

ARCO CALLS NEW ENGLAND HOME

As the 16th largest design/build general contractor in the U.S., ARCO offers the strength and presence of a national builder with the personalized attention of a small company. ARCO's office was established to provide our already growing New England client base with a strong local presence. Located in Southborough, MA, ARCO's New England division services clients from Connecticut to Maine. The ARCO New England team is experienced in design/build commercial construction across all industries, approaching each and every project with an unmatched combination of experience and expertise.

ABOUT ARCO

ARCO's goal is the same today as it was when we founded the company nearly 30 years ago: to be the best design/build contractor in the industry and to serve our clients with expert skill and high integrity.

Since 1992, ARCO has grown from a single office in St. Louis, Missouri to an industry leader with 19 offices and over 1,000 employees coast to coast. With more than 4,000 successful projects spanning 48 states in our portfolio, we have developed the industry specific expertise it takes to provide the best, most cost effective, single source solutions and add value to every project.

ARCO's proposal left no unanswered questions. It not only was the most competitive, it was the most detailed which provided an immediate comfort level of knowing exactly what we were going to get. The building that we needed to construct had a very aggressive schedule as our client (Ford Motor Company) required occupancy within 6 months of the start of construction. ARCO's attention to detail and industry knowledge allowed us to minimize the upfront work, allowing for an early start to construction and a building delivered on schedule. In an ever challenging construction industry, the ARCO team performed second to none.

Thomas Rooke
GRIFFIN INDUSTRIAL REALTY





THE DESIGN/BUILD ADVANTAGE

1

Overall Project Quality

Open communication among all consultants maximizes efficiency and mitigates any issues that may otherwise arise unexpectedly during construction.

2

Scope & Cost Control

In the schematic phase, decisions are made with full knowledge of their impact and definitive guaranteed costs are established, giving clients increased control over potential changes.

3

Schedule

Under the design/build approach, the normally sequential phases of design and construction can easily overlap, resulting in 33% faster overall project delivery.

4

Risk Transfer

Our approach combines quality of design and construction, management of expense and adherence to schedule into a single point of responsibility.

TURNKEY SOLUTIONS FOR A THRIVING MARKET

With demand on the rise and vacancy low, the New England real estate market is highly competitive and demands the most innovative overall solution for success. The rise and influence of e-commerce has resulted in an increased need for last-mile facilities near high density urban areas such as Boston and other metropolitan areas throughout New England. The scarcity of straightforward greenfield sites in these areas coupled with the complex civil challenges presented on most remaining parcels available in the New England area requires innovative solutions. This has allowed ARCO to showcase its ability to provide the most efficient designs and cost effective solutions. This combined with ARCO's ability to provide a turnkey design/build solution and willingness to take on the associated risk means ARCO New England can deliver a successful project on a previously cost ineffective project.



A DELIVERY METHOD THAT MAKES SENSE

Because we utilize a design/build method that focuses on comprehensive due diligence performed by our team of the best and brightest engineers and architects, ARCO can act aggressively and serve as a partner to clients from project concept to completion. Having successfully constructed highly challenging projects for some of our largest clients, the ARCO New England team is skillfully adept at providing value-engineered solutions for a variety of facility and site-specific challenges such as those outlined in the following case studies.

FEDEX GROUND | BOYLSTON, MA

370,000 SF MANUAL SORTING FACILITY

The Challenge

120-acre rocky site requiring extensive clearing, rock removal and site elevation change ranging from 50'-100'.

ARCO's Design/ Build Solution

Collaboration between ARCO, Civil and Geotechnical Engineer reduced cost implications associated with 550,000 CY of rock blasting and crushing, resulting in \$2 million of net project savings.

Construction Details

- 4,088 SF Gateway Security Building
- Interior & Exterior LED Light Fixtures
- On-Site Sewer Treatment System
- Infrared Warehouse Heating System
- Tilt-Up Construction
- Large Site Retaining Walls
- Subsurface Storm Water Infiltration Systems
- Solar Panel Ready Roof Structure & Electrical System
- Developed in a Cul-de-Sac
- 604 Car & 476 Trailer Parking Stalls





COCA-COLA BOTTLING OF NORTHERN NEW ENGLAND | S. WINDSOR, CT

200,275 SF BEVERAGE DISTRIBUTION FACILITY

The Challenge

Inefficient pavement, site utility and storm sewer design due to site constraints.

ARCO's Design/ Build Solution

Value-engineered site design during preconstruction phase, decreasing overall project cost while providing the most efficient layout and cost-effective solution.

Construction Details

- 166,984 SF Warehouse
- 27,247 SF Office
- 6,040 SF Mezzanine
- 32' Clear Height
- Thirty (30) Dock Positions
- Four (4) Drive-In Ramps
- Two (2) 3,000 Amp Electrical Services
- 60 mil Mechanically Attached TPO Roof
- Load-Bearing Precast with Conventional Steel Frame
- Shrink Compensating Warehouse Floor Slabs
- Load Lane & Fleet Maintenance Shop
- Integration of Owner's Automated Packaging Equipment, Palletizers, etc.
- Exterior Water Storage Tank for Fire Suppression System
- Underground Detention to Maximize Impervious Surface Area on Site
- Extension of Public Water Main & New, Public Force Main to Service Facility



CARUSO SELF STORAGE

REVERE, MA

125,050 SF, 5-STORY SELF STORAGE FACILITY

The Challenge

Take over and deliver a project on schedule from the foundation stage while minimizing costs.

ARCO's Design/ Build Solution

Provide a design/build turnkey solution where possible utilizing ARCO's expertise, challenge the existing design and manage the project in budget and on time.

Construction Details

- 125,050 SF, 5-Story Self Storage Facility
- 837 Storage Units
- IMP & Exterior Structural Steel Construction
- Two (2) 4,500 lb Capacity Elevators
- Heated Drive-Thru
- Provisions for Future 1-Story, 5-Bay Stand Alone Storage Facility



FEDEX GROUND | SEEKONK, MA

248,370 SF MANUAL SORTING FACILITY

The Challenge

Geotechnical report and civil drawings required topsoil replacement for large portion of the site and excessive importing/exporting of fill resulting in a nearly \$2 million site premium.

ARCO's Design/ Build Solution

On site soil utilization with revised geotechnical approval and civil design to avoid import and exporting of fill.

Construction Details

- 1,136 SF Gateway Security Building
- Perimeter Sound Walls
- Exterior LED Light Fixtures
- Infrared Warehouse Heating System
- Tilt-Up Construction
- Solar Panel Ready Roof Structure & Electrical System
- 454 Car Parking Stalls & 275 Trailer Parking Stalls
- 1.5 Mile Public Water Main Extension
- Off-Site Intersection Improvements





PERFORMANCE FOOD GROUP | S. WINDSOR, CT

168,000 SF FOODSERVICE DISTRIBUTION FACILITY

The Challenge

\$1 million import premium on original site, water department pump requirements and excessive topsoil.

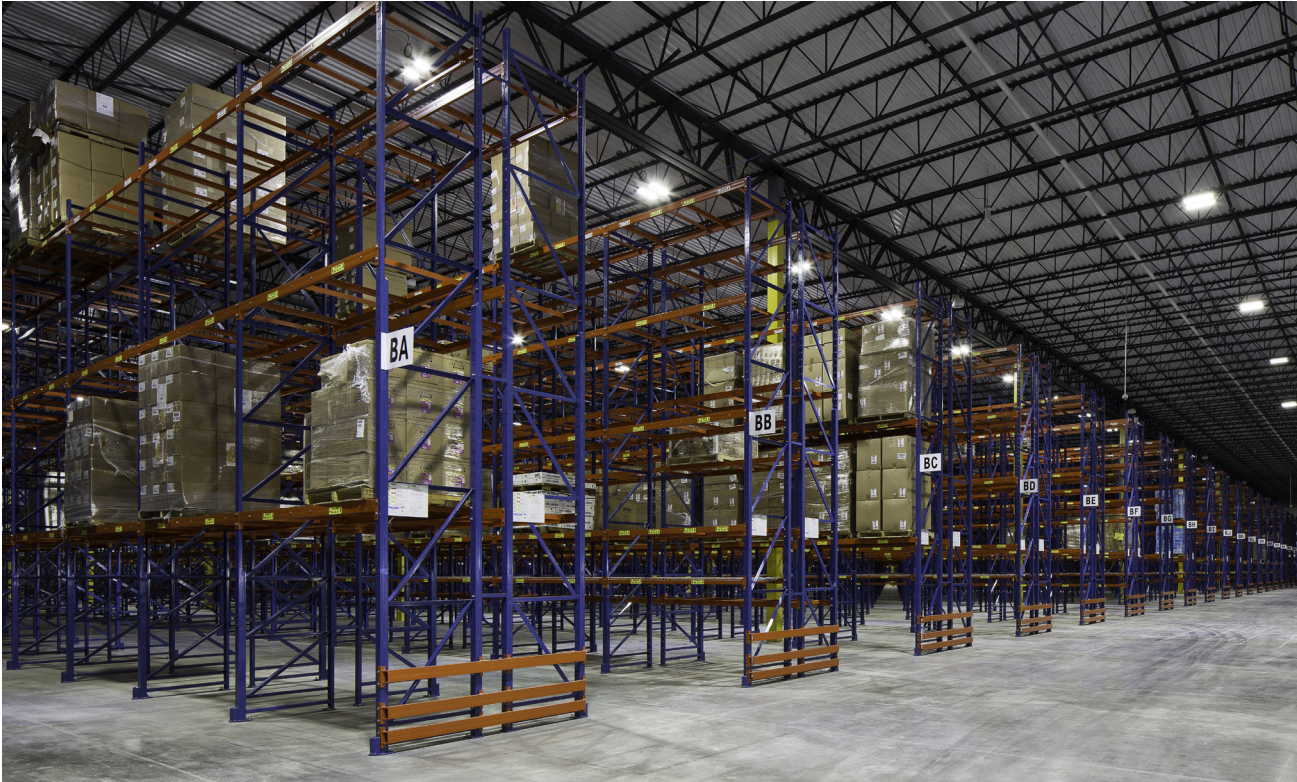
ARCO's Design/ Build Solution

Evaluated alternative sites and designed for a multiple building park solution allowing infrastructure and site premium costs to be spread out across multiple facilities.

Construction Details

- 127,990 SF Heated Warehouse
- 23,658 SF -10°F Freezer
- 8,743 SF Cold Dock
- 7,372 SF Office Space with Variable Air Volume HVAC System at Main Office
- 55' X 45' Interior Bays
- 30' Clear Height
- 7" Floor Slab
- Load-Bearing Tilt-Up & IMP Construction
- Twenty-Six (26) Dock Positions with 9' X 10' Insulated Doors, 40,000 lb. Levelers, Dock Shelters, Light Communication System & Main Control Panel
- Mechanically Fastened 60 mil TPO Roof System
- Freon Refrigeration System
- ESFR Fire Protection System in Warehouse & Double Interlocked Pre-Action System in Freezer & Cold Dock
- 2,500 Amp Electrical Service
- LED Lighting with Motion Sensors





NORTHBRIDGE PARTNERS/REDGATE REAL ESTATE PLAINVILLE, MA **288,600 SF SPECULATIVE WAREHOUSE**

The Challenge

Inefficient and costly storm sewer design and uncontrolled fill.

ARCO's Design/ Build Solution

Value-engineered storm sewer design during preconstruction phase and provided alternative improvement methods, decreasing overall project cost by millions while providing the most efficient and effective solution.

Construction Details

- 278,600 SF Warehouse
- 10,000 SF Office
- 36' Clear Height
- Twenty-One (21) Acre Site
- Forty-Two (42) Dock Positions
- Two (2) Drive-In Ramps
- One (1) Main Entrance with Three (3) Feature Entrances
- 3,000 Amp Electrical Service
- 60 mil TPO Roof System with R-30 Insulation
- Tilt-Up & Conventional Steel Framing Construction
- ESFR Fire Protection System with Electric Pump



A NATIONAL BUILDER FOCUSED ON NEW ENGLAND OWNERS

As a national builder with nearly three decades of experience under our belt, ARCO has refined a design/build construction methodology and developed rigorous systems and procedures to bring our clients' visions to life while delivering the very best customer experience. ARCO simplifies complexities while reducing costs and providing integrative and intelligent solutions for clients spanning all project types. ARCO challenges the norm throughout the design and construction processes to achieve the best possible outcome for clients and their businesses.



In a market where demand for complex project types is on the rise, we know that ARCO's tried and true design/build approach will continue to prove itself invaluable for New England owners, providing them with the personalized attention of a small company and the strength and presence of a national design builder.

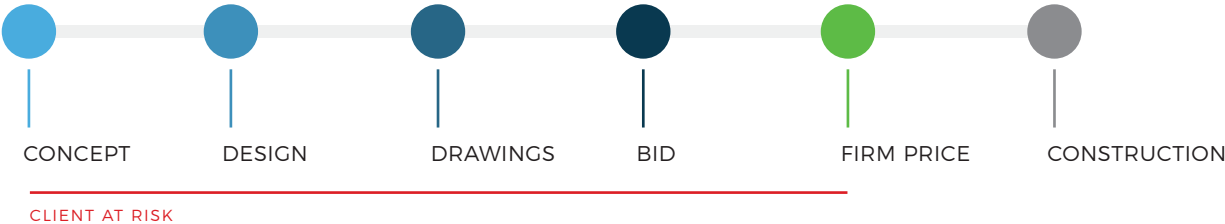
FEARLESSLY DESIGNED FACILITIES

Delivered On Time & On Budget

ARCO's ability to provide creative solutions and improve a project's financial performance is unmatched in the industry. We attribute this to our relentless pursuit of the best possible site and facility designs that are right for our customers and their businesses. In the early stages, we fearlessly challenge the status quo going beyond what is outlined in clients' specifications. As an industry leading, national design builder, our vast experience allows us to draw upon the knowledge we have gained from doing business coast to coast and apply it to the New England market.

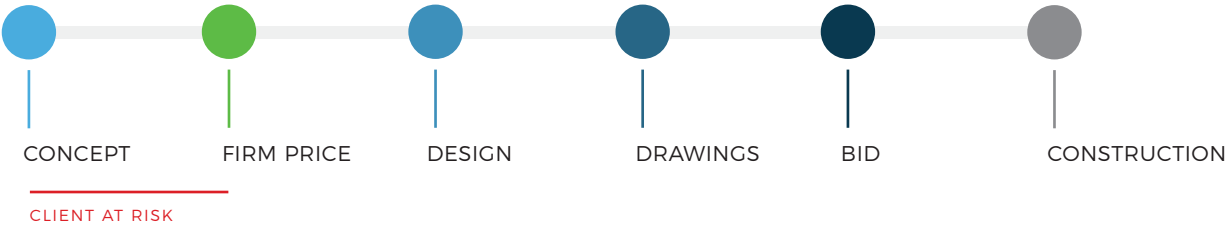


Traditional Delivery



In a traditional delivery setting, the contractor is not engaged in the early stages. This often leads to overdesign costs associated with conservative solutions or change orders from lack of due diligence. Our design/build methodology allows for collaboration between the architect and contractor. Site and facility designs are reviewed and assessed by the owner, architect, contractor, designers and consultants. ARCO’s team of experts review details and provide consultation to maximize efficiency and cost effectiveness.

Design/Build Delivery



From distribution centers to high hazard environments and cold storage facilities, ARCO understands the unique challenges that clients face and the variety of factors that need reviewed in the planning stage. Along with industry best practices, determining overall layout, product flow, temperature and humidity controls is critical. ARCO works closely with the design team to effectively analyze these key components and more to reduce exposure and provide the best value to clients. Long after initial budgets are determined, ARCO continues to analyze the use of each dollar, ensuring the best use of our clients’ resources. Whether it’s a storm sewer redesign or a major site elevation change, ARCO has provided value-engineering solutions that result in millions in cost savings for New England owners.

SECOND TO NONE PRECONSTRUCTION SERVICES

Value added services to ensure cost and schedule accuracy and mitigate risk. That's project delivery that makes sense for your business. That's the ARCO way.

COMPREHENSIVE DUE DILIGENCE

MASTER SCHEDULE DEVELOPMENT

DESIGN REVIEW

DESIGN TEAM COORDINATION

CONSTRUCTABILITY REVIEW

VALUE ANALYSIS

BID PROCUREMENT

DETAILED QUANTITY TAKEOFFS

SITE SPECIFIC PHASING PLAN

PROJECT BUYOUT

SUBCONTRACTOR PREQUALIFICATION

RISK MITIGATION

MAKING PRECONSTRUCTION A PRIORITY

From site analysis to constructability review, our preconstruction services set us apart from the competition. As a design/build general contractor, we empower clients to make the very best decisions in the upfront. Exceptionally long permitting processes, unusual code requirements and sites with bad soils are just a few items that we have encountered in the New England market. While these challenges can easily affect a project's constructability and budget in a traditional setting, ARCO's comprehensive systems and procedures allow decisions in the schematic phase to be made with full knowledge of their impact with definitive costs. We offer these value-added services to ensure cost and schedule accuracy and to mitigate risk, resulting in our significantly advanced ability to determine overall cost.



WHETHER IT'S CHALLENGING A GEOTECHNICAL REPORT FOR A FEDEX FACILITY IN SEEKONK OR REDESIGNING A STORM SEWER ON A PROJECT IN PLAINVILLE, THE ARCO TEAM EXCELS IN THE UPFRONT, ENSURING THE VERY BEST CUSTOMER EXPERIENCE FROM CONCEPT TO COMPLETION.

ONE CONTACT. ONE SOURCE OF RESPONSIBILITY.

As a design/build general contractor, we are not only clients' single source of contact but also their single source of responsibility. Our solutions are completely turnkey, meaning quality of design and construction, management of expense and adherence to schedule falls entirely on our shoulders. Open communication among all consultants maximizes efficiency and mitigates any issues that may otherwise arise unexpectedly during construction. As a result, clients receive firm, upfront pricing, transferring risk from the client to ARCO. By providing turnkey solutions in the New England market, we are not only streamlining communication but also providing owners with the very best product while easing their burden of risk throughout the process. ARCO's New England team of expertly skilled project managers and superintendents provides complete project management services from conceptual design through construction completion.



A Trusted Advisor for the Long Haul

When making the decision to call New England our newest home, we acknowledged that our success relied upon one thing - the success of our clients. Throughout decades of experience, we've taken the first project we perform for a client as an opportunity to become a long term friend and trusted advisor. Our goal is to fully understand our clients' businesses in order to provide the best solutions. With 75% of our revenue coming from repeat clients, service after the sale is something we take very seriously. From punch list to warranty walk to primary due diligence on the next project, we're a partner to our clients - now and for years to come.

“One of the most impressive qualities of ARCO is their ability to quickly comprehend the project scope and determine the best, most cost efficient means to build the job. A couple of reasons why: Their experience, and the fact that they listen. They have extensive skill at early design, scheduling and completing a solid budget. They assist us at the investment level and we have full confidence in their ability to deliver. In a complicated construction and development environment, we feel confident putting Scannell's reputation on the shoulders of ARCO.”

Courtney Lehman | Scannell Properties

ARCO