



Foth Alternative Delivery –

Integration of Design & Construction

Client Success by Design

July 2020 – Keith Summers

SAFETY

Foth is Highly Focused on Safety

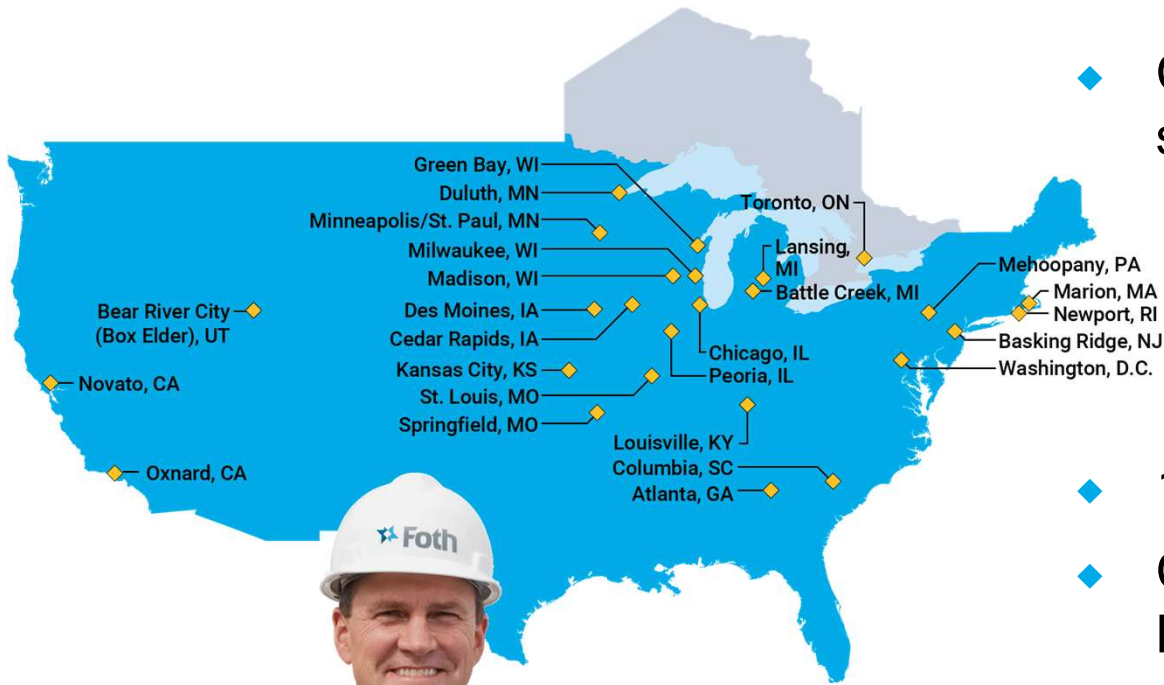
- ◆ Certified Safety Professional Staff (CSP)
- ◆ Corporate Safety Committee (meets quarterly)
- ◆ Office/Location Safety Leads



| | 2013 | 2014 | 2015 | 2016 | 2017 |
|------|------|------|------|------|------|
| TRIR | 0.36 | 0.38 | 0.00 | 0.39 | 0.00 |
| EMR | 0.83 | 0.70 | 0.66 | 0.64 | 0.66 |

TRIR = Total Recordable Incident Rate
EMR = Experience Modification Rate

Foth Overview



- ◆ Consulting and engineering solutions through:
 - Foth Infrastructure & Environment, LLC
 - Foth Production Solutions, LLC
- ◆ 100% member-owned business
- ◆ Corporate headquarters in Green Bay, WI
- ◆ 600 members

General Consulting Service Areas

Infrastructure Solutions



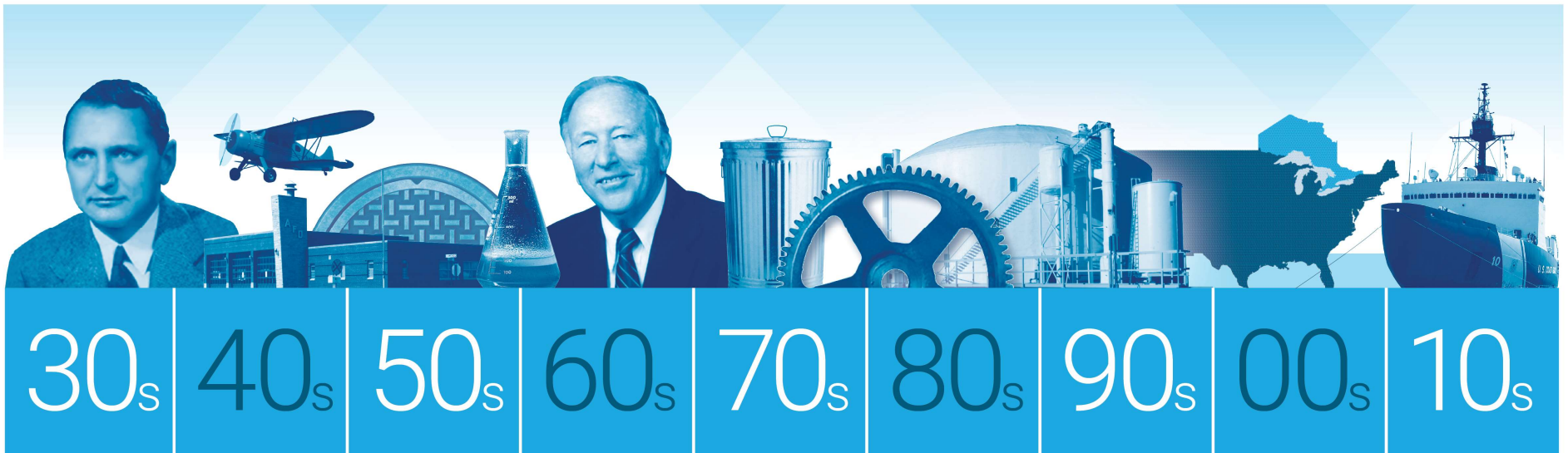
Environment Solutions



Production Solutions



History



Solving our clients' toughest science and engineering challenges...since 1938.

One Foth Culture

- ◆ Values-Based
- ◆ Client-Centered
- ◆ Member-Owned
- ◆ Influential
- ◆ Inclusive
- ◆ Continuously Learning
- ◆ Innovative
- ◆ Caring
- ◆ Relationship-Building
- ◆ Collaborative
- ◆ Results-Focused
- ◆ Flexible
- ◆ Safety-Minded
- ◆ Quality-Oriented
- ◆ Transparent
- ◆ Process-Driven
- ◆ Strategic
- ◆ Ethical



Our Partners



Procter & Gamble (1984)



Mars/Wrigley (2005)



Mondelez (2012)



MillerCoors (1989)



Kimberly-Clark (2007)



Duracell (2014)



Kraft Heinz Company (1994)



Post (2008)



Georgia Pacific (2015)



United States Postal Service (1996)



Nestle (2010)



Anheuser-Busch (2015)



Johnson & Johnson (1997)



Campbell's Soup Company (2010)



McCain Foods (2016)



3M Company (2002)



Schreiber Foods (2010)



Blue Diamond (2017)

...serve with our scale...



Environment Division Delivers...

Strong Client Advocacy

Solve Complex Environmental Problems

- ◆ High Complex Environmental Problems
- ◆ Multiple stakeholders

Technical Competencies

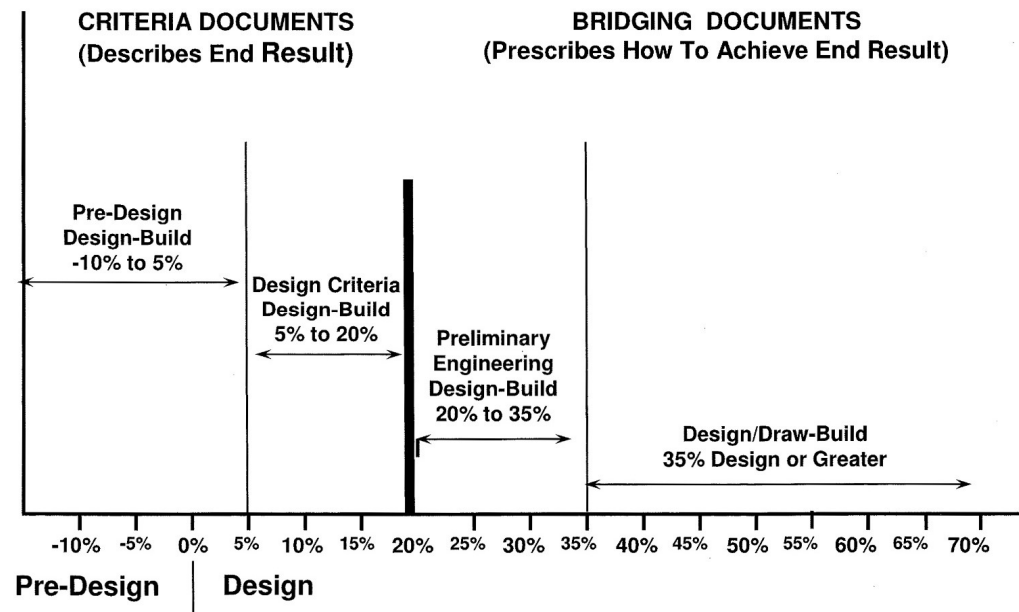
- ◆ 160 Environmental professionals
- ◆ Engineers, scientists, technicians, and data management

Project Execution

- ◆ Best fit client needs
- ◆ Professional services/Alternative Delivery

Design Build Approaches:

- Traditional Design Build/Progressive Design Build





Alternative Delivery- Project Examples

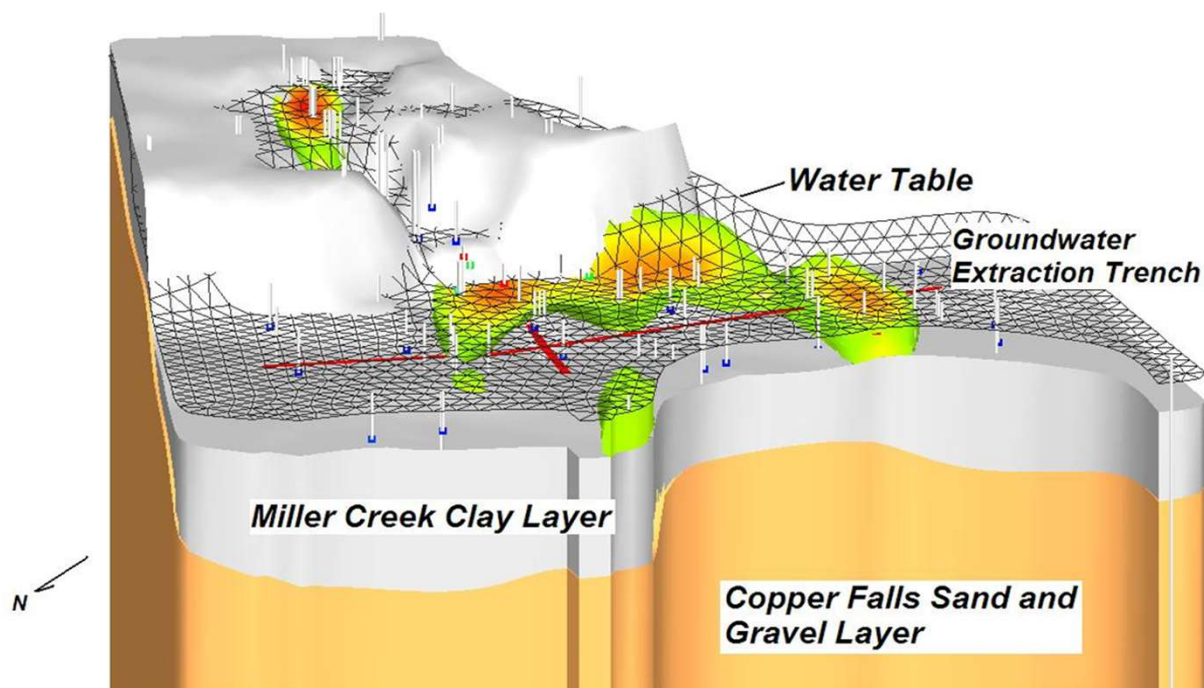


Ashland/NSP Lakefront Superfund Site

Phase 1

Phase 2

Background – Site Hydrogeology



Water Treatment –

DBMO - Schedule, Performance Guarantee



Soils Containment & Treatment –

DB - Schedule, Performance Guarantee



MGP Site Dredging – DB - Schedule & Performance Guarantee



Wastewater Treatment –

DB - Price, Schedule, Perf Guarantee



- ◆ Abandonment of unlined lagoon
- ◆ Dewatering/disposal of solids
- ◆ Construction of four lined storage and treatment lagoons
- ◆ New chemical feed systems
- ◆ Additional spray irrigation



Mining Client- Copper Attenuation

- Design Build



Lagoon/Liner Systems

- Design Build- Schedule, Performance, Price Guarantees



Navigational Dredging- Racine, Washington Island, WI

- CM at Risk- Cost Guarantees



Marine Infrastructure- Seawalls, Docks, etc

- Design Build, CM at Risk- Price, Schedule Guarantees



Seawall- Kewaunee, WI

- CM at Risk



Foth APD Differentiators

◆ Proven Track Record

- On time, one budget, perf specs met

◆ Engineering/Construction Integration

- LT relationships w/ contractors
- Contractor is part of design team

◆ Depth of Experience

- Earthwork
- Marine Infrastructure/Dredging
- Contaminated Sediments
- Remediation

◆ Project Funding- Public Projects

- Expertise – obtaining grant funding

Alternative Delivery Advantages

| Differentiator | DB | CMAR |
|-----------------------------|-----|------------------|
| Schedule | Yes | - |
| Single Point Accountability | Yes | Yes - Foth Model |
| Less Owner effort | Yes | Yes |
| Constructability | Yes | - |
| Integration of Eng/Const | Yes | Yes - Foth Model |
| Ease of Change | Yes | Yes |
| Performance Guarantee | Yes | - |

Why Choose Design Build?

- ◆ Resources: Owner Lacks PM/Engineering resources
- ◆ Schedule: Is critical; (tight timeline)
- ◆ Cost Certainty: Or other risk sharing
- ◆ Performance Guarantee: Meet performance specifications
- ◆ Integration: Values integration of engineering/construction

Construction Disciplines

- ◆ Mechanical wastewater plants
- ◆ Lagoon-based waste water treatment
- ◆ Sediment dredging/capping
- ◆ Copper attenuation
- ◆ Seawalls, Docks
- ◆ Rubble mound breakwater
- ◆ Foundations for shiplifts
- ◆ Sheet pile walls
- ◆ Slurry/Bentonite walls
- ◆ Soil treatment
- ◆ Landfill cells and caps
- ◆ Liner, drainage and aeration systems
- ◆ Retention basins

Specialist In

- ◆ Permitting
- ◆ Facility Audits
- ◆ Water and Wastewater Management
- ◆ Environmental Investigations and Remediation
- ◆ Waste Management
- ◆ Compliance Assessment and Reporting
- ◆ Due Diligence Audits
- ◆ Agency Negotiations

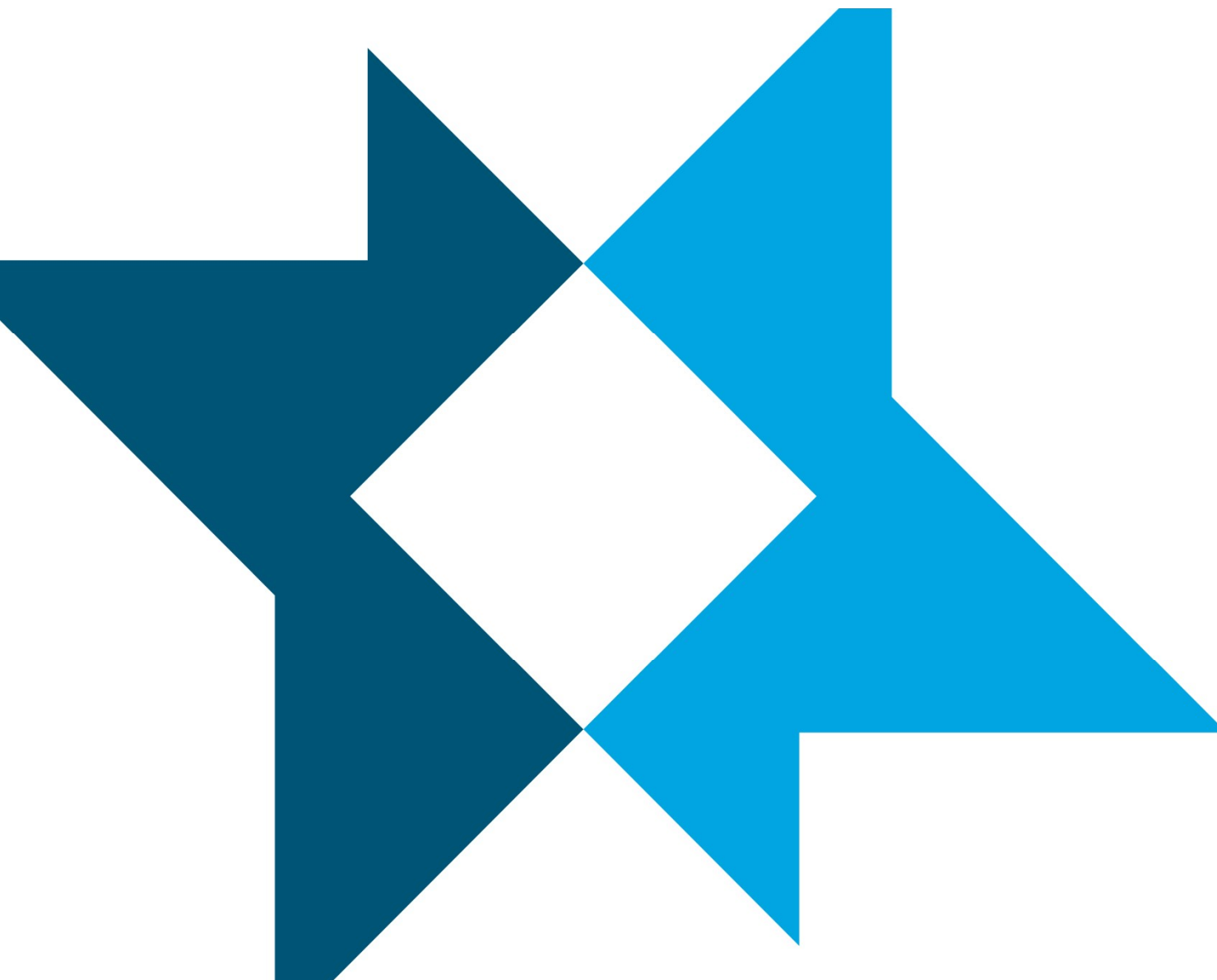




Next Steps

Questions & Answers





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