

# Virtual Tour

**Karcher North America, Aurora, Colorado**

Date: June 11, 2020

00:00:00 --> 00:00:02: The arm chair.

00:00:02 --> 00:00:05: Arm chair tour. We've had really great success in this

00:00:05 --> 00:00:05: format.

00:00:05 --> 00:00:08: It's not as the same as seeing you all,

00:00:08 --> 00:00:10: which I look forward to doing again soon,

00:00:10 --> 00:00:12: but it's really some great,

00:00:12 --> 00:00:15: excellent content, so I want to really thank Tom appointment.

00:00:15 --> 00:00:18: Who sits on our executive Committee for gathering a great

00:00:18 --> 00:00:21: panel together in a fantastic virtual tour of a very

00:00:21 --> 00:00:25: interesting facility in a good economic development story.

00:00:25 --> 00:00:27: So I will look forward to hearing about that in

00:00:27 --> 00:00:28: a moment.

00:00:28 --> 00:00:30: I have a few announcements to make so next slide

00:00:31 --> 00:00:31: please.

00:00:37 --> 00:00:40: OK, at least here we go.

00:00:40 --> 00:00:44: So if everyone could keep their phones muted and their

00:00:44 --> 00:00:46: video off until we get to the Q&A,

00:00:46 --> 00:00:49: that would be great. You can be submitting questions in

00:00:49 --> 00:00:51: the chat box in the meantime,

00:00:51 --> 00:00:54: and Tom are moderator will be considering those to sort

00:00:54 --> 00:00:57: through towards the end of our presentation.

00:00:57 --> 00:00:58: Next slide, please.

00:01:04 --> 00:01:07: Today's agenda. You'll be meeting the speakers.

00:01:07 --> 00:01:09: I don't need to read that.

00:01:09 --> 00:01:11: They'll be interesting so shortly next slide,

00:01:11 --> 00:01:12: please.

00:01:15 --> 00:01:16: Kate.

00:01:19 --> 00:01:22: So I was going to make some opening remarks.

00:01:22 --> 00:01:24: It's a very interesting time for you.

00:01:24 --> 00:01:28: I'll pull over our members and want everyone to know  
00:01:28 --> 00:01:31: that we're working on issues related to covid related to  
00:01:31 --> 00:01:33: post covid in the world.  
00:01:33 --> 00:01:36: Trying to get back together and and now with the  
00:01:36 --> 00:01:40: current disturbances going on around racial equity and  
development,  
00:01:40 --> 00:01:43: that's something it's really annualize.  
00:01:43 --> 00:01:45: We'll have to help address and solve.  
00:01:45 --> 00:01:49: I'm personally committed to working an issue as we are  
00:01:49 --> 00:01:49: you alive,  
00:01:49 --> 00:01:53: wide. Will probably be announcing some new programming  
around that  
00:01:53 --> 00:01:56: in the next month and please bear with us.  
00:01:56 --> 00:01:59: It's a fascinating and very vital discussion that I'm sure  
00:01:59 --> 00:02:00: of.  
00:02:00 --> 00:02:02: One year will be taking part of and then also  
00:02:02 --> 00:02:06: participating in actions to kind of change some directions or  
00:02:06 --> 00:02:07: some things you will.  
00:02:07 --> 00:02:10: I was actually founded by JC Nichols,  
00:02:10 --> 00:02:12: who's a great developer in Kansas City in 1930s,  
00:02:12 --> 00:02:16: but he also built subdivisions that had covenants that  
restricted  
00:02:16 --> 00:02:18: people of color and ethnicity,  
00:02:18 --> 00:02:21: committing those subdivisions. So there's.  
00:02:21 --> 00:02:23: A lot of history to this issue to grapple with  
00:02:23 --> 00:02:25: and deal with and change,  
00:02:25 --> 00:02:28: and again will be working on it.  
00:02:28 --> 00:02:28: Next slide, please.  
00:02:33 --> 00:02:36: K thank you to our sponsors are been partnered AC  
00:02:36 --> 00:02:37: Associated General Contractors.  
00:02:37 --> 00:02:40: They've been a great partner on this series and of  
00:02:40 --> 00:02:44: course Brinkmann Constructors has helped us put this  
program together  
00:02:44 --> 00:02:46: today in a big way.  
00:02:46 --> 00:02:48: We have some other events coming up to all of  
00:02:48 --> 00:02:52: our events will remain virtual for about at least another  
00:02:52 --> 00:02:52: six weeks,  
00:02:52 --> 00:02:55: but our virtual rents have been very well attended at  
00:02:55 --> 00:02:58: great content so I hope you'll attend more of them.  
00:02:58 --> 00:03:02: Next week's leadership connection with Andrea pulled the  
Denver.  
00:03:02 --> 00:03:05: Everything is actually. Full soldiers did not eat.  
00:03:05 --> 00:03:07: My kids are wait list.

00:03:07 --> 00:03:11: We have a Southern Colorado Historic Restoration Webinar focusing on

00:03:12 --> 00:03:14: a 2 buildings in Colorado Springs,

00:03:14 --> 00:03:16: an Canyon city that is on Thursday,

00:03:16 --> 00:03:20: June 25th will be somewhat similar to the format you

00:03:20 --> 00:03:21: see today.

00:03:21 --> 00:03:22: We were also doing it.

00:03:22 --> 00:03:26: Our ARM chair Turtur #3 on the Black 162 development.

00:03:26 --> 00:03:30: The hybrid is being developed in downtown Denver to spec

00:03:30 --> 00:03:31: office building.

00:03:31 --> 00:03:35: Designed by Gensler. It's got a lot of green features.

00:03:35 --> 00:03:38: And they'll be a panel that will address the issue

00:03:38 --> 00:03:41: of how you leased office space in this current market

00:03:41 --> 00:03:44: is our whole office market along with others have been

00:03:44 --> 00:03:47: turned upside down. We're working on a webinar on

00:03:47 --> 00:03:51: Thursday,

00:03:47 --> 00:03:51: July 16th that'll be open for registration next week.

00:03:51 --> 00:03:53: Really getting into post covid issues.

00:03:53 --> 00:03:55: How will be using our parks and public spaces?

00:03:55 --> 00:03:59: Are streets alot of will have a global panel presenting

00:03:59 --> 00:04:01: on examples from all over the world on that if

00:04:01 --> 00:04:04: you are under 35 and looking for a membership or

00:04:04 --> 00:04:09: learning program. The development 360 is open for

00:04:09 --> 00:04:11: application for

00:04:09 --> 00:04:11: about another week through June 19th.

00:04:11 --> 00:04:15: That's a program in which one developer leads a group

00:04:15 --> 00:04:18: of 25 through every aspect of their project and Brian

00:04:18 --> 00:04:22: Lovett of novel development is going to focus on the

00:04:22 --> 00:04:25: Lake House condominiums. He is a really great teacher,

00:04:25 --> 00:04:29: so if you know anyone interested in applying for that,

00:04:29 --> 00:04:32: there's still time to do that.

00:04:32 --> 00:04:33: Next light please.

00:04:36 --> 00:04:39: People really go to town.

00:04:39 --> 00:04:41: I apologize, I may not be synced up with the

00:04:42 --> 00:04:42: presentation.

00:04:42 --> 00:04:46: Enable sponsors. How could I forget before gets the time?

00:04:46 --> 00:04:48: Go back to your sponsor slide please.

00:04:48 --> 00:04:51: We have 50 seven annual sponsors or rate grateful for

00:04:51 --> 00:04:52: their support.

00:04:52 --> 00:04:54: They allow us to do what we do in the

00:04:54 --> 00:04:57: continual were doing during these challenging times.

00:04:57 --> 00:05:00: So we're big banks to that group and we hope

00:05:00 --> 00:05:03: some of them are on the call today as well.

00:05:03 --> 00:05:05: And now I think we can go to time appointment.

00:05:05 --> 00:05:08: As I mentioned he is an executive committee as the

00:05:09 --> 00:05:12: Co chair of our Impact Awards which will be happening

00:05:12 --> 00:05:13: next in September 2021.

00:05:13 --> 00:05:16: He's been a great friend and member of you,

00:05:16 --> 00:05:18: alive for most known for the five or six years

00:05:18 --> 00:05:18: now,

00:05:18 --> 00:05:21: and he answered the call to help us find projects

00:05:21 --> 00:05:23: that feature in these virtual tours.

00:05:23 --> 00:05:26: So time will let you take it away with him.

00:05:26 --> 00:05:29: With the presentation and panel and thank you again.

00:05:29 --> 00:05:32: Thank you Michael, and welcome to one.

00:05:32 --> 00:05:35: I'll quickly just tell you a little bit.

00:05:35 --> 00:05:39: I work for Brinkmann Constructors or national contractor.

00:05:39 --> 00:05:43: Our Western division sits in Denver and I'm the business

00:05:43 --> 00:05:46: development director for this division.

00:05:46 --> 00:05:50: And I. The team that we've got here today are

00:05:50 --> 00:05:54: all of the people that executed this project.

00:05:54 --> 00:05:57: From the development side, the architectural side,

00:05:57 --> 00:06:00: we have a representative from the city,

00:06:00 --> 00:06:03: so I'll just tell you who those people are Air

00:06:03 --> 00:06:04: Castle.

00:06:04 --> 00:06:07: He was a senior project manager for men that ran

00:06:07 --> 00:06:11: this project more is senior Vice President Biden capped

00:06:11 --> 00:06:15: properties.

00:06:11 --> 00:06:15: They lead developer that was selected by Carter.

00:06:15 --> 00:06:18: Yuri Korolov is this president with the 80 EDC.

00:06:18 --> 00:06:23: Aurora and will tell your story about their perspective as

00:06:23 --> 00:06:24: whole thing.

00:06:24 --> 00:06:28: Rock Easter is the studio manager forward Malcolm and the

00:06:28 --> 00:06:30: architect on the Project Inc.

00:06:30 --> 00:06:34: Scan and we're very fortunate to have her join us

00:06:34 --> 00:06:36: as well grounded from Carter,

00:06:36 --> 00:06:39: and she's going to tell you the car,

00:06:39 --> 00:06:44: true story and the Why behind this whole facility.

00:06:44 --> 00:06:47: So let's go to the next slide and let's start

00:06:47 --> 00:06:48: right out,

00:06:48 --> 00:06:51: Chris, if you could take it from here and just

00:06:51 --> 00:06:54: give us a little background on Karcher and the Y.

00:06:54 --> 00:06:58: Sorry behind what Karcher was trying to do here and

00:06:58 --> 00:07:01: what you accomplished within facility.

00:07:01 --> 00:07:04: Great thank you Tom and thank you ULI Colorado for

00:07:04 --> 00:07:08: allowing us to have this opportunity to share a little  
00:07:08 --> 00:07:11: bit about what we've been working on together.  
00:07:11 --> 00:07:15: I wanted to start with a quick introduction of who  
00:07:15 --> 00:07:16: and what is Karcher?  
00:07:16 --> 00:07:20: I'm culture is a family owned global company.  
00:07:20 --> 00:07:23: Our self image of top performance in all aspects of  
00:07:23 --> 00:07:26: our business is really critical to our success.  
00:07:26 --> 00:07:30: We focus on providing simple and easy cleaning solutions no  
00:07:30 --> 00:07:34: matter the setting or how large or small the task  
00:07:34 --> 00:07:37: we manufacture and sell cleaning equipment for.  
00:07:37 --> 00:07:40: Beta seek consumer base including indoor,  
00:07:40 --> 00:07:43: an outdoor products like pressure washers,  
00:07:43 --> 00:07:47: vacuums, floor cleaners as well as provide a commercial  
grade.  
00:07:47 --> 00:07:50: A for creating products and services to 12 B to  
00:07:50 --> 00:07:51: be target markets.  
00:07:51 --> 00:07:54: These some of these include hospitality,  
00:07:54 --> 00:07:59: agriculture, construction, healthcare, automotive and a big  
portion goes to  
00:07:59 --> 00:08:03: our educational facilities as part of our community outreach  
and  
00:08:03 --> 00:08:04: philanthropic work.  
00:08:04 --> 00:08:08: We also provide our cleaning and expertise to preservation  
and  
00:08:08 --> 00:08:11: cleaning up historical sites and monuments.  
00:08:11 --> 00:08:15: We do have a dedicated Department in our global  
headquarters  
00:08:15 --> 00:08:18: that works on this and providing this service for your  
00:08:18 --> 00:08:20: charge throughout the world.  
00:08:20 --> 00:08:24: A couple projects that we worked on that everyone may  
00:08:24 --> 00:08:28: recognize in the United States is we did clean Mount  
00:08:28 --> 00:08:32: Rushmore in 2005 and the Seattle Space Needle in 2008.  
00:08:32 --> 00:08:36: Our company was founded back in 1935 by Alfred Karcher.  
00:08:36 --> 00:08:40: An grew into the global organization that we are today  
00:08:40 --> 00:08:44: with the dynamic option proneural mindset of his wife who  
00:08:44 --> 00:08:48: took over the business when he passed in 1959.  
00:08:48 --> 00:08:52: Karcher is currently located in some in V2 countries  
worldwide  
00:08:52 --> 00:08:58: with 127 subsidiaries with over 40,000 distributors and  
service points  
00:08:58 --> 00:08:58: worldwide.  
00:08:58 --> 00:09:02: From our production footprint, we have 20,  
00:09:02 --> 00:09:06: four production and logistics locations around the world.  
00:09:06 --> 00:09:09: Um, our annual sales or slightly under 3 billion and

00:09:09 --> 00:09:13: we have almost 14,000 employees worldwide in the United States.

00:09:13 --> 00:09:17: We currently have around 1000 employees who have been operating

00:09:17 --> 00:09:18: out of five facilities.

00:09:18 --> 00:09:22: We have two operational facilities in the state of Washington

00:09:22 --> 00:09:23: and Colorado.

00:09:23 --> 00:09:26: 2 logistical operations in the states of New Jersey in

00:09:26 --> 00:09:27: Arkansas,

00:09:27 --> 00:09:30: and then we have a separate headquarter facility here in

00:09:30 --> 00:09:31: Denver,

00:09:31 --> 00:09:34: Co Carter, Aurora. The new pride and joy that the

00:09:34 --> 00:09:36: group is going to share with you today.

00:09:36 --> 00:09:38: As part of our overall operations,

00:09:38 --> 00:09:41: Global Foot footprint plan. For Karcher,

00:09:41 --> 00:09:45: the US market in economy for obvious reasons is critical

00:09:45 --> 00:09:47: to The Carter Family in the Carter Group,

00:09:47 --> 00:09:52: improving our customer experience, our competitiveness and building a solid

00:09:52 --> 00:09:56: foundation for sustainable growth are the key drivers for the

00:09:56 --> 00:10:00: decision to make this investment and build our new facility.

00:10:00 --> 00:10:02: When the transition is complete,

00:10:02 --> 00:10:07: we will have consolidated our operations from our campus

00:10:07 --> 00:10:09: Washington

00:10:07 --> 00:10:09: facility in our Englewood facility.

00:10:09 --> 00:10:12: Into Carter Aurora, as well as our headquarters from Denver,

00:10:12 --> 00:10:15: we know that this will allow us to operate more

00:10:15 --> 00:10:18: effectively and efficiently in terms of our production,

00:10:18 --> 00:10:22: distribution, quality, as well as allow for an improved

00:10:22 --> 00:10:25: customer

00:10:22 --> 00:10:25: service experience with regards to quality,

00:10:25 --> 00:10:28: availability and visibility to our customers.

00:10:28 --> 00:10:32: Of course, this also allows us to optimize our manufacturing

00:10:32 --> 00:10:32: capabilities.

00:10:32 --> 00:10:35: The new facility will house our fabrication,

00:10:35 --> 00:10:40: warehousing, assembly space along with the large training

00:10:40 --> 00:10:44: facility.

00:10:40 --> 00:10:44: Our new product development area and our corporate

00:10:44 --> 00:10:48: headquarters.

00:10:44 --> 00:10:48: Current Colorado holds a special place for Carter in the

00:10:48 --> 00:10:51: US with two of our current facilities already located here.

00:10:51 --> 00:10:55: The state provides a great environment for employees and a

00:10:55 --> 00:10:57: very nice draw for a customer base.

00:10:57 --> 00:11:00: Aurora is quickly becoming our new home through the great

00:11:00 --> 00:11:04: partnerships that we've developed with the city and with the  
00:11:04 --> 00:11:06: Aurora Economic Development Council,  
00:11:06 --> 00:11:10: their development, vision, and strong growth opportunities  
made it an  
00:11:10 --> 00:11:12: easy choice for Carter to choose.  
00:11:12 --> 00:11:15: Aurora Workstream Lee plated the new facility.  
00:11:15 --> 00:11:18: And all the hard work and vision with our partners  
00:11:18 --> 00:11:21: of Sun Camp where Malcolm and Brakeman.  
00:11:21 --> 00:11:24: Our employees are also very proud of the new facility  
00:11:24 --> 00:11:27: and the care and thought dedicated to the design of  
00:11:27 --> 00:11:30: the offices and the flow of our production operations.  
00:11:30 --> 00:11:34: We thank everyone again for the opportunity to be apart  
00:11:34 --> 00:11:35: of sharing this with you.  
00:11:44 --> 00:11:45: Tom young you.  
00:11:52 --> 00:11:55: Thank you Chris. I want to make one point as  
00:11:55 --> 00:11:57: we want to the audience.  
00:11:57 --> 00:12:01: If you questions, feel free to use the chat opportunity  
00:12:01 --> 00:12:02: there.  
00:12:02 --> 00:12:06: I'll be seeing those. I won't address those questions till  
00:12:06 --> 00:12:07: till the end,  
00:12:07 --> 00:12:10: but feel free anytime to put in the queue for  
00:12:10 --> 00:12:13: me to look at and so now let's continue on  
00:12:13 --> 00:12:17: your gorlov with the EDC from Aurora is going to  
00:12:17 --> 00:12:21: tell you a bit about their perspective and how.  
00:12:21 --> 00:12:24: They were able to contribute to the car trip decision  
00:12:24 --> 00:12:28: to come back or involve this project in Colorado.  
00:12:28 --> 00:12:31: Thank you, Gary. Thank you Tom.  
00:12:31 --> 00:12:33: And yeah, thanks for the opportunity.  
00:12:33 --> 00:12:38: You will like Colorado. Really appreciate everybody that's  
interested in  
00:12:38 --> 00:12:41: this project and it's it's really a great win for  
00:12:41 --> 00:12:41: us.  
00:12:41 --> 00:12:45: And as Chris alluded to very well stated as always,  
00:12:45 --> 00:12:48: that you know this is this is a big collaborative  
00:12:48 --> 00:12:50: project that we're all going to.  
00:12:50 --> 00:12:53: We are proud of and we're going to be proud  
00:12:53 --> 00:12:53: of.  
00:12:53 --> 00:12:56: So just quickly. About Aurora EDC,  
00:12:56 --> 00:12:59: where a public partner, public private partnership.  
00:12:59 --> 00:13:01: So not a Department in a city like.  
00:13:01 --> 00:13:04: A lot of places across the country,  
00:13:04 --> 00:13:08: and we're, we think we've been specializing in trans

formational  
00:13:09 --> 00:13:12: type projects like this for over 20 years and we  
00:13:12 --> 00:13:15: were founded in the 70s out of the city in  
00:13:15 --> 00:13:19: the chamber trying to be innovative back then to try  
00:13:19 --> 00:13:22: to really change the commercial side of the city.  
00:13:22 --> 00:13:28: Today we're talking about Karcher's North American  
headquarters in the  
00:13:28 --> 00:13:32: context of being a catalyst hence that slide you're looking  
00:13:32 --> 00:13:32: at.  
00:13:32 --> 00:13:36: We really think that it's a great case study of  
00:13:36 --> 00:13:40: a collaboration and more excited to share a little bit  
00:13:40 --> 00:13:40: about it.  
00:13:40 --> 00:13:44: Next slide, please. So we knew from the beginning that  
00:13:45 --> 00:13:46: the project was special.  
00:13:46 --> 00:13:50: We learn about the project from brokers going on some  
00:13:50 --> 00:13:51: site visits,  
00:13:51 --> 00:13:54: and then the once once it picked up a little  
00:13:55 --> 00:13:55: steam,  
00:13:55 --> 00:13:59: the developer and the land owner at the time recommended  
00:13:59 --> 00:14:02: that they reach out to our office to see how  
00:14:03 --> 00:14:03: we can help.  
00:14:03 --> 00:14:06: And we're really grateful for that.  
00:14:06 --> 00:14:10: We we realize really quickly that timing and budget and  
00:14:10 --> 00:14:15: partnership was really important to to the company and to  
00:14:15 --> 00:14:17: everybody you know involved.  
00:14:17 --> 00:14:18: And so we we reached,  
00:14:18 --> 00:14:23: we started working with the CFO on some budgetary issues,  
00:14:23 --> 00:14:26: incentives and the conversation around that.  
00:14:26 --> 00:14:29: And then you know how to how to really get  
00:14:30 --> 00:14:30: this.  
00:14:30 --> 00:14:32: Get this to Aurora next slide,  
00:14:32 --> 00:14:36: please. So the the top things that we learn the  
00:14:36 --> 00:14:39: culture was looking for was Accessibility,  
00:14:39 --> 00:14:43: the future visibility and its long-term investment in the in  
00:14:43 --> 00:14:44: the city,  
00:14:44 --> 00:14:46: in the community and in the market.  
00:14:46 --> 00:14:51: It's international connectivity at the site since parent company  
is  
00:14:51 --> 00:14:55: in Germany and its proximity to the skilled workforce and  
00:14:55 --> 00:14:58: the clients that the company serves.  
00:14:58 --> 00:15:01: So all of these elements were kind of the most  
00:15:01 --> 00:15:04: important at the top of the of the list.



00:15:04 --> 00:15:08: And we were able to talk through every single one  
00:15:08 --> 00:15:12: of 'em and really understand that this was really a  
00:15:12 --> 00:15:13: good fit  
00:15:13 --> 00:15:15: To also to what Chris alluded to,  
00:15:15 --> 00:15:19: you know Aurora in Adams County have been have been  
00:15:19 --> 00:15:21: early growing in a tremendous way.  
00:15:21 --> 00:15:24: Adams County, as one of the is one of the  
00:15:24 --> 00:15:28: fastest growing counties in the country actually,  
00:15:28 --> 00:15:31: and I'd like to think it's part of a little  
00:15:31 --> 00:15:35: bit part of our efforts that they're or economic development  
00:15:35 --> 00:15:39: Council where where a lot of auroras commercial base is,  
00:15:39 --> 00:15:41: has a little bit to do with it.  
00:15:41 --> 00:15:45: So going going a little bit deeper into the project.  
00:15:45 --> 00:15:49: There, or I'm sorry, going a little bit deeper into  
00:15:49 --> 00:15:50: where this is right this.  
00:15:50 --> 00:15:53: This region has a lot of momentum because of the  
00:15:54 --> 00:15:55: Gaylord Rockies,  
00:15:55 --> 00:15:59: which is that picture I think from the rooftop looking  
00:15:59 --> 00:15:59: North.  
00:15:59 --> 00:16:03: And and we really wanted to capitalize on that on  
00:16:03 --> 00:16:06: the conversations around the aerotropolis,  
00:16:06 --> 00:16:10: which is the concept that sure everybody on the zoom  
00:16:10 --> 00:16:11: is familiar with.  
00:16:11 --> 00:16:15: And then Carters corporate brand and what how that all  
00:16:15 --> 00:16:17: fit together in an innovative,  
00:16:17 --> 00:16:21: pioneering sort of trendsetting, visionary sort of way.  
00:16:21 --> 00:16:25: And we really thought that this was the perfect spot  
00:16:25 --> 00:16:26: to do it.  
00:16:26 --> 00:16:29: Next slide, please.  
00:16:29 --> 00:16:32: As you can see on this map that's coming up,  
00:16:32 --> 00:16:34: this is the region we're talking about.  
00:16:34 --> 00:16:37: The A line coming in from downtown.  
00:16:37 --> 00:16:40: As you can see in blue on the top left  
00:16:40 --> 00:16:43: and in Karcher being right there on the right if  
00:16:43 --> 00:16:44: you can.  
00:16:44 --> 00:16:47: If you can say we should have enlarged that print.  
00:16:47 --> 00:16:50: Sorry Chris. So Carter is really,  
00:16:50 --> 00:16:54: really centrino great central visible spot in this in this  
00:16:54 --> 00:16:54: corridor,  
00:16:54 --> 00:16:58: as we like to refer to it as as Aurora's  
00:16:58 --> 00:16:59: Golden Mile.  
00:16:59 --> 00:17:02: Back in the 90s when when the airport came out

00:17:02 --> 00:17:05: here and then ran next to land along Tower Rd,  
00:17:05 --> 00:17:08: all the developments were shifted and as we can see  
00:17:08 --> 00:17:11: now there's some corporate headquarters there.  
00:17:11 --> 00:17:14: Panasonic Station is obviously been growing a lot of hotel  
00:17:15 --> 00:17:17: hospitality and retail is gone there.  
00:17:17 --> 00:17:20: We think the market is going to shift to 64th  
00:17:20 --> 00:17:23: and we're going to be that new wave for the  
00:17:23 --> 00:17:26: next 1020 years with again between the Gaylord and now  
00:17:26 --> 00:17:30: Karcher. That stretch right there that 2 1/2 three mile  
00:17:30 --> 00:17:30: stretch.  
00:17:30 --> 00:17:34: Will be filled with other corporate campuses.  
00:17:34 --> 00:17:40: Industrial advanced manufacturing. Jag Logistics Center is a  
big cargo  
00:17:40 --> 00:17:46: developer that is bringing in cargo clientele to the airport.  
00:17:46 --> 00:17:49: And and High Point is primed to attract a lot  
00:17:49 --> 00:17:50: of good folks.  
00:17:50 --> 00:17:55: And of course Fullenwider being a sponsor vuelie they have  
00:17:55 --> 00:17:58: 800 acres of land that eclipse the both sides of  
00:17:58 --> 00:18:02: 64th and they're really working towards getting out of the  
00:18:02 --> 00:18:07: ground and in putting in some infrastructure out there to  
00:18:07 --> 00:18:10: keep attracting operations just like Archer.  
00:18:10 --> 00:18:11: So just a little.  
00:18:14 --> 00:18:16: Just a little.  
00:18:16 --> 00:18:19: Excuse me sorry, lost my train of thought a little  
00:18:19 --> 00:18:21: bit of perspective of where where this is so.  
00:18:21 --> 00:18:24: Next slide please.  
00:18:24 --> 00:18:27: And so I want to share a little bit of  
00:18:27 --> 00:18:30: what we did as an organization and in in partnership  
00:18:31 --> 00:18:34: with with Sun Cap and Brinkman and the company to  
00:18:34 --> 00:18:36: get this deal over the finish line.  
00:18:36 --> 00:18:39: And ultimately, as you can see,  
00:18:39 --> 00:18:42: trust was the ultimate factor that they really got us  
00:18:43 --> 00:18:43: there.  
00:18:43 --> 00:18:47: We were there every step of the due diligence process  
00:18:47 --> 00:18:51: in the development process with the city we we applied  
00:18:51 --> 00:18:53: kind of solutions oriented.  
00:18:53 --> 00:18:57: I'd like to. Think approach to everybody involved so it's  
00:18:57 --> 00:18:58: it was a win.  
00:18:58 --> 00:19:00: Win. Win win all the way around.  
00:19:00 --> 00:19:04: Obviously a lot of negotiation and collaboration there to get  
00:19:04 --> 00:19:06: the project where it is.  
00:19:06 --> 00:19:09: And I know Mike and others are going to dilute

00:19:09 --> 00:19:13: all of those those elements too and then we shepherded  
00:19:13 --> 00:19:17: the deal through a variety of entitlement hurdles that you  
00:19:17 --> 00:19:21: know because of the uniqueness of the facility that we're  
00:19:21 --> 00:19:23: also going to hear about here soon,  
00:19:23 --> 00:19:27: you know. The city wasn't really attuned to to what  
00:19:27 --> 00:19:31: this facility was going to be and where it you  
00:19:31 --> 00:19:33: know how to applied code,  
00:19:33 --> 00:19:36: how to interpret code, all of the all of the  
00:19:36 --> 00:19:40: lovely factors of government of working with the with the  
00:19:41 --> 00:19:41: government.  
00:19:41 --> 00:19:45: But we ultimately always step in to make the city  
00:19:45 --> 00:19:46: real.  
00:19:46 --> 00:19:50: Any municipality realized that you know it's a lot of  
00:19:50 --> 00:19:52: collaboration again on that theme,  
00:19:52 --> 00:19:55: and ultimately, you know, trusting that.  
00:19:55 --> 00:19:59: Every party wants the best for the project and and  
00:19:59 --> 00:20:03: for everybody involved in the future employment center that it  
00:20:03 --> 00:20:04: will be so next slide.  
00:20:04 --> 00:20:08: Please really quickly you know it's more than 500 jobs  
00:20:08 --> 00:20:11: that are coming to the to the region.  
00:20:11 --> 00:20:14: It's at least a \$35,000,000 capital investment and in more  
00:20:14 --> 00:20:18: detail is the other folks will go through its 375  
00:20:18 --> 00:20:20: thousand square foot facility.  
00:20:20 --> 00:20:24: Everybody that actually built the facility has better renderings  
and  
00:20:24 --> 00:20:25: then we do.  
00:20:25 --> 00:20:29: Obviously as Tom's background. Is that meant?  
00:20:29 --> 00:20:32: So next slide please the the real meat of what  
00:20:32 --> 00:20:35: I really wanted to make sure that you know the  
00:20:35 --> 00:20:37: audience was left with this,  
00:20:37 --> 00:20:41: that you know this deal as an economic development catalyst  
00:20:41 --> 00:20:43: is huge and it has significant impact.  
00:20:43 --> 00:20:47: It's allowing us to attract other companies into the area  
00:20:47 --> 00:20:49: and that's we really applaud.  
00:20:49 --> 00:20:52: Karcher's vision and interest in the area and being able  
00:20:53 --> 00:20:53: to say Yep,  
00:20:53 --> 00:20:56: we're going to go out and land there.  
00:20:56 --> 00:20:57: We know it'll fill in.  
00:20:57 --> 00:20:59: We know it's it's just add Lander.  
00:20:59 --> 00:21:01: It looks like AG land right now,  
00:21:01 --> 00:21:05: but. This will be the future of development and we  
00:21:05 --> 00:21:06: couldn't be happier.

00:21:06 --> 00:21:09: They saw what we saw in the area,  
00:21:09 --> 00:21:12: you know. When companies go out there,  
00:21:12 --> 00:21:14: we would take them to the corner of kind of  
00:21:14 --> 00:21:15: E.  
00:21:15 --> 00:21:18: 470 and lookout East. When we go out to Jackson  
00:21:18 --> 00:21:19: Gap in Pena,  
00:21:19 --> 00:21:22: we say hey, this is the only secondary access point  
00:21:22 --> 00:21:23: into the airport.  
00:21:23 --> 00:21:26: There's there's a lot of oohs and aahs and and  
00:21:26 --> 00:21:29: but a lot of blank stares at the same time,  
00:21:29 --> 00:21:31: because it's just a vast,  
00:21:31 --> 00:21:34: open plain, and we're really glad that Carter saw the  
00:21:34 --> 00:21:35: opportunity there.  
00:21:35 --> 00:21:38: So it leads to questions of the areas history of  
00:21:38 --> 00:21:40: current activity,  
00:21:40 --> 00:21:42: which is actually been very steady and very.  
00:21:42 --> 00:21:45: Strong during this crisis that we're all in,  
00:21:45 --> 00:21:49: we've had a lot of interest in trying to understand  
00:21:49 --> 00:21:50: what the city,  
00:21:50 --> 00:21:52: what direction the city is going,  
00:21:52 --> 00:21:57: what, what other companies are thinking the Gaylord being  
temporarily  
00:21:57 --> 00:21:57: closed.  
00:21:57 --> 00:22:00: But that means France layer development,  
00:22:00 --> 00:22:02: so we're working through all that,  
00:22:02 --> 00:22:06: but I think in general the ownership interest out there  
00:22:06 --> 00:22:10: are really headstrong to make this work and make this  
00:22:10 --> 00:22:13: as the economic success story on on all fronts.  
00:22:13 --> 00:22:17: Um, more focused to the region is that second point,  
00:22:17 --> 00:22:21: you know, the aerotropolis has been in conversation for  
awhile.  
00:22:21 --> 00:22:24: It's finally coming to and I think other regions in  
00:22:24 --> 00:22:26: the world will really,  
00:22:26 --> 00:22:30: you know, it'll really resigned for another aerotropolis,  
00:22:30 --> 00:22:32: and we're open for business.  
00:22:32 --> 00:22:35: And it's a place to bring headquarter type operations.  
00:22:35 --> 00:22:38: And So what we really are happy about as well  
00:22:38 --> 00:22:39: Mary.  
00:22:39 --> 00:22:42: Lastly, is that this really hit all of our strategic  
00:22:42 --> 00:22:43: initiatives?  
00:22:43 --> 00:22:47: As an organization promoting and strengthening the local  
economy,  
00:22:47 --> 00:22:51: it's at headquarters, which which you know corners with it

00:22:51 --> 00:22:52: a lot of attention.

00:22:52 --> 00:22:55: Obviously from from press and other sources,

00:22:55 --> 00:22:59: but that builds the brand of what we're out here

00:22:59 --> 00:23:00: doing every day.

00:23:00 --> 00:23:03: It's an international company which lends to Dya's.

00:23:03 --> 00:23:05: You know, being able to land.

00:23:05 --> 00:23:08: You know, these nonstop direct flights to a lot of

00:23:08 --> 00:23:10: international destinations,

00:23:10 --> 00:23:13: including two to Germany. It's a it's in the air

00:23:13 --> 00:23:16: tropolis and it's in advance manufacturer.

00:23:16 --> 00:23:19: We've been touting that Colorado is a better,

00:23:19 --> 00:23:23: has a better landscape than most think for advanced

00:23:23 --> 00:23:27: manufacturing.

00:23:27 --> 00:23:27: Manufacturing still has the historic views of you know pipes

00:23:27 --> 00:23:27: and plumes,

00:23:27 --> 00:23:31: and you know, dirty but advanced manufacturers I think,

00:23:31 --> 00:23:34: will find the workforce here as we continue spreading that

00:23:34 --> 00:23:38: message that we have a good educated workforce and a

00:23:38 --> 00:23:41: good blue collar workforce that can that can fulfill needs

00:23:41 --> 00:23:44: on on every level has cultures evidence.

00:23:44 --> 00:23:48: And even to the to the to the Tesla Gigafactory

00:23:48 --> 00:23:51: is out there looking for mu for new space.

00:23:51 --> 00:23:53: And then it was a class.

00:23:53 --> 00:23:55: This Class A office space that 75%

00:23:55 --> 00:23:59: or 75,000 square feet of this facility is Class A

00:23:59 --> 00:23:59: office.

00:23:59 --> 00:24:04: Three story. It's unique, it's great and that's something that

00:24:04 --> 00:24:06: the city of Aurora's wanted.

00:24:06 --> 00:24:12: More broadly. We fail to do business District downtown and

00:24:12 --> 00:24:14: the Denver Tech Center.

00:24:14 --> 00:24:18: And I think we have some room to go.

00:24:18 --> 00:24:21: Text read it.

00:24:21 --> 00:24:23: He is God.

00:24:26 --> 00:24:30: Thank you for the opportunity to share our practice.

00:24:30 --> 00:24:31: Clear out.

00:24:34 --> 00:24:36: Thank you very.

00:24:36 --> 00:24:40: Just the last baby. 20 seconds he talked there broke

00:24:40 --> 00:24:42: up a little bit,

00:24:42 --> 00:24:45: but I think everybody would just have your conclusion.

00:24:45 --> 00:24:48: We appreciate you sharing all those details with us.

00:24:48 --> 00:24:51: Next up is my Carmike is senior vice president for

00:24:52 --> 00:24:53: uncapped properties developer.

00:24:53 --> 00:24:58: This project significant experience nationally that they do this kind  
00:24:58 --> 00:24:58: of work.  
00:24:58 --> 00:25:01: We were fortunate enough that Mike is just look at  
00:25:02 --> 00:25:04: our company to be part of the team.  
00:25:04 --> 00:25:07: So Mike, you got an interesting story to share,  
00:25:07 --> 00:25:09: so we're waiting and we're ready.  
00:25:09 --> 00:25:12: Absolutely thanks Tom and and your.  
00:25:12 --> 00:25:16: It's very well stated.  
00:25:16 --> 00:25:21: The partnership that Sun Caps had with with the.  
00:25:21 --> 00:25:23: There we go, start my video.  
00:25:23 --> 00:25:24: I was locked out for a second.  
00:25:24 --> 00:25:28: The partnership that we've had over the years with the  
00:25:28 --> 00:25:29: with the City of Aurora.  
00:25:29 --> 00:25:32: You is been very generous and fruitful,  
00:25:32 --> 00:25:35: and yourself and Wendy's efforts to help us along the  
00:25:35 --> 00:25:38: way on on all the endeavors we've undertaken.  
00:25:38 --> 00:25:41: You know, in in the Aurora jurisdiction have been great.  
00:25:41 --> 00:25:42: Next slide please.  
00:25:47 --> 00:25:51: So just a very quick snapshot through here.  
00:25:51 --> 00:25:54: The Sun Cap Property Group is A is a company  
00:25:54 --> 00:25:58: was formed at the at the beginning of the end  
00:25:58 --> 00:26:01: or the beginning of the recession in 2009.  
00:26:01 --> 00:26:06: You know, we're headquartered in Charlotte and have offices  
00:26:06 --> 00:26:07: across  
00:26:07 --> 00:26:11: the country,  
00:26:11 --> 00:26:14: and we have 40 employees an on an annual basis.  
00:26:14 --> 00:26:17: We do about 600 million dollars a year volume in  
00:26:17 --> 00:26:21: primarily focused on next slide.  
00:26:21 --> 00:26:25: Primarily focused on build a suit development and  
00:26:25 --> 00:26:25: speculative industrial  
00:26:25 --> 00:26:25: leasing.  
00:26:25 --> 00:26:29: This gives you a little indication of the footprint that  
00:26:29 --> 00:26:30: we have across the country.  
00:26:30 --> 00:26:32: Next slide, please.  
00:26:35 --> 00:26:38: And just a smattering of of types of projects that  
00:26:38 --> 00:26:39: we've we've done in.  
00:26:39 --> 00:26:41: You know, in this cycle.  
00:26:41 --> 00:26:43: The next slide, please.  
00:26:43 --> 00:26:47: The thing that that we found and that I've always  
00:26:47 --> 00:26:49: found very beneficial as is,  
00:26:49 --> 00:26:51: you know, having you know,  
00:26:51 --> 00:26:54: being a resource for the brokerage community,

00:26:54 --> 00:26:57: you know in this case for Mitch Sats and his  
00:26:57 --> 00:27:00: team Mitch and I worked together.  
00:27:00 --> 00:27:03: You know, for going on 20 years an miss Miss  
00:27:03 --> 00:27:05: called and you know,  
00:27:05 --> 00:27:09: over a year before we were ever officially engaged and  
00:27:09 --> 00:27:12: ask us just to give him a snapshot of what  
00:27:12 --> 00:27:14: a project like this would cost.  
00:27:14 --> 00:27:17: So we went through that pricing exercise,  
00:27:17 --> 00:27:20: shared that with Mitch and then you Fast forward about  
00:27:20 --> 00:27:23: 13 months an you know the the call came that  
00:27:23 --> 00:27:25: there was a an RFP coming out.  
00:27:25 --> 00:27:29: We were invited to participate along with a handful of  
00:27:29 --> 00:27:33: additional development companies an and put a team  
together that  
00:27:33 --> 00:27:36: that that we knew could execute the program that the  
00:27:36 --> 00:27:40: Karcher wanted. Not a not an easy assignment attaching two  
00:27:40 --> 00:27:44: different types of occupancies which the team that beat into  
00:27:44 --> 00:27:45: in a few minutes.  
00:27:45 --> 00:27:50: Together office building and a manufacturing facility sharing  
a common  
00:27:51 --> 00:27:53: wall that leads to challenges.  
00:27:53 --> 00:27:56: You know. So we we stuck very closely with what  
00:27:56 --> 00:27:57: Karcher requested.  
00:27:57 --> 00:28:01: You know the features that they felt were important.  
00:28:01 --> 00:28:05: The skylights and and and you know just absolute necessity  
00:28:06 --> 00:28:09: to have a three story office component as part of  
00:28:09 --> 00:28:10: the project.  
00:28:10 --> 00:28:14: We were fortunate enough to be able to to present  
00:28:14 --> 00:28:16: a solution that we could deliver.  
00:28:16 --> 00:28:21: Anne and ultimately, with Yuri and Wendy's support and the  
00:28:21 --> 00:28:24: city of Wars all hands on deck meeting,  
00:28:24 --> 00:28:28: we were able to pull together an outline that that  
00:28:28 --> 00:28:32: we could get through a code review and and and  
00:28:32 --> 00:28:35: ultimately deliver next light please.  
00:28:40 --> 00:28:41: We can cover a lot of this.  
00:28:43 --> 00:28:46: So that you know it.  
00:28:46 --> 00:28:48: The main takeaway, I think,  
00:28:48 --> 00:28:52: before the guys get into the details of the meat  
00:28:52 --> 00:28:56: is is when you have a collaborative jurisdiction and a  
00:28:56 --> 00:29:01: supportive economic development group and ultimately a a A  
team.  
00:29:01 --> 00:29:05: That's that, you know, has history in the in the  
00:29:05 --> 00:29:07: the submarket in history,

00:29:07 --> 00:29:12: in the city it really bodes well for successful outcome.  
00:29:12 --> 00:29:15: Relationships are key in our business,  
00:29:15 --> 00:29:17: you are. We are also.  
00:29:17 --> 00:29:20: It's it's easy to forget that you have two ears  
00:29:20 --> 00:29:23: and one mouth for reason and and sharing.  
00:29:23 --> 00:29:25: You know what and providing what.  
00:29:25 --> 00:29:29: The what Carter was ultimately looking for.  
00:29:29 --> 00:29:32: You know, we we, we gave them exactly what they  
00:29:32 --> 00:29:33: ask for.  
00:29:33 --> 00:29:35: You know the way they wanted it.  
00:29:35 --> 00:29:39: And then the very collaborative effort you in creative effort  
00:29:39 --> 00:29:41: between the Karcher team,  
00:29:41 --> 00:29:47: where Malcolm's fantastic both civil and architectural design  
efforts.  
00:29:47 --> 00:29:50: And and Eric and Tom's team just did a fantastic  
00:29:50 --> 00:29:54: job of executing the program and delivering facility.  
00:29:58 --> 00:29:59: So that's all for me there,  
00:29:59 --> 00:29:59: Tom.  
00:30:02 --> 00:30:05: Thanks for that, Mike. Very much appreciate you some within  
00:30:05 --> 00:30:06: the guidelines.  
00:30:06 --> 00:30:09: You did a great job.  
00:30:09 --> 00:30:12: So now we're going to get into a little bit  
00:30:12 --> 00:30:13: more the.  
00:30:13 --> 00:30:16: The video side of the project and Rob with where  
00:30:16 --> 00:30:19: milk is going to show us a lot more detail  
00:30:19 --> 00:30:22: behind what went into the building and some of the  
00:30:22 --> 00:30:26: complexities of the building. So when you take it from  
00:30:26 --> 00:30:26: here,  
00:30:26 --> 00:30:30: absolutely Tom. So my name is Rob Keys drama studio  
00:30:30 --> 00:30:34: Manager with where Malcolm where are the architect and  
civil  
00:30:34 --> 00:30:37: engineer on the cartridge project slide please.  
00:30:41 --> 00:30:43: You re already touched on this a bit,  
00:30:43 --> 00:30:47: but this is a graphic and you'll see our site  
00:30:47 --> 00:30:48: outlined in Red.  
00:30:48 --> 00:30:51: It's it's just South of DIA and it was really  
00:30:52 --> 00:30:56: important for culture to have easy access to the airport.  
00:30:56 --> 00:30:57: Next slide, please.  
00:31:01 --> 00:31:04: The overall site plan is on the left side of  
00:31:04 --> 00:31:05: your screen.  
00:31:05 --> 00:31:07: We have site access to the North offer 64th Ave  
00:31:08 --> 00:31:11: along with a three story office that wraps the warehouse



00:31:11 --> 00:31:14: and manufacturing area in an L shape on the northwest  
00:31:14 --> 00:31:17: corner of the building. On the right side of your  
00:31:17 --> 00:31:21: screen is a perspective of that office area looking South,  
00:31:21 --> 00:31:25: future expansion of the warehouse and manufacturing area is  
available  
00:31:26 --> 00:31:29: to the South and Future Office area expansion is available  
00:31:29 --> 00:31:30: to the North East Site.  
00:31:30 --> 00:31:35: Detention is located on the far South of the site.  
00:31:35 --> 00:31:35: Next slide, please.  
00:31:41 --> 00:31:45: Can we get the next slide?  
00:31:45 --> 00:31:48: There it is, so we approached the design of this  
00:31:48 --> 00:31:51: building as unlimited area building and some of the previous  
00:31:51 --> 00:31:54: presenters have alluded to this is this is going to  
00:31:54 --> 00:31:57: present some some code issues for us and we'll I'll  
00:31:57 --> 00:31:59: get into that in a second.  
00:31:59 --> 00:32:02: So First off, what an unlimited area building is it?  
00:32:02 --> 00:32:05: It's a mechanism in the code that allows for as  
00:32:05 --> 00:32:07: much area as you want in a building without any  
00:32:07 --> 00:32:09: additional fire proofing.  
00:32:09 --> 00:32:12: This is a common method used in larger warehouse and  
00:32:12 --> 00:32:13: manufacturing buildings,  
00:32:13 --> 00:32:16: usually over 100,000 square feet.  
00:32:16 --> 00:32:19: There's a few rules that go along with unlimited area  
00:32:19 --> 00:32:19: buildings.  
00:32:19 --> 00:32:22: First rule is you must have a 60 foot yard  
00:32:22 --> 00:32:24: open to the Sky around the entire building,  
00:32:24 --> 00:32:27: and so here we can see here in red I've  
00:32:27 --> 00:32:30: outlined what that 60 foot yard looks like around our  
00:32:30 --> 00:32:31: building.  
00:32:31 --> 00:32:33: At the second rule is.  
00:32:33 --> 00:32:36: An unlimited area building can only be a maximum of  
00:32:36 --> 00:32:37: two storeys tall.  
00:32:37 --> 00:32:40: And Carter wanted us to design A three story office  
00:32:40 --> 00:32:41: appendage.  
00:32:41 --> 00:32:43: So this is what really started.  
00:32:43 --> 00:32:46: The code. Discussions with Aurora.  
00:32:46 --> 00:32:48: Next slide, please.  
00:32:52 --> 00:32:55: So Aurora was great. They met with us quickly and  
00:32:55 --> 00:32:58: we got right down to figuring this out.  
00:32:58 --> 00:33:01: We proposed initially to do a fire separation between the  
00:33:01 --> 00:33:05: office area and the warehouse area called the warehouse  
area,  
00:33:05 --> 00:33:08: then limited area building in the office area kind of

00:33:08 --> 00:33:11: conventional office next to next to the warehouse and they  
00:33:11 --> 00:33:15: they didn't like that because thinking back to the previous  
00:33:15 --> 00:33:17: slide. You need that clear 60 foot all the way  
00:33:17 --> 00:33:20: around the unlimited area building and the way we were  
00:33:21 --> 00:33:21: proposing it.  
00:33:21 --> 00:33:25: Technically, the office area was inside of that 60 foot  
00:33:25 --> 00:33:26: clearance so.  
00:33:26 --> 00:33:28: It didn't really work code wise from where they sat  
00:33:28 --> 00:33:29: so we,  
00:33:29 --> 00:33:30: we went to a son,  
00:33:30 --> 00:33:33: Captain Brinkman said, OK, Aurora is not liking.  
00:33:33 --> 00:33:36: Our unlimited area building approach in this case how about  
00:33:36 --> 00:33:39: we fire rate the whole warehouse how how would that  
00:33:39 --> 00:33:41: work and and they price that and that was that  
00:33:41 --> 00:33:43: was going to be way,  
00:33:43 --> 00:33:46: too much money it slide please.  
00:33:46 --> 00:33:47: So we went to Karcher,  
00:33:47 --> 00:33:51: an we hope there. It is so we went to  
00:33:51 --> 00:33:53: Carter and we said OK.  
00:33:53 --> 00:33:55: We can make this work with a two story building  
00:33:55 --> 00:33:56: we can.  
00:33:56 --> 00:33:58: We can design your two story building.  
00:33:58 --> 00:34:00: Here's an outline of what it would look like.  
00:34:00 --> 00:34:02: We presented all of this to him and they took  
00:34:02 --> 00:34:04: it in and reviewed it and next slide.  
00:34:07 --> 00:34:09: And they decided that they really,  
00:34:09 --> 00:34:11: really liked that three story option.  
00:34:11 --> 00:34:12: I mean, this was back one.  
00:34:16 --> 00:34:19: You're spoiling the ending of the story.  
00:34:19 --> 00:34:21: This is their this is their 3 this is their  
00:34:21 --> 00:34:23: North American headquarters.  
00:34:23 --> 00:34:25: This is you know just to look.  
00:34:25 --> 00:34:28: They really wanted next to that warehouse was that 3  
00:34:28 --> 00:34:31: stories and also the 3 story approach made for a  
00:34:31 --> 00:34:34: thinner office floor plate and that allowed for more natural  
00:34:34 --> 00:34:37: light to filter all the way to the back of  
00:34:37 --> 00:34:40: the office and you'll see a animation in a second  
00:34:40 --> 00:34:43: that shows just how how good of his decision that  
00:34:43 --> 00:34:45: was by car to stick to their guns.  
00:34:45 --> 00:34:47: So this left us in a pickle.  
00:34:47 --> 00:34:50: We needed to meet the budget and give Carter what  
00:34:50 --> 00:34:51: they wanted so.

00:34:51 --> 00:34:52: We came up with a creative solution.  
00:34:52 --> 00:34:53: Next slide please.  
00:34:56 --> 00:34:59: And that creative solution was podium construction,  
00:34:59 --> 00:34:59: so.  
00:35:01 --> 00:35:05: The podium construction is essentially when you build on top  
00:35:05 --> 00:35:06: of a rated box,  
00:35:06 --> 00:35:08: and code gives you an extra story.  
00:35:08 --> 00:35:12: It's common in hotel and apartment construction.  
00:35:12 --> 00:35:14: The creative part in our case is that to our  
00:35:15 --> 00:35:19: knowledge this provision has never been used with an  
unlimited  
00:35:19 --> 00:35:22: area building on the left you can see what this  
00:35:22 --> 00:35:25: looks like for our building and the orange area is  
00:35:25 --> 00:35:28: the rated podium on the ground floor of the office  
00:35:28 --> 00:35:32: and the green area is the unlimited area building.  
00:35:32 --> 00:35:35: Notice it's only one to two stories that extend over  
00:35:35 --> 00:35:36: the top of that podium.  
00:35:36 --> 00:35:39: The picture on the right is a hallway at the  
00:35:39 --> 00:35:41: edge of the office podium.  
00:35:41 --> 00:35:44: And we added a formliner texture to the hallway to  
00:35:44 --> 00:35:47: add visual interest while still maintaining the fire rating of  
00:35:47 --> 00:35:49: the concrete panel.  
00:35:49 --> 00:35:50: Next slide, please.  
00:35:57 --> 00:36:00: Carter gave us a detailed design criteria to assist us  
00:36:00 --> 00:36:01: in our efforts.  
00:36:01 --> 00:36:03: One of them made items in this criteria was an  
00:36:03 --> 00:36:05: open three story grand Stair.  
00:36:05 --> 00:36:08: We worked with Aurora and came up with a code  
00:36:08 --> 00:36:12: compliant solution that penetrated the podium and is an open  
00:36:12 --> 00:36:13: stair for all three stories.  
00:36:13 --> 00:36:16: On the left is a photo from the second level  
00:36:16 --> 00:36:19: and on the right is an early design concept of  
00:36:19 --> 00:36:19: the stair.  
00:36:19 --> 00:36:21: We used to coordinate with Sun Cap,  
00:36:21 --> 00:36:24: Franklin, Karcher, and Aurora.  
00:36:24 --> 00:36:25: Next slide, please.  
00:36:30 --> 00:36:34: So another very important part of cartridge design guidelines  
was  
00:36:34 --> 00:36:36: their corporate colours.  
00:36:36 --> 00:36:38: Other corporate colors are Grays,  
00:36:38 --> 00:36:40: with a bright yellow accent.  
00:36:40 --> 00:36:41: It's the same color scheme,  
00:36:41 --> 00:36:43: they use on their equipment,

00:36:43 --> 00:36:46: so the next time you spot a grey vacuum cleaner  
00:36:46 --> 00:36:47: with a yellow accent.  
00:36:47 --> 00:36:50: You can you can be pretty sure where it came  
00:36:50 --> 00:36:53: from for this building they wanted us to use the  
00:36:53 --> 00:36:56: same palette throughout to really brand.  
00:36:56 --> 00:36:59: Their space so you can see some examples of that  
00:36:59 --> 00:37:02: they did interior branding and their cafeteria.  
00:37:02 --> 00:37:05: And also at their front reception desk and see the  
00:37:05 --> 00:37:07: splashes of yellow in those spaces and also on the  
00:37:07 --> 00:37:08: exterior.  
00:37:08 --> 00:37:10: You know we have bands of yellow all around the  
00:37:11 --> 00:37:12: exterior and in strategic spots.  
00:37:12 --> 00:37:15: And here you can see it highlighting a door in  
00:37:16 --> 00:37:19: some windows along with a yellow parapet cap that wraps  
00:37:19 --> 00:37:21: around the entire building.  
00:37:21 --> 00:37:22: Next slide, please.  
00:37:26 --> 00:37:29: Carter wanted to have a concrete exterior and interior in  
00:37:29 --> 00:37:31: their warehouse and manufacturing areas.  
00:37:31 --> 00:37:34: The only good way to do this and meet energy  
00:37:34 --> 00:37:36: code is with a sandwich panel.  
00:37:36 --> 00:37:38: Construction on the left you can see the detail for  
00:37:38 --> 00:37:42: this with a plastic tie running through the insulation in  
00:37:42 --> 00:37:45: the middle and holding the concrete together on either side,  
00:37:45 --> 00:37:47: which is why they called a sandwich panel.  
00:37:47 --> 00:37:50: The concrete sandwiches, the installation.  
00:37:50 --> 00:37:53: There are thousands of these plastic ties in the panels  
00:37:53 --> 00:37:55: all around this building on the right side you can  
00:37:55 --> 00:37:58: see a picture of a karcher panel before the back  
00:37:58 --> 00:38:00: half of the panel is poured.  
00:38:00 --> 00:38:02: And notice all the ties that sticking up from the  
00:38:02 --> 00:38:03: installation.  
00:38:06 --> 00:38:09: Alright, another energy consideration was daylighting.  
00:38:09 --> 00:38:11: By moving it the sorry next slide please.  
00:38:17 --> 00:38:19: Alright, here's the day lighting.  
00:38:19 --> 00:38:22: So another energy consideration was day lighting.  
00:38:22 --> 00:38:24: By moving the office components,  
00:38:24 --> 00:38:27: the Openoffice components towards the exterior and the  
walled off  
00:38:27 --> 00:38:30: office tired the interior were able to design A space  
00:38:30 --> 00:38:32: that allows daylight to reach everyone.  
00:38:32 --> 00:38:35: And here you can see an animation of how light  
00:38:35 --> 00:38:37: changes in the space throughout the day.

00:38:43 --> 00:38:44: Next slide, please.

00:38:51 --> 00:38:54: These pictures are actually two of my favourites from this project because they show just how well all of the design consultants were coordinated.

00:38:54 --> 00:38:57:

00:38:57 --> 00:39:00:

00:39:00 --> 00:39:02: The picture on the left is a sprinkler line doing a planned jog before the duct.

00:39:02 --> 00:39:04:

00:39:04 --> 00:39:07: It is missing was ever installed.

00:39:07 --> 00:39:10: All design consultants were drafting in 3D on this project and routinely sharing sending us their models and we were sending ours to them and this coordination allowed a lot of potential field issues to be solved before they ever became an issue out on site.

00:39:10 --> 00:39:13:

00:39:14 --> 00:39:17:

00:39:17 --> 00:39:21:

00:39:21 --> 00:39:23:

00:39:23 --> 00:39:24: Next slide, please.

00:39:29 --> 00:39:32: Another advantage to having a well developed 3D model on this project is that it is easy to do visualizations for our clients.

00:39:32 --> 00:39:35:

00:39:35 --> 00:39:36:

00:39:36 --> 00:39:39: For example, the slide on the left was a click design rendering we did for Karcher early in the process, and the image on the right was taken just a few weeks ago.

00:39:39 --> 00:39:42:

00:39:42 --> 00:39:44:

00:39:44 --> 00:39:45:

00:39:45 --> 00:39:47: So in this case, like Mike said, what what cards are expected and will shown is is what they got.

00:39:47 --> 00:39:51:

00:39:51 --> 00:39:52:

00:39:52 --> 00:39:53: Next slide, please.

00:40:01 --> 00:40:05: Alright, at this point I'm going to grab the screen here and we can fly through the building.

00:40:05 --> 00:40:09:

00:40:11 --> 00:40:14: Please can you see my screen?

00:40:14 --> 00:40:16: Yes Rob, thank you fabulous, alright?

00:40:16 --> 00:40:17:

00:40:20 --> 00:40:24: So this is a rendered animation looking South at the office building.

00:40:24 --> 00:40:26:

00:40:26 --> 00:40:28: Transitioning to actual footage of the same area from just a few weeks ago.

00:40:28 --> 00:40:29:

00:40:32 --> 00:40:35: Through the front door is the lobby and reception desk and we just passed through a rated door that is part of the podium assembly.

00:40:35 --> 00:40:38:

00:40:38 --> 00:40:40:

00:40:40 --> 00:40:44: This strategy allowed us to keep the Grand stair open. The Grand Stair has continuous glazing along the exterior wall, allowing Oopsy Daisy. That video stopped allowing for. Lots of natural light and as we come up to the second floor here you can see the tea,

00:40:44 --> 00:40:48:

00:40:48 --> 00:40:53:

00:40:53 --> 00:40:56:

00:40:56 --> 00:40:59:

00:40:59 --> 00:41:00: kitchen and break room.

00:41:03 --> 00:41:05: As we approach the stair from the other side,

00:41:05 --> 00:41:09: we see the pattern of vertical light fixtures we used

00:41:10 --> 00:41:13: along the East wall of the Grand Stair.

00:41:13 --> 00:41:16: The third story Tea Kitchen is the same general layout

00:41:16 --> 00:41:18: and color scheme as the second story.

00:41:18 --> 00:41:23: And we're about to jump into the corner conference room

00:41:23 --> 00:41:29: that has great views of the mountains and also overlooks

00:41:29 --> 00:41:30: Diia.

00:41:30 --> 00:41:33: All right now walking out of that conference room.

00:41:33 --> 00:41:36: We were just in. This is one of the four

00:41:36 --> 00:41:39: Openoffice areas Karcher wanted to give.

00:41:39 --> 00:41:43: All of their employees access to hoops.

00:41:43 --> 00:41:47: Natural light semi transparent roller shades.

00:41:47 --> 00:41:52: Are available at each window to control glare.

00:41:52 --> 00:41:56: And here is an overall shot of the open office.

00:41:56 --> 00:41:59: Back to the lobby off to the right.

00:41:59 --> 00:42:03: This is cartridge showroom with a variety of different floor

00:42:03 --> 00:42:06: finishes to showcase their different cleaning products.

00:42:09 --> 00:42:12: This is a rendering of the production plant.

00:42:12 --> 00:42:14: And here is a photo of the same.

00:42:17 --> 00:42:20: Now again, Karcher wanted natural light for all of their

00:42:20 --> 00:42:21: employees,

00:42:21 --> 00:42:23: and so as we come around this corner,

00:42:23 --> 00:42:26: look at all those skylights above these.

00:42:26 --> 00:42:29: Let in lots of natural light into this area and

00:42:29 --> 00:42:30: they were a custom build.

00:42:30 --> 00:42:34: Bring did a great job executing on this challenging detail,

00:42:34 --> 00:42:37: and here's a photo of the finished product.

00:42:40 --> 00:42:43: Alright, back to the first floor office.

00:42:43 --> 00:42:46: This is Carter's lunch room.

00:42:46 --> 00:42:50: Here's the serving line and behind the wall on the

00:42:50 --> 00:42:53: left is a commercial kitchen.

00:42:53 --> 00:42:55: And again, culture was great at branding in their space,

00:42:55 --> 00:42:57: even down to the color of the chairs.

00:43:01 --> 00:43:04: This is a live shot of the concrete formliner I

00:43:04 --> 00:43:05: was talking about before.

00:43:05 --> 00:43:07: At the podium we wanted to add a unique texture

00:43:07 --> 00:43:09: along the back of the first floor.

00:43:11 --> 00:43:13: My coworker really knocked it out of the park on

00:43:14 --> 00:43:15: this final animation.

00:43:15 --> 00:43:19: You can see here it goes to a nighttime rendering.

00:43:19 --> 00:43:22: And then transitions.  
00:43:22 --> 00:43:23: To an actual nighttime shot.  
00:43:23 --> 00:43:27: So again we we provided what what culture was expecting  
00:43:27 --> 00:43:28: an with that,  
00:43:28 --> 00:43:31: I'm going to stop sharing an past the virtual Mike  
00:43:31 --> 00:43:34: to the man who built it at Eric Hartzell with  
00:43:34 --> 00:43:36: Brinkmann Constructors.  
00:43:38 --> 00:43:41: A team will wait until we get the slides back  
00:43:41 --> 00:43:44: up and back to the balance of the presentation.  
00:43:44 --> 00:43:46: But in America, Heart Soul,  
00:43:46 --> 00:43:50: Senior Project manager Brinkman. This was a really fun  
project.  
00:43:50 --> 00:43:53: This was a design build project so.  
00:43:53 --> 00:43:57: Rickman held the contract for the design team all the  
00:43:57 --> 00:44:01: way throughout all different trades where Malcolm and then  
had  
00:44:01 --> 00:44:06: several design build mechanical electrical partners that really  
contributed to  
00:44:06 --> 00:44:09: a one stop shop that allowed us to control the  
00:44:09 --> 00:44:11: budget right out of the base.  
00:44:11 --> 00:44:13: We got some great information early on,  
00:44:13 --> 00:44:15: so my time got squeezed a bit,  
00:44:15 --> 00:44:18: so I'm going to cruise through next slide,  
00:44:18 --> 00:44:18: please.  
00:44:21 --> 00:44:23: Real quick hit on the schedule.  
00:44:23 --> 00:44:26: Started earthwork about a month later.  
00:44:26 --> 00:44:29: We had a pad built ready to lay out 300,000  
00:44:29 --> 00:44:31: square feet of concrete.  
00:44:31 --> 00:44:35: Started forming panels. Took us a couple months or just  
00:44:35 --> 00:44:38: about six months to get the slab down.  
00:44:38 --> 00:44:44: About two months later we had the office panels erected.  
00:44:44 --> 00:44:46: And then cruised in dried in.  
00:44:46 --> 00:44:48: Had Karcher ready in early November,  
00:44:48 --> 00:44:52: to move in? By that time we'd pour over 10,000  
00:44:52 --> 00:44:53: yards of concrete,  
00:44:53 --> 00:44:58: and had Karcher, then ready to move into the office  
00:44:58 --> 00:44:59: in February?  
00:44:59 --> 00:45:00: Next slide, please.  
00:45:03 --> 00:45:06: Part of the slab is common in Colorado.  
00:45:06 --> 00:45:10: We had to recondition and recompact 8 foot of soil  
00:45:10 --> 00:45:13: and then the soil that we had had a pretty  
00:45:13 --> 00:45:15: extensive optimal moisture content.  
00:45:15 --> 00:45:19: So you want to avoid the swelling that is so

00:45:19 --> 00:45:20: common in Colorado,  
00:45:20 --> 00:45:23: so we had to put a 6 inch structural cap  
00:45:23 --> 00:45:26: on top of that building to or excuse me.  
00:45:26 --> 00:45:30: On top of that soil to keep moisture under control  
00:45:30 --> 00:45:33: as you're laying out 300,000 square feet.  
00:45:33 --> 00:45:36: Often in condition the whole thing,  
00:45:36 --> 00:45:39: but we were going to lose significant amounts of moisture  
00:45:39 --> 00:45:40: to evaporation.  
00:45:40 --> 00:45:42: As I noted, about 21%  
00:45:42 --> 00:45:45: optimal moisture content, so we place that cap on that  
00:45:45 --> 00:45:46: cap,  
00:45:46 --> 00:45:49: then meant that we needed to pump the entire slab,  
00:45:49 --> 00:45:51: get the pump down, get footings down.  
00:45:51 --> 00:45:53: Next slide, please.  
00:45:56 --> 00:46:01: I got through had really great success with this arclabs  
00:46:01 --> 00:46:05: ended up with a 88 FFFL score which basically means  
00:46:05 --> 00:46:08: there's about a 16th of an inch variance over 10  
00:46:08 --> 00:46:12: feet, which is a quite flat slab on their super  
00:46:12 --> 00:46:16: flat computer slabs that are right in the range of  
00:46:16 --> 00:46:19: what we ended up producing and then that slab is  
00:46:19 --> 00:46:23: ultimately the form for the face of your concrete.  
00:46:23 --> 00:46:26: So that was a critical component.  
00:46:26 --> 00:46:27: We do pours up too.  
00:46:27 --> 00:46:30: 30,000 square feet and 500 yards at a time.  
00:46:30 --> 00:46:34: I those usually start around 2:00 AM and then finish  
00:46:34 --> 00:46:35: mid afternoon.  
00:46:35 --> 00:46:37: Next slide, please.  
00:46:39 --> 00:46:43: Rob noted the connectors in the sandwich panels.  
00:46:43 --> 00:46:46: Each of these connectors on about 2 foot centers has  
00:46:46 --> 00:46:50: a pull out capacity of a little over 2800 pounds,  
00:46:50 --> 00:46:53: which is critical that these all work correctly.  
00:46:53 --> 00:46:57: As you're getting ready to erect a panel that weighs  
00:46:57 --> 00:46:59: nearly 200,000 pounds.  
00:46:59 --> 00:47:02: So we have a virtual torque wrench if you will  
00:47:02 --> 00:47:06: that tested each one of these fiber connectors and then  
00:47:06 --> 00:47:08: pour the top slab and went vertical.  
00:47:08 --> 00:47:10: Next slide please.  
00:47:13 --> 00:47:16: Site logistics was huge, just being able to support a  
00:47:16 --> 00:47:20: crane that weighs little over 450,000 pounds with a 200,000  
00:47:20 --> 00:47:21: pound panel.  
00:47:21 --> 00:47:24: By the time you have all the rigging and other  
00:47:24 --> 00:47:25: components,



00:47:25 --> 00:47:26: lot of work. Next slide please.

00:47:30 --> 00:47:33: An all this took place in one of the wettest

00:47:33 --> 00:47:34: months of the year,

00:47:34 --> 00:47:38: which happens in May. Which is it's common to get

00:47:38 --> 00:47:38: moisture,

00:47:38 --> 00:47:42: but it was the wettest may in in few decades

00:47:42 --> 00:47:44: in Colorado also one of the coldest.

00:47:44 --> 00:47:48: So we incorporated crane mats and brought in over 3500

00:47:48 --> 00:47:51: tons of gravel to allow full time fire access which

00:47:51 --> 00:47:55: is a requirement of Aurora throughout this project.

00:47:55 --> 00:47:56: Next slide please.

00:48:02 --> 00:48:04: Steel went quick, six 300,000 square feet,

00:48:04 --> 00:48:07: so the equivalent of about 6 football fields.

00:48:07 --> 00:48:09: Just to give you some perspective,

00:48:09 --> 00:48:12: we were able to get joists and girders up in

00:48:12 --> 00:48:13: about four weeks,

00:48:13 --> 00:48:17: deck it out to finish our diagram and then start

00:48:17 --> 00:48:18: on the office side.

00:48:18 --> 00:48:19: Next slide, please.

00:48:22 --> 00:48:27: Maintaining an excellent floor is critical for appearance and

00:48:27 --> 00:48:31: functionality,

00:48:31 --> 00:48:35: so we were continually using Karcher floor equipment to

00:48:35 --> 00:48:37: keep

00:48:35 --> 00:48:37: and scrub this floor and maintain a nice polished finish

00:48:37 --> 00:48:38: that still looks great today.

00:48:37 --> 00:48:38: Next slide, please.

00:48:42 --> 00:48:45: Had some cost savings in a mechanical fastened roof that

00:48:45 --> 00:48:48: then also we hit weather we had significant snows in

00:48:48 --> 00:48:49: mid October,

00:48:49 --> 00:48:52: which is a little bit earlier than we often see

00:48:52 --> 00:48:53: in Colorado.

00:48:53 --> 00:48:56: But this product went down quick and we were able

00:48:56 --> 00:48:58: to get dry and get ready for Carter to move

00:48:58 --> 00:48:59: in next slide,

00:48:59 --> 00:49:00: please.

00:49:03 --> 00:49:05: That face down panel that we talked about,

00:49:05 --> 00:49:08: it's critical to get the texture corrected.

00:49:08 --> 00:49:11: You're looking down at 600 foot run of building.

00:49:11 --> 00:49:13: You're going to see a lot of flashing,

00:49:13 --> 00:49:15: so that was a key aspect to check.

00:49:15 --> 00:49:18: Double check Patch and make sure that we ended up

00:49:18 --> 00:49:19: with a great finish,

00:49:19 --> 00:49:22: especially with the dark finishes that Carter had really was

00:49:22 --> 00:49:25: a challenge that I think we were able to accomplish  
00:49:25 --> 00:49:26: pretty successfully.  
00:49:26 --> 00:49:27: Next slide, please.  
00:49:30 --> 00:49:33: Basic tilt up. I won't go into the details just  
00:49:33 --> 00:49:34: due to time,  
00:49:34 --> 00:49:37: but you have poor backs and then our goal was  
00:49:37 --> 00:49:39: to get dried in as soon as we can.  
00:49:39 --> 00:49:42: So we erected steel and then ended up pouring our  
00:49:42 --> 00:49:44: slab for the office after Steel was up.  
00:49:44 --> 00:49:45: Next slide please.  
00:49:48 --> 00:49:52: Dark squandered get drainage towards the building on  
Hardscape.  
00:49:52 --> 00:49:55: As soon as we could and then while all this  
00:49:55 --> 00:49:56: was going on,  
00:49:56 --> 00:49:58: we had just under 2 miles of curb and gutter  
00:49:58 --> 00:50:00: and Valley pans going in.  
00:50:00 --> 00:50:01: Next slide please.  
00:50:04 --> 00:50:07: The office the entire structure was tilt,  
00:50:07 --> 00:50:10: so three story panels a little over 50 foot tall,  
00:50:10 --> 00:50:12: weighing close to 200,000 pounds.  
00:50:12 --> 00:50:15: By reading the Times and riggings all in.  
00:50:15 --> 00:50:19: So we needed to support those from the inside so  
00:50:19 --> 00:50:22: we could get that crane up tight to the building  
00:50:22 --> 00:50:24: and wouldn't be extending that pic.  
00:50:24 --> 00:50:26: So we had to brace the inside,  
00:50:26 --> 00:50:30: get everything erected and then swap that port of those  
00:50:30 --> 00:50:34: panels over to the extra the building until we can  
00:50:34 --> 00:50:35: get our steel in.  
00:50:35 --> 00:50:36: Next slide, please.  
00:50:40 --> 00:50:44: As Rob noted, 3 hour rating is a lot of  
00:50:44 --> 00:50:46: fire proofing so.  
00:50:46 --> 00:50:48: For second time. Next slide please.  
00:50:51 --> 00:50:55: And then interior finishes as we're scrambling through a  
commercial  
00:50:55 --> 00:50:55: kitchen,  
00:50:55 --> 00:50:57: has a lot of unique aspects.  
00:50:57 --> 00:51:01: A three story atrium is a pretty extensive interior structure  
00:51:01 --> 00:51:03: to build and getting rolling,  
00:51:03 --> 00:51:05: but the team was able to pull it off so  
00:51:05 --> 00:51:06: that said,  
00:51:06 --> 00:51:08: I'll turn it back to Tom.  
00:51:11 --> 00:51:13: Thank you, Eric.

00:51:13 --> 00:51:17: Detail there, appreciate that.  
00:51:17 --> 00:51:19: So that's kind of the Q&A time.  
00:51:19 --> 00:51:22: If people want to post some chats,  
00:51:22 --> 00:51:23: feel free to do that.  
00:51:23 --> 00:51:27: In the meantime, I'll just start with a couple things  
00:51:28 --> 00:51:31: that I think the audience might be interested in.  
00:51:31 --> 00:51:36: Kristen this start with you from the cartridge perspective.  
00:51:36 --> 00:51:40: Could you maybe share how well your your facilities been  
00:51:40 --> 00:51:42: received by the Carter team?  
00:51:42 --> 00:51:46: And how did you manage going through locating?  
00:51:46 --> 00:51:49: Manufacturing and your personnel an retention.  
00:51:49 --> 00:51:52: Since you were with people across the country,  
00:51:52 --> 00:51:57: great. So first staff. How are employees receiving the facility?  
00:51:57 --> 00:52:01: Our employees are extremely proud of the facility we have  
00:52:01 --> 00:52:04: been spread out over 5 locations for so long.  
00:52:04 --> 00:52:08: All of the other locations that were in except for  
00:52:08 --> 00:52:10: one are actually owned by somebody else.  
00:52:10 --> 00:52:15: So to actually have a facility that was designed and  
00:52:15 --> 00:52:17: built specifically for us.  
00:52:17 --> 00:52:20: It's just a huge milestone for us in the US.  
00:52:20 --> 00:52:22: We are still in the process.  
00:52:22 --> 00:52:26: Unfortunately, COVID-19 slowed us down a little bit in terms  
00:52:26 --> 00:52:29: of getting everybody into the facility,  
00:52:29 --> 00:52:32: so we're still in the process of doing that,  
00:52:32 --> 00:52:34: but it's been going very well.  
00:52:34 --> 00:52:38: It's been very successful. We are now shipping product to  
00:52:38 --> 00:52:42: our customers out of the facility and just continuing to  
00:52:42 --> 00:52:46: continuously move more and more employees in,  
00:52:46 --> 00:52:48: so we anticipate that continuing.  
00:52:48 --> 00:52:52: Probably through October to get all three facilities over,  
00:52:52 --> 00:52:56: but it's been great. It's been a great experience and  
00:52:56 --> 00:53:01: a lot of pride generated from the employees from it.  
00:53:01 --> 00:53:05: That's great, so Mike. That tells you did a great  
00:53:05 --> 00:53:05: app.  
00:53:05 --> 00:53:07: Everybody did a great job.  
00:53:07 --> 00:53:10: It's been an amazing process to go through.  
00:53:10 --> 00:53:12: So Mike, you touched on this just a little bit  
00:53:12 --> 00:53:13: of these lines.  
00:53:13 --> 00:53:17: You talked about relationships and the experts that obviously  
00:53:17 --> 00:53:19: you  
00:53:17 --> 00:53:19: and your team have to bring to a project.  
00:53:19 --> 00:53:22: And that's key key component in your get selected.

00:53:22 --> 00:53:25: They the client has to trust you bringing a lot  
00:53:25 --> 00:53:26: of value to him.  
00:53:26 --> 00:53:30: So here you already work with the company except  
Germany.  
00:53:30 --> 00:53:33: Lot of things they probably didn't understand that our market  
00:53:33 --> 00:53:36: can you maybe describe a little detail how you manage  
00:53:36 --> 00:53:37: that process?  
00:53:37 --> 00:53:39: Client.  
00:53:39 --> 00:53:40: It was it was there.  
00:53:40 --> 00:53:44: There are multiple concepts in the states that that is  
00:53:44 --> 00:53:49: not there aren't recognized in Europe title insurance and  
entitled  
00:53:49 --> 00:53:50: Paula season,  
00:53:50 --> 00:53:54: just the basic fundamental approach to how we set up  
00:53:54 --> 00:53:58: a project and an and assurances and and holdbacks on  
00:53:58 --> 00:54:01: on land purchase values that that we we we sit  
00:54:01 --> 00:54:05: on until the adjacent property owners perform and and so  
00:54:05 --> 00:54:08: there was just there's multiple,  
00:54:08 --> 00:54:11: you know. Discussions that were more than just the here's  
00:54:11 --> 00:54:14: what we want and how we're going to do it.  
00:54:14 --> 00:54:15: You know it, you know,  
00:54:15 --> 00:54:18: part of our scope of service was to was to  
00:54:18 --> 00:54:21: work with with the land seller with the with in  
00:54:21 --> 00:54:24: with Yuri and his team in the city Aurora to  
00:54:24 --> 00:54:28: to do a handful of of of additional.  
00:54:28 --> 00:54:31: Item similar to like we have a street now named  
00:54:31 --> 00:54:34: Carter Way that's on the West side of the property  
00:54:34 --> 00:54:37: that was not contemplated going in an and it was,  
00:54:37 --> 00:54:40: you know, in addition along the way and and just  
00:54:40 --> 00:54:43: the fundamental steps it takes to go through that and  
00:54:43 --> 00:54:46: explaining those to to burn to Mills,  
00:54:46 --> 00:54:48: you know, through the process you know it.  
00:54:48 --> 00:54:51: You know it went very well and and you know  
00:54:51 --> 00:54:54: there there was a lot of collaboration on on how  
00:54:54 --> 00:54:57: to make the you know the end result look like  
00:54:57 --> 00:55:00: it does now. Yep, appreciate that.  
00:55:00 --> 00:55:03: So one question I got on the design side so  
00:55:03 --> 00:55:07: Rob can you and maybe Eric you have to be  
00:55:07 --> 00:55:08: sent here too.  
00:55:08 --> 00:55:13: They wanted to know how did the office corner work  
00:55:13 --> 00:55:15: using tilt panels.  
00:55:15 --> 00:55:19: Sure, this was actually a real fun detail here,  
00:55:19 --> 00:55:22: so the office corner right here.

00:55:22 --> 00:55:24: This is entirely curtain wall,  
00:55:24 --> 00:55:28: right? So these panels are actually being supported.  
00:55:28 --> 00:55:33: That this is the coolest column of my entire career.  
00:55:33 --> 00:55:36: This column runs all the way down.  
00:55:36 --> 00:55:38: And actually penetrates down for the podium.  
00:55:38 --> 00:55:40: Now remember, Eric said he had.  
00:55:40 --> 00:55:43: Do you have to have three hour rated down at  
00:55:43 --> 00:55:43: the podium,  
00:55:43 --> 00:55:47: right? So this this column is actually wrapped in concrete  
00:55:47 --> 00:55:49: and then wrapped again in tube steel down at the  
00:55:49 --> 00:55:51: corner there and then as you go up,  
00:55:51 --> 00:55:54: you no longer have that rating requirement,  
00:55:54 --> 00:55:56: so it goes back to a normal tube steel column  
00:55:56 --> 00:55:59: and that column is also supporting all of these concrete  
00:55:59 --> 00:56:02: panels tying into it up here at the corners.  
00:56:02 --> 00:56:04: So it's it's it's. Yeah like I said by far  
00:56:04 --> 00:56:07: the coolest column I've had the pleasure of.  
00:56:07 --> 00:56:09: Collaborating with structural on and working on in my in  
00:56:09 --> 00:56:09: my career,  
00:56:09 --> 00:56:12: Eric, I don't know if you have anything else you  
00:56:12 --> 00:56:13: want to add there.  
00:56:13 --> 00:56:16: Now it's just a challenge to do the logistics of  
00:56:16 --> 00:56:19: building that 'cause you want to build a rectangle out  
00:56:19 --> 00:56:21: of concrete in the direct that.  
00:56:21 --> 00:56:23: Well now you have an open ended rectangle as you  
00:56:23 --> 00:56:24: have that panel,  
00:56:24 --> 00:56:27: so it took a lot of additional shoring work.  
00:56:27 --> 00:56:29: A lot of logistics then to get your shit out  
00:56:29 --> 00:56:32: of the way you're trying to negotiate that panel so  
00:56:32 --> 00:56:33: it was a challenge,  
00:56:33 --> 00:56:36: but it's something we're really proud of.  
00:56:36 --> 00:56:38: How it turned out, it looks great.  
00:56:38 --> 00:56:40: Yeah, good question from the audience,  
00:56:40 --> 00:56:43: Yuri. I got one question for you.  
00:56:43 --> 00:56:47: So. City guys handle companies coming and talking to you  
00:56:48 --> 00:56:49: about incentives.  
00:56:49 --> 00:56:53: Can you talk through what's the best approach for them  
00:56:53 --> 00:56:53: too?  
00:56:53 --> 00:56:56: If they, if they want to consider or how,  
00:56:56 --> 00:57:01: what's the best process for them to approach you?  
00:57:01 --> 00:57:05: Thanks Tom, you know we were easily reachable.  
00:57:05 --> 00:57:07: I'd like to think so.

00:57:07 --> 00:57:10: I think when when companies are looking,  
00:57:10 --> 00:57:14: you know at the Denver Metro area,  
00:57:14 --> 00:57:18: I think if they want to use that central resource  
00:57:18 --> 00:57:23: through through a variety of online resources and get to  
00:57:23 --> 00:57:23: us,  
00:57:23 --> 00:57:28: that's great. We have a website where on social media  
00:57:28 --> 00:57:32: you know I'm on LinkedIn obviously so.  
00:57:32 --> 00:57:35: I think a lot of times companies don't recognize that  
00:57:36 --> 00:57:38: that we we can be there along the way,  
00:57:38 --> 00:57:41: and I think there's some misperception.  
00:57:41 --> 00:57:43: I'll call it that, you know,  
00:57:43 --> 00:57:47: we're only there to kind of come in and promote.  
00:57:47 --> 00:57:49: You know the deal after it's done,  
00:57:49 --> 00:57:51: and it's certainly not that way.  
00:57:51 --> 00:57:54: So I all I can say is just if people  
00:57:54 --> 00:57:58: are mindful to to reach out to their local economic  
00:57:58 --> 00:58:02: development firms wherever you are and get them involved.  
00:58:02 --> 00:58:04: I think we can. We can all work together and  
00:58:04 --> 00:58:06: and pull off these kind of projects.  
00:58:08 --> 00:58:10: So write a time.  
00:58:13 --> 00:58:16: We very, I think we've had most of the the  
00:58:16 --> 00:58:17: topics,  
00:58:17 --> 00:58:21: and unfortunately I can't take anymore questions this time,  
00:58:21 --> 00:58:23: but I want to thank all the panelists.  
00:58:23 --> 00:58:27: Thanks so much for taking the time to put this  
00:58:27 --> 00:58:31: presentation together and for telling the story of how listing  
00:58:31 --> 00:58:33: out together in car.  
00:58:33 --> 00:58:35: True, thank you for picking parado.  
00:58:35 --> 00:58:39: And yes, we wish you the best in your facility  
00:58:39 --> 00:58:42: and success in your North America pursuits.  
00:58:42 --> 00:58:47: So with that we will say bye and thank everybody  
00:58:47 --> 00:58:49: for joining the.  
00:58:49 --> 00:58:53: Then today. Thanks everyone, thank you that wonderful day.

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