

# PATTILLO

CONSTRUCTION CORPORATION  
SERVING INDUSTRY SINCE 1950

**YOUR INDUSTRIAL PROSPECT WANTS A NEW BUILDING.**  
**WHAT'S IMPORTANT?**

April 18, 2018



# Agenda

- **What's New with Pattillo Construction?**

- Company Update
- Project Highlights

- **Project Feasibility Assessment**

- Pre-Development / Site Selection
- Budget Estimates / Preliminary Project Schedules

- **Building Construction 101**

- Project Delivery Methods
- Building Scope / Specs

- **Questions?**

**John Drake** | *Vice President, Business Development*

**Otis Aleman** | *Pre-Development Services*

**David Brazell** | *Director, Field Operations*

# We Build Relationships, Not Just Buildings.



## LEADERSHIP

Family owned and operated independent General Contractor founded in 1950, led by fourth generation Owner, Bree Pattillo.



## ACCOUNTABILITY

More than 6 decades industry experience, we have a reputation for honoring our commitments and exceeding expectations for successful project completion.



## EXPERIENCE

Instrumental to the Southeast Industrial boom, we built over 1,000 facilities, totaling up to 75,000,000 SF bringing opportunities for growth, jobs and manufacturing.

## CONSTRUCTION SERVICES

### Pre-Development

- site analysis + test fit
- site planning
- master planning
- existing facility evaluation +
- survey programming
- cost estimating + value engineering
- Scheduling

### Design + Engineering

- architectural design
- space planning + interior design
- warehouse planning + design
- permit plans + construction docs
- BIM technology

### Construction

- build-to-suit
- renovation + expansion
- manufacturing | industrial
- distribution | supply chain
- interiors | renovation

### Construction Management

- Estimating + scheduling
- vendor pre-qualification
- bid management + evaluation
- budget control
- field management
- safety program management
- start-up + commissioning services

### EPCM

- engineering
- procurement
- construction management
- process equipment & piping
- equipment vendor coordination



# Project Highlights

Active Projects 2018

Corvaglia Closures • Newnan, GA

Kings Hawaiian • Flowery Branch, GA

Livingston • Hapeville, GA

GKN Age Oven • Orangeburg, SC

Exhibitus Expansion • Tucker, Georgia

Lambert Farms • McDonough, GA

Welding Services • Norcross, GA

Asahi • Lawrenceville, GA

Aerotropolis North • Atlanta, GA

Armstrong • Atlanta, GA

KCI Technologies • Atlanta, GA

Fresenius • Lilburn, GA

KIK Custom Products • Gainesville, GA

Bard Parking Expansion • Covington, GA

MRI Design • Alpharetta, GA

Brinks • Norcross, GA

Shimano DC Office Reno • Ladson, SC

Refrigiwear • Dahlonega, GA

Ceradyne Impregnation • Clarkston, GA

Foodmate Expansion • Ball Ground, GA

Jaipur Living • 180,000 SF • Acworth, Georgia



KSM Castings Group • 53,000 SF • Shelby, NC



Kubota Tractor Expansion • 620,000 SF • Jefferson, Georgia



Oeschler Adidas Speed Factory • 75,000 SF • Acworth, Georgia



CR Bard Phase II Expansion • 100,745 SF • Covington, GA



Bitzer US Expansion • 54,000 SF • Flowery Branch, GA



Completed Projects 2017

Click Image for Construction Video



# Industrial Buildings 101

## **Set the Stage for Success:** Pre-development for Prospective Projects

# Key Process Drivers for Successful Site Selection

Step 1

[**Be**]

## DEFINE

- **Be Proactive** [understand your client's request]
- **Be Informed** [know your "sector of fire" and know your "force projection"]
- **Be Prepared** [perform a initial evaluation of proposed properties]
- **Be Certified** [obtain any additional site certifications available]

Prepare and Identify



Step 2

[**Know**]

## EVALUATE

- **Know Site Conditions** [property areas, stream/wetlands, setbacks, covenants, transportation/utility infrastructure, etc.]
- **Know Your Strengths** [great labor, low taxes, zoning, plenty of utility capacity, etc.]
- **Know Your Support Team** [county/state leadership, educational highlights, etc.]
- **Know Your Initial Incentive Capabilities** [grants, real estate price, etc.]
- **Know Your Permitting Timeline**

Implement Course of Action



Step 3

[**Do**]

## PROCURE

- **Do All Necessary Process Investigations and Assessments** [useable area, wetland / stream delineation, soil / geotechnical evaluations, environmental site assessments, utility infrastructure analysis, site-civil schematic design, historical information, cultural resources and endangered species]
- **Do Incentives Affidavit** [negotiate prospect incentives proposals]

Seize the Opportunity



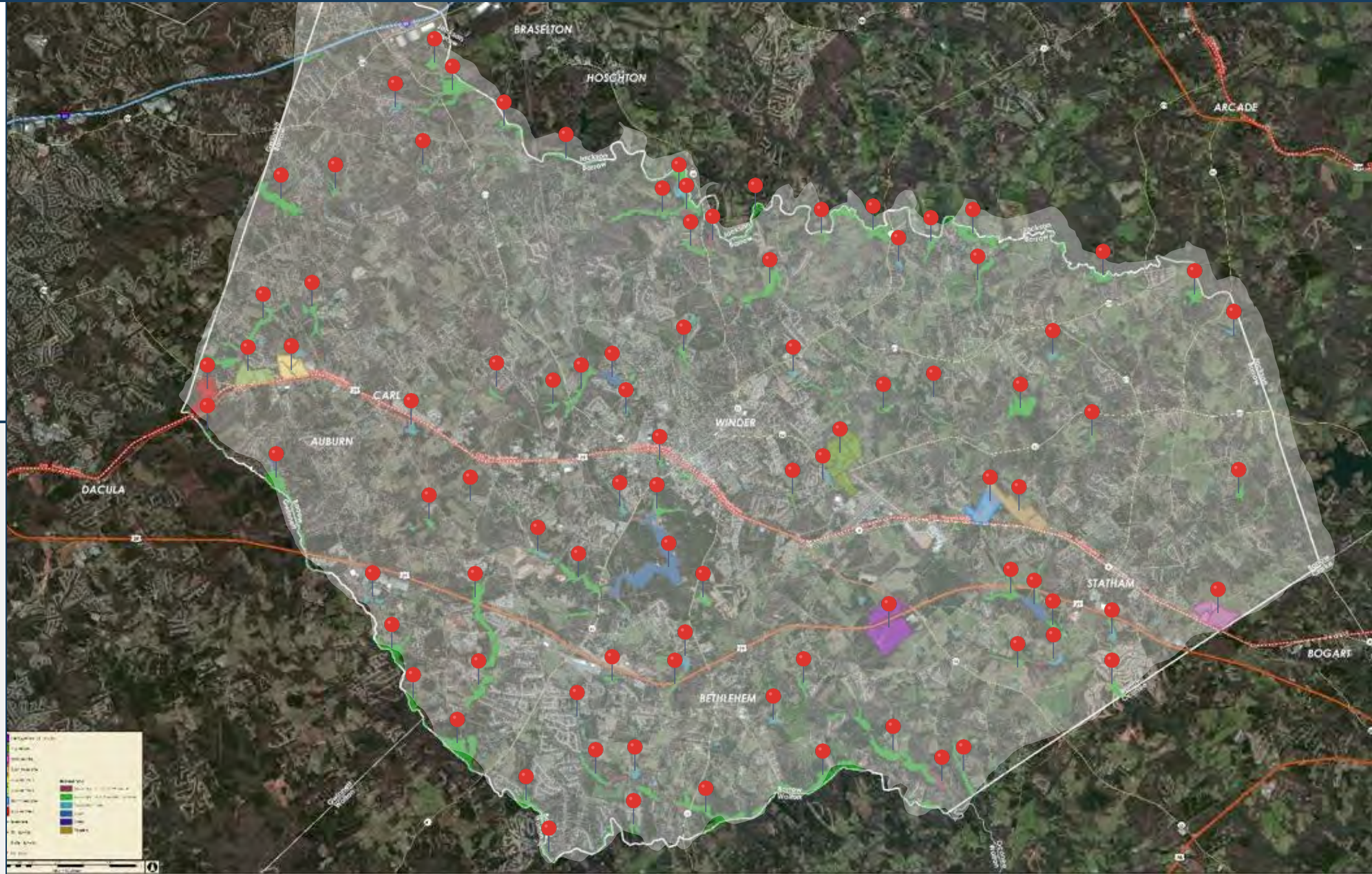
# Hit The Ground Running - What You Need To Know

## Site Selection

- Due Diligence Coordination
- GRAD qualifications
- Letters of Availability
- Rail Service
- Cultural Resources
- Environmental Site Assessments
- Development of Regional Impact
- FEMA Georgia Department of Transportation
- Special Permits
- Covenants

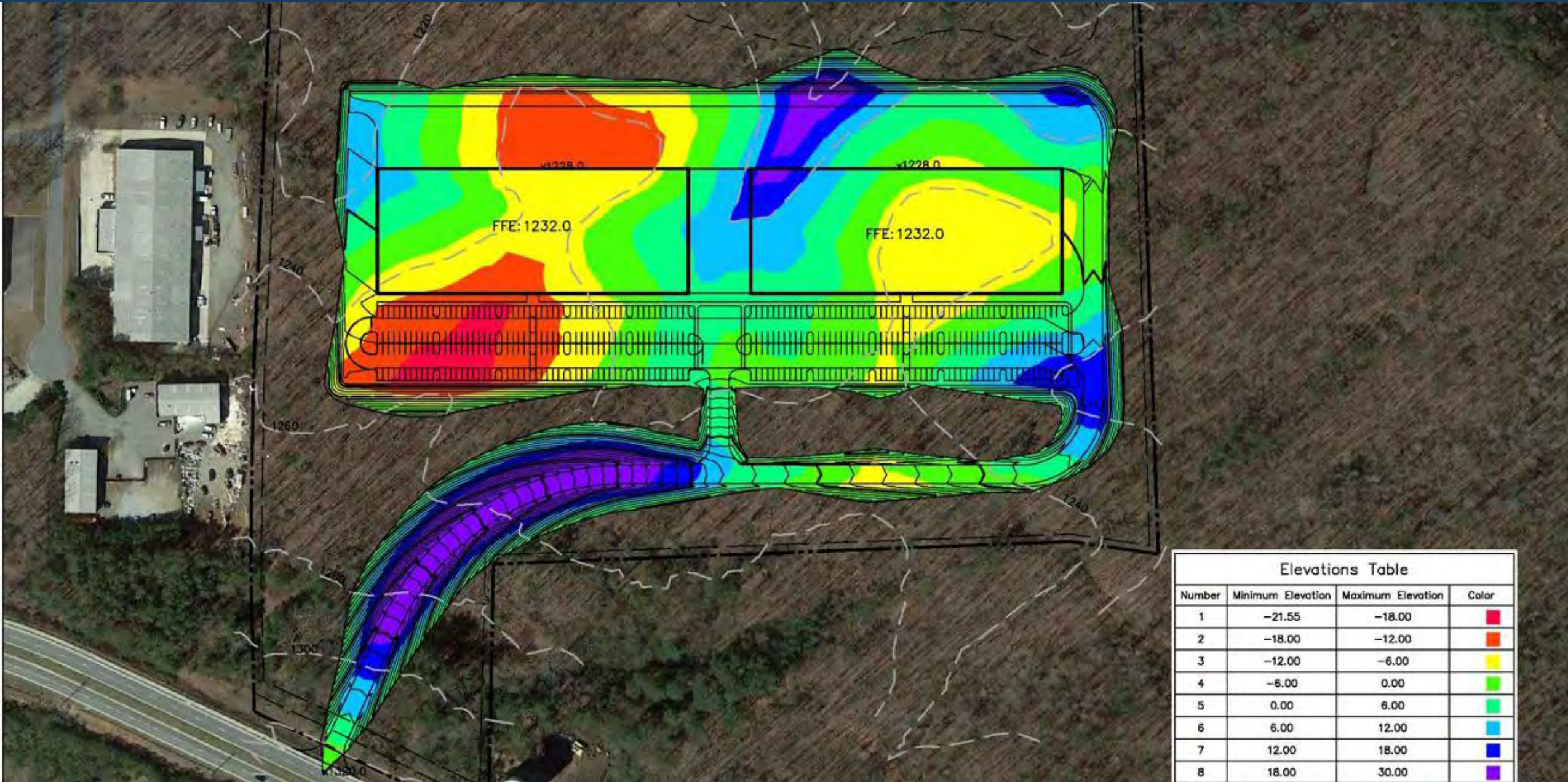
## Pre-Development

- Feasibility Studies
- Survey
- Grading Analysis
- Setbacks and Buffers
- Conceptual Site Plans
- Storm-water Analysis
- Schematic Design and Design Development Documents
- Land Disturbance Permitting
- Water/Sewer Capacity Impact Studies
- Pretreatment





# CASE STUDY: Setting Prospect Expectations





# Start Strong!

- **Initial Budget Estimates**

- Site [earthwork, pavement, infrastructure, utilities]
- "Soft" Costs
- Building / Renovations

- **Feasibility and Due Diligence**

- Pre-Development / Site Selection
- Budget Estimates / Preliminary Project Schedules
- Land Disturbance Permit
- Infrastructure Improvements

- **Conceptual Renderings**

- Site Layout
- Rail
- Road / Infrastructure
- Building

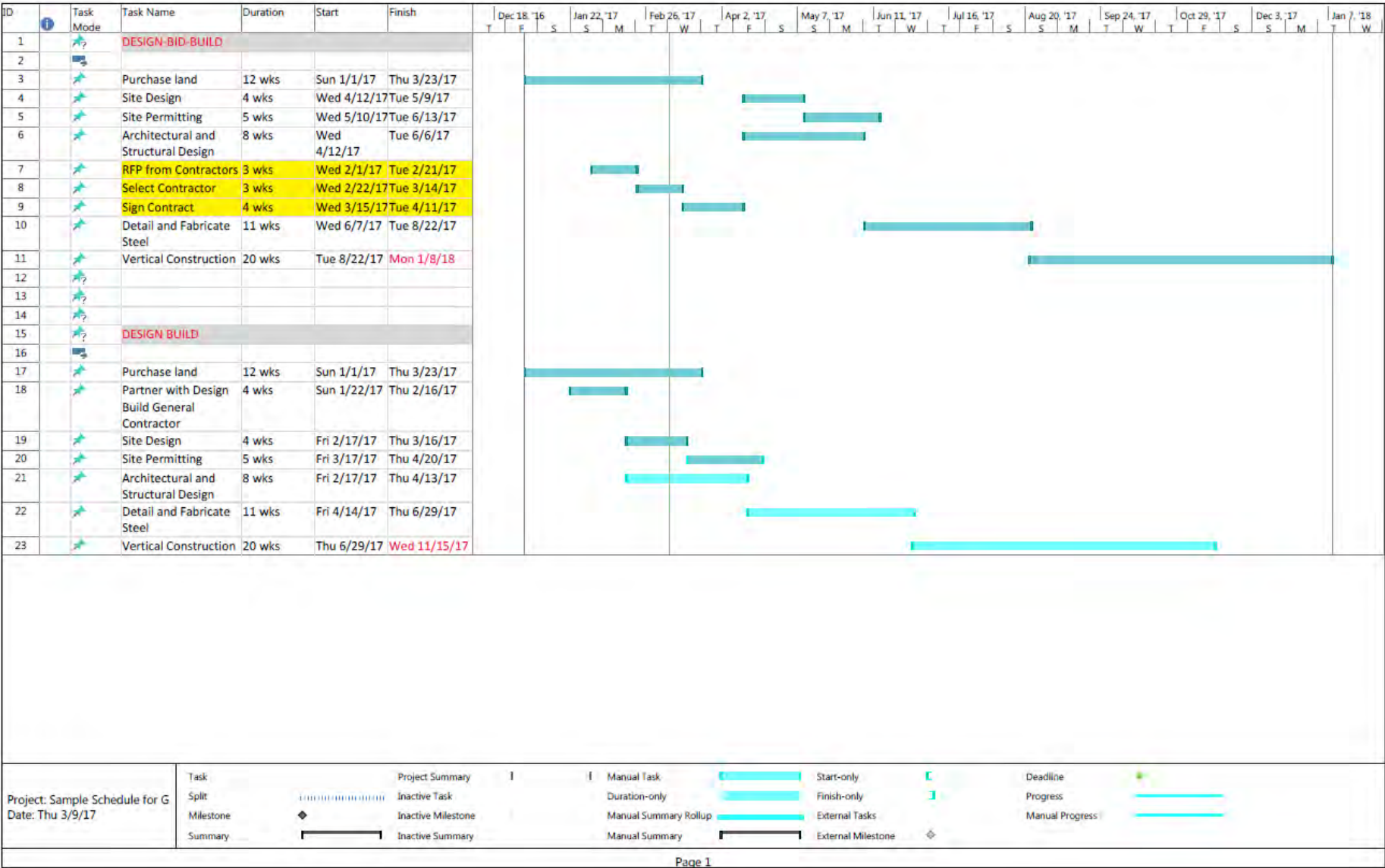




# Industrial Buildings 101

## **Boots on the Ground:** Construction Management

# Project Plan [from conception to move-in]



SITE DESIGN	5 WEEKS
ARCHITECTURAL & STRUCTURAL	8 WEEKS
LAND DISTURBANCE PERMIT	5 WEEKS
BUILDING PERMIT	8 WEEKS
STRUCTURAL STEEL	12 WEEKS
CONSTRUCTION OF BUILDING	5 MONTHS
TOTAL DURATION:	10 MONTHS (minimum)

Schedule Breakdown

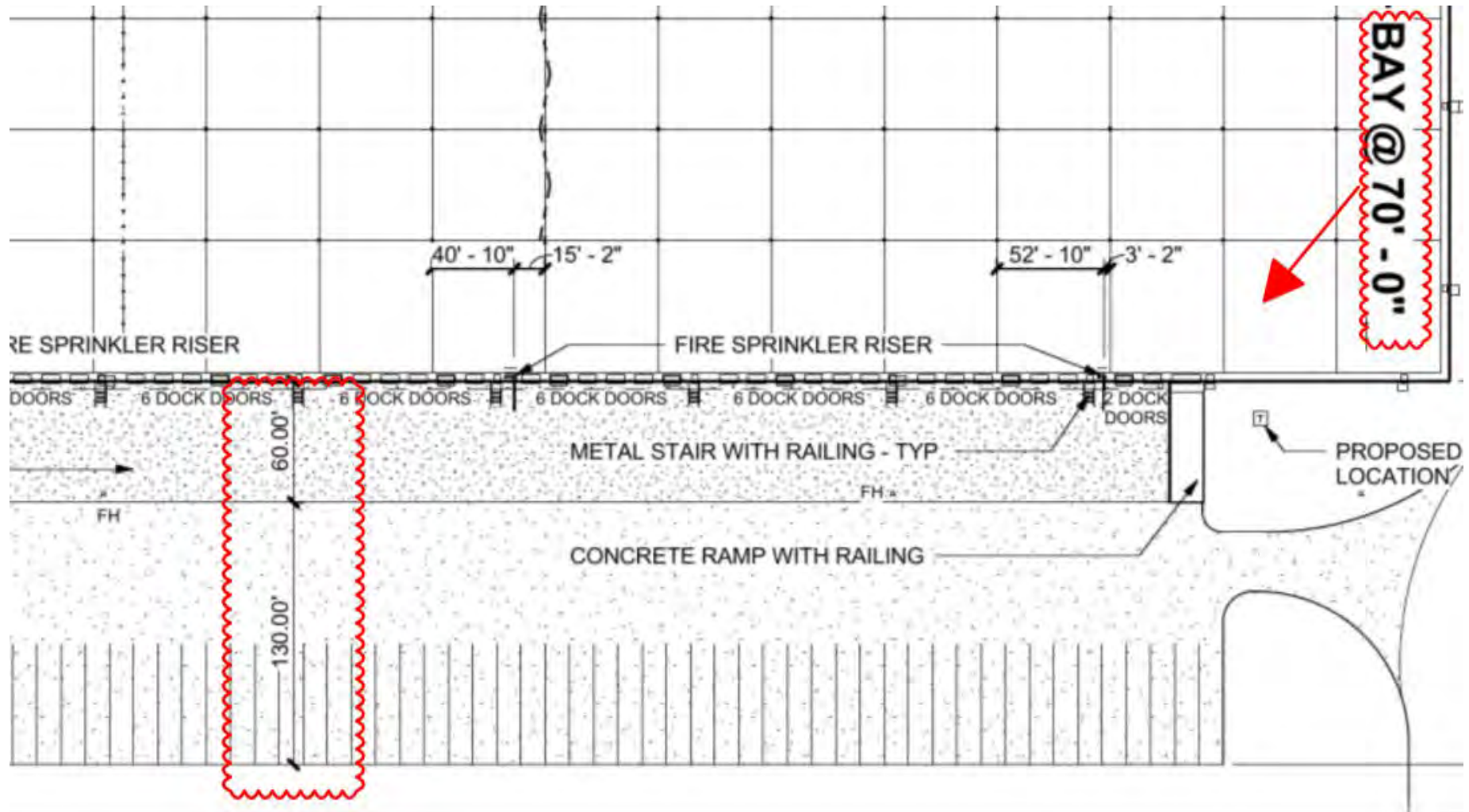


# Truck Court Standards Increase





# Truck Court Standards Increase







Rear Load



# Building Clear Height





# Before Tilt-Wall Construction...







Tilt-Wall Architecture



# Forming Tilt-Wall Panels





# Lifting Tilt-Wall Panels





# Precast Wall Panels





# Pre-Engineered Buildings





# Cost Comparison

METHOD OF CONSTRUCTION	COST / SF
BRICK AND BLOCK.....	\$25 /sf
PRECAST.....	\$16 /sf [wall surface]
INSULATED METAL PANELS.....	\$8.50 /sf + WALL STEEL
LOAD BEARING CONCRETE TILT WALL.....	\$11 /sf





# Roof Systems: TPO [new] vs. Built-up [old]





# Total Building Cost

## Industrial Tilt Wall Building Costs

[28'-30' Clear Ht., no site work]

TOTAL SIZE	COST / SF
100,000 sf .....	\$36/sf
200,000 sf .....	\$32/sf
300,000 sf .....	\$31/sf
400,000 sf .....	\$28/sf
600,000 – 700,000 sf .....	\$22/sf

## Office Build-Out Costs

[includes: HVAC/Electrical/Plumbing]

TOTAL SIZE	COST / SF
0 – 2,000 sf .....	\$65-70 /sf
2,000 - 3,000 sf .....	\$60-65 /sf
3,000 - 5,000 sf .....	\$55-60 /sf
5,000 - 10,000 sf .....	\$50-55 /sf
10,000 - 20,000 sf .....	\$45-50 /sf

## Items for Additional Cost

- Broker Fee
- LEED Certification Requirement
- Business Park Covenants
- Site Work
- Food Grade Requirements
- Dock Restraints / Locks
- Pits / Utility Trenches
- Insulated Metal Wall Panels
- Mezzanines
- FM Global Certified Roof
- In-rack Sprinkler Systems
- Freezer/Cooler Rooms
- Mechanical Requirements
- Led lighting

# Industrial Buildings 101

## Questions?

