

# Build-To-Lease Solutions



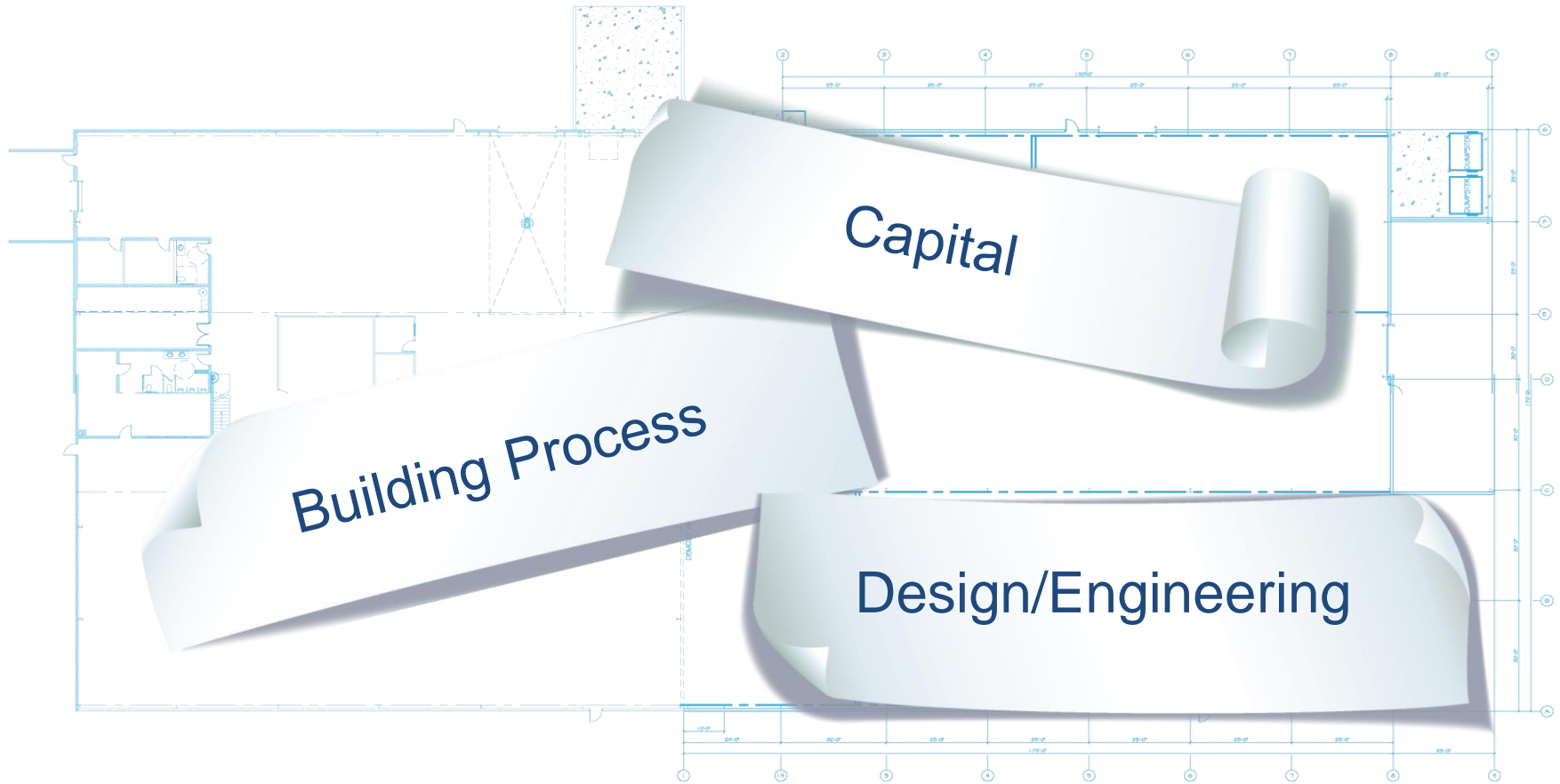
# WOW Build-To-Lease Solution

## Advantages include:

- Lease options with no up-front **capital** required
- Exceptional **design** expertise
- **In-the-box** engineering expertise
- Advanced knowledge of **food-product safety** requirements



# Building Project Challenges



A builder experienced in warehousing and light manufacturing facilities will help clients avoid making inadequate decisions on both price and quality that can have an impact on overall operational efficiencies.



# Building Options

1

## Conventional Architect Hard Bid

Architect hired for design; project is then bid out to contractors (time consuming)

2

## One-Stop Shop Design-Build

One firm does design work and construction

3

## Independent Construction Manager

Manages project, but doesn't do any design work

Companies have a variety of options for building projects and each has a downside. None address the major challenge of a building project tying up large sums of capital.



# WOW Solution: Design-Manage

- One point of contact
- Warehousing, light manufacturing experts
- Our approach saves time, because design and construction can occur simultaneously
- No upfront capital expenditures



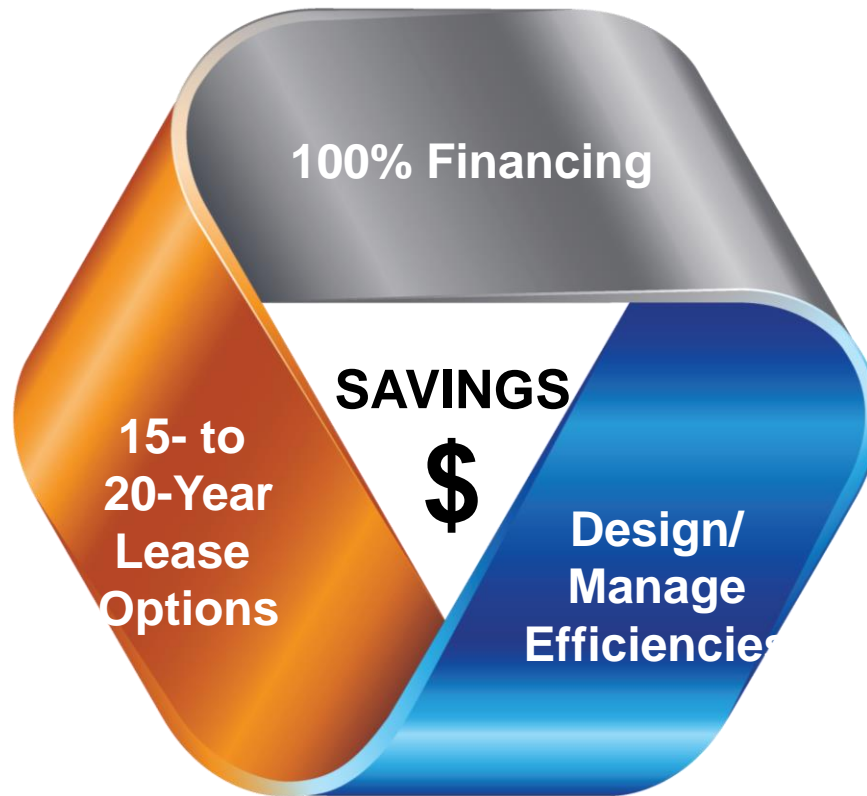
# WOW Solution: Design-Manage (cont.)

- On-site construction management
- In-the-box engineering (help selecting and placement of racking, MHE, and identifying product flow)
- Engineering
- Design
- Site selection
- Construction





# Dollars and Sense



Our 100% financing means no upfront capital costs to you.  
No other builder can offer this advantage.



# Better by Design

The efficiency of a storage facility is determined long before the product is delivered. Our deep-dive design process will:

- ✓ Discuss product **storage requirements** and pallet sizes
- ✓ Distinguish between facility **needs and wants**
- ✓ **Identify issues** with current facilities; plan for **future growth**
- ✓ Review receipts/year to determine **product flow**
- ✓ Break that flow down into days and **identify product turn** –  
**No other builder can offer this level of service**
- ✓ Work with our internal engineering experts to present **price vs. cost discussion** points
- ✓ Collaborate to create preliminary **budget estimate**





# Better by Design (cont.)

Our approach to **light manufacturing** projects is just as detailed.  
We will:

- ✓ Study manufacturing **process flow**
- ✓ Review **current space** and layout
- ✓ Provide an overall space **needs analysis**
- ✓ **Obtain input** from managers and supervisors
- ✓ Work toward a design that takes full advantage of **new equipment and technology**



# Expert Solutions

- 40 years of experience in warehousing/light mfg.
- More than 11 million sq. ft. of projects completed
- Experts in designing food-grade facilities



# Expert Solutions (cont.)

**Nobody** can match our **in-the-box expertise**. Our goals are **efficiency** in design and operations, **safety**, and **ergonomics**. Warehousing is our core proficiency. We'll act as an extra set of eyes and assist with:



- Selection, placement of racking
- Selection of MHE
- Warehouse design
- Expert advice on food safety elements



# Construction Innovations



WOW facilities are the **industry standard**. Our builder introduced **innovations** such as:

- Super flat floor
- Angled dock canopy
- Steel-lined concrete trailer pad
- Motion-sensor lighting systems
- PowerRamp dock
- HVLS fans
- Green hinges



# Superior Services

With WOW's additional offerings, distribution activities are further simplified through:

- Contract operations
- Commodity purchasing
- Transportation services



# Better By Design

WOW's Design-Manage solution is the **best option** for your warehouse or light manufacturing building project, because we offer **advantages nobody else can**.

- No upfront capital required
- 15- to 20-year lease options
- Design expertise
- In-the-box engineering expertise
- Food product safety guidance





# Questions, Final Thoughts.

