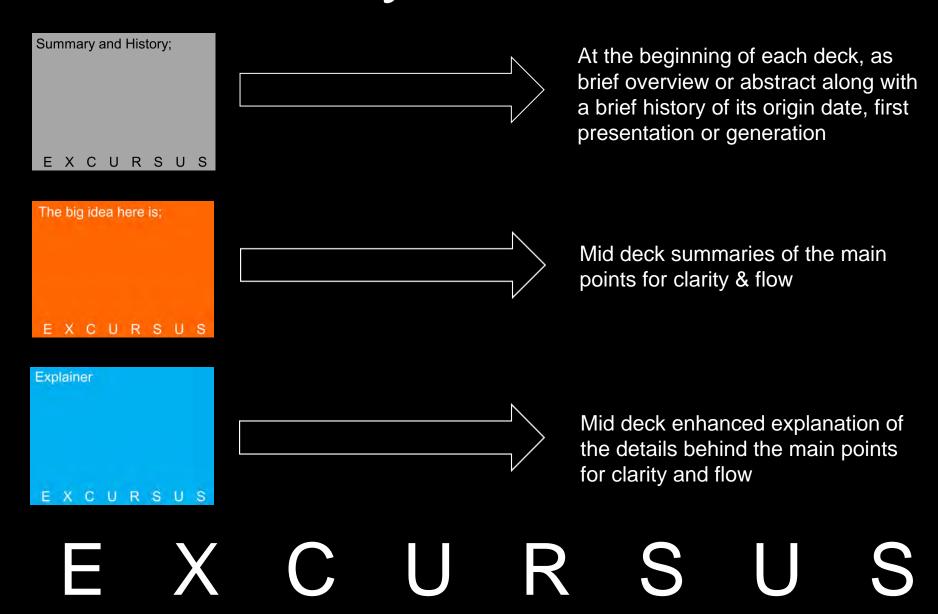
Value Office TM

Lecture Keynotes



Summary and History;

Value Office is a term we've coined for the conversion of a typical conventionally constructed (that is steel or concrete framed perimeter column non-load-bearing wall construction) market office building to tilt wall technology. The original task, one of commodifying the building method through a building type, was an uphill struggle at first. We had to prove to commercial developers that utilization of a low-cost construction technology to build an investment grade office building could compete with the definition of Class A in the market place. The aesthetic flexibility of tilt wall combined with its ability to improve upon the characteristics of typical offices ultimately won a niche for Value Office in numerous national market regions. It improved upon the conventional product as it has no perimeter columns making it more efficient to plan, due to wall strength accepts any exterior cladding material and offers column free all glazed corners to name a few of its ultimately appealing attributes to developers. Most significantly and importantly when combined with the above advantages, it averages \$7-\$10 per square foot less expensive for the exact project built conventionally in most suburban markets.

EXCURSUS

Summary and History;

This is no subtlety; it represents a grass roots insurgency on the part of low-cost technology fueled by historic economic forces. It occurs in a space that many architects have occupied – developer work, investment grade commodity architecture – but as contractors and developers have been more open minded regarding adaptations like tilt wall into "high-end product" it inadvertently threatens to leave that area of architectural practice behind if ignored. Our effort has been to engage the economic metrics head on in order to control the possibility of an aesthetic potential in this building type that makes up so much of the everyday suburban landscape

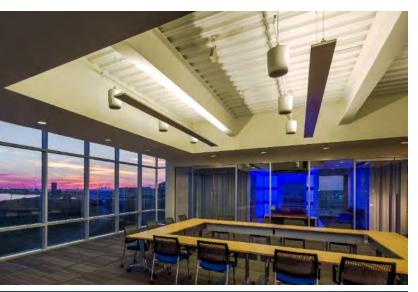
EXCURSUS



"....In reviewing and studying the works and intentional practice of **Powers Brown Architecture**, an old saying came to mind; "architecture does not have to be for special occasions". Powers Brown knows this and has built a practice working in realms that are most often avoided......In some ways Powers Brown is pioneering a hybrid of critical and commercial practice, striking a balance between the two. It is a young growing firm, moving forward without the prejudice and predetermination that often narrows the field of operation. I expect Joe Powers, Jeffrey Brown and their team will set an example others will eventually follow."

-Michael Rotondi in preface to NeoArchitecture

INTERMARINE OPERATIONS CENTER































Thompson Hotel /Condo

DOWNTOWN San Antonio 17-STORY hospitality TOWER









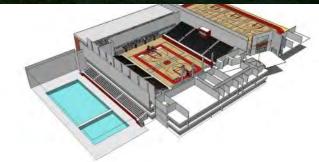




Washington & Jefferson University

Addition / Renovation of Student Rec Center

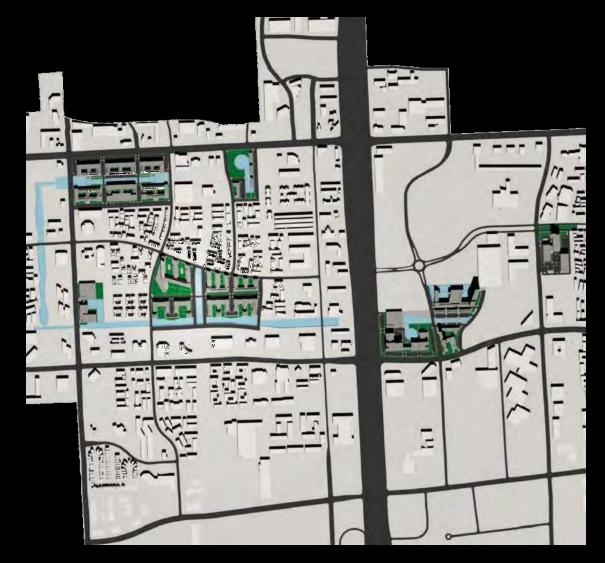
Location Washington PA Cost \$20million Area Rec=27,375 Reno=121,205 Completion Fall 2017











Westchase Long Range Plan

sustainable parcel development

Location *Houston, TX* Area 4.3 squre miles







Explainer

Research has, in the last ten years, been recovered as territory for architects. The upstream large practices all have institutionalized research initiatives to one degree or another, as do we.

Our effort is organized under the concept of an "Excursus".

One of the many areas of our research and innovation foci which include Resiliency, and Practice itself is construction technology.

Tilt wall construction has been an area of innovation and development for us since our inception. Even as it continues to be balanced by many other construction types we utilize.

E X C U R S U S

EXCURSUS

Home / Excursus

excursus

noun [C] formal US /Ik'sk3:.s0s/ UK /Ik'sk3:.s0s/

An excursus is a detailed discussion or explanation of a subject, which is separate from the main subject that is being written or talked about. In our case it is separate from what is being drawn, it is the discursive exploration behind our design work, our innovation and our otherwise presentational explorations. Writing about design and writing as an act of design constitute our version of architectural research. Excursus is where all the things we didn't draw or build are explored. Its where the things we did draw and build get analyzed, extended and expanded. Its where the things that cannot yet be designed or built come to life for us. Making architecture for us is a form of conjectures and refutations and we haven't limited our work and contributions to just what we design. The work collected here is a living body of speculations, observations and musings. Some of the writing here covers our technical innovations and the process behind them. Others deal with our commitment to expanding the surface area of architectural practice trough procedures and processes. And some circumscribe what it is we think we are doing differently in our work, where we think we innovated. Presented as articles, lectures, white papers and abstracts we actively collect and organize as well as prompt and challenge our ideas... Excursus.



DESIGN

There was an era in architectural education when "design research" was simply doing a building. The advent of design theory in the late sixties' early seventies as a defined and standalone disciple within architecture in turn gave rise to the resurgence of design research inside the discipline of practice.



ENVIRONMENT

Inseparable are the pursuit of human potential, environmental sustainability, and design in the built environment. Powers Brown Architecture endeavors to inform our practice through material research, tool development, services, and programs. We are dedicated to excellence in the financial, human, and environmental success of our projects and our role as citizen architects.



PRACTICE

At Powers Brown Architecture, we strive to be an industry leader in the practice of architecture, and we recognize that practice does not stop with award-winning design – that is just the beginning. The architecture industry has evolved over the past decades – where architects were once the singular agent of design execution, now architects also act as coordinators of a complex matrix of engineers, consultants, trade experts and builders.

powers brown archit ecture

Excursus TM

In the Tiltwall section of our research we have had numerous milestones.....

- SSB ™
- Largest building- Tilt Wall & 2016
- Tiltwallism- we wrote the book on it
- Tallest panel
- Product Development
- Six story Load bearing Building
- Value Office TM
- Blast / Progressive Collapse

Small Smart Boxes TM





Worlds Largest tilt wall building

4.26 million Square feet







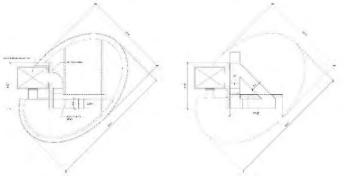




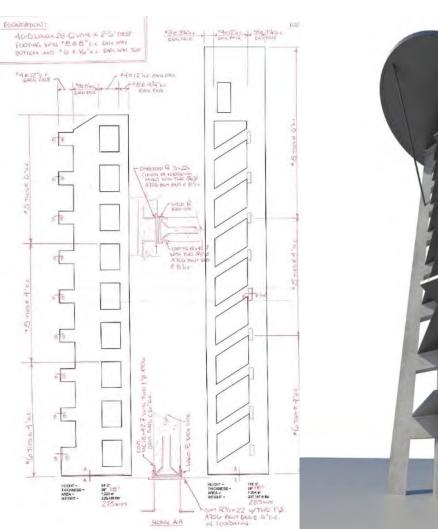


Worlds Tallest Tilt Wall Panel

113' feet



OBSERVATION TOWER: GENERATION PARK OBSERVATION TOWER







Worlds First Six story load bearing tilt wall building



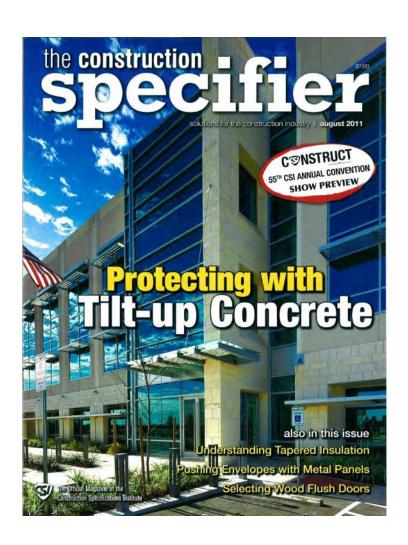


This research was recently published in

The Construction Specifier, August 2019

.

Worlds first DoD level 4 Blast and Blast resistant / progressive Collapse building



This research was recently published in

The Construction Specifier, August 2011

Protective Design Center (PDC)

Army's center of expertise for engineering services related to force protection and protection design

Lead developer and resources of Security Related UFC Documents

To date, the Progressive Design Council (PDC) has taken no objection to the research.

Tiltwallismwe literally
wrote the book
on the subject....



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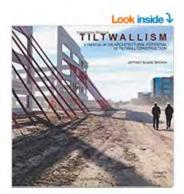


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Tiltwallism: Potential of Tilt Wall Hardcover - September 1, 2014

by Jeffrey Brown (Author)

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An introductory resource to architects and an inspiration to contractors, developers and structural consultants who have encountered Tilt Wall construction. Brown provides a full synthetic treatment of Tilt Wall construction, explaining its history, methodology, and relationship to the current architectural approaches to meaning. Inclusion of practical reference and resource sections in the book will appeal to a cross-disciplinary audience.



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Explainer

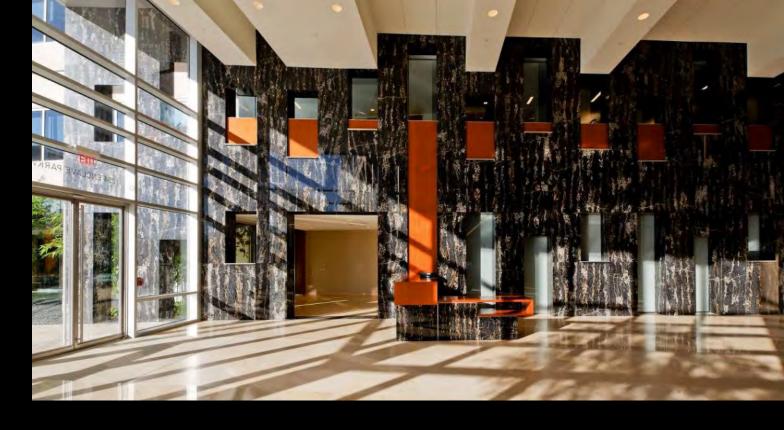
As part of this effort we began to see a commodity like product evolve out of our early industrial work and our Office building expertise.

We were doing, in two different studios, two different building types that began to merge through the construction technology of tilt wall.

EXCURSUS

How did we get to the idea of Value Office? It starts with our expertise as Office building designers in the traditional sense...from masterplans to build to suit & Government agencies











Seismic Exchange

5-story Class A Corporate Headquarters

Location *Houston, TX*Area 73,000 sf

Cost \$23 million Completion May 2009















- an outside-in process of place-making utilizing the building façade to inform future, unknown, programming for office spaces within.

Franks International is a 5-level corporate headquarters for a global oil services company based in Lafayette, LA. Our task was to create a core and shell condition with the anticipation of an interior design intent to be provided by the client at a later date. Thus, the challenge we had was creating specificity for the company controlling only a part of the variables.

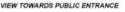








So we proposed an outside-in process. By strategizing the façade with architectural hierarchies and interatitial spaces that blurred the boundaries between interior and exterior, we were able to inform the unknown future of the building's inferior.



We infused each skin strategy with exterior spaces nested within the building's massing at each level providing access to air and light while encouraging collaboration between employees.



CONFERENCE CENTER









ELEVATIONS

We used a BEYOND THE WALL approach as a device for seperating visitors from operational uses. Alwa level triple-helph tare and custain wall volume shelters a terrace over the glass box offering panoramic views of the site. This element is interved to sponsor a conference center and spans both sides of the wall.

AYONOMETRIC DIAGRAM - MASSING AND SKIN STRATEGY









We had completed numerous manufacturing facilities with 50-100k of office requirements, which we laid out like commercial office buildings for cost efficiency

But built out of Tilt Wall as that was the construction technology the manufacturing plant was built from



A tilt-up construction project begins with job site preparation and pouring the slab. During this phase of the project, workers install footings around the slab in preparation for the panels.

The crew then assembles the panel forms on the slab. Normally, the form is created with wooden pieces that are joined together.

A crane **TILTS UP** the panel from the slab into a vertical position above the footings. Workers help to guide the concrete panel into position and the crane sets it into place.









Month:

2

3

4

5

6

7

8





The forms act like a mold for the cement panels.



REPEAT...







VALUE OFFICE PRODUCT

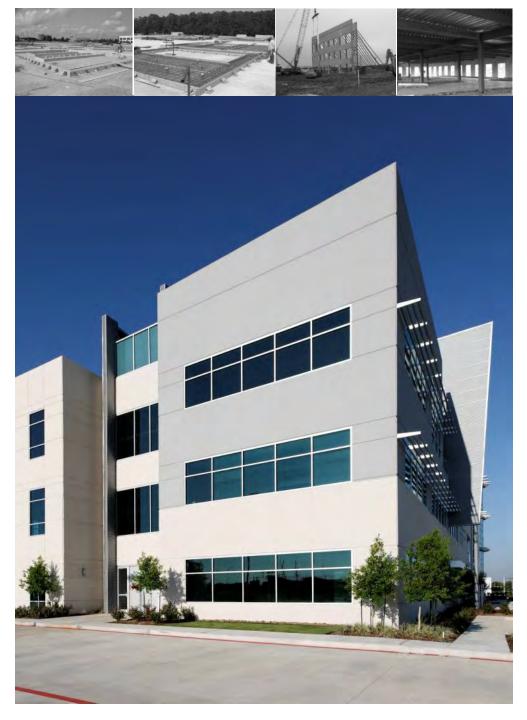


tilt wall expertise

corporate office experience



How did we begin to define it in the market place?



Value Office = <u>Suburban</u> Class A

Advantages to **tilt wall** construction include

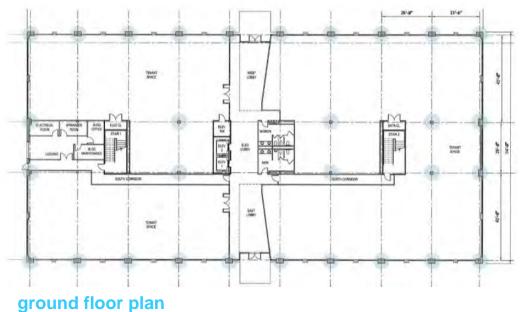
cost

time

finish

experienced contractors available in most markets

To best illustrate the benefits of tilt wall construction, a case study was completed based on a typical office footprint of 25,300 sf utilizing either conventional or tilt wall construction...



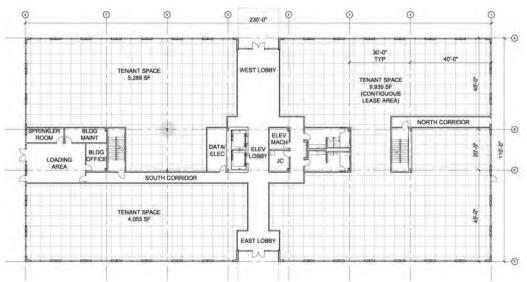
Conventional Construction

A typical office product based on a 25,300 sf floor plate and constructed conventionally has...

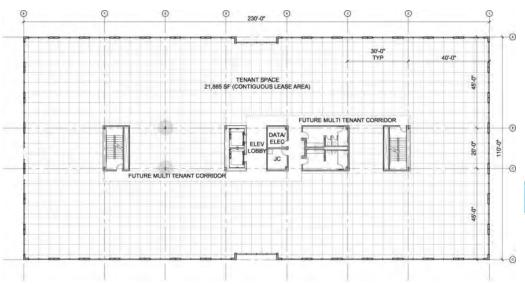
perimeter columns columns in lease areas 43'-0" deep lease area along perimeter total columns used = 40

Based on a preliminary pricing exercise completed in May 2007, this floor plate constructed at 4 stories would **cost approximately \$10.9 million.**

typical floor plan



ground floor plan



Tilt Wall Construction

By comparison, the same 25,300 sf floor plate built utilizing tilt wall construction has...

no columns at the building's perimeter 5' leasing grid 45'-0" column free lease space along perimeter centrally located data/electrical rooms total columns used = 12

Based on a preliminary pricing exercise, this floor plate constructed at 4 stories would **cost approximately \$8.8 million...**

- a savings of \$2.1 million over conventional construction.
- a savings of 10% in steel tonnage

typical floor plan

The following is an analysis which isolates the building shell components in order to give a cost of work delta between the two systems. This is based on similar 4 story office building shells. Remember this is only a high level analysis indicative of systems that are substantially different between the two construction methods with all other factors remaining the same.

Division	Steel & Precast	Tilt Wall
Concrete	\$9.45	\$17.00

This is the cost of precast panels vs the cost of tiltwall panels

Steel \$30.00 \$13.58

This is the reduction of structural steel required at the perimeter of the building

Sealants \$0.54 \$0.36

This is the difference in quantity of panel joints to be sealed

Subtotal \$39.99 \$30.94

As you can see a \$9.05/sf delta savings by going with an economical tiltwall system has a large impact on overall project costs. (\$724,000 on an 80,000sf building shell)

Clients asked, Will design innovation suffer at the proposition of less costly methods of building?



This is what everyone is afraid of...

Actually, tilt wall construction's capacity to instigate and sustain investigation of transformative modalities marks its difference in potential from competing value oriented building technologies. Balancing high design and technical innovation with form driven construction is unique to tilt wall.

The big idea here is;

We had formulated a way to make a market based investment grade office building cheaper but equal to a conventionally constructed building on a warm lit shell and core basis.

We didn't use any tricks- we don't make;

- •The Lobby
- •The MEP systems
- The Finishes
- •The internal framing or structure
- The amount of Glass or
- •The Overall Quality

of any aspect of the Value Office proposition. It is simply lighter in overall steel weight as there are no perimeter columns yet stronger as the walls are load bearing, requires far less joints and is 6-8 weeks faster thus lowering contractor fees and general conditions.

So simple. So revolutionary.

EXCURSUS

1. Tilt Wall is the ONLY system of building contrived primarily to produce value AND in which aesthetic choices incur no penalty.

2. Office Buildings and Warehouses are undoubtedly treated as commodities by the developer market- they require high design at a low cost.

1. Tilt Wall simultaneously acts as a creative vehicle increasing the commodity value.

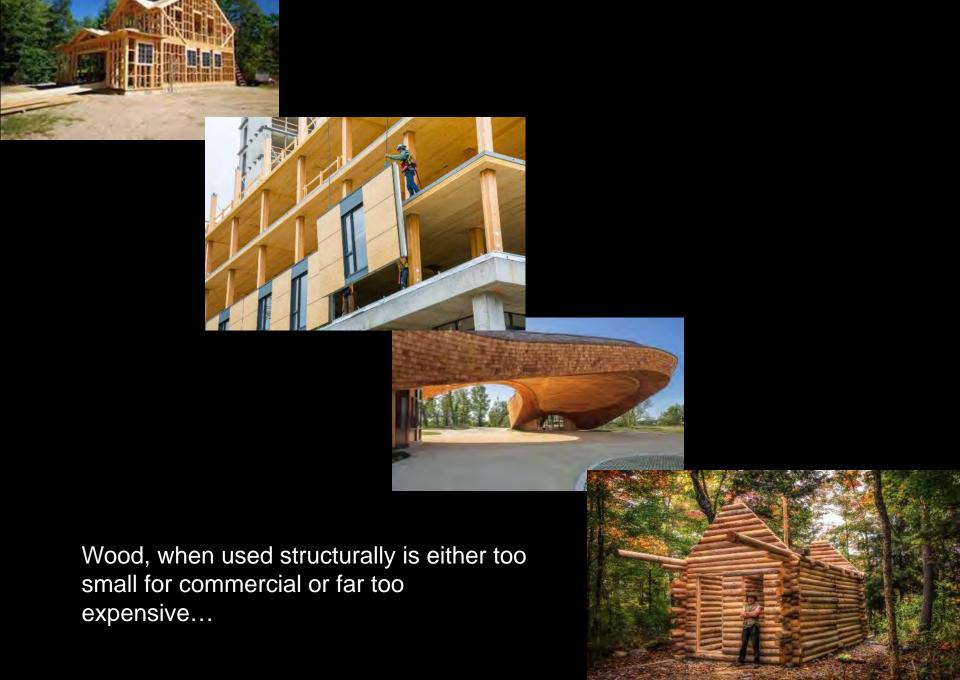




Cast in Place concrete does not even have an economical application.....



Steel framing does have an economical application, but it dilutes quality of design



Tilt wall construction is the only **System of construction** designed to increase VALUE
by lowering construction cost with no
limitation on design potential.

Tilt wall construction is the Technology- but we also had to understand the office market and its ecology.....

Explainer

Here we transition from the technology of tilt wall to the DNA of an office building.

Subsequent slides talk about the breakdown of the basic office product and illustrate there is neither a difference in conventional offices and tilt wall office nor is there an aesthetic design limitation to the titlwall approach itself

EXCURSUS

powers brown archit ecture

VALUE **OFFICE**Rating System















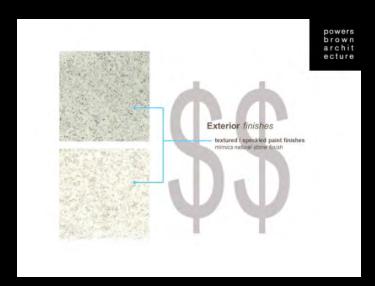














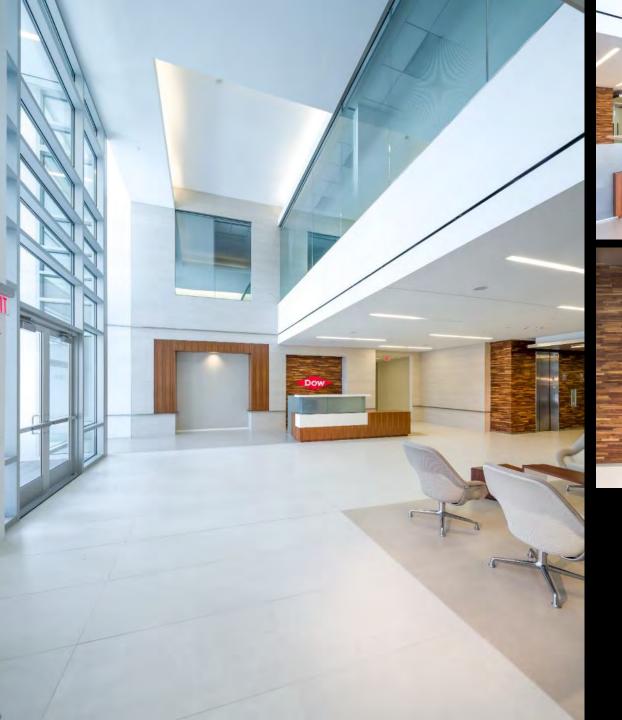








Sam Houston Crossing – Bldg. 100







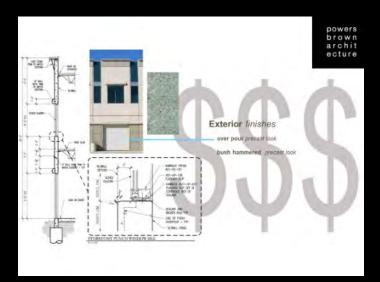
DOW Lake Jackson OB





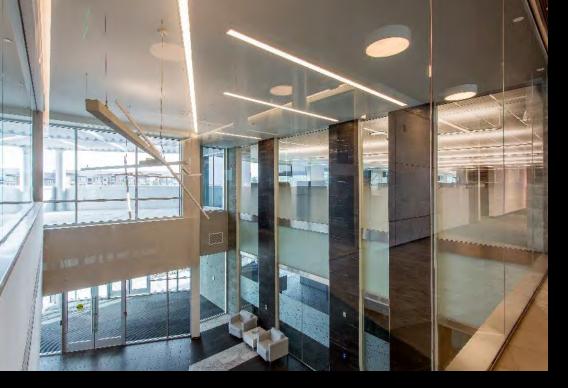












Innova 1&2

5-story Value Office

Area 240,000 sf **Cost** 23,815,000 **Completion** *April* 2016



What makes Value Office the equivalent of Class A is the DNA it is built on. Said differently- the DNA of conventional office buildings and Value Office is EXACTLY the same.

DNA Anatomy

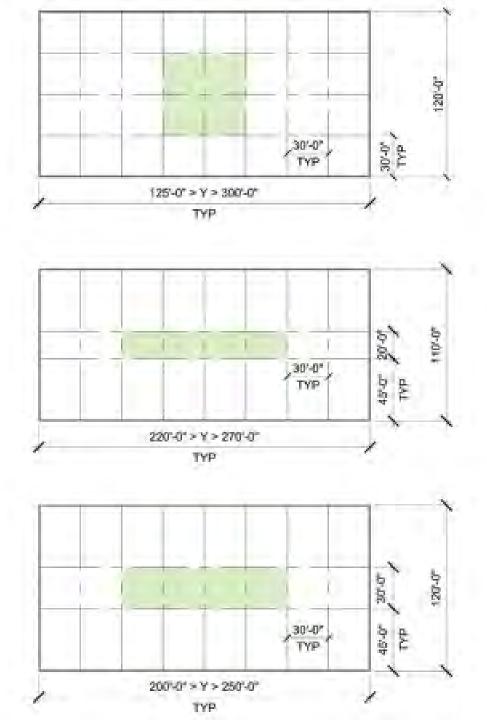
structural grid

structural strategy

floor plate / core

travel distance

BOMA calculations



structural grid

pods

120 30/30/30/30

110 45/20/45

120 #5/30/45

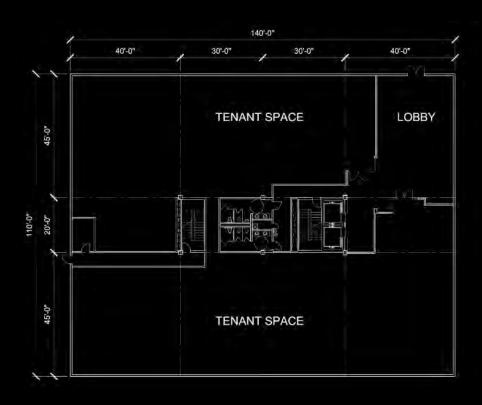
Explainer

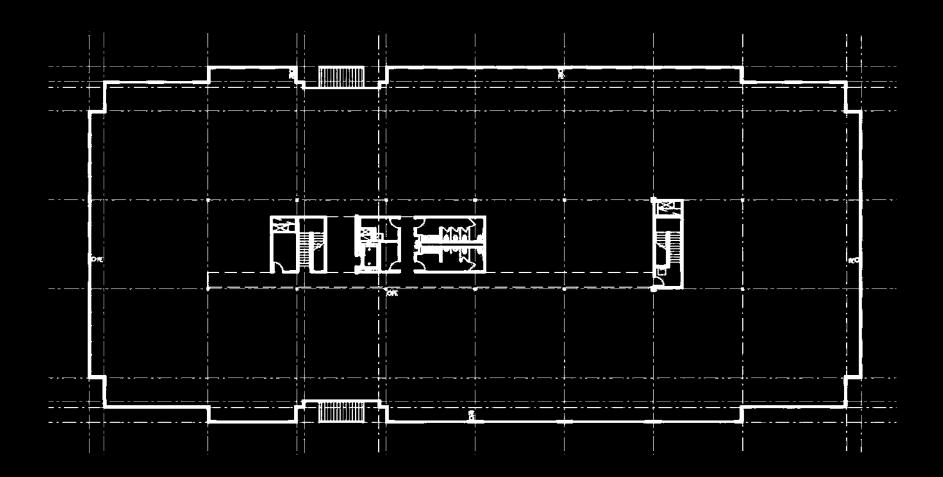
This next series describes the glass line possibilities of load bearing walls and the floor plate typology common to Office and Value Office.

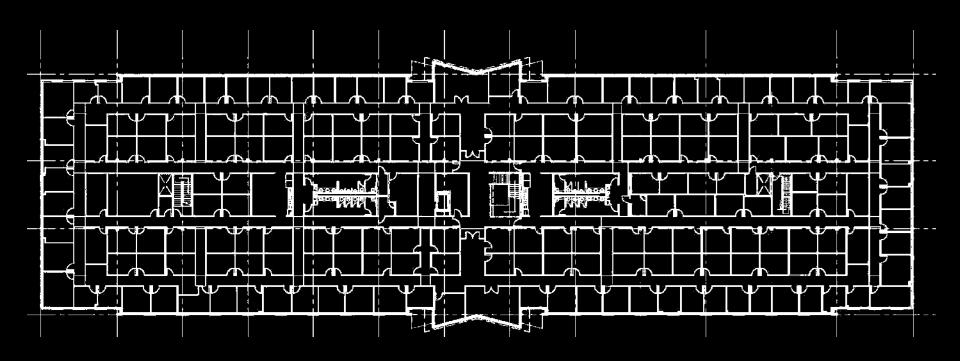
EXCURSUS

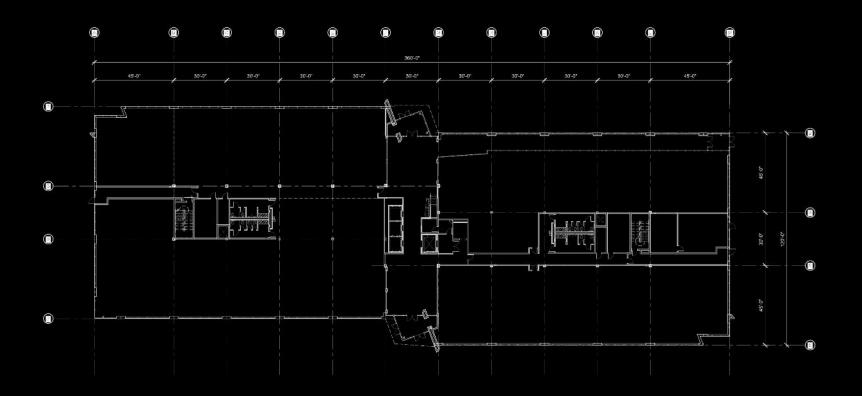
powers brown archit ecture



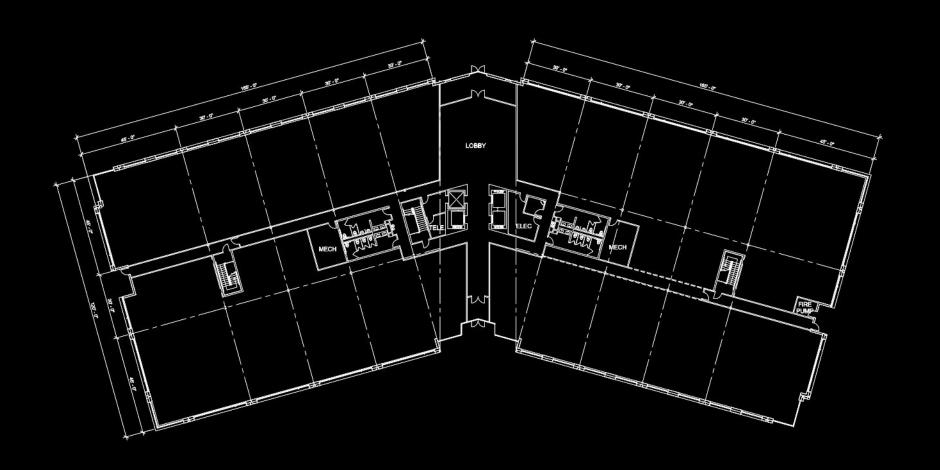






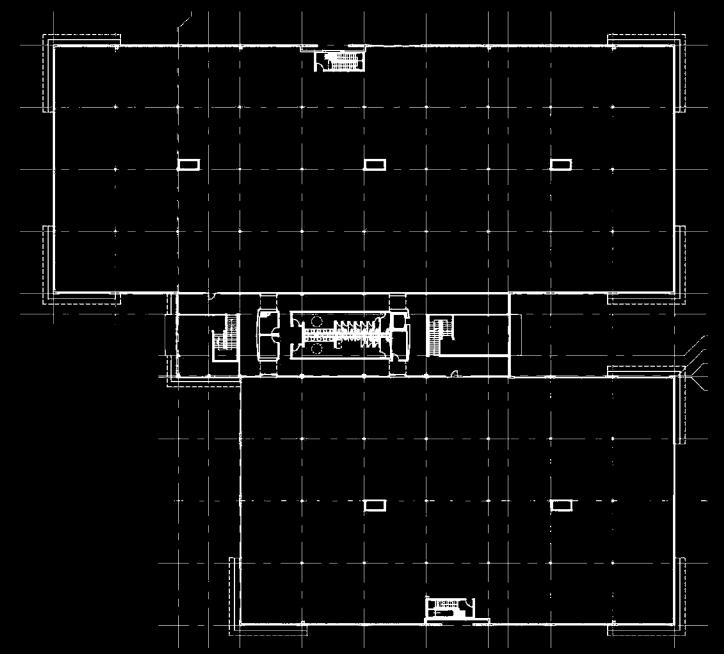


Liberty Property Trust

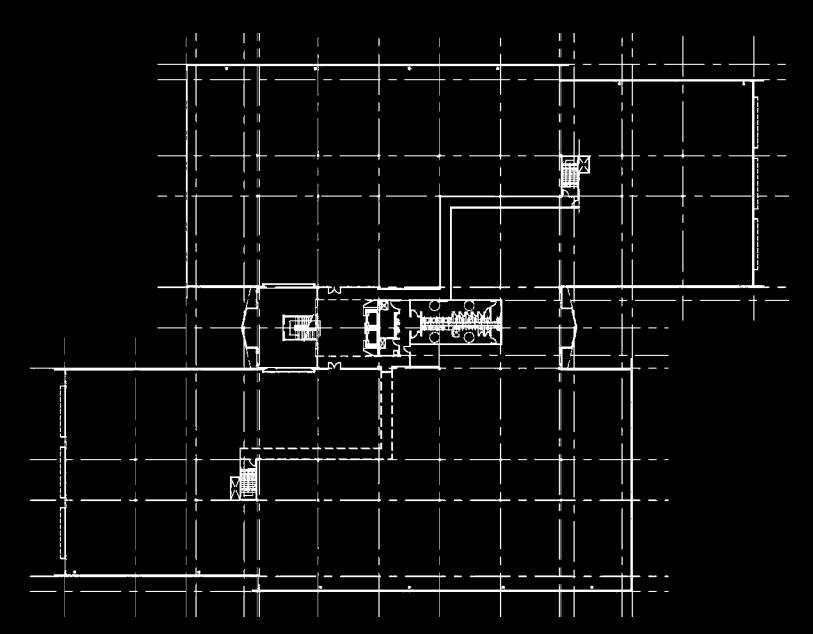




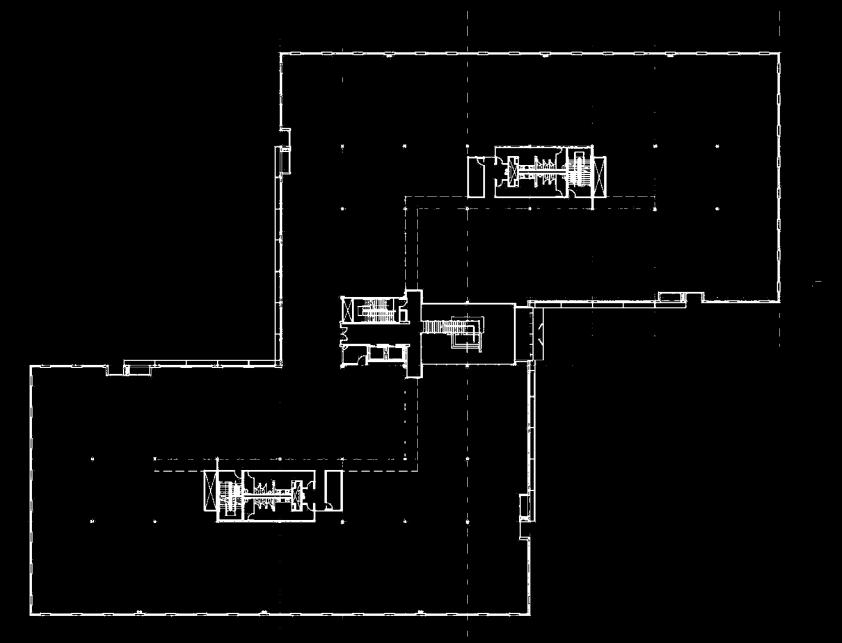
powers brown archit ecture

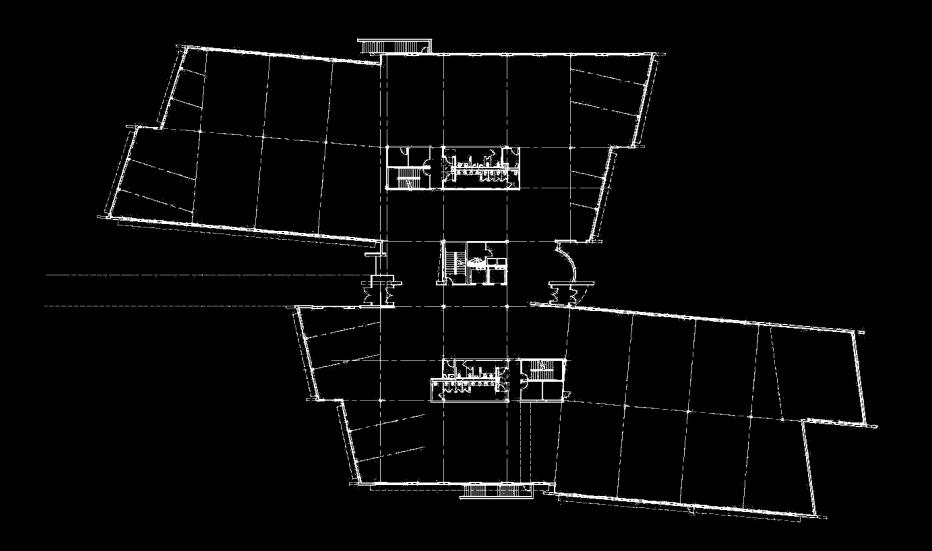


North Belt 5 Center









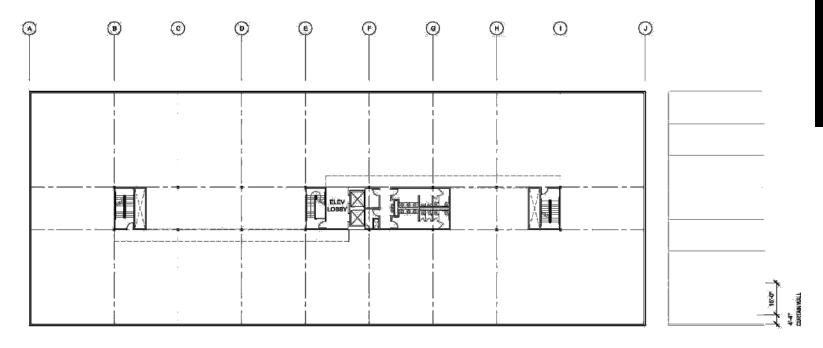
Explainer

And our integrated approach to uniting aesthetics and value through the technology.

We often say that the work we do up front in pushing the design boundaries while preserving the minimum needs of the tilt wall system to deliver maximum savings is very different than our competitors who design the building and hand it to a structural engineer to convert it to tilt wall.

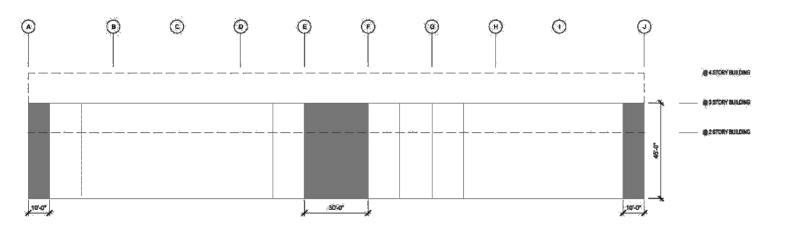
Something always gets lost in translation that way - often it is a less desirable design and far less savings.

EXCURSUS



floor plate / core

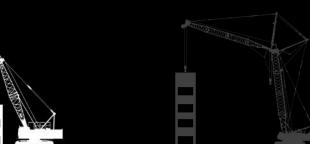
relationship to building skin



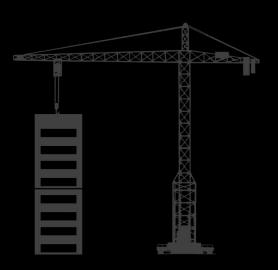


We started by responding to the the market need for low rise buildings

2- story 15'-30' wide panel















Corporate Headquarters

Area 16,477 SF

Cost \$1.15 million

Completion November 2012

Explainer

Along the way we decided to trademark protect the concept.

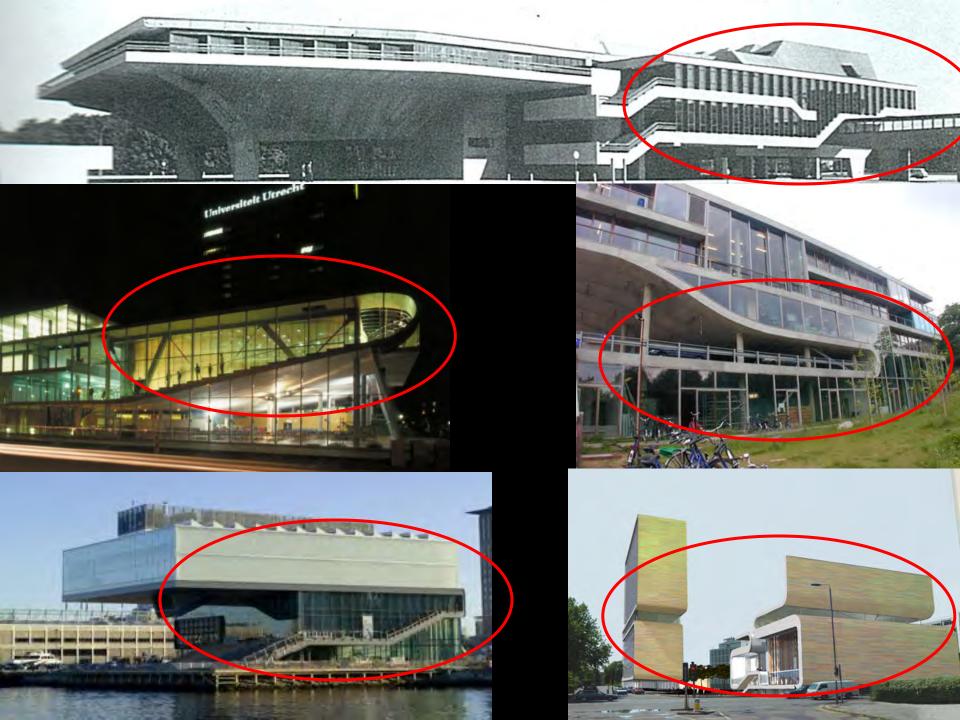
Which also was a discovery we made about ourselves as architects. We realized design and commodification had a nexus point.

This has always been considered a heresy to architects.

We discovered it is a reality that architects ignore to their own limitation in the greater world of design. iPhone's are both beautiful, functional and acommodity. Why not repeat building typologies?

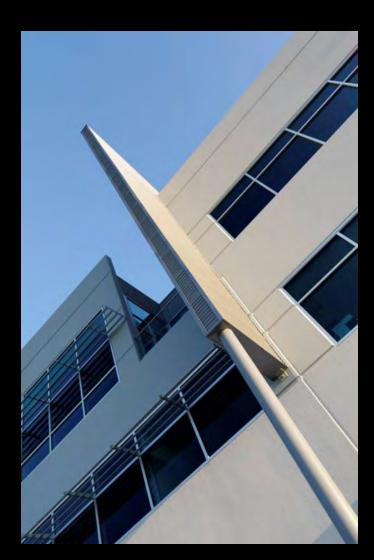
Frankly the elite architects have been pulling this off without mentioning it for years. Much of what APPEARS to original and cutting edge- and hyped by the press as such is well, commodified.

E X C U R S U S



Value Office TM

VALUE OFFICE Defined



powers brown archit ecture

What is a commodity In Architecture

That is, can Architecture BE a commodity in some way?

Are some TYPE's of buildings susceptible to being considered a commodity?



Is a Museum a "cultural" commodity because it is "consumed" in some way or visited by a large diverse public- while most buildings are not?

Perhaps. but

Are certain building types....commodifiable

Perhaps said more potently, are some building types BETTER as commodities.

As in perhaps more <u>susceptible to</u> invention when considered as such?

So why are tilt wall and the commodifiable building types compatible?

Tilt wall construction is the only system of construction designed to increase VALUE by lowering construction cost.



what is a commodity?

Commodity products which are undifferentiated and consumers buy these products on the basis of their price. Price is the most critical factor that determines the choice of purchase of commodities.

Explainer

Going back a bit in the timeline of the story here, we now start to look at the Value Office buildings as they progressed over time.

EXCURSUS

3- story 15' wide panel







RDA Office

3-story Value Office

Area 45,000 SF
Cost \$5 million
Completion May 2012



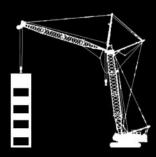




The Reserve at Sierra Pines

4- story 15' wide panel









Eagle Burgmann

Corporate Headquarters

Area 16,477 SF

Cost \$1.15 million

Completion *November 2012*



So we were plateaued in the market with a pretty good product-everywhere but Washington DC....

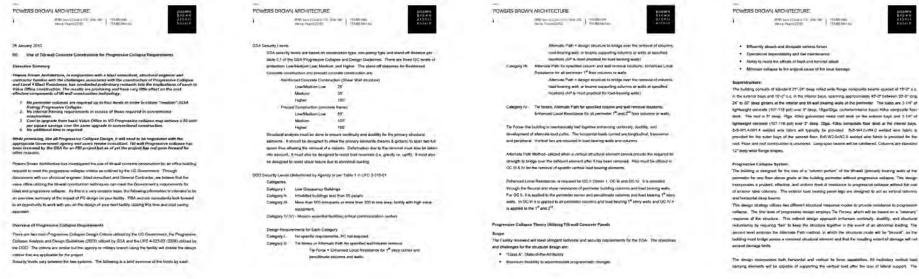
Explainer

At this point we had one of the several major developments in the valuer Office Product line occur.

EXCURSUS

Where Competition drove us to research blast resistant tilt up

In January 2010 we were provoked to explore the potential of adopting the Value Office technology to Blast Resistance and Progressive Collapse Resistance.



We produced a collaborative white paper that was conducted as a "thought experiment;" the criteria for which was DoD Low Level Blast Resistance.

The following is an analysis which isolates the building shell components in order to give a cost of work delta between the two systems. This is based on similar 4 story office building shells. Remember this is only a high level analysis indicative of systems that are substantially different between the two construction methods with all other factors remaining the same.

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As you can see a \$9.05/sf delta savings by going with an economical tiltwall system has a large impact on overall project costs. (\$724,000 on an 80,000sf building shell)

Due to the lack of "real" data, we focused on components and materials that appeared to be the driver of most of the adaptations and modifications.

POWERS BROWN ARCHITECTURE SIZE lion (Timer) to fine last TIMER DISC 1 TIMER DISC TIMER DISC	cost premium for blast resistant construction*						
enterior large of the second four will be copalited of withhanding a not upward based of 1.0.0 × 0.0.5. Profession ground from Viscours profession of the 1th bening wash like the designed such that the bilated undern based which defines their shear repairity is greater than the load associated with the flexural capacity. Cost Surings Utilizing TER-wall Controlled Planets Working with the Controlled Planets Working with the Controlled Planets Working with the Controlled with based capabilities versus strict value office as in //s 83.00M ranges. Convenienced statellinessing viscours would stall a cost premium of approximation 5.00 ever first value office.	Description Foundation	Value Office \$ 0.25	Conventional Construction \$0.25				
Description Value Office Conventional Construction Frontation 3 0.25 20.25 18 Family 3 0.50 3 - 5 Increased Steel Cord 3 2.00 8 3.00 Class 85.00 85.00 Clas 9 0.25 80.25 Totals 85.00 98.50	Tilt Panels Increased Steel Glass	\$ 0.50 \$ 2.00 \$5.00	\$ 3.00 \$5.00				
The amount in cost springs for the increased goned disclares is effect by the additional state that is required an a result of openings in the site. This approxima shading provides for some publicular increased acress and the provides of the provides and the provides and the control of the site of commissional. In summary, there is no increase in cost to add their controlled in the seal value offices, ladd the increase seeks were true than these afficient controlled controlled to the ladd the increase seeks were true than the site of the seal of the controlled controlled to the increase seeks are even true than the site of the seal of the controlled controlled to the increase seeks are even true than the seal of the seal of PSC design on your the information provided is interested to be an overview numerical of the interact of PSC design on your	OH & P	\$0.25	\$0.25				
facility. TRA and our consultants load forward as the opportunity to each with you on an in-depth enalyse und despit for your government project. If you have any additional speciations or commerce, please their New to constant on all your existent convenements.	Totals	\$8.00	\$ 8.50				

We concluded two things- it appeared to be feasible...and that an actual test case was the only way to prove it.





FBI Atlanta

3-story Value Office

Area 120,000 **Cost** 8,400,000 **Completion** *TBD*



Then we extended that research into progressive collapse resistant tilt up



GOAL:

UNDERSTAND THE
DETAILING AND COSTS
TO UPGRADE A
CONVENTIONAL VALUE
OFFICE BUILDING TO
MEET PROGRESSIVE
COLLAPSE & BLAST
RESISTANCE





COMPARATIVE

Sentry Gateway Building 100: a conventional "Value-Office" structure

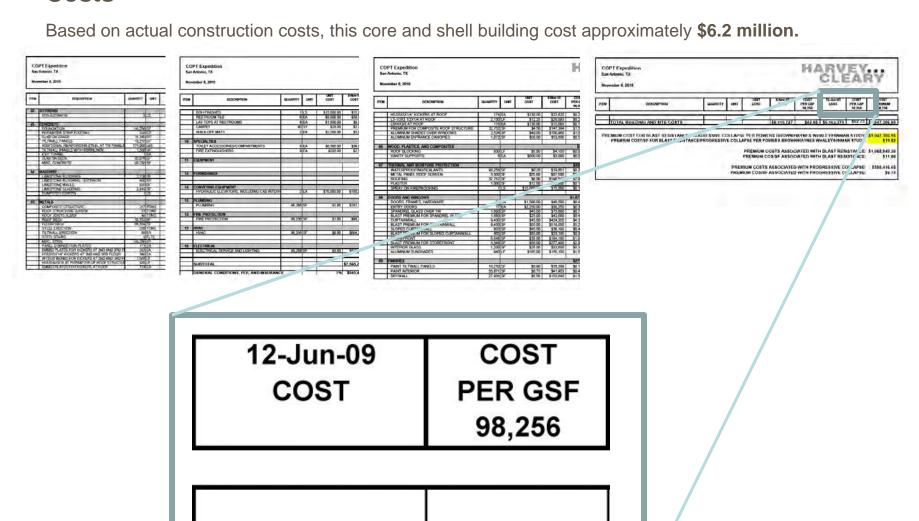
designed by Powers Brown Architecture. Constructed in 2010 in San Antonio, Texas, the building includes:

98,250 sf 3-Story value office
32,750 sf floor plate
30' wide reinforced concrete tilt wall panels
punched aluminum storefront windows
curtainwall entry feature
composite steel and concrete floor deck
steel joist and metal deck roofing structure

The facility also incorporates functioning sunscreens at the storefront windows and is partially clad in Texas limestone at the front and back entry features. All parking is on-site and at grade.

The MEP systems are consistent with conventional office buildings and include blow-down roof top units. These systems do not impact the progressive collapse and blast requirements.

Costs



\$6,163,370

For the same value office building to be designed to meet **Progressive Collapse and Blast Resistance** we need to describe the modifications and process...

...we actually had to calculate and engineer the modifications based upon a known entity.



Study Parameters

Progressive Collapse Analysis

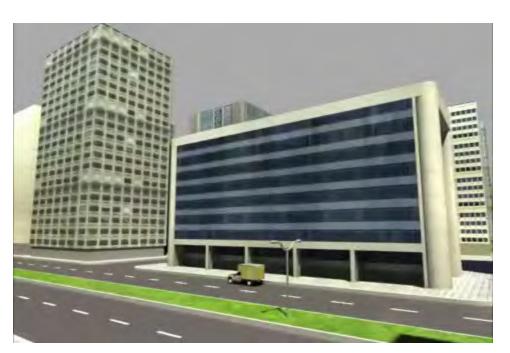
UFC 4-023-03 (July 2010) Occupancy Category III per UFC 3-301-01 (Jan 2010)

Blast-Resistance Analysis

Medium Level of Protection
Threats per UFC 4-010-01 (Jan 2007-2010)
Conventional Construction Standoff

148' to Perimeter 82' to Internal Parking

These parameters meet most stringent leasing requirement requests in local markets; therefore, if we meet these requirements, the building can be leased to any DoD entity.



Progressive Collapse Theory

Progressive Collapse is defined in the commentary of the American Society of Civil Engineers Standard 7 Minimum Design Loads for Buildings and Other Structures (ASCE 7) as

> The spread of an initial local failure from element to element, eventually resulting in the collapse of an entire structure or a disproportionately large part of it.

> **Sustain local damage** with the structural system as a whole remaining stable and not being damaged to an extent disproportionate to the original local damage.

Structures are designed to **limit the effects of local collapse** and to prevent or minimize progressive collapse.



Blast Resistance Theory

Medium Level of Protection
Threats per UFC 4-010-01 (Jan 2007)
Conventional Construction Standoff

148' to Perimeter 82' to Internal Parking

OC III Design Requirement

Two requirements must be satisfied: Alternate Path and Enhanced Local Resistance. The consequence of collapse is greater for this Occupancy Category, which also increases the probability of a deliberate attack.

Level of resistance to **loss of a column or wall** is provided by the Alternate Path method. Additional protection is provided by minimizing the likelihood of a non-ductile failure of the columns and walls at the building perimeter, in the first story above grade, through the Enhanced Local Resistance requirement.

And found even making these government required upgrades we saved over ten dollars per sf.

COPT Sentry

San Antonio, TX

November 8, 2010



ITEM	DESCRIPTION	QUANTITY	UNIT	COST	8-Nov-10 COST	COST PER GSF 98,256	12-Jun-09 COST	COST PER GSF 98,256	COST PREMIUM 98,256
	TOTAL BUILDING COSTS				\$8,110,727	\$82.55	\$6,163,370	\$62.73	\$1,947,356.95

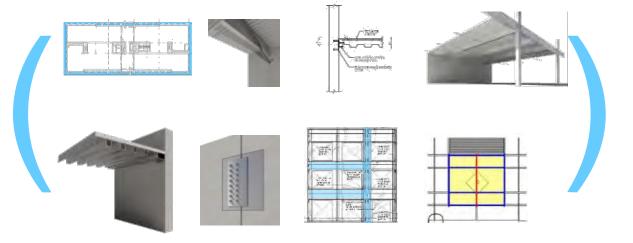
PREMIUM COST FOR BLAST RESISTANCE/PROGRESSIVE COLLAPSE PER POWERS BROWN/HAYNES WHALEY/HINMAN STUDY: \$1,947,356.95
PREMIUM COST/SF FOR BLAST RESISTANCE/PROGRESSIVE COLLAPSE PER POWERS BROWN/HAYNES WHALEY/HINMAN STUDY: \$19.82

PREMIUM COSTS ASSOCIATED WITH BLAST RESISTANCE: \$1,088,940.30

PREMIUM COS/SF ASSOCIATED WITH BLAST RESISTANCE: \$11.08

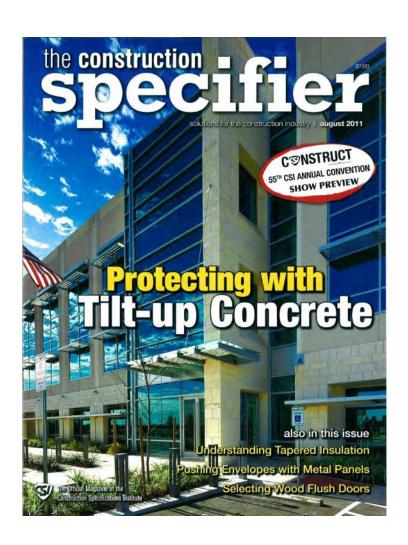
PREMIUM COSTS ASSOCIATED WITH PROGRESSIVE COLLAPSE: \$858,416.65

PREMIUM COS/SF ASSOCIATED WITH PROGRESSIVE COLLAPSE: \$8.74





= \$19 premium



This research was recently published in

The Construction Specifier, August 2011

Protective Design Center (PDC)

Army's center of expertise for engineering services related to force protection and protection design

Lead developer and resources of Security Related UFC Documents

To date, the Progressive Design Council (PDC) has taken no objection to the research.

So we discovered that a 300+ ton crane was required to lift the 30' wide panel to solve this government challenge- usually at a cost of less than \$1 per square foot







AJBP7/8

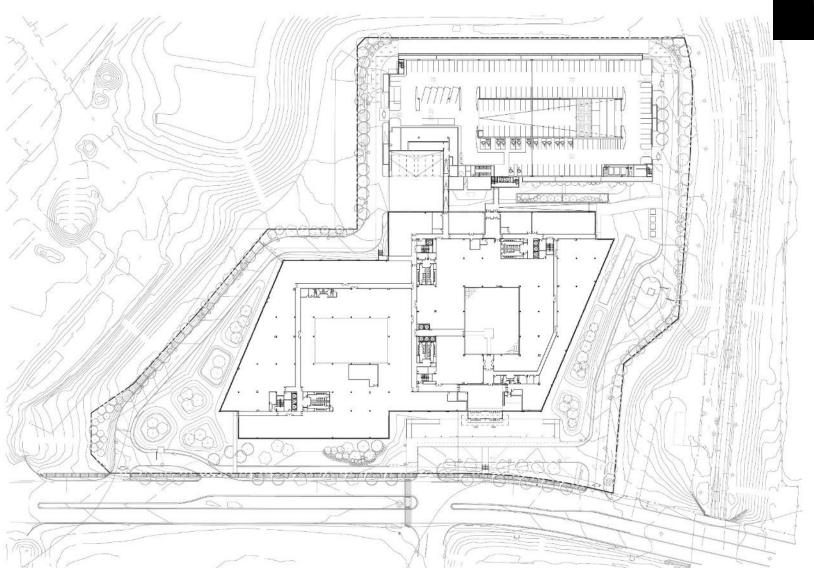


AJBP7/8

4-story Value Office

Area 126,400 SF **Cost** \$85/SF **Completion** 2013/2014





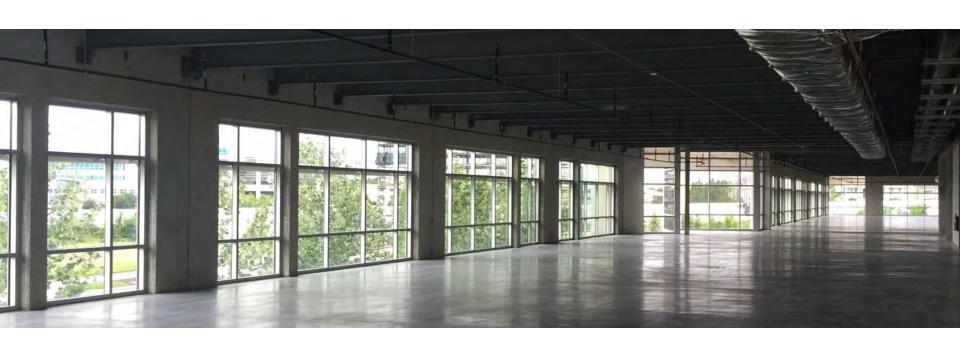




Then we speculated about 30' wide 3 story panels in the "normal" market- they reproduced the exact glass-line of pre-cast and curtainwall....

So- we applied this thinking of 30' panels to our 3 story wheel house market-and created a mini boom with the 25' glass line...

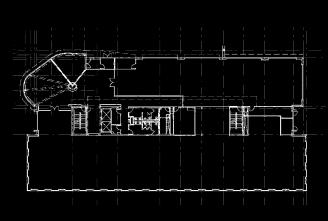
3- story 30' wide panel And no 300 ton crane....at first....



3- story 30' wide panel







Midway WYAK Office Building

3-story Value Office

Area 54,600 SF Cost \$4.6 million Completion May 2008







University of Maryland

3-story Value Office

Area *75,000* **Cost** *5,625,000* **Completion** *TBD*





Wallis State Bank

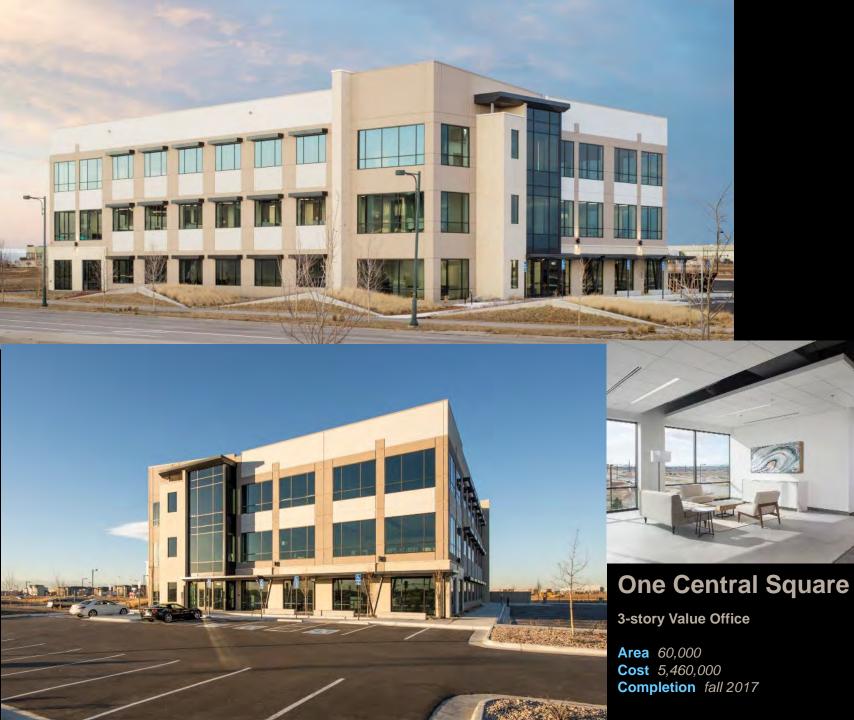
4-story Value Office

Area 68,000 sf **Cost** \$5,100,000 **Completion** *March* 2014



Camwest Business Park Phase 1

4 story Value Office Area 60,000 Cost 5,460,000 Completion fall 2019









Westway Park

3-story Value Office

Area 135,006 SF Cost \$9.8 Million Completion July 2015





Texas Instruments

3-story Value Office

Area 180,000 SF Cost Undisclosed Completion Summer 2014

Explainer

The development mentioned in the last "Explainer" slide was this- the government work we had modified the value Office product for alerted us to the 300 ton crane, which when we translated to the commercial market we found were zero addition cast.

This in turm allowed us to move to four stories with 30 foot wide panels. Which again in turn allowed for a 25 foot glassine- the exact same glass line as a curtain wall building with columns every 30".

This was a game changer in the status of value Office as a serious investment office approach.

EXCURSUS

4- story 30' wide panel- which kicked in that 300 ton crane. Which it turns out is no additional cost in many markets....









20 Hebron way

4-story Value Office

Area 146,471 SF Cost TBD

Completion *TBD*



Connection Park

3.5-story Value Office

Area 146,471 SF Cost TBD Completion TBD





WestGate 1, 2 and 3



MMHS MOB

4-story Value Office

Area 102,000 SF Cost \$8,845,517 Completion Spring 2015





Dow Lake Jackson OB

4-story Value Office

Area 240,000 SF **Cost** \$21,804,263 **Completion** May 2015



Milestone Parkway

4-story Value Office

Area 120,000 SF **Cost** \$8,400,000 **Completion** *TBD*



Everson Development

4-story Value Office

Area 240,000 SF Cost TBD Completion TBD



NALCO / ECOLAB

4story Value Office

Area 120,000 sf **Cost** 9,360,000 **Completion** 2016





4 / 5-story Value Office

Area 100-125,000 sf **Cost** 5,625,000 **Completion** *TBD*

Explainer

This next section explores the second major market based innovation in the Value Office line, the vertical stacking of panels to max out the low rise potential of the product.

EXCURSUS

So now we plateaued a second time in the mid-rise commercial office market at 4 stories- But the mid-rise market didn't plateau....it goes to 6 stories....

The speculative developer office market has a gap from 6 stories to 10 stories- created by the high-rise code costs. So at 4 stories, we were leaving 2 on the table....

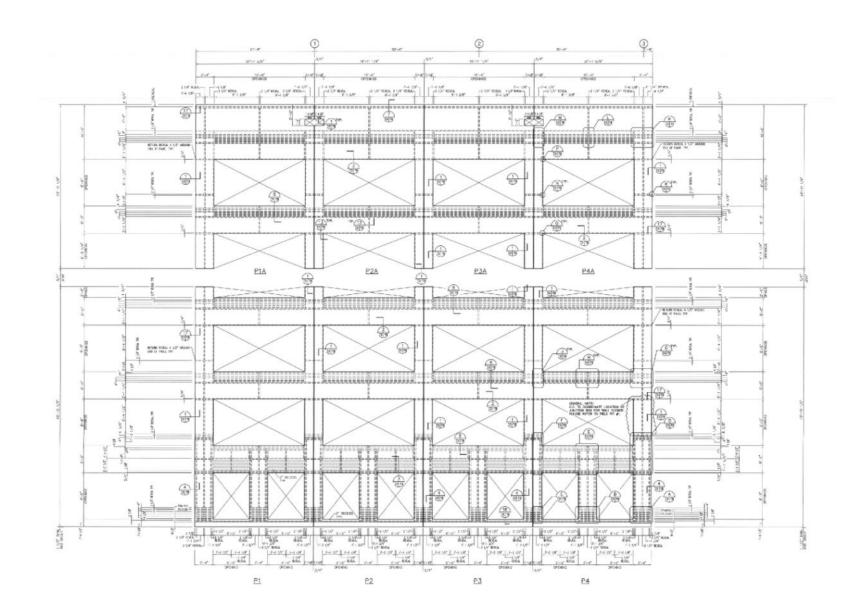


Explainer

Others had gone to 5 stories but it was difficult and crude to stack and to pick a single panel there is a 20' wide panel limitation.

We decided to do better.

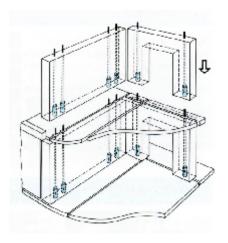
EXCURSUS



SYSTEM	PRE-GROUT TE	POST-GROUT PG	HORIZONTAL H-1 & H-2
OPERATION			#1









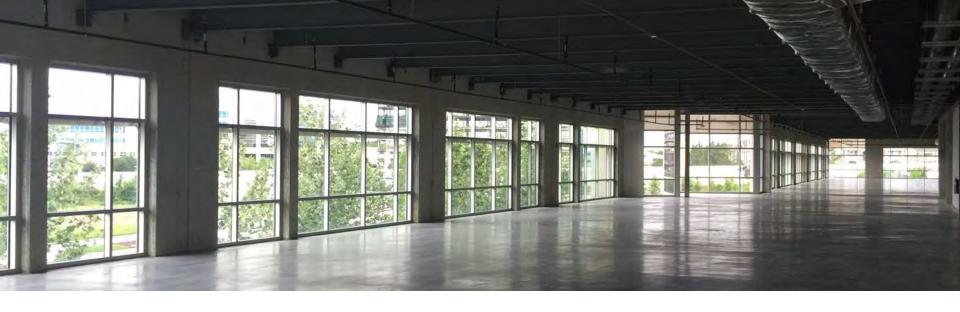
We weren't the first to stack panels to the level of five stories, but we did re-invent the technology



5- story 30' wide panel 4 +1 stack 60' wide top panel









typical tilt wall column-free exterior walls



St. John Development

4 / 5-story Value Office

Area 100-125,000 sf **Cost** 8,425,000- 10,500,000 **Completion** fall 2017



WestGate 1, 2 and 3







Stream Greenhouse

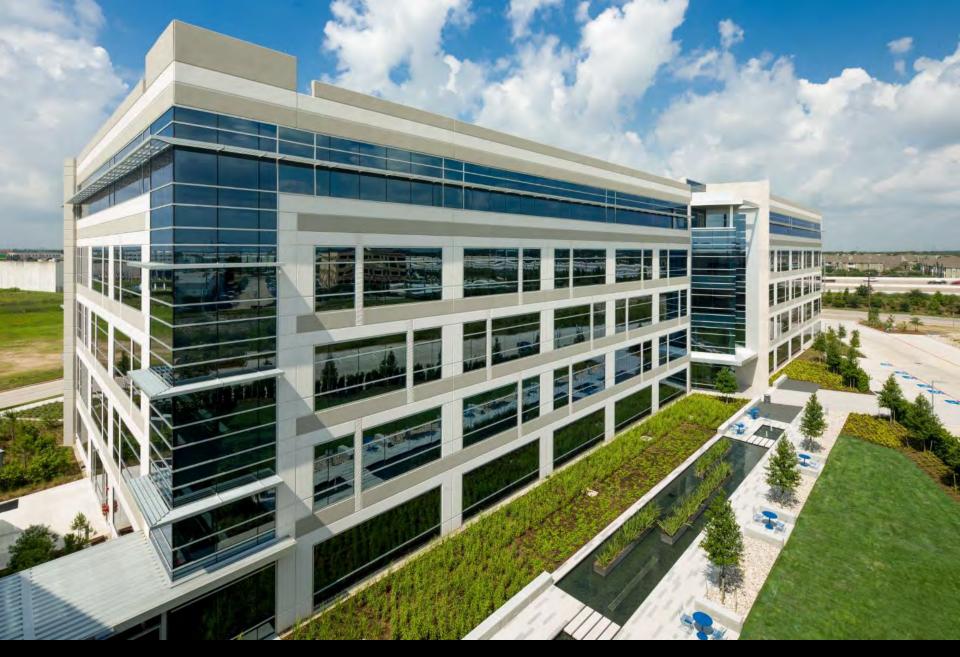




Legacy at Fallbrook

5-story Value Office

Area 218,250 SF **Cost** \$16,368,750 **Completion** May 2015



Legacy at Fallbrook



Area 323,921 SF Cost \$26.4 Million Completion Fall 2015





Innova 1

5-story Value Office

Area 270,000 sf **Cost** 22,625,000 **Completion** April 2016



Innova 2

5-story Value Office

Area 240,000 sf **Cost** 23,815,000 **Completion** *April* 2016

We were the first in the world to stack panels to the height of six levels however.

6- story 25-35' wide panel 4 +2 stack



Sierra Pines II





Sierra Pines II

6-story Value Office

Area 162,181 SF **Cost** \$18,000,000 **Completion** December 2014



Sierra Pines II



Katy Ranch Crossing

6-story Value Office

Area 157,497 SF **Cost** \$12,000,000 **Completion** TBD



Memorial Herman Cypress

6-story Value Office

Area 157,497 SF **Cost** \$12,000,000 **Completion** TBD



Confidential

6-story Value Office

Area 252,000 SF Cost TBD Completion TBD

Explainer

A quick look ahead at what is happening in recent developments for Value Office.

EXCURSUS

Coming back to our research, we continue to innovate and integrate new technology in the value office product....like CLT

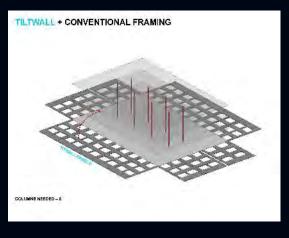
"What if" we accommodated the invasion of the wood industry into tilt wall rather than wringing our hands and bitching about it?







COUNTIONAL FRAMING AND CLADDING





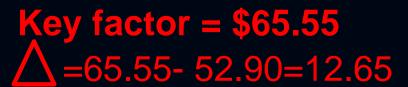




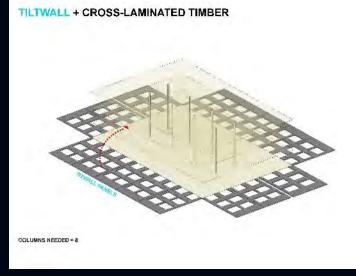
VO + CLT

Three story, interior timber frame with site cast tilt wall panels

		CLT
Foundations	5	3.84
Exterior wall panels	\$	19.15
Steel	\$	1.15
CLT FLOOR DECK, COLUMNS, BEANS	J	31.00
Rough Carpentry	\$	0.08
Roofing	\$	1.72
Caulking and WP	\$	0.57
Doors Frames and Hardware	\$	1.21
Painting	\$	1.98
Millwork	\$	0.26
Glass and glazing	\$	11.54
Floor finishes	\$	6.82
Drywall- Common area partitions	\$	7.92
Acoustic ceilings	\$	0.35
Thermal insulation	\$	1.21
Toilet specialties	\$	0.77
Building Specialties	\$	0.19
Exterior Canopies	\$	1.65
Elevator	\$	5.94
Fire Sprinkler	\$	1.76
Plumbing	\$	6.16
HVAC	\$	10.66
Electrical/FA/Temp Power	\$	6.93
Common area TI	\$	7.70
Contingency	\$	3.50
General Conditions. Fees. Ins	s	14.25







alue Office

3.84 25.15 16.80 0.08 1.72 Caulking and WP 0.57 1.21 1.98 0.26 11.54 class and glazing 5.82 loor finishes 7.92 0.35 coustic ceilings 1.21 hermal insulation 0.77 **Building Specialties** 0.19 1.65 5.94 Elevator 1.76 6.16 Plumbin 10.66 lectrical/FA/Temp Power 6.93 7.70

Baseline PSF 86

General Conditions, Fees, Ins

Key factor = \$52.90

Conventional

Steel/Precast CLT FLOOR DECK, COLUMNS, BEAMS \$ 1.72 0.57 Caulking and WP 1.21 1,98 0.26 11.54 6.82 Floor finishes 7.92 Drywall- Common area partitions 0.35 1.21 hermal insulation 0.77 0.19 uilding Specialties 1.65 5.94 1.76 6.16 10.66 HVAC 6.93 7.70 ommon area TI 3.50

Key factor = \$67.27

19.76

Exterior wall panels 29.03 4.50 0.08 S 1.72 5 0.57 \$ 1.21 Doors Frames and Hardware 5 1.98 5 0.26 Glass and glazing 11.54 6.82 5 Floor finishes 7.92 Drywall- Common area partitions 0.35 5 S 1.21 Thermal insulation 5 0.77 S 0.19 **Building Specialties** 1.65 S 5 5.94 Elevator Fire Sprinkler S 1.76 6.16 5 Plumbine 5 HVAC 6.93 Electrical/FA/Temp Power 7.70

Key factor = \$81.59

	CLT	
Foundations	15	5,84
Exterior wall panels	\$	19.15
Steel	5	1.15
CET FEOOR DECK COCOMINS DEANS		92300
Rough Carpentry	\$	0.08
Roofing	5	1.72
Caulking and WP	\$	0.57
Doors Frames and Hardware	\$	1.21
Painting	5	1.98
Millwork	\$	0.26
Glass and glazing	\$	11.54
Floor finishes	5	6,82
Drywall- Common area partitions	\$	7.97
Acoustic ceilings	\$	0.35
Thermal insulation	\$	1.2
Toilet specialties	\$	0.77
Building Specialties	\$	0.19
Exterior Canopies	5	1.65
Elevator	\$	5.94
Fire Sprinkler	\$	1.76
Plumbing	5	6.16
HVAC	\$	10.66
Electrical/FA/Temp Power	S	6.93
Common area TI	\$	7.70
Contingency	5	3,50
General Conditions, Fees, Ins	s	14.25

Key factor = \$65.55

 $=67.27 - 52.90 = 4.37 \triangle = 81.59 - 67.27 = 14.32 \triangle = 65.55 - 52.90 = 12.65$

\$14.37

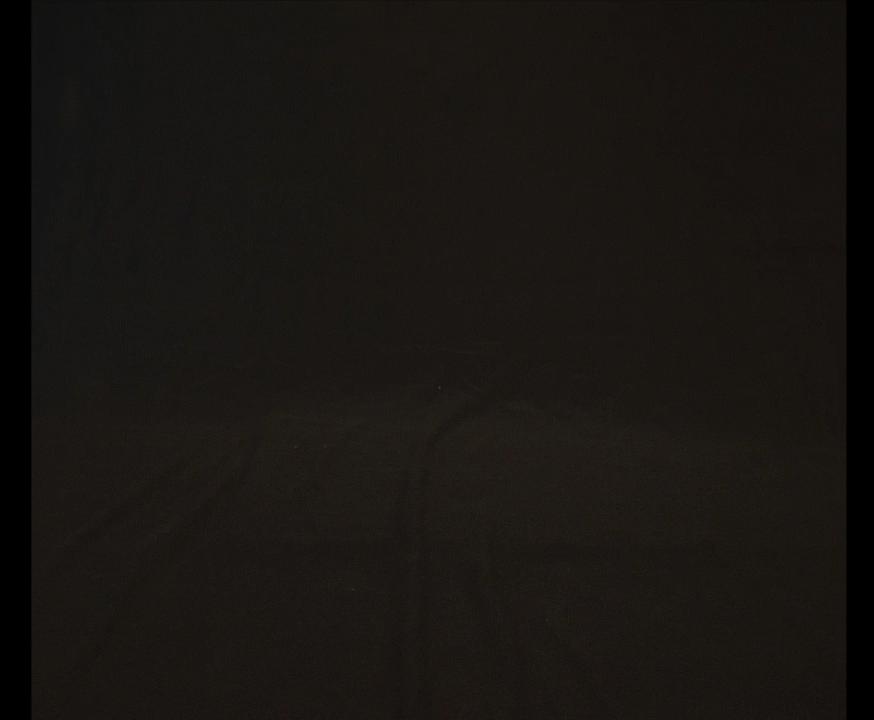
\$14.32

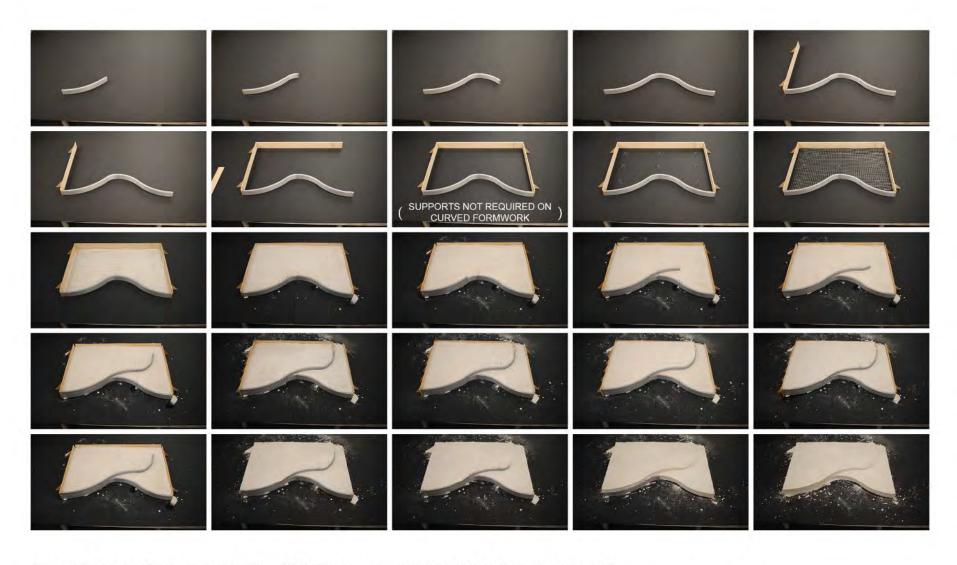
CLT is about the same cost as conventional construction

And it is cheaper to convert VO to CLT than Conventional

Product Development

GeoForm

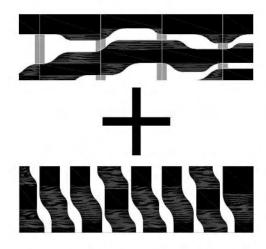




TOP-CAST PANEL INSTALLATION MOCK-UP (1-1/2" = 1'-0" SCALE)





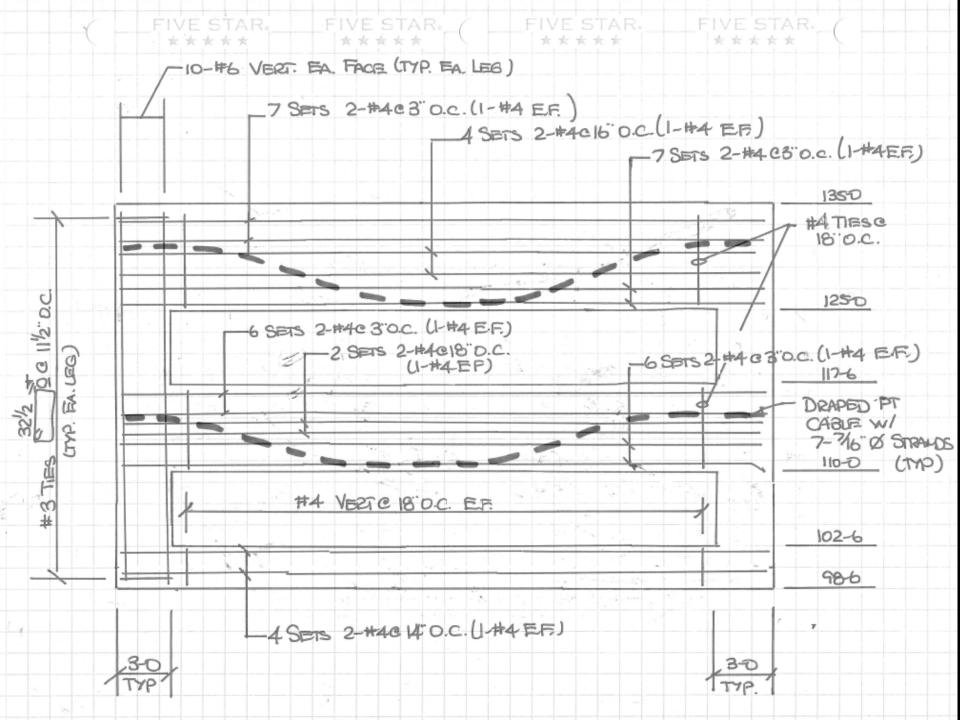


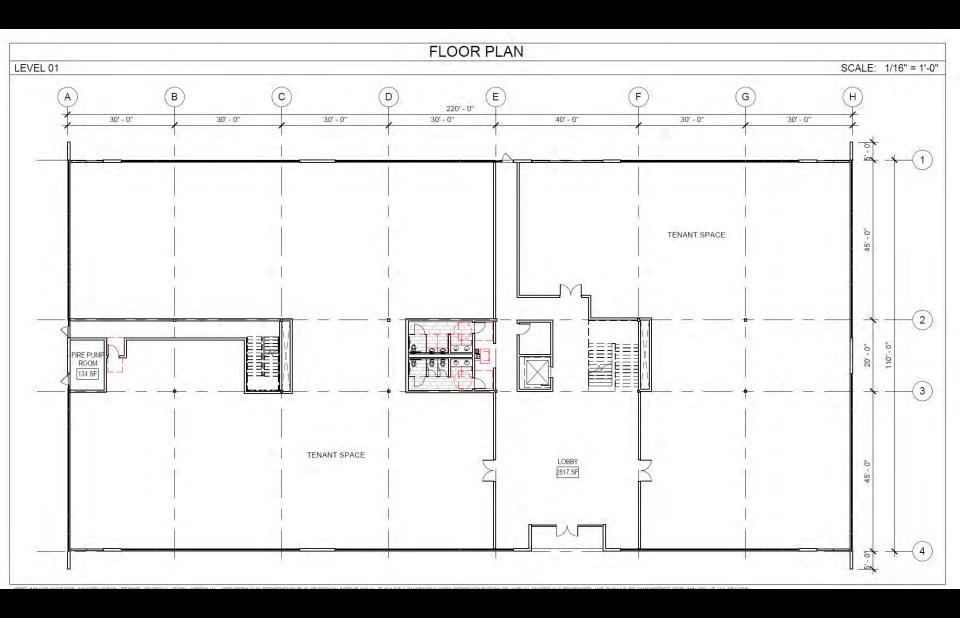


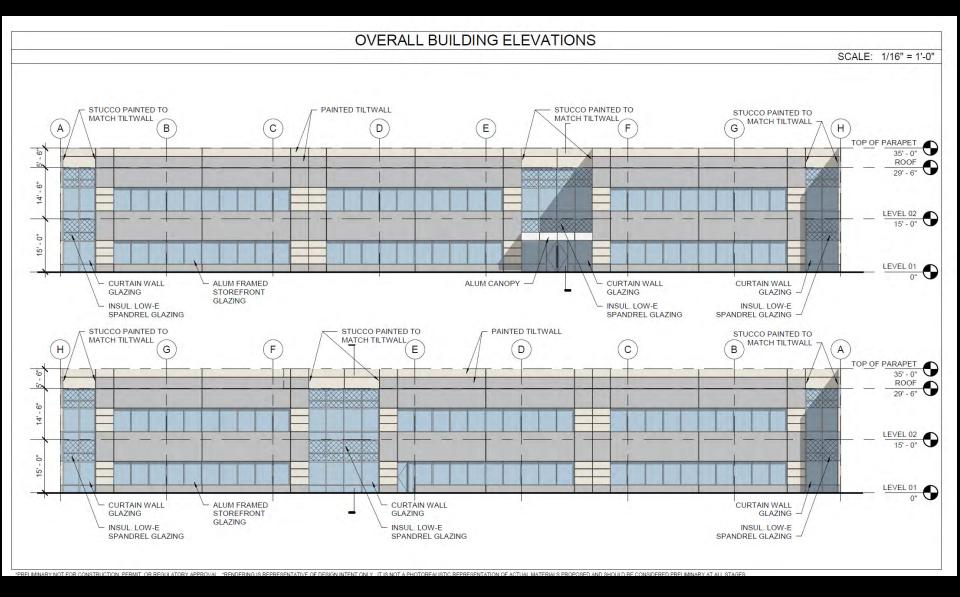
CASE STUDY 01

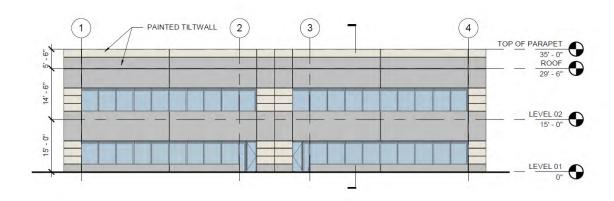
And finally just a couple of interesting things underway or just coming into production in the Value Office space...

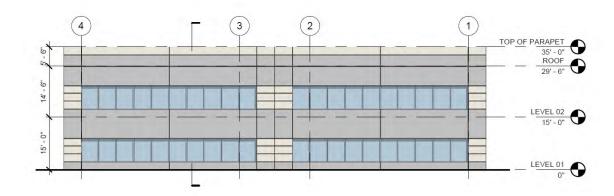
Innovation in Panel design / structure

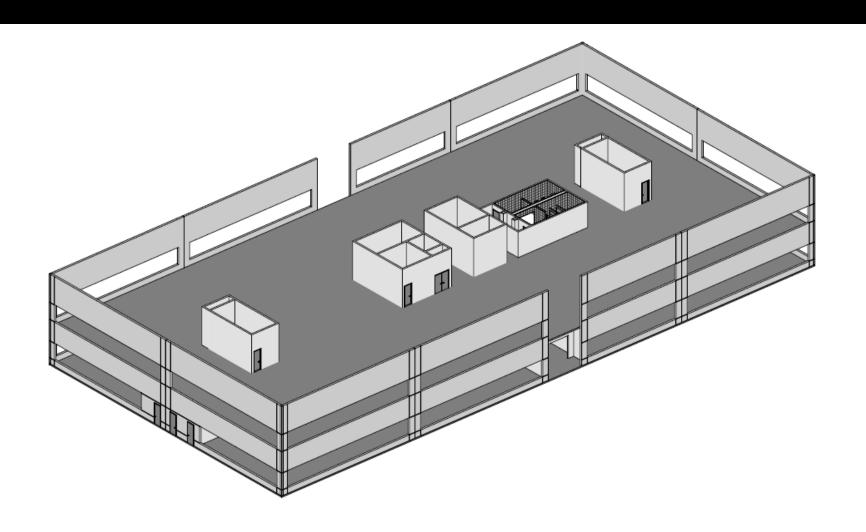








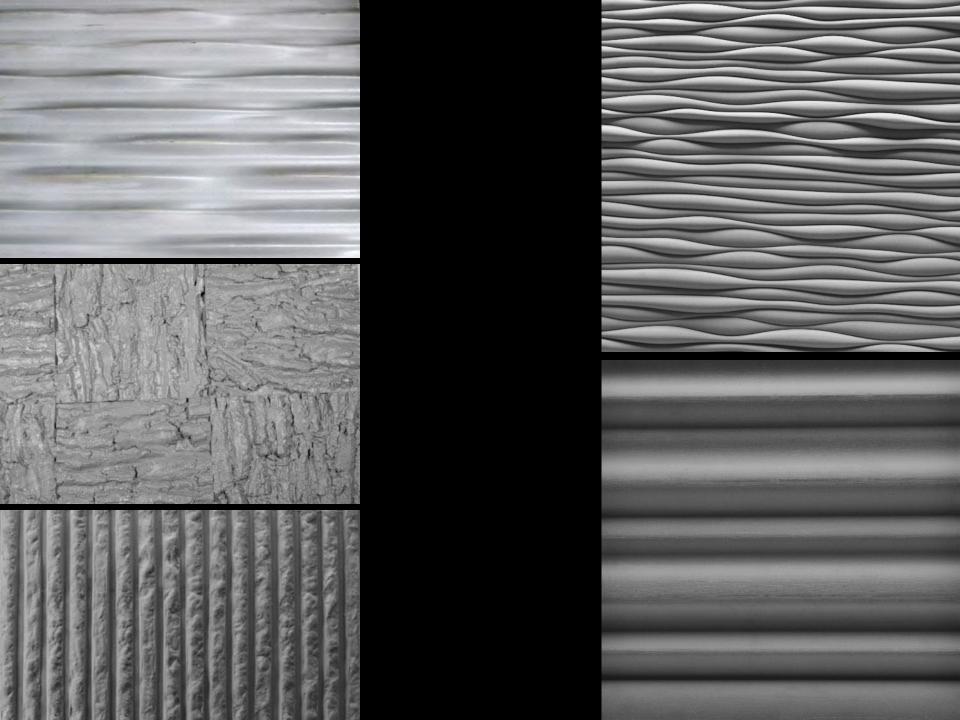


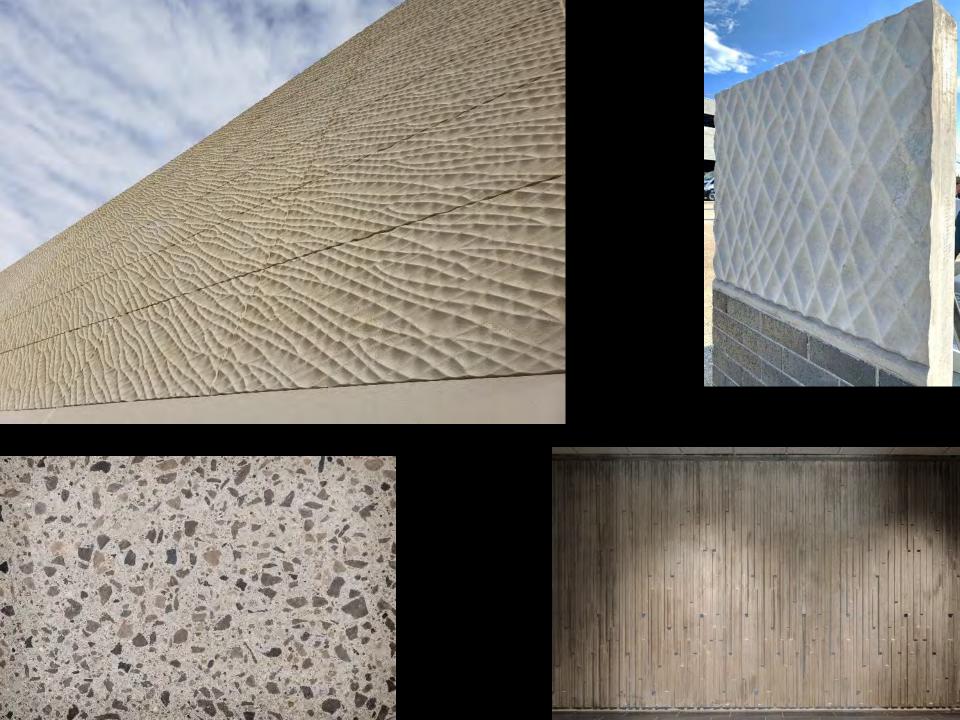






Innovation in Finishes / Single Use Form Liners













The big idea here is;

In conclusion, we have designed and constructed over 50 value office projects for 22 different clients since 2004 when we first realized this was an opportunity.

The idea has gone from a trend that we had to sell to a product universally accepted and which now clients come to us to buy.

EXCURSUS