



SEE NOTE 5

# Spiegelglass Construction Company

**Your blueprint for success.  
Since 1904.**

[www.spiegelglass-gc.com](http://www.spiegelglass-gc.com)



# About Us

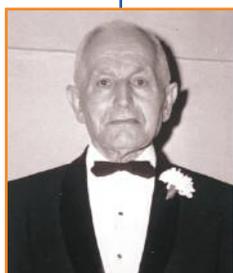
Based in St. Louis, Spiegelglass Construction Company has been a family-owned general contractor since its inception in 1904. The company's client portfolio includes national chains and independently-owned businesses, and spans industries including restaurants, retail shops and interior finishes.

With an exclusive focus on commercial construction, the company's leaders combine a personal passion for turning their clients' visions into reality with the know-how of a company that has been in business for more than 110 years.

The company enjoys an honorable, well-deserved reputation among clients, subcontractors and business associates for closely adhering to the values that have sustained the business since 1904.

Rooted in integrity,  
Spiegelglass  
Construction stands  
above its peers with  
its personalized  
client service,  
unparalleled  
craftsmanship and  
a commitment to  
excellence.

## CREATORS OF A LEGACY | 110 YEARS



Joe  
Spiegelglass



Harold  
Spiegelglass



Mel  
Spiegelglass



Barry  
Spiegelglass



Tim  
Spiegelglass



# Services

## RESTAURANT EXPERTISE

Spiegelglass Construction is the go-to general contractor for franchise owners, chefs and restaurateurs throughout the Midwest. Many clients won't sign a lease until longtime partner Spiegelglass has done a site visit to ensure feasibility, and the company's strong restaurant experience has been recognized in media outlets including the St. Louis Business Journal.

The company's owners are called upon to give speeches to students at L'Ecole Culinaire so they enter the industry with an understanding of what it takes to build a restaurant.

## SERVICES WE OFFER

- Project Planning
- Pre-Construction
- General Contracting
- Construction Management
- Value Engineering
- Ground Up
- Design-Build
- Remodeling

“For us the key is to build the relationship and partner with our clients for the long-term. We do that by keeping high standards and delivering projects on time.”

-Barry Spiegelglass,  
President





# Projects



## WASABI : MULTIPLE LOCATIONS

Owners Jon Kim and Lynn Weller wanted a strategic partner to support their growth plans. Spiegelglass handled the design-builds, directed an extensive group of vendors, scouted out potential location sites and sourced affordable materials that retained the integrity of the design.

## PANERA : MULTIPLE LOCATIONS

When start-up St. Louis Bread Company (which now operates as Panera) was looking for a partner to manage construction due to the high level of growth in the 1990s, the founding owners turned to Spiegelglass Construction.

Today, Spiegelglass continues to consult with Panera on the concept's evolution and has bid, won and built more than 300 locations with corporate and franchise owners in St. Louis and throughout the Midwest.



## MENCHIE'S FROZEN YOGURT : FENTON, MO



Spiegelglass worked closely with the franchise owner and Menchie's home office to build out the first franchise in the St. Louis area. With more than 1800 square feet and a seating capacity of 30, the store has five areas: a kitchen (not visible to guests), a yogurt wall, topping stations, a service circle and indoor/outdoor seating. Through the glass storefront, customers can see a brightly colored interior, an S-shaped counter, and curved walls with distinctive ceramic tiles.



## FIRST WATCH : MULTIPLE LOCATIONS

Spiegelglass prides itself on longstanding client relationships, and the company has built eight locations for First Watch, each completed in an aggressive eight week timeframe. Years later, when the chain decided to do a redesign on four of the locations, Spiegelglass was called upon to complete the projects - after hours - so there was no disruption to their business.



### 6 NORTH CAFE : BALLWIN, MO

As an independent cafe owner, Mike Altrudo had a lot to think about when he decided to open a second location. Fortunately, the construction process was not one of them. From signing the lease to coordinating with the developer, Spiegelglass made sure that the cafe was not only ready for the opening of the center, but that it reflected the vision of the owner.



### THE ORIGINAL PANCAKE HOUSE : CHESTERFIELD, MO & LADUE, MO

Franchise owner Gordon Manus called on Spiegelglass to build the first Original Pancake House in 2007, and then called back five years later to build out a second location where Spiegelglass coordinated timing with the landlord's portion of the work, and gutted the interior of the 6,500 square foot space turning it into a warm and inviting environment.



Noodles & Co.



Flemings

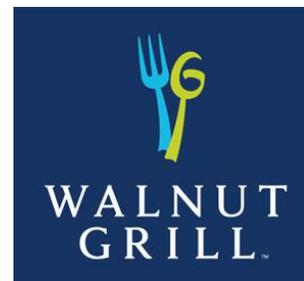
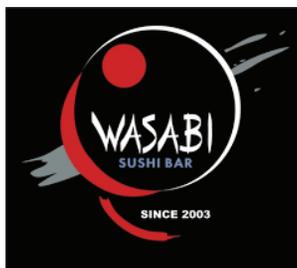


Brio's

- 6 North Cafe
- Arch Café - Gateway Arch
- Benito's- Multiple Locations
- Bonefish Grill
- Canyon Cafe
- Cardwell's
- Casa Del Mar
- Cheeburger Cheeburger
- Crazy Bowls and Wraps
- Culpepper's Bar & Grill
- First Watch - Multiple Locations
- Fitz's Root Beer
- Flemings Prime Steakhouse & Wine Bar
- Fratelli's
- Grassi's West
- J. Bucks - Multiple Locations
- Kaldi's Cafe - Multiple Locations
- Katie's Pizza & Pasta
- Kobe Steak House of Japan
- Nami Ramen
- Noodle's & Co.- Multiple Locations
- Panera Bread - Over 300 Locations
- Rock & Brews
- Ruby Tuesday
- San Sai Japanese Grill - Multiple Locations
- Shake Shack
- Smoothie King - Multiple Locations
- Squire's
- Tigin's Irish Pub
- U-Swirl
- Vin De Set
- Vito's
- Walnut Grill
- Wasabi - Multiple Locations



# Partnerships





# Media Recognition

## ST. LOUIS BUSINESS JOURNAL

FROM THE NOVEMBER 4, 2016 ST. LOUIS BUSINESS JOURNAL

### Menu staple: Builder Spiegelglass at 350 Paneras and growing

Wasabi Sushi Bar CEO John Kim was unsure whether St. Charles would be a good spot for his restaurant chain's next location. Its Town & Country location has a lounge area where guests can order drinks while waiting for their tables, but the St. Charles location he was scouting last year, at 1650 Beale St., had as its neighbor a Bar Louie, which touts its "bar experience."

Tim Spiegelglass, co-owner of Spiegelglass Construction Co., which specializes in restaurant and retail builds, told him to focus on the restaurant concept and not compete with Bar Louie as a bar setting, Kim said.

"He provided some great input to make our St. Charles location better," Kim said. "You keep what works. And what doesn't work, you change." Finding a niche in construction and providing insight on a build before a client signs a lease, Spiegelglass said, is how his company survived the recession. The commercial contractor in 2009 moved to a cloud-based system, enabling it to downsize its office, and also subcontracted more work. Spiegelglass Construction, which has 10-15 employees, earned \$10 million in revenue last year and is on track to earn that again this year, he said.

Wasabi – which now has seven St. Louis-area locations, including the St. Charles site, and one in Lakewood, Colorado – is one of several long-term

clients of the Maryland Heights-based construction company. It's also built restaurants for the First Watch chain here, as well as KISS bandmates' Gene Simmons and Paul Stanley's Rock & Brews restaurant in Chesterfield that's set to open Nov. 7.

Other Spiegelglass projects include the \$3 million renovation of The Sound Room in Chesterfield, the \$750,000 Slider House restaurant in Rock Hill and the \$1.6 million Bonefish Grill in Brentwood. Spiegelglass' biggest client is Panera Bread Co., for which it has built over 350 locations in the Midwest since 1991. The fourth-generation, family-owned company, founded over 100 years ago, credits Panera for developing its restaurant niche.

"You don't continue to work with a client like that and not deliver on time and on budget," Spiegelglass said.

The construction firm is pushing for bigger growth (it also builds facades on strip centers), and he is looking to hire two project managers and focus on franchise restaurants and retail builds. According to Spiegelglass, franchises are "always expanding and always have jobs."

Steph Kukuljan | Reporter. *St. Louis Business Journal*



#### YOU'VE LIKELY DINED AT A SPIEGELGLASS-BUILT RESTAURANT:

- ▶ The Slider House, Rock Hill
- ▶ Bonefish Grill, Brentwood
- ▶ Wasabi Sushi Bar, multiple locations
- ▶ Vin de Set
- ▶ Brio Tuscan Grill
- ▶ Fleming's
- ▶ First Watch, multiple locations
- ▶ Panera Bread Co., multiple locations

DILIP VISHWANATH | SLBJ



# Media Recognition

October 12th 2018

## ST. LOUIS BUSINESS JOURNAL

### SPIEGELGLASS CONSTRUCTION

4TH GENERATION AND BEYOND

If you've ever dined out in St. Louis, you've probably set foot in a restaurant built by Spiegelglass Construction Co. And if you've ever eaten in a Panera Bread Co. location, you've almost certainly been to a restaurant built by the Maryland Heights-based company.

It was after building locations for Panera in the early 1990s that contractor Spiegelglass Construction found its niche in restaurants.

Over the past century, the company has taken on a variety of building jobs as construction and development evolved in the St. Louis region. It ultimately narrowed its focus on restaurant, retail and corporate interior work. Joe Spiegelglass started the company in 1904 as a one-man operation that mostly did repair work for downtown storefronts.

Today, the company is run by its third and fourth generations with co-owners Barry Spiegelglass and Tim Spiegelglass at the helm. The father and son duo said the company's strong reputation has kept it thriving and allowed it to cultivate long-term clients such as Panera.

"Fortunately, since 1991 when we did the first store for them, we're still doing stores throughout the years as they've evolved and went to different owners," Barry said.

Spiegelglass Construction has built more than 400 Panera restaurants. The firm, which has about 15 full-time employees, also has built multiple locations for restaurants such as First Watch and Wasabi Sushi Bar. Spiegelglass Construction declined to disclose revenue.

"Our long-term clients is where we can see our value, that people keep on coming back to us," Tim said.



Recent work for Spiegelglass includes construction of the region's first Shake Shack location in the Central West End and The Arch Cafe, located inside the Gateway Arch and built as part of the Arch grounds' \$380 million revamp. The company is also general contractor for Fitz's Root Beer's planned location at the new \$7 million Gathering Square development in South County.

Fitz's owner and President Michael Alter said his company chose Spiegelglass because of its reputation as the best restaurant builder in St. Louis. He said there's a personal touch provided by the construction company that sets it apart.

Barry "takes personal attention to make sure everything is going OK. He is constantly in contact with us, asking us questions, making suggestions," Alter said.

That type of involvement in projects is something Barry said has been handed down to each generation that has led the business.

"Since I can remember, my father and even my grandfather always had a strong integrity to complete the work, keep the customer happy and do whatever it took to have the great integrity and ethics that kept people coming back," he said.

As for its future plans, Spiegelglass Construction said it plans to continue with its niche in restaurants and grow organically with its existing client base. And whether the business ends up being a fifth generation company remains to be seen.

"Just like Barry, throughout my life, there was always a choice. It was always there I wanted it to go there," Tim said of the company. "I have three little girls. Fortunately, in my generation and future generations, things have changed in the construction world. I'd be more than happy and I think they'd fit right in if they ever wanted to be part of Spiegelglass Construction."

While Spiegelglass Construction has found its niche in recent decades, the company's success hasn't come without challenges. The company points to the '08-09 recession as its biggest threat in recent years. The recession forced the construction company to evolve its business model by tightening its overhead, subcontracting more work out, downsizing its office and shifting its work online. Barry and Tim also said their long-term clients helped during the recession, since many restaurant chains were still expanding and building.

Outside of its work, Spiegelglass Construction has also placed an emphasis on building up the community. Members of its leadership team have volunteered at organizations including Covenant House and Camp Rainbow and the company has made donations to the St. Louis Area Food Bank, BackStoppers and the Crohn's and Colitis Foundation.



Barry (left) and Tim Spiegelglass



# Client References | Testimonials



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“When we came to Tim Spiegelglass, we were looking for a trustworthy, experienced general contractor to help us in our restaurant’s expansion. Over the past 9 years, Spiegelglass Construction has built 4 new locations throughout the Midwest region, and they will continue to be my go-to contractor.

**They have been hands-on with every step of the process and have exceeded my initial expectations.**

I would highly recommend Spiegelglass Construction to anyone looking for a long-term business partner to support their company’s development.”

- John Kim, Wasabi Sushi Bar

“When we decided to open a Rock & Brews in St. Louis, we were very deliberate and thoughtful in choosing our design and construction partners. We asked numerous architects, real estate professionals, property owners and restaurateurs which general contractor could achieve the high standards of our executive management team including KISS frontmen and founders Paul Stanley and Gene Simmons; and one name came up time and time again- Spiegelglass Construction.

**Spiegelglass exceeded our expectations in achieving our highly publicized opening date and delivered the building to our staff with every detail closed out.**

Their highly engaged and remarkable team took care of everything, allowing us to focus on our business.”

- Brandon Brensing, Partner, Rock & Brews St. Louis





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