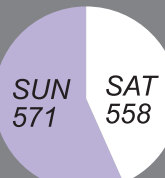




CASTLE BUILDING & REMODELING: A CLOSER LOOK AT WHAT HAPPENED IN 2016

HOME TOUR STATS

SEPT 30-
OCT 1:
1,129
TOTAL VISITS



214
UNIQUE VISITORS
to homes on
the tour

There were **758**
PUNCHES
at homes to
enter contest and a total of **169** online contest entries.

Our app had a total of **62** downloads
19 total door prizes
given away.

2.0% chance of
winning

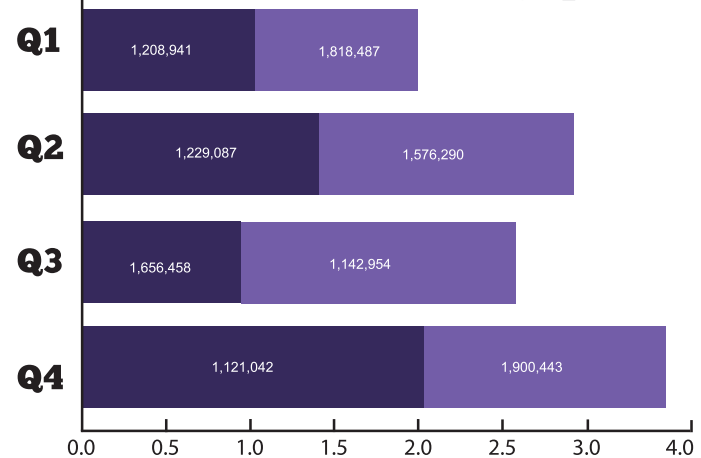
Customer Service

97% Jobs completed on time
warranty work **0.0010%**

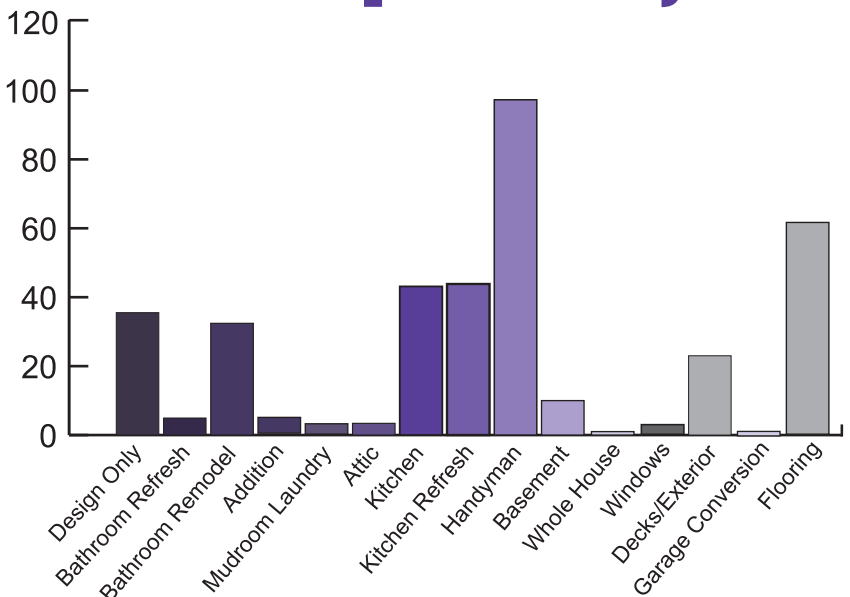
THE BIG PICTURE

40 Years We've Been Open
4 Showrooms
40 Employees
378 Total Projects
\$14,388.88 Average Project Cost
\$5.439 million in Total Completed Projects
\$8,140 Dollars Donated to the Community
90% Revenue that stays local
1 Save-A-Castle homes sold
14 Homes in the third Castle Educational Remodeling Tour

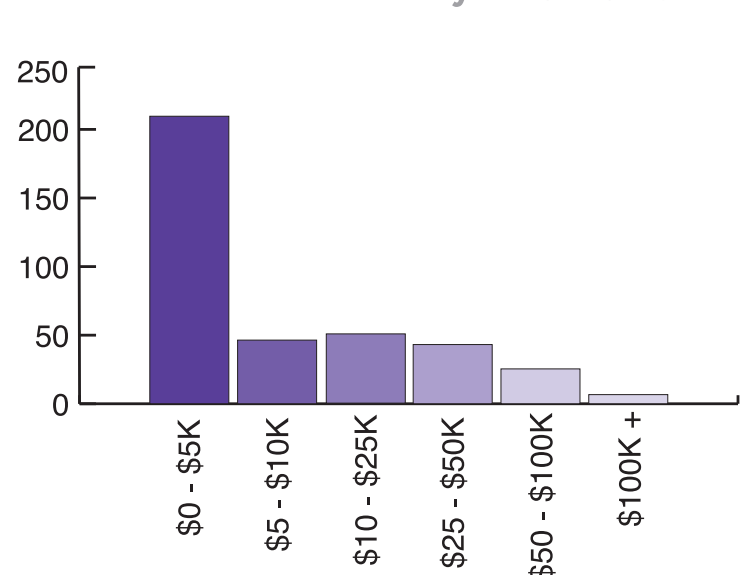
Sales & Production by quarter



of Completed Projects

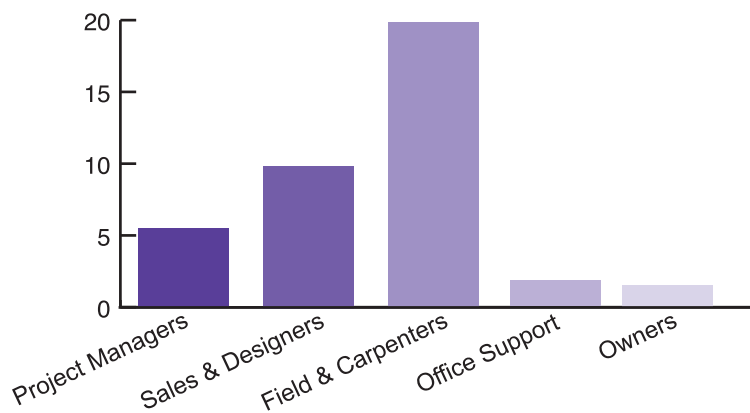
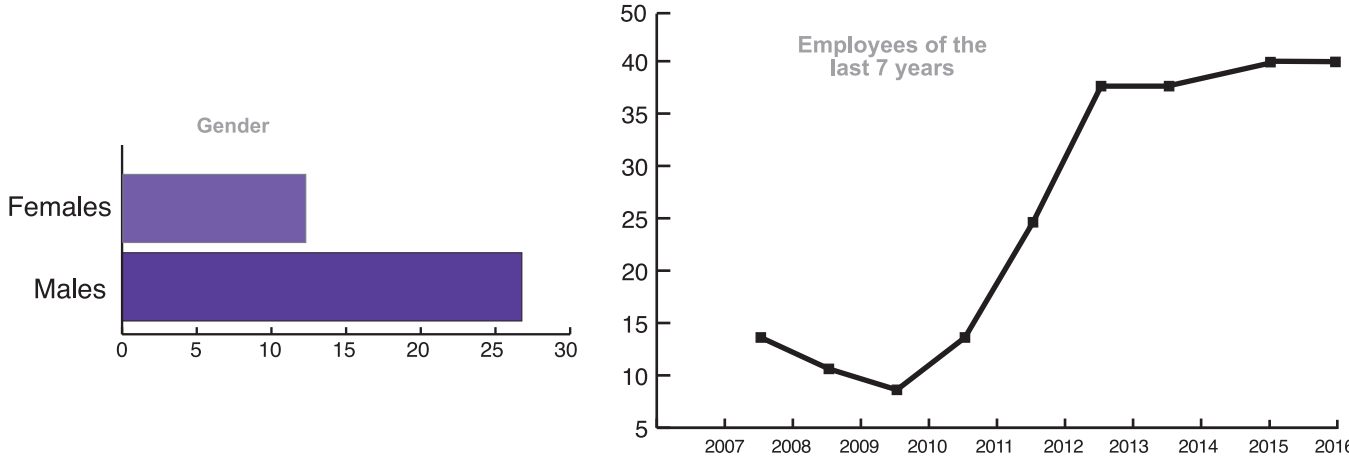


Number of Projects by dollar value



2016 Report Card
A+ B
Better Business Bureau
Angie's List

Employees by the Numbers



WORK @ CASTLE
Company Minimum Wage
\$15.00 / HR
Plus Full Benefits
PROUD TO PAY A LIVING WAGE

Social Media

660 Facebook **848** Pinterest **226** Houzz

Loren works for Castle briefly during the summer picking up shingles.

Proves that labor really is not his thing

Marty wins Big 50 in Remodeling Magazine

Loren returns from TX to join Castle part time and start MBA full time

Castle reorganizes - Marty and Loren end business partnership to save Castle and family holidays

April 2009: St. Paul showroom opens

June 2012: Aaron Johnson joins ownership team when merger with Camelot Builders completes

February 2013: Save-A-Castle, LLC launches. Saves one home and acquires three more

October 2013: Castle is awarded a spot in Mpls Business Journal Top 50 Fastest Growing Companies

March 2014: Castle acquires Natural Built Home as fourth Showroom Location

March 2015: Natural Built Home Brand Rebuild: New Logo

Decemeber 2016: Remodeled Production HQ

Marty Schirber forms Castle

Castle moves into office on E. Hennepin

Marty works with Minneapolis to help start the Minneapolis / St. Paul Home Tour

Recession/Auction?

Loren Schirber is born

Marty helps form NARI of MN

Loren decides at age 11 that manual labor is not for him

Castle moves back to Marty's basement. Focus more on NE vs SE MPLS

www.castlebri.com is launched

Loren graduates from UND

Castle outgrows the basement and purchases 2600 Johnson St. NE

Castle starts remodel on St. Paul location

Loren wins Big 50 in Remodeling Magazine - making Castle the only company to win twice and only company to win as a father-son team

September 2012: South Minneapolis showroom opens

September 2013: Castle hosts first annual Castle Educational Remodeling Tour

January 2015: Opened Natural Built Home Salvage Room to divert usable building materials from landfills

July 2015: Moved HQ to production warehouse in Longfellow neighborhood and painted building

Fall 2017: Changed Natural Built Home to 4th Castle Showroom and retired the name