

August 7, 2015

Commissioner Nancy Thellman
Commissioner Mike Gaughan
Commissioner Jim Flory

Acquisition of East Hills Business Park parcel & access for due diligence

Dear Members of the Douglas County Commission

It is my honor today to be writing to you on behalf of ProSoCo, and the company owners Bruce Boyer and David Boyer. ProSoCo was founded by Bruce and David's grandfather more than 75 years ago. David's son Jacob joined the company recently – making it a 4th generation family-owned company and a wonderful local business here in Lawrence. ProSoCo produces and sells products for building protection and restoration, including such historic structures as the United States Capitol Building, Grand Central Station, the Smithsonian Institute, and Westminster Abbey not to mention our own Douglas County Courthouse, Kansas State Capital and multiple buildings on KU's campus.

Bruce and David have been in negotiations for the last several months to join forces with a bright, entrepreneurial architect who has developed a new insulated wall-panel product for the high-performance segment of the construction industry. They plan to manufacture this product right here in Lawrence, with the announcement of their new venture "Build Smart" (press release attached). Build Smart will offer the home building industry one of the "greenest" technologies in the market. Bruce and his colleagues anticipate it has the potential to transform how homes are built in America -- and in the process change how our homes consume energy.

We have all read recently of the unfortunate news that another of our area companies, Kinedyne, will be closing their Lawrence plant at the end of the summer, and only maintaining a small office staff here locally to complete that transition. It is sad news for our community any time we lose a major employer, and it often leaves employees and their families in limbo, as well as vacant real estate on the market.

The timing of the Build Smart launch is thus most fortuitous. Bruce and his brother have placed a conditional contract on the Kinedyne property that is now in escrow under their real estate holding company Boyer Properties LP. Their goal is to complete the purchase of the Kinedyne property this fall and begin manufacturing Build Smart product by next spring. They are currently in what is known as their "due diligence" phase. During this period they will conduct the standard inspections, and also converse with various governmental bodies that have jurisdiction over this project.

One of the key elements of making this project successful will be to create a full driveway around the entire building, and knocking out much of the north wall to add at-grade overhead doors to receive raw materials and ship out finished goods. The building is currently constructed almost to the setback line on the west side, and there is not enough room to construct a driveway around the west side. There is however a County-owned vacant tract of land directly to the west of the Kinedyne property, which is also directly south of the ProSoCo property. It is irregularly shaped, and has at least a 50 foot drop from the top of the site to the street level. The street itself has a drop from the south property line of the county lot to the

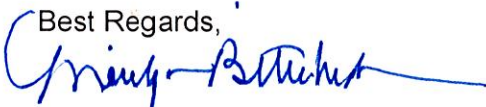
north side which could be as much as 20 feet. It is a very challenging site, and in my professional opinion would be highly unlikely to be considered a "buildable" site for a business. It could however accommodate a driveway and provide the access necessary for Build Smart to allow them to occupy the Kinedyne property.

Bruce and David are thus asking the County to grant Boyer Properties LP the title to this lot, at no cost. I don't believe it will be a useable lot to anyone other than a neighbor, and with your help to bring this project to fruition, Bruce and David will be the neighbor on both sides. It thus only makes sense for them to have the connecting lot in between that will allow Build Smart the access it needs to operate successfully here in Lawrence.

Boyer Properties LP is not planning to ask the city or the county for any economic incentives for this project. No tax abatement request, no TIF, no IRB issue, nothing other than the deed to this lot, and hopefully your collective support and enthusiasm for their project, and timely assistance and facilitation with any site development issues.

We are on a fairly tight timeline, and would appreciate your response by August 26. In the meantime it would be very helpful if Bruce and his surveying and civil engineering consultant Landplan Engineering would be granted immediate access to the lot to do some preliminary evaluation for the road while they are there to do the survey work for the Kinedyne acquisition. There will be no invasive work on the County parcel. If you could have Craig give either myself or Bruce a call about this access request while you are considering the deed request we would be most appreciative.

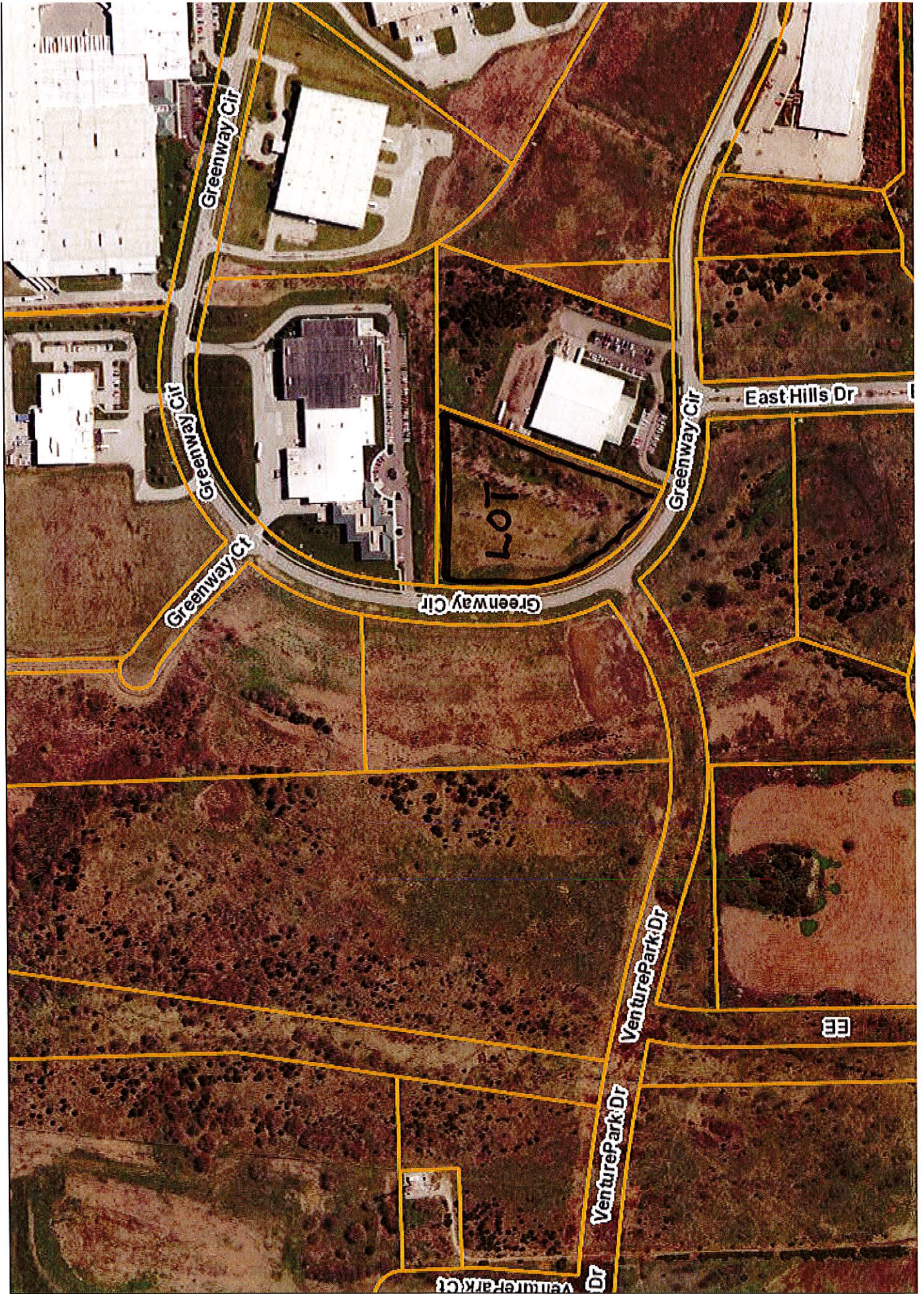
Best Regards,



Marilyn Bittenbender

CC: County Administrator Craig Weinaug

Douglas County Lot



Lawrence-based company announces partnership

Lawrence, Kan. – PROSOCO announces a partnership with highly regarded architect, builder and Passive House consultant Adam Cohen in a move designed to make durable, super-energy-efficient construction simple, affordable and accessible for any builder, architect, developer or homeowner.

The new entity, called Build Smart, will produce three revolutionary products -- pre-fabricated, energy-efficient wall panels, slab foundation forms and precast and insulated basements. The venture is expected to require additional manufacturing and warehouse capacity.

The Build Smart products solve several problems in the marketplace for energy-efficient design and construction:

1. **It can increase cost.** The high-performing Build Smart system makes extreme-energy-efficient construction affordable.
 - a. For **single-family projects**, the Build Smart system yields a 65-75% reduction in energy bills, easily offsetting the monthly cost for the fractional increase in construction cost.
 - b. For **multi-family and larger commercial projects**, the Build Smart system can typically be implemented for market rate with no cost premium by applying the savings from the 40-60% mechanical system size reduction to the envelope improvements.
2. **It can be complicated.** Build Smart simplifies the process of building a high-performance, energy-efficient structure. The factory-manufactured modular components come with pre-installed, energy-efficient windows and doors. Continuously insulated panels, precast and insulated basements, and slab foundation forms are delivered directly to the job site for simple final assembly by conventional builders and trades.
3. **It can look unusual.** Build Smart panels allow the use of traditional designs.

"I created these products for my design/build work, and I've long wanted to bring them to a wider audience," Cohen said. "I'm extremely pleased that it's finally possible through the Build Smart partnership with PROSOCO. The ultimate goal is to change the way we build in North America to bring energy efficiency within reach for anyone."

PROSOCO's R-Guard products are a natural fit with the Build Smart system. They're designed to work in real-world conditions of both the new construction and building repair industries – that includes substrates that are frequently wet and not pristine, and working conditions that are seldom ideal, said David Boyer, president and CEO of PROSOCO.

"Build Smart takes this mindset one step further," Boyer said. "Site erection is fast using the same R-Guard detailing products already available. This dramatically reduces the construction cycle and maximizes productivity – and profits – of quality builders whose clients now demand durable, energy-efficient buildings."

"By standardizing the components, the computer modeling for the client's desired building performance is streamlined. Build Smart delivers quality-assured, pre-assembled building modules that maximize energy efficiency while minimizing cost."

The Build Smart products – which are ideal for use on residential, multi-family, commercial or mixed-use spaces, will be available for order this fall.

Learn more today at BuildSmartNA.com.

About PROSOCO

PROSOCO is a national manufacturer of products for cleaning, protecting and maintaining concrete; making building envelopes air- and water-tight; and cleaning, protecting and restoring new and existing masonry buildings. The company has occupied its current headquarters in the East Hills Business Park in Lawrence, Kan., for 16 years. PROSOCO employs more than 80 full-time employees.

For more information, contact:

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