REQUEST FOR QUALIFICATIONS (RFQ)

GENERAL CONTRACTOR SERVICES

Lebanon Offsite Construction Manufacturing & Workforce Training Facility

Appalachian Highlands Housing Partners (AHHP)

RFQ Issue Date: June 26, 2026

Qualifications Due: July 22, 2026, 2:00 PM Eastern Time

1. PURPOSE

Appalachian Highlands Housing Partners (AHHP) invites Statements of Qualifications (SOQs) from qualified General Contractors to provide preconstruction services and construction services for the renovation and buildout of an existing industrial facility located in Lebanon, Virginia.

AHHP intends to select a General Contractor through a qualifications-based process. The selected contractor will provide preconstruction services during completion of the design process and will subsequently negotiate a lump-sum construction contract following completion of construction documents and agreement on final scope, schedule, and pricing.

The purpose of this RFQ is to statements of qualifications from potential contractors to enable AHHP to identify a contractor with demonstrated experience in industrial, manufacturing, educational, workforce training, adaptive reuse, and complex renovation projects who can successfully collaborate with AHHP and its Architect and Engineer throughout the design and construction process.

2. PROJECT BACKGROUND

Appalachian Highlands Housing Partners (AHHP) was established in 2024 to address workforce housing needs throughout Southwest Virginia through regional partnerships and innovative housing delivery strategies.

RidgeBuilt is an AHHP initiative focused on expanding the supply of attainable housing through offsite construction methods. The initiative is intended to leverage regional workforce assets, manufacturing capabilities, and efficient construction practices to increase housing production throughout the region.

HOMEworks is AHHP's workforce development initiative designed to support career and technical education programs, community college partnerships, workforce development, upskilling opportunities, and second-chance employment pathways.

To support these initiatives, AHHP has acquired an existing industrial facility in Lebanon, Virginia that will be renovated and repurposed as a combined offsite housing manufacturing facility, workforce training center, administrative headquarters, and public engagement facility.

The facility is anticipated to support production of up to 250 homes annually while simultaneously providing workforce development and training opportunities.

AHHP has retained an Architect and Engineer to complete design services for the project. The General Contractor selected through this RFQ will participate in the design process through preconstruction services and provide construction services following completion of design.

The anticipated construction budget is approximately **$12,000,000**.

3. EXISTING FACILITY

The project consists of the renovation and improvement of an existing approximately 92,000-square-foot industrial/manufacturing facility located at:

544 Clydesway Drive
Lebanon, Virginia 24266

The existing facility includes manufacturing space, loading areas, utility infrastructure, parking areas, circulation routes, and associated site improvements.

Existing conditions investigations, structural evaluations, code reviews, utility analyses, and engineering assessments are being performed by the our selected Architect/ Engineer.

Updated drawings, specifications, and supporting design documents will be provided to the selected contractor at established project milestones throughout the design

process, including Schematic Design, Design Development, and Construction Document phases.

The project is intended to be highly collaborative, and the selected contractor will be expected to actively participate in coordination meetings with AHHP, the Architect, and the Engineer. The contractor shall review design submissions and provide timely feedback regarding constructability, cost estimating, budget management, scheduling, procurement strategies, sequencing, and value engineering opportunities. AHHP anticipates an integrated project delivery approach in which design and construction considerations are evaluated concurrently to support informed decision-making and maintain project budget and schedule objectives.

4. PROJECT PROGRAM

The completed facility is anticipated to include the following components:

Manufacturing Functions

- Offsite housing production floor
- Manufacturing support spaces
- Material staging areas
- Lumber storage and laydown yard
- Loading and shipping functions
- Equipment support areas

Workforce Training Functions

- Workforce training classrooms
- Laboratory spaces
- Training stations
- Observation areas
- Workforce support functions
- Restrooms

Administrative Functions

- Administrative offices
- Conference and meeting spaces
- Production management offices
- Reception and support spaces

Public Functions

- Public showroom
- Sales and demonstration areas
- Public reception spaces

Employee Functions

- Commercial kitchen
- Breakroom facilities
- Locker rooms
- Restrooms
- Employee support spaces

Exterior Improvements

- Employee and student parking
- Bus drop off area
- Site circulation improvements
- Utility improvements
- Exterior deck
- Model home display locations
- Site grading and drainage improvements

The final scope of work will be defined through the completed construction documents.

5. PROJECT DELIVERY APPROACH

AHHP has separately procured architectural and engineering services for the project.

The selected General Contractor would work collaboratively with AHHP, the Architect, the Engineer, and project stakeholders throughout the design and construction process.

The General Contractor's role during design shall focus on:

- Cost estimating
- Constructability review
- Schedule development
- Procurement planning
- Cost control
- Budget management
- Value engineering recommendations
- Construction sequencing
- Site logistics planning

The General Contractor would not be responsible for architectural design, engineering design, code analysis, structural analysis, facility assessments, hazardous materials investigations, surveying, or other professional services customarily performed by licensed architects, engineers, or specialty consultants.

Responsibility for the design documents shall remain with the A/E of Record.

6. DESIGN DEVELOPMENT AND COST CONTROL

At the time of issuance of this RFQ, the project is in the Schematic Design phase.

Design Development is anticipated to begin in August 2026 following selection of the General Contractor.

The selected General Contractor would be expected to actively participate in the design process and assist AHHP in maintaining budget and schedule objectives.

The General Contractor would review design submissions and provide recommendations regarding:

- Construction cost
- Schedule impacts
- Constructability
- Procurement strategies
- Material availability
- Scope clarification
- Value engineering opportunities

AHHP will evaluate project costs at each design milestone and may direct revisions to the design to maintain budget objectives.

Selection under this RFQ does not guarantee award of a construction contract. Final construction scope and contract value will be established following completion of construction documents and successful negotiation of a lump-sum construction contract.

7. PRECONSTRUCTION SERVICES

The selected General Contractor would be expected to provide preconstruction services including, but not limited to:

- Review of design submissions
- Constructability reviews
- Cost estimating
- Budget reconciliation
- Schedule development
- Procurement planning
- Long-lead material identification
- Subcontractor outreach
- Value engineering recommendations
- Construction phasing recommendations
- Site logistics planning
- Participation in design coordination meetings

The selected General Contractor would be expected to identify potential risks affecting budget, schedule, procurement, or constructability and provide recommendations for mitigation.

8. COST ESTIMATE MILESTONES

The selected General Contractor would be expected to prepare cost estimates and cost reconciliation reports at the following milestones:

Estimate No. 1 – Schematic Design Validation Estimate

Due within fourteen (14) calendar days following Notice to Proceed for Preconstruction Services.

The estimate would be expected to:

- Validate the current schematic design budget
- Identify budget risks
- Identify constructability concerns
- Identify procurement concerns
- Provide preliminary value engineering recommendations

Estimate No. 2 – Revised Schematic Design Estimate

Prepared following incorporation of AHHP and design team revisions.

Estimate No. 3 – Fifty Percent (50%) Design Development Estimate

Including:

- Detailed trade breakdowns
- Escalation review
- Procurement review
- Schedule impact review

Estimate No. 4 – One Hundred Percent (100%) Design Development Estimate

Including:

- Cost reconciliation
- Budget compliance review
- Updated value engineering recommendations

Estimate No. 5 – Fifty Percent (50%) Construction Documents Estimate

Including:

- Detailed quantity-based estimate
- Identification of unresolved cost issues

Estimate No. 6 – Ninety Percent (90%) Construction Documents Estimate

Including:

- Final pre-bid estimate
- Procurement strategy review
- Schedule update

Estimate No. 7 – Final Lump Sum Proposal

Prepared upon completion of construction documents and including:

- Final contract price proposal
- Assumptions
- Exclusions
- Allowances
- Cost reconciliation with prior estimates

9. CONSTRUCTION SERVICES

Following completion of construction documents and successful negotiation of a lump-sum construction contract, the selected contractor shall provide all labor, supervision, materials, equipment, tools, temporary facilities, and services necessary to complete the project.

The anticipated scope of construction includes, but is not limited to:

Building Renovations

- Interior demolition as required by the construction documents
- Architectural renovations and improvements
- Structural repairs and modifications
- Floor slab repairs and modifications
- Construction of administrative offices, workforce training areas and student support spaces, classrooms and laboratory spaces, of public showroom and sales areas, employee support spaces, commercial kitchen, breakroom facilities, locker rooms, restrooms, mezzanine, offices, and observation areas

Exterior Improvements

- Exterior façade improvements
- Installation of overhead doors
- Installation of personnel doors
- Window and glazing improvements

- Exterior deck construction
- Exterior circulation improvements
- Site accessibility improvements

Building Systems

- HVAC upgrades
- Electrical system upgrades and modifications
- Plumbing system upgrades
- Fire protection system modifications
- Compressed air systems
- Building support utilities

Site Improvements

- Parking improvements
- Site grading
- Drainage improvements
- Utility improvements
- Lumber storage and laydown yard
- Model home display areas
- Associated site work identified in the construction documents

The final scope of construction shall be established by the completed construction documents.

10. CONTRACTOR QUALIFICATIONS

Respondents are expected to demonstrate the experience, qualifications, staffing, and financial capacity necessary to successfully complete a project of this scope and complexity.

At a minimum, respondents should demonstrate:

- Appropriate Virginia contractor licensing
- Financial capacity sufficient for a project of this size
- Bonding capacity for the anticipated construction value
- Experience providing preconstruction services
- Experience collaborating with architects and engineers during design
- Experience with manufacturing facilities, educational and workforce development centers
- Experience with adaptive reuse projects and re-purposing existing metal buildings
- Experience with major renovation projects
- Ability to meet required project milestones

Respondents should provide a minimum of five (5) representative projects completed within the past five (5) years.

At least three of the submitted projects should demonstrate comparable complexity, renovation scope, or construction value.

Respondents should also provide a minimum of five (5) owner references.

11. BONDING AND INSURANCE REQUIREMENTS

The selected General Contractor would be expected to provide:

Performance Bond

A Performance Bond in the amount of one hundred percent (100%) of the construction contract amount.

Payment Bond

A Payment Bond in the amount of one hundred percent (100%) of the construction contract amount.

Respondents should provide evidence of bonding capacity with their Statement of Qualifications.

In addition, the selected General Contractor would be expected to maintain insurance coverage customary for projects of this size and complexity, including:

- Commercial General Liability Insurance
- Workers Compensation Insurance
- Employer's Liability Insurance
- Automobile Liability Insurance
- Umbrella or Excess Liability Insurance

AHHP reserves the right to establish minimum coverage requirements during contract negotiations.

12. STATEMENT OF QUALIFICATIONS REQUIREMENTS

Statements of Qualifications should include the following information in the order listed:

1. Cover Letter

Include:

- Name of respondent
- Primary contact
- Mailing address
- Telephone number

- Email address
- Statement of interest

2. Company Profile

Include:

- Company history
- Ownership structure
- Office locations
- Areas of specialization
- Number of employees

3. Project Team

Identify:

- Project Executive
- Project Manager
- Superintendent
- Preconstruction Manager
- Additional key personnel

Include resumes and relevant experience.

4. Relevant Experience

Describe experience with:

- Industrial facilities
- Manufacturing facilities
- Educational facilities
- Workforce training facilities
- Adaptive reuse projects
- Major renovation projects

5. Representative Projects

Provide information regarding five comparable projects completed within the past five years.

For each project include:

- Project name
- Owner
- Location
- Construction value

- Completion date
- Description of work
- Reference contact information

6. References

Provide a minimum of five owner references.

7. Preconstruction Services Approach

Describe:

- Cost estimating methodology
- Cost control procedures
- Budget management process
- Schedule development approach
- Constructability review process

8. Value Engineering Approach

Describe the respondent's process for identifying and evaluating value engineering opportunities while maintaining project objectives.

9. Schedule and Staffing Plan

Describe the respondent's ability to meet project milestones and dedicate resources to the project.

10. Financial Capacity and Bonding

Provide evidence of financial capacity and bonding capability.

11. Safety Program

Provide an overview of the respondent's safety program and safety performance history.

12. Quality Control Program

Provide an overview of the respondent's quality control procedures.

13. Conflict of Interest Disclosure

Identify any actual or potential conflicts of interest.

13. EVALUATION CRITERIA

Statements of Qualifications will be evaluated using the following criteria:

Evaluation Criteria	Points
Relevant Industrial, Manufacturing, Educational Facility, Adaptive Reuse, and Similar Renovation Experience and Outcomes	15
Qualifications of Proposed Project Team, Capacity, and Demonstrated Ability to Provide Creative and Practical Solutions	15
Availability and Ability to Meet Project Schedule and Required Milestones	25
Preconstruction Services Approach, Cost Estimating Methodology, Budget Management, and Cost Control	15
Safety Program and Quality Control Program	10
References and Past Performance	10
Financial Capacity, Bonding Capacity, Organizational Resources, and Value Engineering Approach	10
Total Possible Points	**100**

AHHP reserves the right to interview one or more shortlisted respondents as part of the evaluation process.

14. PROCUREMENT SCHEDULE

We anticipate the following procurement schedule

Milestone	Date
RFQ Issued	June 26, 2026
Mandatory Site Visit	July 8, 2026 – 11:00 AM
Questions Due	July 13, 2026
Addenda Issued (if required)	July 17, 2026
Qualifications Due	July 22, 2026 – 2:00 PM ET
Interviews (if required)	July 27–29, 2026
Notice of Intent to Negotiate	July 30, 2026
Contract Execution	No Later Than August 1, 2026
Design Development Phase Begins	August 2026
Construction Commencement	No Later Than December 1, 2026

AHHP reserves the right to modify the procurement schedule.

15. MANDATORY SITE VISIT

A mandatory site visit will be conducted on:

July 8, 2026
11:00 AM

Location:

544 Clydesway Drive
Lebanon, Virginia 24266

Attendance by a representative of the respondent is required.

The purpose of the site visit is to familiarize prospective respondents with the facility, site conditions, access, and project requirements.

AHHP may deem a submission non-responsive if the respondent fails to attend the mandatory site visit.

16. QUESTIONS AND ADDENDA

Questions regarding this RFQ shall be submitted in writing to:

> **Mayana Rice, AICP**
> Appalachian Highlands Housing Partners
> 848 French Moore Jr. Blvd.
> Abingdon, Virginia 24210
> Email: Mayana.Rice@ahhpva.org

Questions must be received no later than July 13, 2026.

Responses will be issued through written *addenda* to this RFQ.

Oral statements, interpretations, or clarifications shall not be binding upon AHHP.

The addenda will include updated drawings if available.

17. SELECTION PROCESS

The selection process is anticipated to proceed as follows:

1. Receipt of Statements of Qualifications.
2. Review of submissions for completeness and responsiveness.
3. Evaluation Committee review and scoring.
4. Interviews with shortlisted respondents, if deemed necessary by AHHP.
5. Ranking of respondents.
6. Negotiation with the highest-ranked respondent.
7. Recommendation of award.
8. Contract execution.

If negotiations with the highest-ranked respondent are unsuccessful, AHHP reserves the right to terminate negotiations and begin negotiations with the next-ranked respondent.

18. RESERVATION OF RIGHTS

In addition to all other rights reserved by AHHP under this RFQ, AHHP reserves the right, in its sole discretion, to:

- Reject any or all Statement of Qualifications.
- Reject all Statements of Qualifications.
- Waive informalities or irregularities.
- Request clarification or additional information.
- Conduct interviews.
- Modify the project scope.
- Modify the procurement schedule.
- Cancel or reissue the RFQ.
- Negotiate with one or more respondents.
- Determine whether a respondent possesses the qualifications necessary to perform the work.
- Award all, part, or none of the services described herein.

AHHP specifically reserves the right to reject all proposals if such action is determined to be in the best interest of AHHP, the project, or applicable funding requirements.

19. LIMITATION OF LIABILITY

By submitting a Statement of Qualifications, each respondent acknowledges that AHHP shall not be liable for any costs incurred in connection with:

- Preparation of a response
- Attendance at the site visit
- Interviews
- Presentations
- Negotiations

- Any other activities associated with this procurement process

Issuance of this RFQ does not obligate AHHP to award a contract.

20. ADDITIONAL TERMS OF SUBMISSION

By submitting a response to this request for Statements of Qualifications, the respondent agrees to the terms and conditions of this request set forth throughout the document and the following additional terms and conditions:

- Respondent's submission of a proposal in response to the RFQ constitutes acceptance by the Respondent of the terms and conditions of this RFQ. In the event that the Respondent's submission is accepted for contract award, the Respondent agrees to enter into a negotiated contract with AHHP or its affiliate at a later time and date.
- This solicitation and any resulting contract shall be governed in all aspects by the laws of the Commonwealth of Virginia and any litigation with respect to this solicitation shall occur in the state or federal courts located in the County of Washington, Virginia.
- No agreement with the selected General Contractor is final until an agreement is executed between the General Contractor and AHHP, or its affiliate.
- AHHP reserves the right to request additional information, if needed, from prospective General Contractors.
- Incomplete submissions may be eliminated from further consideration at the discretion of AHHP.
- The respondent has not and will not offer any gratuity, favor, or anything of monetary value to any official or employee of AHHP for the purpose of influencing consideration of a response to this RFQ.
- Our funding sources may require adherence to certain stipulations, such as non-discrimination, and the selected General Contractor will be required to adhere to such requirements, in particular, the respondent will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or other basis prohibited by state or applicable federal law, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the respondent.
- Submissions that are incomplete or not in compliance with the submission requirements may be eliminated from further consideration.
- AHHP reserves the right to disqualify any submission that may present a conflict of interest between AHHP, its employees, members of its board of directors, or other parties identified in the submission.
- The selected General Contractor will be required to meet all Virginia contractor licensing requirements, wage requirements, and other similar laws and regulations.

20. PROPOSAL SUBMISSION

Statements of Qualifications should be submitted in one of the following formats:

Electronic Submission

One (1) electronic PDF submission.

(email: mayana.rice@ahhpva.org)

Appalachian Highlands Housing Partners
Attn: Mayana Rice, AICP
848 French Moore Jr. Blvd.
Abingdon, VA 24210

Statements of Qualifications must be received no later than:

July 22, 2026
2:00 PM EDT

Late submissions will be rejected.

21. ATTACHMENTS

Attachment A – Existing Facility Photographs

- Drone photographs
- Exterior building photographs
- Interior facility photographs

Attachment B – Conceptual Exterior Renderings

Conceptual exterior renderings are provided solely to communicate AHHP's general vision for the completed facility.

The project is currently in the Schematic Design phase. Design documents are actively being developed and are expected to advance into Design Development following contractor selection.

Respondents should not rely upon conceptual renderings as construction documents, final layouts, dimensions, equipment locations, or definitive scope descriptions.

Final construction scope, building systems, layouts, and technical requirements will be established through the completed architectural and engineering construction documents.

Attachment C – Site Location Information

- Site location map
- Property information
- Available site data

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Attachment A – Existing Facility Photographs

- Drone photographs
- Exterior building photographs
- Interior facility photographs

mec
1930RS
mec

B1
B2
A1
A2
A4
A5
A6

C1
C2
C3
C4
C5

ALL
PURPOSE

Attachment B – Conceptual Exterior Renderings

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DREAMBUILD
CENTER
AHHP
APPALACHIAN HIGHLANDS
HOUSING PARTNERS
WELLSPRING
FOUNDATION
OF SOUTHWEST VIRGINIA
SPECTRUM DESIGN
architects | engineers

SPECTRUM DESIGN
architects | engineers

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architects | engineers

SPECTRUM DESIGN
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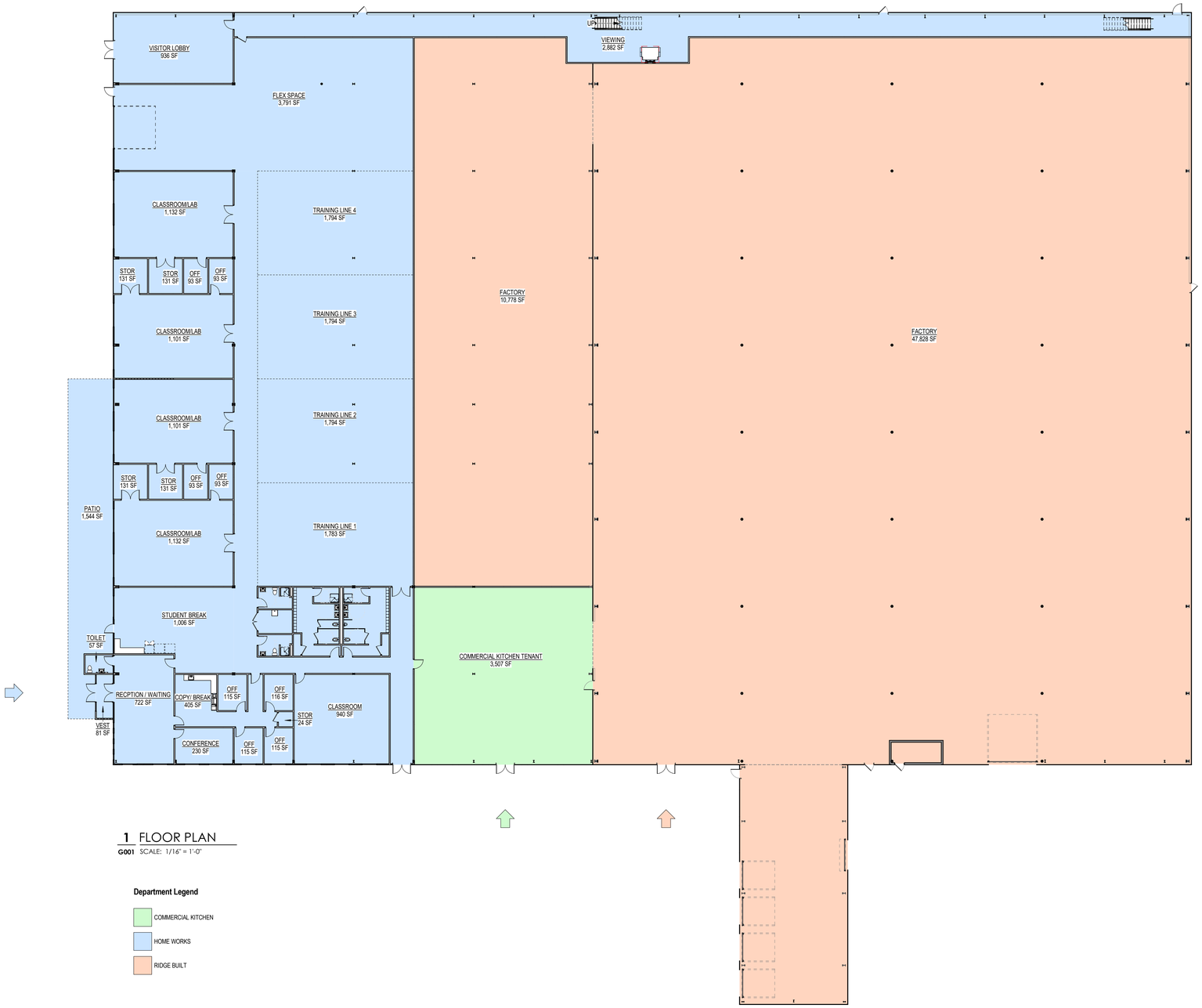


1 FLOOR PLAN

G001 SCALE: 1/16" = 1'-0"

Department Legend

- COMMERCIAL KITCHEN
- HOME WORKS
- RIDGE BUILT

0 8' 16' 32'

SCALE: 1/16" = 1' - 0"

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Current Building

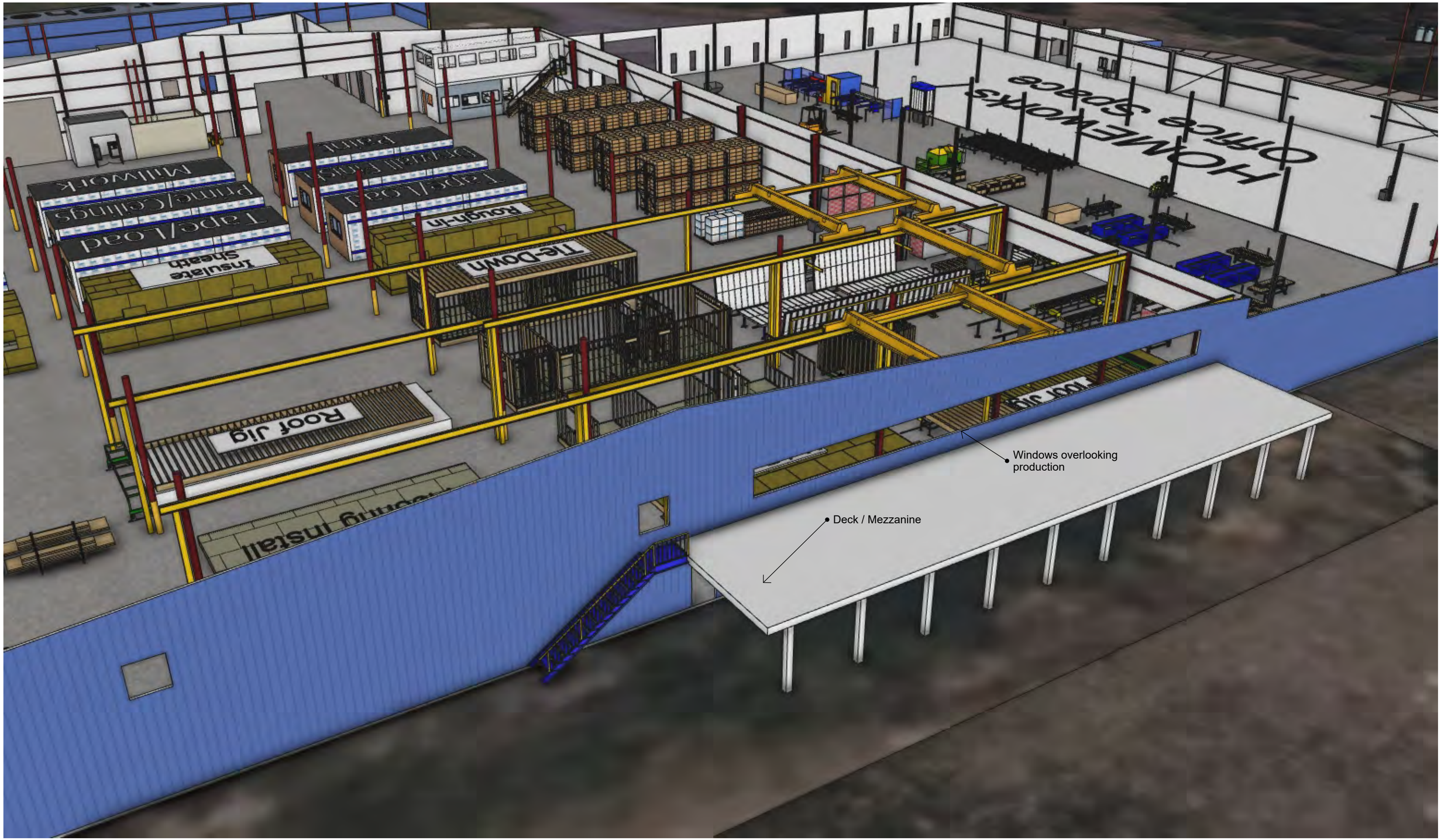
4Ward Solutions Group

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Future Property

4Ward Solutions Group

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Future Property

4Ward Solutions Group



	CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
	AHHP	Modular Factory	19 June 2026	Darren Hamar	Proposed New Deck / Mezzanine area

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CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Future Productin

4Ward Solutions Group

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Air Lines

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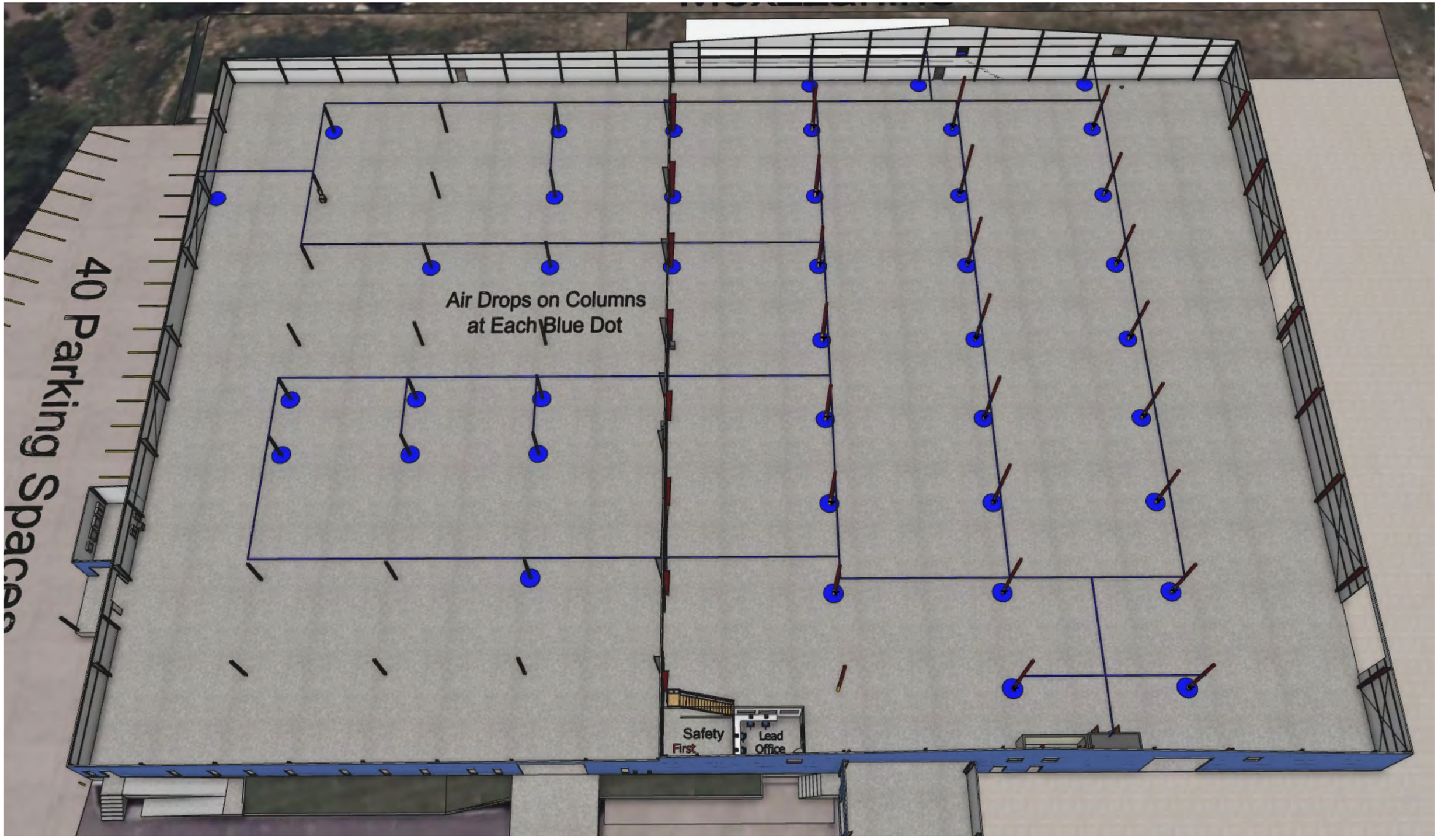

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Air Drops

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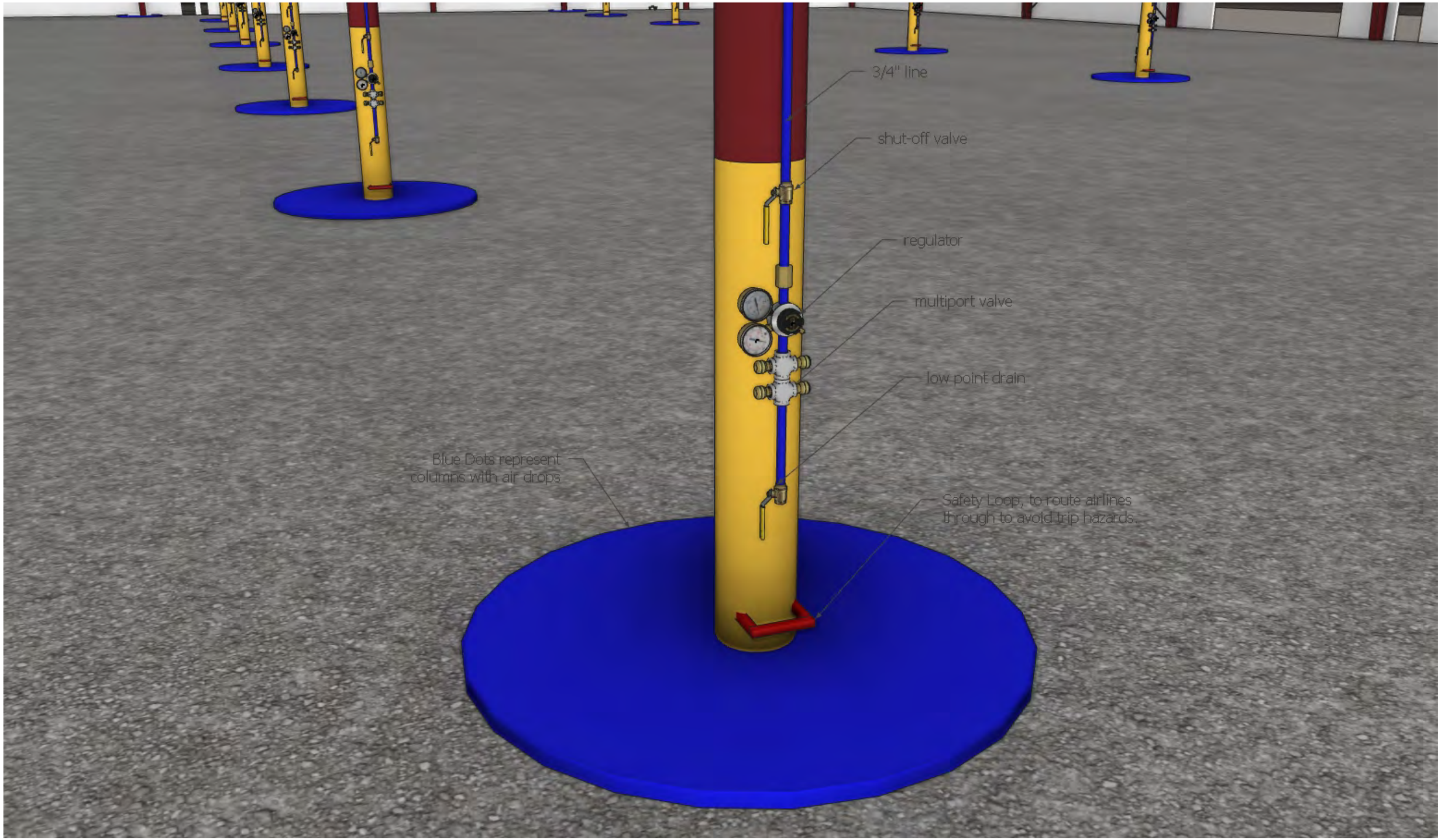

	CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
	AHHP	Modular Factory	19 June 2026	Darren Hamar	Air Drop detail

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CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Electrical Needs

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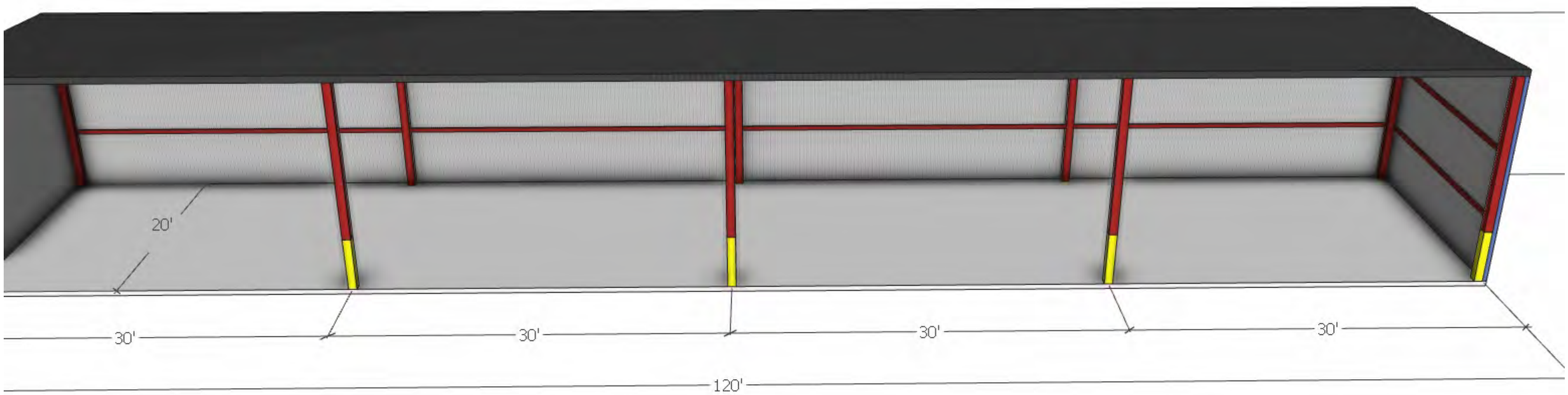

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Lumber Shed Example

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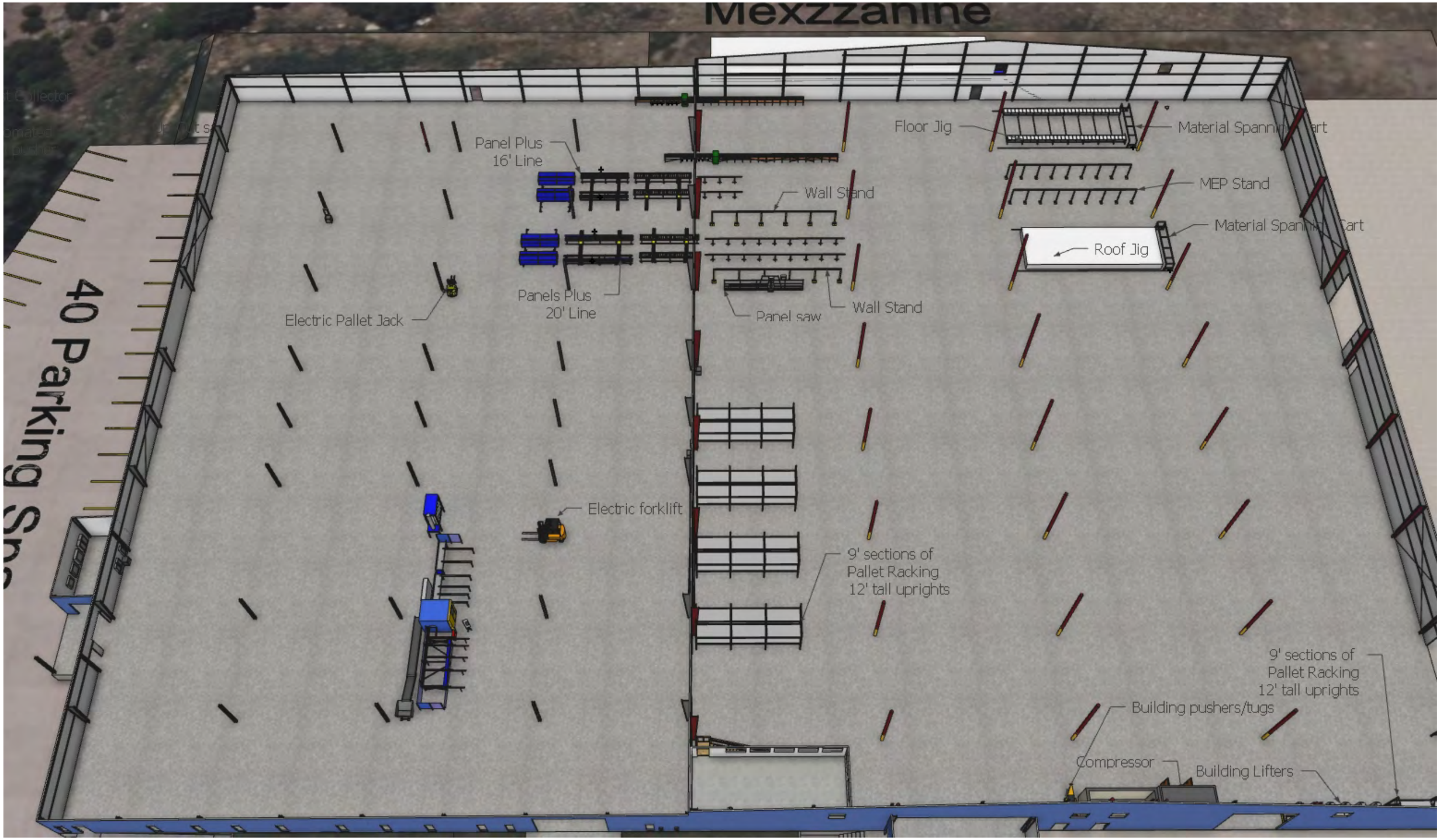

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Equipment

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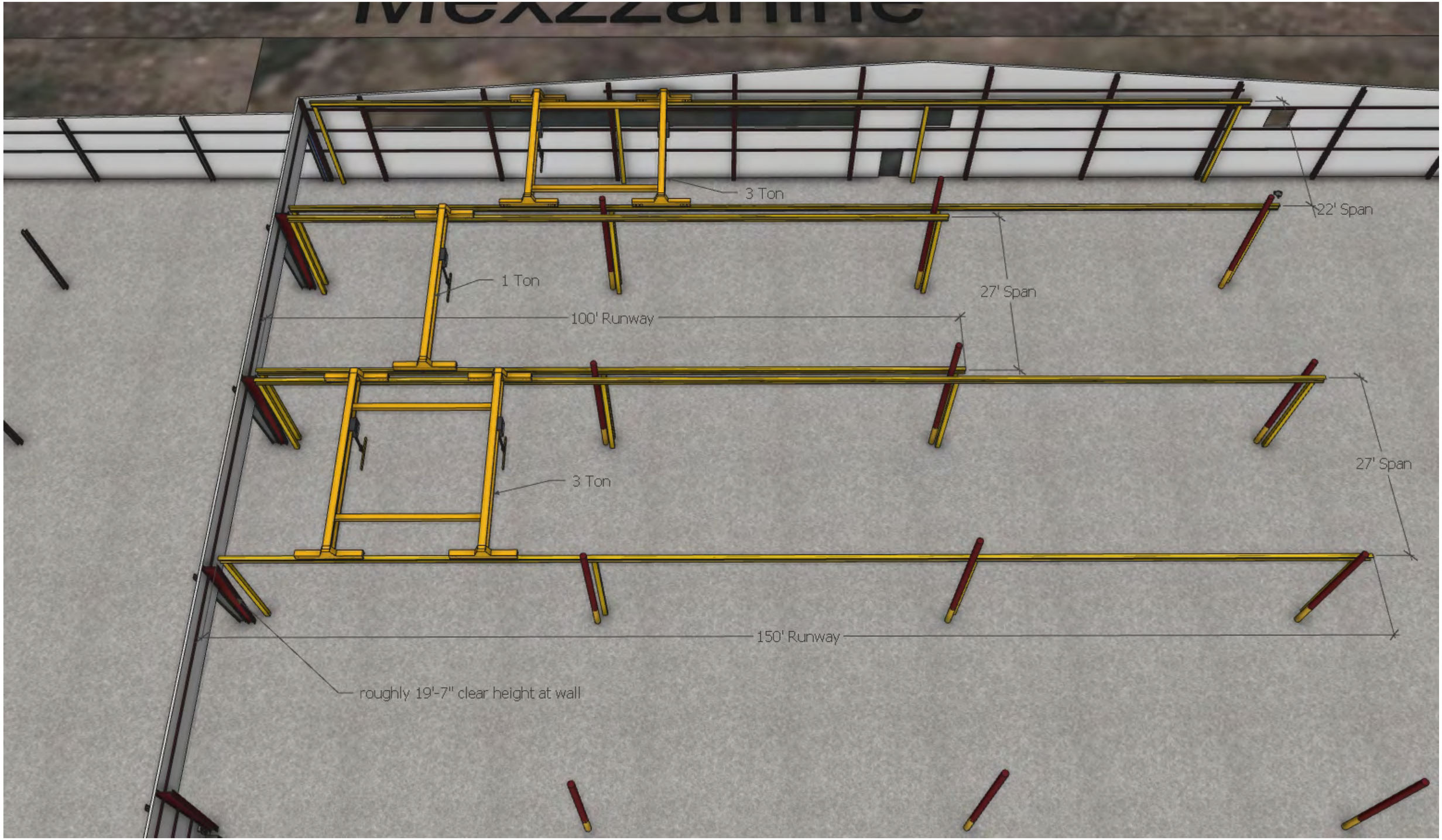

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Cranes

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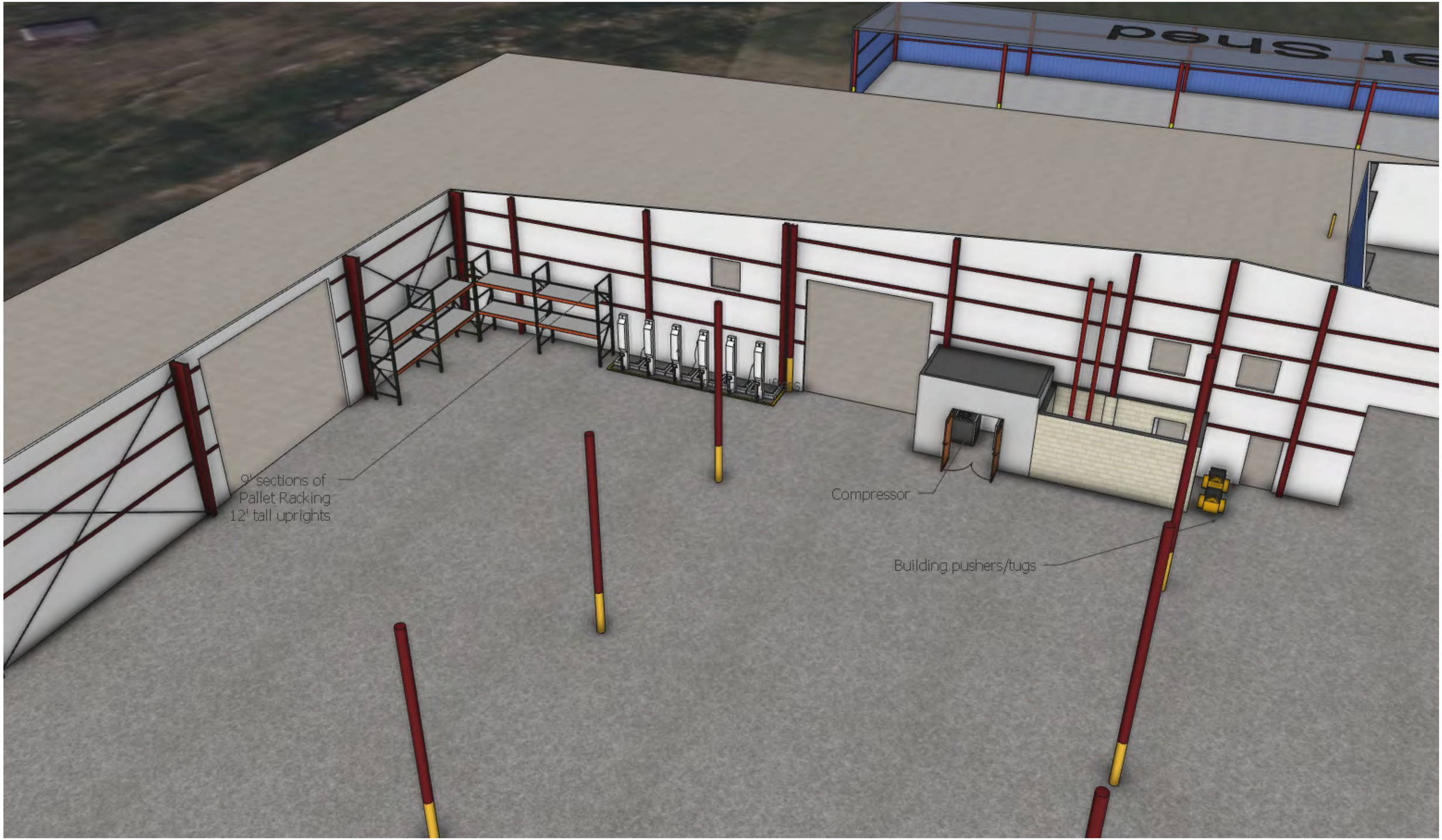

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Completions End of Building

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CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Framing Department

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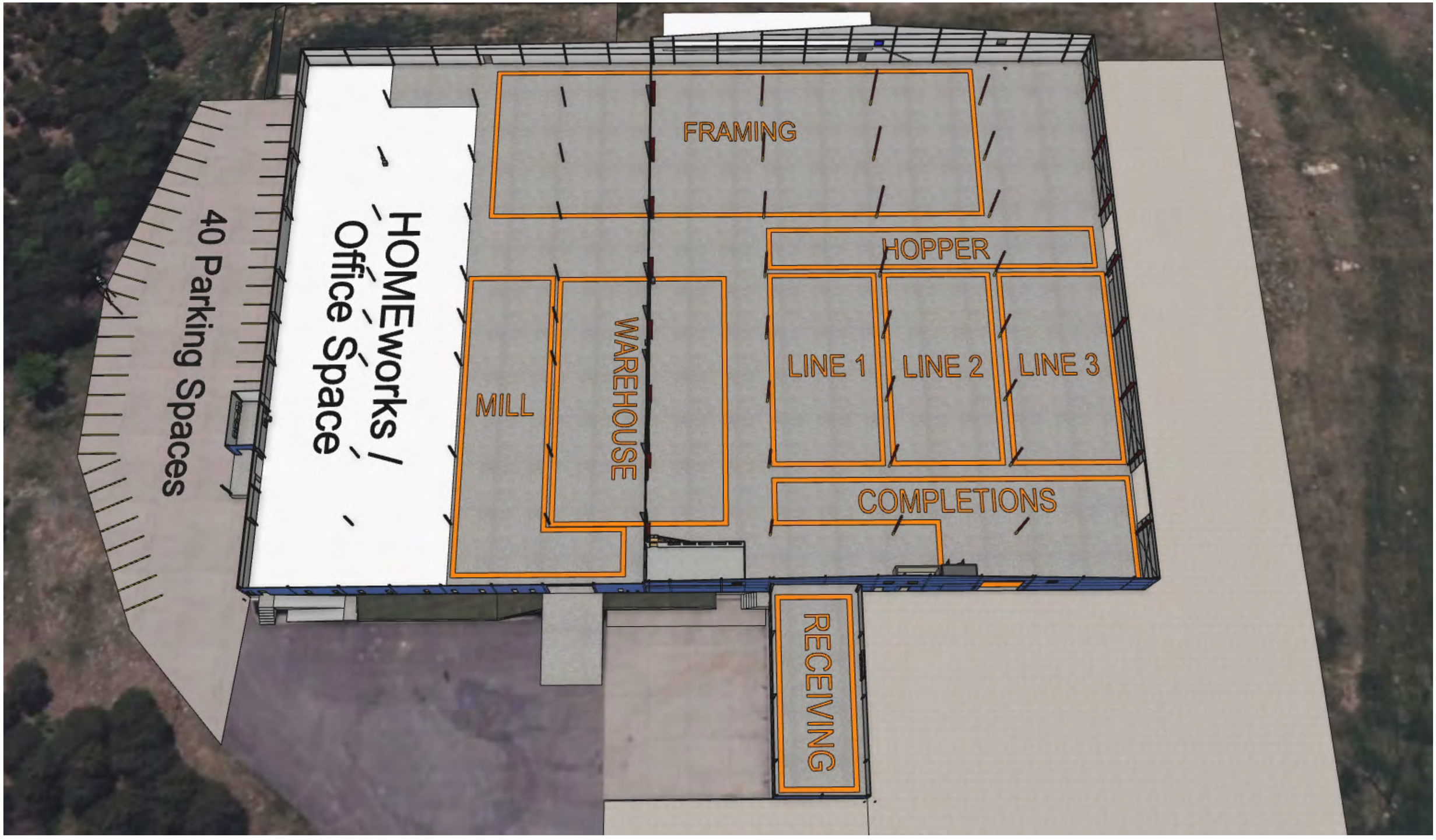

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Cell Structure

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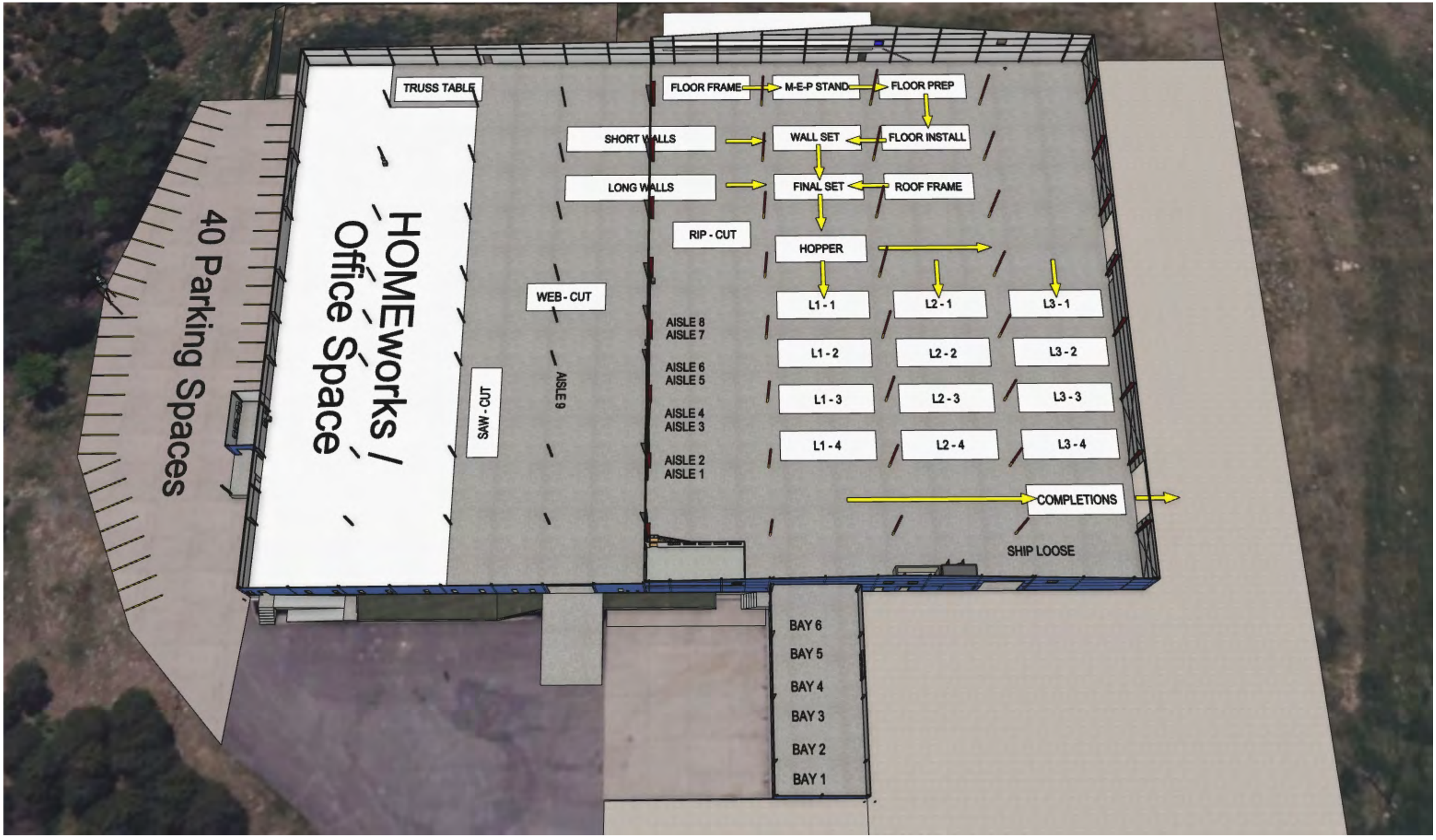

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	Cell Labels

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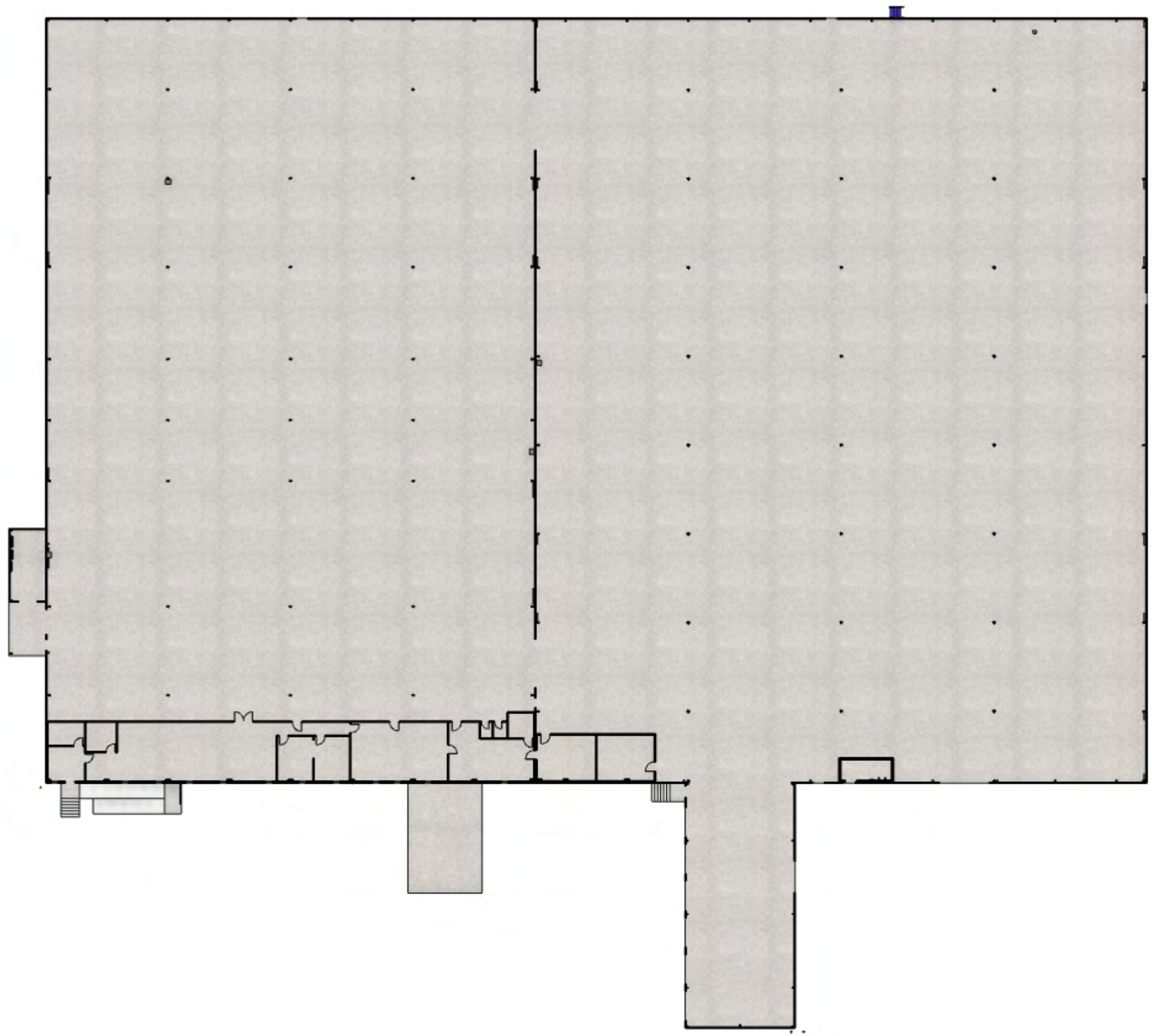

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	plan view current

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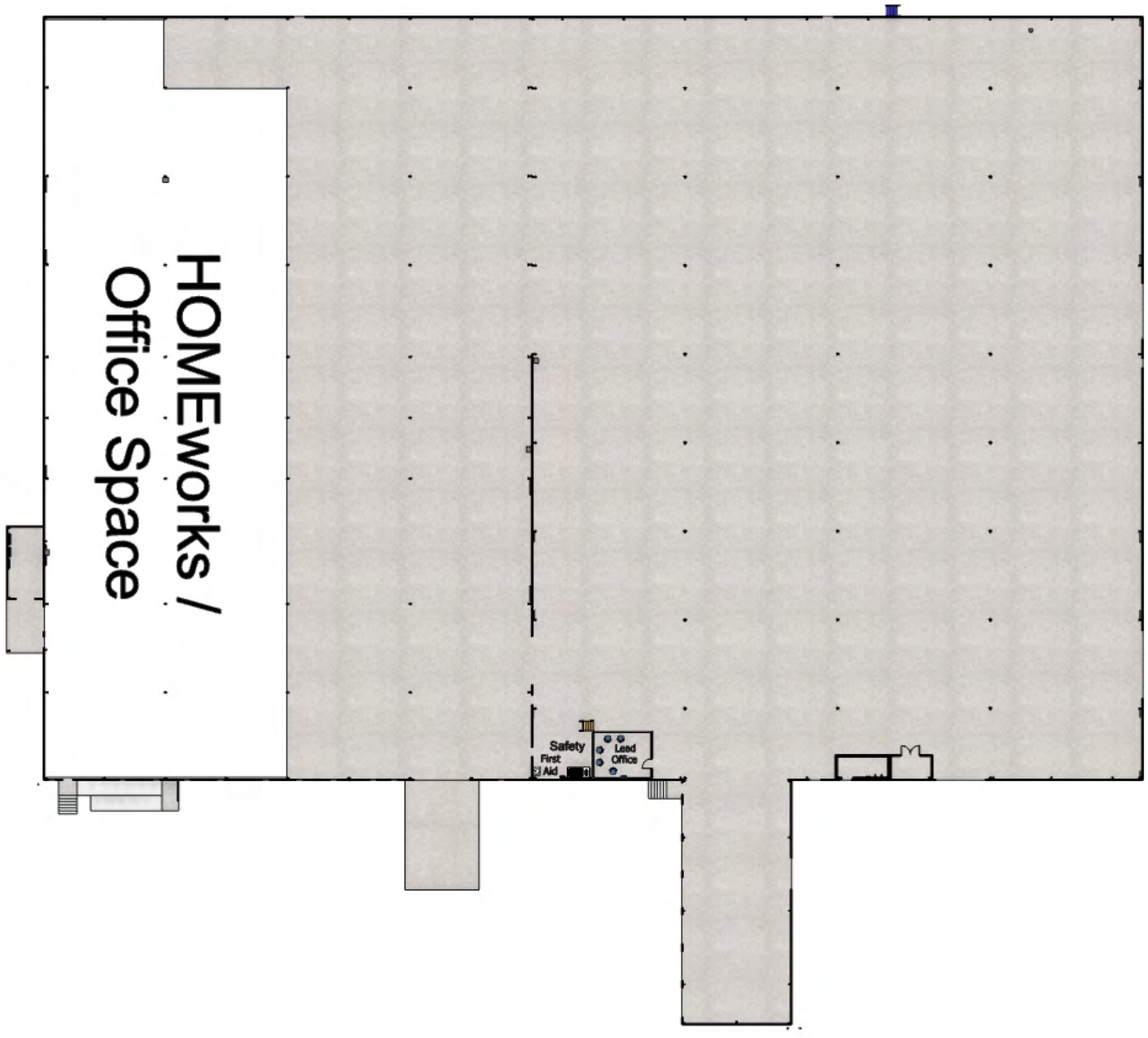

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	plan view Future

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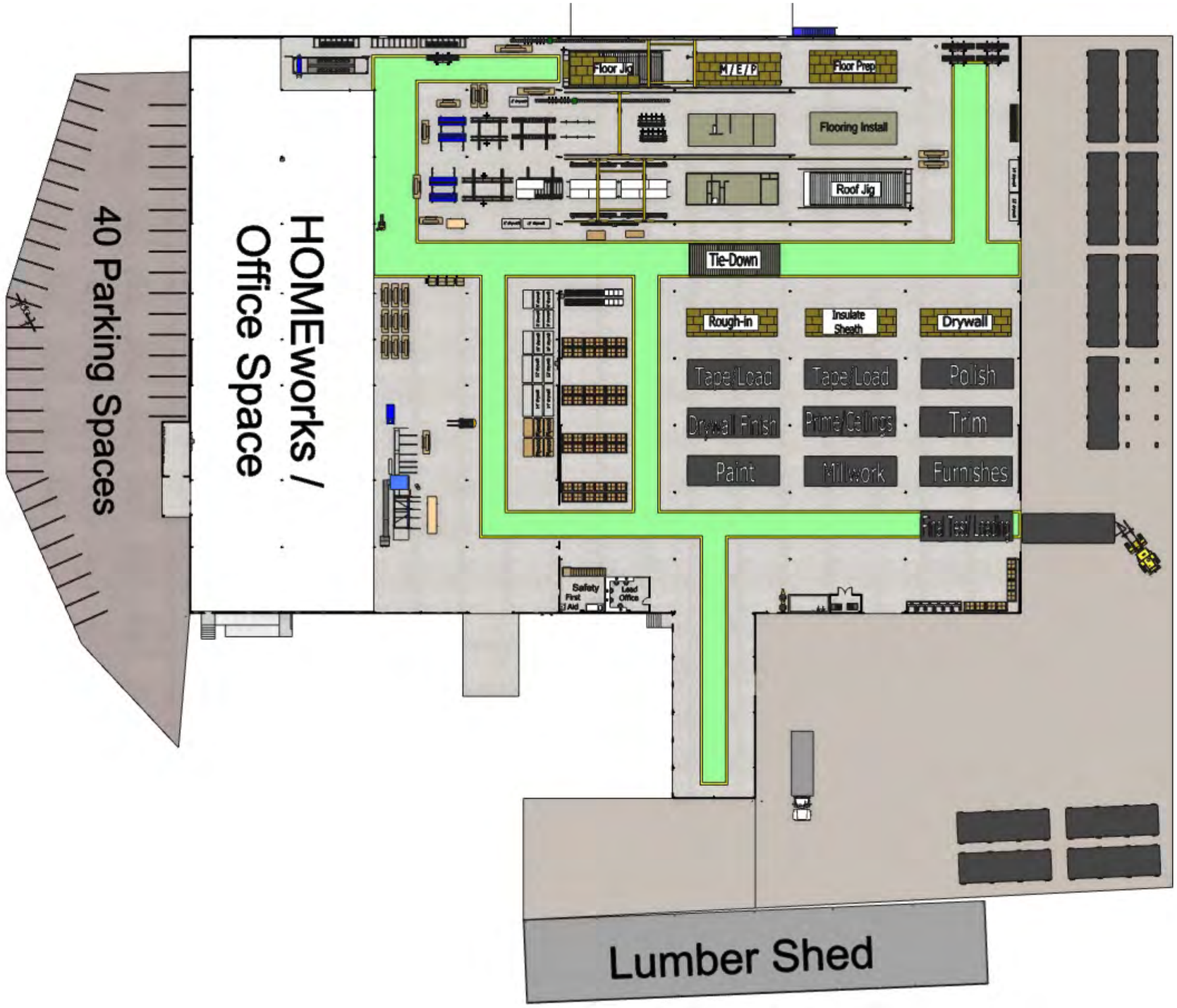

CLIENT	PROJECT	ISSUE	DRAWN BY	DESCRIPTION
AHHP	Modular Factory	19 June 2026	Darren Hamar	plan view Production

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