

SHERWIN-WILLIAMS.

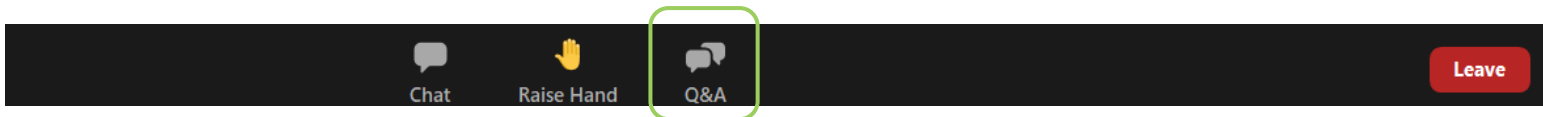
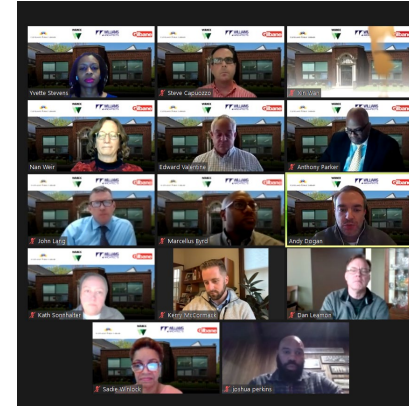
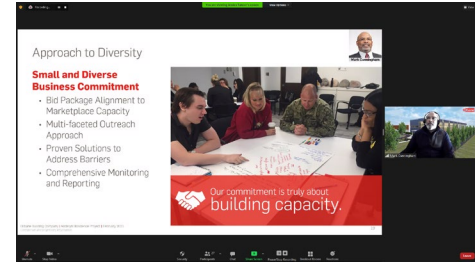
**BUILDING OUR
FUTURE**

Community Engagement Program

March 3, 2022

Rules of Engagement

- Q&A session will be conducted at the end of the presentation
- Click on the Q&A button on your screen to submit your questions
- Session will be recorded



SHERWIN-WILLIAMS.

BUILDING OUR
FUTURE

Agenda

- Project Scope
- Procurement Opportunities and Schedule
- Commitment to Economic Inclusion
- Procurement Process and How to Engage
- Next Steps

Project Scope

Project Locations:

- Downtown Cleveland – Global Headquarters
(West of Public Square between St. Clair and Superior)
- City of Brecksville – R&D Center
(Located off of I-77 at Miller Road and Brecksville Road)

Project Details:

- Global Headquarters – Approximately 1,000,000 SF
- R&D Center – Approximately 600,000 SF

Project Schedule:

- R&D start of construction celebration – October 22, 2021
- HQ start of construction celebrations – January 28, 2022
- Transition to new facilities expected by end of 2024

Global Headquarters Preliminary Rendering



R&D Center Preliminary Rendering



Role of Major Trade Partners (MTP) in Procurement

- Trade specific construction management
- Opportunities for subcontract award via lump sum, cost-plus, etc.
- Will follow same procurement processes as Welty | Gilbane for buyout and award of all work
- Opportunities vary based on the scope of work managed by MTP



Procurement Strategy and Schedule

HQ – 4 Month Look Ahead

March – 2022	April – 2022	May – 2022	June – 2022
~15 Opportunities	~15 Opportunities	~20 Opportunities	~25 Opportunities
<ul style="list-style-type: none"> • Site services • Concrete foundation sub-tier packages • Rammed aggregate piers • Temp. electrical underground 	<ul style="list-style-type: none"> • Site services • Excavation sub-tier packages • Waterproofing • Structural steel fabrication • Mechanical long lead equipment • Plumbing long lead equipment • Fire alarm equipment 	<ul style="list-style-type: none"> • Site services • Excavation sub-tier packages • Air handling units • Egress stair fabrication • Additional mechanical long lead 	<ul style="list-style-type: none"> • Site services • Roofing • Boiler • Cooling tower • Electrical distribution equipment • Additional electrical long lead

Procurement Strategy and Schedule

HQ – Balance of Packages

Q3 – 2022	Q4 – 2022	2023 and Later
~40 Opportunities	~60 Opportunities	~40 Opportunities
<ul style="list-style-type: none">• Stone/masonry• Expansion control joint covers• Flooring (RAF)• Interior specialties materials/install• Fire protection sub-tier packages• Mechanical sub-tier packages• Plumbing sub-tier packages• Electrical long lead equipment	<ul style="list-style-type: none">• Monumental stairs• Millwork/casework• Interior glazing• Doors/frames/hardware• Flooring• Architectural finishes• Signage• Operable partitions• Interior/exterior framing/sheathing• Electrical material/install	<ul style="list-style-type: none">• Loading dock equipment• Misc. metals fabrication• Window treatments• Site furnishings• Roller shades• Café appliances• MEP insulation• Painting• Site furniture/equipment

Procurement Strategy and Schedule

R&D – 4 Month Look Ahead

March – 2022	April – 2022	May – 2022	June – 2022
~10 Opportunities	~10 Opportunities	~20 Opportunities	~20 Opportunities
<ul style="list-style-type: none"> • Site services • Concrete foundation sub-tier packages • Excavation sub-tier packages • Plumbing underground • Mechanical long lead equipment • Plumbing long lead equipment 	<ul style="list-style-type: none"> • Site services • Structural steel fabrication • Additional mechanical long lead • Fire alarm equipment • Lab casework • Lab equipment 	<ul style="list-style-type: none"> • Site services • Excavation sub-tier packages • Air handling units • Egress stair fabrication • Electrical distribution equipment 	<ul style="list-style-type: none"> • Roofing sub-tier packages • Boiler • Cooling tower • Fire protection sub-tier packages • Mechanical sub-tier packages • Plumbing sub-tier packages

Procurement Strategy and Schedule

R&D – Balance of Opportunities

Q3 – 2022	Q4 – 2022	2023 and Later
~50 Opportunities	~50 Opportunities	~40 Opportunities
<ul style="list-style-type: none">• Stone/masonry• Expansion control joint covers• Structural steel fabrication• Flooring• Doors/frames/hardware• Interior specialties materials/install• Electrical material/install• Electrical long lead equipment	<ul style="list-style-type: none">• Millwork/casework• Interior glazing• Architectural finishes• Signage• Operable partitions• Interior/exterior framing/sheathing	<ul style="list-style-type: none">• Misc. metal fabrication• Loading dock equipment• Window treatments• Site furnishings• Roller shades• MEP insulation• Painting• Site furniture/equipment

Commitment to Economic Inclusion

Engage Local Organizations



Commitment to Economic Inclusion

Business Enterprise Inclusion Requirements*

- Minority Business Enterprise (MBE) – 15%
 - \$90M based on a minimum of \$600M investment
- Female Business Enterprise (FBE) – 7%
 - \$42M based on a minimum of \$600M investment
- Cleveland Small Business Enterprise (CSB) – 8%
 - \$48M based on a minimum of \$600M investment

These percentages represent incentive requirements and project goals.

Workforce Project Goals

- Minority – 16%
- Female – 7%
- Cleveland residents (HQ only) – 20%*

The Northeast Ohio Goals represent Sherwin-Williams ongoing commitment to the community.

Northeast Ohio Project Goals

- Enterprise – 50% of profits will remain in NE Ohio
- Workforce – 90% of labor will be NE Ohio based

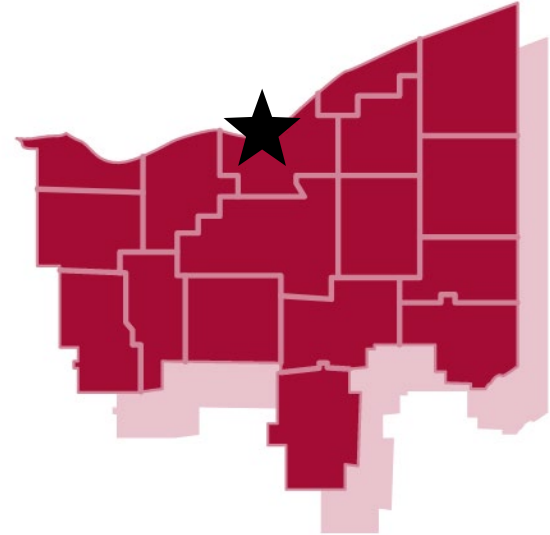
* Required as part of the approved economic development packages

Commitment to Economic Inclusion

City of Cleveland

Northeast Ohio – 18 county region

- Ashland
- Ashtabula
- Columbiana
- Cuyahoga
- Erie
- Geauga
- Huron
- Lake
- Lorain
- Mahoning
- Medina
- Portage
- Richland
- Stark
- Summit
- Trumbull
- Tuscarawas
- Wayne



Subcontractors/Vendors/Suppliers/Professional Services

****Engage for procurement opportunities****

Visit Welty | Gilbane at:
www.weltygilbane.com

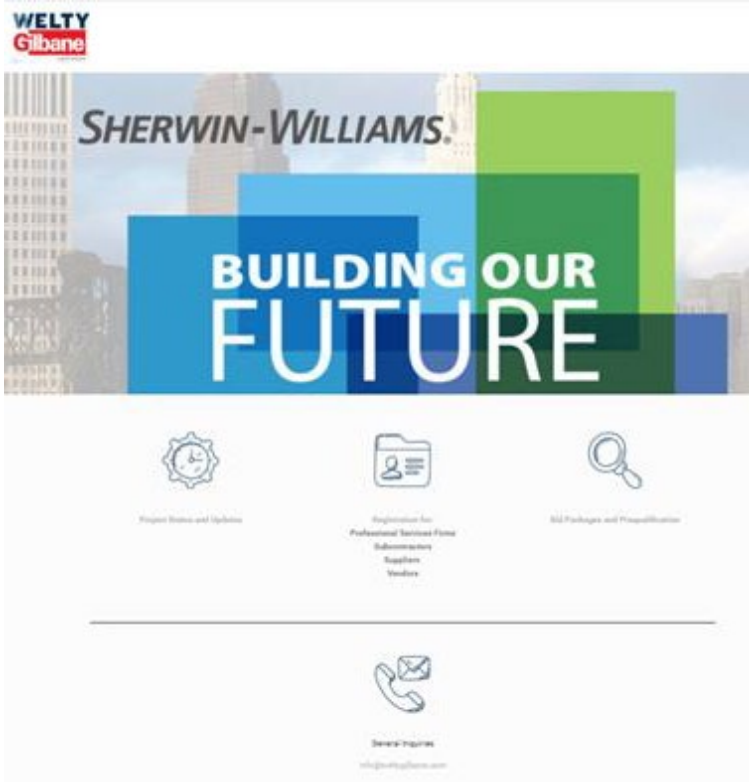
Opportunities with the design team, major trade partners,
Welty | Gilbane, sub-tier contractors or suppliers

- Register on the:
<https://buildingourfuture.ibidpro.com/>

Lump-sum bid opportunities through Welty | Gilbane

- Prequalification/bidding events:
www.ibidpro.com

If you have questions,
please email
Welty | Gilbane at
info@weltygilbane.com



www.weltygilbane.com

SHERWIN-WILLIAMS.

BUILDING OUR FUTURE

Subcontractors – Vendors – Suppliers – Professional Services Firms Registration

Thank you for your interest in working on The Sherwin-Williams Building Our Future Project in Cleveland and Brecksville Ohio. Please complete the information below.

Contact Person First Name	Contact Person Last Name
<input type="text"/>	<input type="text"/>
Contact Person Email	Company Name
<input type="text"/>	<input type="text"/>
Doing Business As (DBA)	Main Phone
<input type="text"/>	<input type="text"/>
Core Competencies Download complete list here	Box A. Other Core Competencies
<input type="text" value="Select options"/>	<input type="text"/>
How did you hear about the project?	Website Address
<input type="text" value="Choose an Answer"/>	<input type="text"/>

<https://buildingourfuture.ibidpro.com/>

ibidpro

USERNAME:

PASSWORD:

Login

FORGOT YOUR PASSWORD?


[Reset Password](#)

NEW TO IBIDPRO?

[Register for an Account](#)

PUBLIC BIDDING OPPORTUNITIES

[Search Public Bids](#)

 [Electronic Agreement](#)

 [Help](#)

 [FAQ](#)

ibidpro

Gilbane

© Gilbane Building Company 2022

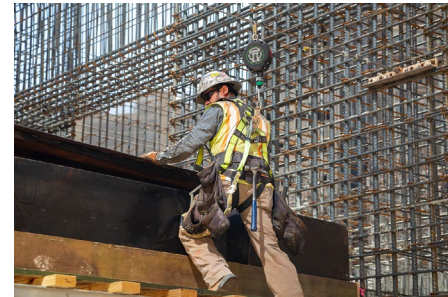
ibidpro.com

Next Steps

- Tools and resources:
 - Small business financial assistant programs
 - Rising Contractor Program – Now accepting applications for the Spring 2022 session
<https://info.gilbaneco.com/gilbane-rising-contractors>
- Pre-bid events for all major bid releases as shown in previous slides
- Quarterly engagement sessions will continue throughout the procurement process

For more information on the project visit:

[Weltygilbane.com](https://www.weltygilbane.com) or
<https://www.sherwin-williams.com/buildingourfuture/>





Questions & Answers

SHERWIN-WILLIAMS.

**BUILDING OUR
FUTURE**

Community Engagement Program

March 3, 2022

Project Team



SHERWIN-WILLIAMS®



Project Manager/Project Controls/
Owner's Representative



Construction
Manager



Base Building Architect – Global HQ;
Architect – R&D Center



Interior Architect – Global HQ



Design Architect – Global HQ

Rising Contractor Program

Provides our diverse and disadvantaged trade partners an opportunity to develop and broaden their industry skills and knowledge

- Eight, two-hour weekly session
- Topics such as estimating, accounting, insurance and business development
- Since 2020, 99 subcontractor firms completed the program
- We are now accepting applications for 2022 sessions

info.gilbaneco.com/gilbane-rising-contractors



Design & Specialty Consultants

Q2 2021 Activities

- Landscape architecture awarded:
Team: OJB Landscape Architecture & Deru Landscape Architecture (a Cleveland based firm Certified EDGE, DBE, FBE, SBE)
- Specialized technical consultants awarded:
 - Wind Engineering/Microclimate
 - Façade Access
- Discussions with local diverse architectural & engineering firms

Process Followed for Engagement of Highly Specialized/Technical Scope:

- Search Building Our Future vendor registration site
- Search Ohio Department of Administrative Services' Equal Opportunity Division database
- Seek recommendations from community partners and local organizations
- Extend search to national firms

Design & Specialty Consultants

WHAT'S TO COME NEXT STEPS

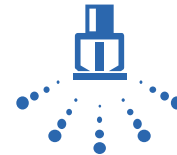
- Procurement of future specialty technical consultants
 - Migratory Bird Consultant (Q3 2021)
 - Commissioning Agent (Q3 2021)
 - Exterior Signage (Q4 2021)
 - Special Inspections & Testing (Q1 2022)
- Engagement of local diverse architectural & engineering firms
 - Construction Administration Services, A/E
 - Engineering Services
- Staff augmentation opportunities
- Internships

Project Team – Major Trade Partners

Procurement taking place in next quarter

Scopes of Work

- Concrete
- Structural Steel
- Framing and Sheathing
- Building Enclosure
- Roofing
- Fire Protection
- Mechanical
- Automation/Controls
- Plumbing
- Electrical/Fire Alarm/Telecommunication
- Low Voltage
- Sitework and Early Retention



Procurement Process



Procurement Strategy and Schedule

Major trade partners will be procuring subs and suppliers

R&D Center <i>Brecksville</i>			Headquarters <i>Downtown Cleveland</i>		
Q4 – 2021	Q1 – 2022	Q2 – 2022	Q1 – 2022	Q2 – 2022	Q3 – 2022
Sitework and Earth Retention Concrete	Structural Steel Roofing Building Enclosure Electrical	Framing and Sheathing Fire Protection Plumbing Mechanical	Concrete Building Enclosure Sitework and Earth Retention	Framing and Sheathing Structural Steel Electrical	Fire Protection Mechanical Plumbing

Procurement Packages Q4/Q1 – Sitework Activities

- Earthwork and site utilities
- Labor/workforce/SWPPP
- Shoring
- Utilities/foundation excavation & backfill
- Concrete/LSM supply
- Trucking
- Temp fencing
- Site demo & removal
- Municipal supplier/materials
- Paving/flatwork/curb underdrains



Procurement Packages Q4/Q1 – Site Services

- Chemical Toilets
- Hand Washing Stations
- Worker Break Trailers
- Jersey/Canopy Barriers
- Project Signs
- Traffic Control (Signs And Barricades)
- Flagger / Laborer
- Small Tools / Consumables
- Site Tracking Pads / Temp Roads
- Man and Material Hoist - Alternate
- Trash Chute
- Hoisting Platforms & Stair Tower
- Elevator Operator
- Lull with Operator (Laborer)
- Dumpsters
- Daily Clean-Up
- Final Building Cleaning (Finished Areas)
- Window Cleaning
- Interior Temporary Protection (Carpet Protection, Sticky Mats, Elevator Protection, Etc...)
- Fall Protection and Supplemental Perimeter Protection
- Floor Scrubbing Machines
- Fire Extinguishers
- Safety | Client Events
- Visitor and Consumable PPE
- Snow Removal / Skidloader
- Street sweeper
- Localized Temporary Heat/Dehumidification
- Watchman
- Security Camera Service -
- Overnight and Weekend Monitoring
- Noise and Vibration Monitoring
- Office Supplies
- Document Reproduction, Copying, Printing
- Utility Connections/Disconnects for Trailers
- Trailer Set-Up/Removal/Furniture/Miscellaneous
- Trailer Furniture
- Signs
- Worker Badging, Orientation Trailer & Entry
- Janitorial

Procurement Strategy and Schedule

R&D Center: Lump Sum Direct Award Through Welty | Gilbane

Q1 – 2022	Q2 – 2022	Q3 – 2022
<ul style="list-style-type: none"> • 03C – Stair infill concrete • 07D – Waterproofing • 07E – Exterior wall expansion joints • 11A – Lab casework and tops • 11B – Lab equipment (snorkels) • 11C – Lab equipment (fume hoods) 	<ul style="list-style-type: none"> • 03C – Stair infill concrete • 07E – Exterior wall expansion joints • 04A – Interior masonry • 05B – Misc. metals and stairs fabrication and install • 07B – Spray-on fire proofing • 08C.1 – Hallow metal and wood D/F/H (supply) • 08C.2 – Hallow metal and wood D/F/H (install) • 10F – Exterior building signage 	<ul style="list-style-type: none"> • 06A – Millwork/casework fabrication • 06B – Millwork/casework install • 06C – Rough carpentry/blocking/caulking • 07C – Perimeter fire stopping and smoke seal • 08B – Interior glazing and glass doors • 08D – Special/OH doors • 09B – Flooring • 09F – Painting/vinyl wall covering • 09G – Densified sealed concrete/polished concrete • 09H – Misc. specialties and finish allowances – TBD • 10B – Toilet accessories and partitions • 10C – Specialties • 10D – Loading dock equipment • 12A – Window treatments

Procurement Strategy and Schedule

Headquarters: Lump Sum Direct Award Through Welty | Gilbane

Q1 – 2022	Q2 – 2022	Q3 – 2022	Q4 – 2022	Later
<ul style="list-style-type: none"> • 03B – Deep foundations • 07D – Waterproofing and AVB behind stone @CMW • 11A – Parking control • 31B – Natural gas 	<ul style="list-style-type: none"> • 05D – Louvers • 07A – Roofing • 07B – Fire proofing • 08G – Doors/frames/hardware (supply) – garage • 08H – Doors/frames/hardware (install) – garage • 08J – Special/OH doors – garage • 11C – Building maintenance unit 	<ul style="list-style-type: none"> • 04A – Exterior stone/masonry • 05B – Monumental stairs • 05C – Expansion control joint covers • 09H – Flooring (RAF) • 10B – Specialties • 12D – Kitchen equipment • 12E – Furniture 	<ul style="list-style-type: none"> • 06A – Millwork/casework fabrication • 06B – Millwork/casework install • 08B – Interior glazing • 08C – Doors/frames/hardware (supply) – interior tower • 08D – Doors/frames/hardware (install) – interior tower • 09B – Flooring • 09F – Architectural finishes • 09G – Painting and vinyl wall covering • 10A – Toilet accessories & partitions • 10C – Exterior signage • 11B – Specialty space equipment (learning center, etc.) • 32A – Landscaping and irrigation • 32B – Site features/fencing 	<ul style="list-style-type: none"> • 08E – Doors/frames/hardware (supply) – exterior tower • 08F – Doors/frames/hardware (install) – exterior tower • 11D – Loading dock equipment • 12A – Window treatments • 12C – Site furnishings • 12B – Roller shades • 12F – Café appliances