



  
**LAUTH**<sup>®</sup>  
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January 3, 2019



**MOORESVILLE REDEVELOPMENT COMMISSION  
REQUEST FOR QUALIFICATIONS**

75,000 SF EXPANDABLE SHELL BUILDING  
Mooresville, IN

**SUBMITTED BY LAUTH GROUP, INC.**

111 Congressional Blvd., Suite 300  
Carmel, IN 46032  
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January 3, 2019

Chelsey Manns  
Mooresville Government Center  
Clerk Treasurer's Office  
4 East Harrison Street  
Mooresville, IN 46158

**RE: 75,000 SF Expandable Shell Building RFQ**

Dear Chelsey,

Lauth is pleased to submit our qualifications for the proposed investment grade shell building to be located along Merriman Road in Mooresville. We appreciate the opportunity to provide details regarding the build, operate and transfer experience required to ensure the success of this exciting project. As we understand it, the primary objective of this spec building is to construct a facility that attracts an owner/tenant offering above average wages, capital investment and an increased tax base for the Town of Mooresville.

Since 1977, Lauth has provided development, construction, property management and facilities maintenance services for a wide variety of projects across the United States and within the Town of Mooresville. We are currently constructing FloSource Engineering's corporate headquarters, located at 1405 Hancel Parkway. Lauth also constructed the 24,000 SF Molex building and the 110,000 SF PacMoore Manufacturing Center in Mooresville.

Lauth has master planned industrial parks throughout central Indiana, including Eaglepoint, Southpoint, Eastpoint, and has developed/constructed over 25 million square feet of investment grade industrial projects across the country during our 41 years in business. Further examples of Lauth's extensive experience as a developer of facilities within master planned industrial parks are detailed within this proposal.

Lauth's goal for this project is to develop an asset that promotes Mooresville and Flagstaff Industrial Park as a destination for businesses, and we are confident our proposal achieves that goal. We thank you for your consideration and look forward to the opportunity to take next steps in this process. Should you have any questions regarding the information provided, please feel free to contact me directly. My contact information is provided below.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael J. Jones".

Michael J. Jones  
President and CEO  
[mjones@lauth.net](mailto:mjones@lauth.net)  
(317) 514.4142

## **MOORESVILLE REDEVELOPMENT COMMISSION 75,000 SF EXPANDABLE SHELL BUILDING RFQ**

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## EXECUTIVE SUMMARY

Lauth is excited for the opportunity to partner with the Town of Mooresville on a new speculative industrial facility. There are several options when considering the Build, Operate, Transfer (BOT) delivery approach. Lauth is proposing the following approach, which we feel is mutually beneficial to both parties.

Upon project award, Lauth and the Redevelopment Commission (RDC) will execute an Agreement of Reimbursement (AOR) to cover actual out-of-pocket costs incurred during the scoping period. The scoping period shall last approximately sixty (60) days, subject to timing of public meetings and will set forth all terms to be included in a definitive Development Agreement. The deliverables created during the scoping period include:

- 🏡 A Land Purchase Agreement
- 🏡 Project Schedule
- 🏡 Design Documents
- 🏡 The Total Project Cost (Purchase Price)
- 🏡 Finalized Development/Purchase Agreement by the RDC (“Put” Option Terms)
- 🏡 Reporting and Communication Procedures

At completion of the scoping period, Lauth and the RDC shall execute a Development/Purchase Agreement where Lauth has the option to “Put” the building to the RDC at a predetermined purchase price nine (9) months after substantial completion of the facility. The purchase price shall be based on an open-book, competitively bid process where Lauth and the RDC mutually agree on final plans and the total project cost. Lauth will finance the project through a local lender and will invest any required developer equity.

Upon award, Lauth will immediately commence with marketing the project for lease in anticipation of the definitive Development/Purchase Agreement. Nine (9) months after substantial completion, if the building is not leased up to an acceptable level to Lauth, Lauth will have an option to “Put” the asset to the RDC at the predetermined price. Lauth is motivated to get the building leased up prior to exercising the “Put” option, as this would be more financially beneficial to Lauth. If the RDC purchases the building, Lauth will continue to manage the building and provide lease coordination.

Again, we feel this approach meets the objective of the RDC while providing mutual benefit to both parties. We look forward to discussing our approach at your soonest availability.

# PROJECT APPROACH

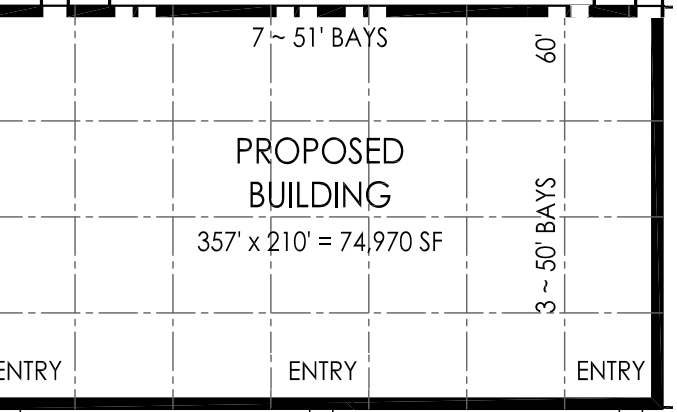


MERRIMAN ROAD

FUTURE ACCESS ROAD

DETENTION

8 DOCK POSITIONS  
2 DRIVE-IN DOORS  
11 FUTURE DOCKS



FUTURE EXPANSION  
715' x 210' = 150,150 SF  
(225,120 SF TOTAL EXPANDED)



SITE AREA: +/-14.77 ACRES

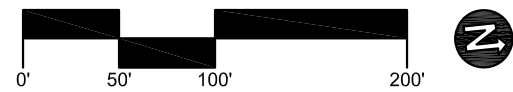
STATE ROAD 67

# MOORESVILLE SPEC BUILDING

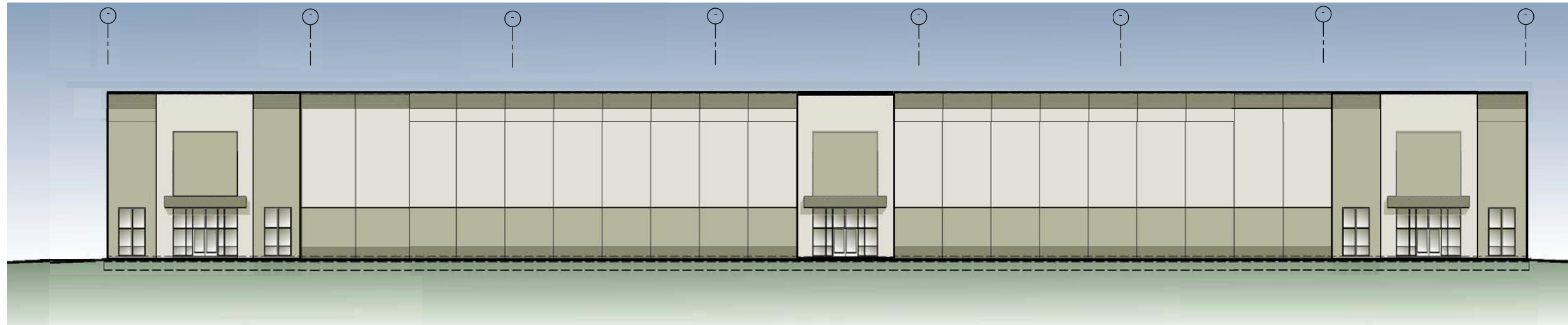
368 MERRIMAN ROAD, MOORESVILLE, IN 46158

DECEMBER 20, 2018

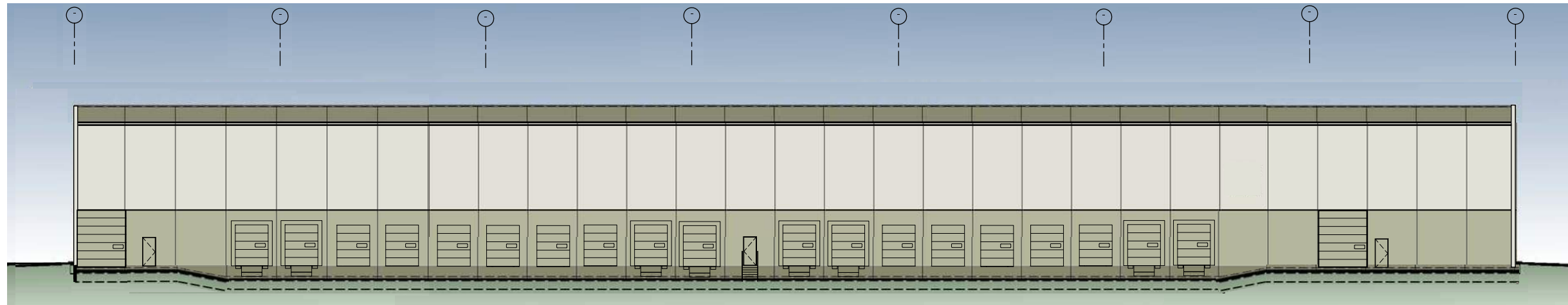
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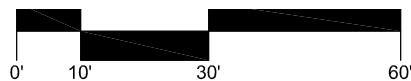
East Elevation Scale: 1" = 30'-0" (11x17)



West Elevation Scale: 1" = 30'-0" (11x17)

## MOORESVILLE SPEC BUILDING

368 MERRIMAN ROAD, MOORESVILLE, IN 46158  
DECEMBER 18, 2018



## PROJECT SCOPE AND SERVICES

### Project Description

Lauth is seeking a partnership with the Mooresville Redevelopment Commission (RDC) to construct a single story 75,000± square foot facility located at approximately 368 Merriman Road, Mooresville, Indiana 46158. The Mooresville Redevelopment Commission will engage with Lauth Group, Inc. as the developer and General Contractor as described herein. The facility will be designed and constructed to allow for as few as one user or multiple users. A summary of the building is below:

- Site Size to accommodate building: 14.77 ± Acres
- Building Footprint (initial): 75,000 ± SF
- Building Footprint (maximum): 225,150 ± SF
- Office Options: Three (3) @ 2,500± SF each
- Future Mezzanine Option: Client's Choice
- Interior Building Clear Height: 32'-0" clear at dock bay
- Building Dimensions: 210'-0" x 357'-0" (nominal)
- Full Bay spacing: 51'-0" x 50'-0"

The delivery of this project will require us to complete site improvements that are common for a new facility on an undeveloped site. A preliminary site plan and color elevations have been provided for your reference with this proposal. The schematic drawings are not intended for construction purposes but for the purposes of conveying our scope of work for this proposal only.

### Location of Project

The location for this project is at approximately 368 Merriman Road, Mooresville, Indiana 46158 (shown below). In study of this site we have determined that the building will sit on the southeast quadrant of site at the corner of State Route 67 and Merriman Road.



## Development and Preconstruction Process

As part of the development process, there are a number of due diligence and entitlement tasks that will need to be undertaken to complete the design, permitting, financing and other required processes. Lauth will serve as the main point of contact to pursue and hire these resources. Lauth will procure design services needed to entitle the land in order to prepare the project. Listed below are the tasks that we anticipate procuring during the Development and Preconstruction Phase of the Project, either through Lauth group or through our consultants.

### LAUTH GROUP

- 🏡 Property Condition and Environmental Assessments
- 🏡 Zoning Analysis
- 🏡 Declaration of Covenants and Restrictions
- 🏡 Signage Guidelines or Restrictions and Easements
- 🏡 Project Financing
- 🏡 Development Agreement and Purchase Agreement

### SITE ENGINEER

- 🏡 Easement and Right-of-Way Documents
- 🏡 Concept/Master Site Plan
- 🏡 Confirmation of Utility Services
- 🏡 Public or Private Design Guidelines
- 🏡 Reciprocal Easement Agreements
- 🏡 Preliminary Site Plan with Master Utilities
- 🏡 Overlay Title Information (with all recorded instruments)
- 🏡 ALTA Topographical Survey
- 🏡 Drainage Engineering Reports
- 🏡 Flood Zone Designation
- 🏡 Earthquake Zone Designation

### WETLANDS CONSULTANT

- 🏡 Endangered and Threatened Species Reports
- 🏡 Wetland Assessment

### GEOTECHNICAL CONSULTANT

- 🏡 Environmental Reports – Phase I, Phase II, etc.
- 🏡 Geotechnical/Soils Reports
- 🏡 Seismic Reports
- 🏡 Archaeological Reports

### APPRAISER

- 🏡 Provide confirmatory market value assessments
- 🏡 Integral part of financing process

### TITLE COMPANY

- 🏡 Title Commitment
- 🏡 Real Estate Tax Information (rollback, transfer, abatement, impact fees)
- 🏡 Declaration of Covenants and Restrictions

#### ZONING ATTORNEY

- 🏡 Zoning Certification
- 🏡 List of Threatened or Noticed Condemnations
- 🏡 List of Legal Notices and Pending Litigation
- 🏡 PUD, MUD or Association Documentation

#### ARCHITECT

- 🏡 Concept/Master Site Plan
- 🏡 Conceptual Building Floor Plans
- 🏡 Building Plans and Specifications

### **Design Process**

Design Services will be coordinated by Lauth Construction and the Design Team. Civil, Architectural, and Landscaping Design and Construction Documents for all the systems involved with the project will be provided by Registered Design Professionals.

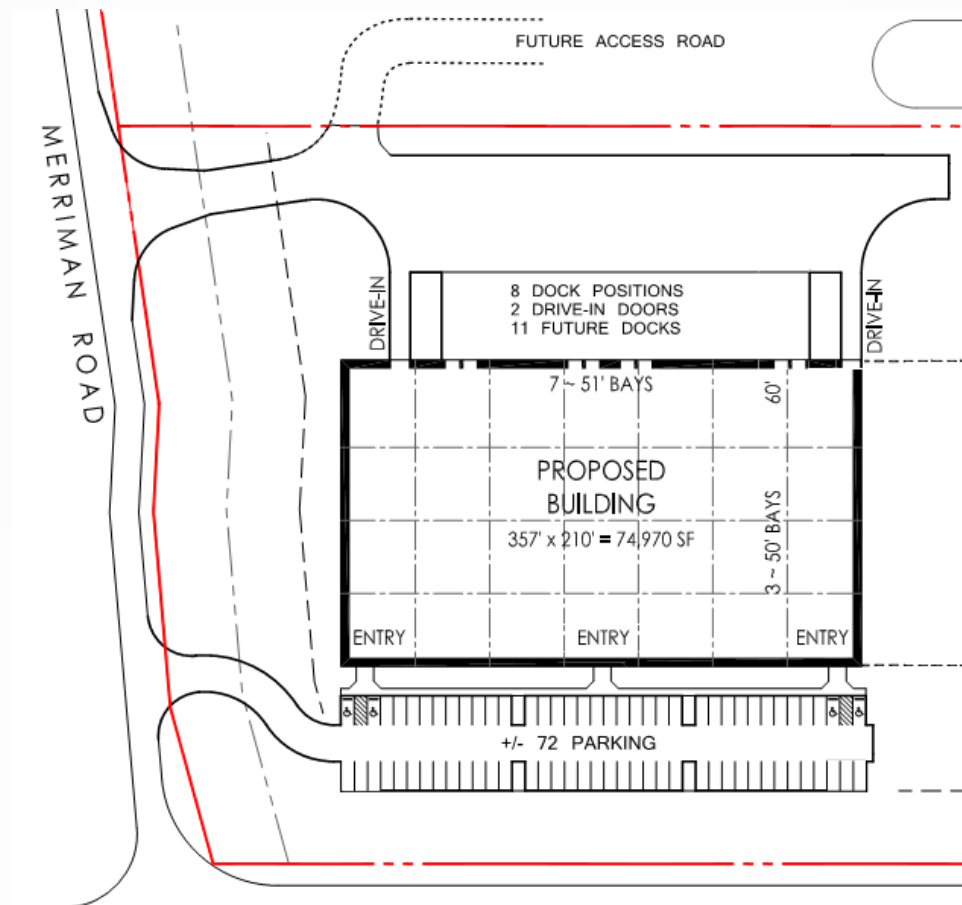
Precast, Structural Steel, Mechanical, Fire Protection and Electrical systems will be provided as Design/Build services by Registered Professional Engineers. Shop drawings will be submitted for the structural steel and precast concrete wall framing systems.

All design shall be completed in accordance with all applicable national, state, and local codes by licensed design professionals. The design shall include all documents that are required for local planning approvals and the coordination of local utility services.

Throughout the design process Lauth will adjust the preliminary estimate and guide the design accordingly.

Lauth will prepare a guaranteed project cost based on final plans to incorporate into the Development Agreement.

## Site Plan



The sitework budget is based on the following assumptions.

1. The installation of two new curb cuts with entrance aprons is included.
2. This proposal includes onsite storm water piping as required to drain the site to the regional detention pond. Design and construction of the regional detention pond is by others.
3. One storm water quality structure is included.
4. Twelve inches (12") of topsoil is assumed based on the agricultural use of the site. Surplus topsoil will be stockpiled onsite.
5. Approximately 24" of dirt is to be moved across the entire acreage to bring the building pad and parking lots to the final grade. This proposal assumes a balanced site, with no requirement for import or export of fill material.

6. This proposal includes construction of one new building pad sized at approximately 75,000 square feet in footprint. Construction of the expansion building pad is not included.
7. Pending revised geotechnical information, any treatment of soils or addition of piers or piles are excluded.
8. Retaining walls are not included.
9. Water, electric and gas utilities will be extended from Merriman Road. Other offsite utilities, utility relocation or extensions are not included.
10. Site concrete pavements and sidewalks adjacent to paved areas. Asphalt pavement including markings and signage.
11. The main entry drives do not include concrete curbing. Car parking and truck court areas include concrete curbing.
12. Landscaping & lawn irrigation to meet code requirements.
13. Light duty pavements (6" crushed stone -2" binder -1" surface) at car parking areas. Heavy duty pavements (8" crushed stone -3" binder - 1.5" surface) at driveways and loading areas.

## Building Elevations



East Elevation Scale: 1" = 30'-0" (11x17)



West Elevation Scale: 1" = 30'-0" (11x17)

## Building and Construction Project Scope

1. Oversee complete construction process in conjunction with the Commission's administration or designated representative.
2. Provide construction schedules with milestone dates prior to award.
3. Conduct weekly construction coordination meetings and provide

- updates to the Commission.
4. Ensure all processes are conducted in accordance with applicable regulations including but not limited to OSHA requirements.
  5. Provide access to Procore, a web-based construction management tool that will allow the Commission's representative to monitor job progress and review weekly quality control reports.
  6. Building permit fees for the drainage improvements and construction work of the building, road and parking lots shall be included.
  7. Construction Administration tasks related to review and approval of submittals relevant to the Civil, Architectural, Structural, Mechanical – HVAC, Mechanical– Plumbing, Fire Protection, and Electrical Design shall be included.
  8. Six (6) months of Project Related General Conditions are included
  9. Construction material testing for Soils, Concrete, Asphalt, Steel and the Roof Systems will be provided by Lauth Construction as the Project Manager.
  10. Building concrete includes column footings, continuous wall footings, and a seven-inch (7") thick non-reinforced concrete floor slab over six-inches (6") of under slab stone. The proposed foundation and slab systems are sized for a minimum of 2,500 PSF soil bearing pressure.
  11. Exterior walls consist of ten-inch (10") load bearing precast wall panels with reveals.
  12. The building will have a conventional steel frame with a clear height of 32'-0". The roofing system consists of a 0.060 thick mechanically fastened white TPO membrane roof with polyiso insulation board having a minimum R value of 20 in accordance with the energy code.
  13. Polyurethane joint sealants will be used for all exterior joints and acrylic or latex material will be used to fill any interior joints.
  14. Window framing systems will be thermally improved standard storefront or curtain wall framing systems in a manufacturer's standard finish.
  15. Two (2) 5' x 20' steel canopies are included at the southeast and north east corner entrances. These canopies will feature EIFS banding and metal soffit panels.
  16. This proposal includes the following dock positions:
    - a. Two (2) 12' x 14' overhead drive-in doors with operators.
    - b. Eight (8) complete dock positions with twenty-two-ounce (22 oz) dock seals, six foot by eight-foot (6'-0" x 8'-0") thirty thousand-pound (30,000 LB) manual dock levelers with eighteen-inch (18") lip and four-inch (4") dock bumpers
    - c. Eleven (11) dock-high overhead doors with no leveler or other dock equipment.
  17. Eight (8) 3' x 7' hollow metal doors are provided around the perimeter



- to provide points of egress as required by code.
18. One 10' x 20' long pump room is included on the south interior elevation.
  19. The Fire Protection System will consist of a wet pipe, Early Suppression Fast Response (ESFR) system with heads that are appropriate for the facilities deck height. The system will be hydraulically designed to provide coverage for the storage of Class 1 through 4 commodities up to the clear height without the use of in-rack sprinklers.
  20. The Plumbing System will consist of a sanitary waste system to accommodate build-out at the three (3) office locations along the east elevation of the building. The roof drainage system will consist of an external gutter and downspout system that is piped to the site storm drainage system.
  21. The shell HVAC System will provide a heating level of 50° F with an exterior temperature of 0° F.
  22. The Electrical System will be fed from the primary assumed to be along the property line and will provide power to the warehouse at voltage of 480V / 3 Phase, four wire power to the premises for the HVAC equipment, lighting systems, and general-purpose power. The service size has been approximated based upon these design conditions service with an assumed initial service capacity of 800 amps.
  23. Lighting will consist of T-5 parabolic fixtures suspended from the steel structure. Stumble lighting is provided in the bulk of the warehouse, with additional lighting in the southeast corner for marketing purposes.
  24. Site lighting shall be achieved via site lighting poles and building wall packs.



## PROPOSED CAPITAL STRUCTURE

Developer (Lauth) agrees to deliver a “shell” project in accordance with an agreed upon “scope of work”. The plans will be approved by the Mooresville Redevelopment Commission (RDC) prior to construction commencement. The RDC and Lauth shall agree to a date of commencement upon approval of the construction schedule. The RDC and Lauth shall work in concert to solicit and obtain a tenant or buyer/user for the building during the construction and lease up process.

The RDC shall agree to execute an Agreement of Reimbursement (AOR) to cover all expenses related to the project up to construction commencement, including but not limited to: civil design; architectural costs; legal costs, charges for preconstruction time for Lauth personnel, etc. Lauth agrees to pay for these expenses as they occur and will only seek reimbursement should the project not be approved by the RDC, or if the project should not proceed for any reason; at which time the RDC shall promptly pay the outstanding amounts to Lauth.

Lauth as Developer and General Contractor will take full responsibility for capitalizing the project using its own sources for debt and equity. This will include Lauth Principals infusing equity into the project and providing recourse for the construction financing. The RDC shall contribute the following at no cost or charge to the project: the land parcel shall be contributed unencumbered; all impact fees shall be waived and to the extent possible Town shall waive all utility connection and/or impact fees, etc. The RDC shall also agree to expedite the approvals’ process within the Municipality process.

As financial support for the project the RDC shall agree to the following:

- ⚡ Execute a “Put” option for the obligation of the RDC to purchase the building from Lauth at “Cost”. This “Put” may be exercised by Lauth upon the earlier of: a) the RDC desiring to use the building or; b) nine (9) months after substantial completion should a tenant(s) not be secured prior to that date. The Agreement shall be executed by the RDC and Lauth and it will be assigned to Lauth’s lender, as required.
- ⚡ For the purpose of this agreement, project cost shall be defined as the following:
  - i) Full project cost including all soft and hard costs related to construction including capitalized interest and operating costs.
  - ii) A Developer Fee to Lauth in the amount of 5% of the Total Project Costs.
  - iii) A market rate of return on the required Lauth equity. This

shall accrue from the date of Commencement until date of the Purchase by the RDC.



# PROJECT/ TEAM EXPERIENCE



## ABOUT LAUTH

### Company History

Since 1977, Lauth has been a leader in the development, construction, acquisition, management and ownership of commercial real estate. With billions of dollars of successfully completed projects, Lauth's experience offers clients and partners the flexibility, team and expertise to meet the needs of today's real estate customer.

Privately-owned by key principals in the firm, Lauth is a vertically integrated real estate company offering the following services:

- ⌘ Development
- ⌘ General construction/contractor
- ⌘ Property management
- ⌘ Facilities management and maintenance (through a wholly-owned subsidiary, Integrated Facility Services [IFS])
- ⌘ Leasing
- ⌘ Capital procurement and asset dispositions

Lauth has developed, owned and acquired properties within the following asset classes:

- ⌘ Office
- ⌘ Industrial
- ⌘ Retail
- ⌘ Healthcare
- ⌘ Multi-Purpose
- ⌘ Multi-Family

### Customer-Focused; Relationship-Oriented; Results Driven

The associates of Lauth Group, Inc. are principled in priorities. Our process begins with an unwavering focus on our customers, clients and partners. This approach has helped to create long-term relationships that are the foundation of our company's future.

Through diversification and broad-based experience, we have successfully completed office buildings, distribution centers, manufacturing facilities, retail centers, laboratories, healthcare projects and multi-family properties in multiple markets across the country. With a focus on the Midwest market, Lauth continues to build on a rich history of success for our customers.



## What Makes a Successful Partnership?

At Lauth, we realize the answer to that question is critical to you, our partner. We focus on each client and partner to ensure the experience with our firms is positive. From the initial meeting through the entire process, Lauth is committed to providing the best of service and expertise.

### Our answer is simple.

It's about the **people** you can count on.

A company you can **trust**.

And the kind of **experience** that makes things happen.






At Lauth, we work to understand your needs. Not only because we know the business inside and out, but also because we take the time to talk with you about your vision, goals and expectations and respond with innovative ideas, responsive service and smart solutions designed to turn challenges into opportunities.

That's how we've built our business. It's a record of success we'd like to put to work for you.

## Fast Facts

When you choose Lauth, you'll gain the confidence of partnering with a tenured, privately-owned development and construction firm. We've been in business for 41 years and understand what it takes to thrive in this industry.

Using our expertise as a developer, contractor and property manager, Lauth is committed to providing our clients, customers and partners with a positive and successful experience. Lauth has developed, constructed and owned award-winning projects across the country.

-  Lauth is wholly-owned by key executives of the company who are active in all aspects of our business. Their combined experience in commercial real estate covers more than 100 years.
-  Founded in 1977 and headquartered in Carmel, Indiana (Indianapolis MSA)
-  Expertise in development, general contracting, property management and maintenance on a broad array of property types
-  Successfully developed and constructed nearly \$4 billion of commercial real estate in 35 states with a current focus on the Midwest market
-  Twice-named to the Indianapolis Business Journal's *Fastest 25 Growing Companies List* in 2015 and 2017

 Member of the U.S. Green Building Council (USGBC)

## Ownership Entity and Corporate Structure

**Legal Name of Offeror:** Lauth Group, Inc.

**Address:** 111 Congressional Boulevard, Suite 300, Carmel, IN 46032

**Company Formation Date:** 1977

**Ownership:** Privately-held. Principals include:

 Michael J. Jones, President and CEO, Partner

 Michael J. Garvey, Chief Investment Officer, Partner

 Jonathan Goodburn, Chief Financial Officer, Partner

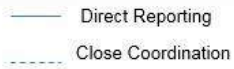
 Robert Lauth, Chairman and Partner

## References

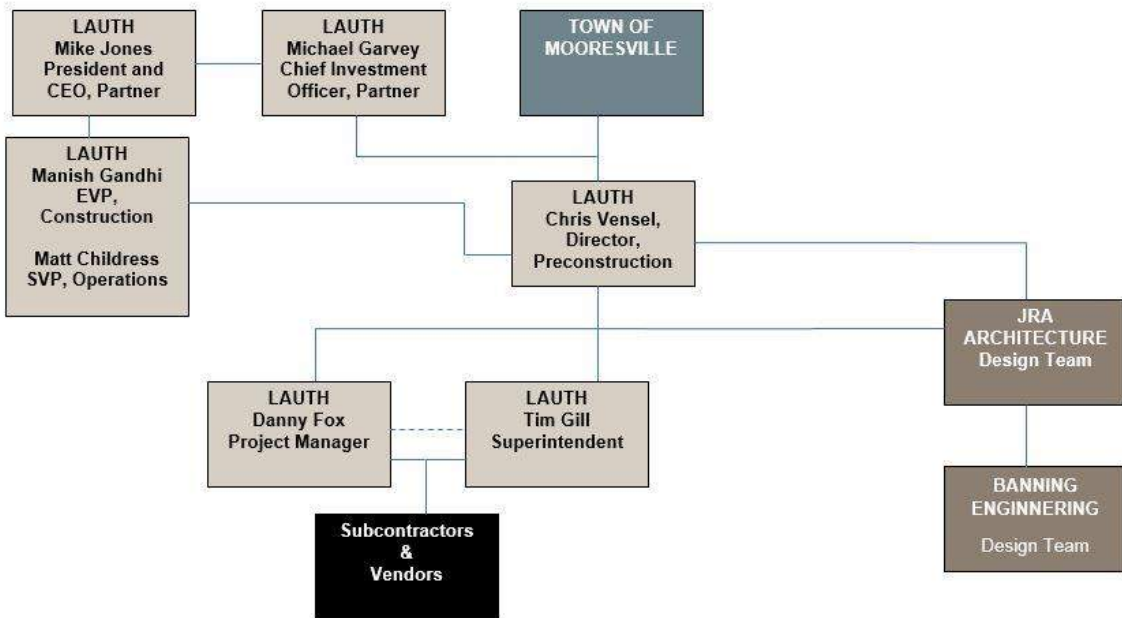
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Organizational Chart





**MICHAEL J. JONES****PRESIDENT & CEO, PARTNER****TEAM RESPONSIBILITY**

As President and CEO, Mike is responsible for providing overall direction of Lauth Group, Inc. and its affiliated entities. Mike has overall responsibility and accountability for development, management and leasing of all Lauth Group Office and Industrial projects across the United States.

**EXPERIENCE**

Mike has over 30 years of experience in the Construction and Development Industry, during which time he has overseen the development of numerous office, industrial, laboratory, healthcare, and retail projects around the country for ProLogis and Lauth Group, Inc.

**INDUSTRY ACHIEVEMENTS**

Mike has been responsible for the successful delivery of over twenty million square feet of Office, Industrial, Laboratory, Healthcare, and Retail projects approaching \$1 Billion since 2000. Specific customers include NASCAR, HSBC, SI International, TJX, Allstate, Guitar Center, Enovia, Tribune Broadcasting, and Eli Lilly & Company.

**PROFESSIONAL / COMMUNITY INVOLVEMENT**

- ⚡ Board Member - Boiler Business Exchange of Indianapolis
- ⚡ Board Member - Building Owners and Managers Association of Indianapolis
- ⚡ Board Member – Providence Cristo Rey College Preparatory School
- ⚡ Board Member – Develop Indy Council
- ⚡ United Way of Central Indiana
- ⚡ Habitat for Humanity
- ⚡ Member - Holy Spirit Catholic Church
- ⚡ Coach - S.P.O.R.T.S Youth Football, Basketball, & Baseball

**EDUCATION**

Purdue University, Bachelor of Science in Construction Technology  
CCIM Institute  
Eckerd College – Leadership Development Program





**MICHAEL J. GARVEY****CHIEF INVESTMENT OFFICER, PARTNER****TEAM RESPONSIBILITY**

In addition to his responsibilities as partner and senior executive, Michael oversees all aspects of project capital procurements, acquisitions and dispositions for Lauth. This includes debt procurement, joint ventures and equity relationships with strategic capital partners, and directing property acquisitions and dispositions. Additionally, Michael is responsible for development projects and Lauth Communities, Lauth's multi-family platform. Michael manages the asset management functions for Retail, Healthcare and Multi-Family assets. He has been with Lauth for 14 years.

**EXPERIENCE**

Michael has more than 30 years' experience in the real estate industry. In addition to his time with Lauth, Michael was the Senior Vice President and Manager of the Indiana operation for Laureate Capital (now Grandbridge), a national mortgage banking firm. Michael also worked with three large insurance companies for 12 years of his career within their real estate finance and investment departments. His experience includes successfully negotiating and closing over \$4 billion in real estate debt, equity and sales transactions on all property types including Office, Retail, Industrial, Healthcare and Multi-Family.

**INDUSTRY ACHIEVEMENTS**

-  Six-time recipient of President's and Chairman's Top Producer Awards for Laureate and Grandbridge Capital
-  Listed in Indiana Business Journal's *Who's Who in Commercial Real Estate*

**PROFESSIONAL / COMMUNITY INVOLVEMENT**

2014 LLS Man of the Year Candidate/Nominee  
NAIOP, Past Member  
OneZone Board Member, Executive Committee  
Our Lady of Mount Carmel Catholic Church, Member  
Seton Society of St. Vincent Hospital, Member  
Carmel United Soccer Club, Past Board Member

**EDUCATION**

Indiana University, Kelly School of Business  
Real Estate Finance and Business Administration CCIM Institute and Mortgage Bankers Association: numerous courses completed.



## MANISH GANDHI

### EXECUTIVE VICE PRESIDENT, CONSTRUCTION

#### TEAM RESPONSIBILITY

Manish has overall responsibility for construction-related activities from inception through completion for all projects. He provides leadership to a team of construction professionals working on Lauth projects across multiple sectors, including Office, Industrial/Distribution, Retail, Healthcare and Multi-Purpose.

#### EXPERIENCE

Manish joined Lauth in March 2016 as Executive Vice President of Construction. Prior to joining Lauth, Manish was Regional Vice President with Opus Design Build, LLC in the Indiana region. Manish has more than 25 years of experience in the design, construction and management of a wide variety of projects including office, industrial, medical and retail facilities for clients. Project experience highlights include:

- ⚡ The Center, Indianapolis, IN
- ⚡ ConAgra Foods, Frankfort, IN
- ⚡ Ford Motor Company, Plainfield, IN
- ⚡ SK Food Group, Groveport, OH
- ⚡ Union Supply Group, Groveport, OH
- ⚡ UPS Supply Chain, Urbancrest, OH
- ⚡ Schuetz Container, Plainfield, IN
- ⚡ TLF Engineers, Indianapolis, IN
- ⚡ National Precast Concrete Association, Carmel, IN
- ⚡ Dealer Services Corporation, Carmel, IN
- ⚡ SMC Corporation of North America, Noblesville, IN

Other notable clients include: St. Vincent Hospital, Overlook Hospital, Kindred Healthcare, The Container Store, Del Monte Foods, Uline Corporation, Southwest Vault Builders, United Healthcare, Pacific Coast Feathers, DyneCorp and Promax/ISUZU.

#### PROFESSIONAL / COMMUNITY INVOLVEMENT

- ⚡ National Mixed-Use Forum (2018-present)
- ⚡ NAIOP, Treasurer (2013-2017), Board Member (2009-2017)
- ⚡ National Industrial Forum (2015-2017)

#### EDUCATION

Indiana Wesleyan University, Master of Business Administration  
 Purdue University, Bachelor of Science in Construction Engineering



## MATT CHILDRESS

### SENIOR VICE PRESIDENT, CONSTRUCTION OPERATIONS

#### TEAM RESPONSIBILITY

Matt leads project teams of architects, engineers and subcontractors to deliver integrated design-build services for Lauth's clients. His responsibilities include product pursuit, design, construction and close-out to ensure achievement of budget, schedule, quality and client satisfaction goals.



#### EXPERIENCE

Matt has 20+ years of experience in commercial real estate construction management providing direct oversight of team members. His portfolio of experience includes projects in Industrial, Office, Institutional, Retail and Hospitality sectors.

#### INDUSTRY ACHIEVEMENTS

To date, Matt has been involved in more than 75 projects valued at over \$1 billion.

#### PROFESSIONAL / COMMUNITY INVOLVEMENT

-  NAIOP, the Commercial Real Estate Development Association
-  ICSC, International Council for Shopping Centers

#### EDUCATION

Eastern Kentucky University, Bachelor of Science in Construction Management

#### SELECT REPRESENTATIVE LIST OF PROJECTS

##### OFFICE

The Center @ INTECH Park  
120,000 SF Office Headquarters  
Indianapolis, IN

Kenwood Medical Office Park  
80,000 SF, Two Office Buildings; 14  
Medical Offices  
Kenwood, OH

Harris Wholesale  
150,000 SF Office & Warehouse  
Walnut Creek Business Park  
Raleigh, NC

Tekelec Corporation  
Corporate Office Expansion  
155,037 SF Office Building  
Raleigh, NC

##### RETAIL

Kenwood Towne Center  
530,000 SF Mixed-Use Development  
Kenwood, OH

##### HOSPITALITY

French Lick Casino & Resort  
French Lick, IN



**MATT CHILDRESS**

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**INDUSTRIAL**

ConAgra Foods Distribution Center  
1.55 Million SF of Dry Distribution  
Facility  
Frankfort, IN

Hannah Circle  
432,631 SF of Speculative Industrial  
Building  
Indianapolis, IN

SK Foods Group  
140,000 SF Food Prep & Cold  
Storage Facility

## CHRIS VENSEL

### DIRECTOR, PRECONSTRUCTION

#### TEAM RESPONSIBILITY

Chris is a leader in both work acquisition and execution processes within Lauth's construction group. His preconstruction duties include selection and administration of design consultants, preliminary conceptual budgeting, owner coordination, design management and developing construction documents. Chris also acts as a Project Manager for select projects, responsible for managing subcontractors, maintaining schedules and controlling the budget through delivery.

#### EXPERIENCE


Chris has 15 years of experience in preconstruction and design management. He has planned and led the preconstruction efforts on numerous projects in the retail, multifamily, industrial, healthcare, and commercial and military office categories. His diverse portfolio of projects includes Fresh Thyme Farmers Markets, retail power centers, urban infill multifamily, suburban multifamily, Class A office, industrial and multi-purpose athletic facilities.


#### INDUSTRY ACHIEVEMENTS

Chris has been Director of Preconstruction Operations at Lauth since 2013. He has managed projects totaling over 4 million square feet with project value exceeding \$200 million. Projects locations include facilities in central Texas, coastal New Jersey, North Carolina and throughout central Indiana.

#### EDUCATION

Purdue University, Lafayette, IN

 Bachelor of Science, Construction Management

 Associates Degree, Architectural Technology

Dale Carnegie Institute Leadership Series

#### SELECT REPRESENTATIVE LIST OF PROJECTS

##### OFFICE

Lake City Bank

Build-to-Suit Retail Bank Branch

Carmel, IN

\$1.7 Million | 3,500 SF

Meridian Corporate Plaza II

Build-to-Suit Corp. Headquarters

Indianapolis, IN

\$8.7 Million | 133,574 SF



**CHRIS VENSEL**

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**SELECT REPRESENTATIVE LIST OF PROJECTS**

**INDUSTRIAL**

Fleece Performance Engineering  
Build-to-Suit  
Pittsboro, IN  
\$7 Million | 72,579 SF

FloSource  
Build-to-Suit  
 Mooresville, IN  
\$3 Million | 36,000 SF

Fresh Thyme Distribution Center  
Tenant Improvement  
Bolingbrook, IL  
\$3.0 Million | 150,000 SF

**MULTI-PURPOSE**

Pacer's Athletic Center  
Build-to-suit Indoor Athletic Facility  
Westfield, IN  
\$6.6 Million | 88,000 SF

Finch Creek Fieldhouse  
Build-to-suit Indoor Athletic Facility  
Noblesville, IN  
\$14.5 Million | 145,000 SF

**RETAIL**

Fresh Thyme Farmers Market  
Grocery Stores – Multiple Locations  
IN, OH, MN, KY, IL  
\$1.8 Million to 5.5 Million project range | 29,000-31,000 SF

Marshalls | ULTA  
Lafayette Pavilions Shopping Center  
Lafayette, IN  
\$4.5 Million | 22,000 + 10,000 SF

## **DANNY FOX**

### **PROJECT MANAGER, CONSTRUCTION**

#### **TEAM RESPONSIBILITY**

In the role of Project Manager, Danny works with the project delivery team to provide support from design through delivery to ensure an on-time, on-budget delivery. Responsibilities include: budget & scope development; planning and design; bid management; scheduling; subcontractor coordination; safety/risk management; and quality control.

#### **EXPERIENCE**


Danny joined the Lauth Construction Group in 2016 as an Associate Project Manager and was recently promoted to Project Manager. Prior to joining Lauth, Danny worked in project management for a local civil and concrete contractor gaining valuable experience in sitework preparation and management. He has managed projects ranging in value from \$100,000 to \$13 million.


#### **PROFESSIONAL ACCREDITATIONS**

 OSHA 30-hour

#### **EDUCATION**

Indiana State University, Terre Haute, IN

 Bachelor of Science, Construction Management

 Bachelor of Science, Mechanical Engineering Technology

#### **SELECT LIST OF REPRESENTATIVE PROJECTS**

##### **OFFICE**

Braden Business Systems

Build-to-suit

Fishers, IN

\$6.2 Million | 47,650 SF

Paragon Realty

Tenant Improvement Buildout

Fishers, IN

\$100,000 | 1,500 SF

Vibenomics

Tenant Improvement Buildout

Fishers, IN

\$547,000 | 9,800 SF





**DANNY FOX  
PAGE TWO  
SELECT REPRESENTATIVE PROJECTS**

**RETAIL**

Bill Estes Chrysler Dodge Jeep Ram Dealership  
Build-to-Suit  
Brownsburg, IN  
\$7.2 Million | 45,000 SF

**INDUSTRIAL & LAB**

Elanco C92 Facility  
Lab with Cleanroom  
Clinton, IN  
\$13 Million | 26,000 SF

Fleece Performance Engineering  
Build-to-Suite Office/Warehouse  
Pittsboro, IN  
\$5.3 Million | 72,500 SF

## **TIM GILL**

### **PROJECT SUPERINTENDENT, CONSTRUCTION**





#### **TEAM RESPONSIBILITY**

In the role of Superintendent, Tim provides onsite management during project planning and construction. He oversees the architects, engineers and subcontractors to deliver integrated construction services for Lauth's clients. His responsibilities include project management oversight to ensure achievement of budget, schedule, quality and client satisfaction goals.

#### **EXPERIENCE**

Tim has 18 years of field experience and has spent the past 15 years in leadership roles within the construction industry. He started his career as an apprentice carpenter and further developed his skill set to move into a management position. Tim has successfully managed projects from footings through finish and ranging from small tenant improvement work to large new facilities.

#### **PROFESSIONAL ACCREDITATIONS**

-  Journeyman Carpenter
-  30-Hour OSHA Certification
-  ICRA Certification
-  SWPPP Certification

#### **EDUCATION**

Ivy Technical School, Indianapolis, IN, Associates Degree in Applied Science  
ILEA, Plainfield, IN  
Graduate of the Indiana Law Enforcement Academy

#### **SELECT LIST OF REPRESENTATIVE PROJECTS**

##### **INDUSTRIAL**

Alfa Laval  
Greenwood, IN  
Office renovation and warehouse expansion project  
\$5.9 Million | 52,000 SF

##### **WESCO**

Greenfield, IN  
Warehouse renovation, 5,000 SF office addition, secure outdoor storage lot  
\$5.3 Million



**TIM GILL**

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**SELECT REPRESENTATIVE LIST OF PROJECTS**

**INDUSTRIAL**

TJX HomeGoods  
Brownsburg, IN  
27-acre improvement, secured storage parking lot  
\$4.4 Million

**OFFICE**

Indiana Horse Racing Commission Headquarters  
Anderson, IN  
Office and Parking Lot Expansion  
\$14 million | 43,000 SF

**HEALTHCARE**

St. Francis Hospital  
Multiple Locations: Indianapolis, Mooresville, Franklin, Indiana  
Expansions & Renovations  
\$350 Million+

St. Elizabeth's Hospital  
Lafayette, IN  
New 3-story Facility and Medical Office Buildings  
\$287 Million | 420,000 SF





Hancock Regional Hospital  
Greenfield, IN  
Renovation and Addition  
\$42 million | 33,000 SF

**MIXED USE**

Lucas Oil Stadium  
Indianapolis, IN  
Built the shear/ support towers for the retractable roof system

## PROJECT EXPERIENCE

Project profiles for the following projects, which are similar in scope to this request follow in this section. They include:

-  **Alfa Laval** – warehouse expansion and office remodel of existing facility
-  **John Force Racing** – build-to-suit warehouse and office facility
-  **Molex** – manufacturing and office facility
-  **PacMoore** – build-to-suit warehouse, production and office facility designed for future expansion


Lauth is also currently constructing the following projects with 2019 scheduled completion dates:

-  **Fleece Performance Engineering**, Pittsboro, Indiana



The 72,579 SF office, manufacturing and storage facility will become the new corporate headquarters for Fleece Performance Engineering in 2019. Key features of the \$7 million project include:

- Exterior vestibule
- 11,500 SF mezzanine
- Dock with interior door access
- 16' overhead doors
- Aluminum storefront framing
- Office, machine shop, turbo shop and warehouse space

 **FloSource**, Mooresville, Indiana



With the condemnation of their current facility to make way for the I-69 expansion project, FloSource selected Lauth to build its new \$3 million, 39,300 SF facility in Mooresville. Scheduled for 2019 completion, the project scope includes:

- Site preparation
- Planning for future space expansion up to 12,000 SF
- Two truck docks; grade-level dock with two drive-in doors
- Vertical lift doors
- Parking for 51 cars
- Office (10,225 SF) and warehouse space with restroom
- Fire suppression system



## ALFA LAVAL

### OFFICE RENOVATION AND WAREHOUSE EXPANSION

With plans to consolidate operations from another facility, Alfa Laval completed a large office and warehouse renovation and expansion project. The 16,000 SF office renovation added new office space, conference rooms, a new kitchen break room and patio facility, plus men's and women's locker and restroom facilities. 50,000 SF of additional warehouse space was constructed adding multiple loading docks, a parts storage and distribution area, and a warehouse office. The parking lot was also expanded to meet the demand for additional employees at the facility.

- Project Description**
- Precast exterior
  - Hazardous materials room with sprinkler system
  - Loading dock access
  - Employee break room with kitchen and outdoor patio
  - Men's and women's locker rooms with showers

- Location**
- Greenwood, IN

- Building**
- 16,000 + 50,000 SF





## JOHN FORCE RACING BUILDING 5

### OFFICE/WAREHOUSE FACILITY

John Force Racing's newest building is designed to house eight individual racing teams. Each suite features a dedicated entrance built to accommodate a 53' trailer through a 12' x 14' overhead door. Interior finishes include a 15' x 14' office space with restroom and a mezzanine for overhead storage. The building totals 25,400 square feet. Lauth has built three facilities for John Force Racing within the Eaglepoint Business Park.

#### Project Description

- 15' x 14' office space with restroom
- Overhead storage
- Garage area
- 22' clear height

#### Location

- Brownsburg, IN

#### Building

- 25,400 SF







## MOLEX, INC.

### OFFICE AND MANUFACTURING FACILITY

Molex, Inc., a manufacturer of electronic, electrical and fiber optic connection systems, ribbon cable, switches and application tooling, selected Lauth to construct this 24,000 square foot office and manufacturing facility in Mooresville, Indiana.

#### Project Description

- Pre-engineered steel structure
- Block exterior wainscoting around office
- 23' height manufacturing area
- 4,000 SF open office area

#### Location

- Mooresville, IN

#### Building

- 24,000 SF







## PACMOORE OFFICE AND MANUFACTURING FACILITY

Constructed on a 26-acre site with the ability to expand in the future, PacMoore's design/build food process facility contains a 5,000 SF office and 105,000 SF of warehouse and production space. The facility features ten truck dock positions with hydraulic dock levelers. One bay provides access via rail car. Site preparation work included installation of water, storm and sanitary sewer systems.

### Project Description

- Precast exterior
- Rail access bay
- Loading dock access
- Employee break & locker rooms
- EFSR fire protection system
- 35' clear height; bulk unload & repack areas at 60' clear height

### Location

- Mooresville, IN

### Building

- 110,000 SF

