

# 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: The picture on the left is a sprinkler line doing a planned jog before the duct.

00:38:57 --> 00:39:00: It is missing was ever installed.

00:39:00 --> 00:39:02: 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.

00:39:02 --> 00:39:04: Next slide, please.

00:39:04 --> 00:39:07: Another advantage to having a well developed 3D model on this project is that it is easy to do visualizations for our clients.

00:39:07 --> 00:39:10: 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.

00:39:10 --> 00:39:13: So in this case, like Mike said, what what cards are expected and will shown is is what they got.

00:39:14 --> 00:39:17: Next slide, please.

00:39:17 --> 00:39:21: Alright, at this point I'm going to grab the screen here and we can fly through the building.

00:39:21 --> 00:39:23: Please can you see my screen?

00:39:23 --> 00:39:24: Yes Rob, thank you fabulous, alright?

00:39:29 --> 00:39:32: So this is a rendered animation looking South at the office building.

00:39:32 --> 00:39:35: Transitioning to actual footage of the same area from just a few weeks ago.

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

00:39:36 --> 00:39:39: This strategy allowed us to keep the Grand stair open.

00:39:39 --> 00:39:42: The Grand Stair has continuous glazing along the exterior wall, allowing Oopsy Daisy. That video stopped allowing for.

00:39:42 --> 00:39:44: Lots of natural light and as we come up to the second floor here you can see the tea,

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

00:39:45 --> 00:39:47:

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

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

00:39:52 --> 00:39:53:

00:40:01 --> 00:40:05:

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

00:40:11 --> 00:40:14:

00:40:14 --> 00:40:16:

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

00:40:20 --> 00:40:24:

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

00:40:26 --> 00:40:28:

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

00:40:32 --> 00:40:35:

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

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

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

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.

---

*This video transcript has been machine-generated, so it may not be accurate. It is for personal use only. Reproduction or use without written permission is prohibited. If you have a correction or for permission inquiries, please contact [\[email protected\]](#).*