

**ROOFING  
CONTRACTOR**

**BEST OF SUCCESSES  
20  
YEARS**





# SECURE THE FUTURE: TOP CONTRACTORS OF THE YEAR SHARE SUCCESSION SOLUTIONS

Moderator: Art Aisner, *Editor-In-Chief*, Roofing Contractor

**David Klein**, *CEO*, Greenwood Industries

**Brad Sutter**, *Executive VP*, Sutter Roofing Company of Florida

**Steve Little**, *President / Head Coach*, KPost Roofing & Waterproofing



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Greenwood Industries is the **custom building envelope solutions** company





## *PRODUCTION*

- New Roofs & Re-roofs
- Architectural Metal
- Wall Panels
- Green Roofs & Solar
- Slate, Copper & Metal
- General Contractor



## *WATERPROOFING & MASONRY*

- Air Vapor Barriers
- Garage Restoration
- Specialty Work
- Joint Sealants & Sanitary
- Masonry Construction
- Historic Restoration



## *REPAIR & MAINTENANCE*

- Roof Inspections
- Preventative Maintenance
- Safety Audits & Installs
- Roof Fit-Outs
- Service Plans
- Emergency Services





2023 REVENUE

\$260  
MILLION

MANPOWER

900+  
PROFESSIONAL & TRADES

LOCATIONS

11  
OFFICES  
LOCATIONS IN  
5 STATES

SIGNATORY

17+  
UNIONS

EXPERIENCE

200+  
YEARS OF COMBINED  
EXPERIENCE

2023 SERVICE  
TEAM REVENUE

\$20+  
MILLION



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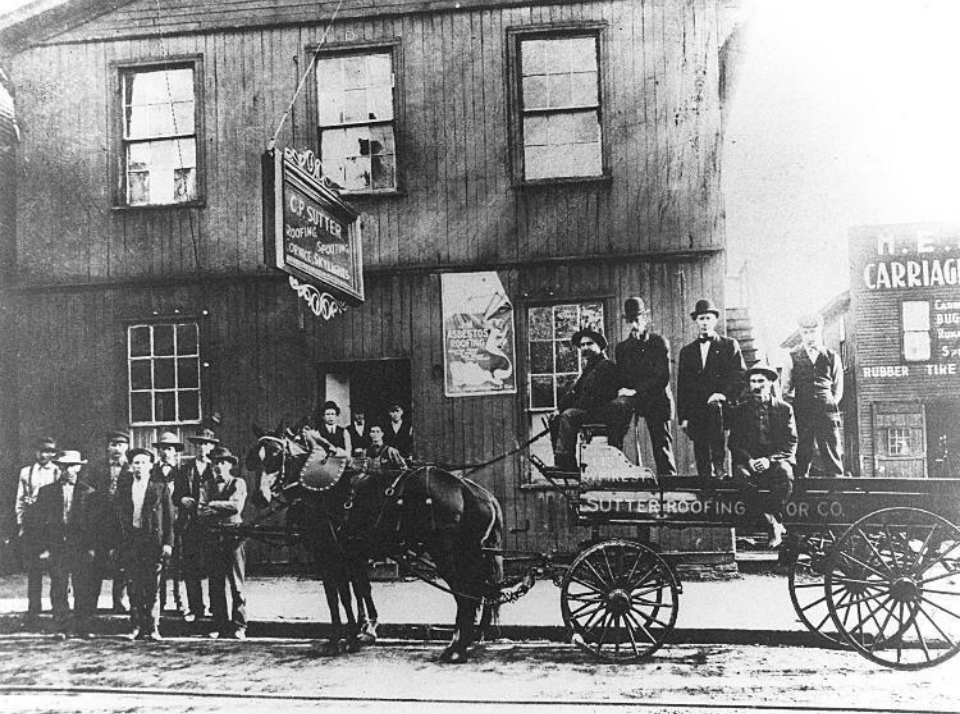
# BIOGRAPHY



Brad Sutter is the Executive Vice President at Sutter Roofing Company of Florida and has over 23 years of experience in the commercial roofing and sheet metal industry. He also oversees the business development side of the company, where he focuses on fostering relationships with existing and new customers who own, manage, and develop commercial real estate.

- President of the Sarasota Manatee Roofing Contractors Association (2005- 2006)
- President of the Florida State Roofing and Sheet Metal Contractors Association (2012)
- Board of Directors for the National Roofing Contractors Association (2014-2017).
- Vice Chairman on the Board of the Executive Committee for the National Roofing Contractors Association
- Licensed Certified Building Contractor in the State of Florida. CBC#1261167
- Alumnus of Troy State University and a graduate from the University of Central Florida





# CELEBRATING OVER 122 YEARS OF SERVICE

- One of the longest-serving, and most respected contracting firms in the United States.
- Founded in West Virginia in 1902 by C.P. Sutter
- Florida operation opened in 1979 in Longwood.
- 5 Generations of Sutter Family ownership, management, or employment.
- Received a Special Proclamation from the Florida Department of Business and Professional Regulation for the services we provided to businesses affected by Hurricane Ian
- Awards with all Major Manufacturers
  - 30+ Year Elevate Master Contractor
  - Awarded Commercial Roofing Contractor of the Year (2021)
  - Inaugural GAF Chairman's Circle award winner (One of a few contractors in the US to receive this award)



# PROVEN & RELIABLE



- Offices in Sarasota, Ft. Myers, Tampa, Orlando
- Self-performing & E-verified crews since 2011
- Safety-Focused Operations
- Most experienced service fleet in Florida
- In-house sheet metal shops in Sarasota & Tampa

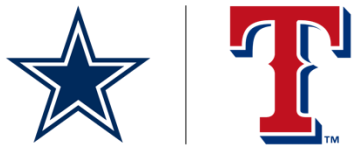
- Lightweight Concrete Division (Established in 2022)
- Over 100 million sqft of warranted roof systems installed on commercial & industrial facilities
- Recognized by the FL Dept of Business & Professional Regulation for Hurricane Ian relief work

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PROUD PARTNER

TESLA  
CERTIFIED INSTALLER

# WPROOST

RESIDENTIAL SERVICES



COMMERCIAL SERVICES

# COMPANY



# FOUNDERS

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Keith Post, Steve Little, and Jayne Williams, the visionary founders of KPost Company, have been the driving force behind its remarkable success. It is thanks to their dedication and commitment that KPost continues to be a trusted name in the industry, fostering a culture of excellence and generosity that impacts both the team and the broader community.





# LEADERSHIP



**Jeff Hammond**

*Senior Vice President of Operations*

- Project Management
- Operations
- Estimating
- CAD
- Foremen & Crews



**John Barker**

*Senior Vice President of Business*

- Human Resources
- Accounting
- Safety
- Facilities & Warehouse
- IT
- Purchasing & Logistics



**Matthew Jaynes**

*Senior Vice President of Revenue & Brand*

- Residential
- Commercial Sales
- Marketing
- Solar
- Service



**COMMERCIAL ROOFING | RESIDENTIAL ROOFING | WATERPROOFING | SHEET METAL | LIGHTWEIGHT CONCRETE | SPECIALTY PROJECTS | SOLAR | SERVICE & MAINTENANCE**

## VICE PRESIDENTS & "CLIMBERS"

**SHAWN MORGAN**, VP of Strategic Partnerships



**RENAE BALES**, VP of Services



**CHRIS EVANS**, VP of Estimating



**JENNIFER BARKER**, Chief of Staff



**TONY GUAJARDO**, Director of Field Operations



**ELIZABETH GRAY**, Director of Purchasing



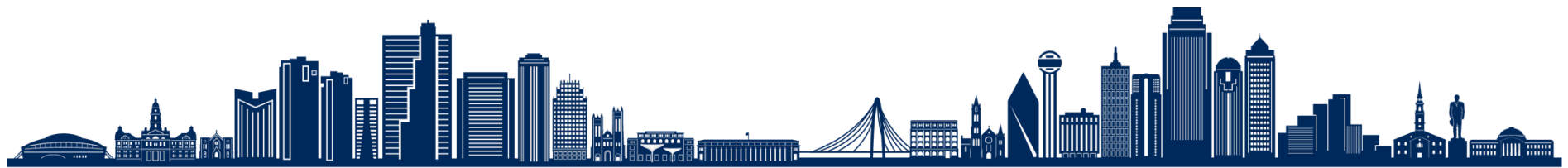
**LOGAN TRATCHA**, Director of Residential



**GUNNER LULEFF**, Director of Project Management



**NICK POST**, Director of Marketing



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