

Contractor Town Hall Update

Agenda:

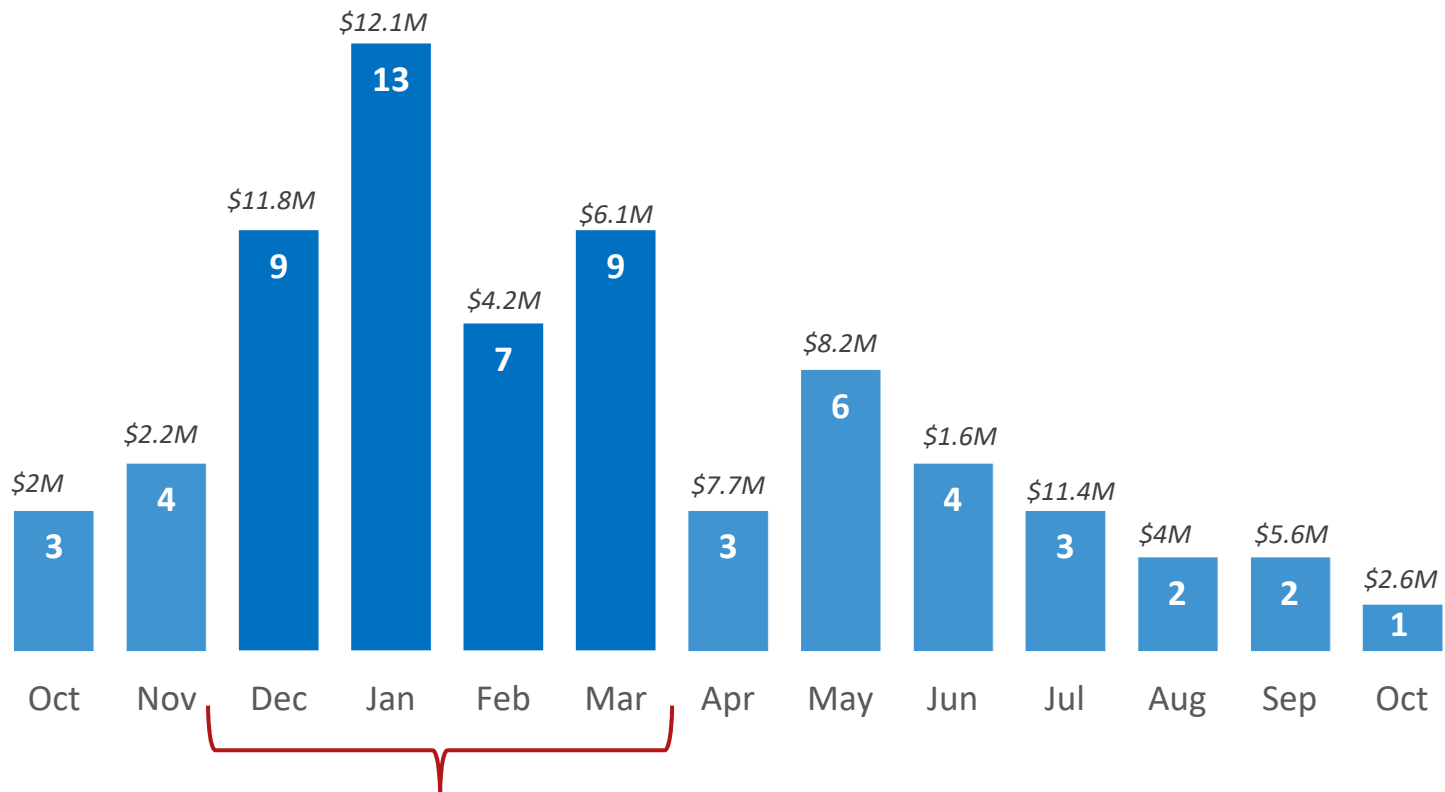
1. Our Organization
2. Key Initiatives & Areas of Focus
3. Contracts Update
4. eBuilder Bidding Module
5. Environmental Health & Safety Update
6. Capital Project Forecast
7. Questions/Discussion

Welliver, LeChase, Streeter, Kline, Pike, Mancini, Matco, Schuler Haas, Southern Tier Custom Fabricating (STCF), Frey and Campbell, and P&J

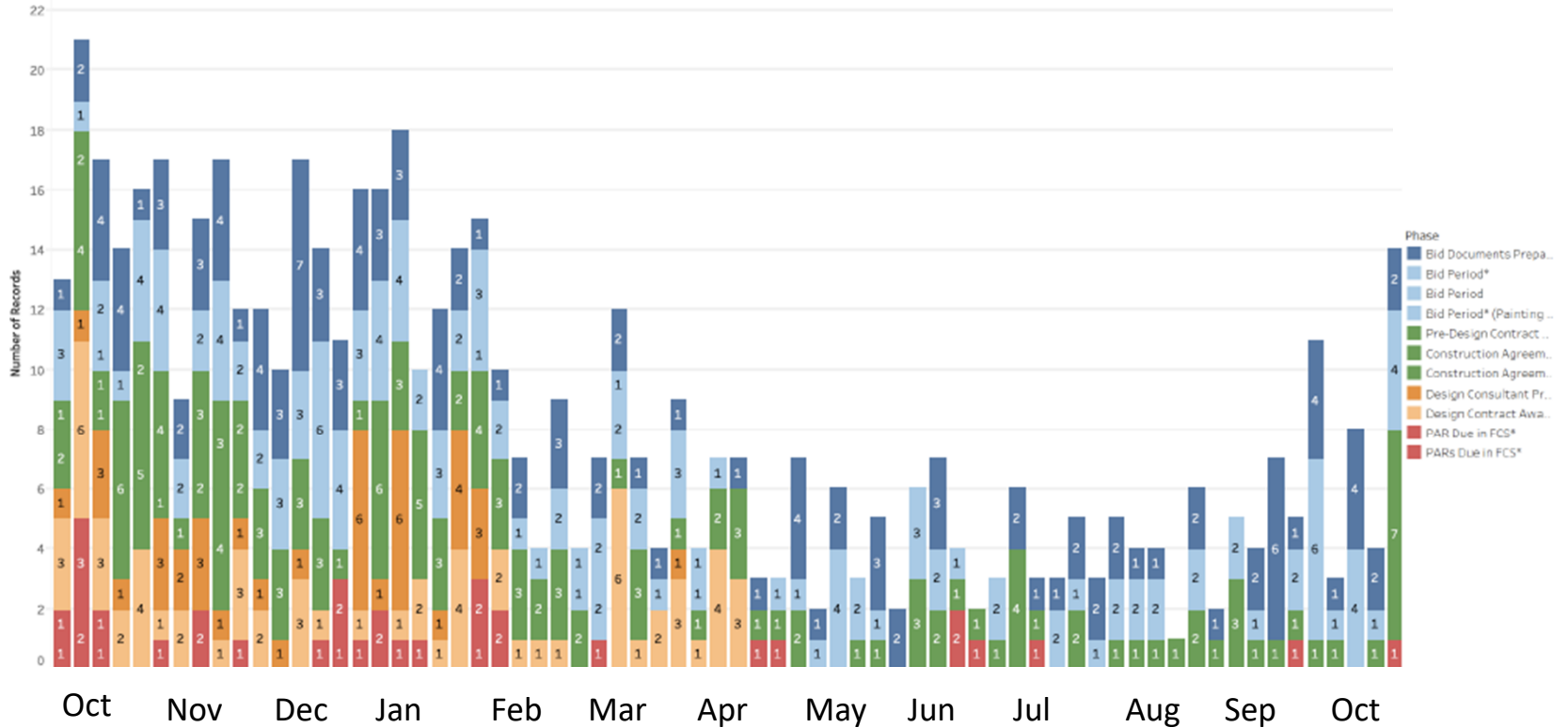
Adjust Capital Budget Process to Improve Bid Timing

Opportunities:

- Bid projects earlier to avoid peak pricing
- Schedule “non-critical” work to take advantage of off-peak pricing



Contracts Group - Workload



Improve Bundling of Projects

Opportunities:

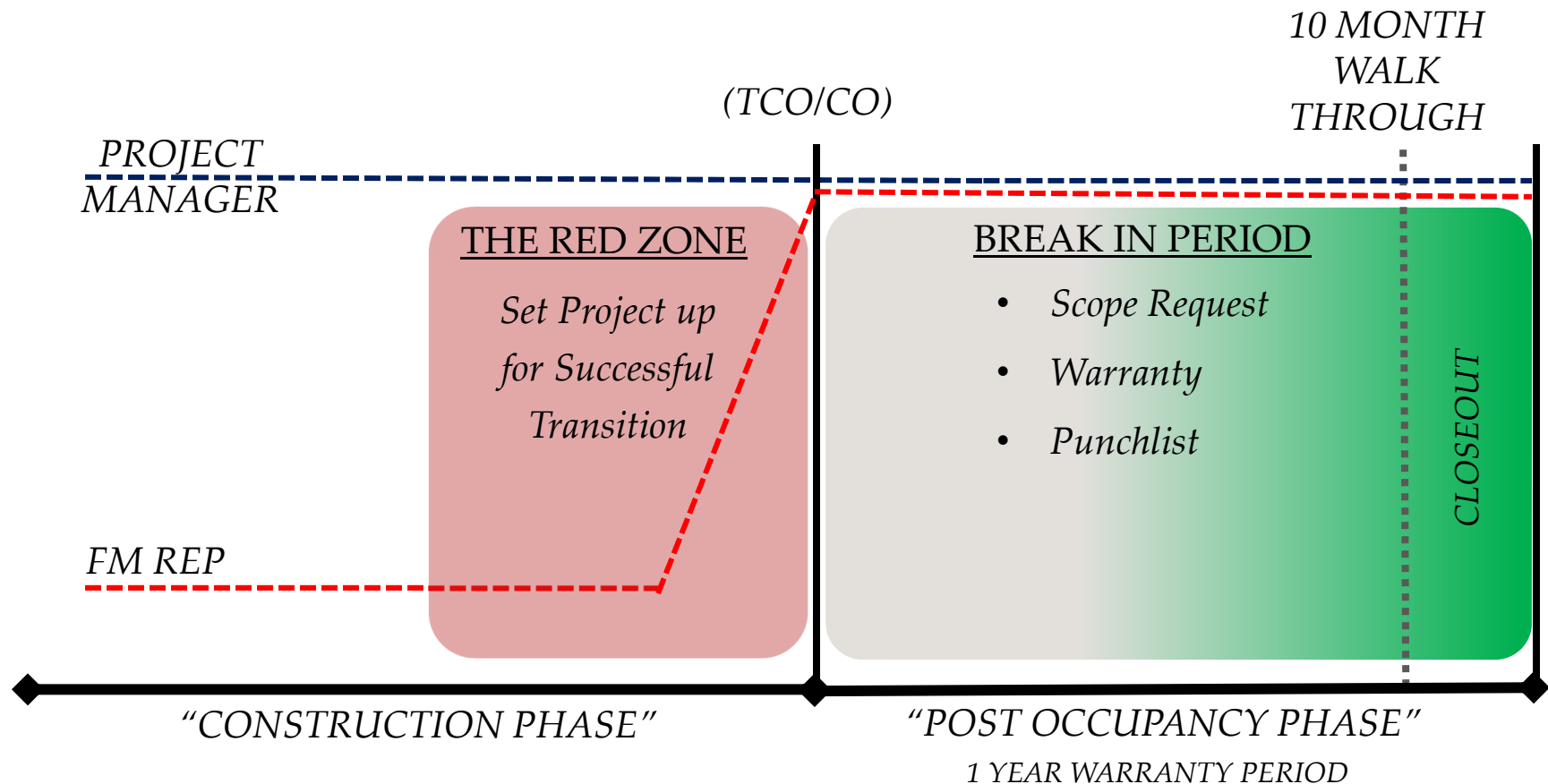
- Combine projects in the same building
- Combine infrastructure projects of similar scope
- Bundle adjacent projects with larger projects

Reduce impact on building occupants, increase buying power and Consolidate delivery.

Improve Project Turnover

Opportunities:

- Standardize process for engaging FM at tail end of projects



New Quarterly Construction Report

- Construction Volume
- Bidding Volume
- Escalation Projections
- Analysis of Regional Market
- Optimal Bid Windows
- January first release

