Project Planning Meeting

MEETING ID: 01K45QEV1Q6H0HS1PM7V1XR5P5

HOST: bclymer@alleatogroup.com

ATTENDEES: tony@ibexdevgroup.com,djkeehan@djkonline.com,bclymer@alleatogroup.com

The meeting aimed to discuss funding updates and the development of a new manufacturing facility in Cleveland.

SUMMARY

Team members expressed frustration over delays in funding approval, which jeopardizes project timelines. Philip Johnson detailed the fund structure involving variable rate demand obligations (VRDOs) with a 2% interest spread, mainly benefiting commercial real estate. Guardian proposed a 35,000 square foot manufacturing facility that will require an additional 10,000 square feet for Arc Edge. The manufacturing process will utilize two production lines for foam cutting and steel processing, outlined by specifications for panel sizes. Brandon Clymer's design proposes a demised space to enhance collaboration between Guardian and Arc Edge. The Cleveland site features suitable infrastructure, confirmed access, and geotechnical reports supporting construction. A monolithic slab construction approach will allow for winter work, with key milestones including lease negotiations around mid-October and projected approvals by late November to early December 2024, aiming for a construction kickoff in March 2025.

📋 \*\*Opening & Context Setting\*\* (00:07 - 02:32)

Team discussed waiting for funding approval updates, with participants expressing frustration over lack of communication and uncertainty about project timeline.

Brandon mentioned having contingency conversations about potential delays or project cancellation.

📊 \*\*Fund Structure Analysis\*\* (03:26 - 07:29)

Philip Johnson analyzed the fund's likely structure as variable rate demand obligations (VRDOs) - bonds structured from commercial real estate projects sold to foreign entities as Grade A bonds.

Fund likely acts as issuer and backer, earning interest spread of approximately 2% on these trillion-dollar bond market transactions.

🏭 \*\*Guardian Structural Technologies Overview\*\* (09:10 - 37:43)

DJ (GST) explained Cleveland is offering land for a 35,000 square foot manufacturing facility for Guardian panel production.

Arc Edge (solar) would require additional 10,000 square feet within the same building for combined 45,000+ square foot facility.

Building specifications: 22-foot eve height, 20-foot overhead doors, flat roof design with 20-foot clear height for racking.

🔧 \*\*Manufacturing Process Details\*\* (12:51 - 48:23)

Guardian operates two parallel production lines: one for foam cutting, one for steel processing, converging for panel assembly.

Raw materials: 16-foot EPS blocks (49" x 56") delivered via box truck to automated handling system.

Steel bundles: 16" wide x 32' long, processed through roll forming system.

Panel specifications: 4 feet wide x 32 feet maximum length, R-60 roof panels, R-35 wall panels.

📐 \*\*Facility Layout Planning\*\* (22:46 - 01:00:36)

Brandon Clymer proposed demised space design allowing independent operations while enabling cross-pollination between companies.

Arc Edge storage requirements: 800-900 square feet for 500 kilowatts of solar panels using 3-high pallet racking system.

Building orientation facing Cleveland Parkway with separate truck access for heavy-duty (Guardian) and dock positions (Arc Edge).

🗺️ \*\*Site Details & Infrastructure\*\* (54:47 - 01:06:30)

Parcel location: Parcel #029-17-044 in Cleveland, with existing utilities including gas, storm sewer, and hydrants.

Temporary construction roads will be removed; permanent Maplewood street access confirmed paved.

Geotech reports available for entire site showing "compactable clay" soil conditions suitable for pier foundations.

🏗️ \*\*Construction Approach\*\* (01:03:49 - 01:05:23)

Monolithic slab with frost-free footer (16" deep, 3' out, 2' wide) plus 42-inch piers for structural support.

Winter construction possible with pier system allowing slab pour in spring after ground thaws.

Guardian panels for both walls and roof; traditional structural steel with 8-foot joist spacing for cost efficiency.

⏳ \*\*Project Timeline\*\* (01:07:28 - 01:17:42)

City meeting scheduled: Week of October 15th (16th or 17th) for lease negotiation based on job creation commitments.

Projected approval: Late November/early December 2024 accounting for city council approval process.

Design phase: November-December start, 2-month permit timeline, March 2025 construction start optimal for weather conditions.

🖊️ \*\*Design Responsibility Discussion\*\* (01:13:51 - 01:16:36)

Guardian handles civil, structural, architectural design in-house; MEP design to be farmed out.

Brandon's team recommended for design-build MEP coordination due to manufacturing facility expertise.

Potential for increased Alleato Group involvement in overall design if Guardian lacks bandwidth.

🌟 \*\*DC Innovation Showcase Preparation\*\* (01:07:17 - 01:21:46)

DJ traveling to DC Friday for 5-day Innovative Housing Showcase.

Guardian bringing mock roof with two Arc Edge solar panels mounted on Guardian roof system demonstrating 2-inch airspace requirement.

Hat channel mounting system designed for easy installation directly onto Guardian tubes.

🤝 \*\*Additional Business Opportunity\*\* (01:28:57 - 01:30:39)

Philip Johnson referred Chris Marquetos (office manufacturing company owner) for 3-house project plus warehouse in Grand Rapids, Michigan area.

High-end residential builder connection through 15-year luxury home specialist interested in Guardian system trial.

- Team is experiencing frustration due to lack of funding approval updates, impacting project timeline uncertainty; contingency discussions led by Brandon highlight potential delays or cancellations.

- Philip Johnson outlined the fund structure as variable rate demand obligations (VRDOs) with a 2% interest spread on multi-trillion dollar transactions, primarily benefiting commercial real estate projects.

- Guardian's proposal for a 35,000 square foot manufacturing facility in Cleveland requires an additional 10,000 square feet for Arc Edge, totaling a planned facility of over 45,000 square feet.

- The manufacturing process will use two parallel production lines: one for foam cutting and another for steel processing, with specifics including 4-foot wide, 32-foot long panels.

- Brandon Clymer proposed a demised space design allowing independent operations while facilitating collaboration between Guardian and Arc Edge, optimizing workflow and storage needs.

- The Cleveland site (Parcel #029-17-044) has suitable infrastructure with existing utilities and confirmed access, with geotechnical reports indicating compactable clay soil for foundation support.

- The construction approach includes a monolithic slab with frost-free footer and piers, allowing for winter construction and efficient spring slab preparation.

- Project timeline indicates a city meeting for lease negotiation around October 15th, with projected approvals expected in late November to early December 2024, and an ideal construction start in March 2025.

- Guardian will handle in-house design responsibilities for civil, structural, and

🔍 Funding Frustrations: The team is anxious about delays in funding approvals, affecting project timelines.

🏢 New Facility Plans: Guardian's proposed facility in Cleveland will span over 45,000 square feet for manufacturing.

⚙️ Production Lines: The manufacturing process will feature parallel lines for foam cutting and steel processing.

🗓️ Timeline Insights: Key milestones include lease negotiations and expected approvals in late 2024.

📏 Design Collaboration: Brandon Clymer's design encourages collaboration between Guardian and Arc Edge.

ACTION ITEMS

\*\*Philip Johnson\*\*

Send mechanical seam clip specifications via email to DJ for DC showcase installation (01:24:28)

Provide marketing materials including video content and single-page literature for DC showcase by tomorrow (01:27:00)

Create QR code sheet with Arc Edge logo and standing seam solar panel description (01:27:33)

Connect Chris Marquetos with DJ via email and phone number for Michigan housing project (01:29:08)

\*\*DJ (GST)\*\*

Source mechanical seam clips from local Banner Roofing or ABC supply store for DC installation (01:25:47)

Meet with Cleveland city officials week of October 15th for lease negotiation (01:07:39)

Provide geotech reports to Brandon for soil bearing capacity review (01:06:41)

Discuss office bump-out design preferences with Brett (52:10)

Obtain Alta survey and other documentation from city land officials (01:02:14)

\*\*Brandon Clymer\*\*

Review geotech reports when provided to determine foundation requirements (01:06:00)

Coordinate with Arc Edge team on specific material handling and dock requirements

\*\*Tony Frisone\*\*

Clarify Arc Edge steel coil delivery method and material handling requirements with Sheffield supplier

KEYWORDS

Manufacturing facility

Guardian panels

Arc Edge solar

Cleveland development

Construction timeline

Design-build

PROMPT SUGGESTIONS

What are the specific reasons behind the funding approval delays?

How will the variable rate demand obligations impact project financing?

What is the expected timeline for the construction of the manufacturing facility?

How does the proposed design optimize collaboration between Guardian and Arc Edge?

What are the anticipated challenges in the construction process?

What role does the local infrastructure play in the project's development?

Transcript:

https://app.fireflies.ai/view/Cleveland-Manufacturing-Facility::01K45QEV1Q6H0HS1PM7V1XR5P5

Transcript File:

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Audio:

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Video:

https://cdn.fireflies.ai/01K45QEV1Q6H0HS1PM7V1XR5P5/video.mp4?Expires=1757145874&Policy=eyJTdGF0ZW1lbnQiOlt7IlJlc291cmNlIjoiaHR0cHM6Ly9jZG4uZmlyZWZsaWVzLmFpLzAxSzQ1UUVWMVE2SDBIUzFQTTdWMVhSNVA1L3ZpZGVvLm1wNCIsIkNvbmRpdGlvbiI6eyJEYXRlTGVzc1RoYW4iOnsiQVdTOkVwb2NoVGltZSI6MTc1NzE0NTg3NH19fV19&Signature=k7n1I7oa~xmOCLAq1wMLIuqENXPo8WImMjI8jCUG28d0grRHIo2ELAU~omsGAEVfrRp3oQ6I4B5afI6e-jexNQEr9oyIex6ji2bzICJzgADWlnZ~f8Q1zijL5xCxR7KBoc5xe82Yr0-CzRZ9~94TmrlcMopDge0UVmmTzZ1sE3xZwJ3VzZO9P0K3wLb6mvVimu9X~Ww1HjCdVQeommX6XJWfEzPWCzT-gdmhgLC8-bDPNJq9HpgbV6fDQUdcbFJPpt5TV7Djx7ojc-SnbxfPhMfpJlFEg9b5e-5vAN7PaBRWB6tPq9YU9VdVCpwVfRy7Z1GIQI6HoEXWngl2sR9Zmw\_\_&Key-Pair-Id=K25ZJR0UZVF4CM