Georgia State University

MACALLAN CONSTRUCTION

CONSTRUCTION TEAM PRESENTATION

TASK ORDER CONTRACTOR SERVICES

JUNE 4, 2015

Georgia State University

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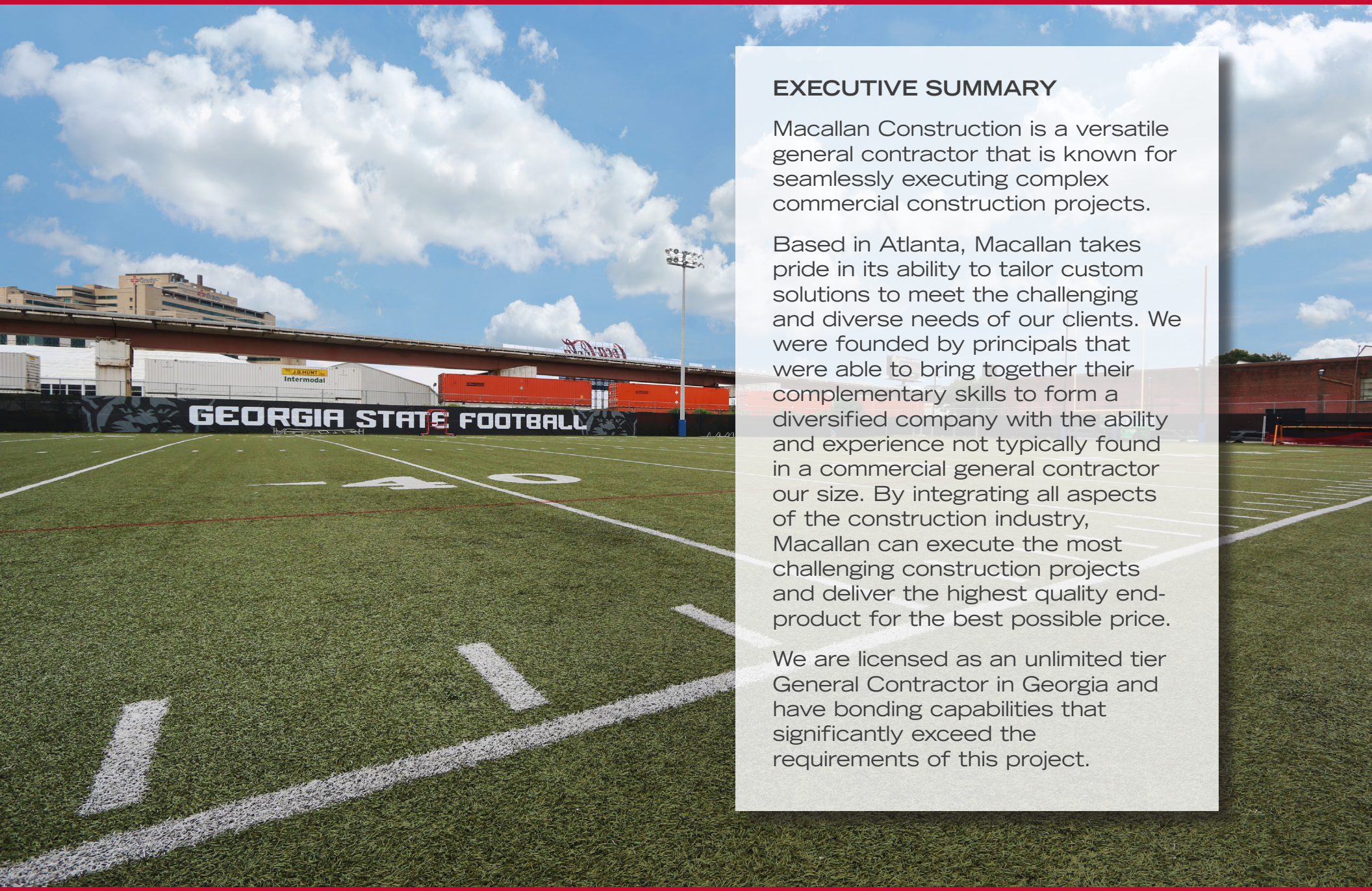

EXECUTIVE SUMMARY

Macallan Construction is a versatile general contractor that is known for seamlessly executing complex commercial construction projects.

Based in Atlanta, Macallan takes pride in its ability to tailor custom solutions to meet the challenging and diverse needs of our clients. We were founded by principals that were able to bring together their complementary skills to form a diversified company with the ability and experience not typically found in a commercial general contractor our size. By integrating all aspects of the construction industry, Macallan can execute the most challenging construction projects and deliver the highest quality end-product for the best possible price.

We are licensed as an unlimited tier General Contractor in Georgia and have bonding capabilities that significantly exceed the requirements of this project.

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TEAM MEMBERS

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MICHAEL S. MINUTELLI
Principal/Project Executive

- BS in Building Construction, Georgia Institute of Technology
- MBA, Georgia State University
- Licensed Unlimited Tier General Contractor, State of Georgia
- LEED Accredited Professional
- Years in Industry: 18

Background:

Minutelli is a founding Principal of Macallan and has significant construction and operational experience. Prior to founding Macallan, Minutelli worked as a lead project manager for general contractor Brasfield & Gorrie completing a variety of projects including a $30 million high-rise Medical Office Building in Atlanta and a $55 million continuous care retirement community in Columbus, as well as numerous other office, hospitality and healthcare projects. Mike's strengths include value engineering, streamlining complicated projects, and the ability to find creative solutions to project related issues.

Select Representative Projects:

- Georgia State University Sculpture Studio
- Georgia State University Student Center
- Georgia State University Sparks Hall Graphics
- Georgia State University Football Practice Facility
- Georgia Tech Paper Science Museum
- Emory University Kaminsky Fieldhouse
- Canterbury Court CCRC
- Walton High School Concession & Bathrooms
- Georgia Tech College of Computing
- Gwinnett County Neighborhood Stabilization Program
- Piedmont Park Expansion
- Indian Hills Country Club
- Piedmont Driving Club
- Phoebe Sumter Medical Center
- Spring Harbor CCRC

DEAN DE FREITAS
Operations Manager

- BSE in Civil Engineering, Tulane University
- Licensed Utility Manager, State of Georgia
- LEED Accredited Professional
- Years in Industry: 25

Background:

De Freitas joined The Macallan Group in 2007 and his project management abilities and experience have proven invaluable on every project he has managed. De Freitas has been employed in the Construction Industry for over twenty-five years. Dean began his career with George Hyman Construction Company in Bethesda, Maryland and while at Hyman, he worked in the Foundation Group, primarily on underground heavy civil and specialty foundation projects. He later joined Beers Construction Company of Atlanta, Georgia in 1992, and worked in their Healthcare and Heavy Construction Groups. From 1998 through 2007 he was the Operations Manager for Tayco Contractors.

Select Representative Projects:

- Georgia State University Sculpture Studio
- Georgia State University Student Center
- Georgia State University Sparks Hall Graphics
- Georgia State University Football Practice Facility
- Georgia Tech Paper Science Museum
- Emory University Kaminsky Fieldhouse
- Emory University PE Building Renovations
- Canterbury Court CCRC
- Walton High School Concession & Bathrooms
- Sterling Estates Assisted Living Facility
- Piedmont Park
- Indian Hills Country Club
- Sandtown Crossing Medical Office Building

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STEVEN F. LINTON
Senior Project Manager

- BS in Architectural Engineering, University of Southern Mississippi
- LEED Accredited Professional
- ASCE: Construction Law, Construction Management for Engineers & Shallow Foundation Design
- Years in Industry: 25

Background:

Linton has developed valuable skills while managing multiple disciplines in Development, Design, Construction, and Life Cycles of Buildings.

He began his career guiding the Design and Construction of Projects for Owners from inception to conclusion including Schools, Hospitals, and municipal projects. Steven embraced the opportunity to manage large scale Construction Projects in 1998 utilizing multiple contract delivery methods in the Gaming, Hospitality, Healthcare, and Municipal Industries. Steven focuses on being the team leader and facilitate the needs of the group so that each participant can be a cohesive component for the success of the Project.

Select Representative Projects:

- Georgia State University Sculpture Studio
- Georgia State University Student Center
- Albany Technical College Pedestrian Bridge
- Roswell Old Mill Park Machine Shop Event Facility
- Lost Mountain Park
- Seven Springs Museum
- Marriott Renaissance, Baton Rouge
- Louisiana Cancer Research Center, New Orleans
- MNAS Fire & Rescue, Meridian
- Army Reserve Warehouse, Gulfport
- Imperial Palace Casino, Biloxi
- Central Community Schools, Baton Rouge
- Rush Foundation Hospital, Meridian, MS

ALLAN WILLOUGHBY
Superintendent

- Associates in Construction Science, Columbus Tech
- LEED B+C, Lead Renovation, Repair and Painting, Asbestos Removal, GSWCC NPDES Level IA
- Years in Industry: 22

Background:

Willoughby has been in the construction industry for twenty-two years, and a Superintendent for over fifteen years. His project experience has focused mainly on specialty commercial projects in the higher education, municipal, restaurant and hospitality industries. *His extensive experience working on campus projects makes him a perfect fit for this project.*

Prior to being promoted to Superintendent, Willoughby was employed as a skilled tradesman, and has experience in self-performing framing and drywall. Allan uses his field knowledge to serve as a resource to the project team, providing guidance and support throughout construction.

Select Representative Projects:

- Georgia State University Sculpture Studio
- Georgia State University Student Center
- Georgia State University Sparks Hall Graphics
- Georgia State University Football Practice Facility
- Georgia State University Panther's Den
- Georgia State University COED Restrooms
- Georgia State University Sports Arena
- Georgia State University Kell Hall
- Georgia Tech Paper Science Museum
- Georgia Tech Health Center Renovation
- Georgia Tech President's Suite-Bobby Dodd Stadium
- Emory University Covered Walkway
- Canterbury Court 300-Unit Renovation
- City of Sandy Springs Nature Preserve Center

PRINCIPAL POINT OF CONTACT

STEVEN F. LINTON
Senior Project Manager

- BS in Architectural Engineering, University of Southern Mississippi
- LEED Accredited Professional
- ASCE: Construction Law, Construction Management for Engineers & Shallow Foundation Design
- Years in Industry: 25

Macallan's Senior Project Manager, Steven Linton, will be the principal point of contact with the Owner, Owner's Representative, Architect, and other consultants. He has over 25 years experience in the industry, including a number of commercial, educational, civil and public works projects.

Steven dedicates the same organizational skills and attention to detail to both small and large projects, and is known for his ability to manage a team to solve problems while maintaining a project schedule and budget.

Steven believes that an effective project team includes clear lines of communication, defined roles, and a formal system of accountability. He will oversee all scheduling, procurement, and buyout during the course of the project in order to stay within budget and on or ahead of schedule.

- Over 25 years of Design & Construction Experience
- Proven Team Leader
- Extensive Educational and Campus Experience
- Experience Working in Urban Settings
- High Level of Communication

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PRINCIPAL POINT OF CONTACT | DESIGN TEAM

CNNA ARCHITECTS

RICHARD NELSON - Richard has over 30 years of experience in the practice of Architecture. He has served as Lead Design Architect on numerous commercial and institutional projects. His experience in all aspects of design, including pre-design, master-planning, programming, architectural design and interior design activities have contributed to a high level of a design consistency and cohesion in the projects he has been involved with. Richard's creative energy, enthusiasm and vision are characteristic of his work with clients, consultants and contractors.

With over 50 years of combined experience, principals Richard Nelson and Chris Nardone embody a diverse portfolio of projects which include commercial, retail, office, hospitality, healthcare, educational, residential, corporate, commercial interiors, government and public sector projects. Both principals are members of the American Institute of Architects and are LEED accredited, demonstrating the firm's commitment to sustainable design.

DECARLO · HAWKER Architecture & Design

MICHAEL DECARLO - Mike started his practice in 2009 after working on highly detailed and quality projects at firms including Atlanta's Summerour & Associates. He has been a licensed Architect since 2000 and graduated with a Masters of Architecture degree from Georgia Tech in 1997.

Mike has studied architecture abroad for a full year in Versailles as a student and during a work arrangement in Florence, Italy with Summerour for three months in 2006. Mike serves on the board of Atlanta's historic preservation Easements Foundation.

CONWAY & OWEN MEP Consulting Engineers

CHARLES CONWAY, P.E. AND WAYNE OWEN, P.E., - Charles and Wayne, the firms founders, focus on integrating constructability with emerging technologies including to enhance the overall effectiveness of every project that the firm undertakes.

Conway & Owen's goal-oriented approach to engineering solutions has assisted hundreds of clients in the Corporate, Commercial, Data Center, Educational, Government, Healthcare, Hospitality, Industrial, LEED, Mixed-Use, Retail, and Sports and Recreation sectors. The firm utilizes a team approach to achieve their mission; each team consists of mechanical and electrical engineers working together on a consistent basis to promote better communication and coordination. Team members are involved with their projects from design through construction.

Conway & Owen is professionally licensed in 31 states currently. In addition, they are LEED Accredited with two office locations: Alpharetta, Georgia and Auburn, Alabama.

NON-DESIGN CONSULTANTS

BERMAC RISK MANAGEMENT
ELEVATE YOUR SAFETY GAME

Bermac provides loss control & safety services to general contractors in the commercial construction industry. They implement effective subcontractor safety management programs to help projects run safely and allow construction teams to focus their efforts on getting the job completed.

Mashburn & Burmester, P.C.
Certified Public Accountants

Mashburn & Burmester are Certified Public Accountants that provide consulting services, audits, budget and financial forecasting, financial analysis, general booking, licensing and tax services. They specialize in the Construction Industry.

STERLING RISK ADVISORS

Sterling Risk Advisors is a full-service surety and insurance brokerage firm dedicated to becoming a trusted strategic advisor offering a personalized touch to the commercial, professional and personal clients they serve. They provide creative risk management consulting, innovative solutions, and solid advice to minimize exposures, minimize premiums and maximize success. An in-depth understanding of the industries, professions and personal needs of clients, over 60 years of combined expertise, well respected relationships with top-of-the-line worldwide insurance carriers and a focus on excellence in customer service assure comprehensive value added services.

UNIVERSAL ENGINEERING SCIENCES

Universal Engineering Sciences, Inc. (Universal) is a consulting engineering firm specializing in geotechnical engineering, environmental sciences, construction materials testing, and threshold inspection. They are a growing, competitive firm with a strong position and reputation in the industry. They are always looking for ways to provide enhanced services. With this in mind, they began offering private provider inspection (PPI) and plan review in 2003, and added in-house geophysical engineering and surveys to their already wide range of construction-related services.

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MACALLAN CONSTRUCTION

SERVICES

DESIGN PHASE

- Definition of Scope
- Budgeting
- Feasibility
- Iterative Design Process

PRECONSTRUCTION

- Preliminary Budget
- Value Engineering
- Constructibility Analysis
- Preliminary Schedule
- Client Coordination
- Subcontractor Evaluation & Bidding

CONSTRUCTION

- Procurement
- Subcontractor Management
- Final Budget
- Scheduling & Project Logistics
- Quality Assurance
- Cost Control
- Safety/Risk Management

POST CONSTRUCTION

- Closeout Documents
- Warranty Service
- Commissioning

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SERVICES

APPROACH TO VALUE ENGINEERING

Macallan defines value engineering as the process of creatively reducing costs without sacrificing quality or the end result the owner is looking for. If at all possible, we look for alternate construction means, methods, sequencing, or other approaches that save money and get the job done.

Canterbury Court | Task Order Renovations

- Standard task order renovation design estimate $50,000 per unit
- Macallan value engineering $35,000 per unit
- Value engineering savings to date $1.2 million

Stanton Road | HUD Apartment Rehabilitation

- Designed based estimate for this project was $2.33 million
- Final GMP after Macallan value engineering $1.75 million

GSU Sculpture Studio | Renovation

- Design-build project where client budget was maintained from inception to delivery
- Value adds included phasing, ceiling reclamation for wainscoting, windows and front elevation aesthetics

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SERVICES

SUBCONTRACTOR LIABILITY

- The solicitation of subcontractor and supplier proposals is a critical step in the success of the project. The process will begin with the identification of potential subcontractors and suppliers whose qualifications are consistent with the requirements of the project.
- The subcontractor pre-qualification information that will be required from every potential subcontractor will include but not be limited to basic corporate and contact information, small business classification, minority status, work experience, information on judgments, claims, arbitrations, suits, litigations, mediations, financial status, disbarments, bonding and insurance information, bonding capacity, safety records, corporate safety policy, corporate safety procedures, OSHA logs, OSHA citations, OSHA violations, D&B data, audited financial statements, and references.

OTHER SERVICES TO ADD VALUE

Macallan Construction differentiates itself by finding ways to add value to the Owner on every project we work on.

- Our team members and their level of experience of working on past projects at Georgia State University adds value. There will be no learning curve from understanding the logistics of the campus or the proper channels of communication.
- We analyze every dollar spent as if we are spending our own money. We realize the fiduciary responsibility that we have as the Construction Manager and our goal is make sure that the University is getting the best possible value for each dollar spent.
- This is achieved through value engineering, `identifying and vetting the best possible subcontractors, comparing and contrasting different means and methods to find the most efficient solutions and employing best practices from a project management standpoint.
- Our level of communication and team approach adds value. From timely decisions to problem solving with the Owner in the field, we are continuously fostering a team approach that requires less resources from the Owner and makes for a more successful project.
- The ability to self-perform gives Macallan the capability of being more flexible and cost efficient on renovation type projects where the scope of work may be more fluid.

We understand that adding value to every project we work on is the best form of marketing for future work and this is what we strive for everyday.

BONDING

REQUIRED BONDING

- Macallan has an aggregate bonding limit of $20,000,000 with a $10,000,000 limit on single projects. We have already confirmed with our surety that there will be no issues obtaining a bond for this project.

BONDING SUBCONTRACTORS

- Macallan will recommend to Georgia State University a list of subcontractors that should be bonded for each task order project.

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MANAGEMENT PLAN

RESOLVING ISSUES

It is inevitable that issues will arise in construction projects. Prompt and clear communication, coupled with a team oriented approach, is essential in order to efficiently resolve these issues while minimizing cost and schedule impact to the project.

The typical steps in this process include:

- Identifying and rapidly communicating the issue
- Selecting/researching available options and developing an action plan
- Communicating the proposed action plan to the Owner/Designer and finalizing a mutually agreeable solution
- Executing the solution and monitoring results

Examples:

- GSU Sparks Hall Graphics
- GSU Student Center Information Desk
- GSU Sculpture Studio Renovation

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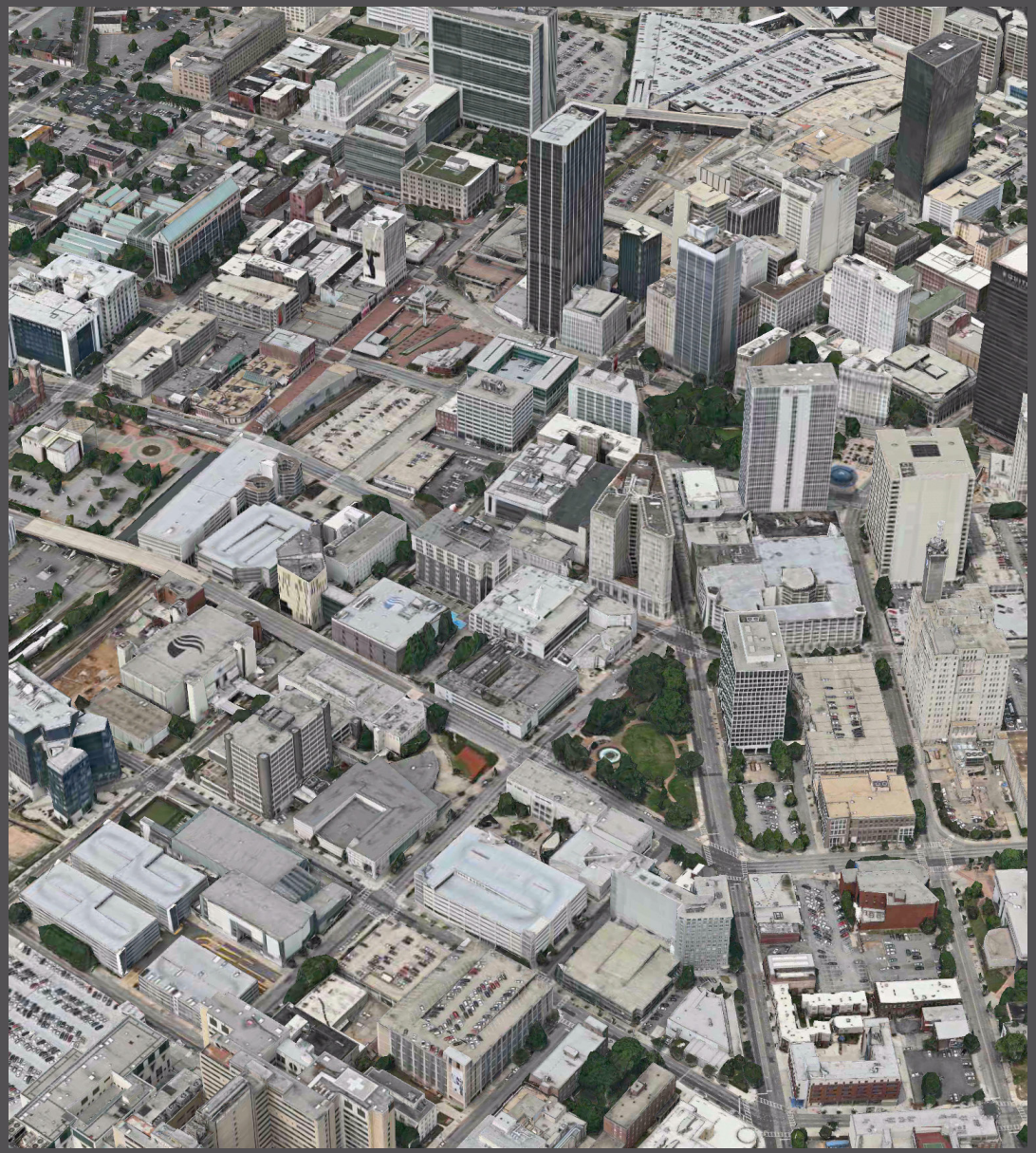
MANAGEMENT PLAN

COST MANAGEMENT PLAN

Effective cost management is critical to the success of any project. This process starts in the design phase and continues through construction to project closeout. Our process includes:

- **Preconstruction and Design Phase** - Prepare conceptual estimates based on Design Development plans in order to help guide the design team in their efforts.
- **Final Project Estimate** - Prepare detailed estimates based on final design documents. If necessary, value engineering alternates will be provided to maintain the project budget.
- **Construction Budget** - Once the estimate is finalized and the project moves into the construction phase, the estimate is converted into a job budget broken down into divisions of work and cost codes. This budget is the baseline against which variances, either positive or negative, are measured.
- **Committed Cost** - Formal subcontracts and purchase orders are used for all major items purchased on the project. These values are then committed to the project budget so that variances can be realized prior to accruing actual costs. We use our system to track percent completion for these agreements, as well as pending and approved change orders.
- **Actual Cost** - Invoices and payroll for actual cost incurred on the job are entered weekly, which ensure that all costs are up to date.
- **Cost Engineering** - Project and field management staff receive weekly reports tracking budget variances, labor usage and subcontract status which allows them to react quickly to potential budget issues. In addition, the Project Manager is required to submit to the Project Executive an updated cost projection for the project on a monthly basis.
- **Change Item Management** - Potential change items are communicated to the team and logged as soon as they are identified. When possible, the cost impact is calculated and finalized prior to any additional work being performed.
- **Open Book Projects** - Macallan has extensive experience managing open book projects. We can provided detailed accounting reports including copies of all invoices, subcontractor payment applications and payroll records.

MANAGEMENT PLAN



SCHEDULE MANAGEMENT PLAN

Macallan will develop an Overall Project Schedule (OPS) that includes all preconstruction, procurement, construction, and closeout activities. This OPS will be published and updated regularly and will clearly define project parameters and serve as the basis for monitoring progress, identifying and correcting deficiencies, and providing accountability for all team members.

It is imperative that this schedule is overlaid with all pertinent Georgia State University schedule information. Our goal is to ensure that the most disruptive activities will take place when the occupancy and use for the buildings is at its lowest. Optimizing school breaks and off peak times of the day will make the schedule management much more effective for all parties involved in the project.

MANAGEMENT PLAN

SUBCONTRACTOR MANAGEMENT PLAN

As part of our standard subcontractor management process, Macallan incorporates quality assurance measures using a series of checks and balances starting with procurement and continuing through the construction and project closeout phases. Our basic approach is to include all the stakeholders of a project in a comprehensive effort to create an atmosphere of cooperation and partnership. This results in a "win-win" situation for all parties. Below is a breakdown of these measures into several steps:

- **Pre-Qualification of Subcontractors** - All subcontractors that work for Macallan are asked to submit detailed information regarding their experience and financial stability for our review prior to being awarded a subcontract.
- **Pre-Award Subcontractor Meeting** - Prior to awarding a subcontract for any scope of work, our management staff conducts a meeting with the subcontractor to review the contract documents, set expectations of quality and safety, and confirm a detailed scope checklist.
- **Submittal Process** - The submittal process is the best time to flush out any potential coordination issues between the design documents and construction. Our experienced team thoroughly reviews all product data and shop drawings prior to submission to the Architect in order to identify issues ranging from dimensional conflicts to lead-time problems. We also encourage our subcontractors and our field supervision to actively participate in submittal reviews in order to leverage their expertise. When issues are discovered, we present them to the design professionals in a constructive manner along with recommendations of how the problem might best be solved.
- **Preconstruction Meeting** - Prior to any subcontractor beginning work on a project, the Project Superintendent conducts a preconstruction meeting on site with the person or persons responsible for the actual execution of the work in the field. In this meeting, the Superintendent reviews shop drawings, technical specifications, quality expectations and safety procedures with the group. This ensures that the people responsible for performing the work have been properly informed of any issues that arose during previous steps in the process.
- **Construction Management** - The Project Superintendent will conduct regular subcontractor meetings to discuss current tasks, coordination issues and upcoming logistics. In addition, the superintendent will constantly monitor the work as it is put in place, and verify conformance with the contract documents. Any deficiencies found are corrected immediately so as to minimize the effect on other trades and to minimize punchlist work.
- **Punchlist** - The punchlist is the final step in our process. Our Project Manager and our Project Superintendent are responsible for "pre-punching" the project during the final stages of construction with an eye to minimizing the final punchlist.

MANAGEMENT PLAN

COMPLIANCE WITH CONTRACT DOCUMENTS

- Macallan will receive, publish, and disseminate all documents, drawings, meeting minutes, schedules, logs, permits, clarifications, notices, and change orders. All documents will be identified, dated, tagged, and routed to all necessary parties; that is Owner's Representatives, Consultants, city and state regulatory officials, subcontractors, and vendors.
- All logs (pending items, submittals, shop drawings, samples, performance data, test data reports, etc., updated schedules) and their status will be available to appropriate participating parties electronically.

OBTAINING QUALITY WORKMANSHIP

- Quality workmanship starts with the construction manager. The Macallan superintendents are diligent in constantly maintaining quality throughout the construction process.
- Any defective work, or product that does not meet the Macallan standards, will be identified to the subcontractors immediately and addressed in accordance with the construction documents.

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MANAGEMENT PLAN

CLOSEOUT MANAGEMENT PLAN

Our quality assurance process is designed to minimize the punch list. Our goal is to be able to correct any and all punch list items within one week of the punch walk.

In addition, our project management staff begins collecting closeout items 30-45 days prior to completion of the project.

As an added incentive, subcontractors must turn in all closeout items prior to receiving their final payment. This ensures a comprehensive and streamlined closeout process.

COMMITMENT TO SAFETY

Safety is a critical part of any project. Macallan takes safety considerations very seriously and employs a third party risk management firm to do weekly evaluations on all project sites. Safety extends not only to our employees and subcontractors but to the public. In a campus setting we will take extra precautions to make sure that our work area is well defined and that no risks are created.

NONDISCRIMINATION POLICY

Macallan believes strongly in supporting and encouraging small business and women/minority owned business participation and partnerships.

Macallan intends to utilize the Fulton County M/WBE database for bidding purposes in order to reach as many woman and minority owned firms as possible.

The majority of our subcontractors already are Small Businesses and we will continue during the course of project procurement to provide opportunities for such firms.

SAFETY AND SITE SECURITY

SAFETY PLAN

Macallan's Safety and Loss Control Program has been highly effective in maintaining safe and productive job sites - we have a low EMR and incident rate.

Macallan has regular jobsite safety meetings, toolbox talks, internal safety team meetings and employs a third party safety consultant that visits jobsites weekly. Additionally, all of Macallan's field supervisory personnel are OSHA certified.

Macallan's corporate safety philosophy is to maintain a zero accident tolerance level and ensure the safest work environment

The following are steps that promote safety during project construction:

- The company's prompt action to eliminate unsafe conditions.
- Acceptance of the employee's right to expect a safe, clean, and healthy work environment.
- The provisions of effective and practicable mechanical safeguards.
- The provisions of personal protective equipment.
- The observance of all applicable laws, standards, codes, and ordinances as minimum requirements to safety.
- Delineation of responsibilities for management, employees, and safety personnel.
- Recognition of the need for trained safety personnel.
- Written safety practices and instructions for each job.
- Indoctrination of new employees in the company's policy for accident prevention.
- Special effort to train all employees in the company's safety program.

SAFETY AND SITE SECURITY

LOGISTICS PLAN

A detailed logistics plan will be prepared that identifies:

- Protection of students and faculty
- Construction hours
- Employee & subcontractor conduct
- Delivery coordination and restrictions
- Construction parking
- Pedestrian protection
- Protection of existing conditions
- Scheduling and notification of excessive noise and traffic
- Waste disposal and recycling procedures
- Campus activity schedule

SUMMARY OF WHY MACALLAN FOR THIS PROJECT

- Entire Project Team has Georgia State University Campus Experience
- Organizational Structure is an Ideal fit for Task Order Projects
- Principal Level Involvement
- Facilitate Team Approach
- Self-Perform Capabilities
- Experience Working in Occupied Spaces
- Integration with Campus Facilities Personnel
- Working in Tight Urban Environments
- Cost Quality and Schedule
- Ideal Project Size
- Safety/Risk Management Program
- University/Site Logistics
- Sensitivity to University Calendar
- Adherence to Campus Rules/ Policies