



# 2020 ANNUAL MEETING



**2020:**  
A CHALLENGING YEAR

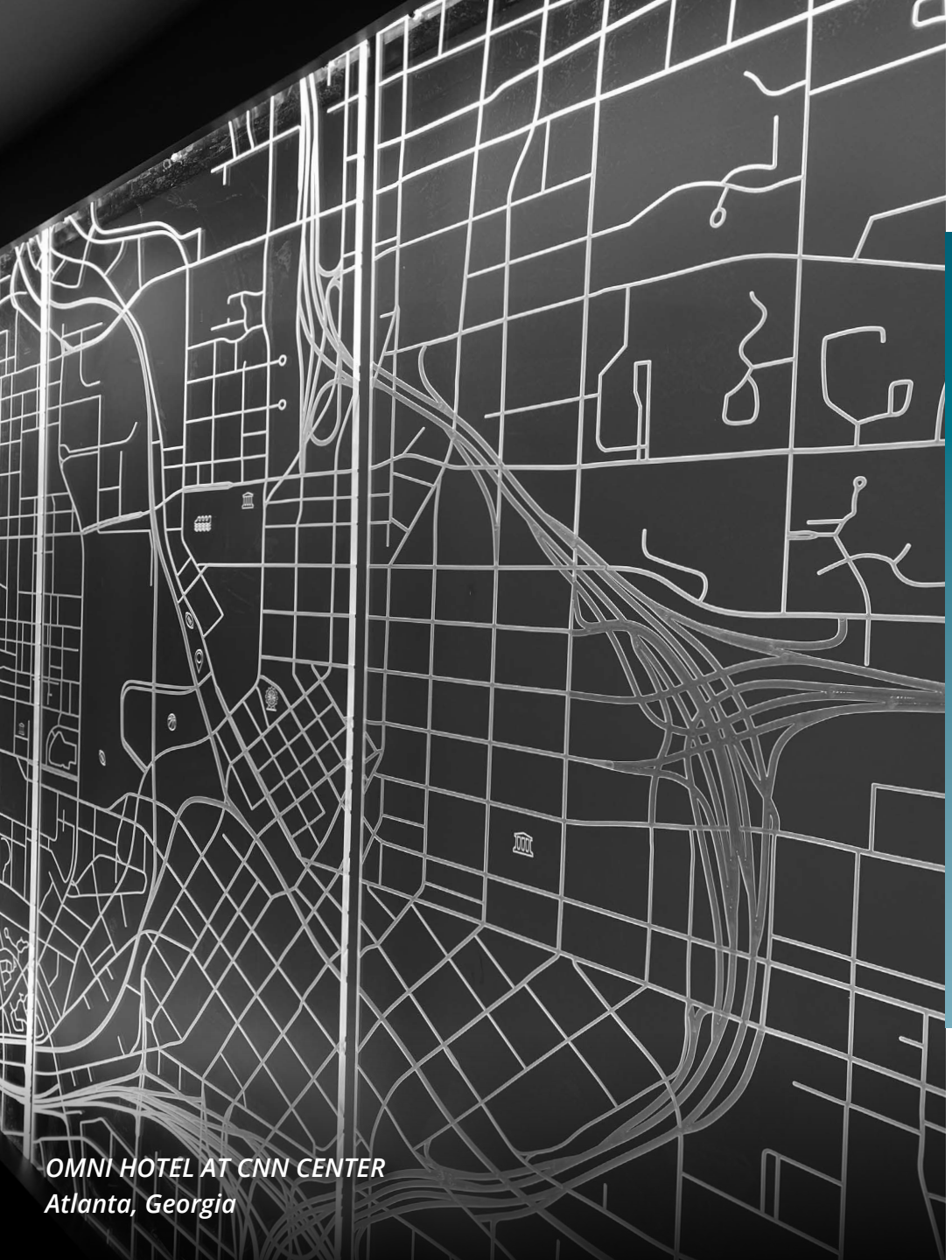




2020 BEST PLACES TO WORK

Thank you for helping make Macallan awesome! Your contribution to the company and completion of the BPTW survey is why we've been considered one of Atlanta's Best Places to Work for **THREE** years in a row. We could not be more proud of this team and the culture you've helped us create.





OMNI HOTEL AT CNN CENTER  
Atlanta, Georgia



## MISSION

To improve the quality of life of our people, partners, and clients.



## VISION

A portfolio of companies made successful through synergy and empowerment of our people, enabling them to achieve their personal and professional goals.

# THE POWER OF TEAMWORK



**THANK YOU**

for a great year!



**JAMES L. RHODEN III**  
Managing Principal

**MICHAEL S. MINUTELLI**  
Managing Principal

**DEAN de FREITAS**  
Managing Principal

**CORPORATE SERVICES TEAM**



**JOHN CLOTFELTER**  
Chief Financial Officer

**MICHELE L. HARRY**  
Vice President

**ACCOUNTING/FINANCE**

**MARKETING/HR/ADMIN**

<b>TINA CANTRELL</b> Accounting Manager	<b>VICKI MITCHELL</b> Consultant	<b>RENA CRABILL</b> Internal Auditor
<b>BRANDI RAY</b> Accounts Payable Accountant	<b>MARIKA DASILVA</b> Senior Corporate Accountant	<b>TABITHA DOUGLAS</b> Staff Accountant
<b>ROBIN KAITZ</b> Receptionist	<b>AMBER HATCHER</b> Administrative Coordinator	<b>CARRIE WILKINSON</b> Accounting Coordinator

<b>BRITTANY WILLIAMS</b> HR Manager	<b>EMMA MAXWELL</b> Graphic Designer	<b>JENNIFER AUXIER</b> Executive Assistant
	<b>DIANA SIERRA</b> Marketing Coordinator	



**CHRISTIAN JACOBSEN**  
Vice President

<b>FIELD</b>	<b>PROJECT MANAGEMENT</b>	<b>PRECONSTRUCTION</b>
<b>BILL TRACY</b> General Superintendent	<b>HEATHER HARDIE</b> Senior Project Manager	<b>CHRISTIAN DAVIS</b> Director of Preconstruction
<b>TAD GLASSCOCK</b> Superintendent	<b>JOHN MCHUGH</b> Project Manager	<b>BELARMINO ROMERO</b> Intern
<b>SHAWN IRWIN</b> Superintendent	<b>STEPHEN BRACHER</b> Project Engineer	
	<b>NICHELLE BELL</b> Project Administrator	



**NATHAN HARBISON**  
Principal

<b>KERRI LINSOTT</b> Assistant Project Manager	<b>DAVID HOWARD</b> Construction Manager
<b>LAURA STIGALL</b> Project Coordinator	<b>WILL ANDERSON</b> Assistant Superintendent
	<b>GENE KOZOMAN</b> Facilities Maintenance
	<b>OSCAR MEDINA</b> Field Labor
	<b>FIELD EMPLOYEES</b> 4



**DAVID CHILDERS**  
Principal

<b>GABE JOHNSON</b> Vice President	<b>STEVE HOWSON</b> Construction Manager
<b>DANICA BUCKLEY</b> Project Manager	<b>CRAIG SMITH</b> Construction Manager
<b>CHRIS KEITH</b> Estimator	<b>JOE FRITZ</b> Construction Manager
<b>AMBER HATCHER</b> Administrative Coordinator	<b>DAVE HICKMAN</b> Construction Manager
	<b>FIELD EMPLOYEES</b> 5



**JAMES L. RHODEN III**  
Managing Broker

**HEATH MILLIGAN**  
Principal

<b>ANDREW O'CALLAGHAN</b> Real Estate Analyst
<b>REID KNOX</b> Salesperson
<b>R. ERIC CLARKSON</b> Associate Broker
<b>HAMILTON DICKEY</b> Salesperson



**JAMES L. RHODEN III**  
Managing Broker

<b>Laurie Collins</b> Associate Broker	<b>JOSE NAVARRO</b> Salesperson
<b>GINA DAVIA</b> Salesperson	<b>KATIE NOLAND</b> Salesperson
<b>GABE JOHNSON</b> Associate Broker	<b>ASHLEY O'NEIL</b> Salesperson
<b>JEANIE JOYE</b> Salesperson	<b>MARTIN SPATT</b> Salesperson



**LITWORKS**  
WINDOW & DOOR LLC

**SCOTT BARR**  
Principal

<b>CARRIE WILKINSON</b> Accounting Coordinator	<b>RONNIE LIPPERT</b> Outside Sales	<b>KYLE STURTEVANT</b> Outside Sales
<b>ROB WASSERMAN</b> Estimator	<b>BUDDY WALLACE</b> Outside Sales	<b>DREW HALL</b> Outside Sales
	<b>KAREN BROWN</b> Outside Sales	



**CLERESTORY**

**KYLE STURTEVANT**  
Principal

<b>CARRIE WILKINSON</b> Accounting Coordinator
<b>CASON STURTEVANT</b> Project Manager



**AMIT KUMAR**  
Managing Principal

<b>PAUL JONES</b> Chief Software Architect	<b>BRAD RICKETSON</b> Lead Software Engineer
<b>WAYNE VAN VOORHIS</b> Senior Software Engineer	<b>VINAY GOPISSETTY</b> Programmer Analyst
<b>NAR KASALA</b> Senior BizTalk Developer	<b>PREETAM GOVERDHANA</b> Programmer Analyst
<b>PRATISHTHA PAINULY</b> Senior Programmer Analyst	<b>SANJIB BORAL</b> Project Manager (CHC)



**BRAEMAR**  
PARTNERS

**CLIFF STANFIELD**  
Principal

<b>CHRISTOPHER WADE</b> Director of Investments & Acquisitions
---

# 7 NEW TEAM MEMBERS

**Cason Sturtevant**  
*Project Manager*  
Clerestory



**Carrie Wilkinson**  
*Accounting Coordinator*  
Liteworks



**Laura Stigall**  
*Project Coordinator*  
Macallan Works



**John Clotfelter**  
*CFO*  
TMG



**Diana Sierra**  
*Marketing Coordinator*  
TMG



**Amber Hatcher**  
*Administrative Coordinator*  
Macallan Homes



**Gene Kozoman**  
*Facilities Maintenance Technician*  
Macallan Works



UP NEXT



MACALLAN<sup>®</sup>  
REAL ESTATE



*THE BANKS FARM  
Morgan County, Georgia*



## THIS PAST YEAR

- \$18.3 million in sales transactions (second highest in MRE's 5 years!)
- \$24.5 million under contract
- MRE named to both Bulldog and Gator 100 (second year in a row!)
- Listed the Banks Farm at \$7.5 million, which is another high profile recreational tract
- Nearly complete on infrastructure work on Benton Grove
- Continue to add to our stable of buyers that we represent: Equinix, Pike Nurseries, Koala Carwash, Pruitt Health
- Continue to utilize video, social media, and other platforms to generate exposure on properties we are marketing



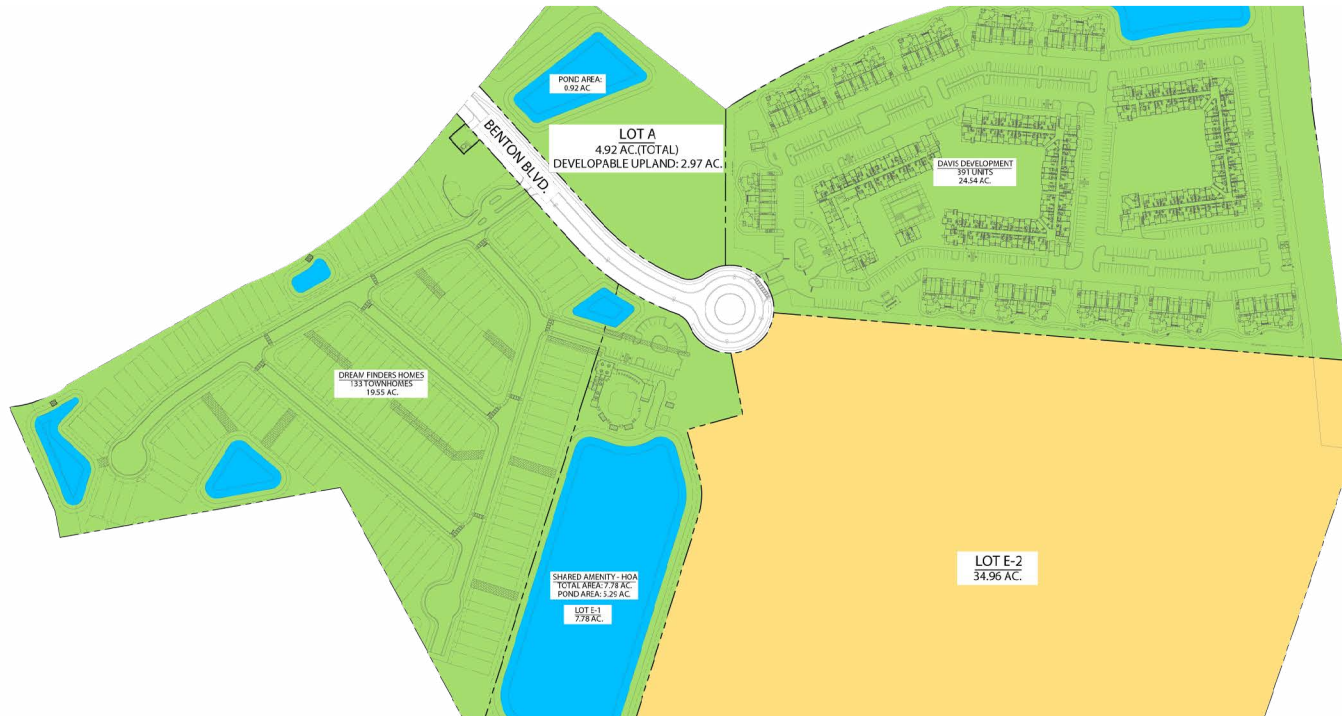
## LOOKING FORWARD

- Sell our Gravel Springs deal FINALLY...yes, still working on that!
- Another Top Land Broker Ranking from Atlanta Commercial Board of Realtors
- Continue to foster existing buyer brokerage opportunities, finding sites across metro Atlanta
- Continue to pursue development deals that fit our strategy
- Continue to build out brokerage team and add quality team members

# BENTON GROVE

5 ACRE COMMERCIAL PARCEL & 35 ACRE RESIDENTIAL PARCEL  
Pooler, GA

- Easy access to I-16, I-95 and Downtown Savannah
- Current Wetland JD issued by USACE
- Will be accessed via a new road and bridge that connects to Park Place/Benton Boulevard
- Close proximity to Savannah Hilton Head International Airport
- Directly adjacent to 60-Acre Tanger Outlet Mall
- Phase 2 (133 townhomes) closing next month



# DAYTONA BEACH

4.8 ACRES OF OCEANFRONT PROPERTY  
Daytona Beach, FL

- Two parcels on A1A
- Zoned T-1: Tourist Accommodations
- Fifteen minutes from Interstate 95, Daytona International Speedway, and Daytona Beach International Airport
- Five minutes from the Daytona Beach Main Street Pier
- One block away from the new Hard Rock Hotel
- Set to close in December 2020



# BROCKTON ROAD

40 ACRES FOR RESIDENTIAL DEVELOPMENT  
Jackson County, GA

- Zoned A-5 Agricultural
- Located three miles from Downtown Jefferson and 20 Miles from Downtown Athens
- 15 minutes from Interstate 85
- 1,200+ feet of frontage on Brockton Road
- 2,300 SF home with 16x28 barn

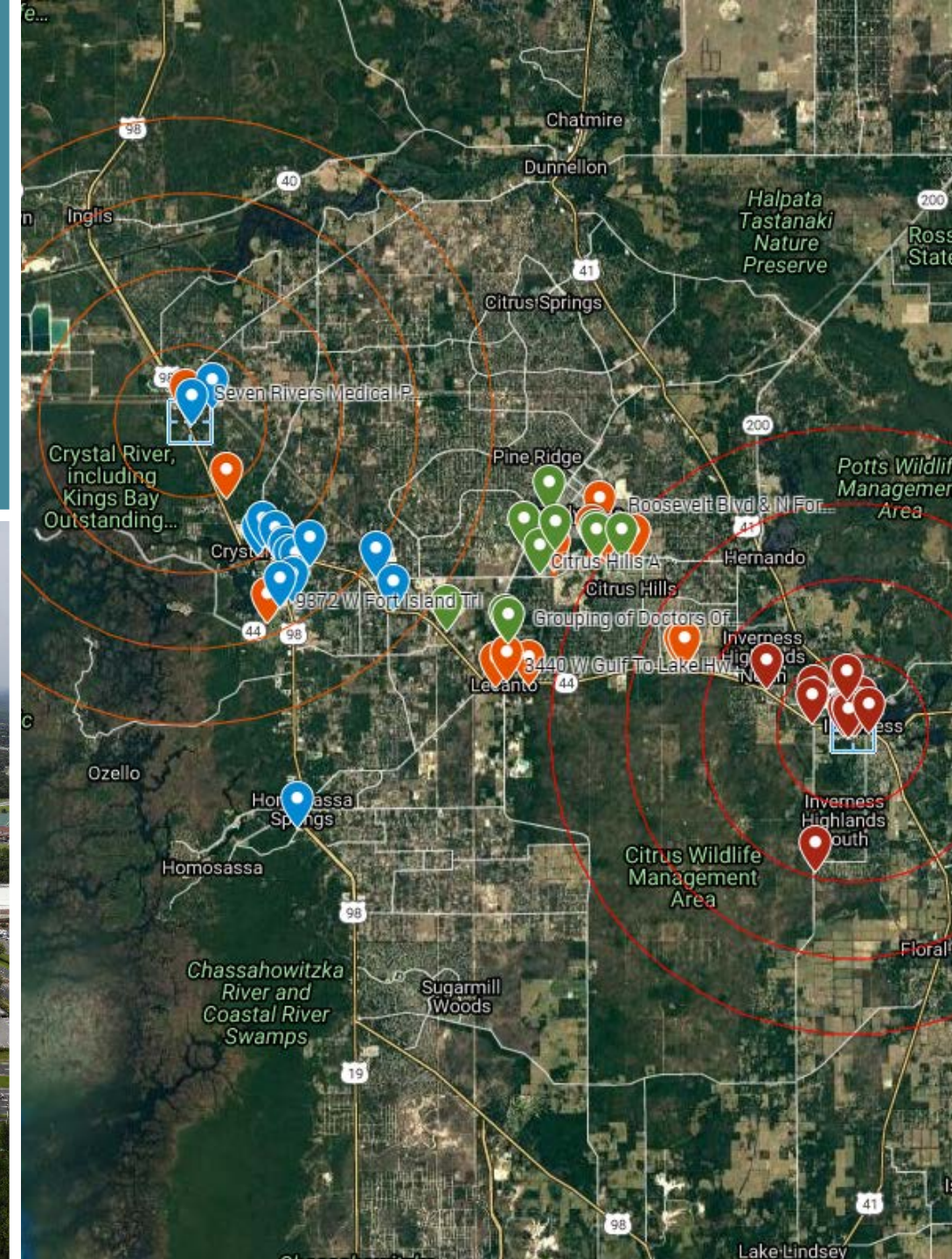
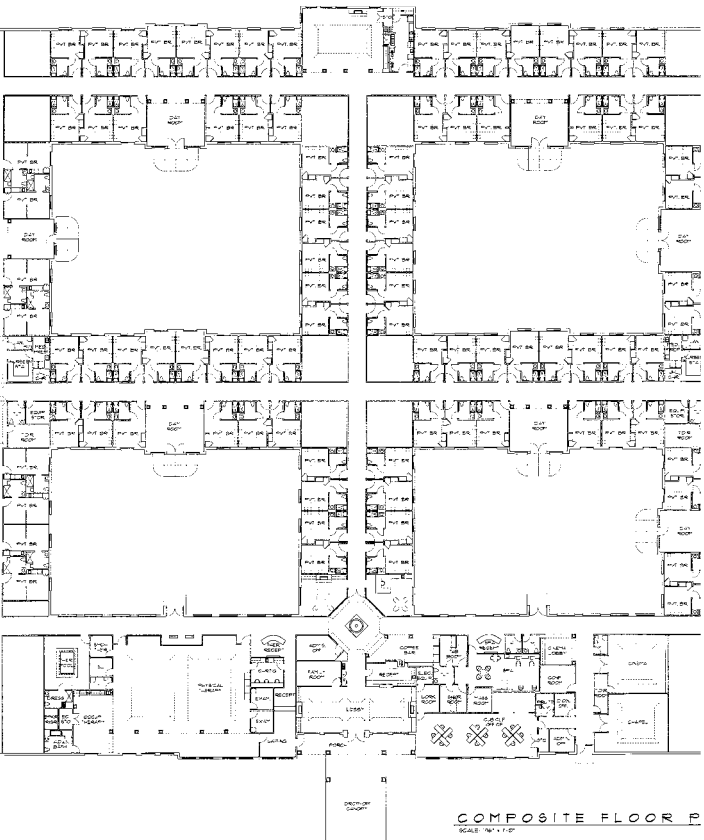




# PRUITT HEALTH

Citrus County, FL

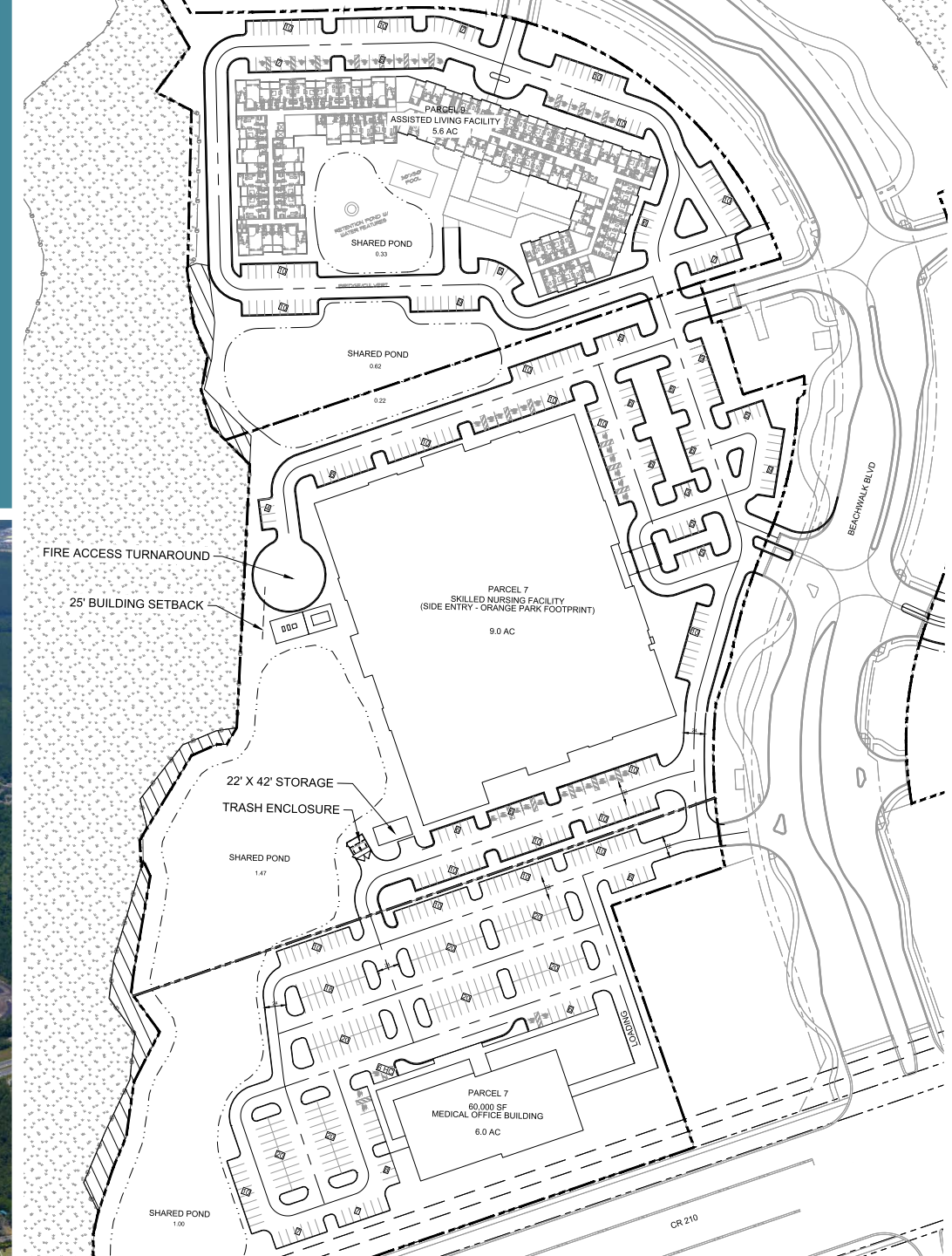
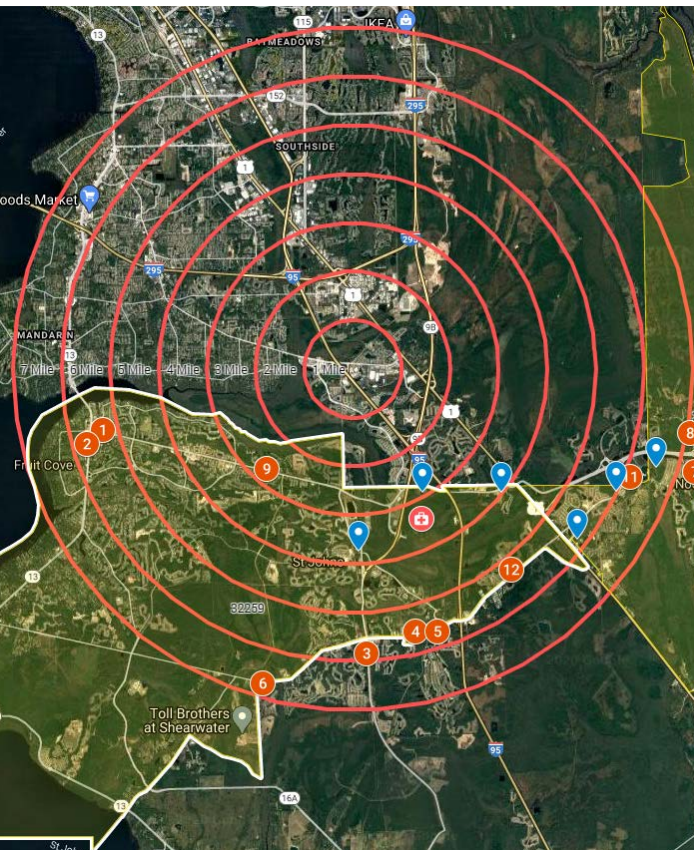
- Assignment where client has a certificate of need to build 100,000 SF Skilled Nursing Facility
- Started in July of 2020 and should close Q4 of 2020 or Q1 of 2021
- Eight to twelve acres
- \$2.5M - \$3M



# PRUITT HEALTH

St. Johns County, FL

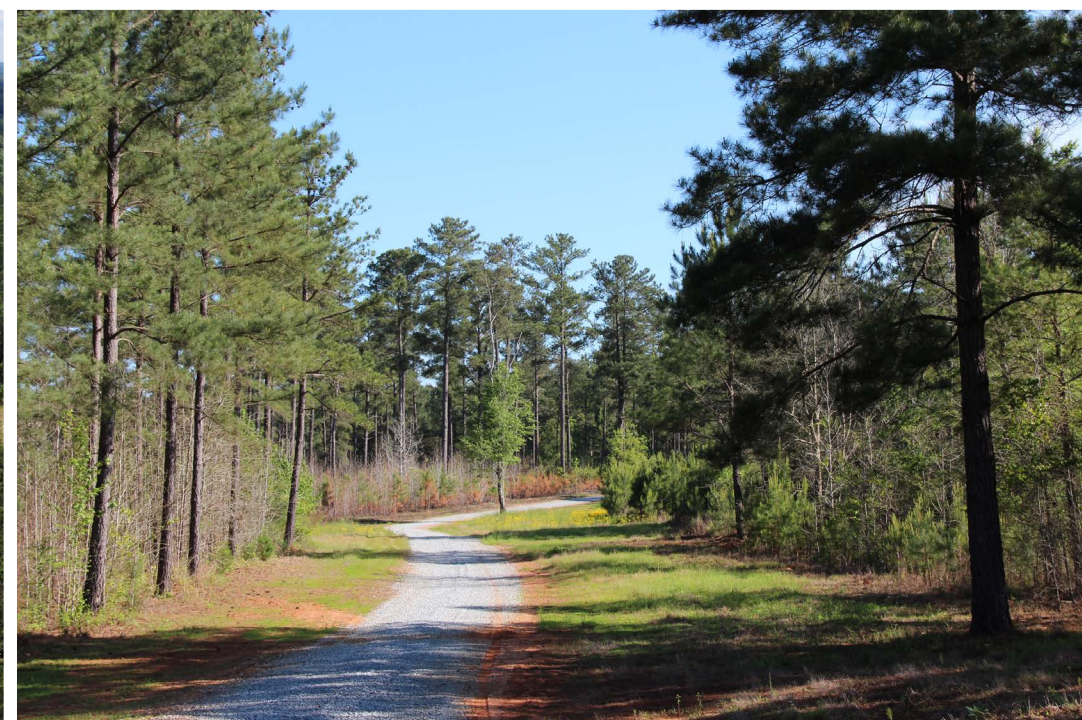
- Assignment where client has a certificate of need to build 100,000 SF Skilled Nursing Facility
- Started in July of 2020 and should close Q4 of 2020
- 12 acres
- \$3.95M



# THE BANKS FARM

1,141 ACRES OF RECREATIONAL LAND  
Morgan County, GA

- 22+ acre lake and over two miles of frontage on Indian Creek and Four Mile Branch
- Close proximity to I-20 and Downtown Madison, GA
- World class wildlife management
- Has been featured by several media outlets
- Investment grade timber, valued in excess of \$1,250/acre
- Interstate and Norfolk Southern rail access make it a potential industrial site



# PATHSTONE OUTPARCEL

1.33 ACRE RETAIL OUTPARCEL  
Pensacola, FL

- Easy access to I-10 And Downtown Pensacola
- Near approved Navy Federal Credit Union Corporate Campus and Naval Outlying Field 8
- 180 feet of frontage on Nine Mile Road
- 325 feet of frontage on future main entrance to Pathstone Development
- 1,500+ residential units planned or under construction within 1.5 miles of the retail outparcel



# HURRICANE CREEK

680 ACRE TIMBER TRACT UNDER CONTRACT  
Douglas County, GA

- Zoned R-A “Residential Agricultural” under the Douglas County Zoning Ordinance
- Major utility upgrades planned for the area
- Close proximity to Hartsfield Jackson Airport and Downtown Atlanta
- 1.7 miles of frontage on Hurricane Creek
- Estimated timber value in excess of \$1,600/acre



UP NEXT



MACALLAN<sup>®</sup>  
CONSTRUCTION



VUES BAR - OMNI HOTEL AT CNN CENTER  
Atlanta, Georgia



## THIS PAST YEAR

- Addition of a great team member – Heather Hardie as Sr. Project Manager
- Sending our first employee through the ABC's Future Leaders program – John McHugh
- Leadership Cobb selected Christian Jacobsen for Class of 2020
- Hosted our second Subcontractor Appreciation Event
- Completed largest single project to date: Omni at CNN Center - \$9M
- Awarded and started largest project to date for GSU: Library North Addition & Renovation - \$3.5M
- Implemented new estimating software – Sage/Timberline
- COVID-19: Quarantines, lost productivity, isolation, new protocols, uncertainty, and fear
- Downtown demonstration and Omni Hotel damage
- Started or completed many projects with repeat clients / architects (KSU, GSU, The Battery, Houser Walker, Isakson)



## LOOKING FORWARD

- Full Pipeline: \$60M of qualified opportunities, \$54M of bidding/proposed/pending decisions
- Challenge is getting awarded projects to start, find and win new ones with known starts
- Re-engaging “normal” business development activities
- Rollout of Macallan 12 program
- Rollout of incentive program

# GOOD GAME POWERED BY TOPGOLF

COMPLETED RETAIL/HOSPITALITY PROJECT  
Atlanta, GA

- Restaurant/bar and virtual sports entertainment

 Shane Jones | John McHugh



Sept 2019

Jan 2020



# KSU BURRUSS BUILDING RE-ROOF

COMPLETED HIGHER EDUCATION PROJECT  
Kennesaw, GA

- Replacement roof for classroom building

 David Pocklington | Stephen Bracher



Aug 2019

Feb 2020



# OMNI HOTEL RENOVATION

COMPLETED RETAIL/HOSPITALITY PROJECT  
Atlanta, GA

- All public areas including sports bar/restaurant, coffee bar and retail space, all-day dining and bar, motor court
- Back of house offices and cafeteria

 Bill Tracy | David Pocklington | Tad Glasscock | Dean de Freitas  
Heather Hardie | Stephen Bracher | Belarmino Romero



Sept 2019

May 2020



# PEACHTREE HILLS PLACE COTTAGES PHASE 1

COMPLETED SENIOR LIVING PROJECT

- Four custom luxury two-story senior living home sites

 Bill Tracy | David Pocklington | Omar Baracco  
Tad Glasscock | John McHugh



Nov 2018

Nov 2019



# WESTMINSTER PRESBYTERIAN

COMPLETED RELIGIOUS/NON-PROFIT PROJECT  
Atlanta, GA

- Classroom building addition

 Terry Annise | Shawn Irwin | Jason Stolz



April 2019

Oct 2019



# HOUSE OF CHEATHAM

COMPLETED PROJECT  
Stone Mountain, GA

- Two-story quality control lab

 Shawn Irwin | Anna Lilley



Oct 2019

June 2020



# PHP RESIDENTIAL CUSTOMIZATIONS BLUM, KILBURN, FOWLER

COMPLETED SENIOR LIVING PROJECT  
Atlanta, GA

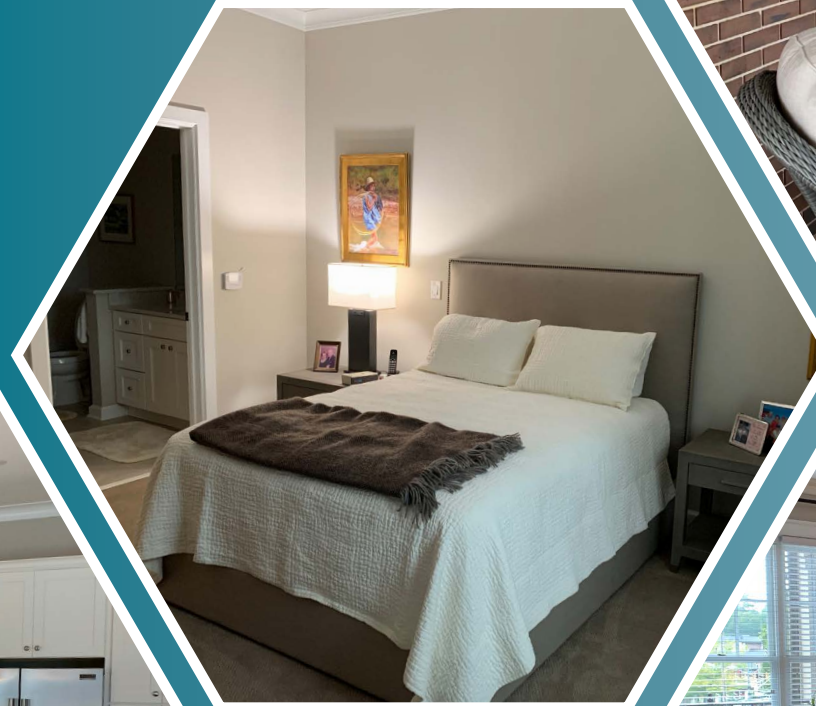
- Upgraded finishes in new residences

 David Pocklington | Omar Baracco | John McHugh



Jan 2020

Present



# GSU LIBRARY NORTH ADDITION AND RENOVATION

CURRENT HIGHER EDUCATION PROJECT  
Atlanta, GA

- Two-story, glass and limestone addition with roof patio

 Tad Glasscock | Heather Hardie



July 2020

Feb 2021



# OMNI HOTEL RIOT REPAIRS

CURRENT RETAIL/HOSPITALITY PROJECT  
Atlanta, GA

- Repair of glass and other damages to the South and North Towers

 Bill Tracy | Heather Hardie



May 2020

Sept 2020



# PEACHTREE HILLS PLACE COTTAGES PHASE 2

CURRENT SENIOR LIVING PROJECT  
Atlanta, GA

- Three custom luxury three-story senior living home sites

 Bill Tracy | David Pocklington | Shane Jones  
Omar Baracco | John McHugh



May 2020

Sept 2020



# PEACHTREE HILLS PLACE SALES CENTER CONVERSION

CURRENT SENIOR LIVING PROJECT  
Atlanta, GA

- Conversion of sales offices into two residential units

 Shane Jones | Bill Tracy | John McHugh



July 2020

Dec 2020



# PEACHTREE HILLS PLACE STREETSCAPE

CURRENT SENIOR LIVING PROJECT  
Atlanta, GA

- Upgraded hardscapes along Peachtree Hills Avenue

 David Pocklington | Bill Tracy | John McHugh



Aug 2020

Oct 2020



# PLAZA TOWERS

UPCOMING HOSPITALITY PROJECT  
Atlanta, GA

- Renovation of event space and 50 floors of elevator lobby finishes



# PONCE CITY MARKET EAST HALL EXPANSION

UPCOMING RETAIL/RESTAURANT PROJECT  
Atlanta, GA

- Conversion of retail space into food court



# PHP RESIDENTIAL CUSTOMIZATION LUCAS

UPCOMING SENIOR LIVING PROJECT  
Atlanta, GA

- Upgraded finishes in new residence



# ROYCROFT CONDOMINIUMS

UPCOMING HOSPITALITY PROJECT  
Atlanta, GA

- 42 units – five-story wood framed condominium over two levels of parking adjacent to the Beltline



# PEACHTREE HILLS PLACE PHASE 3

UPCOMING SENIOR LIVING PROJECT  
Atlanta, GA

- Five custom luxury multi-story senior living home sites



# SOVEREIGN BUILDING PENTHOUSE POOL ENCLOSURE

UPCOMING HOSPITALITY PROJECT  
Atlanta, GA

- Glass and metal enclosure with operable skylights



UP NEXT



**AIDANT**  
TECHNOLOGIES



## THIS PAST YEAR

- OFS Optics
  - Extended the contract to support the US factory with the factory floor product tracking system
  - Signed up Aidant for new line of business work via staffing engagement
  - Continued support for Morocco Plant implementation
- Change HealthCare
  - Continue to build on Program Manager placement. No new business, but our foot continues to be in the door for future opportunities.
- Oxy Petroleum
  - Successfully delivered the Columbia go-live with SAP and BizTalk integration/migration.
  - Due to Covid-19 and falling demand for oil, we are only in support mode, but continue to be engaged with them.
- Carpenter Technologies
  - Started a new BizTalk support project for Jan 2021 go-live of SAP and manufacturing modules



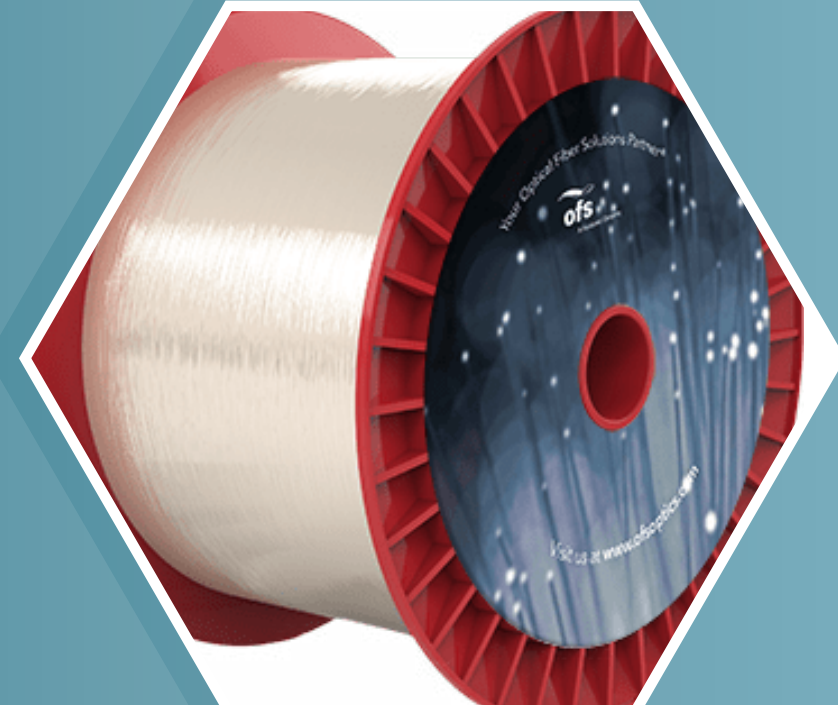
## LOOKING FORWARD

- Upcoming Projects
  - HealthSmart: Signed NDA and currently under contract negotiations to help them with BizTalk upgrade project involving healthcare EDI transactions and improve customer service experience. This is a 12-month project with scope for new business in future.
  - Old Castle: Submitted a new quote and under approval for BizTalk facelift project. Upgrade will involve 3-6 months of continued work for Aidant Team.
  - Pepsi Co.: Submitted estimate for BizTalk Upgrade project for Department of Defense supply chain worldwide. Waiting for customer approval to get started.
- Future Goals
  - Bring back focus to DI.Platform production development. Add enhancements and new features as part of the Aidant product roadmap.
  - Continue to pursue opportunities to grow the Aidant Team.

# OFS OPTICS

- Non-BizTalk (Custom Application Development) :
  - Discovery of core business logic and subsequent port of Visual Basic 6 and Visual Fox Pro applications used by the factory for tracking and production of product to ASP.NET Core web application.
  - Modernized security authentication of factory floor applications.
  - Introduction of Localization and Globalization technologies for use of ported applications at factories around the world.
  - Established a vendor data load standard to replace dozens of individual vendor data formats reducing ambiguity between formats and streamlining data load processes.
  - Simplified the factory reconciliation algorithm for tracking core material reducing inaccuracies for financial reporting.
  - Implemented PDFSharp/MigraDocs for the direct production of PDFs and printing directly to print queues.
  - Migration of FOX Pro factory floor thick applications to .NET Core web applications.
  - Migration of Visual Basic factory floor thick applications to .NET Core web applications.
  - Factory Floor application support, general web application support.
  - Migration of PHP reporting web pages to .NET Core web applications.
  - Factory line of business process analysis, requirements gathering, documentation, and architecture.
  - WebMethods/Oracle migrated to > Biztalk 2010 (BizTalk 2016 used for communication).
- Current/Future:
  - Continue to support BizTalk - Production, changes and on-board new trading partners.
  - On path to migrate BizTalk 2010 and 2016 to BizTalk 2020 and Sunset 2010.
  - Upgrade to newer version of DI.Platform and implement user access model to enable resubmit failed transactions via portal.

 Paul Jones | Wayne van Voorhis | Nar Kasala | Brad Ricketson  
Vinay Gopisetty | Preetam Goverdhana | Pratishtha Painuly



UP NEXT



LITEWORKS™

WINDOW & DOOR LLC



**REVEL BALLPARK APARTMENTS**  
Atlanta, Georgia



## THIS PAST YEAR

- Added Carrie Wilkinson to the team as Accounting Coordinator
- Added Karen Brown to the team as Sales Representative
- Added Kyle Sturtevant to the team as Sales Representative
- Added Rob Wasserman to the team as Chief Estimator
- Partnered with TMG and Kyle Sturtevant to form Clerestory
- Commercial sales exceeded residential sales for second consecutive year



## LOOKING FORWARD

- Continue to grow revenue
- Add sales personnel
- Leverage Rob's skills to increase our exposure in light commercial arena. Rob allows us to be more efficient in our estimating and project management capabilities.
- Support Liteworks staff in a way that promotes personal and professional growth
- Add two to three multi-family developers
- Add more installed sales
- Develop social media presence
- Develop and implement tracking tool to better understand our performance in estimating

# THE BAXLY

COMPLETED COMMERCIAL PROJECT  
Savannah, GA

- \$1.3M job featuring Windsor Windows



# SOUTHLAWN

COMPLETED COMMERCIAL PROJECT  
Lawrenceville, GA

- \$450K job including seven redeveloped buildings in Downtown Lawrenceville featuring 1950 Ply Gem windows and patio doors



# SOVA

COMPLETED COMMERCIAL PROJECT  
Kennesaw, GA

- \$260K student housing featuring MI windows



# PACES WALK

COMPLETED RESIDENTIAL PROJECT  
Atlanta, GA

- Worked with Macallan Homes to complete three of five houses featuring Sierra Pacific windows



# PHP SENIOR LIVING

COMPLETED COMMERCIAL PROJECT  
Atlanta, GA

- \$900K job featuring Lincoln windows



# PHP COTTAGES

COMPLETED RESIDENTIAL PROJECT  
Atlanta, GA

- Worked with Macallan Construction to complete seven of 12 houses featuring Lincoln windows



# ARCADIA

COMPLETED COMMERCIAL PROJECT  
Decatur, GA

- Worked with YLH Construction on this \$110K job to complete a three-building apartment complex featuring Ply Gem windows and patio doors



# OLMSTED

CURRENT COMMERCIAL PROJECT  
Savannah, GA

- Working with Samet Corporation out of Charleston, SC on this \$1M apartment project featuring Windsor windows and doors. Clerestory to install a portion of the common area.



# SUMMERHILL APARTMENTS

CURRENT COMMERCIAL PROJECT  
Atlanta, GA

- Working with Alliance Residential at three buildings on Fulton Street. This is a \$300K project featuring MI and Ply Gem windows with EuroWall folding doors (installed by Clerestory).



# PONCE CITY HOTEL

CURRENT COMMERCIAL PROJECT  
Atlanta, GA

- Working with YLH Construction on this \$170K project featuring Ply Gem clad wood windows



# BARNSLEY GARDENS

CURRENT RESIDENTIAL PROJECT  
Adairsville, GA

- Currently replacing windows in four cottages at this \$165K project. Will replace windows in the remaining 12 cottages in Phase 2.



# CUMBERLAND SHORES

CURRENT COMMERCIAL PROJECT  
Atlanta, GA

- \$325K apartment project featuring MI windows

# KING MEMORIAL

CURRENT COMMERCIAL PROJECT  
Atlanta, GA

- \$300K apartment project. Clerestory to install patio doors.

# WHITE RESIDENCE

CURRENT RESIDENTIAL PROJECT  
Buford, GA

- Working with Principal Builders Group on this \$300K project featuring Windsor windows and doors



# JIGSAW RESIDENCE

CURRENT RESIDENTIAL PROJECT

- Working with D2 Builders on this \$135K project featuring Windsor windows and doors



# CRUZ RESIDENCE

CURRENT RESIDENTIAL PROJECT

- Working with Craft Custom Homes on this \$165K project featuring Windsor windows and doors



# OTIS OFFICE BUILDING

UPCOMING COMMERCIAL PROJECT  
Marietta, GA

- \$100K project featuring Lincoln windows



UP NEXT



CLERESTORY



CLERESTORY

Exceptional installation.  
Extraordinary service.

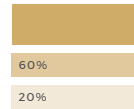


TYPE

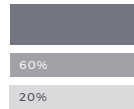
PRIMARY COLORS



34C 54M 46Y 48K  
67R 70G 76B

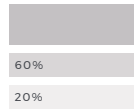


19C 31M 69Y OK  
208R 172G 105B

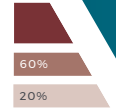


64C 54M 46Y OK  
115R 118G 128B

SECONDARY CO



23C 20M 18Y OK  
196R 193G 195B



67C 100M 100Y L  
121R 50G 54B

LOGO VARIATIONS



Presenting:  
**CLERESTORY**  
The newest addition to  
the Macallan portfolio  
of companies!

KYLE  
STURTEVANT

Principal

C 770.361.4681  
O 404.480.4495  
Kyle@ClerestoryLLC.com

1642 Powers Ferry Road SE, Suite 250  
Marietta, Georgia 30067 | ClerestoryLLC.com



CLERESTORY



*HIGHLANDS FALLS COUNTRY CLUB  
Highlands, North Carolina*



## THIS PAST YEAR

- We are up to two Project Managers, four install teams, and one service team, giving us versatility and a stronger ability to take care of our clients' various needs and expectations.
- We continue to improve our product delivery by incorporating higher quality materials.
- Our Project Management Component is in effect, providing us better execution on the jobs.
- We are beginning to meet anticipated regular monthly revenue targets and are setting our sights on higher marks for the fall.
- Our proportion of combined sales with accompanying installs is increasing.
- We have purchased our MRTA811 Glass Manipulator from Wood's Powr-Grip.



## LOOKING FORWARD

- Incorporating the correct material handling equipment into the framework of every project, increasing the safety of both our team members and the product itself.
- Add three to five commercial GC's by the end of the year.
- Add seven to ten custom homebuilders by the end of the year.
- Expand into added services of:
  - Breakmetal Fabrication
  - Specialty Waterproofing
  - Window and Door Automation Systems
- Establish real estate agent network base in the luxury market.
- Aiming for the following breakdown of project types: 50% custom homes, 20% commercial, 15% specialty doors, 10% replacements, and 5% outside service.

# HIGHLANDS FALLS

COMPLETED COMMERCIAL PROJECT  
Highlands Falls, NC

- Country club renovation featuring a specialty entry door and windows
- Folding window unit at indoor/outdoor bar



# CONNER RESIDENCE

COMPLETED RESIDENTIAL PROJECT  
Brookhaven, GA

- New construction
- Full home installation of windows and doors
- 28' folding Panoramic door



# PATTON RESIDENCE

COMPLETED RESIDENTIAL PROJECT

- Folding door retrofit

# MILES RESIDENCE

COMPLETED RESIDENTIAL PROJECT  
Brookhaven, GA

- Renovation



# DAIGLE CONSTRUCTION

COMPLETED COMMERCIAL PROJECT

- Sliding door



# HAYNIE LAW OFFICE

COMPLETED COMMERCIAL PROJECT  
Marietta, GA

- Replacement windows

# MILLER RESIDENCE

COMPLETED RESIDENTIAL PROJECT

- Panoramic folding door install



# DEMPSEY RESIDENCE

COMPLETED RESIDENTIAL PROJECT  
Athens, GA

- Replacement windows for estate property



# HUGHES RESIDENCE

COMPLETED RESIDENTIAL PROJECT

- Brombal door install featuring 24' sliding door and select windows

# CHAUHAN RESIDENCE

## COMPLETED RESIDENTIAL PROJECT

- Modern install featuring frameless corner windows and 52' long sliding door
- Recently submitted pricing for automation of sliding door
- Combination of Western, Quaker, and Otiima products
- Utilized new glass manipulator by Powr-Grip



# EAST AVENUE

## COMPLETED COMMERCIAL PROJECT

- Modern renovation including a ground-level space to be converted to an Airbnb
- Fourth level install for expansion of living space



# KONAS RESIDENCE

## COMPLETED RESIDENTIAL PROJECT Brookhaven, GA

- Full home replacement



# STEWART RESIDENCE

COMPLETED RESIDENTIAL PROJECT  
Atlanta, GA

- Replacement of front windows



# BREADWINNER CAFE

COMPLETED COMMERCIAL PROJECT  
Dunwoody, GA

- New construction of second Breadwinner location featuring Lincoln folding windows



# SUMMERHILL APARTMENTS

COMPLETED COMMERCIAL PROJECT  
Atlanta, GA

- Two Eurowall folding doors



# BENNETT RESIDENCE

COMPLETED RESIDENTIAL PROJECT  
Brookhaven, GA

- Sunroom window replacement



# HARVEY RESIDENCE

COMPLETED RESIDENTIAL PROJECT

- New custom home on Lake Lanier
- Full window and door install



# JIGSAW RESIDENCE

COMPLETED RESIDENTIAL PROJECT

# WHITE RESIDENCE

UPCOMING RESIDENTIAL PROJECT

# OLMSTEAD

UPCOMING COMMERCIAL PROJECT  
Savannah, GA



# BODYCOMB RESIDENCE

UPCOMING RESIDENTIAL PROJECT

# WILSON CHAPMAN RESIDENCE

UPCOMING RESIDENTIAL PROJECT



# SMITH RESIDENCE

UPCOMING RESIDENTIAL PROJECT

# THE RESIDENCE AT BUCKHEAD

UPCOMING COMMERCIAL PROJECT  
Atlanta, GA

UP NEXT



MACALLAN  
CUSTOM HOMES



3322 GRANT VALLEY ROAD  
Atlanta, Georgia



## THIS PAST YEAR

- Amber Hatcher joined our team last November as Administrative Coordinator
- Dave Hickman joined our team last September as Construction Manager
- Completed Randall Mill Way Lot 2, our second largest build to date
- Completed and sold Rilman Road Lots 1 & 3



## LOOKING FORWARD

- Begin construction on Rilman Road Lot 5, the last house of our most recent five-lot development
- Begin construction on Randall Mill Way Lot 5, the last of first five-lot development
- Accrue more business

# RANDALL MILL LOT 2

COMPLETED 10,000 SF CUSTOM HOME

 Joe Fritz | Steve Howson | Architect: TS Adams | Designer: Tyler Colgan



# 15 WHEELWRIGHT CIRCLE

COMPLETED 4,850 SF CUSTOM HOME

 Steve Howson | Architect: Thad Truett



# 3322 GRANT VALLEY

COMPLETED 5,000 SF CUSTOM HOME

 Craig Smith | Architect: Ross Piper | Designer: Liz Godwin



# 2879 RIVERMEADE

COMPLETED RENOVATION

 Chris Keith | Architect: Bradley Heppner

# PACES WALK LOT 1

COMPLETED 5,145 SF SPEC HOME

• Sold for \$2.7M

 Gabe Johnson | Dave Hickman  
Architect: TS Adams | Designer: Tyler Colgan

# PACES WALK LOT 3

COMPLETED 7,533 SF SPEC HOME

• Sold for \$3.1M

 Gabe Johnson | Dave Hickman  
Architect: TS Adams | Designer: Tyler Colgan



# 4395 HARRIS TRAIL

IN-PROGRESS 8,300 SF CUSTOM HOME

 Joe Fritz | Architect: TS Adams | Designer: Michelle Doughtie



# RANDALL MILL LOT 3

IN-PROGRESS 7,200 SF SPEC-CUSTOM HOME

• Sold for \$4.5M

 Gabe Johnson | Architect: TS Adams | Designer: Jen Hill



# 3861 RANDALL RIDGE ROAD

IN-PROGRESS 6,459 SF CUSTOM HOME

 Craig Smith | Architect: Harrison Design | Designer: The Drawing Room



# PACES WALK LOT 2

IN-PROGRESS 4,805 SF SPEC HOME

 Gabe Johnson | Dave Hickman  
Architect: Greg Busch | Designer: Tyler Colgan



# 515 WESTOVER DRIVE

IN-PROGRESS RENOVATION

 Chris Keith | Architect: Frances Zook | Designer: Colleen Price



# PACES WALK LOT 4


IN-PROGRESS 4,774 SF SPEC HOME

 Gabe Johnson | Dave Hickman  
Architect: Greg Busch | Designer: Tyler Colgan



# RANDALL MILL WAY LOT 5

UPCOMING 6,768 SF SPEC HOME

 Architect: TS Adams | Designer: Tyler Colgan



# 3380 PINESTREAM ROAD

UPCOMING 4,255 SF RENOVATION/ADDITION

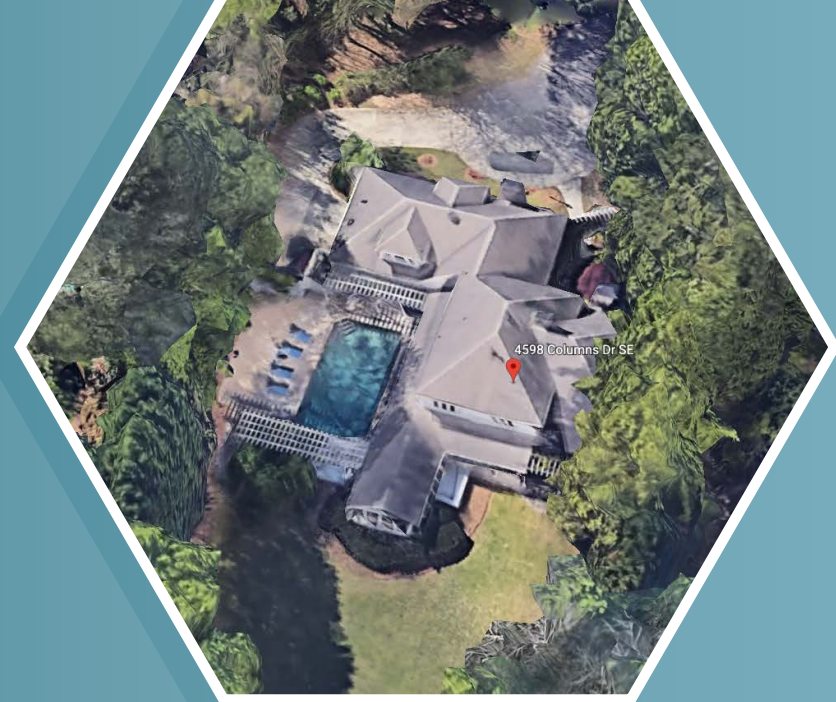
 Architect: Amanda Orr



# 4598 COLUMNS DRIVE

UPCOMING 6,920 SF CUSTOM HOME

 Architect: TS Adams



# PACES WALK LOT 5

UPCOMING 6,835 SF SPEC HOME

 Architect: TS Adams | Designer: Tyler Colgan



UP NEXT





825 CRESTWELL CIRCLE  
Atlanta, Georgia



## THIS PAST YEAR

- ~10 total agents (including several Macallan employees) who have their license with Macallan Properties but who do not focus on residential real estate full time
- Significant role in Macallan Capital rental portfolio – acquisition brokerage and property management



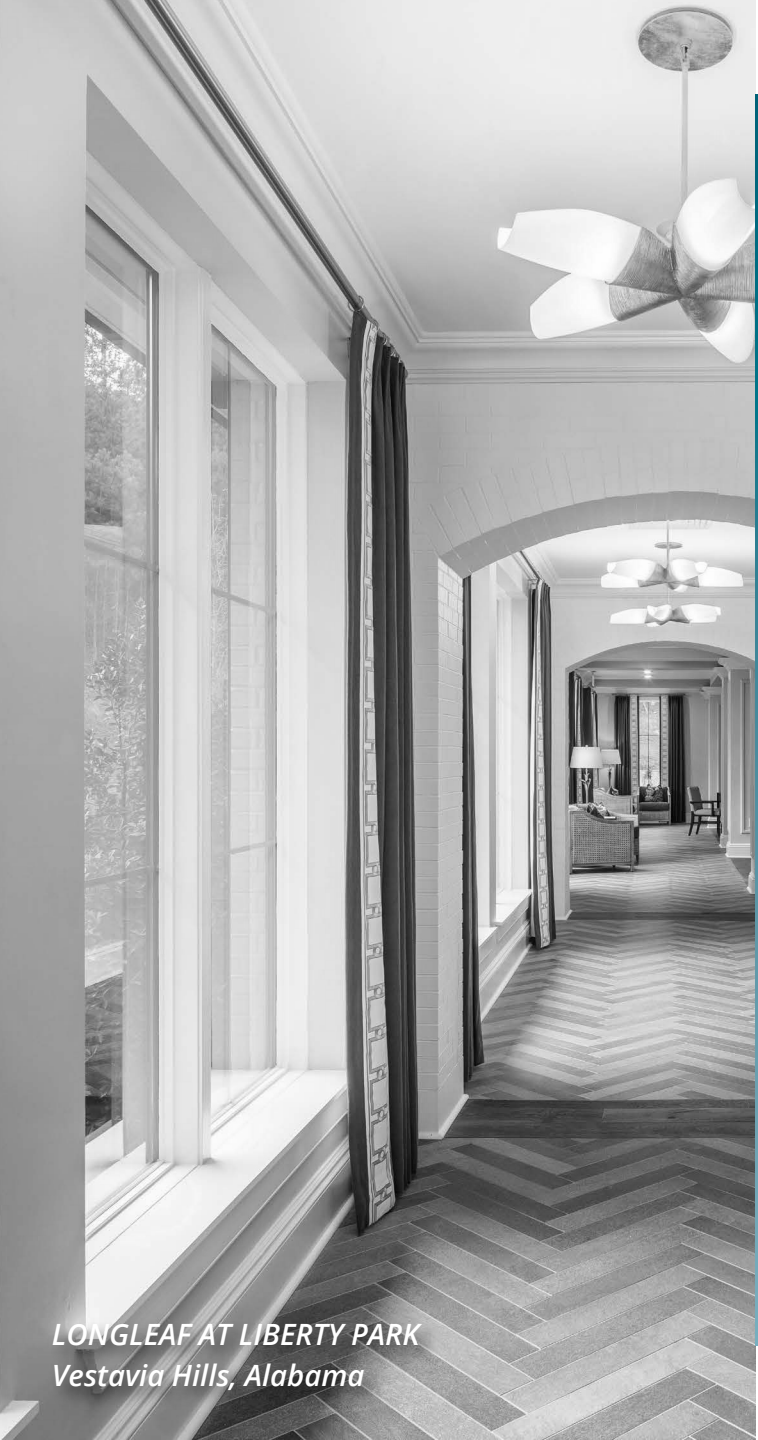
## LOOKING FORWARD

- Continued work on expansion of Macallan Capital rental portfolio
- Opportunistic residential acquisitions and sales

UP NEXT



MACALLAN  
CAPITAL



LONGLEAF AT LIBERTY PARK  
Vestavia Hills, Alabama



## THIS PAST YEAR

- Closing on third (and most expensive - \$4.8M) spec home at Randall Mill on November 1st
- Constructed three of five homes at our Rilman Road (Paces Walk) development - hoping to have sold all and started construction on last two lots by spring 2021
- Expanded our rental portfolio to six properties, all of which are currently leased
- Completed and opened our first ground up development deal in Vestavia Hills, AL
- Finalized non-recourse debt and remaining equity for our second ground up project in Bee Cave, TX
- Completed design and entitlements for our Bee Cave project and began construction



## LOOKING FORWARD

- Reconfigure tenant mix at 1642 and lease new space
- Expand single family rental portfolio
- Development of our Northwest Drive property in West Midtown
- Start final spec home on final lot at Randall Mill (Lot 5) - expecting to complete by summer 2021
- Completion of permitting, construction, and sale of Rilman Spec homes
- Grow and scale Farm Stores to other Southeast regions

# LONGLEAF AT LIBERTY PARK

NEW SENIOR HOUSING CONSTRUCTION  
Vestavia Hills, AL

- Completed construction and obtained C.O. in October of 2019
- Great initial leasing progress until COVID mandated shutdown which prevented any new residents from moving in for several months this Spring.
- Currently 40% occupied with continued strong interest which will hopefully allow us to regain leasing momentum.
- Expending substantial effort to minimize COVID impact through weekly testing of all associates and residents, heavy COVID prevention protocols, restrictions on outside visitors, etc.



# LONGLEAF AT BEE CAVE

NEW SENIOR HOUSING CONSTRUCTION  
Bee Cave, TX

- Closed on land acquisition and construction financing for our second Braemar ground up development project in April of 2020.
- Successfully commenced project despite major market pull back due to COVID.
- Construction is active and we just poured the building slab in mid-September.
- Tracking substantial completion in July of 2021.
- Incorporating COVID related sanitary and UV sterilization measures into project.
- We are hopeful that the opening of this facility is far enough out to avoid substantial COVID related impacts.
- Project marketing and website to commence this Fall.



**BRAEMAR**  
PARTNERS

# RANDALL MILL

Atlanta, GA

- Six-acre Buckhead assemblage with five individual home sites
- Macallan Construction handled horizontal development
- Macallan Homes is building the houses
- LiteWorks provided windows and doors



# RILMAN ROAD (PACES WALK)

Atlanta, GA

- Five-lot assemblage in Buckhead on Rilman Road close to Pace Academy
- Custom home designs have been completed by Tim Adams and Greg Busch
- Construction by Macallan Homes has started on the first three lots and the final two are expected to kickoff by spring 2021
- Price points in the \$2.5M - \$3.5M range



# RENTAL PORTFOLIO

- Strategic decision to start acquiring single family rental properties (including townhomes and condos) to buy and hold long-term; may occasionally flip properties as well
- Andrew O'Callaghan has primary responsibility
- Vertically integrated structure utilizing Macallan Properties as broker to acquire properties and to provide property management services and using Macallan Works to perform needed renovations



# NORTHWEST DRIVE

Atlanta, GA

- Five-acre raw land purchase purchased at auction
- Buy and hold strategy for future development opportunities
- Strategic adjacent land acquisition efforts underway to enlarge this land holding



# FARM STORES

Farm Stores is a new business venture Macallan is pursuing with external partners Grant Petersen and Alex Sanchez. It is a double drive through only convenience store concept based in South Florida. They are expanding rapidly and our partnership has the Georgia development rights and is also looking at locations in Louisiana, central Florida, and Tennessee.

- These are “last mile” convenience retail locations with no gas and specific regional food products (i.e. fresh baked Cuban bread in South Florida).
- They can fit on very small retail sites as small as ¼ acre.
- First two locations are under contract in Paulding County and in Holly Springs with construction starts expected around the first of the year.
- We are working on a modular design and construction concept in order to significantly scale the development and construction of new locations.
- Farm Stores existing store revenues are way up since the pandemic started as the entire model lends itself to social distancing.
- Unlike many of our projects that are unique and “one off”, we like the potential scale of this concept that can be rolled out in dozens and eventually hundreds of locations.



UP NEXT



MACALLAN<sup>®</sup>  
WORKS



*HIGHLANDS FALLS COUNTRY CLUB  
Highlands, North Carolina*



## THIS PAST YEAR

- Kerri and Zach gave birth to a beautiful baby girl, Evie Mae!
- Completed our first Luxury Country Club renovation
- Added a new service van and Facilities Maintenance Technician, Gene Kozoman, to our team!
- Great project completion with very pleased customers
- Challenges of 2020, huge project setbacks, employee changes, the pandemic, and limited project prospects



## LOOKING FORWARD

- Focus on strengthening our core competencies, superior ethics, integrity, and quality customer service
- Continue in our quest to build a strong self-perform team of carpenters and skilled tradesmen
- Continue to strengthen our presence as the go-to Specialty Contractor
- Develop new contacts and strengthen relationships around the Historical Restoration, Senior Living, and Commercial renovation sectors of our business

# HIGHLANDS FALLS COUNTRY CLUB

COMPLETED COMMERCIAL PROJECT  
Highlands, NC

- 8,000 SF interior renovation including all common area spaces, rebuild of the Porte Cochere, and addition of a pavilion for outdoor dining

 Kerri Linscott | Will Anderson  
Nathan Harbison



# SPALDING NIX ART GALLERY

COMPLETED COMMERCIAL PROJECT  
Atlanta, GA

- 1,184 SF renovation including interior repairs and upgrades, installation of new flooring, wall reframing, and ambient lighting installation

 Laura Stigall | Will Anderson



# ORANGE HALL

COMPLETED HISTORIC PROJECT  
St. Marys, GA

- Exterior restoration on circa 1830's home listed on the National Register of Historic Places

 Rob Wasserman | Will Anderson

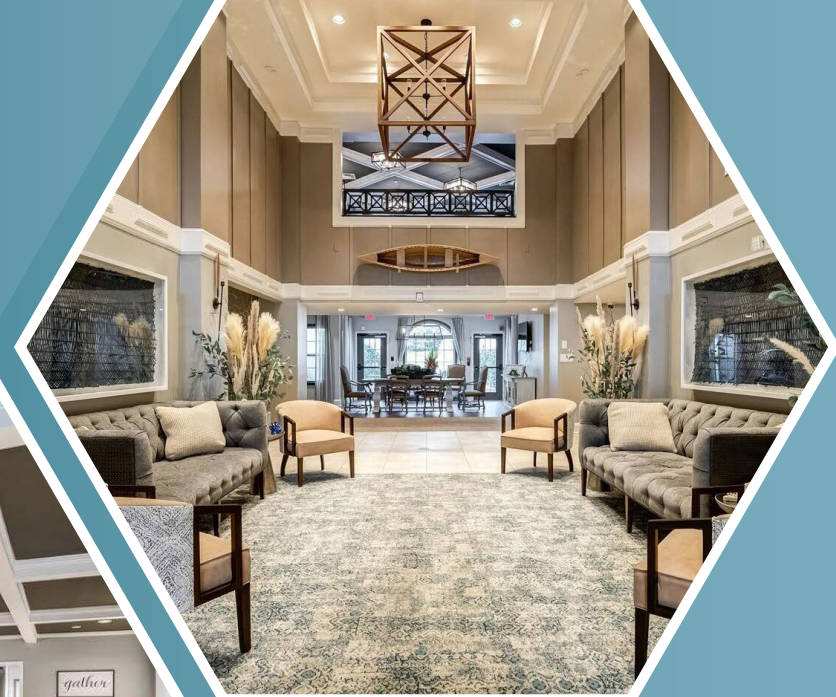


# PSL JOHNSON FERRY

COMPLETED SENIOR LIVING PROJECT  
Atlanta, GA

- Renovation of over 11,500 SF of common area spaces

 Rob Wasserman | Will Anderson  
Nathan Harbison



# RENAISSANCE ON PEACHTREE

COMPLETED COMMERCIAL PROJECT  
Atlanta, GA

- Interior paint, carpet, tile and lighting on four floors.

 Rob Wasserman | Will Anderson  
Kerri Linscott



# HUDSON NASH FARMHOUSE

CURRENT HISTORIC PROJECT  
Gwinnett County, GA

- Moving and restoring the historic farmhouse (established c. 1840)!  
Building was recently donated to Gwinnett County for preservation.

 Stephen Bracher | Will Anderson

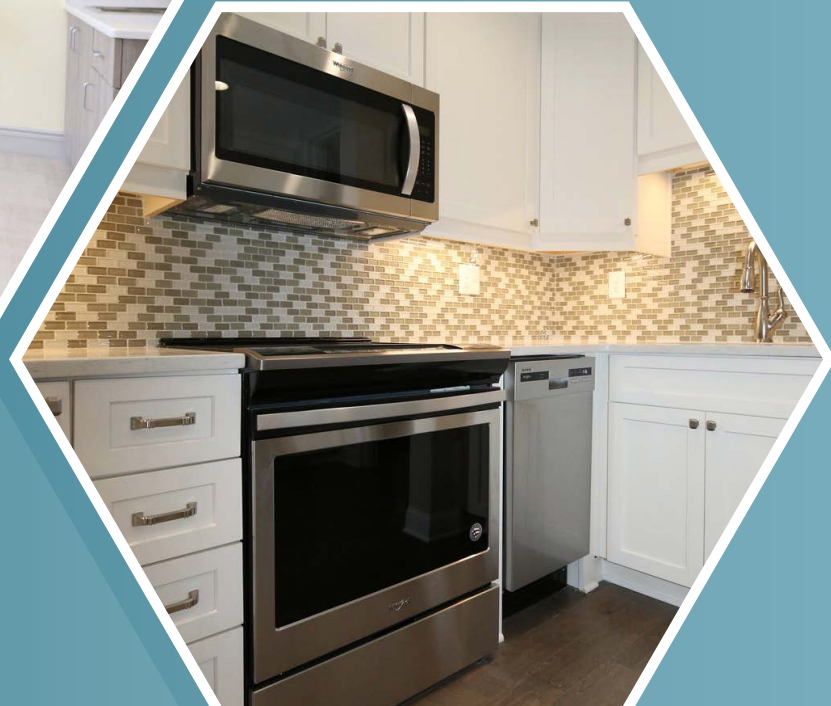


# CANTERBURY COURT

ONGOING SENIOR LIVING PROJECT  
Atlanta, GA

- Ongoing task order contract with completion of over 200 projects

 Laura Stigall | David Howard  
Oscar Medina | Nathan Harbison



UP NEXT



MACALLAN<sup>®</sup>  
HR/MARKETING



## THIS PAST YEAR

- Enhanced offboarding experience for employees
- Successful BPTW campaign
- Enriched benefit offerings with wellness addition
- Implemented Paycor to provide accessible employee information
- Feel Good Friday
- COVID-19 strategy/company guidelines
- Virtual employee engagement during quarantine



## LOOKING FORWARD

- Exploring all that Paycor has to offer
- Expanding first day training for new hires on systems/software used
- Community networking



Executed our second full-day **philanthropy event**



Executed **drone photography** for 00 jobs



Ressurrected the **Macallan Podcast Club**



Quarterly **newsletter** execution



**197** client holiday gifts ordered, packaged and tagged



**2,382** branded promotional items delivered



Designed **54** packages/presentations



**1** new hire - Diana Sierra



Created and maintained the **Macallan Corporate Calendar**



Shot progress/final photography for **43** jobs



Executed **52** virtual events



Organized **our first virtual** Macallan University events

# CONGRATS TO OUR FITNESS CHALLENGE WINNERS!

**Karen  
Brown**

*1st Place*



**Tabitha  
Douglas**

*2nd Place*



UP NEXT



MACALLAN  
ACCOUNTING



## THIS PAST YEAR

- New team members - New CFO, Carrie Wilkinson joined the Liteworks team
- Overcame all obstacles of completing tasks in a remote environment
- Electronic invoicing and coding
- Five PPP loans
- Three new companies – Clerestory, Farm Stores, and Mac RP One, LLC
- Paycor which coincided with a significant audit
- Commenced the year with our new cost code accounting process
- Forecasting services
- Invested time to educate ourselves on the Procore software
- Took over processing the monthly WIP reports for the various companies
- External deadlines
- Macallan Homes - Division reporting
- Cross-training



## LOOKING FORWARD

- ACH
- Further refine and improve forecasting
- Assess Foundation platform, create long-term financial reporting software plan
- Expand the team's ability to assist in month-end closing process and elevate all team members' ability to add accounting services value
- Develop Paycor system to allow for timesheet tracking within software, eliminating current redundancy
- Formally reach out to all BUL's seeking written feedback on what services accounting can expand on and improve upon – "customer service survey"
- Thank you team, BUL's, partners, etc. - we're excited for 2021!

**THE FUTURE**

WHAT'S NEXT?





**THANK  
YOU!**