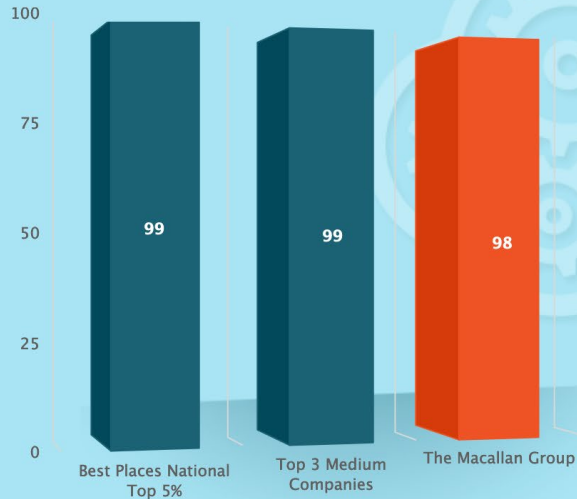


2021 ANNUAL MEETING



THE
MACALLAN
GROUP



Knowing What Matters

When employees feel valued by their organization, they are far more likely to be engaged. Year after year, this single factor proves to be one of the largest drivers of employee engagement. How did The Macallan Group stack up?

The senior leaders of the organization value people as their most important resource.



MISSION

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

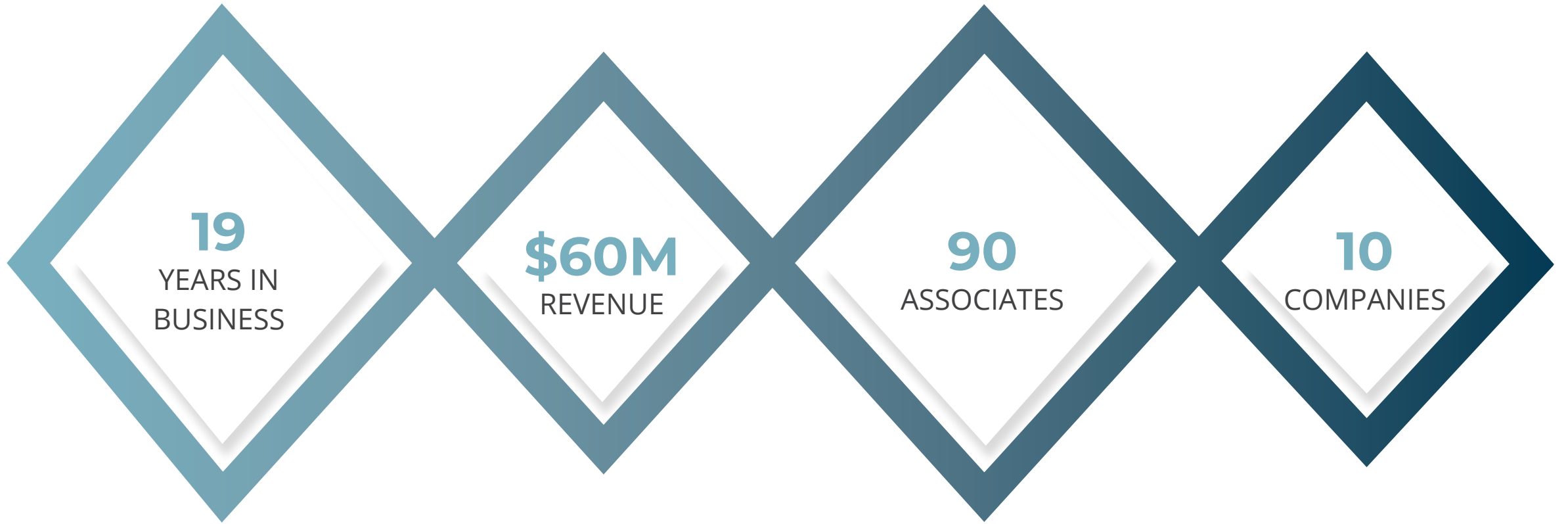
VISION

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

ONE TEAM, ONE GOAL.



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

ACCOUNTING/FINANCE

TINA CANTRELL
Accounting Manager

BRANDI RAY
Accounts Payable Accountant

ROBIN KAITZ
Receptionist

VICKI MITCHELL
Consultant

MARIKA DASILVA
Senior Corporate Accountant

AMBER HATCHER
Administrative Coordinator

RENA CRABILL
Internal Auditor

TABITHA DOUGLAS
Staff Accountant

CARRIE WILKINSON
Operations Coordinator

MICHELE L. HARRY
Vice President

MARKETING/HR/ADMIN

BRITTANY WILLIAMS
HR Manager

KIRA RAY
Graphic Designer

DIANA SIERRA
Marketing Coordinator

JENNIFER AUXIER
Executive Assistant

JAMES BAKER
Vice President

INVESTMENTS



MACALLAN CONSTRUCTION

DEAN de FREITAS
Managing Principal

FIELD

BILL TRACY
General Superintendent

TAD GLASSCOCK
Senior Superintendent

BEVAN COBBS
Superintendent

PROJECT MANAGEMENT

SAMUEL KING II
Senior Project Manager

SAMANTHA WILSON
Project Engineer

NICHELLE BELL
Project Administrator

PRECONSTRUCTION

MICHAEL BENTON
Preconstruction Manager

BELARMINO ROMERO
Estimator

MARK MURUNGARU
Intern

MACALLAN WORKS

NATHAN HARBISON
Principal

KERRI LINSOTT
Assistant Project Manager

LAURA STIGALL
Project Coordinator

NICHELLE BELL
Project Administrator

DAVID HOWARD
Construction Manager

WILL ANDERSON
Superintendent

ALFRED CALDWELL, JR.
Facilities Maintenance

SAM LEWIS
Facilities Maintenance

OSCAR MEDINA
Field Labor

FIELD EMPLOYEES
3

MACALLAN CUSTOM HOMES

DAVID CHILDERS
Principal

DANICA BUCKLEY
Operations Coordinator

CHRIS KEITH
Estimator

SUSAN JAMES
Consultant (PM)

AMBER HATCHER
Administrative Coordinator

NICHELLE BELL
Project Administrator

STEVE HOWSON
Construction Manager

DAVID HICKMAN
Construction Manager

DAVID POCKLINGTON
Construction Manager

MIKE DEMPSEY
Construction Manager

JOEL THORTON
Construction Manager

CLAY LILLARD
Foreman

STEPHEN SHELDON
Carpenter

FIELD EMPLOYEES
5

MACALLAN REAL ESTATE

JAMES L. RHODEN III
Managing Broker

HEATH MILLIGAN
Principal

WILLIAM MILLER
Real Estate Analyst

DAVIS WOODRUFF
Intern

REID KNOX
Salesperson

R. ERIC CLARKSON
Associate Broker

HAMILTON DICKEY
Salesperson

JOHN REX FUQUA
Land Specialist

WINSTON SMITH
Associate Broker

BRETT BRADLEY
Sales Associate



JAMES L. RHODEN III
Managing Broker

LAURIE COLLINS
Associate Broker

GINA DAVIA
Salesperson

JEANIE JOYE
Salesperson

JOSE NAVARRO
Salesperson

KATIE NOLAND
Salesperson

ASHLEY O'NEIL
Salesperson

MARTIN SPATT
Salesperson



SCOTT BARR
Principal

CARRIE WILKINSON
Operations Coordinator

ROB WASSERMAN
Estimator

JOSE MORALES
Warehouse Manager

RONNIE LIPPERT
Outside Sales

BUDDY WALLACE
Outside Sales

KAREN BROWN
Outside Sales

KYLE STURTEVANT
Outside Sales

DREW HALL
Outside Sales

STEVEN FORTSON
Outside Sales



AMIT KUMAR
Managing Principal

PAUL JONES
Chief Software Architect

WAYNE VAN VOORHIS
Senior Software Engineer

NAR KASALA
Senior BizTalk Developer

BRAD RICKETSON
Lead Software Engineer

SANTOSH KUMAR
Senior BizTalk Developer



CLIFF STANFIELD
Principal

CHRISTOPHER WADE
Director of Investments & Acquisitions

20 NEW TEAM MEMBERS

David Pocklington - Macallan Custom Homes

Alfred Caldwell Jr - Macallan Works

Clay Lillard - Macallan Homes

John Rex Fuqua - Macallan Real Estate

Michael Dempsey - Macallan Custom Homes

Winston Smith - Macallan Real Estate

Rachel Rountree - Macallan Custom Homes

Kira Ray - The Macallan Group

William Miller - Macallan Real Estate

Bevan Cobbs - Macallan Construction

Brett Bradley - Macallan Real Estate

Michael Benton - Macallan Construction

Sam Lewis - Macallan Works

Sam King - Macallan Construction

James Baker - The Macallan Group

Stephen Sheldon - Macallan Custom Homes

Mark Murungaru - Macallan Construction

Steven Fortson - Liteworks

Samantha Wilson - Macallan Construction

Jose Morales - Liteworks



PROMOTIONS

Congratulations!

Belarmino Romero
Estimator
Macallan Construction

Carrie Wilkinson
Operations Coordinator
Liteworks

Danica Buckley
Operations Coordinator
Macallan Custom Homes

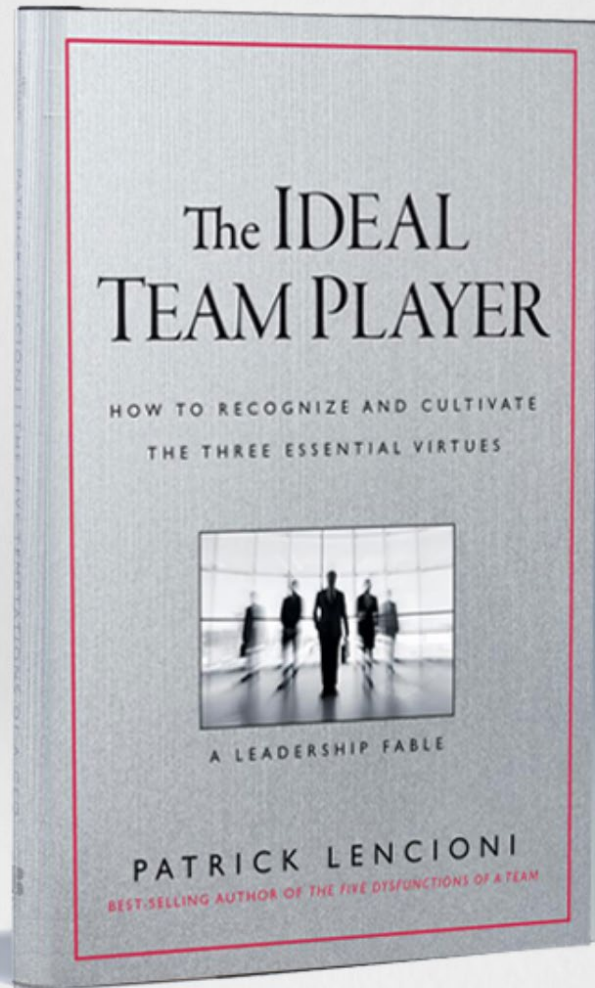
Will Anderson
Superintendent
Macallan Works

Tad Glasscock
Senior Superintendent
Macallan Construction



10TH
Anniversary
AWARD



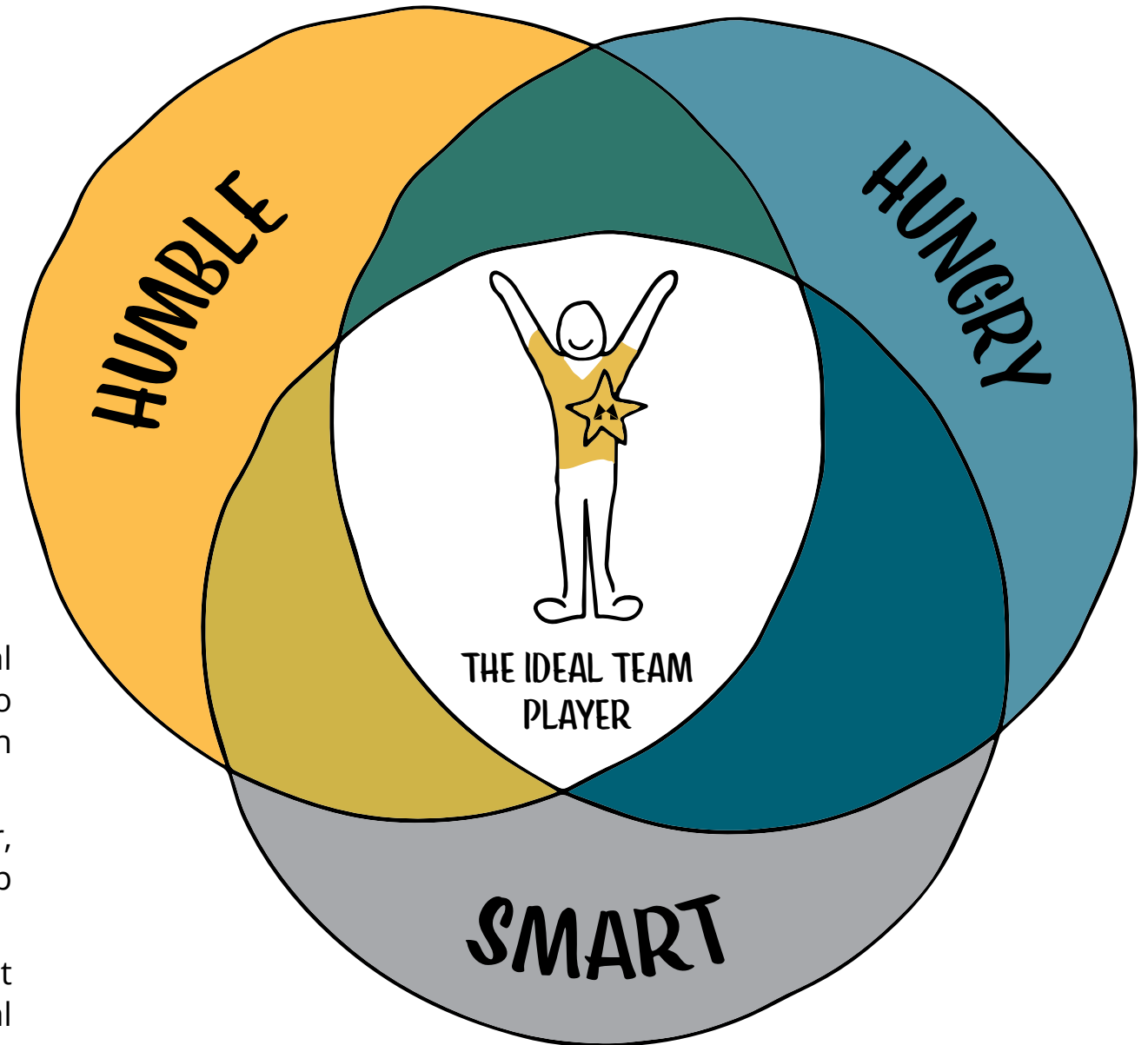


THE IDEAL TEAM PLAYER

- Strategic Goal – Continue to attract, develop and retain great people. Great people make great teams.
- Problem - Most teams that struggle are not lacking in knowledge or competence as much as they are unable to access that knowledge and competence because of dysfunctional behaviors.
- Problem – We lack a common language to discuss and identify preferred behaviors
- Ideal Team Player Methodology as a solution

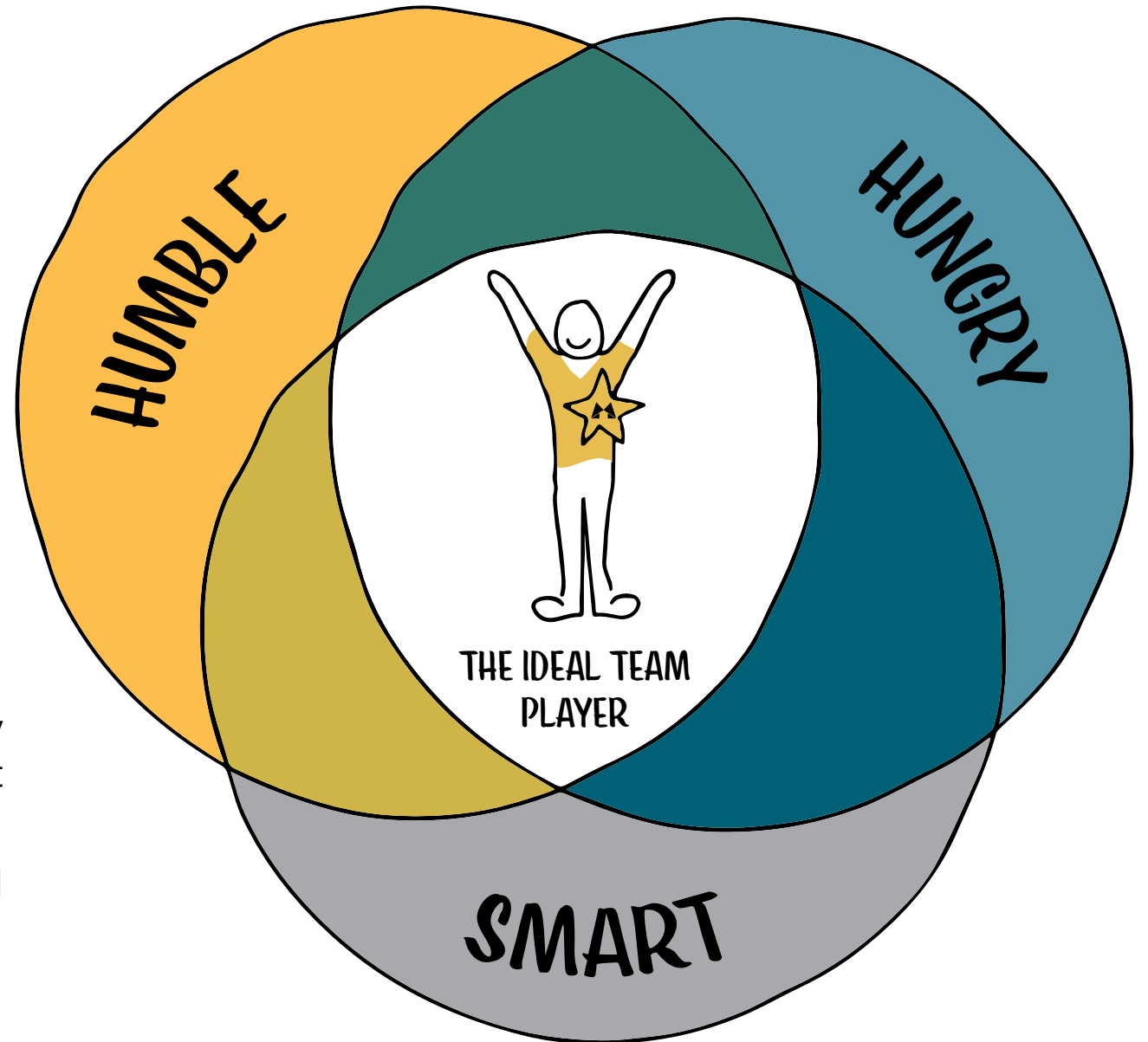
THE IDEAL TEAM PLAYER

- **Humble** - The first and most important virtue of an ideal team player is humility. A humble employee is someone who is more concerned with the success of the team than with getting credit for his or her contributions.
- **Hungry** - The next virtue of an ideal team player is hunger, the desire to work hard and do whatever is necessary to help the team succeed.
- **(People) Smart** - The final virtue of a team player is not about being intelligent, but rather about being wise in how to deal with people.

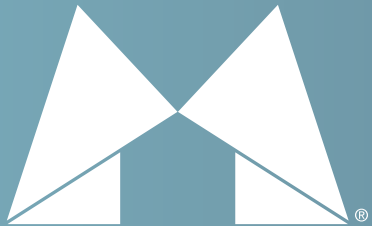


THE IDEAL TEAM PLAYER

- We plan to start incorporating this methodology into our recruitment and teammate development efforts.
- The process for you begins with self-evaluation, and is successful only with open dialogue and trust.
- Please read the book in the next 30 days



UP NEXT



MACALLAN
ACCOUNTING

THIS PAST YEAR

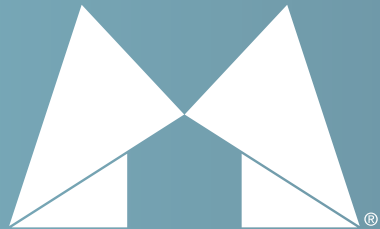
- PPP Round 2 and Employee Retention Credits for eligible companies were submitted. Extensive delays on the ERC processing has impacted receipt of funds.
- Positive Pay has been activated for all bank accounts.
- Comdata (i.e. virtual mastercard credit card) was implemented.
- Forecasting & Budgeting services continue and accuracy of projections have improved.
- All external deadlines were met and or exceeded. The 2020 Review Report was issued with ZERO adjusting journal entries.
- LW team vetted and selected new ERP software for LW – Spruce.
- Three new companies – FSGA Cedarcrest LLC & FSGA Holly Commons LLC, & Gainesville Midland Partner, LLC.
- Developed automated journal entry from Paycor to Foundation

LOOKING FORWARD

- Consideration/Implementation of American Express AP One – centralized check processing. Eliminate the need and cost for TMG to process and cut manual checks.
- Along with above continually find initiatives to reduce threats of fraud. We have to work just as hard as the criminals out there planning the thefts.
- Implementation of Spruce Software for LW – this will be very labor intensive but well worth the effort!
- Continue evaluating long term financial reporting systems for all companies.
- Draw package preparation/processing for Gainesville Midland Partner, LLC.
- Formalize written policies and procedures for critical accounting areas in effort to minimize disruption and/or reporting delays.



UP NEXT



MACALLAN[®]
HUMAN RESOURCES

THIS PAST YEAR

- HR started processing bi-weekly payroll for all companies in Paycor
- The modules in Paycor for employees to complete time entry, request and track PTO and complete onboarding in Paycor were rolled out
- Employee Development Meetings were completed in Paycor
- Summer Hours and Dress Code policy was implemented
- Enhanced onboarding experience for employees
- Managed COVID protocol
- Successful BPTW campaign for the fourth consecutive year
- Coordination with Camp Twin Lakes for 2021 Philanthropy Day

LOOKING FORWARD

- Addition of Junior level HR team member
- Continue to roll out the final modules in Paycor (i.e- recruiting/hiring life cycle, manager training)
- Rollout updated employee handbook
- Humana Go365 re-engagement
- Plan on meeting quarterly with Business Unit Leaders to discuss workforce planning
- Recruiting pipeline- proactive recruiting
- Reactivating in person Macallan University events
- Community Networking



REMINDERS



Reach out with any insurance questions



Use H.S.A./FSA funds by the end of November



Submit wellness receipts for Allstate supplemental insurance



Track your wellness with Go365!

PHILANTHROPY DAY - FALL 2020

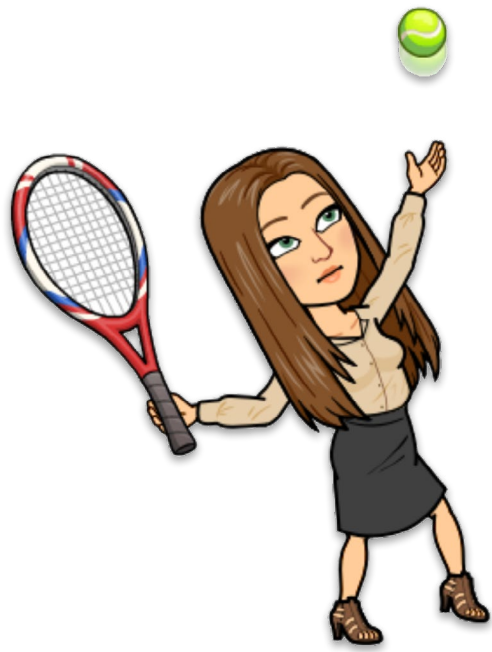


PHILANTHROPY DAY - SPRING 2021



UP NEXT





Thank
you





THIS PAST YEAR

- Addition of new team member – Kira Ray
- Best Places to Work!
- Annual Meeting 2020 – Video Edition
- Setting up in-house headshot photo studio
- Increased Social Media activity and procuring the tools to help streamline posts.
- Created social media and website best practices
- Created more video content for projects, websites and social media
- Smartsheet database tracking to include, project information, team bio information, safety training, and promo costs.
- Vehicle graphics for Liteworks and Macallan Works trucks
- Two Successful Philanthropy Days (Fall & Spring)
- Team Training with LinkedIn Learning and in person at the Digital Summit Atlanta conference



LOOKING FORWARD

- 2022 Best Places to Work
- More press across all business units!
- More video content creation on websites, social media and marketing presentations
- Refresh and update some of our business unit websites
- New headshots for entire team
- Work closely with each business unit for future marketing strategies
- Plan and execute more in-person events
- Team training and best practices





Executed two full-day
philanthropy
events



Designed & ordered
142 Promo Items/
Apparel



162
client holiday gifts
ordered, packaged
and tagged



Designed
67 packages/RFQ/
presentations



Executed drone photos/
videos for
16 jobs



In-person & virtual
events
42



Shot progress/final
photography for **23**
projects



Created **11**
custom designed logos
and specialty graphics



1 new hire -
Kira Ray

UP NEXT



MACALLAN[®]
CONSTRUCTION

THIS PAST YEAR

- Staffing Changes – said Hello to:
 - Michael Benton – Manager of Preconstruction
 - Sam King – Senior Project Manager
 - Samantha Wilson – Project Engineer
 - Mark Murungaru – Intern
 - Bevan Cobbs – Superintendent
- Promoted Belarmino from Intern to Office Engineer (shout out to BR for buying his first home!)
- Promoted Tad Glasscock to Senior Superintendent
- Completed largest project for Georgia State University – Library North \$3.9M
- Awarded 1st project with GSU under new Task Order Agreement (Hurt Park)
- Developed “Campus Expertise” marketing strategy
- Remained on the “campus” of Ponce City Market continuously since September 2020
- Center for Family Resources Playhouse – 1st Place for design and raised the most donations

LOOKING FORWARD

- Strong Pipeline:
 - Green light opportunities or verbally awarded projects totaling over \$14 million
 - Waiting to hear back on over \$8M of new work
- Re-energizing Quarterly Superintendents Meeting
- Smoother emergence into second round of COVID
- Further leveraging self-perform work with Macallan Works





SAFETY

- Our Macallan Construction team had the pleasure of accepting the Associated Builders and Contractors of Georgia (ABC) SILVER- level STEP recognition award and the Georgia Award of Safety Excellence
- There have been **0 INJURIES** in the past 2 years
- We are now Associated Builders and Contractors of Georgia (ABC) Members
- Bermac changed their name to Safety Consultants USA



THE BABY STRAND

BEST IN SHOW WINNER

We partnered with Foreman Seeley Fountain Architecture to build The Baby Strand.

Our playhouse raised \$4,000 for The Center for Family Resources to support their ongoing mission of preventing childhood homelessness and supporting families on the path to stability and success.

Thank you to Liteworks for letting us use the warehouse to build the playhouse!



Thank you Tad, Nathan, Belarmino, Alfred, CJ and Michele for assisting with the build.

GSU LIBRARY NORTH

COMPLETED HIGHER EDUCATION PROJECT

Atlanta, GA

Two story, glass & limestone addition with rooftop patio

 Tad Glasscock | Heather Hardie



Jul 2020

Sept 2021



PONCE CITY MARKET FOOD HALL EXPANSION

COMPLETED RETAIL/RESTAURANT PROJECT

Atlanta, GA

Conversion of retail/office space into a food court

 Bill Tracy | Heather Hardie



PONCE CITY MARKET E-SUITES

COMPLETED RETAIL/RESTAURANT PROJECT

Atlanta, GA

Converting two tenant suites into three suites (make ready for Nike)

 Bill Tracy | Belarmino Romero

 ● ●
May 2021 Sept 2021



PONCE CITY MARKET GOOGLE FIBER REDEMISE

COMPLETED RETAIL/RESTAURANT PROJECT

Atlanta, GA

Converting one tenant suite in to two suites

 Bill Tracy | Heather Hardie




HINES RAVINIA PERGOLA

COMPLETED CORPORATE PROJECT

Atlanta, GA

Renovation of existing pergola, adding a roof, sun shades, lights/heaters/fans

 Bevan Cobbs | Kerri Linscott



Feb 2021

July 2021



PEACHTREE HILLS PLACE PHASE 2

COMPLETED SENIOR LIVING PROJECT

Atlanta, GA

Three custom three story, luxury Senior Living home sites

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



June 2019

Oct 2020




PEACHTREE HILLS PLACE SALES CENTER CONVERSION

COMPLETED SENIOR LIVING PROJECT

Atlanta, GA

Conversion of sales center into two custom luxury Senior Living home sites

 Bill Tracy | Shane Jones | John McHugh | Belarmino Romero



Jul 2020


Oct 2020



PEACHTREE HILLS PLACE STREET SCAPE

COMPLETED SENIOR LIVING PROJECT
Atlanta, GA

Upgraded hardscapes along Peachtree Hills Avenue

 Bill Tracy | David Pocklington | John McHugh
Belarmino Romero

 ● ●
Aug 2020 July 2021



GSU MRRF ADA UPGRADES

CURRENT HIGHER EDUCATION PROJECT

Atlanta, GA

Renovating restrooms and stair railings on two campuses

 Tad Glasscock | Bevan Cobbs | Sam King | Samantha Wilson

 ● ●
June 2021 Oct 2021




GSU DUNWOODY & CLARKSTON AUDITORIUM RENOVATIONS

CURRENT HIGHER EDUCATION PROJECT

Clarkston & Dunwoody, GA

Updating finishes and lighting in auditoriums on two campuses

 Tad Glasscock | Sam King | Samantha Wilson



June 2021 Oct 2021



GSU HURT PARK (TASK ORDER)

CURRENT HIGHER EDUCATION PROJECT
Atlanta, GA

Hardscapes and fountain work in 1940's public park

 Bevan Cobbs | Sam King | Samantha Wilson



Aug 2021

Dec 2021



PONCE CITY MARKET EAST PASSAGE MODIFICATIONS

CURRENT RETAIL/RESTAURANT PROJECT
Atlanta, GA

Adding a spiral staircase, new finishes, and reconfiguring
the breezeway leading from PCM to the Beltline

 Bill Tracy | Heather Hardie | Belarmino Romero

●.....●.....
March 2021 Nov 2021



VIETVANA AT PONCE CITY MARKET

CURRENT RETAIL/RESTAURANT PROJECT

Atlanta, GA

Vietnamese restaurant

 Bill Tracy | Belarmino Romero

●.....●.....
June 2021 Sept 2021



NANI'S ROTISSERIE CHICKEN AT PCM

CURRENT RETAIL/RESTAURANT PROJECT

Atlanta, GA

Regionally sourced comfort food restaurant

 Bill Tracy | Belarmino Romero



Aug 2021

Oct 2021



PLAZA TOWERS RENOVATION

FUTURE MULTIFAMILY PROJECT

Atlanta, GA

- Renovation of event space and 50 floors of residential elevator lobbies

CHASTAIN HORSE PARK

FUTURE PROJECT

Atlanta, GA

- Construction of 3 barns, 1 covered arena, 1 open arena and a manager's house



WINNWOOD APARTMENTS

FUTURE MULTIFAMILY PROJECT

Atlanta, GA

- Conversion of a 1930's, 24-unit apartment into 48 studio apartments

CAPITAL CITY BANK

FUTURE PROJECT

Atlanta, GA

- New site work and shell building for a bank

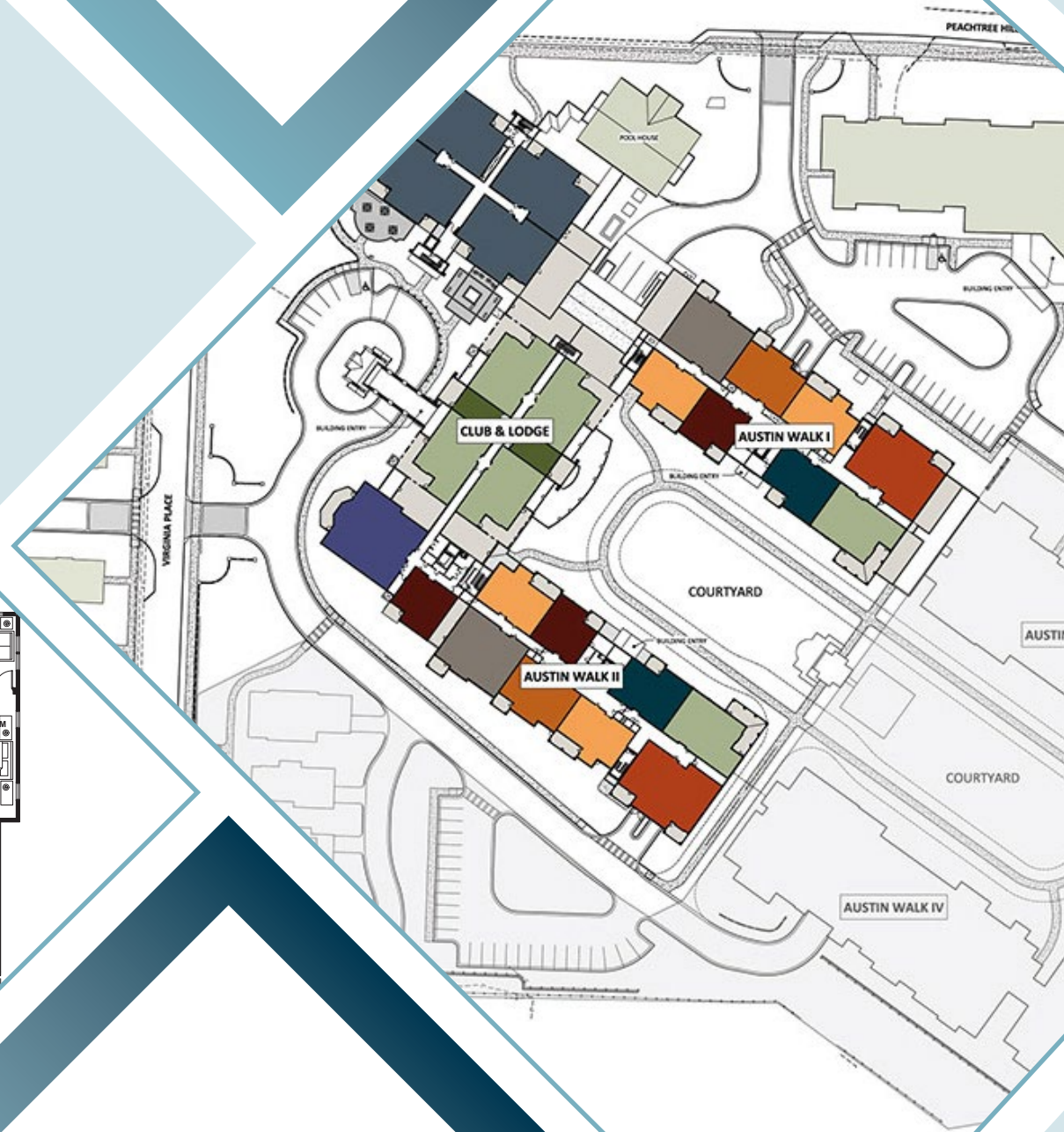


PEACHTREE HILLS PHASE 3

FUTURE SENIOR LIVING PROJECT

Atlanta, GA

- 5 custom three story, luxury Senior Living home sites



UP NEXT



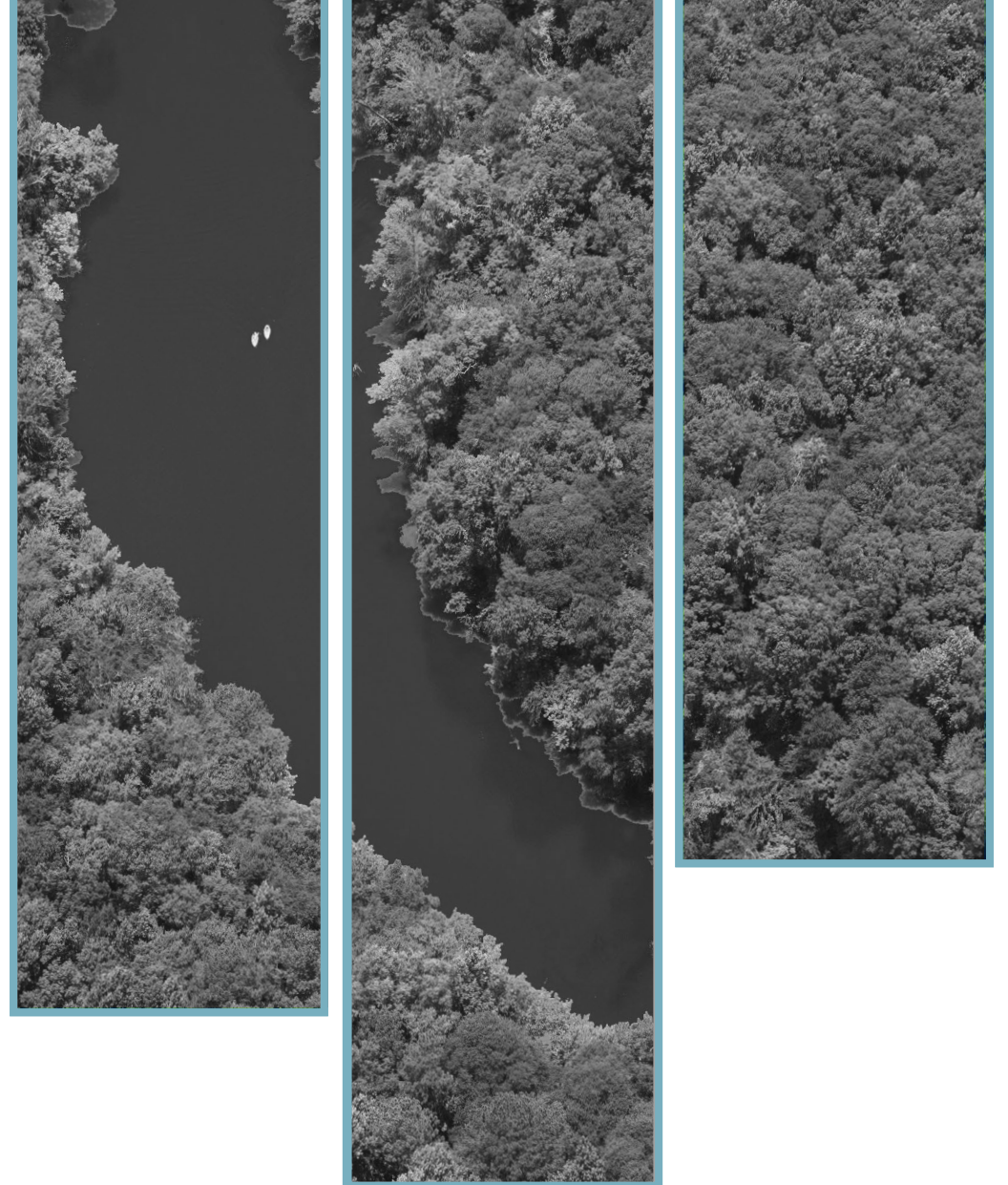
MACALLAN
REAL ESTATE

THIS PAST YEAR

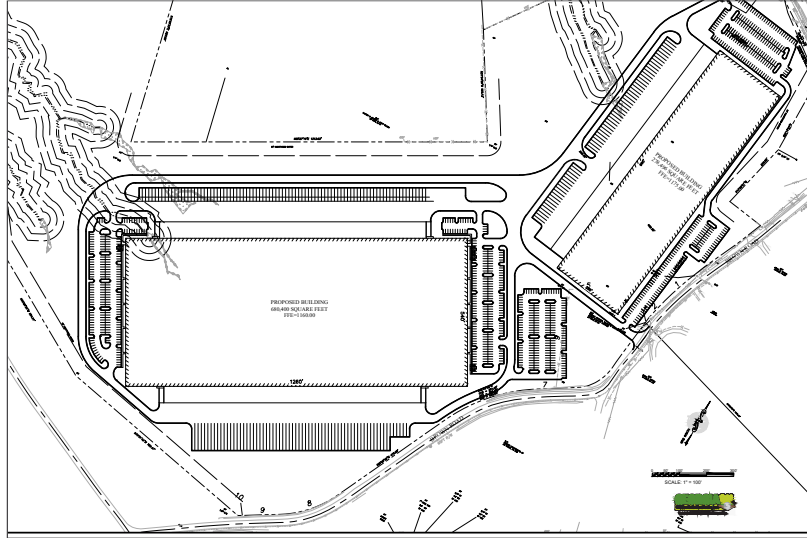
- \$31 Million in total sales over the past year (largest over any twelve-month period in MRE history!)
- \$22 Million under contract
- MRE welcomed John Rex Fuqua, Winston Smith, William Miller, Brett Bradley and Davis Woodruff
- Completed all of our infrastructure work at Benton Grove
- Finally sold the last piece of our Gravel Springs Road development!
- Utilized custom branding, video, social media, and other platforms to generate exposure on properties we are marketing

LOOKING FORWARD

- Continue to “out-hustle” the competition by using videos, aerial photography, property branding and other marketing tools to gain more exposure for listings
- Continue to pursue quality development deals that fit our criteria (residential lots, industrial, mixed-use)
- Continue to work with quality buyers, looking for development sites across the southeast
- Continue to get new listings and assignments where we can serve
- Continue to grow through our experience, capabilities, and resources



GRAVEL SPRINGS BUFORD, GA



950,000 SF OF SPECULATIVE INDUSTRIAL SPACE

- Began working on this deal in October of 2015
- Originally approved for 150+ single family, age restricted lots
- Ultimately annexed into Buford, GA and rezoned to industrial
- Developer plans to build 950,000 SF of speculative industrial space

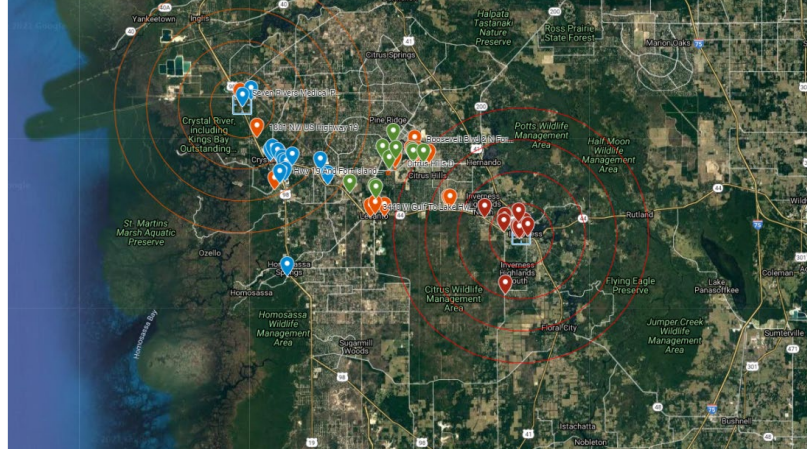
PRUITT HEALTH NOCATEE, FL



120 BED SKILLED NURSING FACILITY

- Pruitt Health had Certificate of Need for Northern St. Johns County for 120 Bed skilled nursing facility
- Performed a detailed search of the defined area, based on specific criteria
- Identified a handful of parcels that matched all the characteristics the client needed
- Ultimately purchased a 12 Acre Parcel within Nocatee
- Nocatee is consistently one of the nation's top-ten master planned communities in terms of sales

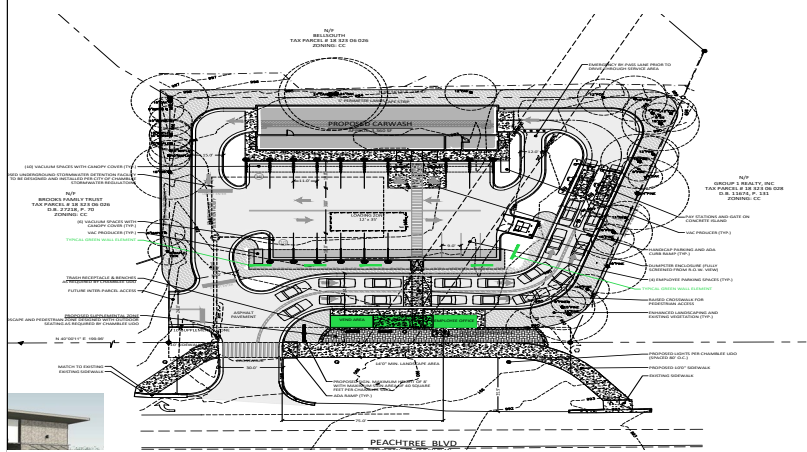
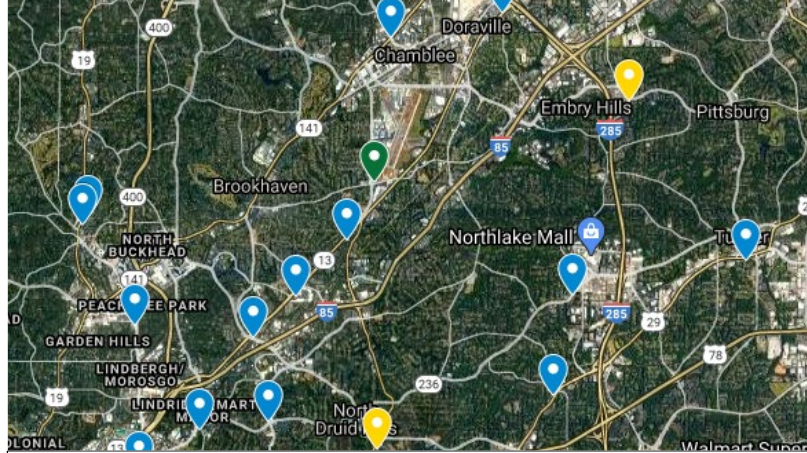
**PRUITT
HEALTH**
CITRUS COUNTY, FL



100,000 SF SKILLED NURSING FACILITY

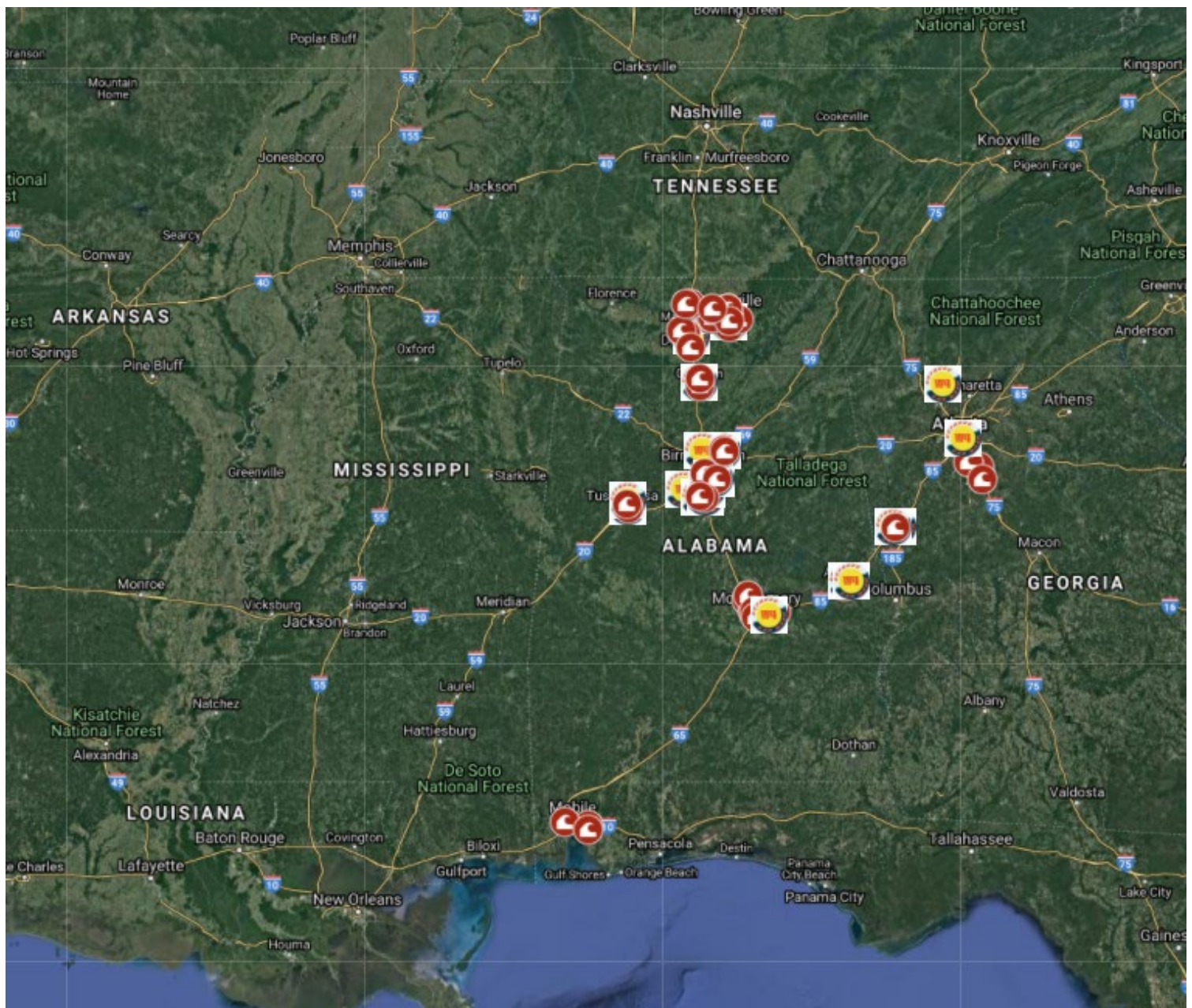
- Assignment where client has a certificate of need to build 100,000 SF Skilled Nursing Facility
- Started in July of 2020 and should close Q4 of 2020 or Q1 of 2021
- Eight to twelve acres
- \$2.5M - \$3M
- Under Contract

TOP WASH CHAMBLEE, GA



TWO SITES - CLOSED

- Identified potential sites for sale as well as “off-market” sites that matched criteria
- Both “off-market” deals
- Each site \$1.7MM+
- Close proximity to Lenox and Phipps malls
- Incredible demographics



VARIOUS CAR WASH ASSIGNMENTS

- Working with 5 other car wash developers to pursue new land acquisition and existing car wash locations
- Georgia, Alabama, Florida, South Carolina, North Carolina, Virginia and Kentucky
- Deal size range from \$800,000 to \$3,500,000
- Several properties under contract and several more negotiating PSAs

**LAVENDER
MOUNTAIN**
FLOYD COUNTY, GA



**373+/- ACRES OF
RECREATIONAL HUNTING
LAND**

- 373 +/- acres
- Beautiful mix of native hardwoods, steep slopes, and rocky outcroppings
- Excellent habitat for whitetail deer and turkey.
- Four sites have already been approved for structures including a fantastic home-site with power easily accessible and an established well
- Maintained road allows you to travel throughout the property with relative ease
- Estimated Annual Taxes for 2021: \$1,500

DAYTONA BEACH

DAYTONA BEACH, FL



4.8 ACRES OF OCEANFRONT PROPERTY

- 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
- Sold December 2020

THE WALKER FARM

TALLADEGA, AL



940 ACRES OF RECREATIONAL LAND

- Mix of irrigated cropland, hardwood bottoms and upland pine plantation
- Within 2 miles of Talladega Superspeedway
- Directly adjacent to 5-star shooting range
- 1.5 miles of frontage on Choccolocco Creek

HURRICANE CREEK

DOUGLAS COUNTY, GA



680 ACRE TIMBER TRACT

- Zoned R-A “Residential Agricultural” under the Douglas County Zoning Ordinance
- Major utility improvements recently installed
- 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
- Under Contract

**BENTON
GROVE**
POOLER, GA



96 ACRE MIXED-USE DEVELOPMENT

- Coordinated all aspects of development from acquisition to construction oversight
- Rezoned to allow for 391 apartments, 373 townhomes
- First phase of 391 apartments closed July of 2019
- Brokered the sale of remaining 373 townhome units to national homebuilder

RIVER PINES

WOODBURY, GA



2,219 ACRES OF PRIME HUNTING LAND

- Well maintained recreational Property
- 7 lakes/ponds on property
- 3+/- mi of Pappy's creek bisects property
- 1.5mi frontage on Flint River
- Custom cabin, stables, kennels and utility barn on property

**BON
SECOUR**
GULF SHORES, AL



COASTAL MIXED USE DEVELOPMENT OPPORTUNITY

- 283 Acres
- More than 1 Mile along County Road 4 (Waterway Blvd)
- All utilities are at the site
- Baldwin, Alabama
- Retail, Multifamily, Hotel, Single Family, Active Adult, Marina
- 60 Marina Slips partially built, additional 520 dry dock storage slips and 12 wet slips approved
- Zoning:
 - BN Neighborhood Business
 - BG General Business
 - PUD Planned Unit Development
 - ICW-N Intracoastal Waterway North
- SOLD

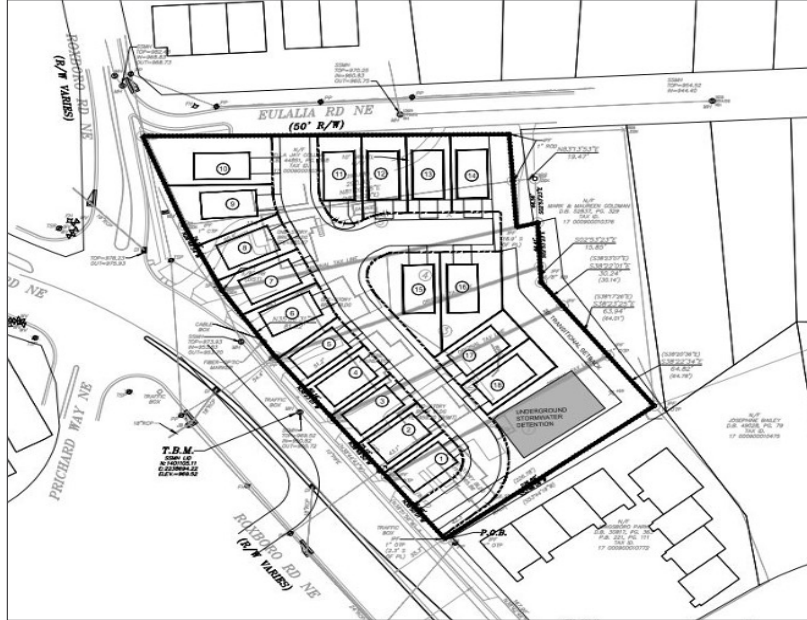
**MEAD
ROBERTS**
MONROE COUNTY, GA



- 1,959 Acres
- 2.7 Miles of frontage along the Towaliga River
- Offered in five different parcel sizes
- Institutional grade timber
- Excellent road system throughout

ROXBORO

ATLANTA, GA



3+/- ACRE ASSEMBLAGE

- Currently rezoning to 18 single family lots
- Homes will be priced \$1.2MM+/-
- Aiming for 2022 start date

UP NEXT



AIDANT
TECHNOLOGIES



AIDANT
TECHNOLOGIES

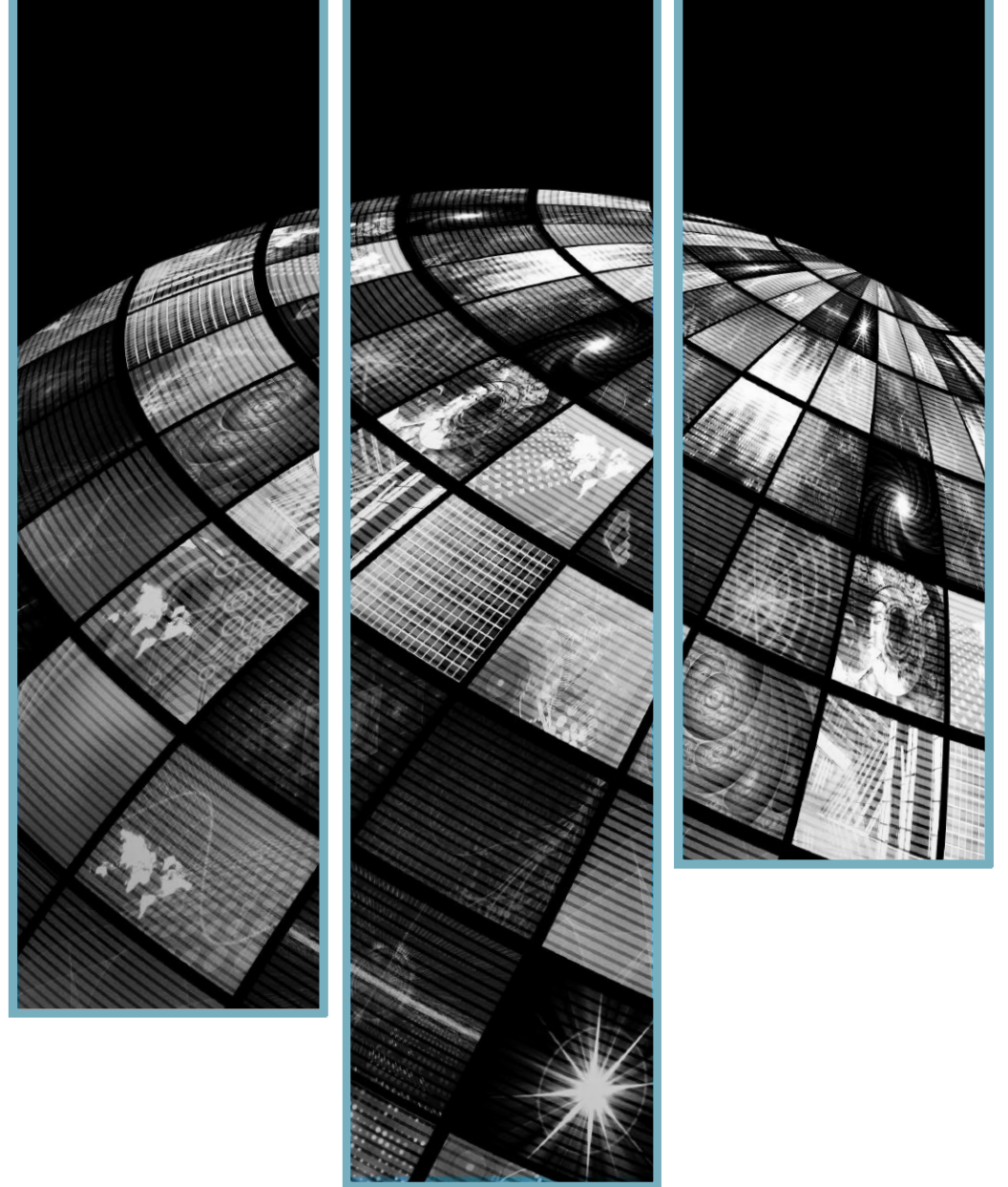
5
Year
SERVICE
AWARD

THIS PAST YEAR

- Aidant continues to make steady progress this past year. We were able to get two new customers.
 - **HealthSmart** started this past year. The work is still in progress. We have a Support contract with them for ongoing services as well.
 - **Flender Corporation** - This work is already delivered and lasted for 4 months. We have a support contract in place with them if they need us for future work.
 - Occidental Corp.** - Project restarted in 2021.
 - OFS Optics** - Continued project.
- We do have a lower headcount in terms of employees and contractors. But revenue from current and new contracts have more than compensated for it.
- We added Santosh Kumar as a Senior/Lead developer to the Aidant Team to help us deliver services to our customers.

LOOKING FORWARD

- We continue to explore new opportunities for new lines of business and partnerships with other technology/management firms to expand Aidant's portfolio and size.
- DI.Platform has been re-worked and will be a work in progress.
- Aidant is talking to a big VC firm to start a custom product development project which will be based on the DI.Platform templates.
- Aidant web-site re-design and relaunch work is in progress lead by Michele Harry and her amazing team.
- Mike, Dean and Jay continue to provide strategic direction by bringing new opportunities and connections to Aidant.



HEALTHSMART

NEW CUSTOMER

HealthSmart is a data exchange (like a post office) that connects doctors, hospitals, pharmacies and dental practices with major Insurance companies. They process millions of claims per month and enable payments made by Insurance Companies to healthcare providing firms/doctors etc...

Aidant upgraded HealthSmart's 20 year old health and dental claims processing system to a secure modern platform. The previous system was unsupported by Microsoft and was a security and business risk to continue to use. This upgrade involved modifying the logic accessing thousands of data fields for each type of claim without changing their business functionality. These necessary changes were difficult for them to achieve without our service.

With Brad's leadership and strategy we were able to implement new systems while old system were still running in parallel. This prevented downtime that would disrupt their day to day operations.



Brad R. - Lead Architect and developer

Santosh K. - Sr. Developer

Amit K. - Client Engagement & Project Manager



FLENDER CORPORATION

NEW CUSTOMER

Flender Corp. is based in Germany and is a company formed from a heavy equipment business spin off from Siemens.

Aidant helped carve out a \$25MM revenue customer from Siemens and enabled them in a new Flender Environment. This work was completed in record time of 4 months. Prior implementations at Siemens for the same customer took more than 24 months.

This project is in support mode.



Santosh K. - Sr. Developer

Amit K. - Client Engagement & Project Manager



OCCIDENTAL PETROLEUM (OXY)

REPEAT CUSTOMER

This project was halted during 2020 March Covid peak period when demand for Oil was disrupted.

Since in 2021 demand has come back, Oxy decided to re-start the projects we were supposed to do in 2020.

We are helping them with a major SAP upgrade and a spin off of the Columbia business into a new entity.

 Amit K. - Client Engagement & Project Manager



OFS OPTICS

CONTINUED CUSTOMER

- Global Product Tracking System (PTS)

Completed the architecture, development, and roll out of a global product tracking system for the new OFS factory in Morocco. This software enables the production of fiber optical cable through all phases from stranding to jacketing. Versions of this software will be rolled out to all OFS factories in the future.

- OFS EDI

Successfully onboarded multiple partners from manual to automated processes. Completed migration of two partners from VAN to AS2, significantly reducing the transactional cost for OFS.

- OFS Carrollton

Started the process of modernizing the Carrollton factory's reporting systems. The initial phase consists of updating the software to run on modern hardware and operating systems. Later phases will work on integrating these reports into PTS using modern development platforms.



Paul Jones - Chief Architect and Client Manager

Wayne W. - Senior Developer

Nar Reddy - Sr. EDI Developer



UP NEXT



MACALLAN
CUSTOM HOMES

THIS PAST YEAR

- Hired David Pocklington as a Construction Manager in November
- Hired Susan James as a Construction Manager in January
- Hired Mike Dempsey as a Construction Manager in February
- Hired Rachel Rountree as the new Estimator in March
- Sold Rilman Lots 2 & 4
- Began construction on our last lot on Rilman and our last lot on Randall Mill Way

LOOKING FORWARD

- Beginning construction on 2 spec homes on Northside, 1 on Glen Devon and 1 on Parian Ridge
- Projecting \$1.5M more in revenue than last year



RILMAN LOT 2

7800 SF - Spec Home

Architect: Greg Busch

Designer: Tyler Colgan

Project Manager: Dave Hickman

Sold for \$3M

RILMAN LOT 4

8200 SF - Spec Home

Architect: Greg Busch

Designer: Tyler Colgan

Project Manager: Dave Hickman

Sold for \$3.5M



3861 RANDALL RIDGE

8500 SF - Custom Build

Architect: Harrison Design

Designer: The Drawing Room

Project Manager: Craig Smith

Built for \$2.5M

RANDALL MILL WAY LOT 3

7200 SF - Spec/Custom Build

Architect: TS Adams

Designer: Jen Hill

Project Manager: Gabe Johnson

Sold for \$4.8M



4395 HARRIS TRAIL

8300 SF - Custom Build

Architect: TS Adams

Designer: Schilling & Co Interior Design

Project Manager: Joe Fritz | Susan James | David Childers

Built for \$5.4M

3020 NANCY CREEK

Custom Pool House

Architect: Amanda Orr

Designer: Amanda Orr

Project Manager: Mike Dempsey

Built for \$220K



3671 TUXEDO RD

Renovation

Project Manager: Chris Keith

Built for \$600K

IN PROGRESS:

RILMAN LOT 5

7000 SF - Spec Home

Architect: TS Adams

Designer: Tyler Colgan

Project Manager: Dave Hickman & Susan James



3380 PINESTREAM

4300 SF - Custom Renovation

Architect: Amanda Orr

Designer: Wendy Haunn

Project Manager: David Pocklington

Built for \$1.2M

4598 COLUMNS DRIVE

7400 SF - Custom Build

Architect: TS Adams

Designer: Courtney Dickey

Project Manager: Steve Howson

Projected Build \$5M



710 BURNING TREE

12,000 SF - Custom Build

Architect: TS Adams

Designer: Courtney Dickey

Project Manager: Steve Howson

Projected Build \$5M

382 SINCLAIR AVENUE

4300 SF - Historic Renovation & Addition

Architect: Pritchett & Dixon

Designer: Gordon Dunning

Project Manager: David Pocklington

Projected Build \$1.25M



490 WESTOVER DRIVE

3400 SF - Insurance Repair & Addition

Architect: William B Litchfield Residential Designs

Project Manager: Chris Keith

Projected Build \$482K

221 BLALOCK RD

**13,000 SF - Custom Farmhouse
with Two Accessory Buildings**

Architect: D. Stanley Dixon

Project Manager: Dave Hickman

Projected Build \$3.7M



RANDALL MILL WAY 5

8,353 SF- Spec House

Architect: TS Adams

Project Manager: Mike Dempsey & Steve Howson

Designer: Tyler Colgan

Projected Build \$2.4M

3637 COCHISE DRIVE

8000 SF - Custom Build

Architect: Amanda Orr

Projected Build \$2.25M



UPCOMING:

4045 GLEN DEVON DR

7500 SF - Spec House

Architect: TS Adams

NORTHSIDE (2) LOTS - Spec Houses

PARIAN RIDGE - Spec House



UP NEXT



LITEWORKS™
WINDOW & DOOR LLC

THIS PAST YEAR

- Moved into our new space in Norcross. Approximately 4000 SF of warehouse space and 1000 SF of office space. We are currently building out a window and door showroom.
- Bought a 26' box truck for deliveries.
- Promoted Carrie Wilkinson to Operations Coordinator. Carrie keeps us all straight as she is doing an outstanding job behind the scenes. She is the glue that is holding Liteworks together.
- Added Steven Fortson to our sales staff. Steven brings 10+ years' experience in Premium Window sales.
- Sold our interest in Clerestory to Kyle Sturtevant. Clerestory is now completely independent.
- Increased revenue \$5+ million (123%) over last year. Net revenue will exceed \$9 million in 2021.

LOOKING FORWARD

- Always looking to add sales personnel.
- Grow sales in a significant way in 2022.
- Our industry is a huge mess currently. Material and labor shortages have led to significant lead times from all of our suppliers. We must manage customer expectations through the quote/order/delivery process.
- Look to potentially add a satellite office at Lake Oconee in 2022
- Develop strong relationships with new vendors (Western Window Systems and Quaker Windows).
- These manufacturers excel where we are strong light commercial and modern homes.
- Leverage Rob's skills to increase our exposure in the 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.
- On January 1, we will go live with a new ERP system. This is a significant investment in our future.





SHOWROOM BUILDOUT





MIDDLETHON PROJECT

COMPLETED RESIDENTIAL PROJECT

Atlanta, GA

- Sierra Pacific aluminum clad wood windows and doors

KEPANO RESIDENCE

COMPLETED RESIDENTIAL PROJECT

Atlanta, GA

- Sierra Pacific aluminum clad wood windows and interior doors and trim



THE OLMSTEAD SAVANNAH

COMPLETED COMMERCIAL PROJECT

Savannah, GA

- Windsor aluminum clad wood windows in historic district

KING MEMORIAL APARTMENTS

COMPLETED COMMERCIAL PROJECT

Atlanta, GA

- Six buildings in Grant Park. We supplied all windows and patio doors and installed the doors.



PULLMAN YARDS ALLIANCE RESIDENTIAL

COMPLETED COMMERCIAL PROJECT
Buford, GA

- 1400 Ply Gem vinyl windows and 231 patio doors

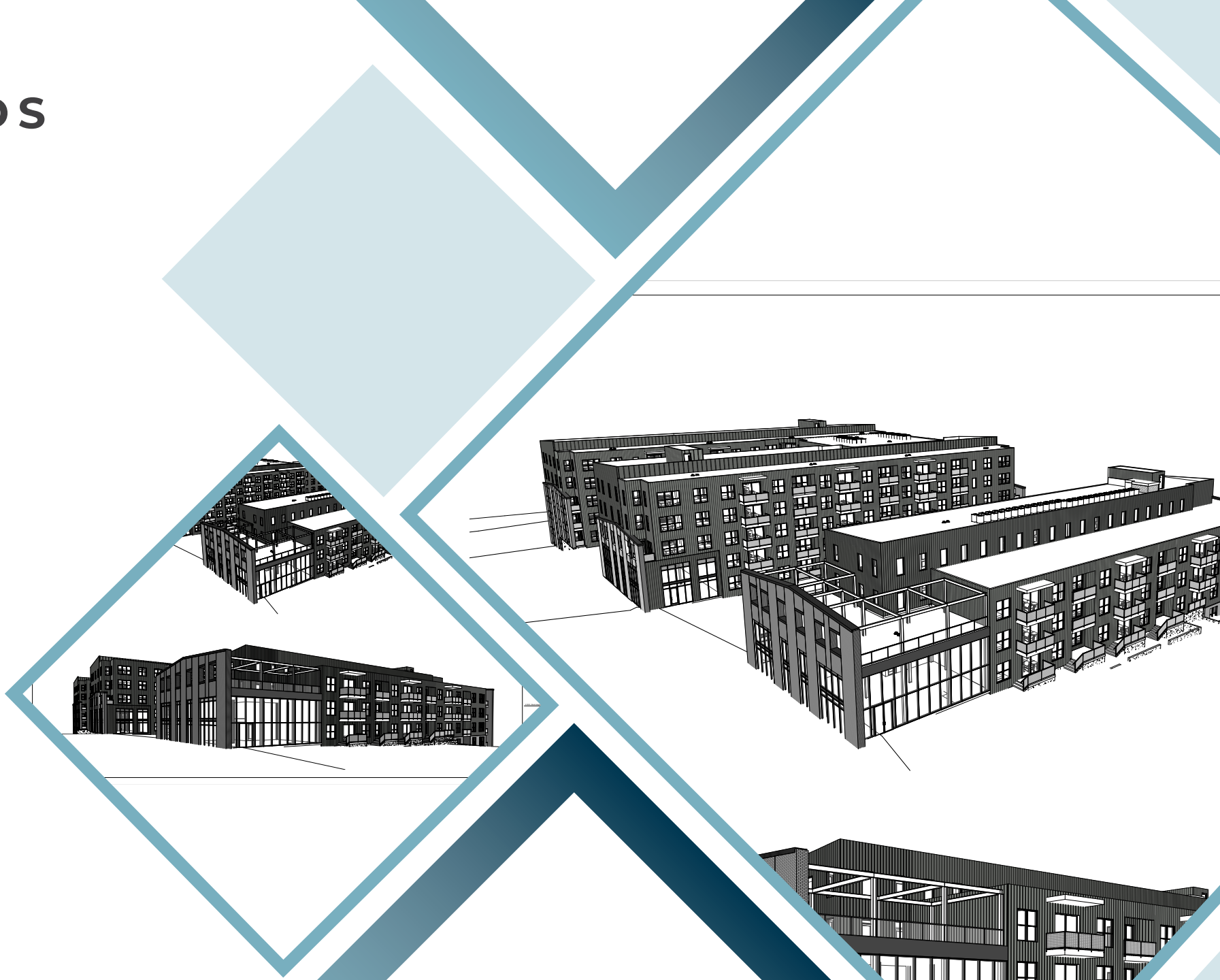
WHITE RESIDENCE

COMPLETED RESIDENTIAL PROJECT
Buford, GA

- Windsor windows and doors



**PLAY
VIDEO**



UPCOMING PROJECTS

BROADSTONE OPTIMIST PARK

COMMERCIAL PROJECT

Charlotte, NC

- Ply Gem vinyl windows

WIRE PARK

MIXED USE REDEVELOPMENT

Watkinsville, GA

- 21 townhouses, 53 single family residences, 56 condos, 225,000 square feet of retail and offices, Oconee County Library. We are proposing Quaker aluminum historic windows and doors.

230 N FINLEY

RESIDENTIAL PROJECT

Athens, GA

- MI Windows Black vinyl



UPCOMING PROJECTS

MAYFLOWER RETIREMENT COMMUNITY

COMMERCIAL PROJECT

Orlando, FL

- Resident Care and Lakeside Homes apartments. Ply Gem vinyl windows

ROBSON RESIDENCE

RESIDENTIAL PROJECT

Marietta, GA

- Windsor aluminum clad wood windows

STELLA DRIVE

RESIDENTIAL PROJECT

Sandy Springs, GA

- Lincoln aluminum clad windows and Western Window Systems



UPCOMING PROJECTS

3 MULTIFAMILY PROJECTS

COMMERCIAL PROJECT

Dalton, GA, Savannah, GA, Atlanta, GA

- All Ply Gem windows and patio doors
- 850 total residential units

WOODS RESIDENCE

RESIDENTIAL PROJECT

Columbus, GA

- Sierra Pacific aluminum clad windows and doors



UP NEXT



MACALLAN[®]
WORKS

THIS PAST YEAR

- Will Anderson promoted to Superintendent
- Welcomed new team member Alfred Caldwell
- Welcomed new team member Sam Lewis
- Challenges of 2021 limited project prospects, material supply chain issues, subcontractor labor shortages

LOOKING FORWARD

- Increasing efficiencies of productivity
- Develop new contacts and strengthen our relationships around Historical, Senior Living, and Commercial renovation sector
- Continue building a strong self-perform team of carpenters and skilled tradesmen



HUDSON NASH HOUSE

COMPLETED HISTORIC RESTORATION PROJECT
Lawrenceville, GA

- 1800 SF Historic restoration and stabilization of two buildings that were previously in a different location.

 Kerri | Alfred | Nathan



VILLAGE AUTISM

COMPLETED RENOVATION PROJECT

Marietta, GA


 Kerri | Alfred



CANTERBURY COURT

KITCHEN ARCTIC WALK-IN COOLER

Atlanta, GA

 Nathan | David | Alfred




STATHAM PUBLIC LIBRARY

INTERIOR EXPANSION PROJECT

Statham, GA

- Minor alterations to the existing Statham Public Library, including the addition of a new entry vestibule, and expansion of the library into the adjacent former police department.

 Kerri | Will



DACULA CITY HALL ADA UPGRADES

INTERIOR AND EXTERIOR ADA IMPROVEMENTS

Dacula, GA

- Updates made to City Hall to bring it into compliance with ADA guidelines.

 Kerri | Will | Alfred



CANTERBURY COURT

26-UNIT RENOVATIONS

Atlanta, GA

- Renovations made to 26-units of the senior living center

 Laura | David | Sam | Oscar



UPCOMING PROJECTS

CANTERBURY COURT

FIRST FLOOR RENOVATION

Atlanta, GA

- Paint, Carpet and New Reception Desk on Entire First Floor

ADVANCED RECOVERY CENTERS

RENOVATION

Atlanta, GA

- Renovation of a Senior Living Community into an Addiction Recovery Facility

GEORGIA FURNITURE MART

WILDWOOD CLUB HOUSE

2501 ROCK HOUSE RD

ATLANTA FAMILY FOOT CARE AT SANDTOWN CROSSING



UP NEXT



MACALLAN
PROPERTIES

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



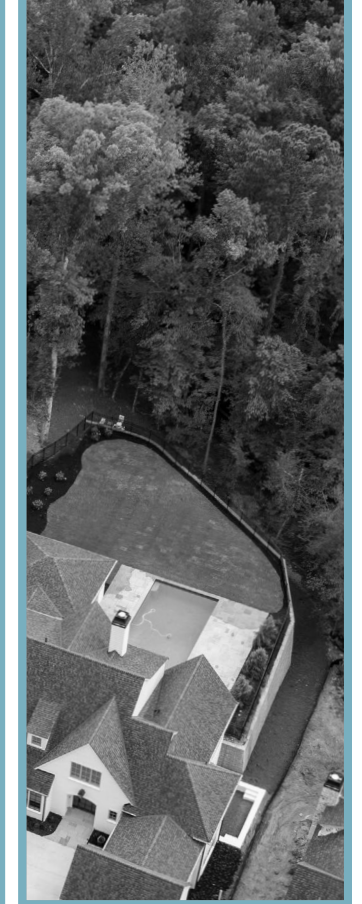
UP NEXT



MACALLAN
CAPITAL

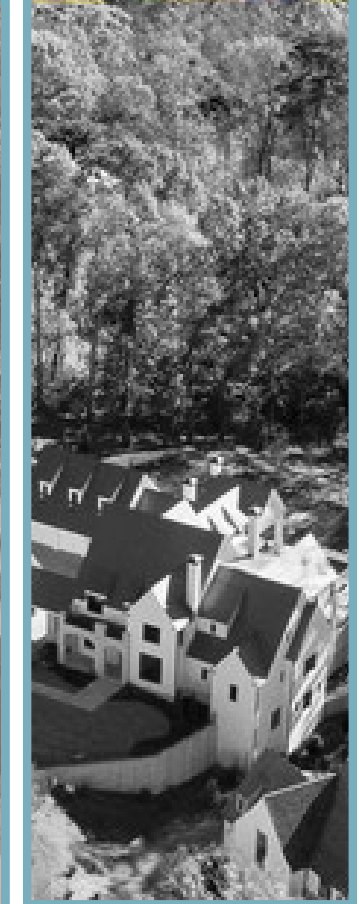
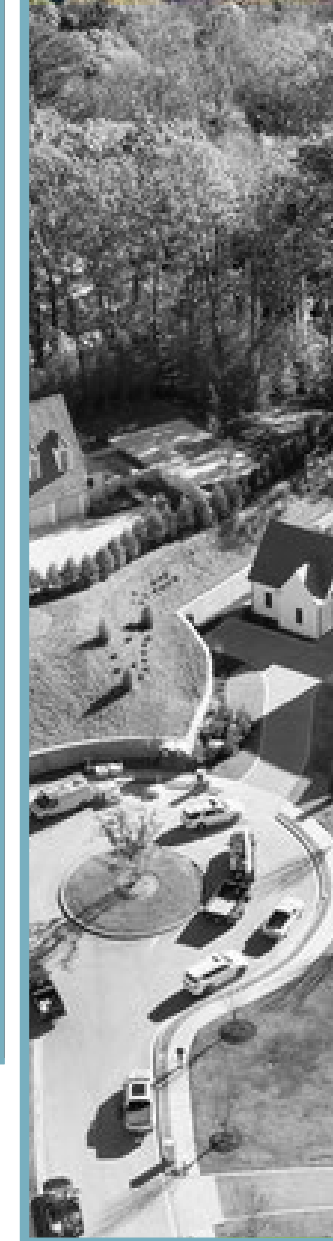
THIS PAST YEAR

- Closed on third (and most expensive - \$4.8M) spec home at Randall Mill on November 1, 2020.
- Constructed and sold four of our five homes at Rilman Road and hoping to have the last home sold by the end of 2021.
- Managed our single-family rental portfolio.
- Continued lease-up of our Braemar Senior Living project in Vestavia Hills, AL.
- Completed construction of our Braemar Senior Living project in Bee Cave, TX. Expecting C.O. in next 30 days and have strong leasing commitments.
- Put Northwest Drive property under contract to a national home builder.
- Established new land committee to pursue land entitlement and development opportunities. Currently have five properties under contract.
- Purchased two Farm Stores sites and began construction. Completion anticipated prior to year end.
- Finalized Farm Stores Area Representative agreement for eastern half of Georgia.
- Formalized new partnership with McNeal Development (William Norris) to co-develop a 214-unit Class A Multi-family project in Gainesville, GA.
- 1642 Improvements



LOOKING FORWARD

- Closing out Randall Mill and Rilman Road with all homes being sold by the end of 2021-2022.
- Acquired four new lots in Buckhead for new spec homes.
- Maintain and grow our single-family rental portfolio.
- Finalize disposition of Braemar Senior Living project in Vestavia Hills, AL by year end.
- Lease to stabilization of Braemar Senior Living project in Bee Cave, TX.
- Close on disposition of Northwest Drive property by year end.
- Continue strategic land acquisition initiative.
- Complete construction and disposition of our first two Farm Stores.
- Start at least five new Farm Stores locations.
- Finalize financing and begin construction on our Gainesville project.
- Complete renovation of third floor of 1642 to provide options for growth and acquisition.
- Continue to analyze opportunities in new markets; we are currently evaluating business acquisitions and partnerships that complement our existing businesses.



RILMAN ROAD (PACES WALK)

Atlanta, GA

- Five-lot assemblage in Buckhead on Rilman Road close to Pace Academy
- 4 Spec homes sold to date with a average price-point of \$3.2M
- Final spec home will be completed at the end of 2021
- Total value of completed homes will be \$16M



RANDALL MILL

Atlanta, GA

- Six-acre Buckhead assemblage purchased in 2016
- Three spec homes sold | One Lot Sale / Custom Build Completed
- Final spec home will be completed end of 2021
- \$25M in total value of homes completed at Randall Mill



LONGLEAF AT LIBERTY PARK

SENIOR HOUSING

Vestavia Hills, AL

- Completed construction and obtained C.O. in October of 2019
- Largely recovered from COVID related leasing delays.
- Currently 74% occupied and in the process of marketing the property for sale as we continue leasing efforts.
- Working through staff shortage challenges.



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.
- Expecting Certificate of Occupancy in the next two-three weeks.
- We have dealt with supply chain delays and issues throughout the construction process that has pushed back substantial completion.
- Strong pre-leasing activity with 26% of units leased with approximately 45 days before we will be able to accept residents.
- Incorporating COVID related sanitary and UV sterilization measures into project.
- We hope leasing activity will accelerate once the project is open given limited competition in the market and highly desirable destination.



RENTAL PORTFOLIO

- Macallan currently owns six single family rental properties (including townhomes and condos) to buy and hold long-term; may occasionally flip properties as well
- William Miller has primary responsibility for day-to-day property management
- 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 and repairs. Alfred has done a great job helping us out when needed.
- Our intent was to grow / expand this portfolio but we have not had any acquisitions in the past year given current state of market and lack of attractive buying opportunities. We anticipate that changing at some point.



NORTHWEST DRIVE

Atlanta, GA

- Five-acre raw land purchase purchased at auction in 2016 at a low cost
- Buy and hold strategy for future development opportunities
- Strategic adjacent land acquisition efforts underway to enlarge this land holding. The process took over three years and was completed in 2021.
- Property is currently under contract to a large national homebuilder and is scheduled to close prior to year-end.



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.

- 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 $\frac{1}{4}$ acre.
- Over the past year, we closed on the purchase of the first two sites – Paulding County on Cedarcrest Road and Holly Springs.
- We experienced significant delays waiting for Farm Stores corporate to finalize a modular concept that did not work out so we are now stick building the two structures. We hope to have these completed by year end. Macallan Works is helping manage this Construction.
- Our business plan is to find the sites, build the stores, put in an operator, and then sell the stores on the NNN lease market.



FARM STORES FUTURE PLANS

- While the first two stores have rolled out much slower than we expected, our plan is to significantly scale development of these stores to the point where we are building five to ten stores per year.
- We do expect a modular concept to be finalized fairly soon – similar to the Starbucks by our office. This will enhance our ability to scale.
- In addition, our partnership recently purchased Area Representative rights to the Eastern half of Georgia. We will continue to develop stores in other jurisdictions for other Area Representatives but having these rights allows us to initiate and control our own developments within our territory.
- 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.
- James Baker will be taking a leadership role in this initiative.



MCNEAL DEVELOPMENT

- Macallan is excited to be partnering with William Norris who is joining us today for the annual meeting. William owns McNeal Development and is an experienced multifamily developer.
- We are co-developing a site in downtown Gainesville, Georgia that William assembled into 214 Apartments.
- William has lead on the project and is an architect by training having started his career at Niles Bolton. Macallan is working to support him in obtaining debt and equity financing as an investor and co-developer.
- William will be officing with us starting Monday in the former LiteWorks showroom!
- We are hopeful that this is the first of many projects we can work on together.



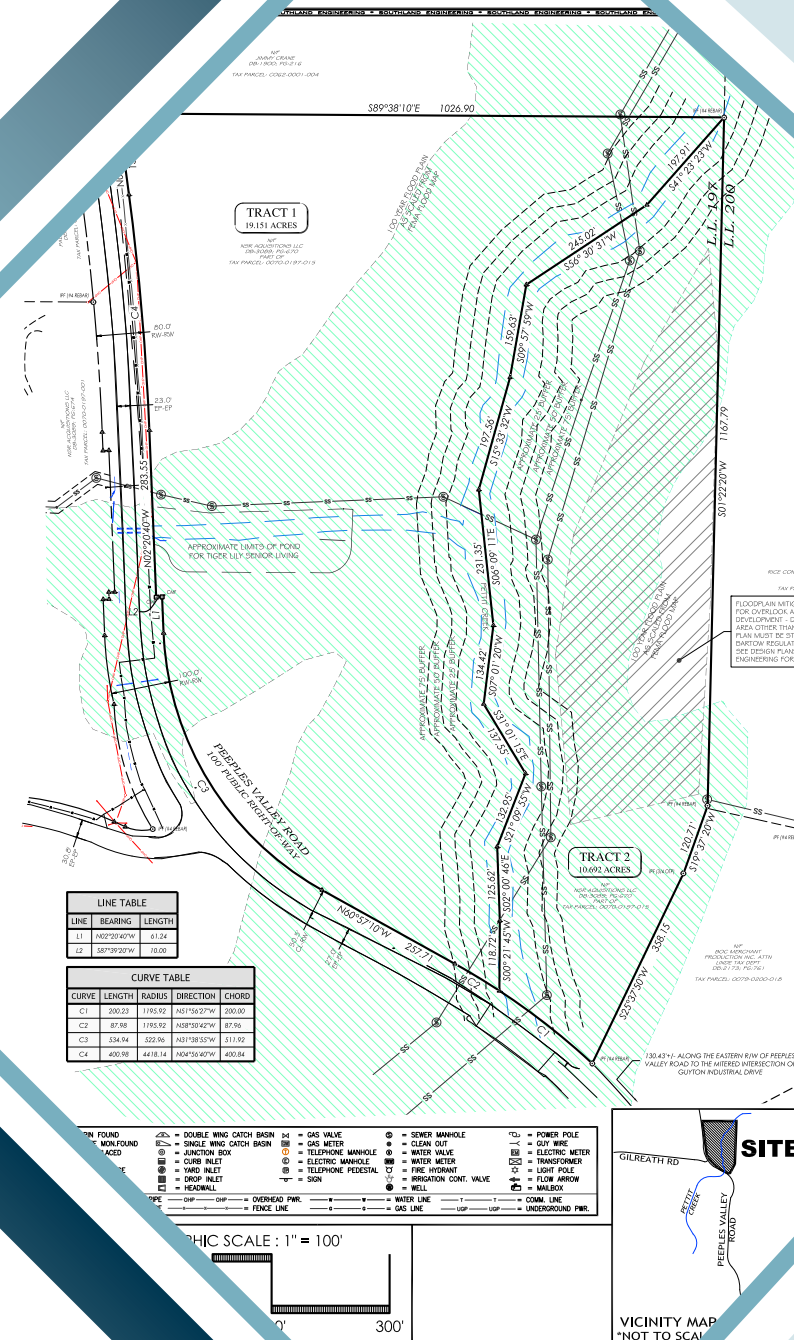
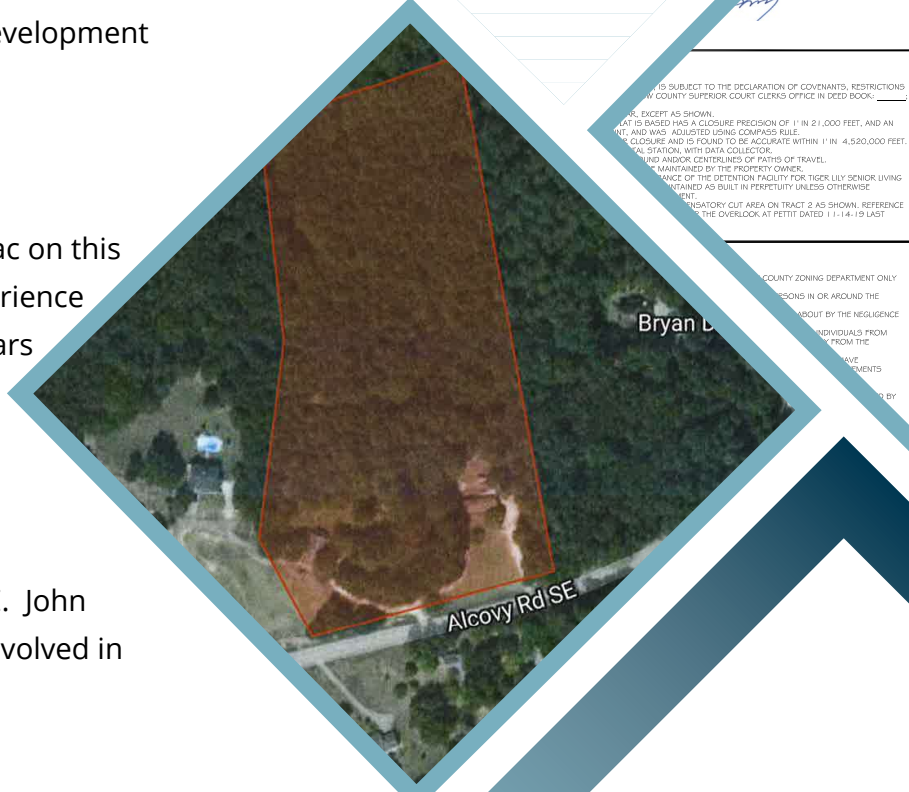
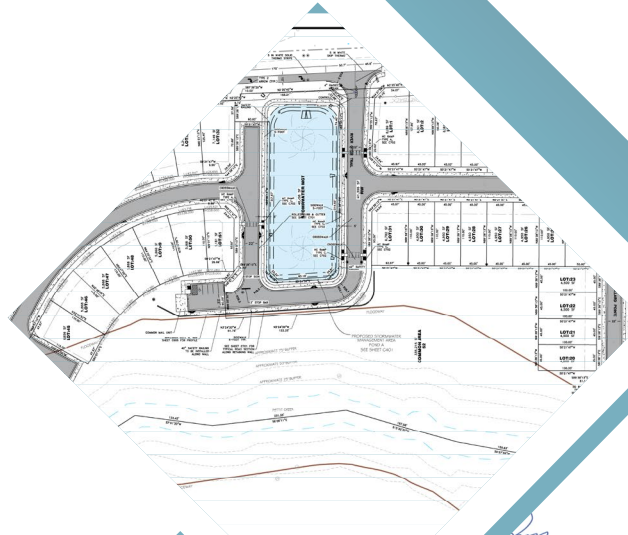
LAND COMMITTEE

Last year, in response to opportunities that became evident in the land market, we established an internal Land Committee to pursue land acquisitions. Our strategy includes using local market knowledge to identify and gain control of land where we can add value through entitlement. Once we control the land and have added value, we can evaluate the best course of action. Potential options include:

- Develop (and build) on the land ourselves
- Sell the land to other homebuilders (avoiding development risk)
- Sell the land to Build to Rent companies
- Hold the land for future development

We are pleased to have partnered with Wayne Isaac on this initiative. Wayne has extensive development experience and Mike and I worked with him almost twenty years ago when we were all doing master plan community development.

- James Baker is taking a leadership role in this initiative.
- This has also been a great partnership with MRE. John Rex Fuqua and Heath Milligan have been very involved in identifying and pursuing opportunities.



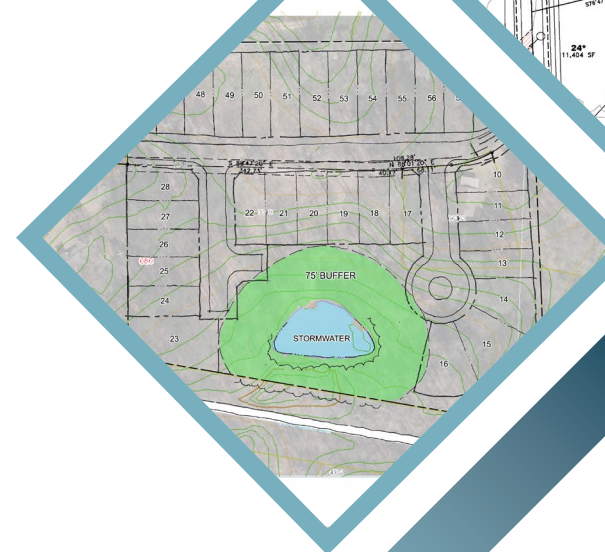
LAND COMMITTEE

We currently have five properties under contract, including:

- Adams Chapel – Bartow County – This is a nine acre rural agricultural tract that involved various complications including subdividing the property from the Seller’s larger tract (church), re-zoning the property to allow 45 single family homes, and obtaining off-site sewer easements. We have purchased this property and are currently under contract to sell it to a regional homebuilder prior to year-end.
- Peeples Valley – Bartow County – This is a 19 acre property that similarly involved subdividing it from the Seller’s property, revising the land plan to increase efficiency, and relocating flood plain to create more buildable area. We are currently under contract to purchase the property and then to flip it to a build to rent company prior to year end.
- Joe Frank Harris Parkway – Bartow County – This is a new 18 acre property we just got under contract this week. Still exploring options but may pursue multifamily zoning on this tract.
- Sims Road – Paulding County – This is an 11 acre property adjacent to the Silver Comet Trail that we plan to re-zone for approximately 50 homes if we can obtain an off site sewer easement. On hold due to a zoning moratorium.
- Alcovy Road – Gwinnett County – This is a 13 acre property in Lawrenceville that we plan to re-zone for 75 townhomes if we can obtain a sewer easement.

We have had multiple other properties under contract that have not worked out and end up looking at ten properties for every one we put under contract.

- Let James know if you know of some property we should look at acquiring!
- We will continue to grow and expand this initiative as we find opportunities.



1642 POWERS FERRY

Over the past year we have continued to invest in our corporate headquarters building. Improvements completed include:

- Buildout of Village Autism on the Terrace Level
- Major Renovation of the Terrace Level restrooms
- Major Renovation of the Main Level Restrooms (almost complete)
- Creation of an outdoor break / picnic area in front of the building
- Re-building of all the entry porch Roofs

Within the next few weeks, we are going to be starting a complete renovation of the third-floor space that CED vacated last year. We are building this space out to be very flexible as the needs of the various business units expand and contract. It will also have an updated look and feel distinct from our existing more traditional aesthetic.

Thanks in advance for working with us on the construction noise!



2021 ANNUAL MEETING



THE
MACALLAN
GROUP