.,” he said. “Todd (Diorio) runs

Orange County.

The company, which began operations about 10 years ago as Key Interior Inc., was founded by Torreggiani in conjunction with Glomar Construction. In 2006, the company became Key Interior Acoustical, LLC as a result of a structured buyout orchestrated by Torreggiani. The company has since been renamed Key Interiors, LLC. In addition to Local 17, the company also hires Carpenters Locals No. 11 and 19, Painters D.C. 9 in Poughkeepsie and Laborers Local No. 1000 in Poughkeepsie. The company is currently working as general contractor on D.C. 9's new training facility in Wappingers Falls.

Other ongoing projects being performed by Key Interiors include: general construction work on the new Saugerties Library and interior renovation work at the Hancock Building at Marist College in Poughkeepsie.

"We have had consistently 28 to 30 men there, that's between Laborers, Carpenters, Painters and Tapers," he said.

The company just completed renovation work to the Stewart Airport car rental facilities.

According to the project timetable, the exterior of the pavilions and the decks have to be completed by the end of November and the "Red Barn" indoor facility has to be completed by January or February of 2011. The entire project has to be finished by the end of February 2011.

Torreggiani noted that the downturn in the economy has caused the company to change its strategy somewhat on how it bids work. "We started out as a subcontractor, but with a lot of the projects since the turn of the economy we had to start bidding as more of a general self performer."

He added that the firm "will bid as a subcontractor on large interior projects and bid as a general contractor/direct for the whole project if we see that there is a volume of our own self performance type work within."

The ongoing economic downturn has caused Key Interiors to be "much more aggressive. The margins have diminished. The sales have somehow stayed the same, but the margins are quite changed."

Besides work at the Marist College project (above), the company recently completed work at Stewart Airport, involving improvements to its car rental facilities.

Going into 2011, the company's work pipeline is not as full as in year's past, but Torreggiani said that he is hopeful the company will land sufficient 2011 contract work in the fourth quarter.

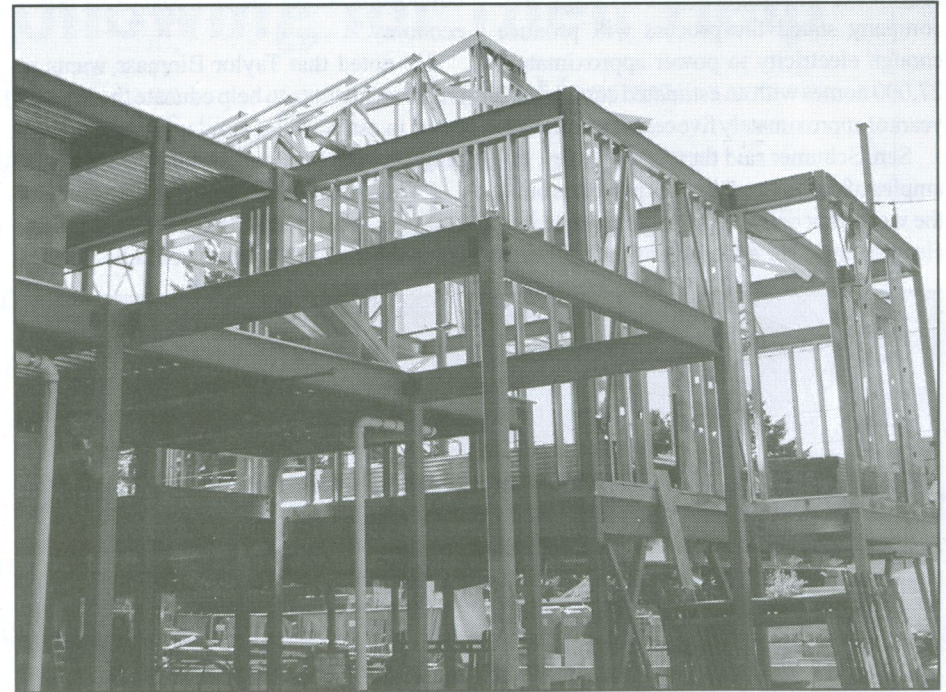
"We are bidding," he said. "We have four different estimators bidding. It used to be (you were successful on) one out of 12 (bids), one out of 15. We are lucky if we are seeing one out of 50." So, the firm has decided to markedly increase its bidding on projects in its market area that includes: Dutchess, Orange, Ulster, Putnam, Westchester, Rockland, and Sullivan counties, and northern New Jersey.

A qualified workforce is key to the company's success, he said and the training Local 17 gives its members provides the company with an advantage over its competition and flexibility on the job site. "With Local 17, if I ask for a man that can cut wall openings, I got a guy that can cut wall openings. If I need a guy who

can do trenching. I got a guy who can do trenching.," he said. "Todd (Diorio) runs a good ship down there. I never had any problems with 17 or 1000 as far as labor is concerned."

Laborers Local No. 17 Business Manager L. Todd Diorio said of the firm: "We have a great relationship with Key Interiors. Unlike many interior contractors, they always keep Laborers on the payroll for demo and cleanup and now that they are branching into the GC field they have begun to employ more. We recommend them for work to owners, developers and other general contractors whenever we can."

Torreggiani is secretary/treasurer of the Construction Contractors Association of Newburgh and is a member of the Orange County Chamber of Commerce and the Hyde Park Chamber of Commerce. He is also a Committee Member for the Eileen M. Hickey Memorial Golf Tournament benefiting the American Cancer Society.



Key Interiors is also working on the new Saugerties Public Library. The firm has a diverse portfolio, having performed work as a general contractor or sub in the medical, retail, commercial/office, and educational arenas.