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CAPE COD HOME

MARTHA'S VINEYARD & NANTUCKET

20th ANNIVERSARY 1996-2016

Meet the people who have helped build our 20-year legacy on the Cape & Islands.



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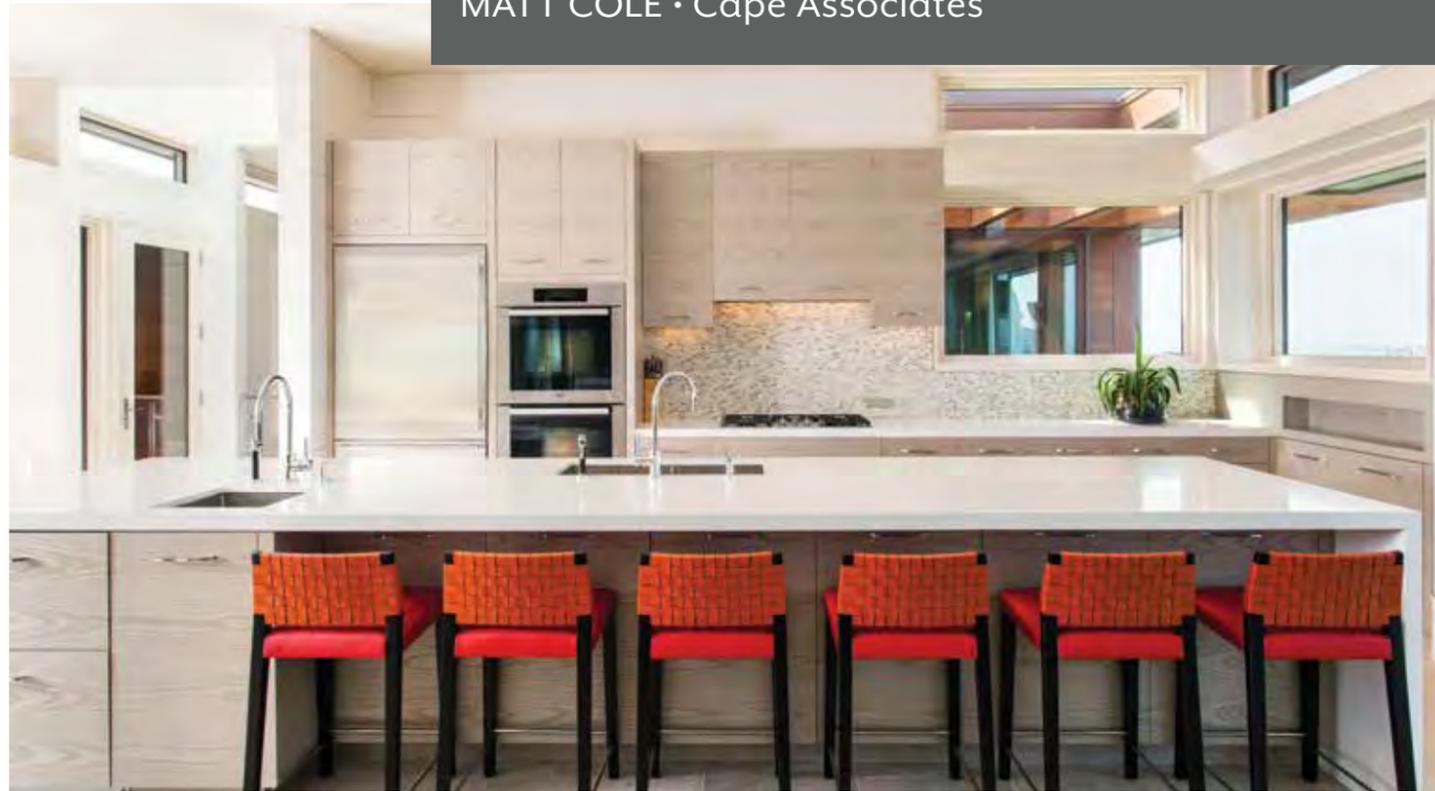
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MATT COLE • Cape Associates



At the heart of Cape Associates' 44-plus successful years in business lies a deep dedication to the Cape community.

The company's third-generation President and CEO Matt Cole says his family has always strived to be one of Cape Cod's very best home building resources.

"Our mission is to form life-long relationships with clients," Cole says. "We've built for the children of clients of ours, so it's no longer far-reaching to say we want to form *multi-generational* relationships."

A full-service custom building and remodeling company, Cape Associates was established in 1971 by

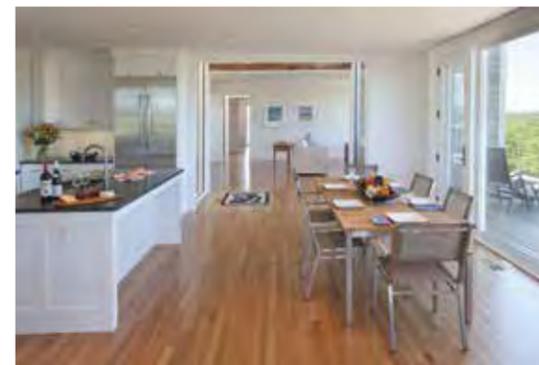
founder Lester F. Langhans, Jr. The company, which services the Cape and Islands as well as the Plymouth area, takes on projects of all sizes, says Cole, from installing a simple storm door, to building multi-million-dollar, large-scale, customized homes.

From three employees at its inception to the current staff of 120, Cape Associates has grown to be one of the largest building companies on the Cape, with offices in North Eastham, Chatham, and Yarmouthport.

Cole says that the firm's in-house tradespeople sets Cape Associates apart and allows the company to provide as diverse and comprehen-

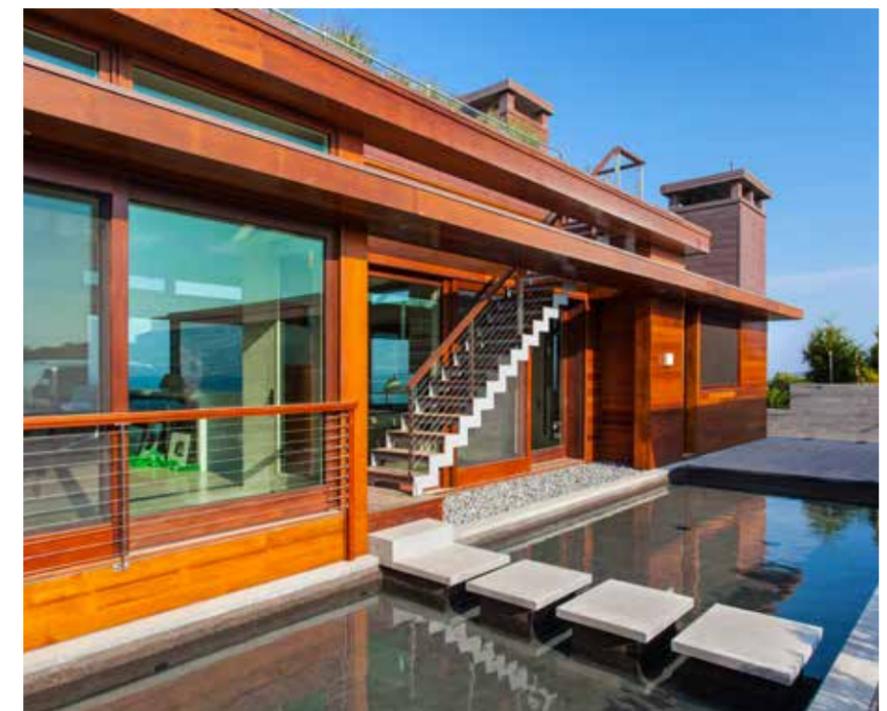
sive services as possible. And while having the "manpower" of such resources is great, Cole adds that the firm is fortunate to have people who are passionate about what they do.

"We have a really great team," he says. "We have some of the best builders on Cape Cod on our staff."



Cape Associates' commitment to the community extends to those staff members. "We are fiercely committed to employing Cape Codders," Cole explains, noting that the importance of employing those from the Cape community far outweighs any cost disadvantages.

"The company brings a lot of opportunity to the individuals that work here tirelessly, day in and day out," he says, "so for a lot of people it's an opportunity to not just work in a trade—but to have a career."



www.capeassociates.com