

## Meet the New Evergreen Management Team

Responding to a need for more integrated company communications and effectiveness, we have determined that a team approach would provide the right balance and function well in an increasingly complex business environment. To do this, we have combined the talents and broad experiences of three of our top managers into one entity. As a result, they function in their individual areas of expertise and combine to manage and support the new directions the company has been pursuing.

This new team will work closely with Clark and Matt Hicks to maximize departmental efficiencies and overall corporate performance.

Tom Collard, recently promoted to Sales Manager, brings his experience and recognition as top sales person for 2005 and 2006 to a new level. With an AAS in Business and 18 years of experience in sales and management, his knowledge of

the slate industry and his proven sales success has groomed him to become the natural leader of the Evergreen Slate Sales Team. Tom will continue to work closely with the very loyal customer base he has worked hard to develop, while at the same time leading his sales team to build a broader base of clientele and continue to provide our outstanding customer service. The sales team will continue its current direction, emphasizing the need to work closely with architects in the development and planning process, writing specs for colors, textures and sizes of roofing materials.

Tom lives in the slate valley of Vermont with his lovely wife Cindy and their two children, Katie and Corey.

Working closely with Tom to ensure that our lead times are accurate and that the highest quality product is offered, will be our new Vice President and Operations

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**New management team members are left to right, Tom Collard, Sales Manager, Steve Casella, CFO, and Ray Loomis, VP and Operations Manager.**

## LEED® Awards Program Announced

As more and more building projects vie for certification in the LEED® Program (Leadership in Energy and Environmental Design), Evergreen Slate wants to recognize the use of its slate materials in those projects that qualify as LEED-certified.

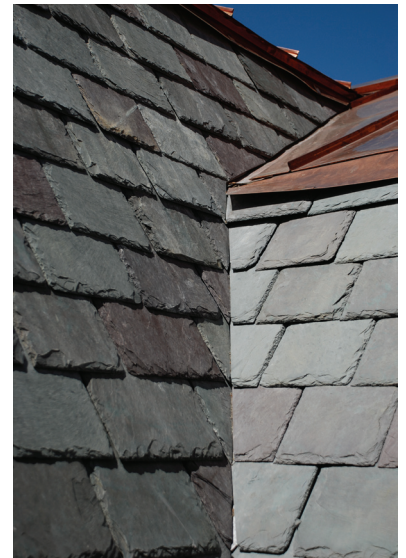
18 cities use LEED in private building permitting and Evergreen believes there are more on the way. As an example, on January 10, 2007, Boston required all projects over 50,000sf to meet the “certified” level.

LEED was created to accomplish the following:

- Define “green building” by establishing a common standard of measurement
- Promote integrated, whole-building design practices
- Recognize environmental leadership in the building industry

- Stimulate green competition
- Raise consumer awareness of green building benefits
- Transform the building market

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**School roof detail**



**Evergreen slate roofing being installed at a New England boarding school applying for LEED certification.**

## PROJECT SPOTLIGHT

## Johns Hopkins Project is NRCA Gold Circle Award Winner



Ruff Roofers in Baltimore, MD, recently received this high achievement award from the NRCA for its restoration of the Johns Hopkins Landmark Buildings in Baltimore, MD. Evergreen Slate provided Vermont Black slate for the project.

Johns Hopkins Hospital is one of the most well-known medical facilities in the world. When its three historic buildings—Billings Building, Marburg Building and Wilmer Building—needed roof restorations, Ruff Roofers was chosen for the job.

Ruff Roofers was asked to remove and replace the buildings' slate roof systems, copper built-in gutters, copper batten-seam roofs and copper flashings. The project was monitored by the State Historic Preservation Office and National Park Service to ensure the work maintained the historical fabric of the buildings.

"The project was of great historical significance and value," says Tim Caldwell, project manager for Ruff Roofers. "All work was subject to the scrutiny and approval of the local historic preservation authority."

The Wilmer and Marburg buildings have large slate cupolas with copper trim and spires, and the Billings Building has a large dome with scalloped slate and copper ridge capped with ornamental copper.

Work on the dome provided challenges.

"The deck is lime of teal block assembly with wood strips embedded for nailers,

which had deteriorated in several areas," Giguère says. "The surface of the dome curves vertically and horizontally in a parabolic manner, and the slates are scalloped. Ruff Roofing assisted the masons with the roof deck repair and replaced the entire slate roof with Evergreen Vermont black slate, matching the original lines and appearance while keeping the courses aligned.

"They balanced the vertical curvature on each course to project a uniform appearance without abrupt changes in slope," she continues. "Ruff Roofers attached a rigid slate onto a surface with a varying degree of curvature that was more vertical at the bottom with a steeper curve nearer to the top of the parabolic dome."

The scalloped slate on the dome was the most technically challenging aspect of the project, Caldwell says.

"The surface curved in two directions, and the individual slate was not curved," he says. "The reveal of each individual slate had to be balanced across the curved deck simultaneously in two directions to achieve a uniform, pleasing appearance."

"It's rare to have an opportunity to work on buildings recognized for their historical significance," he says. "To have our work recognized as an equal replacement is satisfying. Perhaps in another hundred years the historic preservation authorities will be preserving our work for its historic value."



*"The scalloped slate on the dome was the most technically challenging aspect of the project."*



**LEED** *Continued from Page 1*

Green Building Council members, representing every sector of the building industry, developed and continue to refine LEED. The rating system addresses six major areas:

- Sustainable Sites (14 possible points toward certification)
- Water Efficiency (5)
- Energy and Atmosphere (17)
- Materials and Resources (13)
- Indoor Environmental Quality (15)
- Innovation and Design Process (4, plus 1 for having a LEED-accredited professional on the design team)

This comprehensive approach is the reason LEED-certified buildings have reduced operating costs, have healthier and more productive occupants, and have conserved our natural resources.

Starting this year, Evergreen will award up to \$10,000 per year in recognition of projects using its roofing, structural, flooring, wall slate, and landscape products in 3 categories.

On a first-come, first-served basis, we will award the following:

- \$750 to a Silver Certification – 33 to 38 points
- \$1,000 to a Gold Certification –39 to 51 points
- \$1,250 to a Platinum Certification –52 to 69 points

Awards will be made to the building owner if it is a 501c(3) charity or other tax exempt institution. Alternatively, with Evergreen's approval, awards can be transferred to the charity of choice of the building owner, architect, engineer, or roofer.

Applicants for the Evergreen LEED Award Program should submit photos, a brief project description, and a signed release allowing Evergreen to promote these projects in its advertising, literature or on its website.

Complete details and application forms are available online at [www.evergreenslate.com/LEED.html](http://www.evergreenslate.com/LEED.html).

We hope our customers will take advantage of this opportunity for personal recognition and to support efforts to design and build environmentally responsible new construction.

**Management** *Continued from Page 1*

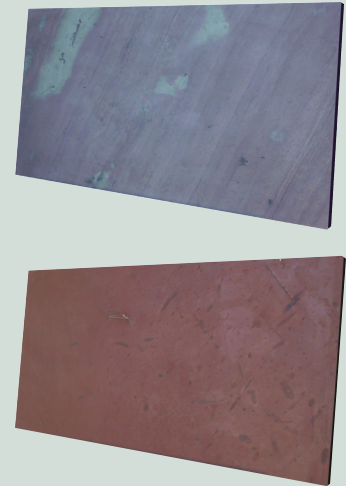
Manager, Raymond Loomis. Upon graduating in 1985 from the University of Plattsburgh, cum laude, with a BS degree in Business Administration, Ray was hired by the Hicks family to assist in the management of Evergreen's production facility. During the past 21 years, Raymond has played a crucial role in growing the business to its current level. He is most proud of the advances in technology that have been slowly integrated into the processing segment of the operations and production functions, and will continue to strive for shorter lead times and the highest quality products that can be offered to the marketplace.

Raymond resides locally with his lovely wife Christina and daughter Casandra.

Rounding out the team is our Chief Financial Officer, Steve Casella. Steve is a CPA with a BBA/MBA in Finance from Pace University in New York City. He is originally from Deloitte & Touche, CPAs in

New York; spent some time as an international auditor with Pfizer Pharmaceuticals in New York; and has worked as a Controller and CFO primarily in the international shipping and manufacturing industries. Steve has been on board with Evergreen since June of 2005. He brings to Evergreen a fresh perspective, drawing upon 25 years of diverse, financial management experience. His main focus has and will continue to be to provide Evergreen with the tools and controls to help them grow. He and his wife Bruna and their two daughters Giulia and Sara live in Queensbury, N.Y.

Commenting on the positive way this new team approach has been received by employees, Ray said, "We've seen a very positive response to our new direction. Co-workers have been coming forward with suggestions and we have responded by taking action and giving credit when deserved. Changes are happening more quickly and communication is more open across all segments of the business."

**Slate Slabs Available in Six Colors**

We are now offering pre-cut dimensional slate suitable for countertops, lab tables, vanity tops, etc. in six colors and 1" thicknesses. Colors offered are: Black, Welsh Black, Dark Green, Green, Mottled Green-Purple, and Red. Sizes run from 2' x 3' to 3' x 8'. Call us for pricing and sizes/colors. As part of our commitment to customer service, we can provide onsite templating services to customers in NY and most of New England. For customers outside of this region, we can send templating materials, which can then be used in the fabrication of the piece by our local fabricators.



**Manor Blend**



**Imperial Blend**



**Vermont Splendor Blend**

## Roofing Slate Blends

Evergreen's Matt Hicks has been spearheading our Slate Roofing Blend Program in which pre-selected, readily available, assortments of roofing slates are offered. These have been selected specifically to achieve the curb appeal that is desired for the most prestigious of projects.

We now have three blends available for immediate delivery:

### Manor Blend

A blend of grays, greens and purples that will weather to soft tones of buffs, browns and tans. This stately old world blend can only be achieved using Vermont Slate.

### Imperial Blend

Truly the most eye-catching application of all roofing solutions. The use of smaller sizes and blends of rare colors combine to create the crown jewel for your project.

### Vermont Splendor Blend

The most unique of all slate roofing applications in unfading grays and greens, graduated in length and thickness with random widths.



*We have recently renovated our Granville showroom to educate and inform visitors on roof installation and to display the various colors, textures and installation tools of Evergreen slate. A variety of shapes and colors create a distinctive pattern. A slate shelf with a honed finish Snow guard installation. A cut-away view shows the application process.*



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