

Twin Cities  
**CONSTRUCTION**  
**Trends**

2018 VOL.2



Improving business performance  
**THROUGH THE STRENGTH OF OUR INTERIORS**





**Mitch Weaver**  
Executive Vice President of Operations

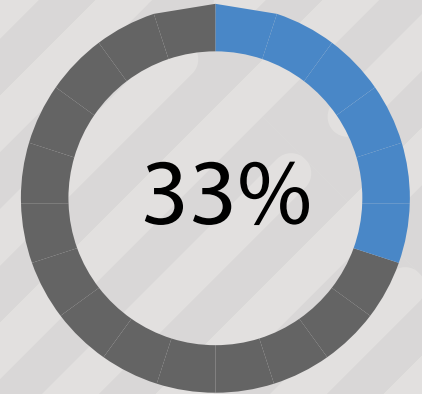
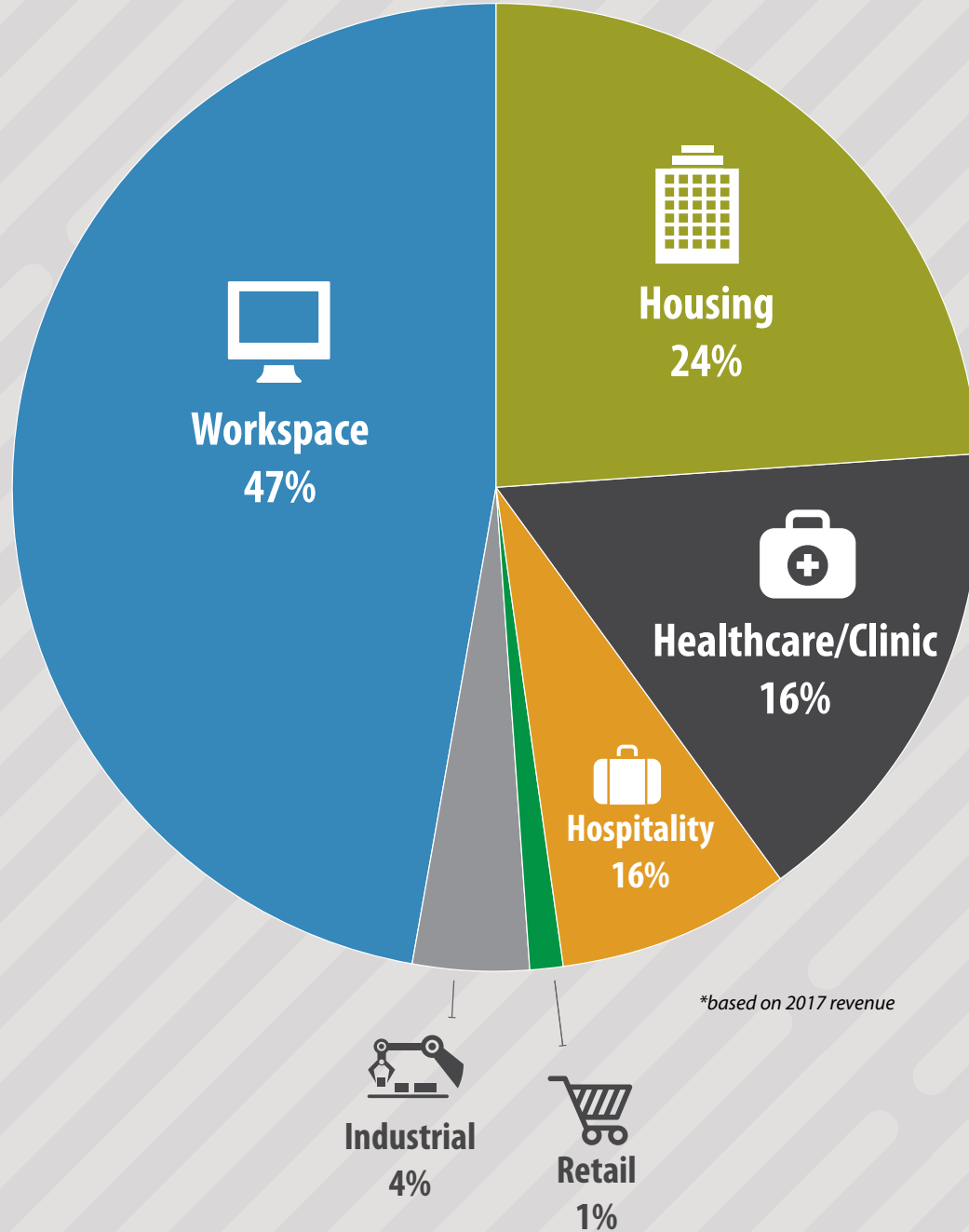
**David Rau**  
Director of Business Development

**Spencer Finseth**  
Principal

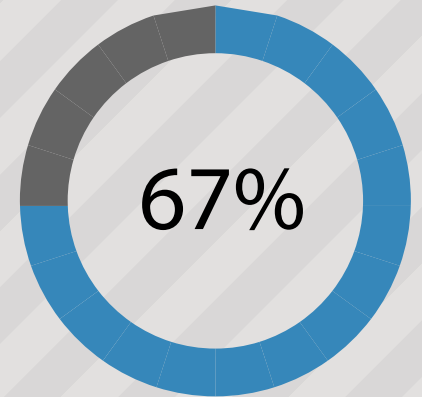
# The Numbers

2017 Revenue: \$175 Million

- 90 Fortune 500 clients
- 30+ Educational clients
- 100+ Financial clients
- 50+ Industrial clients
- 15 of the Top 25 Largest Law Firms
- 26 Architectural Firms
- 3 of the Top 5 Largest Healthcare Providers in MN



New Construction/Building Repurposing



Tenant Improvements

## Regional Expertise

In 2017 (within a 100 mile radius of the Twin Cities)  
the Greiner team has constructed:

---

**850**

**Projects**

**3 million**

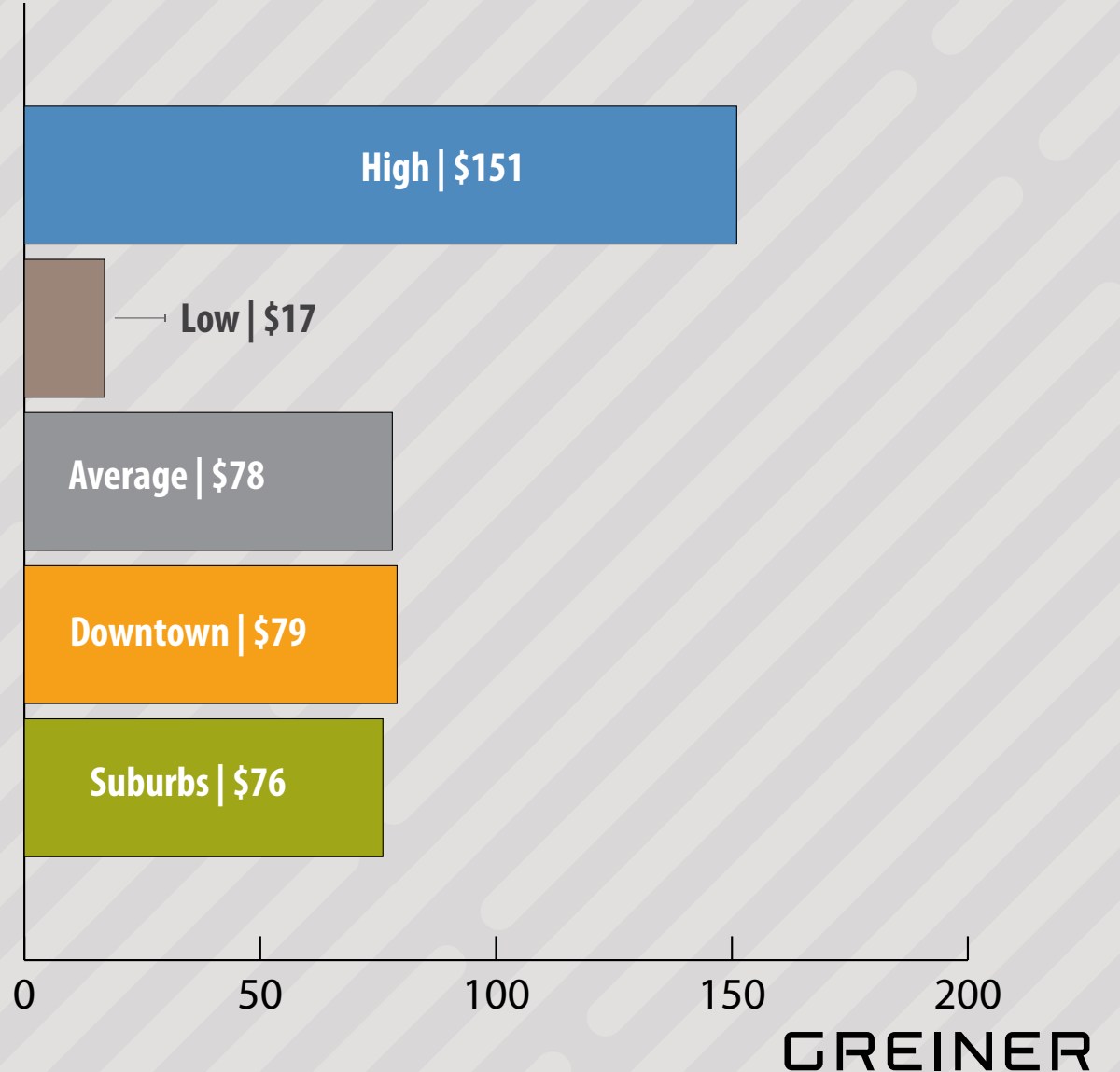
**Square Feet**



# Workspace 2017-2018

0-20k Square Feet

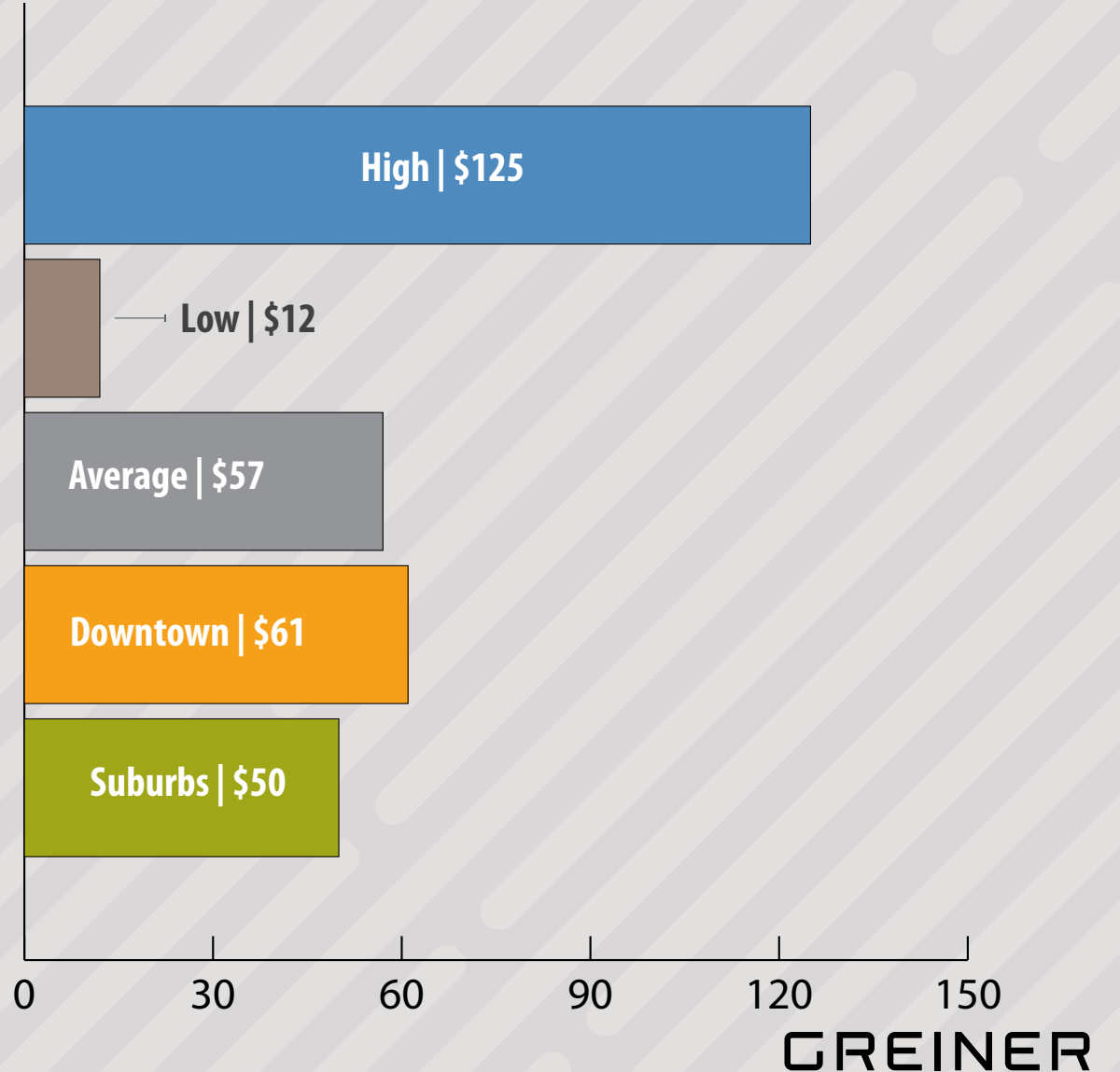
Square foot averages are based on Greiner projects \$250k+, which includes refresh (paint/carpet) and full build-out.



# Workspace 2017-2018

20-30k Square Feet

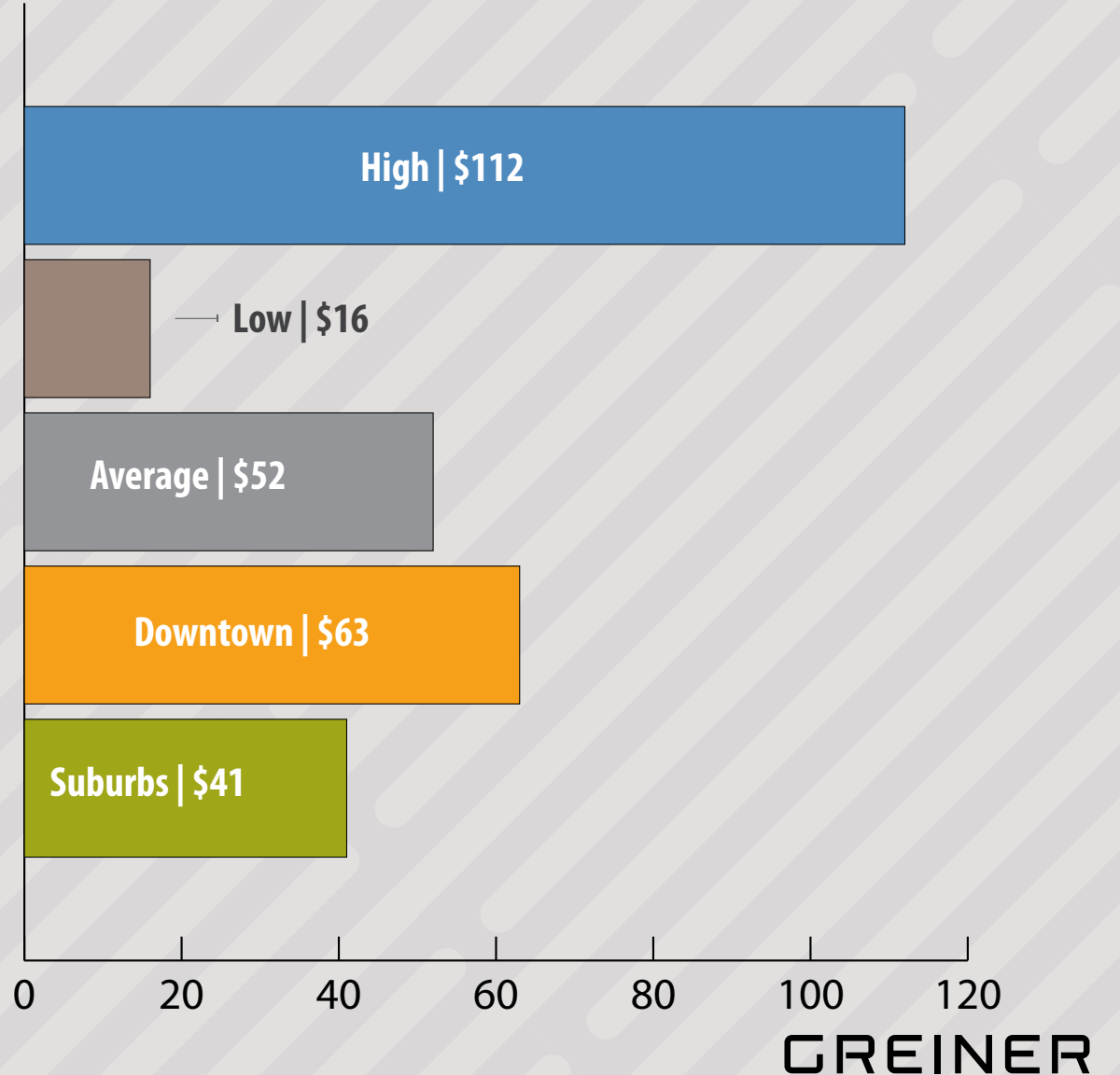
*Square foot averages are based on Greiner projects \$250k+, which includes refresh (paint/carpet) and full build-out.*



# Workspace 2017-2018

30-50k Square Feet

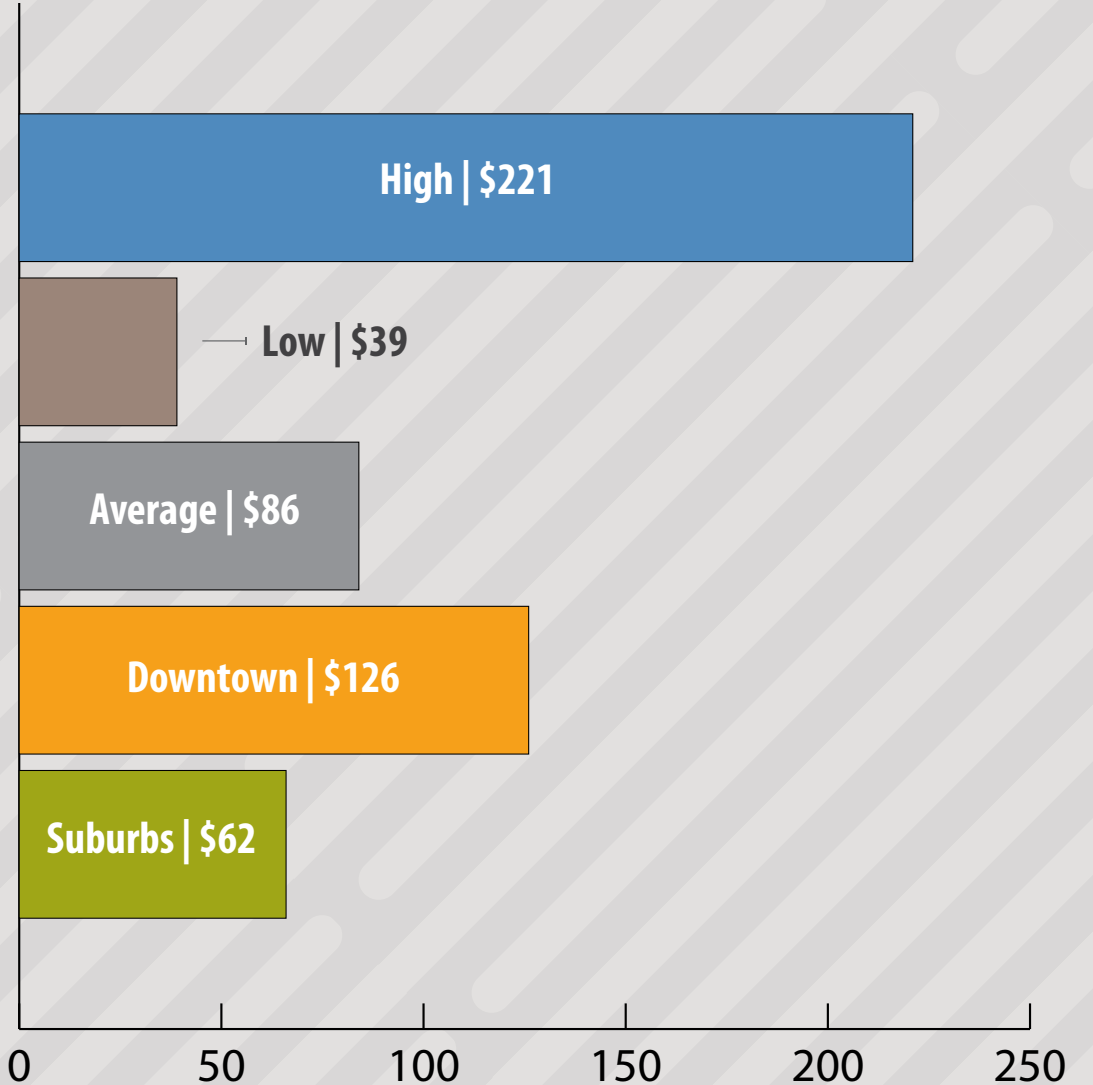
Square foot averages are based on Greiner projects \$250k+, which includes refresh (paint/carpet) and full build-out.



# Workspace 2017-2018

50k+ Square Feet

Square foot averages are based on Greiner projects \$250k+, which includes refresh (paint/carpet) and full build-out.





# Workspace Averages

Full Build-Out Only  
(remove refresh: paint/carpet projects)

---



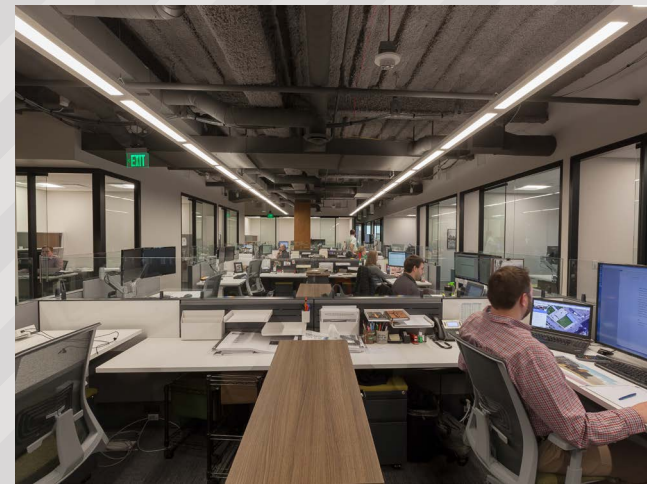
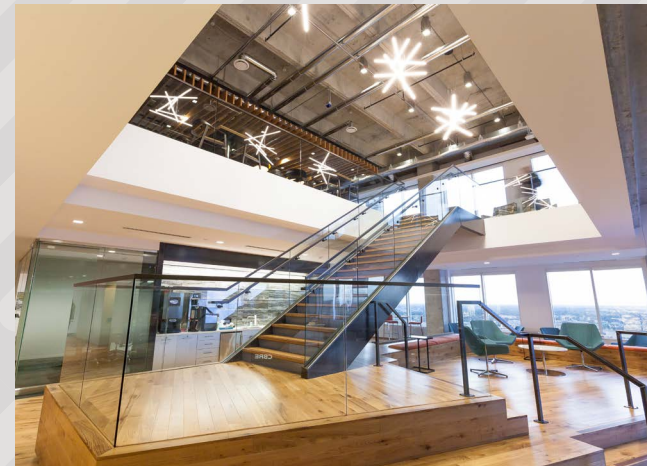
**Class A | \$83/SF**



**Class B | \$58/SF**

# Workspace Influences

<b>Light build</b> = 70% open office	(-) \$9-\$14/SF
<b>Medium build</b> = 45% open office	average
<b>Heavy build</b> = 20% open office	(+) \$10-\$15/SF
<b>Heavy glass</b> office fronts	(+) \$10/SF
<b>Raw Industrial</b> space build-out	(+) \$9-\$14/SF
<b>Other</b>	
Open ceilings	(+) \$6/SF
Paint/Carpet	\$12/SF
Demolition	\$3.50/SF



# 2018 Pricing Prediction

Based on Greiner's Subcontractor Costs

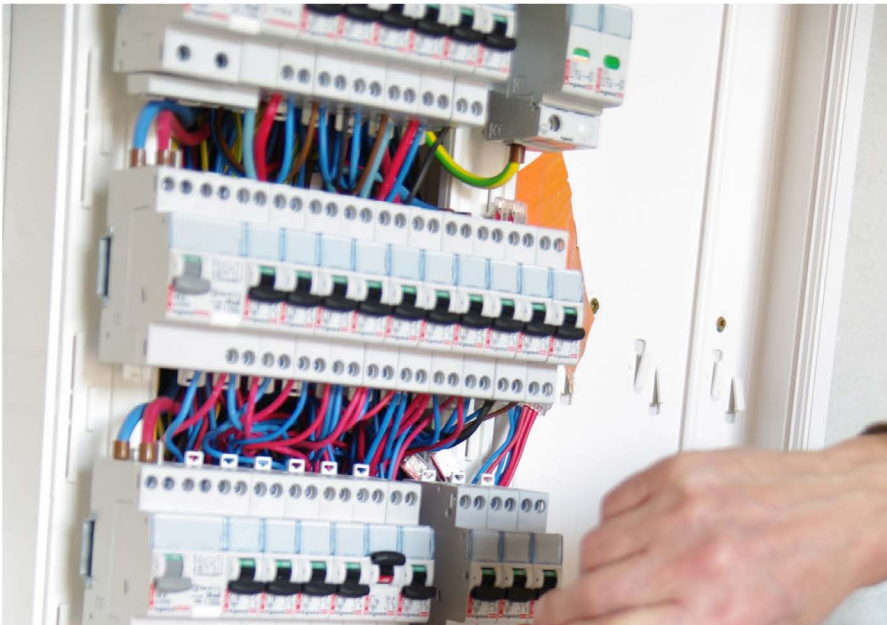
---

Increase

- 10% Drywall
- 4% Doors/Hardware
- 16% Steel
- 3% Concrete
- 22% Wood
- 5% Glass
- 3% Flooring
- 3% HVAC
- 3% Electrical
- 3% Precast
- 10% Overall



# Factors and Trends



# Factors & Trends

## Skilled Industry Workers

---

2008

1.5 Million Left the Industry

---

Today



# Factors & Trends

## High Demands

---

- High demand has forced overtime hours to satisfy production time of materials ultimately increasing supply cost.
- Both labor shortages and high demands have caused typical schedules to be extended 10-15%.
- Subcontractors are being creative with their process and workforce.



# Historic/Building Repurposing

2017-2018 Total Construction Cost (SF) of Historic/Building Repurposing Projects

