

# COMMERCIAL EXTERIORS



The area's trusted leader  
in maintenance-free  
exterior solutions.





## Introduction

We would appreciate the opportunity to bid your project. We know that when it comes to selecting a contractor, our area offers many attractive options.



S&K Roofing, Siding & Windows is uniquely positioned to be able to offer you the best combination of quality and value available. With offices in Maryland and Northern Virginia, S&K is one of the area's largest home improvement companies. We have the manpower to accomplish what few companies can — to expertly install quality materials in a manner that is the least disruptive to the individual tenant.

S&K Roofing, Siding & Windows is family owned and operated and has been serving our region since 1980, satisfying nearly 100,000 customers.

We are absolutely committed to gaining “Customers for Life”, and therefore provide our valued customers with the very best service in the business. We have achieved the highest rating available from Angie’s List (Super Service Award winner from 2008-2019) and hold an A+ rating with the Better Business Bureau. (MHIC #21080, VA License #2705 105665, PA License #006976 and WV License #044803)





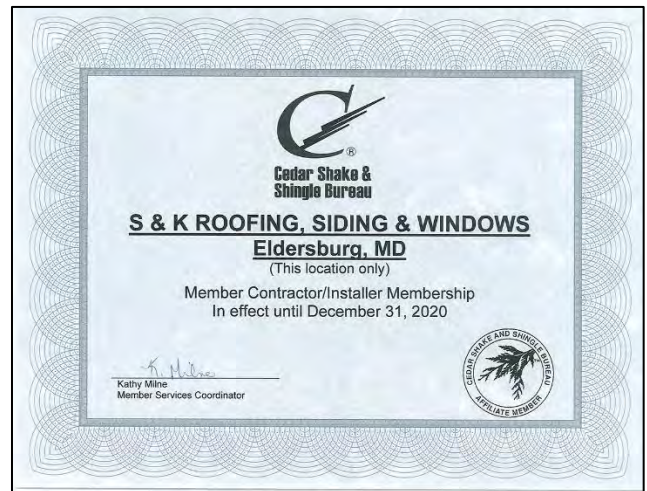
## Certifications & Memberships

We hold numerous certifications for roofing including holding the titles of CertainTeed Select Shingle Master, DaVinci Masterpiece Contractor, and EcoStar Gold Star Applicator. We hold CertainTeed’s highest siding installer rating, the coveted “CertainTeed 5-Star Contractor” certification, and are an EPA Lead-Safe Certified firm. We are nationally recognized members of the Vinyl Siding Institute, the Cedar Shake and Shingle Bureau, and the National Roofing Contractors Association.





**S&K Roofing, Siding and Windows is proud to have received the Angie's List Super Service Award each year since 2008.**





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## Our Experience

At S&K, we have many similar projects of this scope and scale successfully installed under our belt. Please take a moment to look over the references that we have provided below, as well as letters of reference.

### **Vanguard Management**

Fountain Hills Condominium  
Germantown, MD

Willow Cove Condominium  
Germantown, MD  
Annie Geralis @ 301-540-8600

Scenery Pointe Condominium  
Germantown, MD  
Stephan Collins @ 301-540-8600

### **Bozzuto Management Co.**

Lakeside Apartments  
Centerville, VA  
Bob Hobson @ 866-698-7513

The Apartments at Harbor Park  
Reston, VA  
Sarah Peske @ 703-318-6700

### **Clagett Management**

Ballenger Pointe Condominium  
Frederick, MD

Echo Glen II Condominium  
Alexandra Williams @  
301-695-6676

### **Abaris Realty**

Rock Creek Garden Condominium  
Silver Spring, MD  
Andrew Miller @ 301-468-8919

### **Property Management People**

Spring Ridge Condominium  
Frederick, MD  
Richard Gemmell @ 301-620-0782

### **Chestnut Gable Condominium**

Odenton, MD  
Toni Butler @ 410-654-4444

### **BGC Contracting**

Charthouse  
Alexandria, VA & Annapolis, MD  
Todd Haynie @ 240-674-5473

### **Leisure World of Maryland**

Silver Spring, MD  
Steve Wischmann @ 301-598-1081

### **Main Street Property**

Tuckerman Station Condominium  
Rockville, MD  
Richard Skobel @ 240-632-0001

### **J.C. Property Services**

Doncaster Village  
Earl Langkham @ 443-421-1310

### **Donohoe Construction**

Citizens Care & Rehabilitation  
Center  
Frederick, MD  
Glen @ 202-333-0880

### **Park Place Residential**

Annapolis, MD  
Glen @ 202-333-0880

### **Howard Property Management**

Glen Meadows Apartments  
Columbia, MD  
Cesar Ramos @ 410-313-8608

### **Forrester Construction**

UMCP Sorority Renovation,  
President's House  
College Park, MD  
Dan McCullough @ 301-816-1700

### **National Cathedral School – Scott Hall**

Washington, DC  
Dan McCullough @ 301-816-1700

### **Glen Arm Building**

Annapolis Storage  
Annapolis, MD  
St. Timothys Fowler House  
Stevenson, MD  
Paul Reif @ 410-296-7930

### **Woodland Village Condominium Association**

Ellicott City, MD  
Cathy Price @ 410-654-4444

### **South Riding Proprietary**

South Riding, VA  
Jeff Smith @ 571-277-4560

### **Ellicott Meadows Community Association**

Ellicott City, MD  
Shaun Butler @ 410-531-7464



## Our Experience

(continued)

### **Brodie Management**

Dreams Landing Condominiums  
Annapolis, MD  
Liz Hagerty @ 410-825-6060

### **Quest Management**

Crescent Point Apartments  
Gwynn Oak, MD

Brentbrook  
Randallstown, MD  
Steve Rosenbaum @  
410-303-7989

### **Garrison Forest School**

Owings Mills, MD  
Andy Dripps @ 410-340-4756

### **Constellation Energy**

Riverside Plant  
Dundalk, MD  
Lou King @ 443-623-6348

### **Henry H. Lewis Contractors, LLC**

Friends School Dining Hall  
Baltimore, MD  
Fred Svec @ 410-356-4200

### **Bovis Lend Lease, Inc.**

Ritz Carlton Residences  
Baltimore, MD  
Ken O'Grodnick @ 410-244-8979

### **Residential Realty Group Inc.**

Garrison Overlook  
Owings Mills, MD  
Cathy Price @ 410-654-4444

### **Building Envelope Consulting, LLC**

Olde Mill Condominiums  
Millersville, MD  
Michael Williams @  
540-999-6232

### **The Weitz Company**

Sunrise Senior Living  
Potomac, MD  
Aaron Bunge @ 301-365-2276

### **Stoehr Companies Inc.**

Verizon Wireless -  
Freezeland  
Linden, VA  
Gregg B. Stoehr @  
410-549-2945

### **Simon Property Group**

Bass Pro Shop  
Hanover, MD  
Dave Poag @ 410-540-5130

### **Hirschfeld Building Construction Company**

Towson Town Place Apartments  
Towson, MD  
Todd Gambino @ 860-953-7000

### **Metropolis Management**

Potomac Crest Town Homes  
Potomac, MD  
Carey Porter @ 410-603-6501

### **Tidewater Property Management**

The Village of Mill Run  
Owings Mills, MD  
Mordy Weimer @ 443-548-0191

### **SES Engineering, Inc.**

SES Main Office Complex  
Mt. Airy, MD  
Steve Clark @ 410-970-7503



**Winifred Manor  
Condominium Association**



July 22, 2019  
S&K Roofing  
Tom Ciambuschini  
5399 Enterprise St.  
Eldersburg, MD 21784

**Subject: Winifred Manor Roofing Project**

Dear Tom,

The Board of Directors wanted to let you know how pleased Winifred Manor is with our new roofs. S&K under promised and over delivered in many areas such as, painting the vent pipes, having Matt on the premise overseeing the job, workers always pitching in picking up the debris throughout our community and completing the project in less than three weeks.

Winifred Manor looks forward to working with S&K in the future.

Sincerely,

Board of Directors  
Jane Bowe, President Jane Bowe  
Ginny Claar, Vice President Ginny Claar  
Rita Kerner, Treasurer Rita Kerner  
Moniea Adams, Secretary Moniea Adams  
Nancy Hart, At Large Nancy Hart  
Harry DeCrispino, At Large Harry DeCrispino  
Don Rites, At Large Don Rites

2020 Rudy Serra Drive  
Eldersburg, MD 21784  
410-552-9020 / [winifredmanorcondo@gmail.com](mailto:winifredmanorcondo@gmail.com)



MONTGOMERY MUTUAL, INC. • 3701 ROSSMOOR BOULEVARD • SILVER SPRING, MARYLAND 20906  
301-598-1080 • FAX: 301-598-1084

January 17, 2017

S & K Roofing, Siding, and Windows  
5399 Enterprise St.  
Eldersburg, MD, 21784

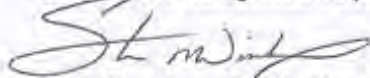
Dear S & K Roofing, Siding, and Windows,

I wanted to take some time and express my sincere gratitude regarding the outstanding service Montgomery Mutual Inc. has received from S & K Roofing, Siding, and Windows. From day one when we first meet with Don Katzenberger and Tom Ciambuschini, to formulate an action plan and work on logistics, the service has been second to none.

Montgomery Mutual is comprised of 93 separate buildings and a total of 898 units. S & K Roofing, Siding, and Windows completed numerous projects for Montgomery Mutual totaling well over a million dollars. We are a very large private community located in Leisure World of Maryland with special needs and concerns for our residents. S & K Roofing, Siding, and Windows addressed every need and concern we had with quality materials and construction crews which are extremely efficient.

Montgomery Mutual has plans to utilize S & K Roofing, Siding, and Windows for numerous projects in the future. I cannot stress enough the superior job S & K Roofing, Siding, and Windows has accomplished for us. It makes all the difference in the world having a contractor you can trust.

Sincerely,  
Montgomery Mutual, Inc.  
Leisure World Management Corporation, Agent



Steve Wischmann, CMCA, AMS  
Property Manager





## VANGUARD MANAGEMENT

Vanguard Management Associates, Inc.  
Telephone 301 / 540-8600  
Facsimile 301 / 540-3752

Post Office Box 39  
Germantown, Maryland 20875-0039  
[www.vanguardmgt.com](http://www.vanguardmgt.com)

September 20, 2016

To Whom it May Concern

Re: S&K Roofing Recommendation

This letter is directed to you as a strong recommendation for S & K Roofing and Windows contractor.

I have had the opportunity to work closely with Donald Katzenberger, owner of S&K Roofing and Windows, on various extensive roof replacement projects. I am a Community Manager for several large Condominium Associations. We recently finished replacing sixteen (16) roofs on a Condominium property located in Germantown, Md., which houses a total of 225 units. The roofing project was very organized from beginning to end. The workers were all very professional, punctual, work areas were kept neat and clean, and no debris was left in the common area. The finished product was inspected by the Board of Directors and they were all very satisfied with the workmanship and the guarantees that the company provided. Additionally, S&K is currently involved in another large roofing project for another Condominium that I manage and this project will be completed in phases.

I would definitely recommend S&K Roofing and Windows for any upcoming roof project that you may have. Should you have any additional questions or comments, please contact me at 301-237-6607.

Sincerely,



Annie Geralis  
Community Manager





**RESIDENTIAL REALTY GROUP, INC.**  
the community management specialist



February 4, 2017

Mr. Don Katzenberger  
5399 Enterprise Street  
Eldersburg, Maryland 21784

Re: Woodland Village Condominium Association, Inc.  
Ellicott City, Maryland 21784  
Completion of Roofing and Siding Project

Dear Don,

The completion of this job is bittersweet to me, because I enjoyed working with you and your team tremendously, and now I miss you!


As you are aware; you were up against five (5) bidders for this job, but as the old cliché goes, "You had me from hello!" When we met at the introductory meeting, there was something about your presentation, demeanor and sincerity that made me hope you would land this job. I just simply believed that you were honest, real and held a high level of integrity; both personally and professionally. You didn't let me down from that first introductory meeting to the final project meeting and even with all the odd and ends we are tying up after the final check was issued.

Considering this was the largest job you or I ever worked on, it is amazing to me that it went so smoothly, and I owe so much of that to you and your team. I so appreciate your personal interaction and your desire to do whatever you had to in order to make life easy for me, and I know that wasn't always easy with how some of the residents pushed our buttons, but you handled every situation exactly as a person in my position could ask for, and I can't thank you enough!

I am not sure if I shared this with you or not, but the Asset Manager from the bank that loaned the Association the \$3.5 million dollars for this project sent me this message when the last draw went through, *"I cannot begin to thank you enough for your continued line of communication throughout this construction process. Because of you and your team, this project has been one of the smoothest I have worked on."* We were an amazing team, and I can't begin to thank you enough for working so well with the Engineer and Me!

I know I have already referred you to so many others, and they are also already in awe! You are my preferred roofing, siding and window guy! Words are inadequate, but I hope you know that in my twenty-five years in this business; I have never worked with another company that could compare to you! THANK YOU!!! I look forward to working on many more projects together! All my best to you for continued success!

Sincerely yours,



Cathy M. Price

Executive Vice President of Operations  
Association Managing Agent

3600 Crondall Lane, Suite 103  
Owings Mills, Maryland 21117  
(410) 654-4444  
(410) 654-5666 Fax  
1-800-464-0550



Email: info@residential-realty.com

P.O. Box 22838  
West Palm Beach, FL 33416-2838



S&K Roofing, Siding and Windows has provided roofing and exterior replacement work on numerous condominiums and apartment developments in the area, including:

- Leisure World, Silver Spring, MD
- The Cove Condominiums, Columbia, MD
- Crossfox Condominiums, Columbia, MD
- Deering Woods, Columbia, MD
- Annen Woods Apartments, Pikesville, MD
- Horizon Run Condos, Montgomery Village
- Forsgate Condos, Columbia, MD
- Park Place Hotel, Annapolis, MD
- The Ritz Carlton, Baltimore, MD
- Woodland Village Condominiums





## Meet the S&K Team

The high quality workmanship, industry-leading customer care and well-organized administration of our company would not be possible without employing top-notch staff at every level.

Below are the names and positions of many of the team members that help S&K exceed expectations.



President/CEO .....	Don Katzenberger
Chief Financial Officer .....	Scott Hanel
General Manager .....	Chris Jester
Vice President of Commercial Sales & Development .....	Tom Ciambuschini
Business Development Director.....	Charlie McCurry
Office Manager .....	Crystal Miller
Field Operations Manager .....	Ray Smallwood
Quality Control Manager .....	Sean Toms
Quality Control Technician.....	Matthew Collis

### Sales Team

Mickey Abbate, Dane Bathurst, Jack Leons, Brad Katzenberger, Robert Moore, Tom Moore, Chris Moran, Eric Myers, Josh Powers, Chad Ringold, Matt Thomas

### Sales Support

Vince Caraballo, Juny Gonzales

### Department Managers

Mary Bonnell, Cindy Warren

Master Carpenters .....	Jon Miller, Dwayne Mills
Service Tech .....	Ignacio Castro, Bernie Collis
Accounting .....	Katie Ward
Contract Manager .....	Mary McKelvin
Contract Administrator .....	Kasey Harrison, Mary Parks
Administrative Assistants.....	Cissy Lynch

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## How We Can Help Your Community

S&K Roofing, Siding and Windows has many years of experience working with community associations and apartment complexes. We have serviced nearly 100,000 customers in the area since 1980. This experience uniquely positions us to provide top-quality care in both installation and customer service.



For your project, S&K will assign our finest crews to provide you with the best contractor experience possible. Additionally, we will assign a Quality Control Inspector who will be on-site daily to manage our workforce. That inspector will also be available to address any tenant concerns that might arise during our installation.

Administratively, you can expect that any questions or concerns will be addressed promptly by a member of our staff. You will be given your project manager's direct mobile number and e-mail address, allowing you access to our team anytime a need should arise.

We trust that the S&K Roofing, Siding and Windows team will not only meet, but exceed your expectations. Our participation in the selection process is much appreciated, and we look forward to earning your business and your trust.



## CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
06/24/2020

**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.**

**IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).**

<b>PRODUCER</b> V W Brown Insurance Service 10380 Old Columbia Rd. Ste 104 Columbia MD 21046	<b>CONTACT NAME:</b> Allison Tallon <b>PHONE (A/C, No, Ext):</b> (410) 730-2688 <b>FAX (A/C, No):</b> (410) 730-0219 <b>E-MAIL ADDRESS:</b> atallon@vwbrown.com																					
<b>INSURED</b> S&K Roofing, Siding & Windows, Inc. 5399 Enterprise Street Sykesville MD 21784	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th colspan="2" style="text-align: left;">INSURER(S) AFFORDING COVERAGE</th> <th style="text-align: left;">NAIC #</th> </tr> <tr> <td style="width: 70%;">INSURER A :</td> <td>Westfield Insurance Company</td> <td>24112</td> </tr> <tr> <td>INSURER B :</td> <td>Chesapeake Employers Insurance Company</td> <td>11039</td> </tr> <tr> <td>INSURER C :</td> <td></td> <td></td> </tr> <tr> <td>INSURER D :</td> <td></td> <td></td> </tr> <tr> <td>INSURER E :</td> <td></td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE		NAIC #	INSURER A :	Westfield Insurance Company	24112	INSURER B :	Chesapeake Employers Insurance Company	11039	INSURER C :			INSURER D :			INSURER E :			INSURER F :		
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INSURER D :																						
INSURER E :																						
INSURER F :																						

**COVERAGES      CERTIFICATE NUMBER: 2020-2021      REVISION NUMBER:**

**THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.**

INSR LTR	TYPE OF INSURANCE	ADDL	SUBRT	INSD	WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:					TRA 8057037	07/01/2020	07/01/2021	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPI/OP AGG \$ 2,000,000
A	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY					TRA 8057037	07/01/2020	07/01/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000					TRA 8057037	07/01/2020	07/01/2021	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N			N/A	2647176	07/01/2020	07/01/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)**  
 For Evidence of Insurance

<b>CERTIFICATE HOLDER</b>  S & K Roofing, Siding & Windows, Inc. 5399 Enterprise Street  Sykesville MD 21784	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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