

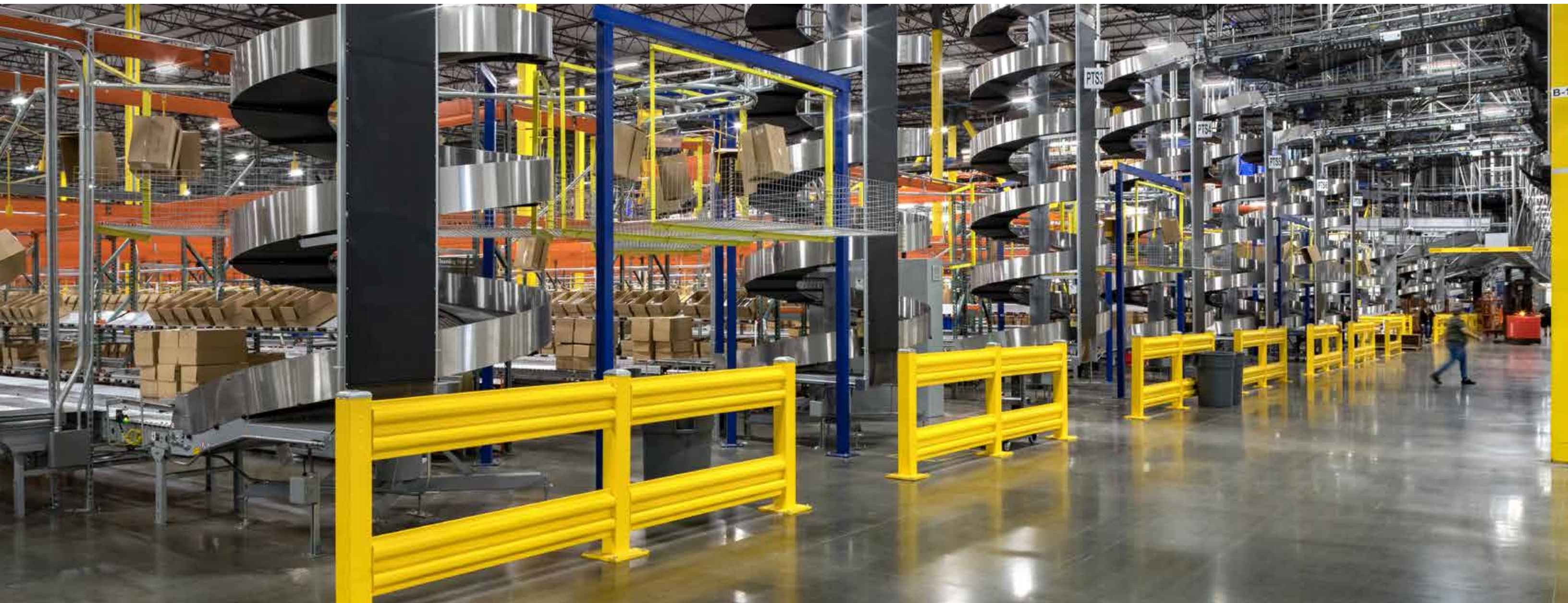


CLAYCO

THE ART & SCIENCE OF BUILDING

INTEGRATED ENGINEERING, DESIGN & CONSTRUCTION SERVICES
DISTRIBUTION & E-COMMERCE PORTFOLIO

2021





Our partnerships are built on a foundation of trust.

At Clayco, we bring **visions to life** and **create inspired buildings** that achieve client goals.

We ensure the success of our projects with an emphasis on **safety, design, quality, innovation, technology, collaboration and construction.** And we deliver everything on time and on budget.

Safety
is our first priority

WORK SAFE. LIVE SAFE. 24/7.

We take a proactive approach to safety by identifying and correcting risky behaviors, reinforcing compliance and recognizing the execution of exemplary safety practices.





Engineering News Record

- #2 Top Distribution/Warehouse
- #2 Top Manufacturing
- #5 Top 100 Design-Build Firms
- #14 Top Food & Beverage
- #1 Midwest Top Contractor
- #24 Top 400 Contractors
- #1 Top Commercial Offices
- #19 Top Contractors in General Building #21 Top New Contracts
- #11 Top 100 Green Contractors

1984
ESTABLISHED

\$3.8B
2020 REVENUE

\$2.3B
2020
INDUSTRIAL
REVENUE

0.54
CURRENT EMR

2,600+
VALUED
EMPLOYEES

23
DBIA PROJECT
AWARDS



CLAYCO

develop

- SITE SELECTION
- DEVELOPMENT
- FINANCING
- ASSET MANAGEMENT

design

- ADVANCE STRATEGIES
- PROCESS ENGINEERING
- ARCHITECTURE/
ENGINEERING
- DESIGN MANAGEMENT
- PLANNING

build

- PRE-CONSTRUCTION
- DESIGN-BUILD/EPC
- SELF-PERFORM
- CULTURE OF SAFETY

WE DELIVER INTEGRATED SOLUTIONS

Clayco is an unmatched, collaborative team. Financial planners, designers, engineers, programmers, builders and clients work transparently, sharing information and knowledge with a common desire to exceed owner expectations.

Clayco is a full-service, turnkey develop | design | build company.

OUR BENEFITS

Clayco exceeds expectations.

Collaboration with the Clayco brand family strengthens the design-build process.



A Streamlined Process

+ Aligns values with vision; creates planning efficiencies that save both cost and time.



Increased Collaboration

+ Reduces silos between design and construction; enhances dialogue and problem-solving.



Greater Accessibility

+ Improves communication through a single point of responsibility; creates trust through transparency and open book accountability.



Greater Response to Design/Construction Challenges

+ Enables flexibility to adapt through cooperative collaboration; encourages innovation.



Cost Certainty

+ Eliminates friction and setbacks through integration at every step; ensures an early Guaranteed Maximum Price.



Reduced Owner Risk

+ Creates peace of mind; builds trusting relationships.

UNIQUE SERVICES

Preconstruction

+ Clayco's Preconstruction group leverages our robust database of cost history; along with technology such as VDC and Estimator to provide detailed and substantiated budget modeling from concept through construction drawings.

Procurement

+ Our Consolidated Distribution Company (CDC) makes buying more competitive and reduces project costs.

QA/QC

+ Our Technical Assurance Group (TAG) is an experienced and innovative team that supports all of our projects by meticulously formulating and testing design solutions.

Lean

+ The Lean approach to project delivery exemplifies how Clayco has approached projects since day 1. With a focus on improving efficiency and streamlining communication, Clayco's execution utilizes Lean tools and technology to reduce waste.

Technology

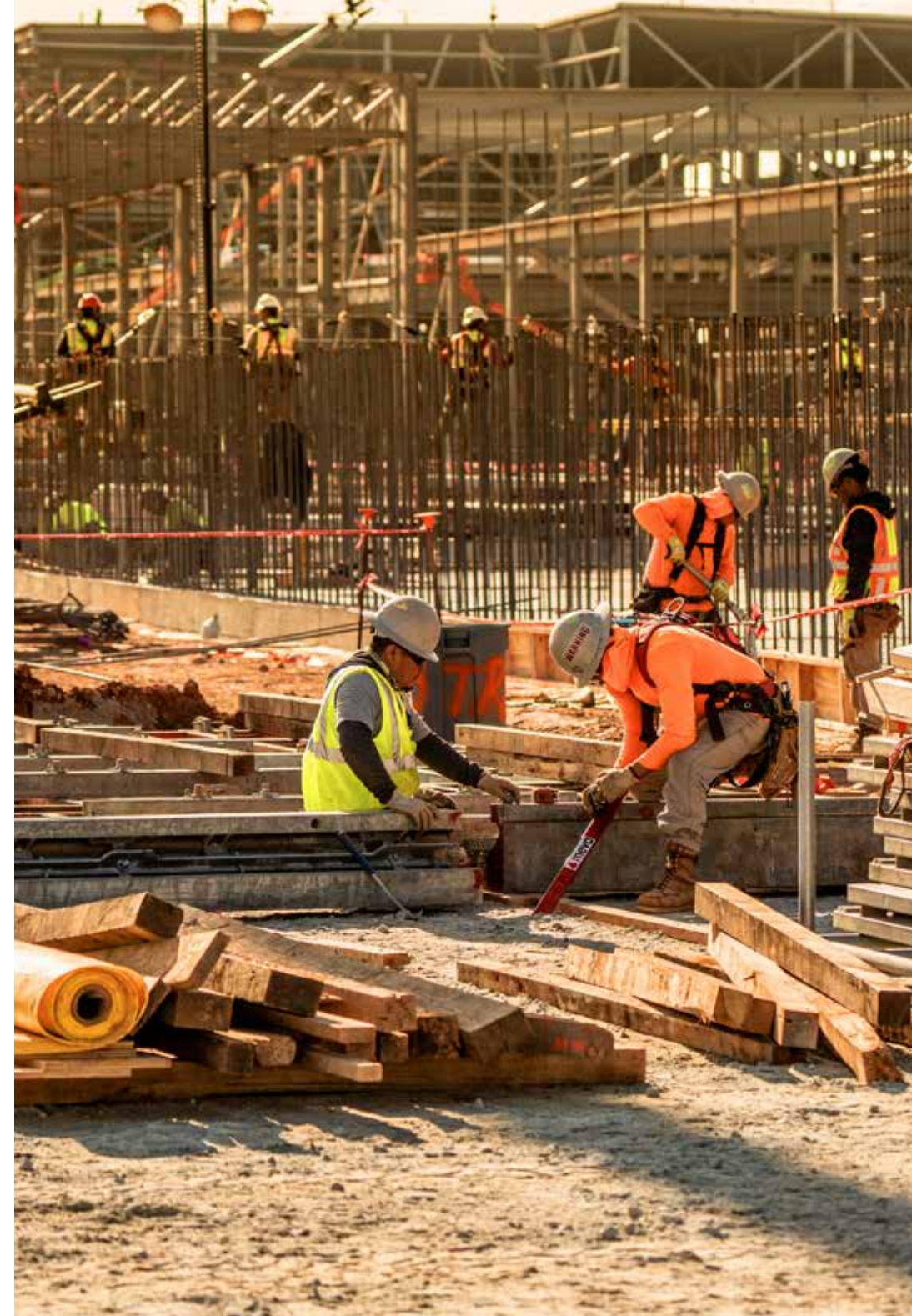
+ Our VDC professionals thrive on removing the unknowns by digitally rehearsing every possible scenario with cutting-edge technology. Working in concert with the technology team, our drones analyze data and delivers insights, from preconstruction to site commissioning.

Sustainability

+ We meet the needs of our employees, clients and future generations in a manner consistent with environmental responsibility.

BRINGING IT ALL TOGETHER

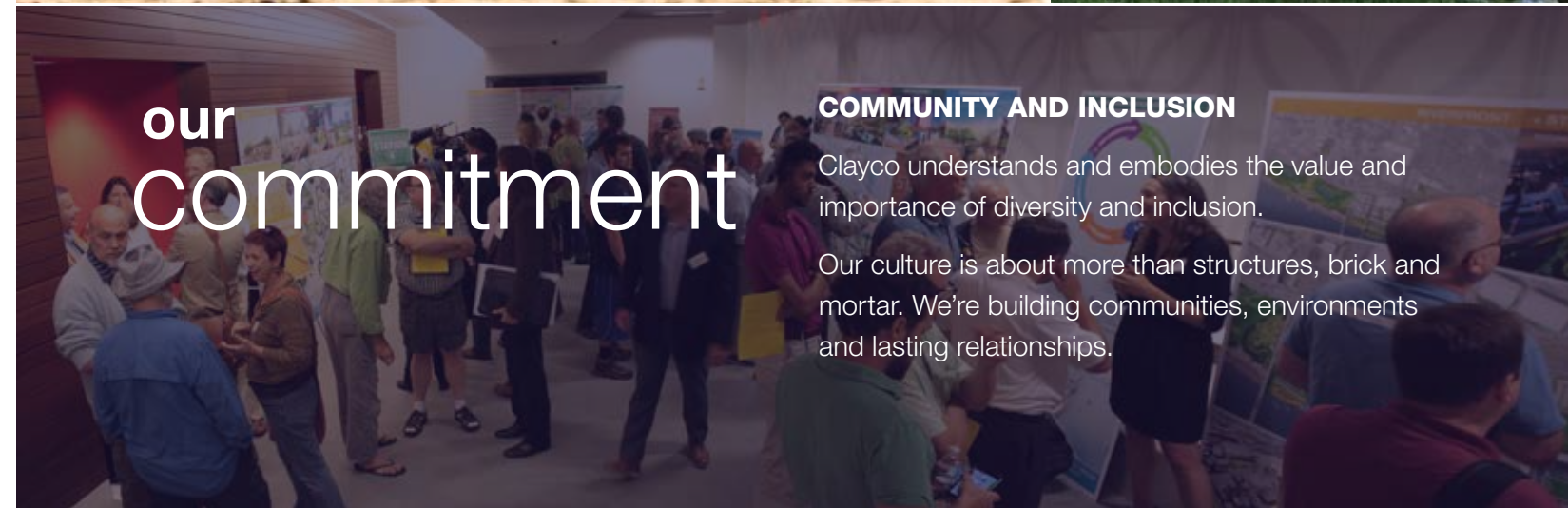
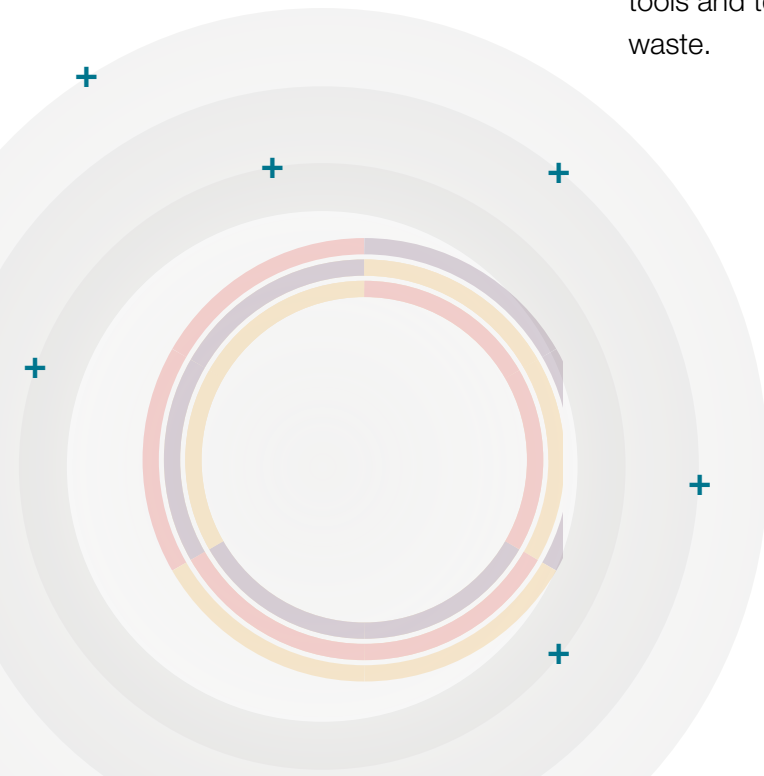
With these unique services, Clayco, CRG and LJC deliver a seamless, transparent and fully integrated delivery experience for our customers. Clayco views this process as a normal event. It's what we do every day. It's not a segmented endeavor, but a continuum from the initial idea to the final outcome.



our commitment

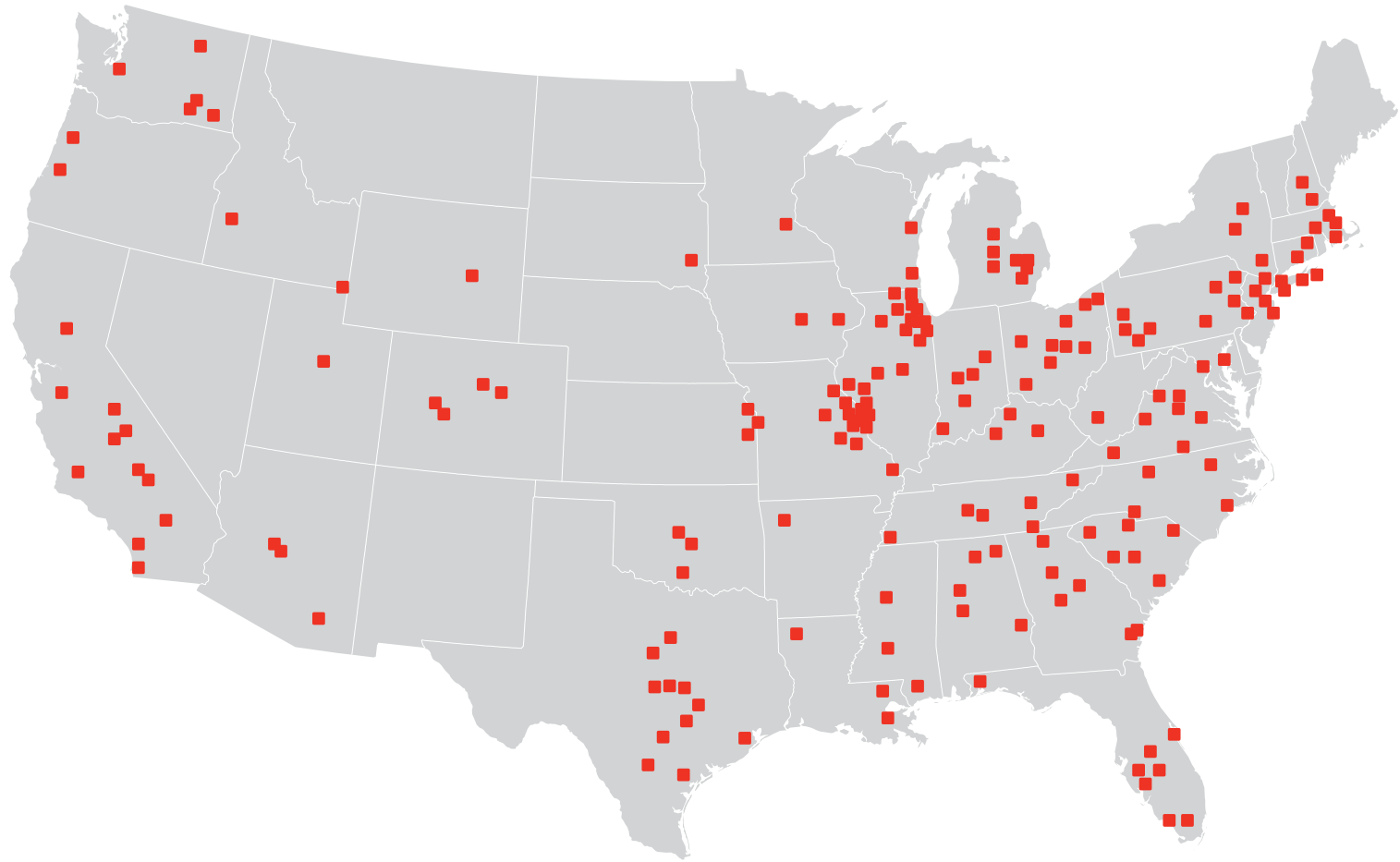
COMMUNITY AND INCLUSION

Clayco understands and embodies the value and importance of diversity and inclusion. Our culture is about more than structures, brick and mortar. We're building communities, environments and lasting relationships.



We **Design** and **Build** for the...

Distribution | Manufacturing | Aerospace | Food & Beverage



...World's Most **Innovative Companies**



Domestic Industrial Clients (Select)

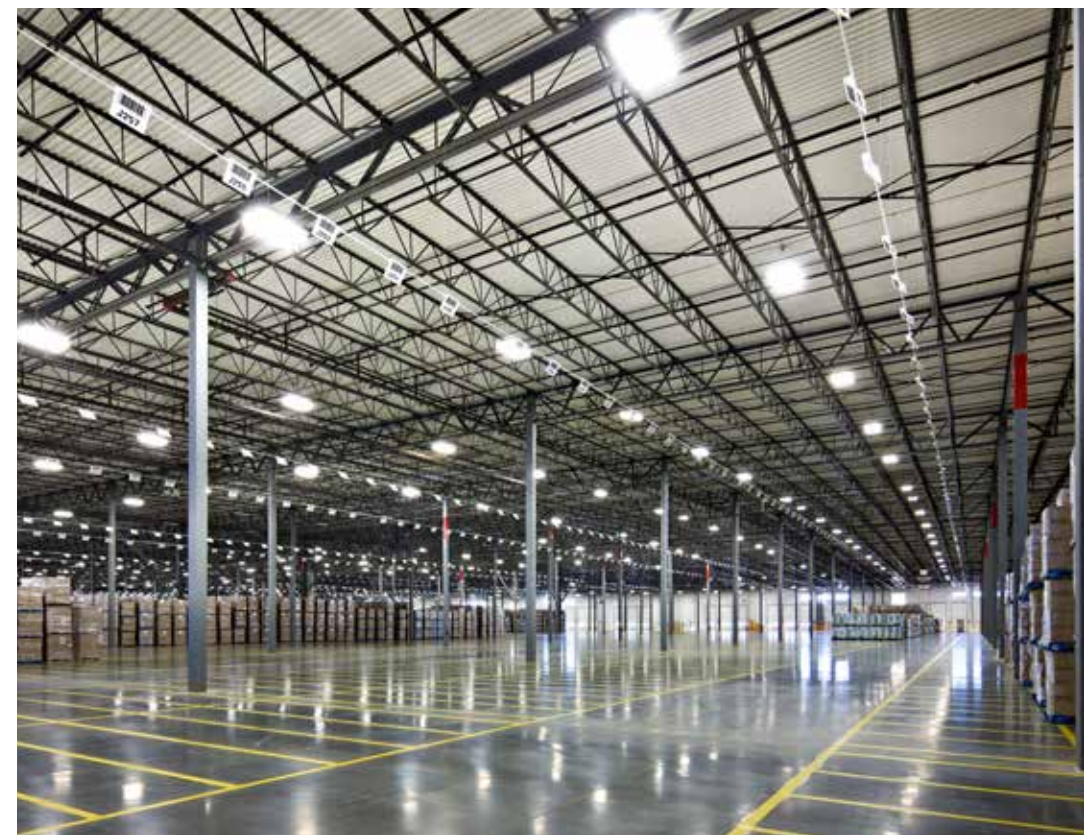


Foreign Direct Investment Clients (Select)



DEVELOP. DESIGN. BUILD.

featured industrial portfolio



Amazon

The sizes of the facilities range from 500,000 square feet to 1,000,000+ square feet. The distribution facilities also feature up to 1.2 million square feet of mezzanine space.

37,247,667
SF
COMPLETED

40+
PROJECTS

\$4.6B
VALUE OF
COMPLETED
PROJECTS



Amazon
40+ Projects

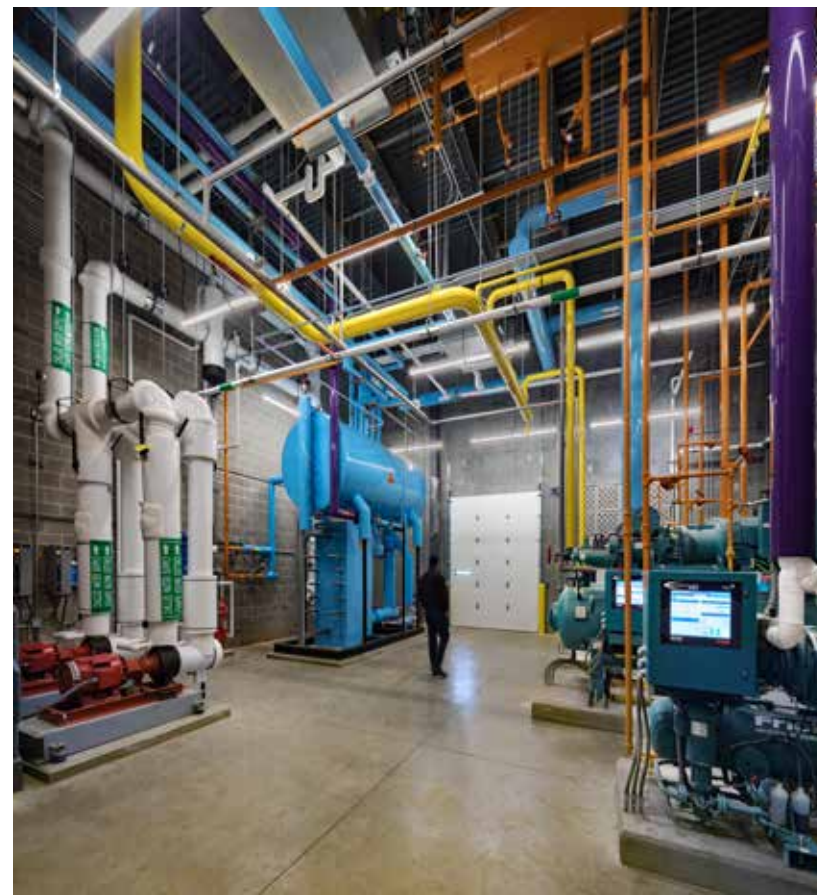


“

Amazon.com chose Clayco to partner with on several very complex, fast track requirements in different regions throughout the United States.

”





Dollar General

The projects include warehouses, office space, a truck maintenance facilities, guard houses and a pedestrian walkway bridges.



5,185,000
SF
COMPLETED

FIVE
PROJECTS

\$367 M
VALUE OF
COMPLETED
PROJECTS

Ulta Beauty Facility

Fresno, CA

Size: 670,500 SF



McCormick
Sparrows Point, Maryland
Size: 1.8 Million SF
Warehouse & Distribution Facility





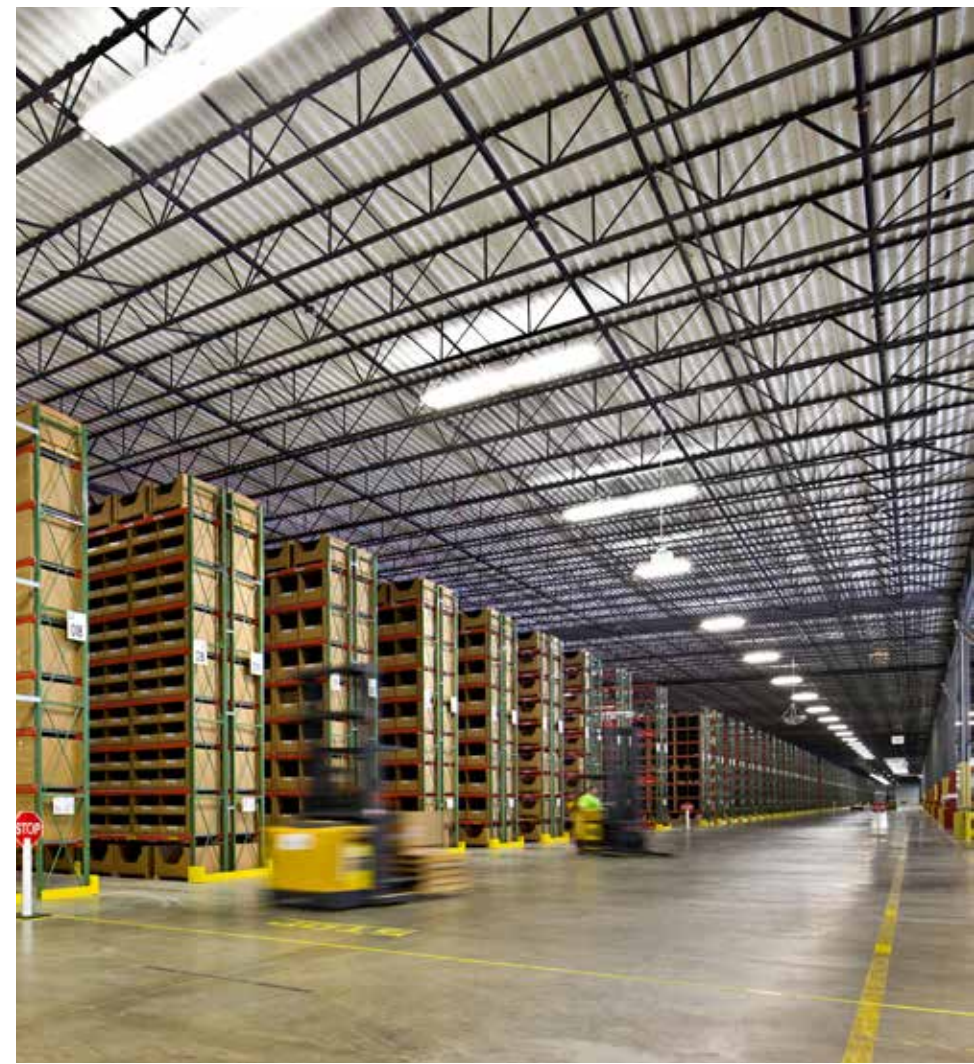
Home Depot
Lacey, WA
Size: 1.3 Million SF
Distribution Facility



Kohl's
Plainfield, IN
Size: 900,000 SF
e-Commerce Facility

Columbus, OH
Size: 1,200,000 SF
Distribution Facility





Caterpillar
Clayton, OH
Victoria, TX
Spokane, WA
Lebec, CA
Size: 3,500,000 Total SF





Kubota
Edgerton, KS
Size: 2,000,000 SF
Parts Facility &
Whole Goods Building



Ghirardelli & Lindt Chocolate

Tracy, CA

Size: 708,000 SF

Production & Storage Facility





Chewy.com

4 Facilities

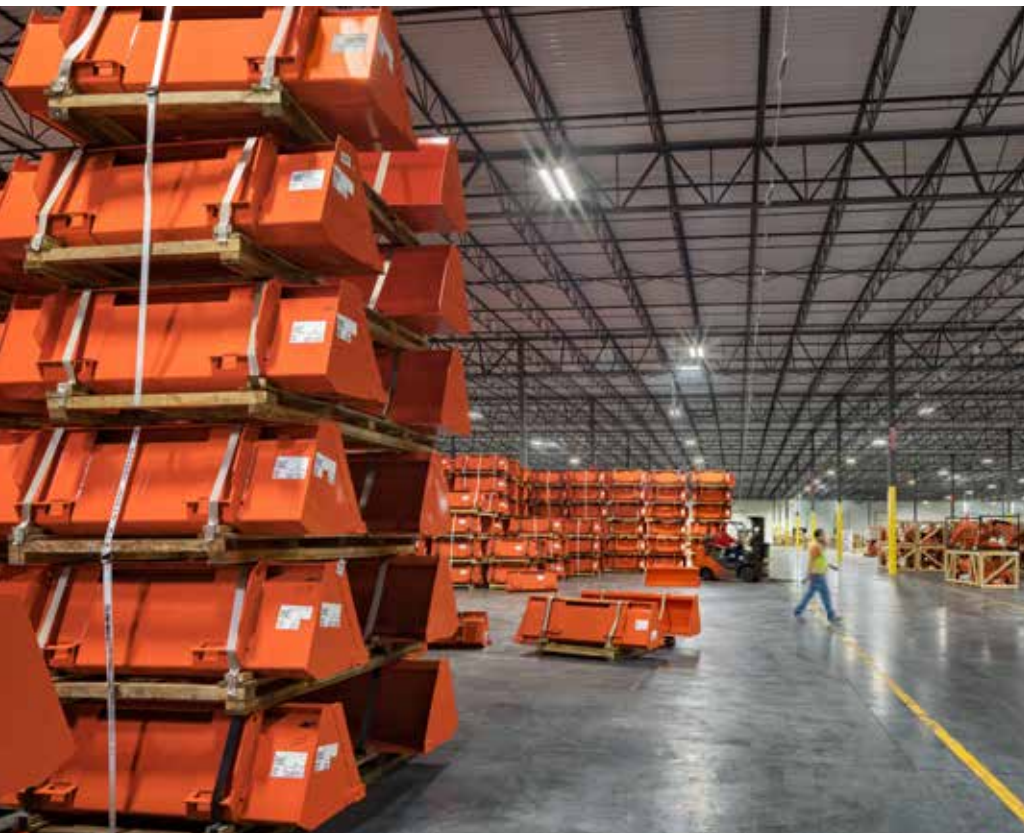
Size: 3,090,000 SF Total

Pet Food/Products Distribution Facility



DEVELOP. DESIGN. BUILD.

the clayco difference



CULTURE OF SAFETY

Safety
is our first priority

CLAYCO SAFE—SETTING A NEW STANDARD

Clayco takes a proactive approach to safety management, production and quality to provide the owner with a superior project that is injury and accident free. Every employee is empowered to participate in the safety process and has the authority to stop any unsafe activity and initiate corrective action.

Clayco employs on-site safety management, corporate safety and in-house claims management personnel focused on meeting and exceeding the safety performance goals of the project.

Clayco has developed a truly elite safety management system that differentiates Clayco from its competitors. We are continually working to prevent injuries and incidents through an organized safety and risk management system.

Our proactive approach to safety management provides our clients with projects that are injury and incident free.



0.54
CURRENT EMR

75%
BELOW NATIONAL
AVERAGE -
RECORDABLE
RATE

67%
RECORDABLE
FREE IN 2019

VPP
STAR
4-YEAR OSHA
REGION 7
MEMBER

VPPPA
STAR AMONG
STARS AWARD
2017-2019

VDC OVERVIEW

VDC - VIRTUAL DESIGN & CONSTRUCTION

Clayco's focus on being best in class means hiring the best talent in the market, and then giving them the tools they need to succeed. Our VDC platform empowers our employees to drive our projects and our process to the level of success and efficiency our clients expect.

VDC fully integrates Clayco's business and delivery, from pre-construction, through design, through construction, and finally commissioning. VDC is a natural fit for Clayco and an extension of our commitment towards our clients and overall business excellence.

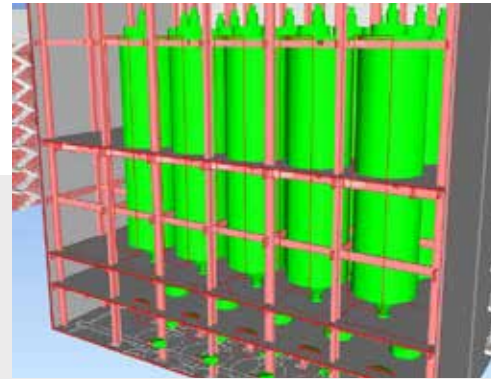
Technology
powers our integration

Our data driven implementation of technology process yields accuracy, performance, and efficiency.



Design & Engineering

Our team's unique ability to seamlessly integrate design with construction has led us to become one of the leading firms in food industry project delivery today. By intelligent leveraging of technology, best design practices and a deep understanding of how projects are delivered, Clayco architects and engineers are expert at delivering custom solutions on time, on budget and at the highest level of quality possible in the industry today.



design

- Site Evaluations
- Masterplanning
- Facility & Site Design
- Site Integration
- Process Architecture
- Code Compliance

engineering

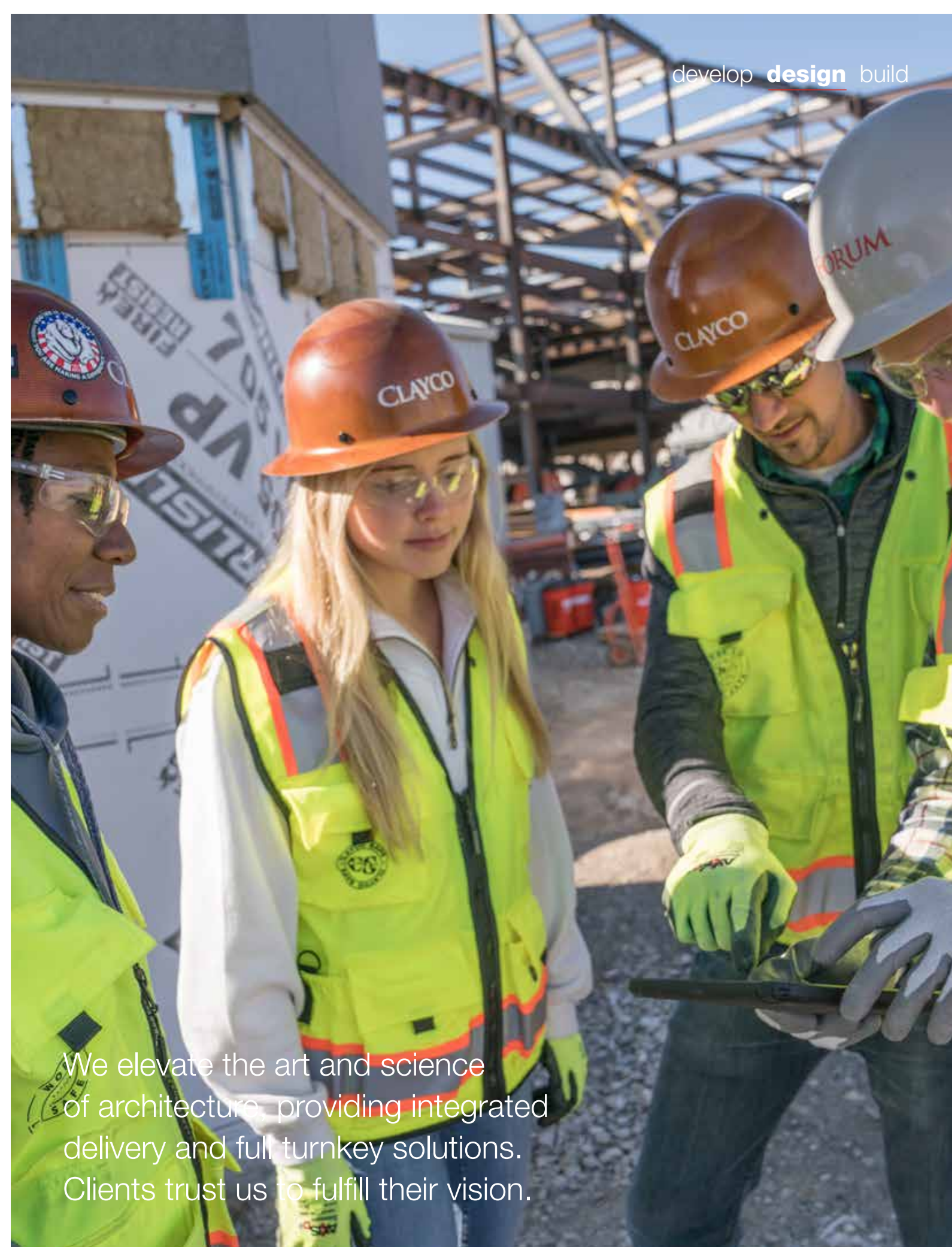
- FEED Packages
- Process Engineering
- Packaging Systems Design
- Building Systems
- Manufacturing Technologies
- Field Engineering
- Commissioning
- Food & Safety Compliance
- Modular Design

vdc

- 3D & 4D Design
- 3D Modeling
- Predictive Analytics
- Virtual Reality Integration
- Laser Scanning
- Drone Based Data Collection

develop **design** build

develop **design** build



We elevate the art and science of architecture, providing integrated delivery and full turnkey solutions. Clients trust us to fulfill their vision.

Procurement

Clayco's fully integrated approach provides our clients the assurance that equipment will be properly engineered and specified, tracked, expedited, delivered and installed to meet project cost, schedule, quality and regulatory requirements. Our national buying power for building components and construction materials is unmatched in the industry providing cost efficient building envelopes and support systems for our clients.



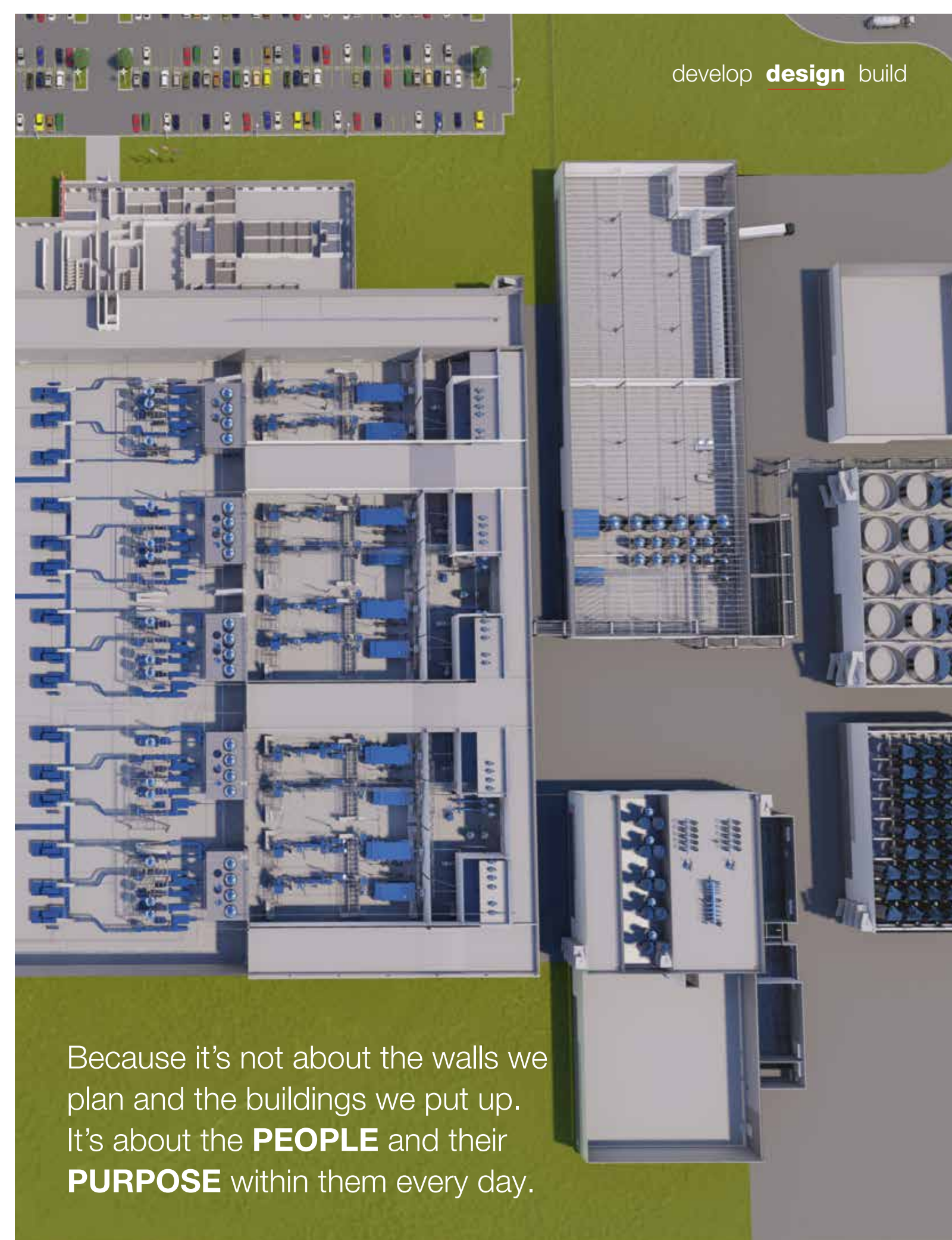
building systems

- Construction Materials
- HVAC
- Electrical
- Water Treatment
- Roofing
- Doors/Windows
- Fire Protection
- Warehousing/ASRS



engineered equipment

- Process
- Packaging
- Process Water
- cGMP Compliant
- Freezers/Cold Storage
- Material Handling
- Conveyance
- Clean Utilities

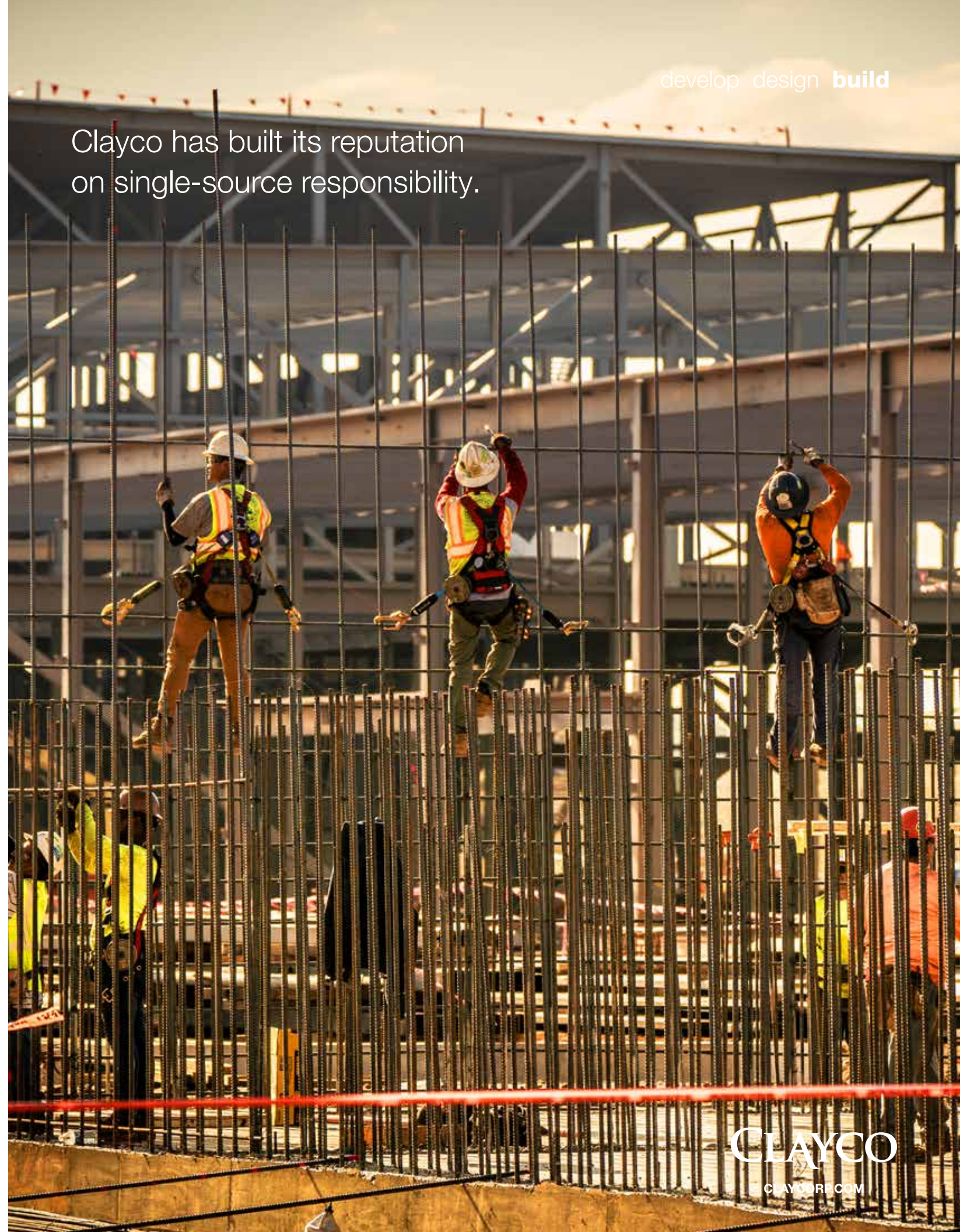


Because it's not about the walls we plan and the buildings we put up. It's about the **PEOPLE** and their **PURPOSE** within them every day.

Construction Execution

Competitive Pricing. Speed. Safety. Quality. They all matter to us, and they matter to our customers. Clayco's integrated approach allows us to deliver highly complex projects in dramatic time frames by collaborating across our platform and incorporating technology, lean tools, and aggressive collaboration

Clayco has built its reputation on single-source responsibility.



a true design-builder

Clayco's unique approach to design-build offers clients cost and schedule certainty. We offer one entity, one contract, one unified flow of work from initial concept through completion.

Design-build Advantages:

- Single Point of Responsibility & Accountability
- Informed Decision Making
- More Efficient Work Flow
- Savings (Time & Cost)
- Maximized Scope
- Encourages Innovative Solutions
- Higher Quality
- Enjoyable Process
- Decreased Administrative Burden
- Early Risk Transfer (Risk Reduction)
- Better Insurance Coverage
- Transparency/Open Book
- Early Guaranteed Maximum Price (GMP)

services

- Safety
- Site Logistics
- Cost Control
- Just-In-Time Scheduling
- Internal Procurement Strategies
- Procurement/Subcontractor Relations
- Document Management
- Technology in the Field
- Commissioning
- Virtual Design and Construction (VDC)
- Fast-Track Delivery
- Competitive Buying Power
- Move-In Facilitators
- FF&E Procurement and Installation
- Operations Technology Management Training
- Sustainability Certifications

Self Perform

Our resources go beyond the job site. With our all-encompassing planning and strategy capabilities, vast in-house equipment inventory, and use of the latest technology, our skilled, highly talented team can out-manage our competition every time. Every day our customers experience how we deliver more value to their project and truly appreciate that “there’s more to the pour” when working with Clayco.

self perform services

Tilt-Up Concrete

Mobile Batch Plant

Precast Erection

Architectural Concrete

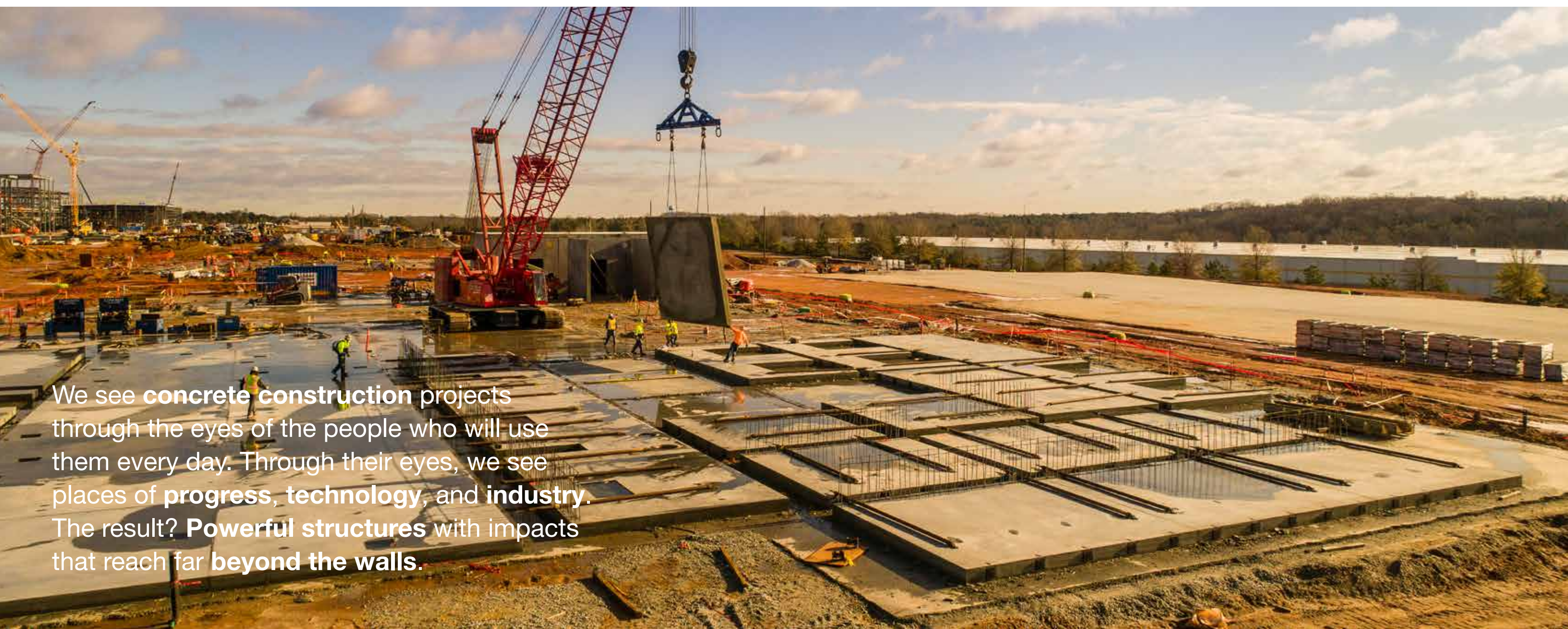
Structural Foundations

Concrete Restoration,
Water Proofing and
Coatings

Flatwork

Curtainwall

Equipment Setting



We see **concrete construction** projects through the eyes of the people who will use them every day. Through their eyes, we see places of **progress, technology, and industry**. The result? **Powerful structures** with impacts that reach far **beyond the walls**.

Quality driven performance

TAG - TECHNICAL ASSURANCE GROUP

Our Technical Assurance Group (TAG) is unique to the industry. Our skilled, experienced and innovative TAG team supports our business units by ensuring quality throughout the design and construction process, and meticulously formulating and testing design solutions.

Preconstruction Services: MEP/FP Scope Review, MEP/FP Project Basis of Design Development, and MEP/FP Estimating and Bidding

Design Phase: Peer Reviews of Design and Construction Documentation, Energy Modeling, and LEED Scorecard

Construction Phase: On-site QA/QC Inspections of Critical Building Components, Shop Drawing Review of Critical Building Components, On-site MEP/FP Construction Observation and Verification, LEED Activity Monitoring

Close-Out Phase: MEP/FP Start-Up, Fundamental Commissioning or Enhanced CX, On-site MEP/FP Construction Observation and Verification, LEED Submission



Facility Observation and Research & Support



Action Plan Development



Comparative Analysis



Assessment & Benchmarking



Monitoring & Continuous Improvement



Sustainability Evaluation



Building Commissioning



Owner's Rep & Technical Oversight



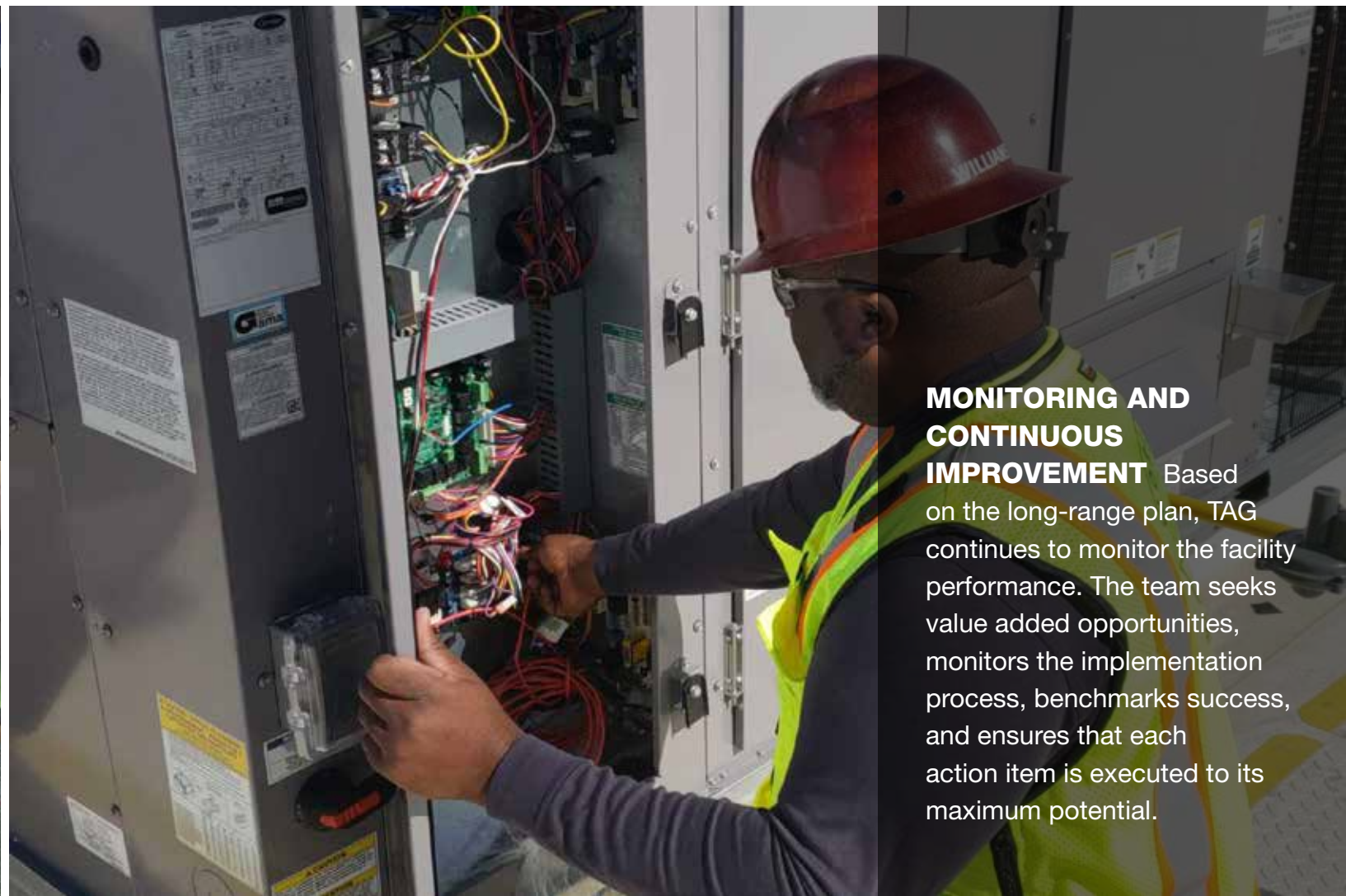
ACTION PLAN DEVELOPMENT

TAG provides the owner and the team with detailed analysis that allows them to make the best decision possible.



COMPARATIVE ANALYSIS

Utilizing a vast body of work and experience, the team benchmarks against the marketplace, industry standards, and applicable codes.



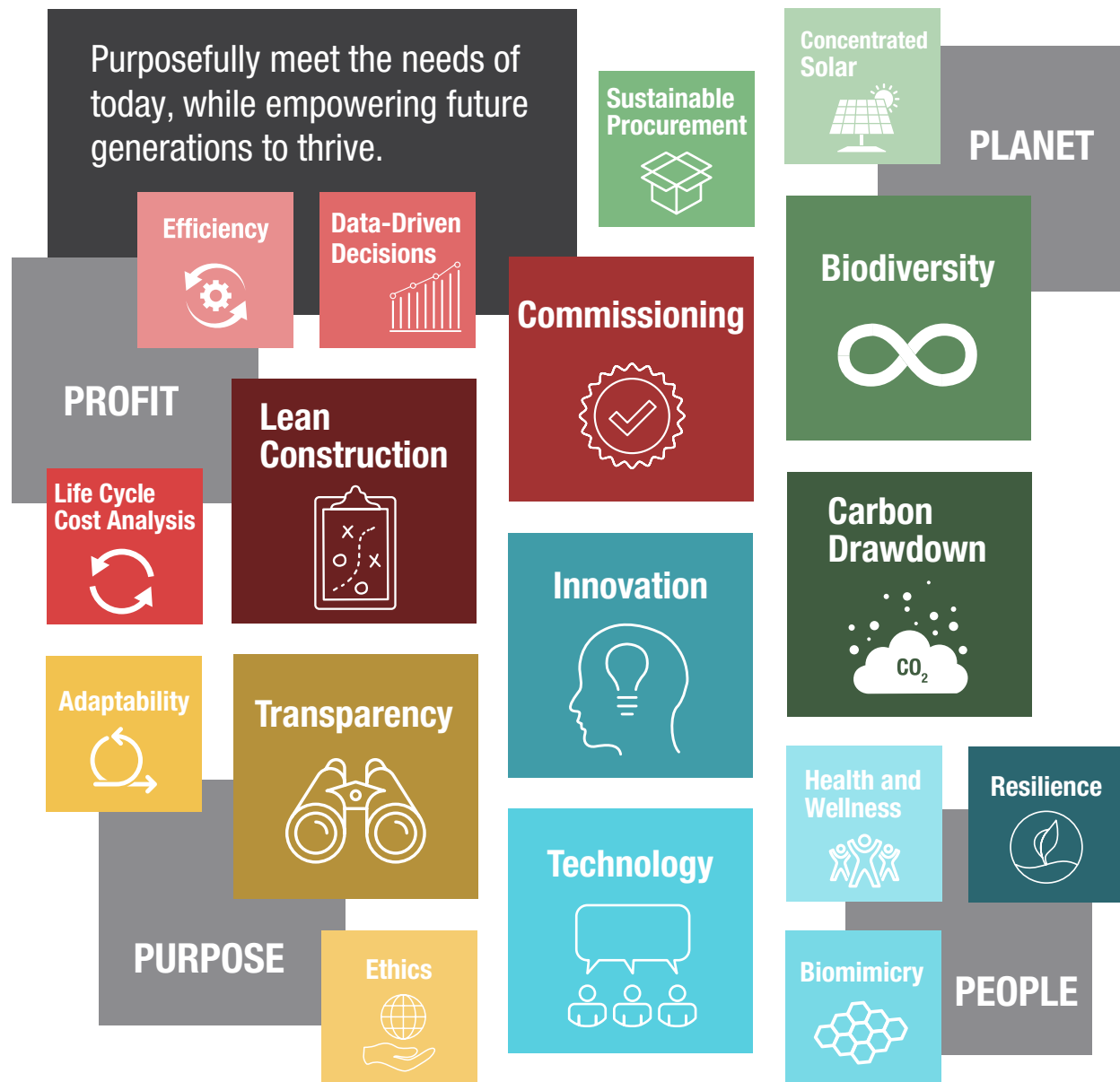
MONITORING AND CONTINUOUS IMPROVEMENT

Based on the long-range plan, TAG continues to monitor the facility performance. The team seeks value added opportunities, monitors the implementation process, benchmarks success, and ensures that each action item is executed to its maximum potential.

Sustainable Results for Our Clients & Communities

ERA OF PURPOSE

Clayco is committed to meeting the needs of our employees, clients and future generations in a manner consistent with environmental responsibility. As a builder and modeler of the built environment, we believe it is our duty to protect and preserve the natural and cultural resources of the communities we serve.



AIA 2030
Lamar Johnson
Collaborative committed to designing carbon neutral buildings by 2030

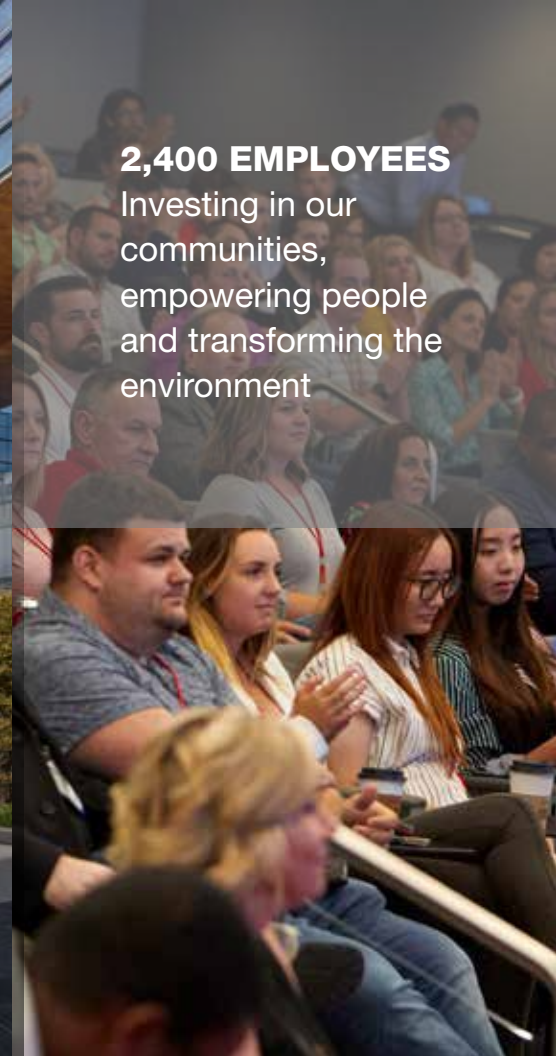
#11
ENR Top 100 Green Contractors



REDUCING WASTE
Maximize pre-fabrication of the construction process
Paperless jobsites



SUSTAINABLE WORKPLACE
The Zurich North America Headquarters project is the largest LEED (V2009) BD+C Platinum Core and Shell project in the United States



2,400 EMPLOYEES
Investing in our communities, empowering people and transforming the environment

Clayco doesn't build with brick and mortar alone, but forges relationships through diversity and inclusion.

THE WORLD IS DIVERSE AND SO ARE WE

Clayco consistently strives to provide equal opportunity to all people and qualified small business suppliers and contractors. Providing opportunities to individuals, as well as minority- and women-owned businesses, is a standard business practice.

We have developed long-term mentoring relationships with several disadvantaged firms, and plan to continue offering and growing these services to encourage growth.



Centene Claims Processing Center, Ferguson, MO

MBE PARTICIPATION

34% MBE of total payments
6% WBE of total payments
24 MBE and 3 WBE firms awarded contracts

WORKFORCE DIVERSITY

29% Minority onsite work hours
4% Female onsite work hours



Gateway Plaza, Richmond, VA

MBE PARTICIPATION

City of Richmond MBE Goal = 40%
Actual Results = 42%
23 MBE firms awarded contracts

WORKFORCE DIVERSITY

Actual Workforce Diversity = 68.47%
Minority and Female Workers (no requirement from city)



clayco connects

Brings together the executive leadership of Clayco, its strategic subcontractors and numerous minority construction firms to engage in long-term knowledge transfer, capacity building and strategic partnerships.



field focus

Creates a jobsite culture on all of our projects that supports the training, retention, investment and promotion of all field team workers with special emphasis on the growth and leadership development of minorities and women.



internships

Offers internship opportunities to college students each year to further engage our youth.



CCDI Job Fair Students



Construction Career Development Initiative (CCDI) brings diversity to the Design and Construction industry by mentoring and exposing minority/underrepresented students to career development.

18 students on CCDI college scholarship

65 graduates successfully placed into full-time employment



making your mark



What will be your legacy?

Your vision will shape a project for years to come, your priorities will give form to the building, and your decisions will be a template for the future.

Your challenges are our inspiration. Our energies are focused on the opportunity to create meaningful, effective and enduring new environments. Working together, we can help you achieve your goals and make your mark.

We look forward to being part of your visionary team.

LOCATIONS

Atlanta, GA
Chicago, IL
Greenville, SC
St. Louis, MO

CONTACT

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