



CLAYCO
THE ART & SCIENCE OF BUILDING

INTEGRATED ENGINEERING, DESIGN & CONSTRUCTION SERVICES
FOOD & BEVERAGE PORTFOLIO

2020





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

#10 Top Manufacturing

#17 Top Food & Beverage

#7 Top 100 Design-Build Firms

#1 Midwest Top Contractor

#24 Top 400 Contractors

#4 Top Commercial Offices

#19 Top Contractors in General Building

#21 Top New Contracts

#11 Top 100 Green Contractors

1984

ESTABLISHED

\$3.2B

2019 REVENUE

\$1.8B

2019
INDUSTRIAL
REVENUE

0.54

CURRENT EMR

2,400+

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

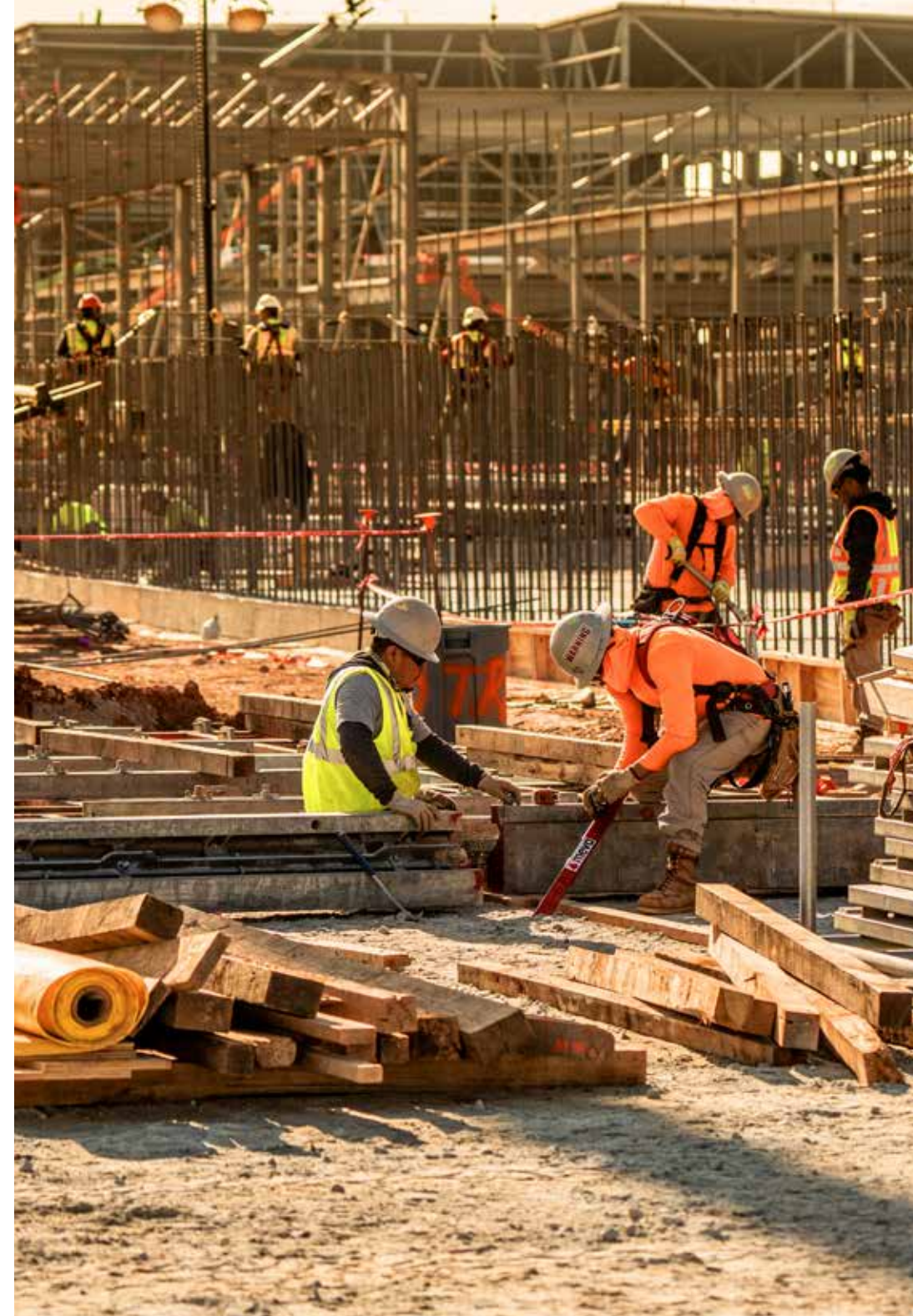
- + Our VDC professionals thrive on removing the unknowns by digitally rehearsing every possible scenario with cutting-edge technology. Working in concert with the technology team, our drones analyze data and delivers insights, from preconstruction to site commissioning.

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 delivers 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.



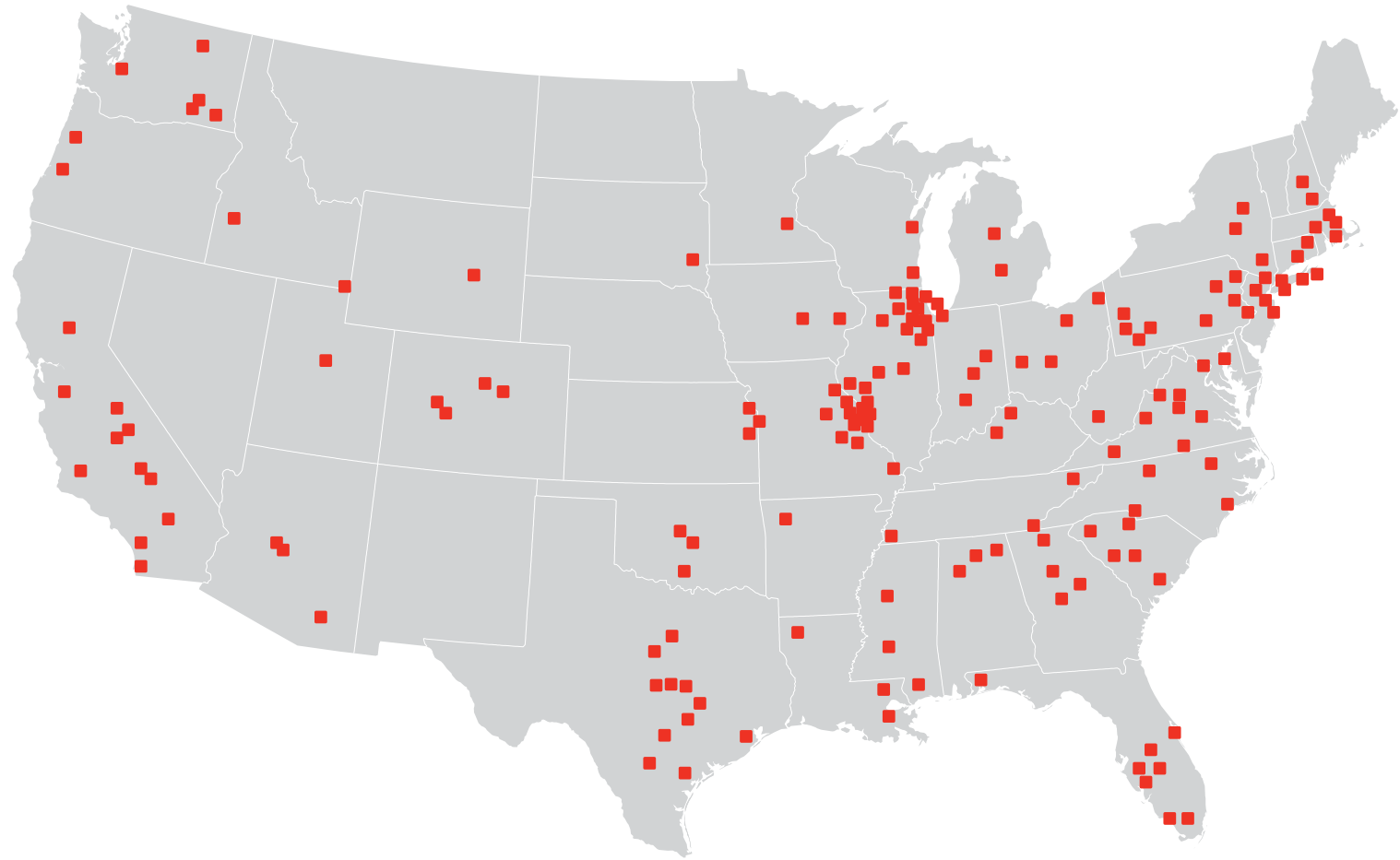
our commitment

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



Domestic Industrial Clients (Select)



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



Foreign Direct Investment Clients (Select)



A wide-angle photograph of a large industrial manufacturing facility. In the center, a worker wearing a dark jacket and a hard hat stands at a control console, operating a yellow robotic arm. The arm is positioned over a large, flat metal worktable. To the right, another yellow robotic arm is visible, mounted on a machine. In the foreground, there are several large metal rollers and a green motor. The background shows more industrial equipment, including a large metal frame and a blue door. The ceiling is high with several large industrial fans and bright overhead lights. A red banner is overlaid on the right side of the image, containing the text "FEATURED INDUSTRIAL PORTFOLIO".

FEATURED INDUSTRIAL PORTFOLIO

Chewy.com
Ohio, Arizona, & Pennsylvania
Distribution Facility



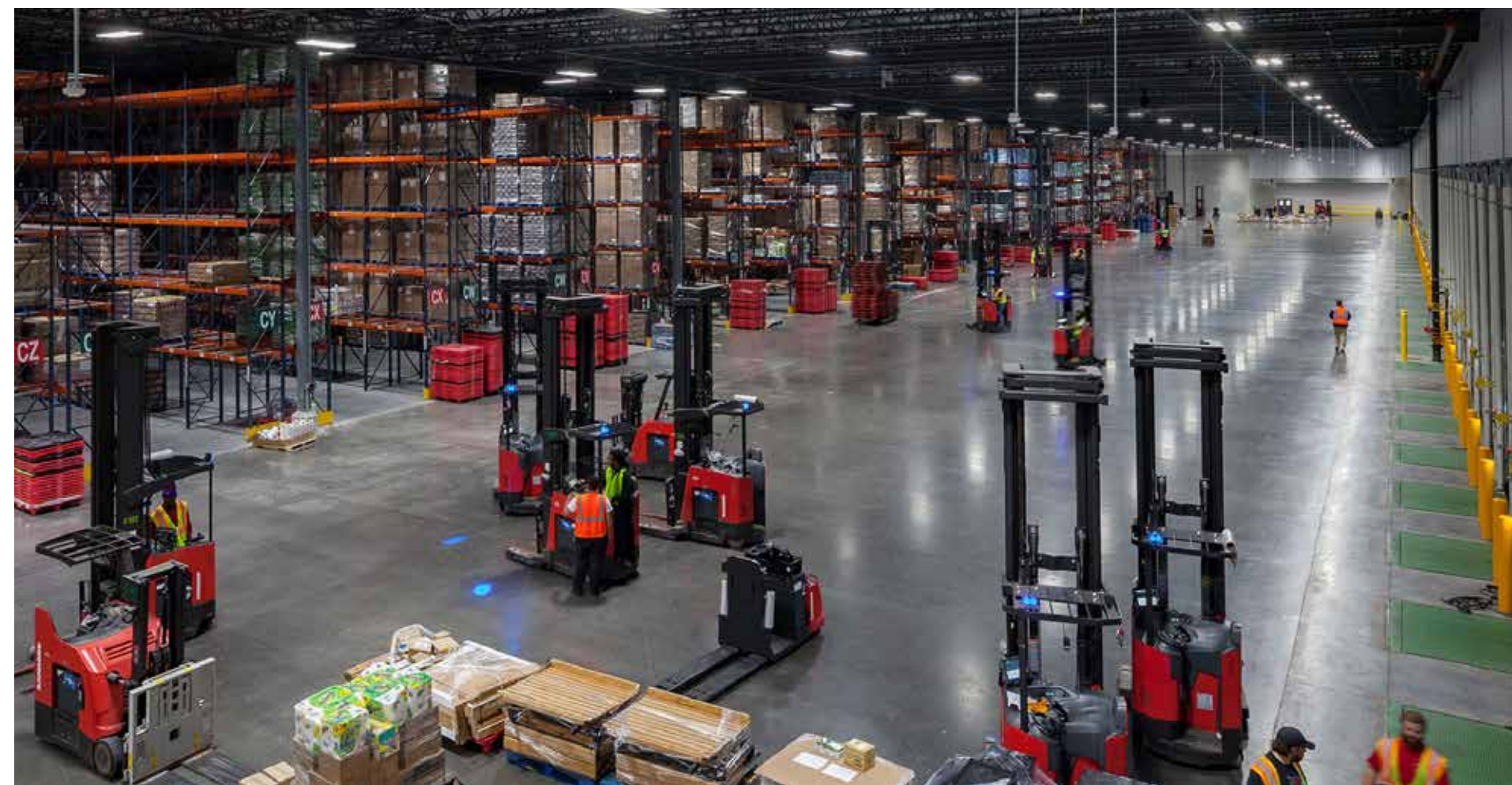


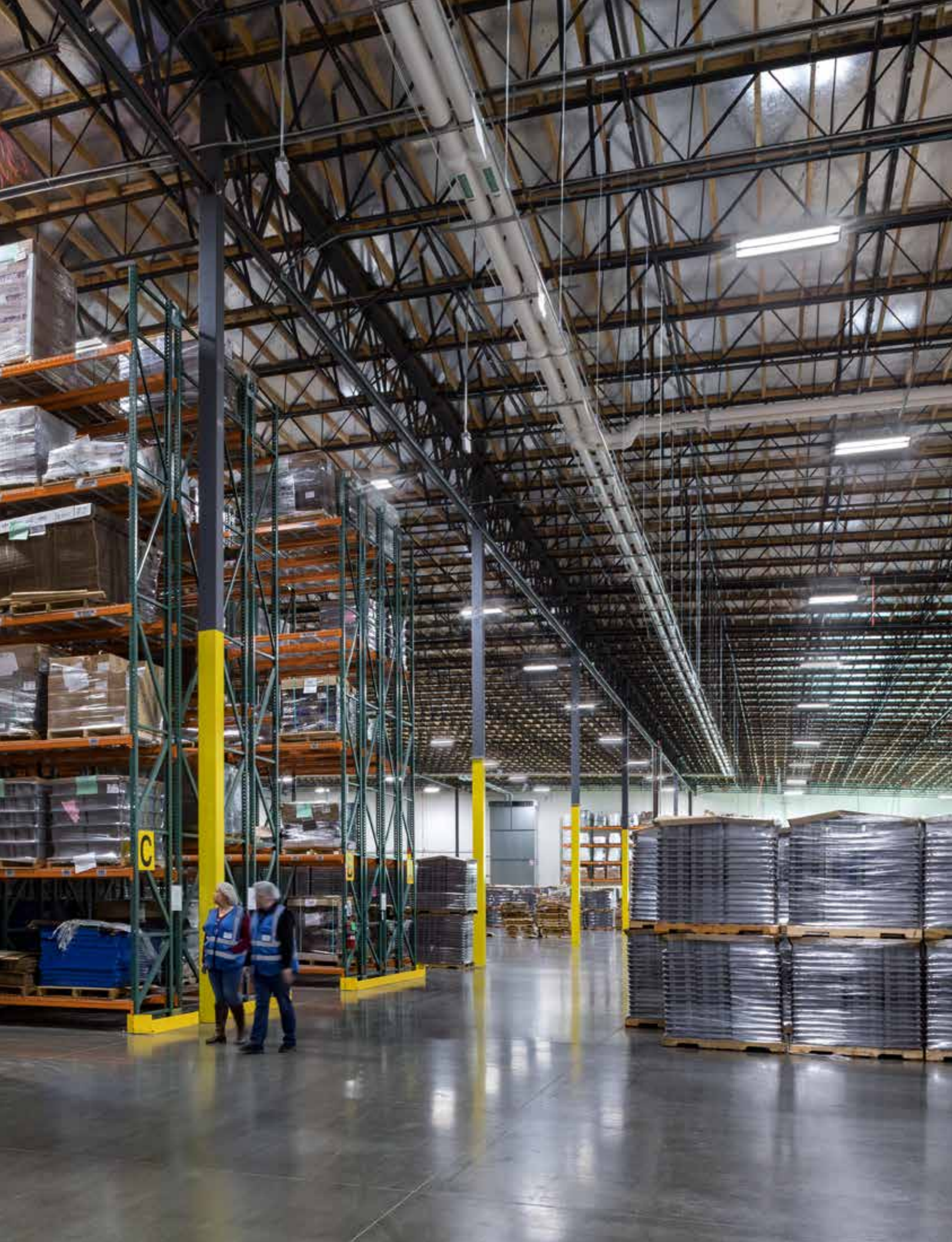
Schnucks

St. Louis, MO

Size: 1,000,000 SF

Cold Storage Facility





Ghirardelli & Lindt Chocolate
Tracy, CA
Size: 708,000 SF
Production & Storage Facility





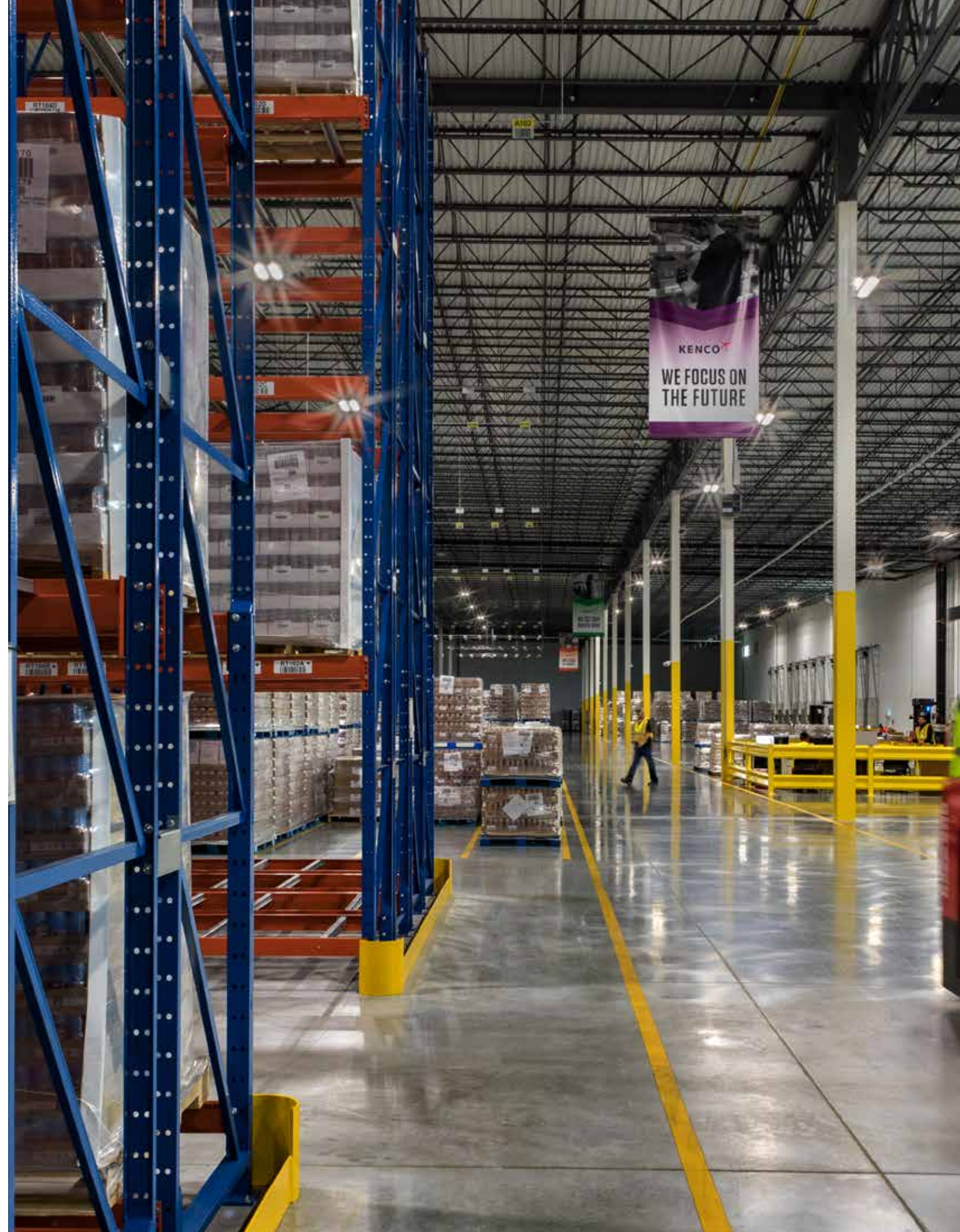
Golden State Foods
Opelika, AL
Size: 160,000 SF
Processing & Storage Facility



Landshire Sandwiches
Caseyville, IL
Size: 28,500 SF
Food Processing Plant



Berner Foods
Cherry Valley, IL
Size: 18,500 SF
Food & Beverage Facility



A FULL-SERVICE INTEGRATED COMPANY





INNOVATIVE BUILDER

Today’s customers want more from their projects. They desire a transparent, collaborative partnership and single-source responsibility. Clayco fits neatly into that role, as it seamlessly collaborates with its partners at every stage of the project.

We understand what drives both design and construction and are diligent in taking risks when necessary to deliver the best value.



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.

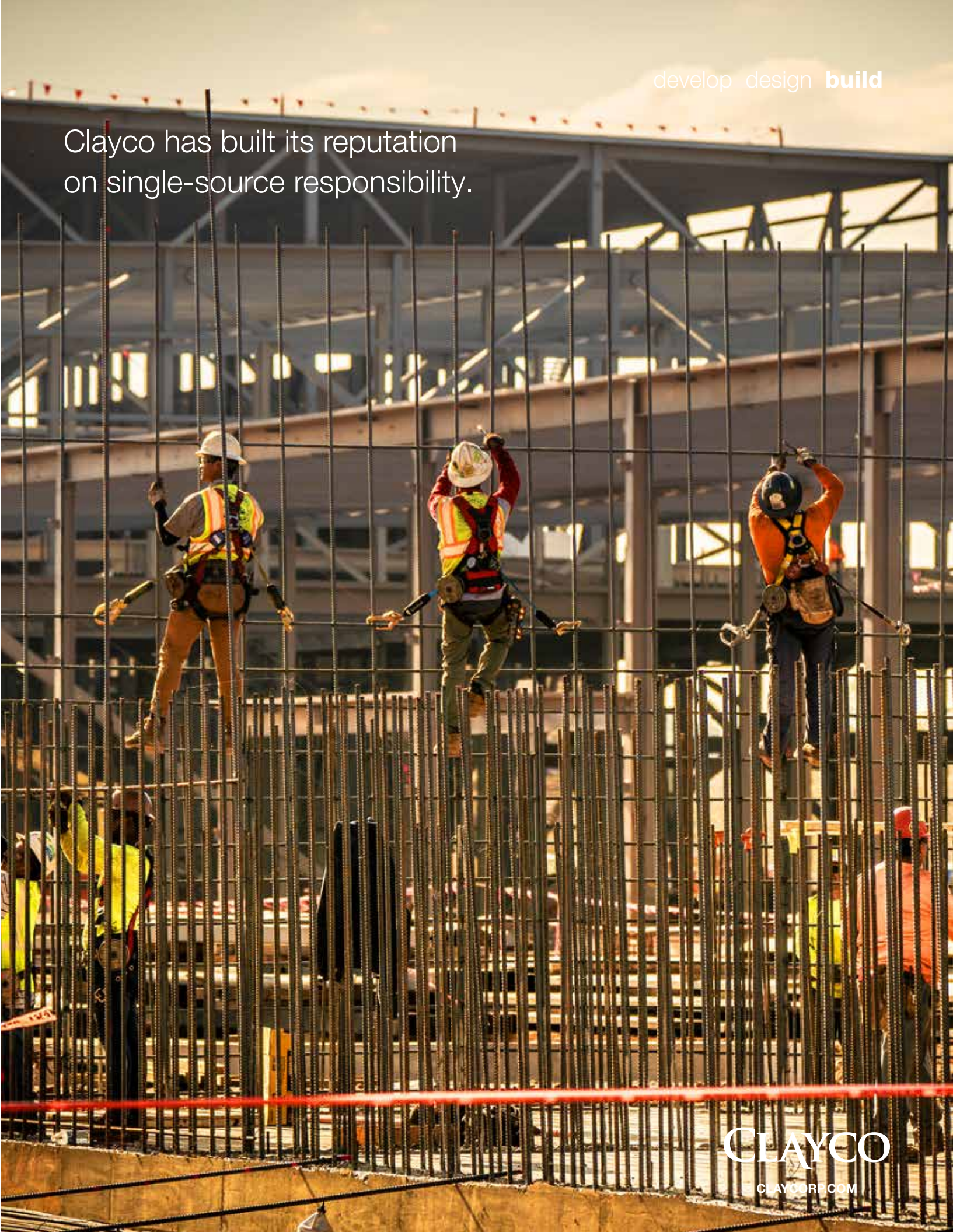
Design-build Advantages:

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

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

Clayco has built its reputation on single-source responsibility.



Integrated Design & Engineering

Clayco takes an aggressive approach to designing projects. Using a highly experienced staff's knowledge in architecture, engineering, planning, sustainability, estimating, and development, helps the client define and meet business goals in manufacturing, processing, distribution and beyond.

Preparedness and our ability to seamlessly integrate design with construction has driven to become a top designer of industrial facilities, driving us to become one of the most innovative and successful firms in the nation. The firm's integrated team of experts are continually poised to deliver a custom solution on time, on budget, guaranteed.



advance strategies

- Real Estate Strategy
- Facility Planning
- Change Management
- Programming
- Facilitation
- Industry Benchmarking
- Research & Whitepapers



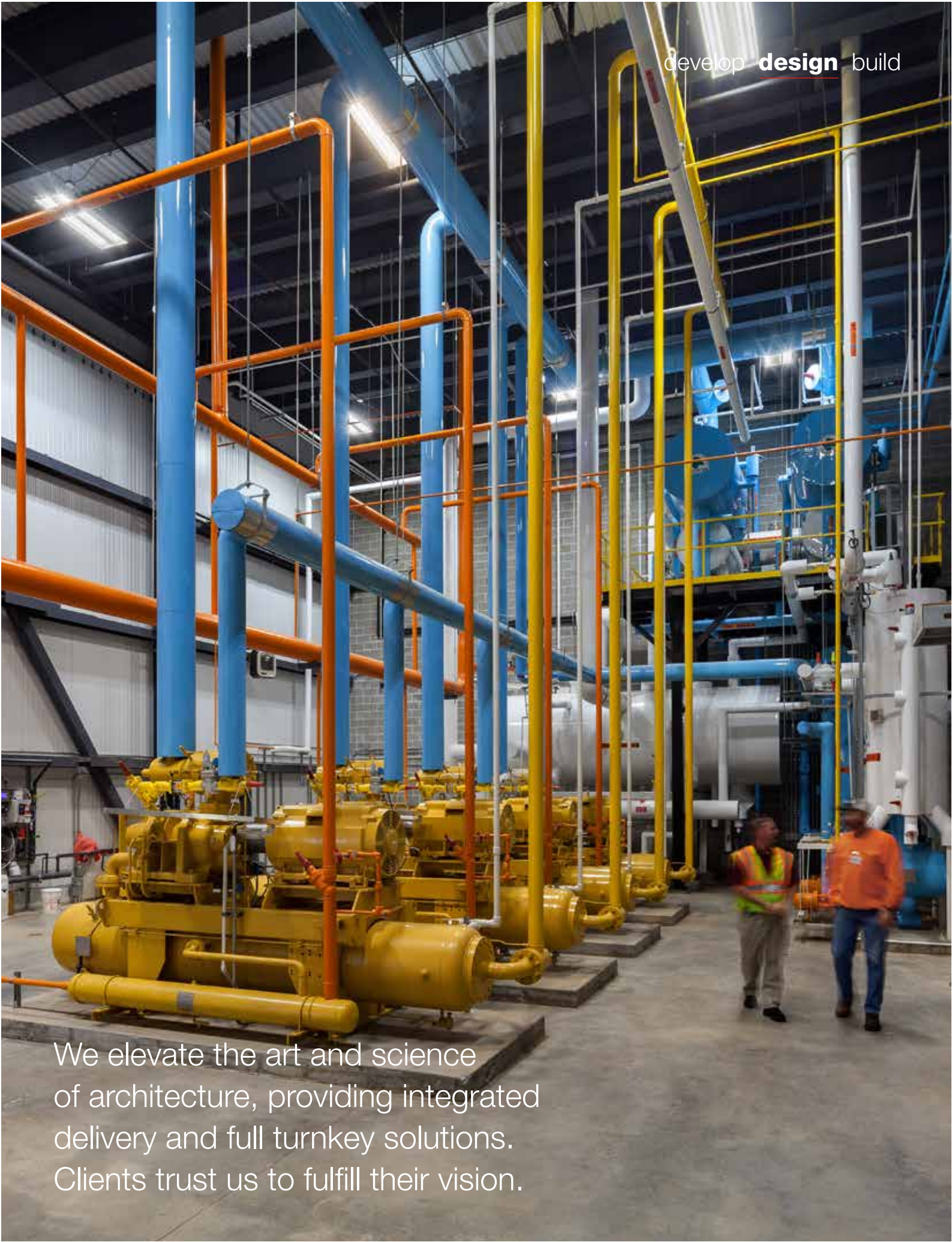
architecture & engineering

- Functional Planning
- Site Integration
- FEED Packages
- Sustainability Systems
- Design Management
- Process Engineering
- Value Design
- Building Systems
- Manufacturing Technologies
- Construction Documents
- BIM + VDC
- Commissioning



technical assurance group

- Facility Assessment
- Peer Reviews
- Sustainability Certification
- Start Up/Building Commissioning (Cx)
- Construction QA/QC Management



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.

SELF-PERFORMED SERVICES

Self Perform

CONCRETE CONSTRUCTION

Construction success is the standard at Clayco. Our firm has an unparalleled track record in architectural site cast concrete, structural concrete, flatwork, site utilities and all types of self-perform concrete construction for commercial projects. With our all-encompassing planning and strategy capabilities, vast in-house equipment inventory, and use of the latest technology, our team easily out-manages the

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.

concrete construction services

Tilt-Up Concrete	Mobile Batch Plant
Precast Erection	Architectural Concrete
Structural Foundations	Concrete Restoration,
Flatwork	Water Proofing and Coatings

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.



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. By designing the building virtually, exactly how it will be built, we are able

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



TAG OVERVIEW

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



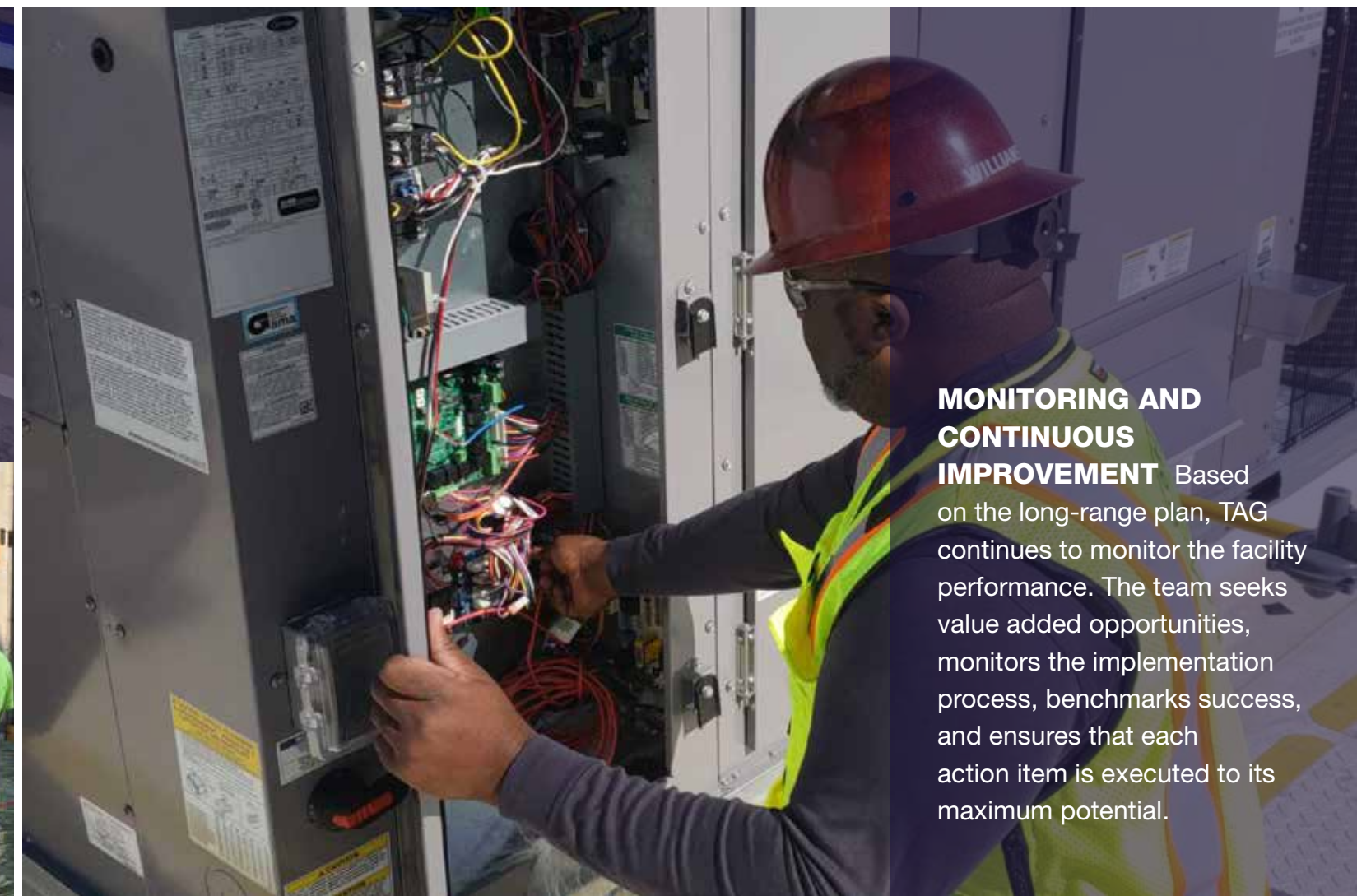
ACTION PLAN DEVELOPMENT

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.

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

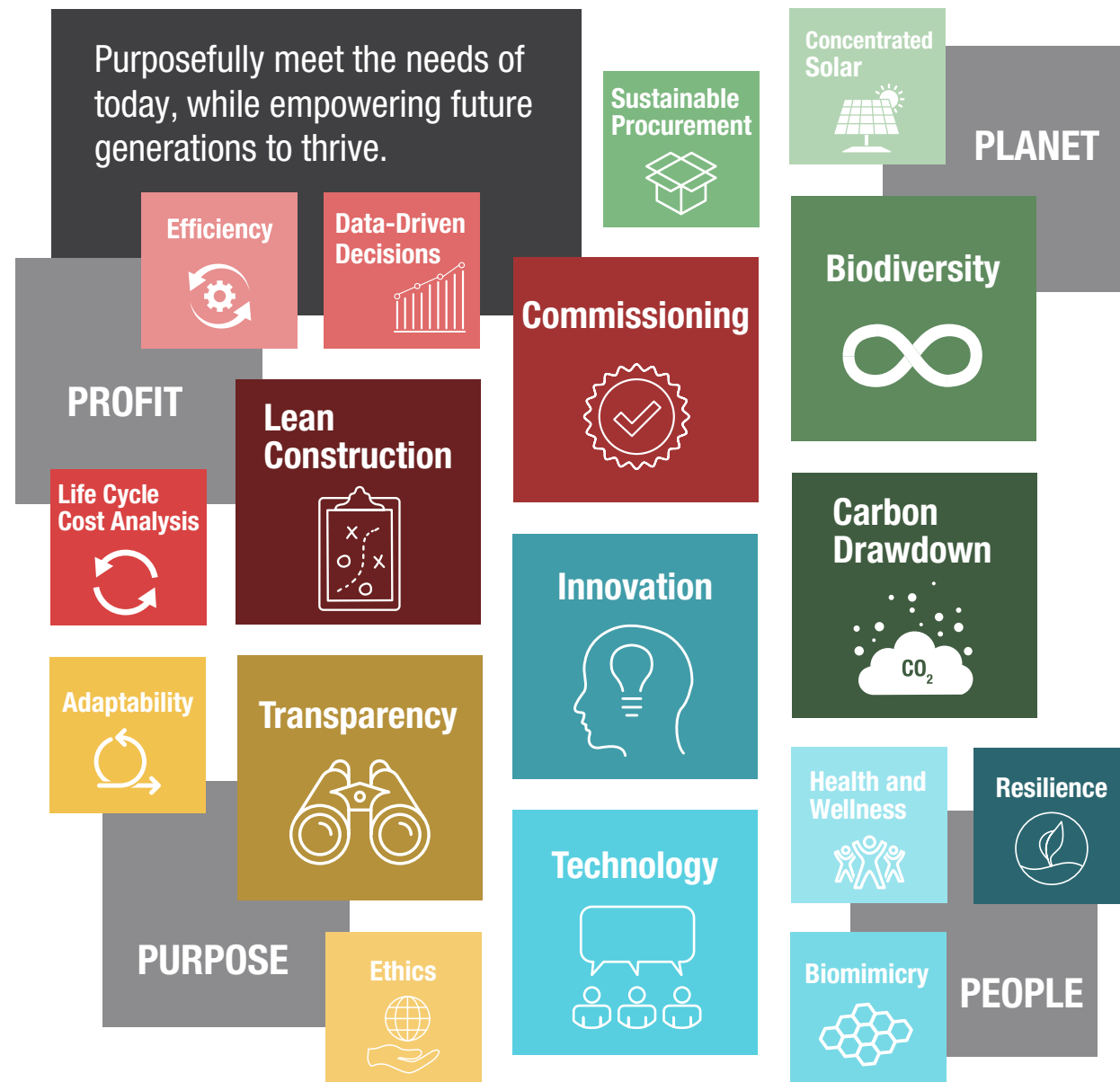
VPPPA
STAR AMONG
STARS AWARD
2017-2019

Sustainable Results for Our Clients & Communities

CORPORATE SOCIAL RESPONSIBILITY

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



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

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

INCLUSION

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
San Francisco, CA
St. Louis, MO

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