

**WAUNAKEE COMMUNITY SCHOOL DISTRICT
BOARD OF EDUCATION FACILITY COMMITTEE MEETING**

Monday, October 17, 2022

3:00 PM

Waunakee Community School District
905 Bethel Circle
Waunakee, WI 53597

Members of the public may attend Board of Education meetings in-person, and will be asked to check in with District personnel when you arrive.

Public comments will be limited to 3 minutes. The Board will allow 30 Minutes for public comments.

Public comments may be sent to Rebecca McDonough at district_administrator@waunakee.k12.wi.us up to one hour before the start of the Board meeting. All comments will be reviewed by the Board members. Emailed comments will be reviewed by the board but not read out loud. Emailed comments sent during any part of the board meeting (Board Development, Closed session, Open session) will be forwarded to the board but may or may not be reviewed by the board until after the board adjourns. Comments must include the commentator's name, address, and must identify their connection to the District (if any) and any group they are representing in order to be considered by the Board.

If you would like to address the Board in-person during the public comments section of the meeting, you will be greeted in the lobby of the building, asked to check in with District personnel when you arrive so that you can be recognized and address the Board when your name is called.

A recording of the meeting will be posted on the District webpage within 24 hours of the meeting time.

AGENDA

I. CALL TO ORDER

II. ROLL CALL

III. APPROVE AGENDA

IV. PUBLIC COMMENTS

V. WCSD MECHANICAL, ELECTRICAL, PLUMBING INTERVIEWS

- A. 3:00PM - 3:05PM Meeting Kick-Off
- B. 3:05PM - 3:20PM Endres Manufacturing 3
- C. 3:25PM-3:45PM Westphal Electric 5
- D. 3:50PM - 4:10PM Electric Construction 40
- E. 4:14PM - 4:35PM - Hooper Corporation 56
- F. 4:40PM - 5:00PM NAMI 93
- G. 5:05PM - 5:30PM - 1901 129
- H. 5:30PM - 6:00PM - Committee Discussion/Approval

VI. FUTURE MEETINGS

VII. ADJOURN

“Any person who has a qualifying disability as defined by the Americans with Disabilities Act who requires assistance with access or materials should contact the Waunakee Community School District Office at 849-2000, 905 Bethel Circle Drive Waunakee, WI 53597, at least twenty-four hours prior to the commencement of the meeting so that necessary arrangements can be made to accommodate the request.”



802 S Century Avenue

PO Box 217

Waunakee, WI 53597

(608) 849-4143

Fax (608) 849-7903

www.EndresMfg.com

September 30, 2022

Jay Thomsen
Vogel Brothers Building Company
5460 Fen Oak Drive
Madison, WI 53718
(608) 241-5454
JThomsen@vogelbldg.com

3

Re: Waunakee Schools 2022 Request For Proposal

We are writing to apply to be the structural and miscellaneous steel supplier for the new Waunakee School projects. We have been a part of many of the Waunakee School buildings over the years and most recently supplied the steel for the Waunakee Intermediate School. We have a great working relationship with the school district and constantly donate and contribute to all the schools within the district. We provide not only monetary support, but also donation of equipment for the welding lab, trucks for homecoming parades, space for school groups to host car washes and countless other contributions. Being a physical neighbor of Waunakee High School has always been a pleasure and we enjoy a great working relationship with the High School staff. We have been in business in Waunakee for almost 100 years and our goats and Bavarian architecture are synonymous with Waunakee, much like the reputation of our schools. Many of our employees are Waunakee High school graduates and a majority of our workforce lives in Waunakee and their families attend Waunakee schools today.

We are one of the largest and most respected structural steel fabricators in the state of Wisconsin and have completed hundreds of school projects over the years. We have a great relationship with steel mills from all over the United States that allows us to get the best pricing, but also the best lead times. We are unique compared to our local competitors because we are large enough to buy steel direct from the mill which provides a cost advantage when compared to our peers who buy their steel through a warehouse and pay additional premiums. It is critical in today's steel markets to lock in steel orders early to get the best pricing, but also assure availability as materials are needed. Lead times on key sizes can be over 6 months, so partnering with key subcontractors and suppliers is critical to keep construction on schedule.

While we are one of the largest fabricators in Wisconsin, we are still a family business with family ownership and family management. Sam Ballweg is the president of Endres Manufacturing and is actively involved in the day-to-day operations. He works directly with customers during budgeting and pricing and continues to be involved in project management through completion of the project. Kevin Haldeman is our lead project manager and would work directly with Vogel as well as the owner if needed. Mallan Schwantes is our detailing manager and would be involved in the early stages of design development to assist with any design or technical questions. On top of that, we have large team of experienced and dedicated employees that are invested in this community and will take great pride in contributing and being a part of these projects that will have an impact on future generations of Waunakee residents.

Steel pricing has been extremely volatile in the last couple year, but recently has shown signs of stabilizing. We are providing our current pricing as part of this proposal, but pricing is subject to change until we have final design drawings. Below is a sample of some standard sizes of steel materials. A more comprehensive list can be provided if necessary.

Unit cost per linear foot:

W24x55 Beam - \$63.89
W10x22 Beam - \$25.56
C 12x20.7 Channel - \$29.16
C6x8.2 Channel - \$10.25
5x5x1/4 Square Tube - \$27.57
4x4x1/4 Square Tube - \$21.32
6x6x3/8 Angle - \$20.71
5x5x5/16 Angle - \$13.67
4x4x1/4 Angle - \$8.44
3x3x3/16 Angle - \$4.62
2x2x1/4 Angle - \$3.82
1x1x3/16 Angle - \$1.56
¾ x 12 Plate - \$37.76
½ x 6 Plate - \$11.11
3/8 x 8 Plate - \$11.71
¼ x 12 Plate - \$12.74
12GA x 12 Plate - \$7.80

4

We have several different classes of employees whose labor rates vary from \$100 to \$125 per hour. A list of employees and their rate are available upon request. We will supply all subcontracted or direct purchases at a 10% mark-up. Once design drawings are complete, we would establish a Guaranteed Maximum Price (GMP) and all savings shall be returned to the owner.

We look forward to the opportunity to work with you on your project and to answering any additional questions you may have.

Thanks,



Sam Ballweg
President
Endres Manufacturing Company
(608) 849-4143
Endres@EndresMfg.com



2022 REFERENDUM
Request for Proposal



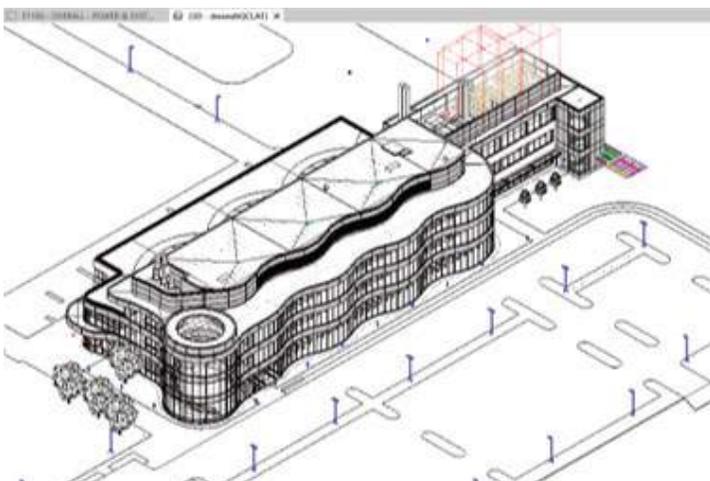
Company Overview



Since 1931, our reputation has been founded on integrity and craftsmanship. We design and build quality electrical and telecom projects for clients from a wide variety of industries. We pride ourselves on knowledge, consistency, and safety.

Our company culture thrives on a people-first mentality and is designed to give our team motivation, resources, and opportunities to excel and grow as individuals and professionals. Investing in our team members' development and promoting from within are two reasons why Westphal & Co. is among the top electrical contractors in the Midwest.

We thrive and excel on projects which require a high level of collaboration, communication, and creativity.





MADISON, WI
14 Marsh Court
Madison, WI 53718
608.222.0105

JANESVILLE, WI
4265 Capital Circle Drive
Janesville, WI 53546
608.754.4427

DUBUQUE, IA
750 Cedar Cross Road
Dubuque, IA 52003
563.583.5749

BROOKFIELD, WI
3725 N. 126th St Suite F
Brookfield, WI 52005
608.222.0105

September 23, 2022

Vogel Brothers Building Co.
5460 Fen Oak Dr
Madison, WI 53718

Attention: Jay Thomsen, Vice President

Mr. Thomsen,

Thank you for the invitation to respond to the RFP for the Waunakee Area School District's new Elementary and Middel School referendum work. We are excited about the opportunity to expanding our relationship with Vogel, WCSD, EUA, and the rest of the project team.

In the past 5 years Westphal & Co., Inc. has become proficient in Education Facilities. Most recently completely the Sun Prairie elementary schools, Evansville, and Milton HS remodels. We have worked on 39 school sites with a combined contract amount in excess of \$50,000,000. Since 2017 Westphal and Globalcom have partered with WCSD on over 225 projects directly for the district. Having completed many significant projects with this type of scope and delivery method, we understand what is important and how to be successful. Beginning with design, continuing through construction, project closeout, and finally the transition to WCSD's Facility Management team, Westphal has the experience, knowledge, and dedication to make this the best project possible.

Our experience has allowed us to become a valuable team member known for our preconstruction, engineering capabilities, professional project management, and prominent field leadership. Our reputation is built on integrity and results. This has positioned us to become the preferred electrical and technology service provider to our customers. Our team is experienced, will be dedicated to this project, and is excited to begin.

Very Best Regards:

Ryan Thinnis
WESTPHAL & CO., INC.
Project Executive

The background of the slide features a collection of rolled-up documents or blueprints, some with visible text and diagrams. A prominent red diagonal stripe runs from the top right towards the bottom left, crossing over the documents. The overall aesthetic is professional and technical.

Procurement

Long Lead Equipment Procurement

Delays in the supply chain have created new challenges to overcome to complete projects within budget and on schedule. We recognize that these challenges are the new normal, so have developed creative solutions to keep projects running smoothly. Consistent, open communication is the key! Our major equipment and material purchases require weekly updates from our vendors, ensuring our project is top of mind, and any changes in delivery are communicated as soon as possible. In the event of delays, our team immediately begins finding alternatives. Previously delay solutions fell on the vendor, but Westphal takes an active role in creatively finding a fix, one that a vendor may not be able to suggest.

Here are some examples of our problem-solving tactics:

-  Early pull planning based on preliminary schedules to determine drop-dead dates for material release
-  In-person or online meetings with the project engineer and general contractor to expedite submittal review and answer any questions that could result in a “Revise and Resubmit” response
-  Weekly delivery updates from vendor, in some cases weekly meetings to discuss any possible issues that could arise
-  Weekly updates to the project team for transparent communication
-  Full project team meetings to get all possible options on the table in the case of delayed material
-  Adjusting equipment specifications if needed, to shorten lead items, without changing the design intent and functionality of the equipment
-  Open line of communication with the local inspector to make sure that any atypical solutions will be acceptable and approved



We cannot control all parts of the supply chain, but that does not mean our role is passive. Equipment and material procurement challenges are the “new normal”, and Westphal has confidently adjusted our processes accordingly.



Project Experience

Past Education Experience

PROJECT NAME	LOCATION	AMOUNT	OWNER	ARCH/ENG	CLIENT	CONTRACT
One City School Renovation	Madison, WI	\$ 715,000	One City School	JLA Architects/Design Build	J.H. Findorff & Son, Inc.	GMP
New Verona High School	Verona, WI	\$15,600,000	Verona Area School District	EUA/IMEG Corp.	J.H. Findorff & Son, Inc.	GMP
New Thompson Road Elementary	Sun Prairie, WI	\$3,500,000	Sun Prairie School District	EUA/Muermann	J.H. Findorff & Son, Inc.	GMP
Middleton High School Additions	Middleton, WI	\$3,115,000	Middleton School District	Potter Lawson	J.H. Findorff & Son, Inc.	GMP
New Grand Avenue Elementary	Sun Prairie, WI	\$3,000,000	Sun Prairie School District	EUA/Muermann	J.H. Findorff & Son, Inc.	GMP
Whitewater Sools	Whitewater, WI	\$2,800,000	Whitewater School District	EUA/Larson	J.P. Cullen & Sons, Inc.	Lump
Evansville Middle School. Remodel	Evansville, WI	\$2,200,000	Evansville School District	Bray/Muermann	J.P. Cullen & Sons, Inc	Lump
Edgerton Community Elementry	Edgerton, WI	\$3,250,000	Edgerton School District	Bray/Muermann	J.P. Cullen & Sons, Inc	Lump
Edgerton High School	Edgerton, WI	\$2,650,000	Edgerton School District	Bray/Muermann	J.P. Cullen & Sons, Inc	Lump
New Waunakee Intermediate School	Waunakee, WI	\$1,989,295	Waunakee Community School Dist	EUA/Muermann	J.H. Findorff & Son, Inc.	GMP
Williams Bay Elem School Addition	Williams Bay, WI	\$1,148,766	Williams Bay School Dist.	EUA/Powrtek Eng.	Scherrer Construction Co.	Lump
Waunakee Intermediate Low Voltage	Waunakee, WI	\$924,400	Waunakee Community School Dis	EUA/Muermann	J.H. Findorff & Son, Inc.	GMP
Toki/Orchard Ridge Elec Upgrade	Madison, WI	\$907,000	Madison Metro School District	Madison School District	Madison School District	Lump
Cascade H.S. Addition	Cascade, IA	\$716,000	Cascade School District	Design Engineers, Inc.	Conlon Construction Co.	Lump
Prescott Elementary School	Dubuque, IA	\$662,000	Dubuque School District	Straka Johnson	J.P. Cullen & Sons, Inc.	Lump
Waunakee Heritage Elem Low Voltage	Waunakee, WI	\$634,500	Waunakee Community School Dis	EUA/Muermann	J.H. Findorff & Son, Inc.	Lump
Platteville High School Remodel	Dubuque, IA	\$619,584	Platteville School District	Plunkett Raysich/KJWW	Kraemer Brothers	Lump
Allis School Remodel	Madison, WI	\$523,000	School District of Madison	Strand Associates	Joe Daniels Construction	Lump
River Ridge School Improvements	Patch Grove, WI	\$497,508	River Ridge School Dist.	McKinstry Essention	McKinstry Essention	Lump
New Thompson Road Elem Low Voltage	Sun Prairie, WI	\$455,000	Sun Prairie School District	EUA/Muermann	J.H. Findorff & Son, Inc.	GMP
Madison Country Day School Remodel	Waunakee, WI	\$445,000	Madison Country Day School	Bray Architects / Design Build	J.H. Findorff & Son, Inc.	GMP
New Grand Avenue Elem Low Voltage	Sun Prairie, WI	\$385,000	Sun Prairie School District	EUA/Muermann	J.H. Findorff & Son, Inc.	GMP
Waunakee School District Cameras	Waunakee, WI	\$372,351	Waunakee Community School Dis	Design/Build	Waunakee School District	Lump
Hamilton Middle School Add/Remodel	Madison, WI	\$356,577	Madison Metro School District	Plunkett Raysich/IMEG Corp.	Scherrer Construction Co.	Lump
Waunakee Prairie School	Waunakee, WI	\$350,000	Waunakee Community School Dis	EUA/Muermann	J.H. Findorff & Son, Inc.	GMP
Harmony Elementary School	Milton, WI	\$345,000	Milton School District	Plunkett Raysich/IMEG Corp.	J.P. Cullen & Sons, Inc.	Lump



Waunakee Intermediate School

Owner: Waunakee School District
Architect / Engineer: EUA / Muermann Engineering
General Contractor: J.H. Findorff & Son, Inc.
Value: \$3,500,000

On this design-assist project for Waunakee's new two story 157,000 square foot intermediate school, we collaborated with the owner, design team, and construction manager to complete the final design, including all of the desired finishes, within budget. Our scope includes a new 2000-amp electrical service, emergency generator set, LED lighting, site lighting, kitchen, cafeteria, gymnasium and fire alarm. The technology scope includes structured cabling systems for IP devices including Voice over IP (VoIP), wireless access point infrastructure for WiFi, CCTV, keyless entry, clock, and speaker locations. The paging system is InformaCast capable, and the security system is RS2 Access Control equipped with zoning and scheduling and furnished with Mobotix Cameras (CCTV) including recording and video storage capabilities. New telecommunication rooms were built out through the facility and a new fiber backbone installed.

Awards:

In Business Magazine Commercial Design Award: Best New Development or Renovation - Education

In Business Magazine Commercial Design Award: Best Green-Built Project

In Business Magazine Commercial Design Award: Project of the Year

Daily Reporter: Top Projects of 2016



Verona High School

Owner: Verona Area School District
Architect / Engineer: EUA / IMEG
General Contractor: J.H. Findorff & Son, Inc.
Value: \$15,600,000

This 600,000 square foot new high school is currently under construction. Westphal is responsible for all new electrical systems including distribution, branch power, lighting and controls, fire alarm, low-voltage backbone and distribution, access control and security, and AV systems. A performing arts center is included in the school complete with a full theatrical lighting and sound system. The site work consists of an athletic complex with a football stadium along with fields and courts for soccer, baseball, softball, and tennis. These athletic facilities have concessions stands all fit out to function with necessary electrical systems. There is also lighting, power, and data included for these fields as well.

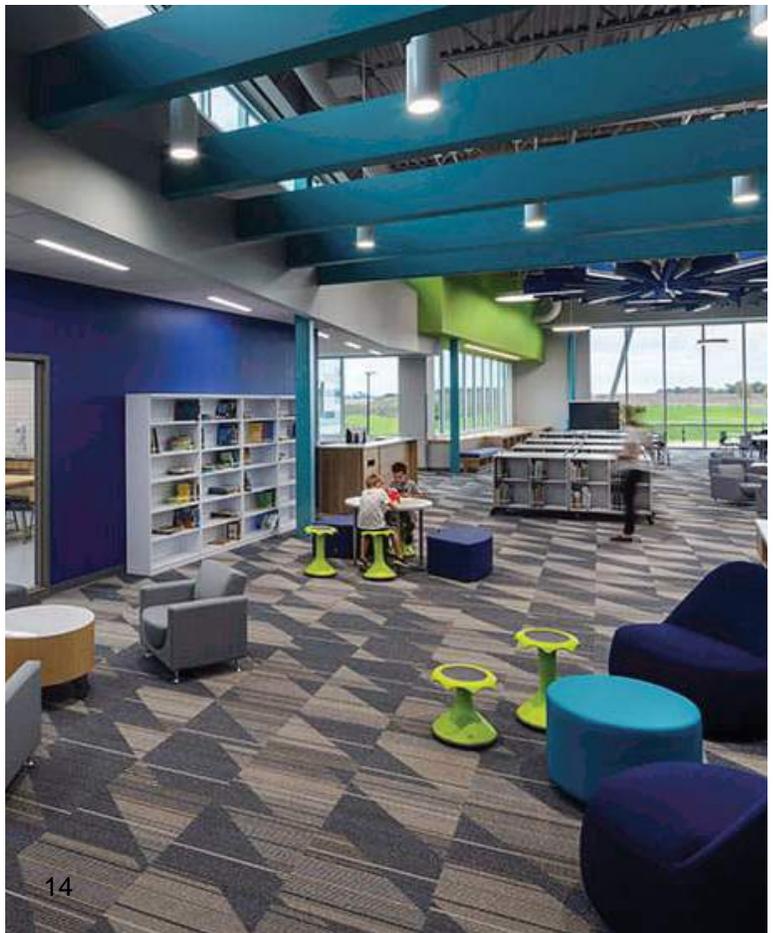


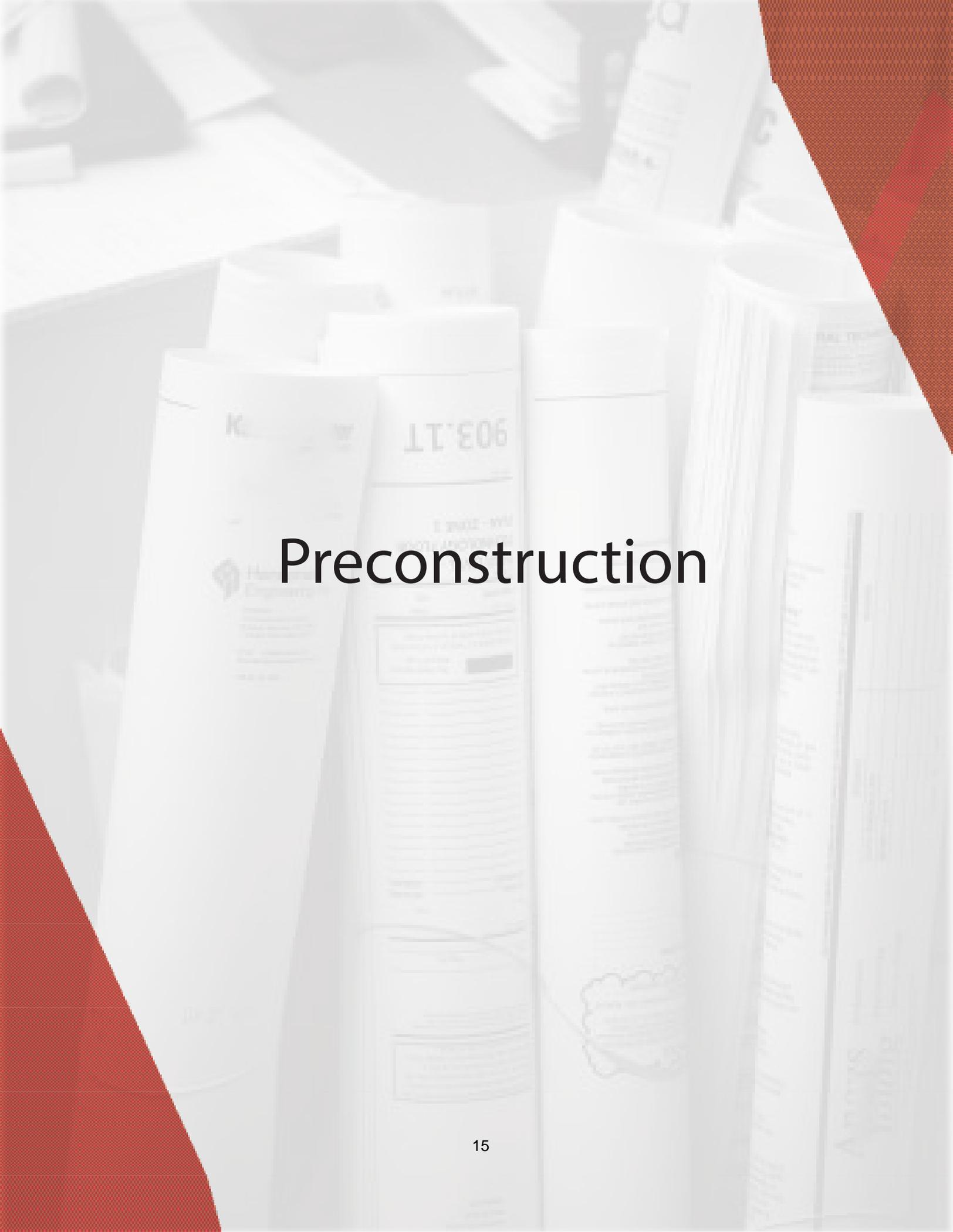


Sun Prairie Elementary Schools

Owner: Sun Prairie Area School District
Architect / Engineer: EUA / Muermann
General Contractor: J.H. Findorff & Son, Inc.
Value: \$6,200,000

Westphal & Co., Inc constructed two elementary schools in Sun Prairie on Grand Ave and Thompson Road, 247,000 square feet in 10 months. This Design-Assist, GMP project was completed August 2018. The Westphal and Globalcom teams worked with EUA on value engineering and constructability. Some ideas presented to the group include electrical panel location for efficient conduit raceways, light fixture cost saving alternatives, and different speaker system options. Our scope of work includes all of divisions 26, 27 and 28.





Preconstruction

Real-Time Cost Modeling, Estimating, Budget Tracking, Maintaining Budget

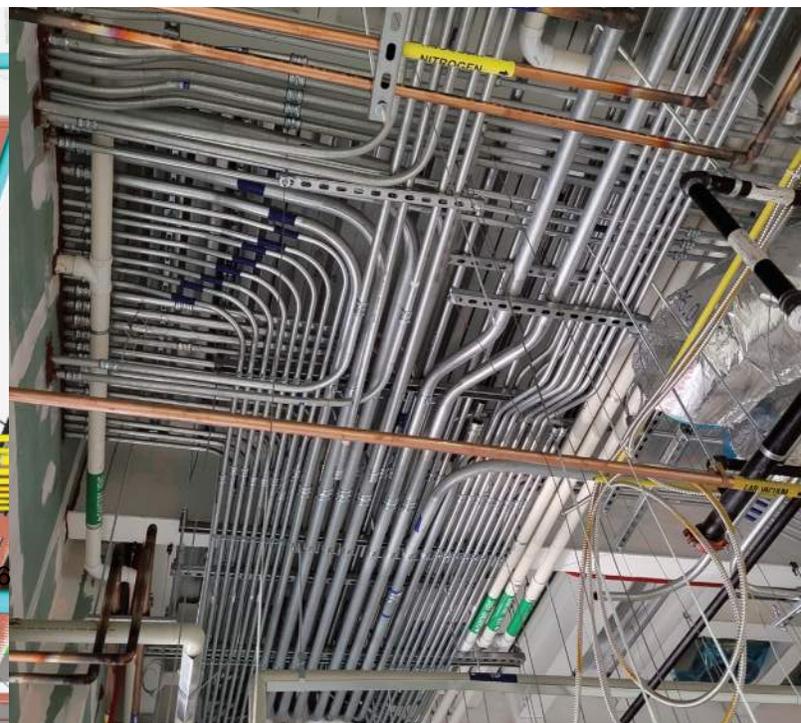
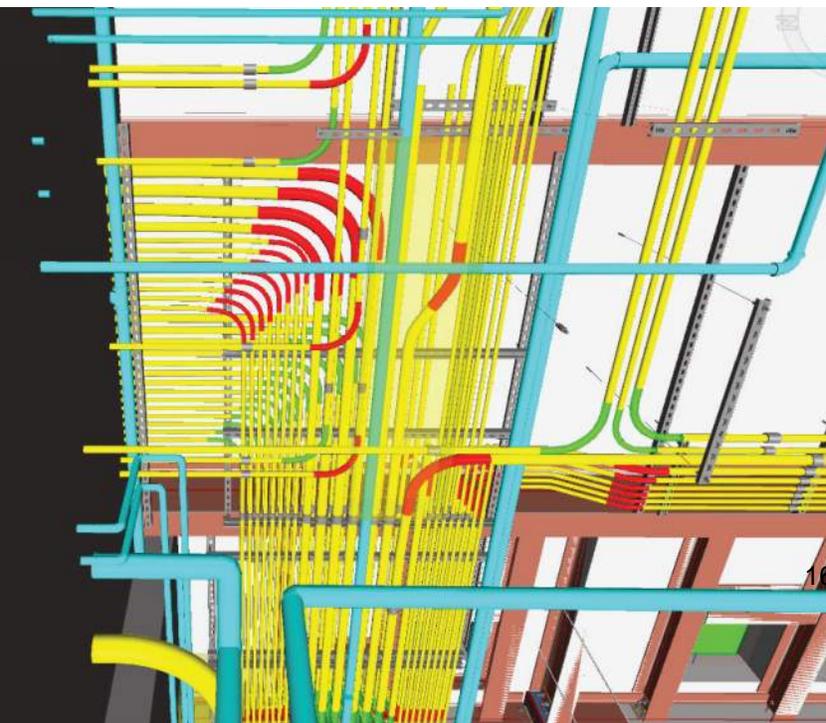
Our approach to the budgeting process begins with a clear understanding of the owners expectations. We use as much information available when creating target cost modeling and component values. We integrate the BOD, owner standards, specs, means, methods and renderings. Then the model is broken down into multi-components and pieces, which are created using unit pricing, industry cost analysis and Means, historical values, and our own proprietary database to leverage comparable projects, quantities and market conditions. We also do specific refinements of specialty areas as defined by the architect team.

Keys to Success

- Early Involvement of Operations Team
- BIM/VDC – Constructability
- Maximizing PreFab
- Evaluating Risks/Opportunities
- Alignment of Scope, Design, and Standards
- Providing Detailed and Transparent Cost Info

Process

- Conceptual estimate, determine scope
- Analyze by Program Usage
- Breakdown each program into systems: lighting, power, fire alarm
- Validate and answer the question what's in that and what does it mean?
- Cost Model will be a combination of historical information, project design meetings, assumptions, and experience.
- We will tie it out to quantities, providing detailed and transparent cost information



Cost Modeling/Estimating Record

PROJECT	Scope Target Value	Final GMP	Final Contract	Savings	Program Adds/Comments
ADVOCATE AURORA MEDICAL CENTER MT. PLEASANT	\$21,576,675	\$21,824,600	\$21,124,600	(\$700,000)	Added scope included build-out of shelled areas, field wiring of BAS/Temp controls, PV solar, and program adds/changes. Final savings amount is still a projection since project is in the final stages of completion. Savings is approximately 3.8%
AMERICAN FAMILY EAST REGIONAL BUILDING RENOVATION	\$5,639,836	\$5,822,476	\$5,431,288	(\$391,188)	Labor efficiencies, constructability, and project buyout resulted in over \$391K in savings. Nearly a 7% savings returned to the project team
VERONA HIGH SCHOOL	\$18,500,000	\$16,668,159	\$16,563,920	(\$104,239)	Worked hand-in-hand with design-team, contractor, and owner to solve budget crisis. Provided solutions to recognize over \$1.8MM in savings from initial Scope Target Value



Our professional preconstruction team focuses on cost and schedule with the same attention as our operations team. We know that understanding costs early, gives the owner the ability to allocate funds where they are most needed. Above our some examples of projects that utilized the preconstruction time to understand cost and scope. Our goal is to highlight your project as our most successful preconstruction effort!

Cost Saving Case Studies

Grant Regional Health System

Problem: The electrical room was drawn next to the generator in the existing part of the hospital. The main electrical room for the addition to the hospital was located in the new wing. Large feeders would need to be run through the occupied hospital from the generator to the main electrical room.

Solution: Work with the engineer to relocate the electrical room in the new addition.

Benefits: Major electrical work was removed from the occupied hospital to the new addition, so there was less disruption to the healthcare team. Due to the new electrical room location the feeders were much shorter. This solution resulted in **\$20,000 savings.**



Sun Prairie Elementary School

Problem: The light fixture package specified resulted in the electrical price to be over budget, and we were requested to come up with ideas that could save some money to help bring the budget back in line.

Solution: We put together several light fixture options that included a variety of revisions, including layouts, quantity changes, and fixture types, to assist the owner and design team make an informed decision.

Benefits: The chosen options resulted in a **savings of \$68,000.** The new fixtures kept the budget in line and the design intent intact.

Waunakee Intermediate School Cameras

Problem: The Waunakee School District had just implemented a new IT platform before the Intermediate school project began. The cameras specified for the Intermediate School did not integrate with the new platform.

Solution: Globalcom Technologies had discussions with Waunakee's IT department and management team to find a solution that offered the functionality as the specified system and worked with the new platform

Benefits: Finding a camera solution that worked with the new platform instead of changing the platform to work with the specified cameras **saved the Waunakee Area School District \$150,000.**



BioHealth Facility

Problem: The project was budgeted with only non-plenum cable. After the electrical budget was submitted changes were made to the HVAC system resulting in plenum ceilings. Changing all the cabling to plenum blew the electrical budget.

Solution: We worked with the team to locate a new IT closet on the mezzanine above a clean room, which is where the majority of cables were terminated. This significantly decreased the length of cable runs, as well as, allowed the use of non-plenum cable for this area.

Benefits: This solution **saved the owner \$80,000.**



Standardization

Standardization

As part of, Waunakee School District's last referendum, the technology vision created centered around an IP based integrated system. Before the referendum the district's IT infrastructure was fragmented between facilities. During the remodels of Prairie, Heritage and the construction of the Intermediate school, our team worked closely with the WCSD IT team to find the best IP solutions for paging, card access, and cabling infrastructure. The IT team could not remotely manage the old paging system, but upgrading to the InformaCast platform gave the district the remote functionality and control needed. The card access system is an open source IP system, which gives the WCSD the capability to expand with ease.

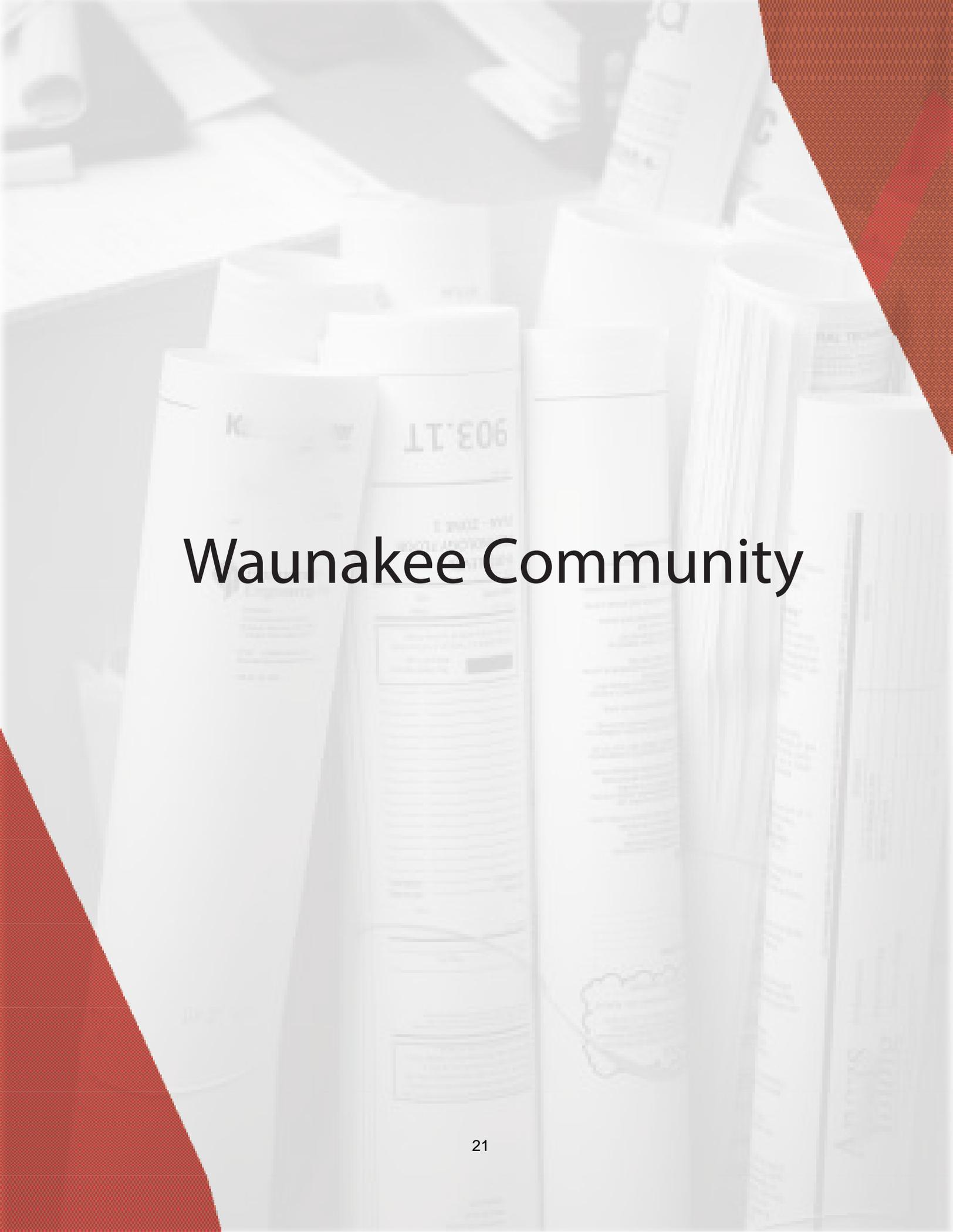
Combining the card readers with the camera security system provides visual coverage and video storage capacity on a unified platform. Standardizing the cabling infrastructure with Commscope products and a certified installer guarantees 20-year applications warranty the district can leverage if needed.

Our project manager, John Weekes, was instrumental in these changes. His knowledge and passion paired with the WCSD IT forethought allowed the district to upgrade their IT infrastructure, making Waunakee a leader in the area.

Standard WCSD Low Voltge Manufacturers

- Atlas IP devices on the InformaCast system
- RS2 access control for card access
- Onssi VMS with Axis cameras
- Commscope infrastructure for systems.





Waunakee Community

Waunakee Community



Personal

Professional

 Maiken Westphal, Waunakee resident since 2017, moved to attend the public schools

 Gretchen Westphal Waunakee resident, moved from Colorado to attend in the school district

 Maiken's two children currently in the district

 Maiken's daughter will be in the first class to attend the new Middle School.

 Volunteer Waunakee Soccer Club Coach

 Little Strokes swimmers

 Prairie Stomp Participant

 High School Scholarship Contributor

 Go Ninja Fanatics

Westphal & Company has also completed projects within Waunakee including:

 225+ projects direct to WCSD

 Highway 19/9094 new on ramp traffic signals

 Dane County Law Enforcement Training Center Solar

 Summit Dental

 Waunakee Intermediate School: Electrical, Low Voltage and Temperature Control Scopes

 Waunakee High School Stadium Lights

 Waunakee High School Art Installation

 Supporter of Wauktober Fest

 Supporter of Waunafest

 Presented to the entire 6th grade class at the new Intermediate school on Construction and Sustainability in 2018

The background features a collection of rolled-up blueprints or architectural drawings, some with handwritten notes and technical diagrams. The scene is overlaid with large, semi-transparent red geometric shapes: a triangle in the top right and a larger shape in the bottom left. The overall color palette is muted, with greys and blues from the blueprints and reds from the overlays.

Budget & Fee

WCSD 2022 Referendum Projects
Vogel Bros. Building Co.
Design-Assist MEP Fee Proposal Form

Westphal & Co., Inc					
INSERT SCOPE Subcontractor Fee Proposal				Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work				1.50%	
Percentage Mark-up on Changes Orders				1.50%	
Lump Sum Fee for Pre-Construction Services		\$	65,640		



	PROPOSED CONSTRUCTION PROJECT PERSONNEL	PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)	
				Estimated Total Hours	Cost \$/Hr
	Project Executive	Ryan Thinnes			\$125 /Hr
	Preconstruction	Maiken Westphal		Precon	\$125 /Hr
	Project Manager	Josh Schell			\$95 /Hr
	Assistant Project Manager				\$80 /Hr
	Design Engineer			Precon	\$125 /Hr
	On-Site Superintendent	Brian Gleason		Field	
	Administration Assistant				\$60 /Hr
	Cost Estimator				\$80 /Hr
	Safety Director	Caleb Alexander	x		
Electrician	General Foreman				\$99.31 /Hr
	Foreman				\$95.29 /Hr
	Journeyman				\$82.51 /Hr
	Apprentice				\$76.43 /Hr
Technician	General Foreman				\$81.53 /Hr
	Foreman				\$70.35 /Hr
	Journeyman				\$65.36 /Hr
	Apprentice				\$57.85 /Hr
	Shop Delivery Person				
	Small Tools		x		
	Tools / Trucks / Other (see attached list)			x	
Safety Information	TRIR - 2022	0.65			
	TRIR - 2021	2.95			
	TRIR - 2020	1.80			
	EMR - 2022	0.79			
	EMR - 2021	0.79			
	EMR - 2020	0.74			

Monthly Equipment Rental Rates

Equipment	Monthly Rate
Pickup Trucks	\$ 2,330
Full Size Vans	\$ 4,290
Connect Vans	\$ 3,960
Stake truck	\$ 4,800
Auger truck	\$ 4,900
Boom truck	\$ 5,050
Flat bed truck	\$ 4,500
Scissor Lift - Large	\$ 860
Scissor Lift - Small	\$ 800
Boom Lift	\$ 1,600
Material Lift	\$ 150
Skid Loader	\$ 3,000
Skid Loader	\$ 620
Cargo Trailer	\$ 640
Storage Trailer	\$ 640
Fork truck	\$ 4,060
Electric Conduit Bender	\$ 220
Hydraulic Conduit Bender	\$ 320
MC Cable Cutter	\$ 120
Wire Puller	\$ 600
Wire Feeder	\$ 350
Maxis Cable Feeder	\$ 520
Battery Crimper	\$ 470
Threader	\$ 120
Wet Core Drilling Machine	\$ 550
Underground Locator	\$ 870
LAN Test Equipment	\$ 730
Thermal Imager	\$ 300
RF Survey Equipment	\$ 410
RF PIM Test Equipment	\$ 1,620
RF Source	\$ 360
OTDR	\$ 300
Total Station	\$ 3,010
OLTS	\$ 1,140
Fusion Splicer	\$ 760
Hepa Tent	\$ 1,870
Generators	\$ 1,920
Solar Tester- IV Curve	\$ 1,620
Temp Power Unit	\$ 900
Trirex Fall Protection System	\$ 450
Rebar Tier	\$ 900
Battery Torque Wrench	\$ 230





Project Team

Waunakee Community School District



Ryan Thinnnes
Project Principal
Role: Oversee delivery of project from design, precon, construction to closeout.



Maiken Westphal
Preconstruction
Role: Oversee preconstruction design and budget



Josh Schell
Project Manager
Role: Oversee all operations during precon and construction phase.



John Weekes
Low Voltage Project Manager
Role: Oversee low voltage operations during precon and construction phase.



Brian Gleason
Field Leader
Role: Day-to-day construction services at the site.



Matt Wellnitz
Productivity Specialist
Role: Improve project's overall productivity and efficiency



Ryan Krueger
Prefabrication Manager
Role: Lead prefabrication, work with BIM model.



Don Wendt
BIM Manager
Role: Lead BIM efforts, including layout and clash detection.



Ryan Thinnies

Project Executive

10

Years Industry Experience

10

Years With Westphal & Company, Inc.

References

Alex Johnson
JH Findorff & Son

Justin Buchholz
J.P. Cullen & Sons, Inc.

Pete Scharenbroch
J.P. Cullen & Sons, Inc.

Ryan is a very detail-oriented project manager with deep experience in estimating. Equipped with a degree in civil engineering and a certificate in construction management from UW-Madison, Ryan confidently tackles every project with enthusiasm. Clients who work with Ryan can rest easy knowing their project is in the hands of a meticulous project manager, capable of implementing cost-saving measures and value-added engineering.

Emmi Roth Cheese Plant Stoughton, WI	\$7,100,000
Camp Randall South Endzone Remodel Madison, WI	\$3,300,000
WHEDA Madison, Wisconsin	\$1,600,000
Milton High School Milton, WI	\$4,900,000
Verona Area High School Verona, Wisconsin	\$15,000,000
Exact Sciences Innovation One Madison, Wisconsin	\$8,700,000
Sun Prairie Elementary Schools Sun Prairie, Wisconsin	\$6,200,000
Argyle School Addition/Remodel Argyle, Wisconsin	\$801,000
UW Memorial Union Remodel Madison, Wisconsin	\$5,644,000
Randolph School Addition/Remodel Randolph, Wisconsin	\$2,088,500
Elvehjem Elementary Remodel Madison, Wisconsin	\$270,000
Prairie du Chien Street Lighting Prairie du Chien, Wisconsin	\$634,000
STH 73 Weigh-In-Motion Janesville, Wisconsin	\$433,000
AASF#2 Generator Madison, Wisconsin	\$138,000





Maiken Westphal

VP Preconstruction

11 Years With
Westphal &
Company, Inc.

13 Years of Industry
Experience

Civic Involvement

Waunakee Youth Soccer Coach
March of Dimes - Previous Board Member

References

Tom Ganser
JH Findorff & Son

Jay Thomsen
Vogel Brothers Building Co.

Brad Werlein
Hooper Corporation

Maiken is a fourth-generation Westphal team member with a passion for biohealth projects. A former biochem brainiac, Maiken gains a lot of satisfaction from helping clients build facilities that are on the cutting edge of science and research. Her experience in estimating and project management benefits clients through her laser focus on cost-saving measures and value added engineering enhancements. When she's not leading the charge on a new, innovative research building, she is working on her other full-time gig - being a mom.



Millipore Sigma HPAPI Exansion Verona, Wisconsin	\$6,500,000
Catalent Pharmaceuticals Madison, Wisconsin	\$7,100,000
FujiFilm Cellular Dynamics Inc Madison, Wisconsin	\$2,200,000
Arrowhead Pharmaceuticals Remodel Madison, Wisconsin	\$400,000
Stratatech Addition Madison, Wisconsin	\$2,200,000
Miscellaneous Temperature Controls Madison, Wisconsin	\$170,000
Microsoft Arcade Buildout Redmond, Washington	\$5,000,000
Swedish Medical Center Issaquah, Washington	\$24,000,000
Epic Systems Campus 2 Verona, Wisconsin	\$30,000,000





Josh Schell

Project Manager

15

Years Industry Experience

7

Years Westphal & Company Experience

References

Matt Claggett
JH Findorff & Son

Dan Shea
Maas Brothers Construction

James Szabo
Ahern

Josh is flexible, quick to problem solve and understands the importance of great communication and customer service, exactly who you want to run your project. He has in-depth knowledge and experience working in numerous vertical markets including Education, Government/Institutional, Commercial, Industrial, and Food Service.

One City School Renovation Madison, WI	\$1,050,000
Verona High School Verona, WI	\$15,600,000
Clausen Quality Coatings New Facility Milton, WI	\$6,800,000
Sauk Prairie High School Athletic Complex Sauk Prairie, WI	\$715,000
WPS Health Solutions Various Projects Madison, WI	\$1,200,000
AmFam East Regional Office Remodel Madison, WI	\$5,200,000
AmFam Spark High Rise Office Madison, WI	\$7,000,000
Hamilton Middle School Renovation Madison, WI	\$360,000
UW Madison Memorial Union Remodel Madison, WI	\$5,000,000





John Weekes, RCDD

Project Manager

14 Years With
Globalcom
Technologies

24 Years of
Professional
Experience

Civic Involvement

Active Member of ALS Association- Chapter WI

Snare Drummer for the Green Bay Packer's Drumline- "Tundraline"

Alumni of Madison Scouts Drum & Bugle Corps;
Active member of MSAA Alum Assoc

Herb Haubrich
Waunakee Community School District

Derek Cooper
Wisconsin Institute of Discovery

Dan Wang
Verona Area School District

Mr. Weekes has a concentrated background in structured cabling and in-building wireless for fast-track, design-build contracts, He also brings hands-on installation experience and strong foreman and project management skills to each project. His accurate and reliable testing and commissioning provide customers a worry-free installation.

Verona High School Verona, Wisconsin	\$2,000,000
UW Kohl Center DAS US Cellular Madison, Wisconsin	\$2,535,000
Sun Prairie Elementary Schools Sun Prairie, Wisconsin	\$1,090,000
Waunakee Intermediate School Waunakee, Wisconsin	\$924,400
Miller Park Verizon Cellular Enhancement Milwaukee, Wisconsin	\$1,869,000
UW Camp Randall Cellular Enhancement Madison, Wisconsin	\$1,521,000
Epic Learning Center Addition Verona, Wisconsin	\$1,409,000
Daktronics UW Kohl Center Madison, Wisconsin	\$285,000
Rock County Jail Security Madison, Wisconsin	\$375,551
Hub C VDV Relocation Kraft/Oscar Mayer Madison, Wisconsin	\$131,500
Wisconsin Insititutes for Discovery Madison, Wisconsin	\$1,543,000



Brian Gleason

General Foreman

12

Years With
Westphal &
Company, Inc.

15

Years in the
Industry

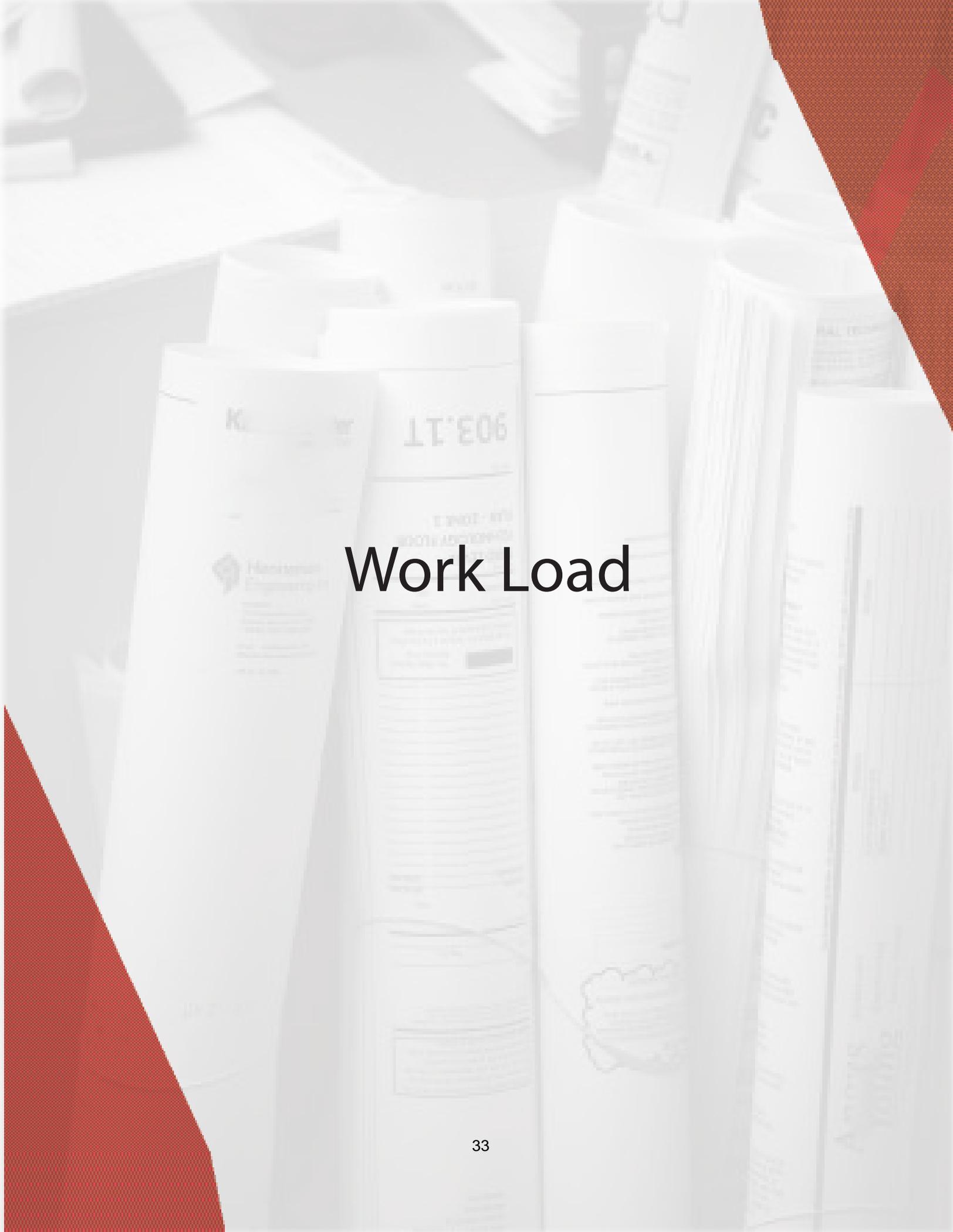
References

- Brian Hebel
J.H. Findorff & Son
- Mike Kemp
J.P. Cullen & Sons
- Martin Wiechert
M.A. Mortenson

Brian has been with Westphal & Co., Inc for more than a decade, rising up through the ranks from apprentice, journeyman, foreman, to his current position as general foreman. He has shown that he not only has the skills to get the job done, but the foresight and planning knowledge to be able to lead a team and assess all the potential challenges far in advance of them arising on the projects. Brian is able to lead projects with confidence and ensure that they are delivered on time and budget.

Clausen Quality Coatings New Facility Milton, WI	\$6,800,000
Verona High School Verona, Wisconsin	\$15,600,000
SC Johnson Buildback Racine, Wisconsin	\$6,636,000
Rock Haven Nursing Home Janesville, Wisconsin	\$2,754,000
Williams Bay Middle School Williams Bay, Wisconsin	\$1,148,000
Mercy North Trauma Center Janesville, Wisconsin	\$1,175,000
AM Fam Children’s Hospital Addition Madison, Wisconsin	\$2,522,000
Jones Dairy Expansion Fort Atkinson, Wisconsin	\$2,700,000
GOEX Janesville, Wisconsin	\$2,350,000
Rock County Correctional Facility Rock County, Wisconsin	\$1,400,000
Whitewater Schools Whitewater, Wisconsin	\$817,000
Juda School Renovation Juda, Wisconsin	\$796,000

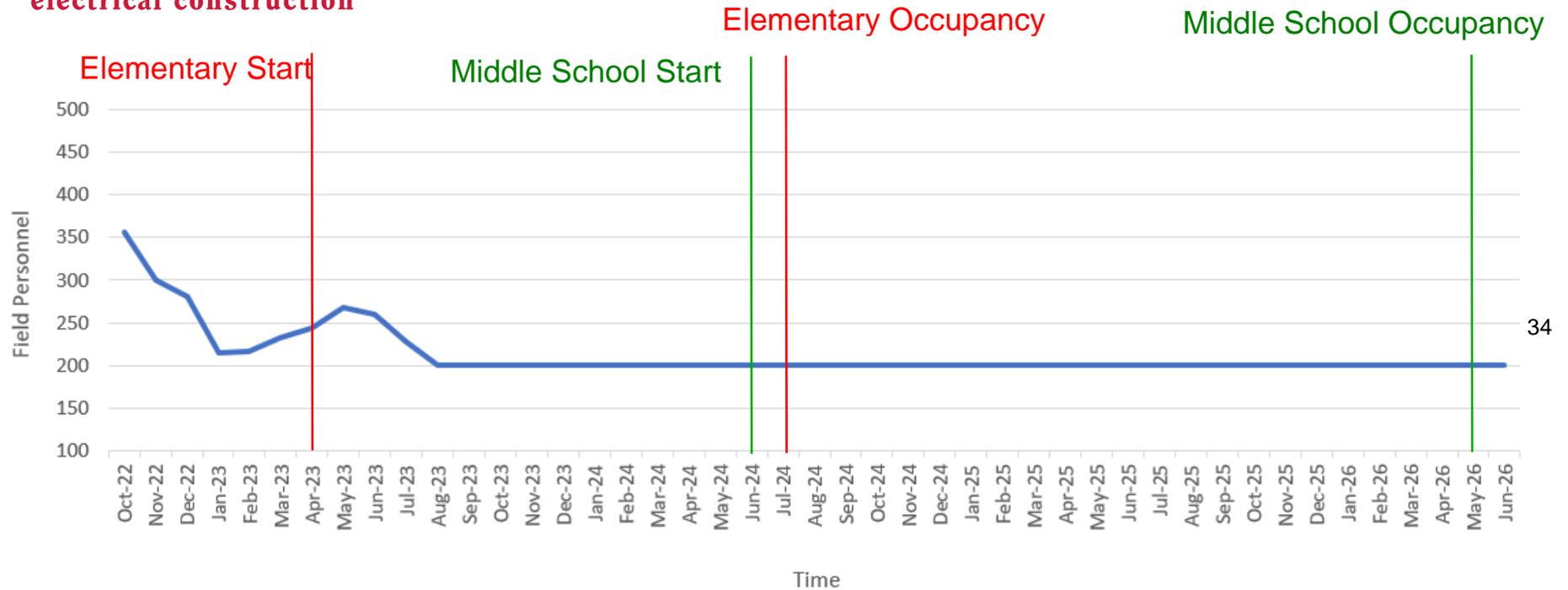




Work Load



Total Projected Field Capacity



The chart above is a graphical representation of our backlog and available field capacity from now through the final completion of the Middle School project in May 2026. The X-axis represents time and the Y-axis represents the field personnel.

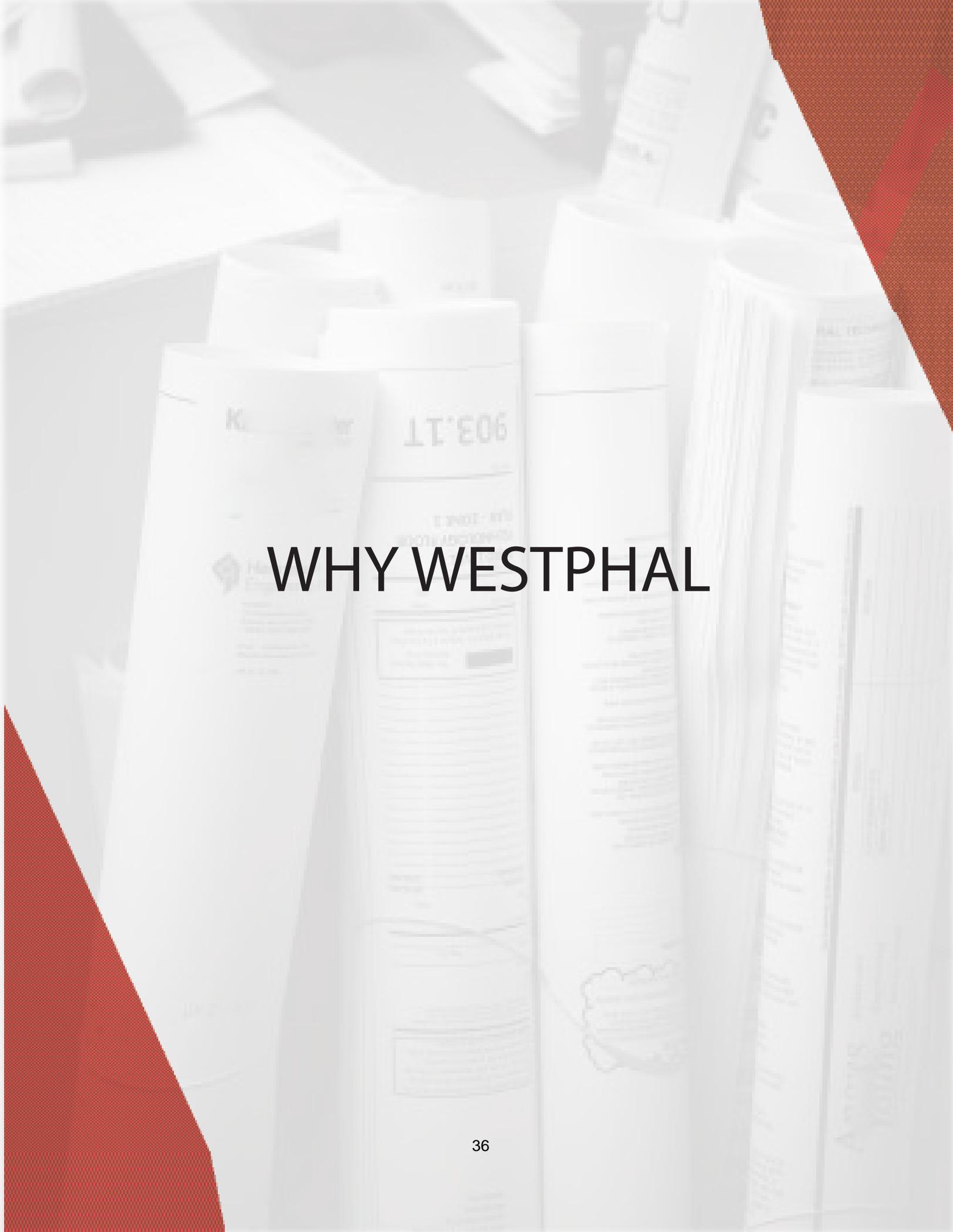
As you can see, Westphal & Co. has field labor capacity for this project. The Waunakee School Elementary and Middle School projects will be requiring field personnel as the other projects are shedding electricians. This means that the team can rely on all our capital: best people, cutting edge equipment, and equipment.

Additionally, this type of project is one we excel on. Projects that require a high degree of coordination, communication, and a deep pool of resources are exactly the type of projects that we seek out and deliver.



Current Projects

PROJECT	LOCATION	CONTRACT	CUSTOMER	OWNER	PROJECT TYPE
UWM Student Union Low Voltage	Milwaukee, WI	\$376,203	Lee Mechanical, Inc	Sate of Wisconsin	University Lecture Hall/Aud
Shine Site Work	Janesville, WI	\$2,733,486	Baker Concrete Construction	Shine Medical Techn	Site Project
One City School GMP	Monona, WI	\$948,207	JH Findorff & Son Inc.	One City School	School - K-12
MT. Carmel PH 2	Dubuque, IA	\$3,208,880	Conlon Const Company	Mt. Carmel	Apartment/Condo Building
Baraboo High School - Solar	Baraboo, WI	\$296,546	School District of Baraboo	Baraboo School District	Power - Solar Project
19G2D UW Steam Pit 59/10	Madison, WI	\$833,174	Terra Engineering Co.	State of Wisconsin	Underground Electrical
Clasen Quality Chocolate	Milton, WI	\$6,006,226	Maas Brothers Const Co.	Clasen Quality Chocolate	Indutrial Food Service
Site Utility E. Distribution Reno	Madison, WI	\$1,465,106	Terra Engineering Co.	State of Wisconsin	Site Project
Shine Temperature Controls	Janesville, WI	\$625,995	Automated Logic	Shine Medical Tech	HVAC Project
CQC- RC Hub Transload	Milton, WI	\$748,739	Maas Brothers Const Co.	Clasen Quality Chocolate	Indutrial Food Service
UW Vet Med Temp Control	Madison, WI	\$925,456	Johnson Controls GWS LLC.	State of Wisconsin	HVAC Project
Madison Memorial High School	Madison, WI	\$10,263,277	JH Findorff & Son Inc.	Madison School District	School - High School
URP Element Labs BCS	Madison, WI	\$3,948,607	JH Findorff & Son Inc.	Sate of Wisconsin	Office Building
Arrowhead Office Building 1A	Verona, WI	\$9,106,133	Vogel Bros. Building Co.	Arrowhead Pharma	Laboratory
Arrowhead MFG 1B - GMP	Verona, WI	\$17,500,000	Vogel Bros. Building Co.	Arrowhead Pharma	Laboratory
Confidential Data Center	Various	\$11,650,000	Cupertino Electric Inc.	Confidential	Data Center
Paddock Solar Farm	Beloit, WI	\$5,737,198	Burns & McDonnell Engineering Company, Inc.	Alliant Energy	Power - Solar Project
Cassville Solar Farm	Cassville, WI	\$5,297,377	Burns & McDonnell Engineering Company, Inc.	Alliant Energy	Power - Solar Project
Emmi Roth Project Delta GMP	Stoughton, WI	\$5,200,000	JH Findorff & Son Inc.	State of Wisconsin DFD	Indutrial Food Service
Wisconsin Youth Symphony Orchestra New Building	Madison, WI	\$1,980,972	JH Findorff & Son Inc.	WI Youth Symphony Orchestra	Performing Arts Center



WHY WESTPHAL



Why Westphal

We are passionate about the quality of our work, our values drive our success, and we believe we offer services that other companies in the area cannot match. We wouldn't be here without the solid foundation of values established by our founder, Fred Westphal. As an immigrant, Fred knew that if he was given the chance to work hard, perform his best and treat others with respect, he could earn the life of opportunity he dreamed about when he arrived in the United States. These values are carried through our work today.

We strive to look out for all of our customers, treat everyone with respect and dignity, and make sure we are putting our best foot forward in the interest of the team.

Our company culture is rooted in excellence, and we believe our electricians' expertise blows our competition out of the water. Most of our employees have worked for Westphal for many years, developing a family-comradery among our team. This fosters a work environment where everyone seeks to make sure their team members are given the best chance at success.

Each apprentice is classically trained by certified instructors using NECA approved curricula. Everything they learn is reinforced on the job, and we encourage our apprentices to push themselves to learn from our experienced journeymen.

We Promise Quality

Our emphasis on quality is what has kept Westphal & Company, Inc., thriving for over 90 years. Our approach to quality control begins as soon as we hear about a project; we put our best foot forward to prove to our customers that the service they will get from us is second to none.

Every Job is Unique

All projects are given a customized plan of action. Project members are carefully chosen from our team of experts to make sure a project has our best talent to suit its needs. All materials are procured from vetted, trustworthy vendors and manufacturers. Our expert team members carefully install equipment and verify it is in working order, and project closeout and commissioning is thorough.

Low-Voltage Experts

When our customers began needing high quality low-voltage work included in their projects, we met their needs by taking on a low-voltage division. We are proud to offer the benefit of seamless communication with Globalcom Technologies, the low-voltage-side of the Westphal family.

Above and Beyond Services

Professional Preconstruction Planning

Our preconstruction department is second to none when it comes to budgeting, cost-trends, design-assist, and value engineering. Our experienced personnel have a real understanding of historical costs, pricing, and design on projects similar in size and scope.

Prefabrication

Westphal continues to be a market leader and innovator when it comes to Prefab, lean construction, and modularization. Our prefab department continues to grow, offering our field operations more and more innovative solutions and installation techniques.

Familiarity with the Design, Delivery Method and Scope

Westphal has an extensive list of successfully completed projects with this type of scope, building type, location and delivery method most recently the Sun Prairie Elementary schools, Verona High School and Waunakee Intermediate School. The delivery method included a design component for these projects. In short, Westphal can and will succeed on your project because we've done it before.

Safety

We are committed to providing a safe and healthful workplace for our employees on all projects and jobsites. We have a comprehensive Safety Program administered by a full time Safety director, which goes above and beyond OSHA requirements. We consistently best industry averages in safety performance, as measured by Experience Modification Rate, Recordable Incident Rate, and Lost Workday Case Incident Rate.

Self Perform Division 27 & 28

Westphal self-performs low voltage systems including divisions 27 and 28. This allows for seamless coordination with rough-ins, penetrations, and scope. It also promotes sharing our resources for the most efficient installation solutions.



MADISON, WI

14 Marsh Court
Madison, WI 53718
608.222.0105

JANESVILLE, WI

4265 Capital Circle Drive
Janesville, WI 53546
608.754.4427

DUBUQUE, IA

750 Cedar Cross
Road Dubuque, IA
52003 563.583.5749

MILWAUKEE, WI

N27 W23713 Paul Road Unit B
Pewaukee, WI 53072
608.222.0105

westphalec.com

Electrical Proposal

WAUNAKEE SCHOOL DISTRICT ELEMENTARY SCHOOL & MIDDLE SCHOOL

Waunakee, WI

Prepared For
Vogel Bros. Building Company
September 23, 2022



Phone: 608-271-2046
Fax: 608-271-0160
www.ecidesign.com

**Electric
Construction
INC**

ELECTRICAL DESIGN, CONTRACTING & CONSULTING

Let Our Experience



Borders Book Shop



Famous Footwear Corporate Headquarters

Our wealth of experience results in success for our clients. Let us show you the way to that success. Over the last 30 years, our people at Electric Construction, Inc. have been expanding the Madison area's attractive and effective use of commercial lighting and electrical power. Client locations are bright, inviting and functional from day one. And, as our clients' electrical needs change, Electric Construction, Inc. is creatively hands-on to whatever the new task demands.

The range of successful client locations in an array of industries is proof that our experience works. Become part of our success. Let us help build your vision of the future. Whether a high-tech office complex, industrial warehouse, retail mall, educational or medical center, or airport expansion, Electric Construction, Inc. melds time controls, cost controls, and quality controls into one managed result: client satisfaction. Become one of our many satisfied clients.

Client satisfaction time and time again requires experienced and skilled craftsmen. Here, too, our experience builds success for our clients. Skilled field electricians, expediting the critical path to completion on site, work in harmony with central office CAD designers, technical analysts, and supply support personnel. Digital-age expertise winds its way from a project site to design engineering, from a computer CRT to network blueprint. We produce results and savings to the delight of our clients.

Our design/build capable team creates innovative solutions to complex lighting and electrical challenges. Let us show you ideas that will work for you. Let us create the results you'll want for today and tomorrow. For over 30 years we've worked successfully for others. Now it's time to let our experience work for you.

Work for You.

TELEDATA

INDUSTRIAL

COMMERCIAL



Contracting

Electrical Design Consulting

Company History

Electric Construction, Inc. was founded in 1967 with a commitment to quality design and innovation in electrical contracting. We are privately held corporation located in Madison, WI. We have grown to a current construction volume of \$20M annually and a staff of 85 full time employees. We are member of the National Electrical Contractors Association and our electricians are members of IBEW Local 159. This relationship allows us to attract and retain electricians with the highest level of electrical training available and to quickly augment our construction crew as workforce demands increase.

Our team is capable of completing any type of electrical project with various delivery methods:

- Lump Sum Bid
- Guaranteed Maximum Price – Cost Plus Fee
- Single Source Design Build
- Design-Assist
- Progress Cost Analysis and Budget Review
- Overbudget Cost Options - Value Engineering

Stability

As current events continue to shape the construction industry, it is even more important to select an electrical contractor with a solid foundation. A strong financial background will insure the design and construction team can focus on your needs and will be able to support a workforce to complete your project

Fidelity and Deposit Company of Maryland currently provides Bid Bonds, Performance & Payment Bonds and Miscellaneous bonding needs for Electric Construction, Inc. Requests for surety bonds are considered as a part of the normal course of business. Electric Construction has \$15 million bonding capacity. This bonding capacity represents independent review of our ability to complete electrical projects on time and on budget.

Financial records are included in the following pages as well as a reference letter from Oak Bank.

Electrical Design Consulting & Design Assist

Electric Construction has staff devoted to efficient electrical design. We can provide lighting design for exterior and interior spaces including 3D modeling and photometric calculations. 3D models created with AutoCAD MEP and Revit can be used with Navisworks or other Building Information Modeling (BIM) packages to predict constructability issues and possible conflicts. This can speed up the design and construction phases by identifying and resolving coordination issues early.

3D models can be paired with our Trimble Robotic Total Station to quickly and accurately locate conduits, embed anchors, pole bases, floor boxes, sleeves and other electrical rough-in items with the productivity required for today's construction projects.

We provide specialized value engineering cost savings, which are passed on to the owner during the design phase, resulting in a lower realized cost at the end of the project. This process generates the most cost-effective design.

Safety

Electric Construction, Inc. has an active safety program to provide all employees with the tools they require to work safely.

IT IS OF NUMBER ONE IMPORTANCE THAT EMPLOYEES COME TO WORK FIT AND RETURN HOME IN THE SAME CONDITION.

The safety of our employees, equipment and the work environment are paramount in all of our activities and it begins with accountability. All employees are accountable to themselves and to their co-workers to work safely. Working safely is a daily topic of discussion. This is further reinforced with weekly tool box talks and semi-annual company wide safety meetings.

Our commitment to working safely shows through with excellent safety metrics.

2020	EMR	.67
2019	EMR	.69
2018	EMR	.71

Highlights

- Proven experience in industrial and commercial design and construction
- Excellent references
- 50 years experience working as part of a client-partner team
- Professional electrical engineer on staff
- CAD design with Building Information Modeling capabilities
- Highly skilled/trained electricians and certified tele/data installers
- Fiber optic and data testing equipment
- Extensive tool inventory
- Strong commitment to continuing education and training
- Complete job cost accounting system, managed by CPA & Controller
- Computerized inventory and material management systems
- **Quality workmanship offers a 2-year warranty on electrical work and 25-year warranty on certified Tele/Data installations.**
- **We are currently in the process of completing \$11 million dollars of Design Assist projects with the Madison School District**

Contracting

Electrical Design Consulting

MAJOR SCHOOL PROJECTS COMPLETED IN PAST 2 YEARS

MMSD-Capital HS (in progress)	MMSD-LaFollette HS (in progress)
MMSD-Southside Elementary (in progress)	
Mineral Point Elementary	Wisconsin Heights Schools (in progress)
Merrimac Elementary School	
Dodgeville HS Performing Arts	Oregon Elementary (Fitchburg)
Pope Farms Elementary (Middleton)	Waterloo HS Addition & Remodel
Edgewood HS Performing Arts	Edgewood HS Renovation
Mt. Horeb HS	Mt. Horeb Middle School
Reedsburg Elementary	Pardeeville HS Performing Arts

MAJOR SCHOOL PROJECTS COMPLETED IN PAST 5 YEARS

Oregon High School Addition	Deforest Eagle Point Elementary
New Glarus High School Renovations	New Glarus Elementary Upgrades
Belleville Schools	Belleville Intermediate Service
Madison Mendota Elementary Renovation	Deerfield High School Addition
Waterloo School Security Entry	Sauk Prairie Elementary
Sauk Prairie High School	

OTHER SCHOOL PROJECTS

Riverdale Schools – Elementary (1995)	Riverdale Schools – High School Remodel
Sun Prairie CHUMS – Theater Remodel	Deerfield High School Remodel
Black Earth School	Waterloo School – Science Rooms
Wisconsin Heights High School – numerous	Saint Maria Goretti Elementary additions
Verona Stoner Prairie Elementary	Verona Glacier Edge Elementary
Verona Area HS (1993)	
Deerfield Elementary	Deerfield Middle / High School
McFarland Schools – multiple projects	Madison Midvale Tech Upgrades
Madison Lakeview Tech Upgrades	Madison Conrad Elvehjem
Mineral Point Middle / High School	
Marshall High School	Highland Junior High School
Brooklyn School	Deerfield School



Contracting

Electrical Design Consulting

Each project listed above was an individual project >\$100K. Repeated names are different projects for the same school district or location

PROJECT STAFF AND RESPONSIBILITIES

Please review our proposed team of supervisory and administrative personnel experienced in design assist electrical work and project management for educational facilities.

<u>NAME</u>	<u>TITLE</u>	<u>YEARS</u>	<u>CONSTRUCTION EXPERIENCE</u>
Preconstruction Services			
Rob Rudolf, PE, IESNA	Professional Engineer	26	Professional Engineer Building Information Modeling (BIM) Design Build Estimating Project Management
Project Management			
Rodney Howard	Senior Project Manager	29	Design Build Estimating / Budgets Project Management Master Electrician Field Supervision
Jay Stassi	Project Manager	22	Estimating / Budgets Project Management Field Supervision
Andrew Baker	Assistant Project Manager BIM Technology	3	Engineering & Drafting Visualization and Modeling Materials Management

Rob A. Rudolf, PE
Project Engineer, Principal
rudolf@ecidesign.com

Main Contact - Preconstruction

EDUCATION: Bachelor of Science, May 1997, University of Wisconsin - Madison
Major: Mechanical Engineering

LICENSES: State of Wisconsin - Professional Engineer Certificate # 39106-006

EXPERIENCE: **ELECTRIC CONSTRUCTION, INC.**, Madison, WI
Project Engineer April 1995 to Present
Stockholder 2001 to Present

Project Manager - Electrical Engineer - Estimator - BIM Coordinator

Leads preconstruction services team for design assist and design build projects. Electrical design including specifying materials and producing plans. Administering CAD standards within the organization. Interior and exterior lighting design including photometric calculations. Life cycle and payback analysis for efficiency upgrades.

NOTABLE PROJECTS: Certco Foods, Madison, WI
360,000 s.f. Freezer and Cold Storage Warehouse – Design Build
2500 kW Generator, 700kWdc PV Solar Array, 30 dock doors

Smart Motors, Madison, WI
100,000 s.f. – Auto Dealership – Design Build
324kWdc PV Solar Array - 2017

BIM Projects

Goodman Brass Works Building, Madison, WI – GMP
Oregon High School, Oregon, WI – BIM Coordinator
St. Gobain Expansion, Portage, WI – BIM Coordinator
Danisco – Jasmine, Madison, WI – BIM Coordinator
Lakeshore Phase 1 - Dejope Residence Hall – BIM Coordinator

School Projects

Sun Prairie CHUMS – Theater Renovation
St. Maria Goretti – Elementary & Gym Expansion
Deerfield Elementary & High School
Rio Elementary & High School – Renovations
McFarland High School - Expansion

Contracting

Electrical Design Consulting

Rodney Howard

Senior Project Manager, Principal
rhoward@ecidesign.com

Main Contact - Construction

EDUCATION: 2 years University of Wisconsin – LaCrosse 1987 - 89
2 years University of Wisconsin – Madison 1989 – 91
5 years MATC Electrical Apprenticeship – Madison 1995 - 2000

LICENSES: Master Electrician Certification– State of Wisconsin ID # 68358

EXPERIENCE: **ELECTRIC CONSTRUCTION, INC.** - Madison, WI
Purchasing Agent May 1992 – 94
Apprentice 1995 – 2000
Project Manager 2000 to Present
Stockholder 2001 to Present

He is the director of estimating, purchasing and project management for plan/spec, design build and negotiated projects. Rod is on the Board of Directors for Wisconsin NECA and has served on the Apprenticeship & Training Committee for over 15 years.

NOTABLE PROJECTS: Oregon Elementary, Fitchburg, WI
Net-Zero Building. – Roof Mounted Solar, Microgrid Tech \$4M

Pope Farms Elementary, Middleton WI
New development construction, 90,000 s.f. \$2M

Oregon High School, Oregon, WI
180,000 s.f. – Addition and Major Renovation, \$2M

Dane County Reginal Airport – Multiple Projects - \$4M
Parking Ramp Expansion, Jet Bridge, Passenger Bridge, Card Readers, Revenue Controls

Lakeshore Phase 1 – DeJope Residence Hall - \$4.4M
230,000 s.f. Dormitory with Food Service – 9 stations
Trimble robotic total station construction, Ball Field Sports Lighting

UW School of Medicine & Public Health - Centennial Building - GMP
Design Assist – Preconstruction services – Cost analysis



Contracting

Electrical Design Consulting

Jay Stassi

Project Manager
jstassi@ecidesign.com

Main Contact – Pricing & Project Management

EDUCATION: Bachelor of Science – May 2004 - University of Wisconsin – Madison
Major: English

EXPERIENCE: **ELECTRIC CONSTRUCTION, INC.** - Madison, WI
Material Handler 1999 to 2004
Estimator 2004 to Present
Project Manager-Estimator 2007 to Present

Duties include estimating, purchasing and project management for plan/spec, design build, and negotiated projects.

NOTABLE PROJECTS:

- PPD Building 13 Expansion, Middleton, WI
- PPD Building 10 Expansion Phase II, Middleton, WI
- PPD Building 2 Expansion, Middleton, WI
- UW Health, 1 South Park St – Pharmacy Remodel, Madison, WI
- UW-Madison Kinesiology Renovation – UW Madison, Madison, WI
- Dane County Regional Airport – Terminal Upgrade, Madison, WI
- Belleville High School Interior Renov. & STEM Addition, Belleville, WI

Andrew Baker
Project Engineer
abaker@ecidesign.com

Main Contact - BIM

EDUCATION: Bachelor of Science, May 2019, University of Wisconsin - Madison
Major: Civil Engineering & Construction Management

EXPERIENCE: **ELECTRIC CONSTRUCTION, INC.**, Madison, WI
Project Engineer May 2018 to Present

Project Manager - Engineer - Estimator - BIM Coordinator

- BIM Coordination in 2D and 3D.
- Advanced knowledge of Revit, AutoCAD & Navisworks
- Produces electrical plans for design and coordination purposes
- Interior and exterior lighting design including photometric calcs

**NOTABLE
PROJECTS:**

PPD Building 13 - Phase 1 & 2, Middleton, WI
82,000 sqf. GMP Lab Building Remodel/Expansion – BIM Coordinator
General labs, clean rooms & office spaces

Vista West Senior Living Community, Madison, WI
270,000 sqf. – Assisted Living – Designer/BIM Coordinator
200kW Generator, 174 units, memory care & independent living

BIM/Design Projects

Upland Hills Health Phase 2, Dodgeville, WI – BIM Coordinator
Pardeeville Highschool, Pardeeville, WI – BIM Coordinator
Pope Farms Elementary, Fitchburg, WI – BIM Coordinator
Sacred Hearts School Expansion, Sun Prairie, WI – Designer
Oregon Elementary, Oregon, WI – BIM Coordinator
Madison Youth Arts Center, Madison, WI – BIM Coordinator



Contracting

Electrical Design Consulting

Major Projects in Progress

September 20, 2022

NAME	CONTRACTOR	PERCENT COMPLETE	CONTRACT AMOUNT	ESTIMATED COMPLETION
Madison Yards Block 2 Retail Shell Development	CD Smith	34%	800,000	03/01/2023
MMSD Capital/Hoyt School Municipal High School	Findorff	4%	1,054,000	04/01/2023
DCRA South Expansion Terminal expansion & Life Safety Upgrade	Miron	43%	6,000,000	12/01/2023
MMSD Southside Elementary Municipal Middle School	Findorff	7%	2,161,000	08/01/2023
MMSD Lafollette High School Municipal High School	Findorff	33%	8,107,000	08/01/2024
CRC Park & Regent Apartment & Retail Development	Findorff	0%	4,800,000	08/01/2024

Electric Construction currently has a backlog of \$17M of incomplete work through 2024. We have capacity for an additional \$15M of work to start this fall based upon current projections.

Electric Construction INC



2861 Index Road
Madison WI 53713-3116
OFFICE 608-271-2046
FAX 608-271-0160
www.ecidesign.com

Contracting

Electrical Design Consulting

WCSD 2022 Referendum Projects
Vogel Bros. Building Co.
Design-Assist MEP Fee Proposal Form

Design-Assist Subcontractor Firm Name					
INSERT SCOPE Subcontractor Fee Proposal				Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work				2.00%	
Percentage Mark-up on Changes Orders				2.00%	
Lump Sum Fee for Pre-Construction Services				60,000.00	
PROPOSED CONSTRUCTION PROJECT PERSONNEL					
		PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)	
				Estimated Total Hours	Cost \$/Hr
	Project Executive	Rod Howard		100 Hrs	\$97 /Hr
	VP Operations-Budgeting, Estimating	Jay Stassi		100 Hrs	\$90 /Hr
	Project Manager	Dillon Smith		2,100 Hrs	\$85 /Hr
	Assistant Project Manager	?		500 Hrs	\$70 /Hr
	Design Engineer	Andrew Baker		300 Hrs	\$82 /Hr
	On-Site Superintendent/Foreman	Troy Cibulka			\$96 /Hr
	Administration Assistant			300 Hrs	\$68 /Hr
	Cost Estimator			500 Hrs	\$82 /Hr
	Safety Director				
Trade 1	General Foreman				\$96 /Hr
	Foreman			10,000 Hrs	\$93 /Hr
	Journeyman			28,000 Hrs	\$85 /Hr
	Apprentice			15,000 Hrs	\$69 /Hr
Trade 2	General Foreman				
	Foreman				
	Journeyman				
	Apprentice				
	Shop Delivery Person				\$40 /Hr
	Small Tools & Consumables				\$50,000
	Tools / Trucks / Other (Provide Cost List of Anticipated Items)				\$30,000
Safety Information	TRIR - 2020	2.45			
	TRIR - 2019	0.00			
	TRIR - 2018	0.00			
	EMR - 2020	0.66			
	EMR - 2019	0.69			
	EMR - 2018	0.71			



WCSD-ELEMENTARY

Electric Construction, Inc.
2861 Index Road
Madison, WI 53713

Rod Howard
rhoward@ecidesign.com
608-204-7078

Electrical Budget Breakout Sheet

Proposals Due: June 14, 2022

Scope	Unit	Unit Budget	Budget
Power Distribution Equipment	153036.00	\$ 4.00	\$ 612,144.00
Branch Power Distribution	153036.00	\$ 3.50	\$ 535,626.00
Building Lighting&Controls	153036.00	\$ 8.00	\$ 1,224,288.00
HVAC Provisions and connects	153036.00	\$ 3.00	\$ 459,108.00
Fire Alarm	153036.00	\$ 2.25	\$ 344,331.00
	153036.00		
	153036.00		
	153036.00		
Structured Cabling/ Backbone	153036.00	\$ 1.75	\$ 267,813.00
Access/Security/Camera sys	153036.00	\$ 2.25	\$ 344,331.00
PA and Emergency Call sys	153036.00	\$ 2.00	\$ 306,072.00
Clocks	153036.00	\$ 0.35	\$ 53,562.60
AV Systems	1.00	100000.00	100000.00
Site Lighting	153036.00	\$ 0.50	\$ 76,518.00
BIM/Design	20000.00	\$ 1.00	\$ 20,000.00
General conditions	90000.00	\$ 1.00	\$ 90,000.00
Contingency	20000.00	\$ 1.00	\$ 20,000.00
TOTAL FOR ABOVE			\$ 4,453,793.60
ALTERNATES			
Smart Board	60.00	\$ 10,000.00	\$ 600,000.00
Fire Department Repeater	1.00	80000.00	\$ 80,000.00
Lightning Protection	1.00	\$ 80,000.00	\$ 80,000.00
AV Systems	1.00	100000.00	100000.00
			\$5,313,793.60



WCSD-MIDDLE SCHOOL 2026

Electric Construction, Inc.
2861 Index Road
Madison, WI 53713

Electrical Budget Breakout Sheet

Rod Howard
rhoward@ecidesign.com
608-204-7078

Proposals Due: June 14, 2022

Scope	Unit	Unit Budget	Budget
Power Distribution Equipment	236156.00	\$ 4.20	\$ 991,855.20
Branch Power Distribution	236156.00	\$ 3.75	\$ 885,585.00
Building Lighting&Controls	236156.00	\$ 8.50	\$ 2,007,326.00
HVAC Provisions and connects	236156.00	\$ 3.00	\$ 708,468.00
Fire Alarm	236156.00	\$ 2.25	\$ 531,351.00
	236156.00		
	236156.00		
	236156.00		
Structured Cabling/ Backbone	236156.00	\$ 2.10	\$ 495,927.60
Access/Security/Camera sys	236156.00	\$ 2.25	\$ 531,351.00
PA and Emergency Call sys	236156.00	\$ 2.00	\$ 472,312.00
Clocks	236156.00	\$ 0.35	\$ 82,654.60
AV Systems	1.00	200000.00	200000.00
Site Lighting	236156.00	\$ 0.50	\$ 118,078.00
BIM/Design	30000.00	\$ 1.00	\$ 30,000.00
General conditions	140000.00	\$ 1.00	\$ 140,000.00
Contingency	30000.00	\$ 1.00	\$ 30,000.00
2026 LABOR ESCALATOR			\$ 100,000.00
TOTAL FOR ABOVE			\$ 7,324,908.40
ALTERNATES			
Smart Board	100.00	\$ 10,000.00	\$ 1,000,000.00
Fire Department Repeater	1.00	120000.00	\$ 120,000.00
Lightning Protection	1.00	\$ 120,000.00	\$ 120,000.00
			\$8,564,908.40



Contracting

Electrical Design Consulting

Tool & Equipment Rental Schedule

TOOL DESCRIPTION	DAILY RATE	WEEKLY RATE	MONTHLY RATE
LINE TRUCK 4-WHEEL DRIVE WITH HYDRAULIC BOOM & AUGER	\$220.00	\$780.00	\$1,950.00
OFFICE TRAILER 10 X 30	\$40.00	\$140.00	\$420.00
TRENCHER BOOM TYPE WITH BACKHOLE	\$285.00	\$1,000.00	\$3,020.00
MINI-EXCAVATOR (3000# class)	\$200.00	\$500.00	\$1,200.00
MINI-EXCAVATOR (6000# class)	\$250.00	\$650.00	\$1,800.00
MINI-EXCAVATOR (8000# class)	\$325.00	\$1,000.00	\$2,250.00
4-WHEEL SKID LOADER / BACKHOE DIESEL	\$250.00	\$650.00	\$1,800.00
VIBRATORY RAMMER (WHACKER)	\$125.00	\$300.00	\$1,100.00
ELECTRIC SCISSORS LIFT 19'	\$100.00	\$225.00	\$500.00
ELECTRIC SCISSORS LIFT 26'	\$125.00	\$300.00	\$685.00
ELECTRIC SCISSORS LIFT 40'	\$210.00	\$500.00	\$1200.00
4-WHEEL ALL-TERRAIN VEHICLE	\$200.00	\$500.00	\$1200.00
CORE DRILL RIG	\$140.00	\$450.00	\$950.00
CABLE ANALYZER	\$60.00	\$210.00	\$650.00
OTDR FIBER MODULE FOR CABLE ANALYZER	\$45.00	\$150.00	\$450.00
POWER METER	\$20.00	\$70.00	\$350.00
THERMAL IMAGER	\$20.00	\$70.00	\$350.00

Proposal

Waunakee Community School District -
2022 Referendum

Prepared for Vogel Bros. - September 23, 2022

Fire Protection

HVAC

Plumbing



HOOPER

Table of Contents

Waunakee Community School District - 2022 Referendum

Section 1 Firm Overview page 3

Section 2 Design-Assist Partnership page 9

Section 3 Similar Educational Experience page 12

Section 4 Community Involvement page 14

Section 5 Project Team page 15

 Fire Protection page 17

 HVAC page 20

 Plumbing page 24

Section 6 Fee Proposal page 28

Section 7 Current Workload page 35

Section 8 Why Hooper page 37

SECTION 1



Firm Overview

Company Background

Since 1913, Hooper has grown to become a well-respected electric power and mechanical contractor. With headquarters in Wisconsin and regional offices in Colorado, Florida, Michigan and Ohio, Hooper provides a wide range of services to support commercial and residential clients.

Hooper's areas of expertise within the company's Mechanical Division include fabrication and installation of complex plumbing, process piping, fire protection and HVAC systems, and construction of substations and high-voltage transmission and distribution lines for utility partners. Hooper also deploys emergency storm response teams around the country to help restore power to communities ravaged by natural disasters.

The firm's Safety Empowered™ philosophy provides the knowledge, equipment and investment needed to prevent harm and save lives both on and off the job site. Built on a reputation of excellence and trust, Hooper plays an integral role in delivering the resources needed for people to live and work in comfortable, healthy environments.



FOUNDED IN

1913



1200

AVERAGE NUMBER OF EMPLOYEES

5

OFFICE LOCATIONS

WISCONSIN | COLORADO
OHIO | FLORIDA | MICHIGAN

AVERAGE
ANNUAL
REVENUE

\$375
million



Recognized as

**Subcontractor
of the Year**

by The Daily Reporter in 2021



Corporate Culture

Hooper's Mission

To build strong, long-term relationships by connecting people to the resources they need

Hooper's Vision

- To become the nation's most respected electric power and mechanical contractor
- To provide our industries' most advanced, effective options for our customers
- To become our industries' most sought after employer by creating a culture of inclusion, safety and support
- To maintain our legacy of ethical conduct, charitable giving and environmental stewardship

Our Core Values



Safety Empowered™

Hooper empowers individuals with information that can save lives and prevent harm by providing ongoing educational opportunities to promote safety both on and off the job site.



Respectful Collaboration

Hooper supports productive teamwork, camaraderie and cooperation by doing business the right way and embracing a growth mindset.



Outstanding Craftsmanship

Hooper takes great pride in our award-winning quality, superior service, and proven leadership.



Community Engagement

Hooper encourages volunteerism and charitable giving by acting with care and consideration for others and the environment.



Guiding Principles



Ensure Safety for All

Practice methods to protect ourselves and each other, maintain safety as a constant state of mind



Exceed Expectations

Go above and beyond, excel in the everyday, consistently aspire to reach the highest standards possible



Rise to the Challenge

Remain open-minded, driven, innovative and eager to learn, develop excellence through hard work, effort and persistence



Inspire Goodwill

Give generously, help others, do the right thing always





Safety Empowered™



Hooper empowers individuals with information that can save lives and prevent harm

by providing ongoing educational opportunities to promote safety both on and off the job site.

It requires a total team commitment to the Hooper Corporation safety culture and the focus and belief of a zero accident/injury philosophy. The mission focus of this team of experts is on injury and loss prevention through program and policy development, training and site inspections. The Safety Department's qualifications include Master Degreed personnel, OSHA 500 trainers, NSC First Aid/CPR/AED instructors and nationally certified crane examiners (CIC - Crane Institute Certification).

Training has always been a cornerstone of a successful safety program. Our state of the art dedicated training facility is located in DeForest, WI for up-to date training needs. Training classes range from First Aid/CPR/AED and OSHA 10/30 Hour Classes to national crane certification. A Blended Learning approach has also been developed for many of the training curriculum topics, including orientation for new hires and subcontractors. Hooper's new Learning Management System/Blended Learning creates a synergistic approach of face-to-face training with interactive computer instruction.

Over 2.5 million hours worked without a lost time injury!

*Due to company restructuring, 2021 hours worked and associated statistics reflect all Hooper service divisions

HOOPER SAFETY AWARDS & MILESTONES

2021

Daily Reporter Hard Hat Safety Award

2019

1st place Winner of the SMACNA Safety Excellence Award

2016

MCAA National Safety Excellence Award

2013

MCAA 1st Place National Safety Excellence Award

MCAA Certificate of Commendation for Achieving Zero Lost Workday Case Rate

AGC Safety Excellence Award

Travelers Insurance Company Recognition Award for 1 Million Hours without a Lost Time Injury (2010 to 2013)

2012

MCAA Certificate of Commendation for Achieving Zero Lost Workday Case Incident Rate

2010

SMACNA Commitment to Safety Award

Year	Total Hours	RIR	LTIR	DART	EMR
2018	542,638	2.57	0	1.47	0.67
2019	454,116	0	0	0	0.60
2020	61 404,514	1.48	0	0.49	0.51
2021*	1,743,435	1.49	0.34	1.15	0.58



Financial Standing

With annual revenues reaching up to \$400 million, our financial standing should provide any customer with some comfort in knowing Hooper is here for the long haul. In addition, Hooper invests millions of dollars annually, upgrading our fleet and equipment needs. Hooper has also invested heavily into our future, building a new campus with a state-of-the-art fabrication facility and new office space to support our mechanical construction projects in the Midwest. These new facilities are located in DeForest only a short ten-minute drive from the new project site and could provide cost-effective support to our project crews. Please let us know if you would like to tour our facilities to see what separates us from the competition.

Certificate of Insurance

Please find a copy of Hooper's current Certificate of Insurance on the following page.

Bonding Capacity

Bonding Capacity: \$100,000,000
Aggregate Limit: \$ 250,000,000



SECTION 2



Design-Assist Partnership

For nearly 30 years, the vast majority of projects Hooper's Mechanical teams completed have either been Design-Assist or Design-Build in nature. We are frequently able to call upon our years of experience in both designing and installing quality Fire Protection, HVAC and Plumbing systems and providing cost saving solutions.

By staying ahead of the curve on new design technologies, Hooper is able to contribute to the most prepared project delivery teams. Successful Design-Assist projects require everyone on the project team to take an active role in all phases of the construction process. From the earliest stages of a project, we incorporate everyone, from design

engineers to our field supervisors, and utilize their talents and many years of experience to create coordination documents that are thorough and effective.

Once documents have passed the many stages of clash detection and resolution, project managers and foremen develop well researched and accurate schedules. We have an honest and straight forward approach to scheduling and work to establish realistic and attainable goals. We are in constant communication with all members of the project delivery team, because we see this as a crucial piece of the project.





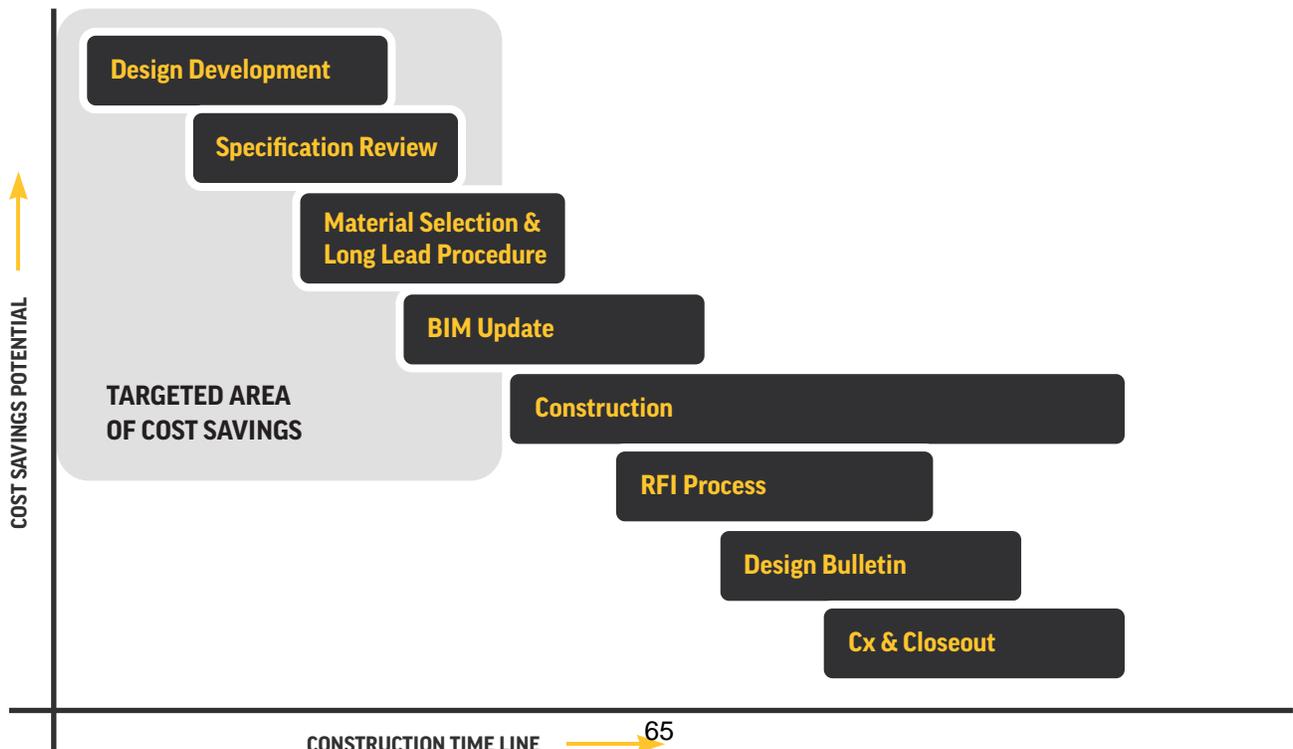
Early Cost Savings

Our experience has shown that the cost impact of decisions made earlier in the project tend to have a larger impact. By allowing us to bring in our team of personnel early to identify material selections and alternates, understand the construction sequence and timeline, and lock down budget targets, we are already running at full speed when time for construction begins. This minimizes the reactionary time that can cost the project productivity when daily costs are high. It also brings the team together to create a rapport such that any issues that arise can be dealt with.

Design-Assist takes a sophisticated customer to recognize the benefit of investing a small bit at the front end of the project to ensure success. However they will see that small changes early on have a dramatic impact at the end.

“FROM YOUR LEADERSHIP, TO PROJECT MANAGERS AND FOREMAN, YOU HAVE BEEN AN EXCELLENT DESIGN ASSIST PARTNER. YOUR ENTIRE TEAM COLLABORATED TO DELIVER SYSTEMS THAT BALANCED PROPOSED COSTS, LIFE CYCLE COSTS AND MAINTENANCE CONSIDERATIONS.”

- Mike Huffman, Owner's Rep
Huffman Facility Development





Budget Control

In the guaranteed maximum price (GMP) development phase of your project, we will follow many company standards to ensure that you receive a competitive price.

Hooper's project teams will review equipment and subcontract bid packages with the owner, engineer, and construction team to ensure that the proposed equipment includes the desired features and will operate at optimal efficiencies. We will also call to action our experience with pre-planning major projects. We will take the lead on CAD coordination to assist other trades, as well as to facilitate our pre-fabrication efforts.

Hooper has a long resume of (GMP) design build projects that

have documented savings that are returned to the owner. The owner will be involved with all selections of equipment and subcontractors through a competitive bid format.

Your estimate will be broken down into several categories to improve our budget control abilities. These categories, including labor by trade, materials, equipment, and subcontractors, will then be tracked by our sophisticated COINS accounting system. We will utilize short interval planning to gauge crew performance in the field. We track labor on an hourly "unit installed" basis to track actual labor productivity. This will help us monitor actual costs versus budgeted costs, so we can catch overages and inefficiencies before they become a problem.

Material Procurement

With careful planning and design, Hooper is able to provide a precise materials list and design installation for your project. With accurate knowledge of material costs, we are able to develop a reliable budget early on and keep those figures in balance through to the end of the project. Hooper's longevity, strong financial background and excellent relationships with local suppliers allow us to secure the best product pricing in the area.

Once the materials are secured, our brand new state-of-the-art fabrication facility can be utilized to receive pre-purchased pipe, coil stock and other materials and equipment. During the design phase, we will partner with subcontractors and vendors to ensure costs and estimates are updated in a timely manner and that there are no coordination or lead time issues once construction begins.

Project Staffing

Our years of experience give us a competitive advantage to understanding our capacity of taking on new work. We strategically manage our resources to simultaneously construct multiple large and complex projects to ensure that all expectations are met.

We know that our established record of effective project management contributes to the bottom lines of our clients. Our reputation has been built slowly and carefully one project at a time. When we make commitments we back them up with performance.

Hooper's Fire Protection, HVAC and Plumbing teams are available to start assisting Vogel with design, planning, budgeting and material procurement when necessary for the Waunakee Community School District - 2022 Referendum Project. We have the capacity to provide design and construction support from 2022 through May 2026 as outlined in the anticipated project schedule provided in the RFP documents.

SECTION 3



Similar Educational Experience

Educational Experience

With over a century of success, Hooper is proud of the many projects we have completed for local school districts. From large new construction buildings to small remodeling projects Hooper has long been a trusted partner for many area school districts. On the following page you can see how the design-assist partnership had a positive impact on the new Verona High School project. Hooper's experienced team was brought on early to help design high quality mechanical systems while meeting budget requirements. Hooper's early involvement in the project also helped identify other cost saving measures while not sacrificing quality or overall system performance.

Building Standardization

Across all mechanical divisions Hooper's teams are well versed in their respective fields. We can offer solutions to support the district's effort to standardize equipment among their buildings. Standardization of equipment can bring cost savings and help simplify the maintenance and serviceability of equipment in the long run. For many larger clients, Hooper has been able to assist the owner and their staff with the standardization process. Having seen many different products and always trying new cutting edge technologies, we can offer the options best suited for the district's needs. Whether this is coming up with a building standard specification or simply streamlining products used, Hooper is willing to assist the owner in this process.

SIMILAR PROJECTS

- **Wauwaukee Intermediate School**
- **Verona Area High School (Design-Assist)**
- **Holmen High School (Design-Assist)**
- **Sun Prairie West High School**
- **DeForest High School (Design-Assist)**
- **Wonewoc School (Design-Assist)**
- **Kromrey Middle School**
- **Mayville High School**
- **Milton High School**
- **Windsor Elementary School (Design-Assist)**
- **Eagle Point Elementary (Design-Assist)**
- **Monona Grove High School (Design-Assist)**
- **Madison Country Day School**
- **Sauk Prairie High School (Design-Assist)**
- **Madison Capital High School (Design-Assist) ***
- **Madison East High School (Design-Assist) ***
- **Madison West High School (Design-Assist) ***
- **Madison LaFollete High School (Design Assist) ***

* Indicates project still under construction

**THE PROJECTS LISTED ABOVE ARE JUST A SMALL
SAMPLE OF THE RECENT EDUCATIONAL PROJECTS
WE ARE HONORED TO HAVE BEEN A PART OF**



Verona Area High School

Verona, Wisconsin

Verona High School is a newly constructed 3 story 592,000-square-foot learning space for student grades 9 through 12. Located at the intersection of Highway 18 and 151, the school educates approximately 1,650 students each year in state of the art classrooms, fieldhouse, auditorium, library, auto and wood shops, art, culinary space and music and band rooms.

The project was an early award / design assist MEP style project. All MEP contractors were brought on early to help assist the owner and design engineers identify and provide a quality system that would meet the budget. Throughout the design process, there were multiple iterations of pricing review and design refinement to help ensure the mechanical system would perform as expected while meeting this budget.

Examples of cost saving measures without sacrificing mechanical system performance included moving the bore field closer to the school under a parking lot to reduce an underground vault and piping, combining common heat pump zones to reduce the quantity of heat pumps, and revising ductwork layouts to maximize air distribution efficiency.

Size

592,000 square feet

Scope

Fire Protection
HVAC

Method of Contract

Early Award
Design-Assist

Features

- Educational facility
- Sustainable features
- Award-winning project

SECTION 4



Community Involvement

Involvement In the Waunakee Community

Hooper employs nearly 100 professional staff members and tradespeople who reside in Waunakee, including Hooper's President & CEO, Steve Lindley. All our employees take great pride in being a part of this community and many have children who attend Waunakee Schools. This translates to a wide range of active parent volunteers and booster club supporters for various Waunakee School District activities such as graduation, prom, sporting events, social clubs and more. Other Hooper employees have actively served on their neighborhood associations, as volunteer coaches for youth sports teams, or as board members for charitable organizations such as Gunning for Hope that are based in the Waunakee Community.

Beyond personal involvement by our employees, Hooper Corporation is honored to provide quality service and support for Waunakee businesses such as Nord Gear, Octopi Brewing, Scientific Protein Labs and hundreds more commercial and residential clients. Hooper's Fire Protection, HVAC and Plumbing service teams have developed long standing relationships with a variety of valued Waunakee customers. Last but not least, Hooper's charitable foundation is proud to be involved with supporting Waunakee nonprofits through our employee gift match program. This initiative offers funding for qualifying community-based clubs, places of worship and other 501 (c)3 organizations located in Waunakee.

HOOPER FOUNDATION Helping Others Succeed

- **Boys and Girls Club of Dane County**
- **Big Step**
- **Gunning for Hope**
- **Dane County School Consortium**
- **Madison Area Mechanical & Sheet Metal Contractors Association**
- **Operation Fresh Start**
- **Vogel Foundation - School Supplies for Kids**
- **The Foundation for the Trades of Madison & Dane County**
- **Goodman Community Center**
- **The Road Home**
- **Youth Apprenticeship Programs in schools across southern Wisconsin**
- **United Way of Dane County**
- **Agrace Hospice Care**
- **Keep Wisconsin Warm / Cool Fund**
- **Dane County Humane Society**
- **The River Food Pantry**
- **RISE Wisconsin**
- **Badger Honor Flight**

SECTION 5



Project Team

Hooper takes pride in recruiting the best and brightest professionals in the industry who share our core values, guiding principles and commitment to excellence.

Regardless of role or tenure with the organization, all Hooper employees strive to exceed expectations, rise to the challenge and ensure our clients' priorities are met with enthusiasm and expertise.

If selected to partner with Vogel to complete the Fire Protection, HVAC and Plumbing scope of this project, we will bring a strong set of personnel with a diverse set of experiences and skills along with the facilities and relationships to support them. All management and foreman for all trades can provide a benefit to the project from a coordination and constructibility aspect.

Safety Key Personnel

Mark Hawley, Hooper's Director of Safety, will remain actively involved with all of Hooper's Mechanical Division project teams to ensure safety remains a priority throughout all phases of this project. Mark is a Certified Safety Professional with more than 30 years of industry experience and will bring a wealth of knowledge to the this project and the many construction professionals involved.

In addition to a strong safety presence, attached please find credentials for our highly qualified team members assigned to assist with the Waukegan Community School District - 2022 Referendum project in the following areas.

- > Fire Protection
- > HVAC
- > Plumbing





MARK HAWLEY, CSP

Director of Safety

Education

Bachelor of Science
Safety Management
UW - Platteville
Platteville, WI

Training & Certifications

Certified Safety Professional
(CSP)

Certified Utility Safety
Professional (CUSP)

National Safety Council First
Aid/CPR/AED Instructor

Mark brings strong leadership to the team with over 30 years of industry experience, and extensive knowledge of construction safety. He has established a documented pattern of success in implementing and executing safety goals and initiatives.

Mark is responsible for developing, implementing and managing all Hooper safety programs, policies and procedures to ensure operations are conducted in accordance with regulatory standards and best practices.

In this supervisory role, Mark ensures Hooper's Safety Empowered™ philosophy provides the knowledge, equipment and investment needed to prevent harm and save lives both on and off the job site.

Corporate & Civic Affiliations

American Society of Safety Professionals (AASP)
Member

National Safety Council
Member

University of Wisconsin - Madison Burn Unit Advancement
Advisory Board Member

Wisconsin Safety Council
Advisory Board Member



Fire Protection Key Personnel

CLAY TIBBETS

Preconstruction & Project Manager

Clay has over 13 years of experience designing and managing Fire Protection projects. Clay has been with Hooper since 2008 and has a diverse skill set and a robust portfolio of successful projects he has worked on from medical facilities, office complexes, municipal buildings, manufacturing facilities and several educational buildings.

TIM BEINBORN

Project Foreman

Tim brings 37 years of experience in the construction industry to his sprinkler fitter position, the last 11 years being with Hooper. As a foreman, Tim attends project meetings and works closely with foreman from different trades to make sure projects are completed on time and on budget. He is skilled in coordinating the daily tasks for his team to ensure all projects are executed as smoothly as possible.





CLAYTON TIBBETTS

Project Manager

Mechanical Division - Fire Protection

Education

BSAS
Architectural Design
UW - Milwaukee
Milwaukee, WI

Undergraduate Certificate
Urban Planning
UW - Milwaukee
Milwaukee, WI

Training & Certifications

NICET Certified - Automatic
Sprinkler System layout
2015

NFPA Certified Fire Sprinkler
Specialist
2013

State of Wisconsin Automatic
Fire Sprinkler Contractor
2019

State of Minnesota Managing
Employee
2016

Clayton has over 13 years of experience designing and managing fire protection projects. He has been with Hooper since 2008 and has been a Project Manager since 2019. Clayton's robust portfolio includes a wide range of medical, educational, office complexes, municipal buildings and manufacturing facilities.

Project Experience

Aurora Health Care
Medical Office Building
Oconomowoc, WI

St. Mary's Hospital
Various Projects
Madison, WI

Ascendium
New Corporate Office
Madison, WI

Cardinal Glass
IG Addition
Tomah, WI

Comfort Suites
Hotel Project
Cottage Grove, WI

Epic Systems
Campus 2 - 4, Deep Space Auditorium
Verona, WI

Holmen High School
Addition & Renovation
Holmen, WI

Illumina
Greenfield Manufacturing Facility
Madison, WI

Imperial Blades
Factory Expansion
Sun Prairie, WI

Madison Metropolitan School District
East/West High Schools
Madison, WI

Mentor Biologics
Greenfield Manufacturing Facility
Madison, WI

Oakwood Village
Prairie Ridge Campus
Madison, WI

UW - Madison
School of Human Ecology
Madison, WI

Verona School District
Verona High School
Verona, WI



TIM BEINBORN

Project Foreman

Mechanical Division - Fire Protection

Education

5 Year Sprinkler Fitters
Apprenticeship
Sprinkler Fitters Local 669
Appleton, WI

Associates Degree
Police Science
Western Technical College
La Crosse, WI

Training & Certifications

OSHA 10 Certification
OSHA 30 Certification
Lull Trained
CPR & First Aid Trained
Boom Lift Trained

Corporate & Civic Affiliations

Sprinkler Fitters Local 669
Member
Boscobel Youth Wrestling
Coach

Tim brings 37 years of experience in the construction industry to his sprinkler fitter position at Hooper. For the past 11 years, he has been part of the Mechanical Division - Fire Protection team. As a foreman, Tim attends project meetings and works closely with other foremen from different trades to make sure projects are completed on time and on budget. He is skilled in coordinating the daily tasks for his team to ensure all projects are executed as smoothly as possible.

Project Experience

Cardinal Glass
Expansion
Tomah, WI

Imperial Blades
Addition
Sun Prairie, WI

PPD
Remodel
Middleton, WI

Scientific Protein Laboratories
Addition
Waunakee, WI

Southwest Health
Clinic Addition
Platteville, WI

United States Department of Veterans Affairs
Tomah VA Medical Center New System
Retrofit
Tomah, WI

UW - La Crosse
White Hall Retrofit
La Crosse, WI

UW - Madison
Field House New System Retrofit
Madison, WI

UW - Platteville
Addition
Platteville, WI



HVAC Key Personnel

JON WEBER

Preconstruction & Project Manager

Jon has been with Hooper's HVAC team for the last 7 years. He has taken on many rolls within the company including managing projects, estimating, purchasing equipment, subcontract letting, and serving as a sales representative for key clients.

JEREMIE STEINDEL

Steamfitter Foreman

Jeremie has been a part of Hooper's HVAC division since 2006 where he started as a steamfitter apprentice and worked his way up to a steamfitter foreman. His primary responsibilities include daily coordination of the project crew, monitoring work to ensure understanding of assignments, verifying materials are installed to specification and local codes, coordination of installation with other trades, and reporting to management and supervisors on project productivity, safety and budget.

ANDY RAETHER

Sheet Metal Foreman

Andy brings more than 28 years of experience to his role as Sheet Metal Foreman. He joined the Hooper team in 2017, and provides a wealth of knowledge and expertise in MEP coordination, prefabrication, and on-site job management to every project his is a part of.





JON WEBER

Project Manager

Mechanical Division - HVAC

Education

Bachelor of Science
Civil Engineering
UW - Platteville
Platteville, WI

Training & Certifications

Type 1 & Type 2 Refrigeration
Certified
01/2007

Jon has been with Hooper's Mechanical Division - HVAC team for the last seven years. He has taken on many roles within the company including managing projects, estimating, purchasing of equipment, subcontract letting, and serving as a sales representative for key clients.

Project Experience

American Family Insurance

C Building Renovation
Madison, WI

City of Monona

Monona City Hall & Public Library
HVAC Improvements
Monona, WI

County of Dane

Fen Oak Facility Heat Pump
Replacement
Madison, WI

D.C. Everest Area School District

Greenheck Field House Snow Melt
Weston, WI

Ithaca School District

HVAC Upgrades
Richland Center, WI

Madison Area Technical College

Summer 2018 Renovations
Madison, WI

Madison Metropolitan School District

Capital High Renovation
Madison, WI

Madison Metropolitan School District

East High School Renovation
Madison, WI

Promega

West Chiller Replacement
Fitchburg, WI

School District of Hillsboro

Middle/High School Renovation
Hillsboro, WI

Sentry Insurance

New Office Building
Stevens Point, WI

UW Health

New Pharmacy Buildout
Middleton, WI

UW - Madison

West Madison Agricultural Research
Station Dryer Replacements
Verona, WI

Western Wisconsin Health

Baldwin Area Medical Center
Baldwin, WI



JEREMIE STEINDL

Steamfitter Foreman

Mechanical Division - HVAC

Education

5 Year Steamfitter Apprenticeship
Steamfitters Local 601
Madison, WI

Training & Certifications

CPR & First Aid Certification
07/2022

OSHA 30 Certification
11/2017

UA STAR Certified
03/2012

Certified Welder
05/2010

Industrial Crane Signaling
Certified

EPA Section 608 Certification

Corporate & Civic Affiliations

Wounded Warriors United of Wisconsin
Veteran & Volunteer

Jeremie is a USMC Veteran (1996-2005) and has been a part of Hooper's Mechanical Division - HVAC team since 2006. Jeremie started his career with Hooper as a steamfitter apprentice and worked his way up to a steamfitter foreman in 2012. His primary responsibilities include daily coordination of the project crew, monitoring work to ensure understanding of assignments, verifying materials are installed to specifications and local codes, coordination of installation with other trades, and reporting to management and supervisors on project productivity, safety, and budget.

Project Experience

American Family Insurance

The Spark Office Building
Madison, WI

Ascendium

Headquarters Building
Madison, WI

City of Madison

Metro Transit Phase II Retrofit Natural Gas, Heating, & Ventilation in Bus Storage & Maintenance Areas
Madison, WI

Dane County

Medical Examiners Facility & Highway Maintenance Facility
McFarland, WI

DeForest Area School District

Eagle Point Elementary School
DeForest, WI

DeForest Area School District

High School STEM Addition
DeForest, WI

Epic Systems

Farm Campus: Stable, Parking Garage, Snowmelt; Building K Geo Re-route; Woodshop Geo Thermal Phase I & II
Verona, WI

Gray Television

WMTV NBC15
Madison, WI

MilliporeSigma

Phase II Addition
Madison, WI

Monona Grove School District

Monona School District Office & MG21 Liberal Arts Charter School
Monona, WI

UW Health

Rehabilitation Hospital & UW Hospital and Clinics Sports Medicine MRI Replacement,
Madison, WI



ANDY RAETHER

Sheet Metal Foreman

Mechanical Division - HVAC

Education

5-Year Sheet Metal Apprenticeship
Sheet Metal Local 18
Madison, WI

Training & Certifications

- Scaffold Safety
01/2022
- OSHA 30 Certification
04/2017
- Fall Protection
07/2017
- Aerial Lift
07/2017
- Qualified Rigging Person
10/2017
- Qualified Signal Person
10/2017
- OSHA 10 Certification
09/1997

Corporate & Civic Affiliations

Sheet Metal Local 18
Member

Andy joined Hooper's Mechanical Division - HVAC team in 2017 and brings more than 28 years of experience to his role as Sheet Metal Foreman. In this capacity, he provides a wealth of knowledge and expertise in MEP coordination, prefabrication, and on-site job management.

Project Experience

Alexander Company

Capitol West Condo High Rise & Commercial Space
Madison, WI

Catalent

Phase 4th & 5th Train
Madison, WI

Chazen Museum of Art

Addition & Remodel
Madison, WI

Hy Cite

Corporate Office
Madison, WI

Illumina

Lab & Office
Madison, WI

Nolen Shore Condominiums

New High Rise Condo
Madison, WI

Sauk Prairie School District

High School Remodel & Additions
Prairie Du Sac, WI

SSM Health

St. Mary's Hospital
Janesville, WI

Sub-Zero Group Inc.

Innovation Center
Fitchburg, WI

UnityPoint Health - Meriter

Phase 2 of S BCE Project
Madison, WI

UW - Madison

Wendt Commons Remodel
Madison, WI

UW - Platteville

Baraboo Sauk County Campus Science Wing Addition
Baraboo, WI



Plumbing Key Personnel

BRIAN SCHULTZ

Preconstruction Manager

Brian has over 27 years of plumbing industry experience, but his roots in plumbing go deeper. As a third generation in the industry, he spent many weekends as a kid helping on plumbing projects. He has served in nearly every roll at Hooper, to his current status as Vice President. Brian is skilled in estimating, budgeting, standards and processes, labor relations, project development and as a business group manager.

KIP JAKUSZ

Project Manager

Kip has over 27 years of plumbing industry experience and is a Master Plumber by trade. Kip began his career in the field and worked his way up to Foreman, General Superintendent, Service and Special Projects Manager and to his current position as Project Manager. He has extensive experience in all aspects of the plumbing trade and is knowledgeable in prefabrication, scheduling, safety coordination, design build projects and BIM.

RORY HERRING

Plumbing Foreman

Rory brings 17 years of experience in the plumbing industry to his role as Project Foreman. Currently, Rory oversees job site activities including MEP coordination, reviewing blueprints, and making sure project scope, budget, and timelines are met. With his extensive experience, Rory can think outside the box to solve problems and work closely with other trades to ensure projects are completed on time and meet Hooper's high standards.

“HOOPER CORPORATION’S EXPERTISE OF DESIGN AND FIELD EXECUTION OF WORK WITH OUR SHARED CUSTOMERS COUPLED WITH THEIR COLLABORATIVE AND INNOVATIVE SPIRIT MAKE THEM ONE OF OUR GO-TO EXPERTS FOR OUR MOST SIGNIFICANT PROJECTS.”

- Thomas Ryan, Total Water Treatment Systems, Inc.





BRIAN SCHULTZ

Vice President

Mechanical Division - Plumbing

Education

Bachelor of Science
Civil Engineering
UW - Madison
Madison, WI

Corporate & Civic Affiliations

Madison Association of
Plumbing Contractors
Vice President

Hooper Corporation
Board of Directors

Brian has over 27 years of working experience in the plumbing industry, but his roots in plumbing go deeper. As a third generation in the industry, he spent many weekends as a kid helping on plumbing projects. He has served nearly every role in Hooper, to his current status as Vice President. Brian is skilled in estimating, budgeting, standards and process, labor relations, project development, and as a business group manager.

Project Experience

Baldwin Hospital

New Replacement Hospital
Baldwin, WI

Divine Savior Hospital

New Replacement Hospital
Portage, WI

Promega

R & D Building
Fitchburg, WI

Rhineland Hospital

New Replacement Hospital
Rhineland, WI

UW Health at The American Center

New Hospital
Madison, WI

UW Hospitals and Clinics

Many Projects
Madison, WI

UW - Madison

Microbial Sciences Building
Madison, WI

Wisconsin Institute for Discovery

New Lab Building
Madison, WI



KIP JAKUSZ

Project Manager

Mechanical Division - Plumbing

Education

State of Wisconsin Plumbing
Apprenticeship

Training & Certifications

- Master Plumber # 646518
- Cross Connection Control Tester
- Cross Connection Control Surveyor
- Certified Medical Gas Installer

Kip has 27 years of experience in the plumbing industry. He began his career in the field, and has worked his way up from Foreman, to General Superintendent, Service and Special Projects Manager and then to his current position as a Project Manager. He has extensive experience in all aspects of the plumbing trade including residential, plumbing service where he expanded and ran a successful service department, commercial and industrial work. He has knowledge in prefabrication, scheduling, safety coordination, design build projects, leading large project teams and BIM.

Project Experience

University Square
New Construction
Madison, WI

Union South
New College Building
Madison, WI

Ben Franklin School Addition
School Remodel
Stevens Point, WI

Dane County Humane Society
Remodel
Madison, WI

UW Chamberlin Hall Remodel
Academic Building Remodel
Madison, WI

Hilldale Mall Remodel
Mall Remodel
Madison, WI

Cambridge Library
Library Remodel
Cambridge, WI

Sun Prairie East High School
New High School
Sun Prairie, WI

Lakeshore Residence Hall
New Residence Hall
Madison, WI

Waukegan Schools Remodel
School Remodel
Waukegan, WI

Columbia County Health Care Center
Remodel
Wycena, WI

USDA Conservation Building
Remodel
Madison, WI

UW Kronshage Hall Remodel
Residence Hall Remodel
Madison, WI



RORY HERRING

Project Foreman

Mechanical Division - Plumbing

Education

5 Year Plumbing Apprenticeship
Madison Area Technical College
Madison, WI

Bachelor of Arts
Art
UW - Parkside
Kenosha, WI

Training & Certifications

OSHA Certification

Corporate & Civic Affiliations

Plumbers Local 75
Member

DeForest Wrestling: Middle School
Assistant Coach

DeForest Wrestling: Gold Medal Youth
Assistant Coach

Rory brings 17 years of experience in the plumbing industry to his role as Project Foreman. Rory began his career at Hooper in 2013 in the service department and advanced to foreman after a year. Currently, Rory oversees jobsite activities including MEP Coordination, reviewing blueprints, and making sure project scope, budget, and timelines are met. With his extensive knowledge and experience, Rory can think outside the box to solve problems and work closely with other trades and supervisors to ensure projects are completed on time and meet Hooper's high standards.

Project Experience

City of Madison

Historic Remodel of Madison Municipal Building Offices
Madison, WI

Holy Cross Lutheran Church

Church & Kids Crossing Early Learning Center
Madison, WI

Middleton-Cross Plains Area School District

Kromrey Middle School New Construction, Third Phase
Middleton, WI

Miramont Behavioral Health

Inpatient Acute Psychiatric Hospital
Middleton, WI

Oakwood Village University Woods

Skilled Nursing Facility
Madison, WI

Olbrich Botanical Gardens

Bolz Conservatory & Frautschi Family Learning Center 82
Madison, WI

Oregon School District

Oregon Middle School Addition & Remodel
Oregon, WI

Sun Prairie Area School District

Sun Prairie West High School
Sun Prairie, WI

United Vaccines

Pharmaceutical Production
Verona, WI

UW Health

Pharmacy Services Building
Middleton, WI

WPS Health Solutions

Multiple Remodels of Health Insurance Offices
Madison, WI

Zendesk

Three Floor Build-out Office Space
Madison, WI



SECTION 4



Fee Proposal

On the following pages please find Hooper's current labor rates and fees on the fee proposal form provided with the RFP documents and equipment rates for the following mechanical services:

- > Fire Protection
- > HVAC
- > Plumbing

“I’D LIKE TO EXPRESS MY GRATITUDE FOR THE PLANNING AND EXECUTION THAT RESULTED IN THE SUCCESS OF A RATHER COMPLICATED JOB.”

- Derek Schnabel, Facilities Engineer, EPIC Systems





**WCSD 2022 Referendum Projects
Vogel Bros. Building Co.
Design-Assist MEP Fee Proposal Form**

Fire Protection

Hooper Corporation - Fire Protection				
INSERT SCOPE Subcontractor Fee Proposal			Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work			2.50%	
Percentage Mark-up on Changes Orders			2.50%	
Lump Sum Fee for Pre-Construction Services - Elementary School			\$	8,500.00
Lump Sum Fee for Pre-Construction Services - Middle School			\$	17,712.00
PROPOSED CONSTRUCTION PROJECT PERSONNEL	PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee or Precon)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)	
			Estimated Total Hours	Cost \$/Hr
Project Executive		X		
VP Operations-Budgeting, Estimating	Steve Millmann	X		
Project Manager - Elementary School	Clay Tibbetts		200 Hrs	\$85 /Hr
Project Manager - Middle School	Clay Tibbetts		375 Hrs	\$85 /Hr
Assistant Project Manager		X		
Design Engineer		X		
On-Site Superintendent/Foreman		X		
Administration Assistant		X		
Cost Estimator		X		
Safety Director		X		
Fire Protection	General Foreman			\$109.24 /Hr
	Foreman			\$105.86 /Hr
	Journeyman			\$101.74 /Hr
	Apprentice			\$74.46 /Hr
	Shop Delivery Person			\$65.32 /Hr
Small Tools		X		
Tools / Trucks / Other (Provide Cost List of Anticipated Items)				
Labor values valid thru 3-31-23				
Safety Information	TRIR - 2020	1.88		
	TRIR - 2019	2.05		
	TRIR - 2018	2.74		
	EMR - 2020	0.51		
	EMR - 2019	0.60		
	EMR - 2018	0.67		



**WCSD 2022 Referendum Projects
Vogel Bros. Building Co.
Design-Assist MEP Fee Proposal Form**

HVAC

Hooper Corporation - HVAC				
INSERT SCOPE Subcontractor Fee Proposal			Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work			2.50%	
Percentage Mark-up on Changes Orders			2.50%	
Lump Sum Fee for Pre-Construction Services Elementary School			\$15,000	
Lump Sum Fee for Pre-Construction Services Middle School			\$20,000	
PROPOSED CONSTRUCTION PROJECT PERSONNEL	PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee or Precon)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)	
			Estimated Total Hours	Cost \$/Hr
Project Executive		X		
VP HVAC-Budgeting, Estimating	Brad Werlein	X		
Project Manager - Elementary School	Jon Weber		240 Hrs	\$85 /Hr
Project Manager - Middle School	Jon Weber		280 Hrs	\$85 /Hr
Assistant Project Manager		X		
Design Engineer		X		
On-Site Superintendent/Foreman		X		
Administration Assistant		X		
Cost Estimator		X		
Safety Director		X		
Sheetmetal	General Foreman			
	Foreman			\$105.26 /Hr
	Journeyman			\$99.07 /Hr
	Apprentice			\$86.34 /Hr
Steamfitter	Foreman			\$111.59 /Hr
	Journeyman			\$104.32 /Hr
	Apprentice			\$85.63 /Hr
	Shop Delivery Person			\$65.32 /Hr
	Small Tools	X		
	Tools / Trucks / Other (Provide Cost List of Anticipated Items)			
	Labor values valid thru 5-31-23			
Safety Information	TRIR - 2020	1.88		
	TRIR - 2019	2.05		
	TRIR - 2018	2.74		
	EMR - 2020	0.51		
	EMR - 2019	0.60		
	EMR - 2018	0.67		



**WCSD 2022 Referendum Projects
Vogel Bros. Building Co.
Design-Assist MEP Fee Proposal Form**

Plumbing

Hooper Corporation - Plumbing				
INSERT SCOPE Subcontractor Fee Proposal			Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work			2.50%	
Percentage Mark-up on Changes Orders			2.50%	
Lump Sum Fee for Pre-Construction Services - Elementary School			\$ 9,500.00 Includes estimating, budgeting, standardization, meetings, and all design assist duties.	
Lump Sum Fee for Pre-Construction Services - Middle School			\$ 9,500.00 Includes estimating, budgeting, standardization, meetings, and all design assist duties.	
PROPOSED CONSTRUCTION PROJECT PERSONNEL	PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee or Precon)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)	
			Estimated Total Hours	Cost \$/Hr
Project Executive		X		
VP Operations-Budgeting, Estimating	Brian Schultz	X		
Project Manager - Elementary School	Kip Jakusz		200 Hrs	\$85 /Hr
Project Manager - Middle School	Kip Jakusz		200 Hrs	\$85 /Hr
Assistant Project Manager		X		
Design Engineer		X		
On-Site Superintendent/Foreman		X		
Administration Assistant		X		
Cost Estimator		X		
Safety Director		X		
Plumbing	General Foreman			\$105.53 /Hr
	Foreman			\$101.21 /Hr
	Journeyman			\$95.27 /Hr
	Apprentice			\$82.59 /Hr
Operator	Foreman			\$98.76 /Hr
	Journeyman			\$89.39 /Hr
	Apprentice			\$83.64 /Hr
	Shop Delivery Person			\$65.32 /Hr
	Small Tools	X		
	Tools / Trucks / Other (Provide Cost List of Anticipated Items)			
	Labor values valid thru 5-31-23			
Safety Information	TRIR - 2020	1.88		
	TRIR - 2019	2.05		
	TRIR - 2018	2.74		
	EMR - 2020	0.51		
	EMR - 2019	0.60		
	EMR - 2018	0.67		



Hooper Equipment Rental Rates

Description	0031 CC Rate	Effective Date	Start Date
TRUCK TRACTOR 2 1/2 T 6X4	\$ 11.40	4/1/2021	4/1/2021
FLATBED TRUCK 2T 4X2	\$ 29.49	4/1/2021	4/1/2021
DUMP BOX TRUCK 1 1/4T 4X2	\$ 52.42	4/1/2021	4/1/2021
FLATBED TRUCK 1 1/2T 4X2	\$ 28.99	4/1/2021	4/1/2021
STEP VAN TRUCK 1T 4X2	\$ 24.34	4/1/2021	4/1/2021
CAB OVER SERVICE VAN 1 T 4X2	\$ 24.34	4/1/2021	4/1/2021
SUV 4X4	\$ 24.34	4/1/2021	4/1/2021
VAN TRUCK 3/4T 4X2	\$ 24.34	4/1/2021	4/1/2021
LINEBODY TRUCK 3/4 T 4X2	\$ 27.66	4/1/2021	4/1/2021
PICKUP TRUCK 3/4T 4X2	\$ 19.49	4/1/2021	4/1/2021
PICKUP TRUCK 1/2T 4X4	\$ 19.57	4/1/2021	4/1/2021
PICKUP TRUCK 1/2T 4X2	\$ 17.81	4/1/2021	4/1/2021
4'X10' ALUMINUM TRENCH BOX	\$ 1.80	4/1/2021	4/1/2021
8'X10' ALUMINUM TRENCH BOX	\$ 2.67	4/1/2021	4/1/2021
TILT BED TRAILER 1 1/4T TOW TYPE	\$ 3.09	4/1/2021	4/1/2021
LOWBOY TRAILER 1 1/2T TOW TYPE	\$ 3.09	4/1/2021	4/1/2021
LOWBOY TRAILER 2T TOW TYPE	\$ 3.09	4/1/2021	4/1/2021
LOWBOY TRAILER 3 T TOW TYPE TANDEM AXLE	\$ 3.09	4/1/2021	4/1/2021
LOWBOY TRAILER 4T TOW TYPE	\$ 3.61	4/1/2021	4/1/2021
LOWBOY TRAILER 6T TOW TYPE	\$ 6.61	4/1/2021	4/1/2021
FLATBED TRAILER 20T SEMI	\$ 16.76	4/1/2021	4/1/2021
FACING TOOLS FOR SS TUBE 0.5" TO 4.50"	\$ 7.60	4/1/2021	4/1/2021
OFFICE TRAILER TOW TYPE SINGLE AXLE	\$ 2.13	4/1/2021	4/1/2021
OFFICE STORAGE VAN SEMI TANDEM AXLE	\$ 2.48	4/1/2021	4/1/2021
MATERIAL VAN TOW TYPE SINGLE AXLE	\$ 2.48	4/1/2021	4/1/2021
MATERIAL VAN TOW TYPE TANDEM AXLE	\$ 2.48	4/1/2021	4/1/2021
CRANE TRUCK 8T HYDRAULIC	\$ 28.98	4/1/2021	4/1/2021
6'X8' STEEL TRENCH BOX	\$ 0.99	4/1/2021	4/1/2021
PROGRESS MACHINE 300B	\$ 1.69	4/1/2021	4/1/2021
PROGRESS MACHINE 320B/330	\$ 2.17	4/1/2021	4/1/2021
PORTABLE VIDEOSCOPE	\$ 2.30	4/1/2021	4/1/2021
EXCAVATOR 2T	\$ 23.66	4/1/2021	4/1/2021
EXCAVATOR 6 T	\$ 24.95	4/1/2021	4/1/2021
EXCAVATOR 18T	\$ 45.54	4/1/2021	4/1/2021
BACKHOE W/LOADER	\$ 24.97	4/1/2021	4/1/2021
SKID STEER LOADER 55 HP	\$ 29.36	4/1/2021	4/1/2021
SKID STEER LOADER W/GRADER	\$ 31.58	4/1/2021	4/1/2021
AIR COMPRESSOR 185 CFM	\$ 21.49	4/1/2021	4/1/2021
FORKLIFT 6,000#	\$ 19.89	4/1/2021	4/1/2021
MANLIFT PLATFORM 20'	\$ 5.61	4/1/2021	4/1/2021
MANLIFT PLATFORM 30' 4X2	\$ 8.71	4/1/2021	4/1/2021
GENERATOR 5,000 WATT	\$ 6.58	4/1/2021	4/1/2021
WELDER 225 AMP	\$ 7.21	4/1/2021	4/1/2021
WELDER ELEC 110 V WIRE	\$ 1.16	4/1/2021	4/1/2021
WELDER 300 AMP	\$ 3.14	4/1/2021	4/1/2021
GAS WELDER 300 AMP	\$ 16.63	4/1/2021	4/1/2021
ORIBITAL WELDER 200 AMP	\$ 17.81	4/1/2021	4/1/2021
WELDER 200 AMP	\$ 1.55	4/1/2021	4/1/2021



Section 4 Fee Proposal

WELDER 350 AMP	\$	2.56	4/1/2021	4/1/2021
WATER PUMP 2" ELECT	\$	3.49	4/1/2021	4/1/2021
WATER PUMP 6" ELECT	\$	28.05	4/1/2021	4/1/2021
COMPACTOR VIBRO HYDRAULIC	\$	10.91	4/1/2021	4/1/2021
COMPACTOR VIBRO HYDRAULIC - HAND <96KG	\$	4.34	4/1/2021	4/1/2021
COMPACTOR VIBRO HYDRAULIC - HAND 96-2520KG	\$	5.15	4/1/2021	4/1/2021
DRILL ROCK PNEUMATIC-HAND	\$	2.27	4/1/2021	4/1/2021
TRIMBLE ROBOTIC TOTAL STATION	\$	15.37	4/1/2021	4/1/2021
LASER SEWER -DIALGRADE	\$	4.77	4/1/2021	4/1/2021
DRILL COPPER T	\$	4.52	4/1/2021	4/1/2021
PIPE GROOVER	\$	0.52	4/1/2021	4/1/2021
PASSENGER CAR 4 DOOR	\$	14.31	4/1/2021	4/1/2021
PIPE THREADER W/MANUAL OILER 1/8"-2"	\$	4.86	4/1/2021	4/1/2021
PIPE THREADER W/AUTO OILER 1/8" - 2"	\$	3.31	4/1/2021	4/1/2021
Economy Hi-Lift w/Hand Crank	\$	0.80	4/1/2021	4/1/2021
Diamond Core - Machine	\$	6.53	4/1/2021	4/1/2021
Portable Pipe Thread Machine	\$	2.16	4/1/2021	4/1/2021
Material Lift Roustabout Hoist 15'	\$	5.48	4/1/2021	4/1/2021
Plasma Arc - Cutter	\$	1.54	4/1/2021	4/1/2021
Enerpac Cyclone Bender	\$	4.47	4/1/2021	4/1/2021
Confined Space 4 Gas Monitor	\$	2.20	4/1/2021	4/1/2021
Confined Space Ventilation Blower	\$	6.20	4/1/2021	4/1/2021
Duct Lifter	\$	3.59	4/1/2021	4/1/2021
Plasma Torch Cutter	\$	1.54	4/1/2021	4/1/2021
Diamond Core Bit Kit	\$	2.76	4/1/2021	4/1/2021
9" Diamond Core Bit	\$	2.20	4/1/2021	4/1/2021
10" Diamond Core Bit	\$	2.84	4/1/2021	4/1/2021
12" Diamond Core Bit	\$	3.51	4/1/2021	4/1/2021
14" Diamond Core Bit	\$	4.67	4/1/2021	4/1/2021
Wet/Dry Core Drill	\$	6.30	4/1/2021	4/1/2021
Diamond Core Elec Less Bit	\$	4.40	4/1/2021	4/1/2021
Dry Core Drill Motor	\$	3.93	4/1/2021	4/1/2021
Extension Ladder 40'	\$	0.70	4/1/2021	4/1/2021
Cable Hoist Elec 1T	\$	1.54	4/1/2021	4/1/2021
Copper Prep Machine	\$	0.98	4/1/2021	4/1/2021
Fax Machine	\$	0.22	4/1/2021	4/1/2021
Computer - Office	\$	0.30	4/1/2021	4/1/2021
Blue Print Machine	\$	4.36	4/1/2021	4/1/2021
Propress Machine 300B	\$	1.69	4/1/2021	4/1/2021
Propress Machine 300B	\$	2.17	4/1/2021	4/1/2021
Gas Partner Saw	\$	2.31	4/1/2021	4/1/2021
Propress Crimp Ring Set	\$	2.20	4/1/2021	4/1/2021
PPR Pipe Scraper	\$	0.08	4/1/2021	4/1/2021
PPR Pipe Scraper Kit	\$	1.38	4/1/2021	4/1/2021
PPR Electrofusion Processor	\$	1.91	4/1/2021	4/1/2021
Socket Fusion Spider JIG	\$	14.50	4/1/2021	4/1/2021
Dust Collection System	\$	3.12	4/1/2021	4/1/2021
Plasma Torch Portable	\$	1.47	4/1/2021	4/1/2021
Aquatherm Plate Kit Small	\$	6.66	4/1/2021	4/1/2021
Aquatherm Plate Kit Large	\$	7.54	4/1/2021	4/1/2021
Environment Containment Unit	\$	8.76	4/1/2021	4/1/2021
Smoke Eater Welding Fan	\$	1.75	4/1/2021	4/1/2021
Ventilation Fan 36"	\$	2.29	4/1/2021	4/1/2021
Scissors Lift Electric 20"	\$	7.57	4/1/2021	4/1/2021
Single Person Lift	\$	6.21	4/1/2021	4/1/2021
2 Ton Gantry	\$	2.10	4/1/2021	4/1/2021
Air Powered Lift	\$	3.85	4/1/2021	4/1/2021
Freeze Kit	\$	2.99	4/1/2021	4/1/2021
Pipe Fusion Maching	\$	18.84	4/1/2021	4/1/2021



Section 4 Fee Proposal

Pipe Fusion Kit	\$	24.16	4/1/2021	4/1/2021
Gang Box "Large"	\$	0.59	4/1/2021	4/1/2021
Gang Box "Medium"	\$	0.40	4/1/2021	4/1/2021
High Pressure Hot Tap	\$	4.70	4/1/2021	4/1/2021
Hot Tap Drill Kit	\$	0.38	4/1/2021	4/1/2021
Hydrostatic Pump (Small)	\$	0.65	4/1/2021	4/1/2021
Pex Tubing Manual Tool Kit	\$	1.00	4/1/2021	4/1/2021
Pex Uncoiler	\$	1.00	4/1/2021	4/1/2021
Retractable Lifeline	\$	0.69	4/1/2021	4/1/2021
Non Penetrating Roof Anchor	\$	6.20	4/1/2021	4/1/2021
Shopping Cart Caddy	\$	6.65	4/1/2021	4/1/2021
Strut Cutter W/Hydraulic Pump	\$	3.09	4/1/2021	4/1/2021
Duct Pressure Test Kit 5"	\$	1.26	4/1/2021	4/1/2021
Duct Pressure Test Kit 8"	\$	2.41	4/1/2021	4/1/2021
Air Balance Hood	\$	1.18	4/1/2021	4/1/2021
Mule Cart / Gator	\$	9.45	4/1/2021	4/1/2021
T-Drill	\$	4.52	4/1/2021	4/1/2021
Specialized Drill	\$	2.18	4/1/2021	4/1/2021
Material Bin 3,000 # Capacity	\$	3.94	4/1/2021	4/1/2021
Chain Saw Gasoline 20"	\$	2.60	4/1/2021	4/1/2021
Virbalign	\$	4.58	4/1/2021	4/1/2021
Electric Hand Held Drill	\$	1.17	4/1/2021	4/1/2021
Rotary Hammer Drill Large	\$	2.50	4/1/2021	4/1/2021
Rolls, 30T (Hillman Rollers)	\$	2.36	4/1/2021	4/1/2021

SECTION 5



Current Workload

Ability to Meet Project Schedule

OUR INDUSTRY IS HIGHLY COMPETITIVE, AND THOSE WHO DEMONSTRATE EXCELLENCE IN PROJECT MANAGEMENT HAVE A DISTINCT ADVANTAGE.

During the construction of the Fiserv Forum, the new home to the Milwaukee Bucks, Hooper was the only major subcontractor not to get a schedule delay letter.

Not only does this speak to our ability to stay on task, but goes to the roots of our core values. Collaboration and quality craftsmanship are our cornerstones, but if we do not finish a project on time and in sequence with the other trades, we put that and all other team members in jeopardy. With our process of management, foreman and field crews in constant communication with the general contractor, Hooper is not only a team member but a key component of the success of any project.

FIRE PROTECTION WORK UNDER CONTRACT

Job Name	Amount	Completion Date
Madison East High School	\$1,800,000	Aug 2024
Madison West High School	\$1,750,000	Aug 2024
Epic	\$500,000	Jan 2023
SHINE	\$985,000	Sept 2022
Kohl Center Addition and Renovation	\$450,000	Aug 2023
Arrowhead Pharmaceuticals - 1A Verona	\$840,000	Dec 2023
Arrowhead Pharmaceuticals - 1B Verona	\$2,400,000	Dec 2023
UW Health Eastpark Medical Center	\$3,000,000	July 2024
Emcompass Rehab Hospital	\$300,000	Aug 2023
Wisconsin Dells High School Theater Addition	\$115,000	Aug 2023



**HVAC
WORK UNDER
CONTRACT**

JOBS OVER \$500,000

Job Name	Amount	Completion Date
UWCU Office	\$7,100,000	Mar 2023
Epic Castaway	\$7,300,000	Nov 2022
Sauk Prairie High School	\$7,700,000	Aug 2023
Food and Farm Exploration	\$1,500,000	Apr 2023
Element Labs Building	\$5,500,000	Mar 2023
Epic Bakery / Rest 42	\$9,100,000	Oct 2022
UW Health Eastpark Medical Center	\$27,000,000	Jul 2024
Madison East High School	\$16,000,000	Aug 2024
UWHC Sterile Processing Dept. Expansion	\$3,500,000	Dec 2022
Arrowhead Pharmaceuticals - 1A Verona	\$6,500,000	Dec 2023
Arrowhead Pharmaceuticals - 1B Verona	\$26,000,000	Dec 2023
UWHC E5/4 H6/4 Renovation	\$3,000,000	Oct 2022
Madison Capital High School	\$1,900,000	Apr 2023
Promega Usona Institute	\$4,600,000	Mar 2023
UW Madison FP&M Renovation	\$1,050,000	Nov 2023

**PLUMBING
WORK UNDER
CONTRACT**

JOBS OVER \$500,000

Job Name	Amount	Completion Date
UW CBE Lab Renovation	\$1,038,000	Oct 2023
Millipore - HPAPI Expansion	\$3,750,000	Sep 2022
Oakwood Skilled Nursing Facility	\$1,628,000	Sept 2022
UW Madison Engineering Hall	\$1,039,000	Oct 2022
Eau Claire County Highway Facility	\$1,457,000	Oct 2022
McFarland Public Safety Center	\$900,000	Dec 2022
Marshfield Utilities	\$668,000	Dec 2022
UW Madison Babcock Hall	\$2,055,000	Sep 2022
Madison Lafollete High School	\$3,800,000	Aug 2024
Madison West High School	\$3,100,000	Aug 2024
UW School of Veterinary Medicine	\$4,387,000	Apr 2023
Arrowhead Pharmaceuticals 1A - Verona	\$3,989,000	Dec 2023
Arrowhead Pharmaceuticals 1B - Verona	\$8,880,000	Dec 2023
Waushara County Government Center	\$743,000	Mar 2024
Embassy Suites	\$2,989,000	Feb 2024
Barron County Municipal Facility	\$1,380,000	Aug 2022
PPD - Building 15	\$1,257,000	Nov 2023
Project Delta - Emmi Roth	\$1,949,000	Nov 2023
Village of Weston Municipal Facility	\$910,000	Sept 2022



A Trusted Partner

When the project is challenging and the schedule is tight, Hooper is here, not only to meet, but exceed your expectations.

We are here, to deliver on our promise to provide outstanding craftsmanship, creative solutions and cost-effective options that enhance your building project.

With more than a century of proven industry experience, Hooper is always here to provide the highest levels of mechanical construction expertise and long-standing partnerships you can trust.



**THANK YOU FOR THE
OPPORTUNITY TO SUBMIT OUR
QUALIFICATIONS. WE WOULD BE
HONORED TO BECOME PART OF
YOUR NEXT PROJECT TEAM.**

Hooper is here *for you!*



Waunakee Community School District 2022 Referendum

Response to Request for HVAC & Plumbing Proposal
September 23, 2022



Wauunakee

"Today is your day
You're off to Great Places!
You're off and away!"

-Dr. Seuss





September 23, 2022

Mr. Jay Thomsen
Vogel Bros. Building Co.
5460 Fen Oak Drive
Madison, WI 53718

RE: Waunakee 2022 Referendum

Dear Jay,

On behalf of NAMI, I would like to thank you for the opportunity to submit our proposal for the HVAC and Plumbing design-assist scope for the Waunakee Community School District's (WCSD) 2022 referendum projects.

NAMI's history with WCSD dates to 2001 when NAMI was awarded its first project with the Intermediate/Heritage Elementary School HVAC remodel. With 85% of the project being HVAC related, NAMI assumed all the general contracting duties which created additional savings for the district. In 2004, WCSD and NAMI partnered again in a negotiated pre-referendum GMP design-build delivery method. The new high school addition and remodel project solidified our partnership which has lasted for the past 21 years.

The Pre-Construction Team that NAMI has assembled for the 2022 referendum projects has extensive K-12 experience which includes 19 geothermal schools totaling 3,007,751 square feet of buildings. **The team includes both Dale Rufer and Shawn Steinhoff whose history dates back to the original 2001 Intermediate/Heritage project. Their extensive knowledge of the district's expectations and familiarity with the design-assist process is unmatched by our competitors.**

We would be honored to continue our partnership with the WCSD and the current pre-construction team, all of whom we have worked with extensively on design-assist projects.

Please contact me with any questions or comments you have regarding our proposal. Again, thank you for considering NAMI.

Sincerely,
North American Mechanical, Inc.

A handwritten signature in black ink, appearing to read "Dale Rufer".

Dale Rufer
Project Executive

Firm



NAMI Overview

44
Years
Experience

*The Premier Mechanical Contractor
in the State of Wisconsin.*

Established in 1998, NAMI is North American Mechanical, Inc., a professional corporation and full service mechanical contractor.

We have the ability to self-perform mechanical pipefitting, sheetmetal, plumbing, insulation, HVAC building automation and service.

Annual Construction Volume

2021 Annual Construction Volume

\$100 Million

Facilities

NAMI's main office and fabrication shop is located at 4401 State Rd 19, Windsor, WI. The company also has a service office in Appleton, WI.



Our 24,000 SF office is LEED Gold certified.



The 90,000 SF fabrication facility utilizes "state-of-the-art" pre-fabrication technologies including:

- plasma cutting
- automated sheet metal coil line
- automated spiral duct fabrication
- certified robotic welding

Safety Coordinator

NAMI employs an experienced full time safety coordinator that performs regular job site visits to support our field staff.

Experience Modification Rating

2019: .59
2020: .58
2021: .58

Lost-time Rate

2019: .40
2020: .00
2021: .28

Safety Culture

NAMI promotes a culture of safety on the jobsite at all times. This is achieved through:

- “See something, say something” attitude
- Daily job hazard analysis
- Weekly safety update from safety coordinator

Employee Training

Every NAMI employee who enters our Certified Apprenticeship Program completes the following safety training:

- First Aid Training and Certification
- CPR Training and Certification
- OSHA 10 Hour Training
- Equipment specific training (scissor, lull, forklift, etc.)

All foremen complete a 30 hour construction-based OSHA training plus Construction Focus Four training.



Procurement

NAMI has a central purchasing department. This enables us to procure competitive material and equipment pricing through national purchasing agreements with wholesalers and manufacturers.

NAMI's centralized purchasing department combines buyout of multiple projects at one time with vendors and manufacturers. This leverage provides lower unit cost compared to individual project purchasing.

Regarding field labor costs, NAMI has a proven track record for being a low-cost provider which is evident by our ability to build long lasting partnerships through a fair and equitable process. We achieve consistent results by offering a specific tenured team which combines over 140 years in the construction industry, many of which were spent in the K-12 market.

Our customers say it best:

"Your leadership of the BIM process lead to a compact and efficient design, resulting in significant cost savings and an accelerated construction schedule. There were virtually zero field installation issues, which helped to create excellent subcontractor partnerships." - **Steve Borowski (Regional Director of Plant Operations @ SSM Health Wisconsin)**



"NAMI immediately added value by becoming part of the design team and proposing the right systems and solutions for our project. The team at NAMI doesn't just bring cost-saving ideas, they propose how to achieve better solutions for less. They worked directly with us and our engineers to discuss the installation and technical details, and how to achieve the best results while helping to establish the overall project budget and schedule." - **Doug Kunde (Associate Architect @ Plunkett Raysich Architects, LLP)**



"The NAMI team completed thorough design review at multiple design iterations. They asked great questions that ultimately had a positive impact on the project results. The team also championed productive discussions on controlling costs on the project through evaluation of materials options and construction methods. This was particularly beneficial because of the project's tight budget. Ultimately, we worked together to reduce cost and deliver system design within budget." - **Jason LaRosh (Associate, Senior Project Manager @ Ring & DuChateau, LLP)**



Similar Experience



K-12 Construction Experience

Since 1989, NAMI has been involved in more than 240 school projects throughout Wisconsin, totaling over 17 million square feet, and valued at over \$330 Million.

- Waunakee Community School District
- McFarland School District
- Beaver Dam Unified School District
- Baraboo Area School District
- Mount Horeb Area School District
- Edgerton School District
- Belleville School District
- Dodgeville School District
- Glenwood City School District
- New Glarus School District
- Kettle Moraine School District
- Madison Metropolitan School District
- School District of Cambridge
- Fall River School District
- Middleton School District
- Riverside School District
- Sun Prairie Area School District
- Fort Atkinson School District
- Clinton Community School District
- Belmont Community School District
- Jefferson School District
- Stoughton Area School District
- Watertown School District
- School District of Janesville
- DeForest Area School District
- Monona Grove School District
- Monroe School District
- Tomahawk School District
- Unified School District of De Pere
- Belmont Community School District
- School District of Poynette
- Slinger School District
- School District of Omro
- Juda School District

The following project profiles emphasize NAMI's experience with design-assist, geothermal school projects.

Similar Experience



Waunakee Intermediate School

Project Team



Joe Bellomo
Director of Building &
Grounds (*Retired*)



Matt Claggett
mclaggett@findorff.com
(608) 729-2155



Randy All
randya@fredeng.com
(262) 243-9090



Chris Michaud
chrism@eua.com
(414) 291-8154



Project Details

Scope: (HVAC) This project included design assist services for a new 156,000 SF intermediate school in the Waunakee Community School District. The main source of heating/cooling for the building was a geo field consisting of 90 bores, each at a depth of 406 feet totaling over 36,000 feet of geo piping. The building utilizes (102) heat pumps totaling 222 tons of heating and cooling to individual classrooms. Two heat pump AHU's with energy recovery wheels serve the gymnasium and cafeteria/commons space. Ventilation air is provided to classrooms and other areas by four dedicated outside air unit heat pumps with energy recovery.

Delivery: Design-Assist, IPD

Similar Experience



DeForest Harvest Intermediate School

Project Team



John Rauwolf
jrauwolf@deforestschools.org
(608) 576-6715



Matt Claggett
mclaggett@findorff.com
(608) 729-2155



Randy All
randya@fei-hvac.com
(262) 292-1953



Rachel Hicks
rachelh@eua.com
(414) 291-8165



Project Details



Scope: (HVAC) This project included design assist services for a new 197,414 SF intermediate school in the DeForest Area School District. The main source of heating/cooling for the school is a geo field consisting of 140 bores, each at a depth of 400 feet. The building utilizes (145) heat pumps along with two heat pump AHU's. Ventilation is provided by four heat pump dedicated outside air units.

Delivery: Design-Assist, IPD

Similar Experience



Pope Farm Elementary School

Project Team



Middleton—Cross Plains
Area School District
inclusive. innovative. inspiring.

Dale Rhodes
drhodes@mcpasd.k12.wi.us
(608) 829-9000



Matt Premo
mnpremo@findorff.com
(608) 442-7076



Josh Hinson
josh.hinson@salasobrien.com
(608) 218-3790



Kirk Lewis
kirk1@eua.com
(414) 298-2265



Project Details

Scope: (HVAC & Plumbing) This project included design assist services for a new 113,400 SF elementary school in the Middleton Cross Plains Area School District. The main source of heating/cooling for the building is a 1 acre geo field consisting of 88 bores to a depth of 400 feet totaling over 35,000 feet of geo piping. The geo piping serves a water to water heat pump with 272 tons cooling capacity and 3,000 MBH heating capacity. Ventilation is provided by a 20,000 CFM dedicated outside air unit and 75 fan powered variable air volume boxes.

Delivery: Design-Assist, IPD

Similar Experience



Granite Ridge School

Project Team



Jeff Carr
jeffrey.carr@mgschools.net
(608) 316-1910



Peter Saindon
psaindon@findorff.com
(608) 770-3505



Staci Olson
solson@ringdu.com
(414) 778-7438



Maclain Schramm
maclains@eua.com
(414) 291-8181



Project Details

Scope: (HVAC) This project included design assist services for a new 128,000 SF elementary school in the Monona Grove School District. The main source of heating/cooling for the building is a 1 acre geo field consisting of 90 bores to a depth of 400 feet totaling over 363,000 feet of geo piping. The geo piping serves a water to water heat pump with 272 tons cooling capacity and 3,000 MBH heating capacity. Ventilation is provided by three dedicated outside air units totaling 21,000 CFM.

Delivery: Design-Assist, IPD

District Partner

NAMI has been selected as a successful construction partner for decades. Our approach to construction projects includes active participation by both our preconstruction and construction team members. Seeing the whole picture from start to finish, provides the best opportunity to provide value for the project.

Our Keys for a Successful Project:

- Understand the Owner’s expectations and design requirements
- Engage with the team at all levels to provide value
- Transparency throughout the project

How it Works:

- Regular design meetings, progress meetings, and site observation visits
- Multiple design and budget reviews during the design process (DD, 50% CD, 100% CD)
- Offer value added opportunities
- Build strong project relationships to gain momentum heading into construction

During the preconstruction process, you will have multiple project team members engaged at various times to ensure the highest level of value is being provided. This includes participation from field superintendents, project managers, designers, project executives, and estimators. **Everyone working together as a team to deliver a best-in-class project.**



District Standards

NAMI has collaborated with the WCS D for years to create a set of mechanical standards which enables them to provide an excellent environment for staff and students on a regular basis. The following standards would be integrated into the new elementary and middle school as part of our continued commitment to the district.

NAMI Design-assist:

- Understanding critical decisions from previous projects
- Refining equipment selections to match vendors in other buildings
- Reviewing construction documents to match existing systems within the district

NAMI Mechanical Construction:

- Focusing on goals and expectations from pre-construction deliverables
- Partnering/scoping/managing reliable subcontractors to meet construction deadlines
- Internal commissioning and pre-functional testing

NAMI Building Automation System:

- District-wide Andover Continuum Schneider Electric provider
- Standard control sequences and graphics (software)
- Standard equipment and components (hardware)

NAMI Service Department:

- Full service/energy building management dating back to 2007
- District-wide building monitoring starting at 7:00 am every morning
- District building scheduling for all activities 24/7
- District preventive maintenance and repairs to extend the life of the equipment

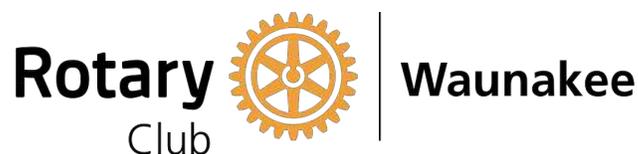
The outstanding results for our partnership have enabled the WCS D to support a growing student body while reducing their mechanical cost district-wide.

- **Construction savings returned to the district in excess of \$315,000 from original budgets.**
- **In excess of \$3.5 million in energy savings, related maintenance and service work over the last 15 years.**

Local Involvement

During the past 22 years, NAMI and its employees have provided financial support in excess of \$185,000 to Waunakee area charities and organizations. In addition to financial support, our employees and their family members have donated their time in the way of board participation and volunteer work.

- Waunakee Youth Hockey Association
- Waunakee Area High School Graduation
- Waunakee DeForest Ice Rink
- Village of Waunakee
- Waunakee Touchdown Club
- Waunakee Community School Scholarship
- Waunakee Post Prom Committee
- Waunakee Rotary Club
- Waunakee Neighborhood Connection
- Waunakee Warriors Baseball Lighting Project
- Waunakee High School Hockey Booster Club
- Waunakee Youth Basketball
- Waunakee Area Little League
- Intermediate School Solar Project



Project Team & Key Personnel

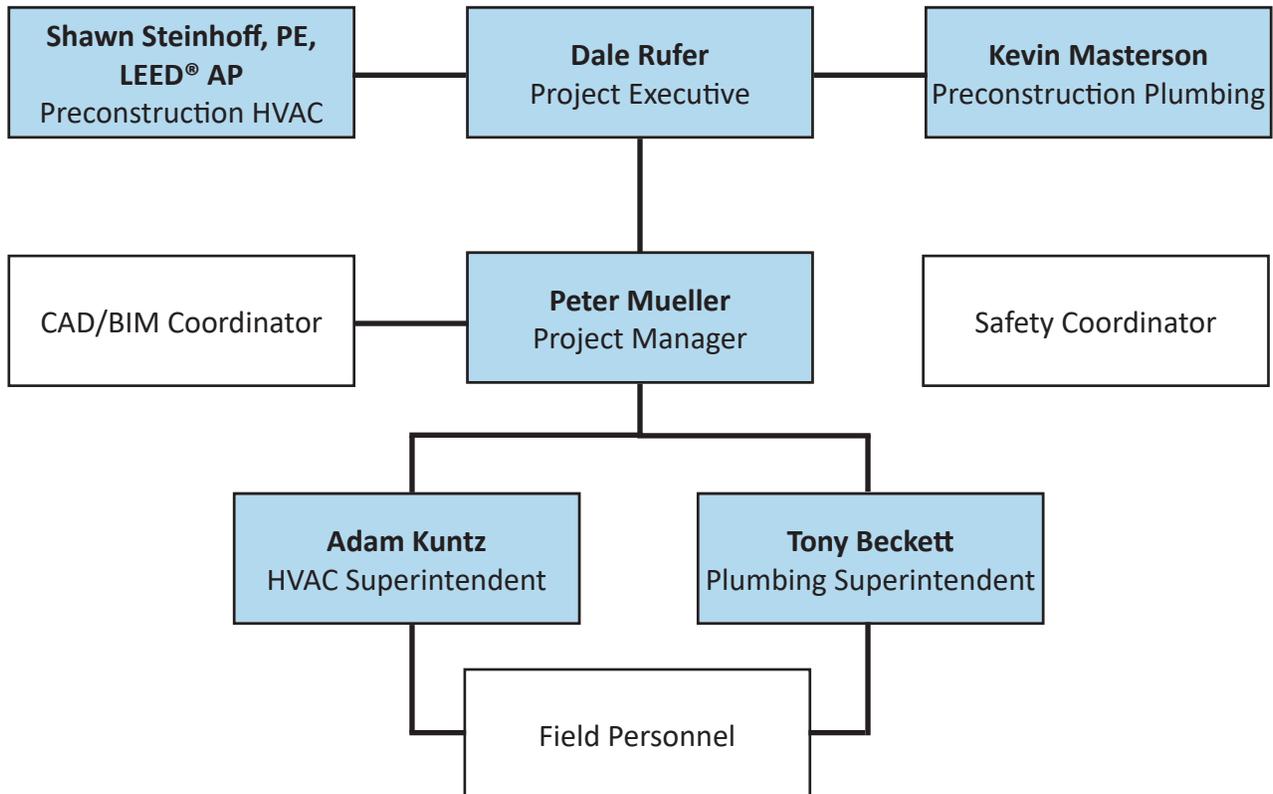


NAMI Team

NAMI's key members listed below are available immediately to engage in Preconstruction activities.

- Project Executive: Dale Rufer
- Preconstruction HVAC: Shawn Steinhoff, PE, LEED® AP
- Preconstruction Plumbing: Kevin Masterson
- Project Manager: Peter Mueller
- HVAC Superintendent: Adam Kuntz
- Plumbing Superintendent: Tony Beckett

*Resumes of these key members are included in the following pages.



DALE RUFER

Project Executive



Affiliations

Wisconsin Healthcare
Engineering Association

References

Bill Eberhardt

Middleton Cross Plains Area
School District
*Retired Building Projects
Manager*

Jeremy Hackbart

Eppstein Uhen Architects
Senior Project Associate

Dale Zabel

Kettle Moraine School District
Director of Buildings & Grounds

Mike Huffman

Huffman Facility Development
President

Dale's entire 31-year career in the construction industry has been with NAMI. His vast HVAC experience includes Project Superintendent, Project Management, Estimating and has been in Preconstruction services for the past nine years. His prior field experience, combined with his ability to foresee constructability issues at crucial stages makes him an asset on any design-assist mechanical project. He has been complimented by various owners and general contractors for his ability to identify and resolve potential conflicts prior to construction for a successful project.

Dale will be an active participant in the design-assist processes of this project. He will manage the HVAC budget, offer input regarding alternative materials and methods of construction, advise on the system design regarding constructability and schedule, and cost impact for all aspects of the mechanical construction.

Project Experience

Waunakee Community School District | Waunakee, WI
Multiple Projects | \$12.4 Million HVAC | D-B/D-A

Middleton Cross Plains Area School District | Middleton, WI
Multiple Projects | \$31 Million HVAC, Plumbing | D-B/D-A/Bid

Beaver Dam High School | Beaver Dam, WI
298,500 SF | \$9.6 Million HVAC, Plumbing, BAS | D-A

Baraboo High School Additions & Renovation | Baraboo, WI
227,900 SF | \$4.1 Million HVAC | D-A

Baraboo Jack Young Middle School | Baraboo, WI
140,000 SF | \$4.3 Million HVAC | D-A

Christian Education Leadership Academy | Pewaukee, WI
178,800 SF | \$4.1 Million HVAC | D-B

Madison West High School | Madison, WI
200,700 SF | \$4.2 Million HVAC | D-B

Kettle Moraine School District | Wales, WI
Multiple Projects | \$8.1 Million HVAC | D-A

SHAWN STEINHOFF

Preconstruction HVAC



Education / Credentials

Professional Engineer

WASBO

LEED® Accredited Professional

Wisconsin Green Building Alliance

Wisconsin Geothermal Association

References

Jay Thomsen

Vogel Bros. Building Co.
Vice-President

Abie Khatchadourian

Eppstein Uhen Architects
Associate

Bill Foust

McFarland School District
Facilities Director

Greg Benz

School District of Westfield
Business Manager

Shawn has 37 years of experience in the HVAC industry, which includes seven years as a consulting engineer and 30 years of experience with NAMI. Shawn's strength is design development, resulting from his varied experience in many aspects of HVAC contracting with NAMI and his consulting engineering background. Shawn's primary duties at NAMI involve design-build and design-assist projects - performing budgeting, engineering, offering value-engineering support, reviewing constructability, and providing schedule input.

Shawn would be an active participant in the design development and preconstruction process for this project. He would offer input regarding design options, equipment selection, alternative materials and methods of construction, advise on the effect of system design regarding constructability and schedule, and cost impact for all aspects of HVAC construction.

Project Experience

Waunakee Community School District | Waunakee, WI
Multiple Projects | \$12.4 Million HVAC | D-B/D-A

DeForest Area School District | DeForest, WI
Multiple Projects | \$12.1 Million HVAC | D-A

Monona Grove School District | Monona, WI
Multiple Projects | \$7.3 Million HVAC | D-A

Middleton Cross Plains Area School District | Middleton, WI
Multiple Projects | \$31 Million HVAC, Plumbing | D-B/D-A/Bid

Mt. Horeb Area School District | Mt. Horeb, WI
Multiple Projects | \$7.1 Million HVAC | D-B/D-A

McFarland School District | McFarland, WI
Multiple Projects | \$6.3 Million HVAC | D-A

School District of Fort Atkinson | Fort Atkinson, WI
Multiple Projects | \$9.5 Million HVAC | D-A

Kettle Moraine School District | Wales, WI
Multiple Projects | \$8.1 Million HVAC | D-A

KEVIN MASTERSON

Preconstruction Plumbing



Education / Credentials

Master Plumber - Madison College/State of Wisconsin
Master Plumber - State of Iowa
Designer of Engineered Systems - Plumbing/State of Wisconsin

Affiliations

American Society of Plumbing Engineers (ASPE)
Wisconsin Healthcare Engineering Association - Healthcare Construction Certified
Engineers Without Borders - UW Madison

References

Rick Flock

Affiliated Engineers, Inc.
Principal

TJ Smith

Ring & DuChateau
Plumbing Engineer

Bill Ryan

Architectural Design Consultants, Inc.
Vice President

Brian Purdy

Wilderness Hotel and Golf Resort
Facility Director

Kevin has over 27 years of experience in the Plumbing industry and serves as NAMI's Vice President - Plumbing and Mechanical Insulation. He has an extensive background with all types of multi-family, commercial, industrial plumbing, medical gas, and process piping designs. Kevin also has been involved in projects with LEED® design elements such as water conservation, and storm water management and reuse.

Kevin will be an active and collaborative member of the project team. Responsibilities will include development of the project estimate, assisting in the plumbing system design, overseeing material buyout, submittals, manpower planning, subcontractor management, and general coordination. Kevin will provide executive leadership to support our overall NAMI project team to maintain continuity between trades and ensure a successful project outcome.

Project Experience

Beaver Dam High School | Beaver Dam, WI
298,500 SF | \$9.6 Million HVAC, Plumbing, BAS | D-A

Middleton Cross Plains Area School District | Middleton, WI
Multiple Projects | \$31 Million HVAC, Plumbing | D-B/D-A/Bid

Ripon School | Ripon, WI
255,000 SF | \$4.5 Million HVAC, Plumbing | D-A/Bid

Lake Mills New Elementary | Lake Mills, WI
Multiple Projects | \$1.4 Million HVAC, Plumbing | Bid

Sauk Prairie Schools | Prairie Du Sac, WI
Multiple Projects | \$300K Plumbing | Bid

Edgerton Schools | Edgerton, WI
Multiple Projects | \$600K Plumbing | D-B

Sacred Hearts of Jesus and Mary | Sun Prairie, WI
Multiple Projects | \$200K Plumbing | IPD/D-B

PETER MUELLER

Project Manager



Education / Credentials

UW Stout - B.S. Construction
OSHA 30 Hour

References

John Rauwolf

DeForest Area School District
Construction Projects Manager

Matt Claggett

J.H. Findorff & Son, Inc.
Project Manager

Ryan Jacobson

J.H. Findorff & Son, Inc.
Senior Project Manager

Fred Carvalho

Affiliated Engineers, Inc.
Plumbing Designer

Peter has worked in the construction industry for four years, all of which have been with NAMI. Within his two years of Project Management experience, he has been involved in a variety of projects including K-12, office buildings, healthcare, manufacturing, public structures and industrial facilities over the years, all of which have been very successful.

Peter will be involved in the project from start to finish to ensure all the preconstruction commitments are implemented during construction and will be your point of contact during the warranty period. His duties will include financial oversight, developing and managing schedules, correspondence, and expediting the construction process through coordination and communication with the construction team. Peter has the skills and experience to assure the success of this and every project that he is assigned to.

Project Experience

DeForest Harvest Intermediate School | DeForest, WI
197,500 SF | \$6.4 Million HVAC | D-A

DeForest High School Addition & Renovations | DeForest, WI
253,000 SF | \$4.8 Million HVAC | D-A

DeForest Middle School | DeForest, WI
80,300 SF | \$926K HVAC | D-A

Exact Sciences Nexus Laboratory | Madison, WI
233,500 SF | \$20.1 Million HVAC, Plumbing | IPD

Exact Sciences Vanguard Pipeline Lab | Madison, WI
7,800 SF | \$355K HVAC | D-A

Exact Sciences Nexus Warehouse Expansion | Madison, WI
60,800 SF | \$2.5 Million HVAC, Plumbing | D-A

DeForest Yahara Elementary School | DeForest, WI
47,000 SF | \$448K HVAC | D-A

ADAM KUNTZ

HVAC Superintendent



Education / Credentials

30 Hour OSHA Certified
Superintendent Academy
(Texas - 2018)

References

Rich Stoffels

Vogel Bros. Building Co.
Project Manager

Paul Hansen

IMEG
Engineer

Brian Stark

J.H. Findorff & Son, Inc.
Superintendent

Matt Iserloth

J.P. Cullen & Sons, Inc.
*Operations Manager -
Healthcare Division*

Adam has worked in the mechanical construction industry since 2007 when he joined North American Mechanical, Inc. He has completed the HVAC apprenticeship program and is an experienced piping and sheetmetal installer. He has been in a lead role for the past several years and has been very successful on every project he has been involved in.

Adam will be the main point of contact for our mechanical team in the field. He will be responsible for constructability input during design, assisting in project schedules, shop drawing review and managing all field correspondence during construction. Other responsibilities would include equipment and material delivery coordination, management of field personnel, safety, quality control and documenting the commissioning process.

Project Experience

The James | Madison, WI

430,000 SF | \$5.3 Million HVAC, BAS, Insulation | D-B

Grand Avenue Elementary School | Sun Prairie, WI

118,300 SF | \$3.3 Million HVAC | D-A

UW Southeast Recreational Facility | Madison, WI

250,000 SF | \$8.1 Million HVAC | Bid

Oakhill Correctional Assisted Living | Oregon, WI

17,400 SF | \$770K HVAC | Bid

Oakwood Village - Skilled Nursing Facility | Madison, WI

105,000 SF | \$3.5 Million HVAC | D-B

TONY BECKETT

Plumbing Superintendent



Credentials

30 Hour OSHA Certified
State of WI - Journeyman
Plumber
NFPA Certified - Medical Gas
Installer

References

Laura Blood-Velotta
J.H. Findorff & Son, Inc.
MEP Group Lead

Bill Eberhardt
Middleton Cross Plains Area
School District
*Retired Building Projects
Manager*

Brian Purdy
Wilderness Hotel and Golf
Resort
Facility Director

Tony has 26 years of plumbing experience, is a Wisconsin licensed Journeyman plumber and has completed the Wisconsin Plumbing Apprenticeship program. Tony has directed many types of plumbing & process piping projects in his career. His diverse mechanical background and ability to work well with other trades, owners, architects and engineers makes him an asset to any project he is involved in.

Tony will be the plumbing construction point of contact in the field. His responsibilities would include: coordination of plumbing equipment and material delivery, managing field personnel, safety, quality control, and project scheduling.

Project Experience

Middleton Cross Plains Area School District | Middleton, WI
Multiple Projects | \$31 Million HVAC, Plumbing | D-B/D-A/Bid

Exact Sciences Amenities Building | Madison, WI
113,000 SF | \$6.8 Million HVAC, Plumbing | IPD

Ho-Chunk Black River Falls | Black River Falls, WI
113,100 SF | \$4.8 Million HVAC, Plumbing | Bid

PPD Office & Laboratories | Middleton, WI
Multiple Projects | \$2.5 Million Plumbing | IPD/D-A/D-B/Bid

Appleton Papers | Portage, WI
Multiple Projects | \$900K Plumbing | D-B

Ovation 309 | Madison, WI
286,000 SF | \$2.2 Million Plumbing | D-B

Fee Proposal



HVAC

WCSD 2022 Referendum Projects Vogel Bros. Building Co. Design-Assist MEP Fee Proposal Form

Design-Assist Subcontractor - North American Mechanical Inc.				
HVAC Subcontractor Fee Proposal			Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work			2.75%	
Percentage Mark-up on Changes Orders			2.75%	
Lump Sum Fee for Pre-Construction Services			Lump sum fee for both schools	\$150,000
Lump Sum Pre-Construction fee for both schools.				
PROPOSED CONSTRUCTION PROJECT PERSONNEL	PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)	
			Estimated Total Hours	Cost \$/Hr
Project Executive	Dale Rufer	Included		
VP Operations-Budgeting, Estimating	Steve Stumbris	Included		
Project Manager	Peter Mueller	for both schools	2,025 Hrs	\$104 /Hr
Assistant Project Manager	NA			
Design Engineer	Shawn Steinhoff	Included		
On-Site Superintendent/Foreman	Adam Kuntz	for both schools	4,000 Hrs	\$100 /Hr
Administration Assistant / PM Support	Lynette Havenor	for both schools	420 Hrs	\$92 /Hr
Cost Estimator	Kurt Wellenstein	Included		
Accounting		Included		
Safety Director	Rick Peters	Included		
Trade 1	General Foreman	Sheetmetal		\$94 /Hr
	Foreman			\$92 /Hr
	Journeyman			\$90 /Hr
	Apprentice			\$80 /Hr
Trade 2	General Foreman	Pipefitting		\$96 /Hr
	Foreman			\$94 /Hr
	Journeyman			\$92 /Hr
	Apprentice			\$82 /Hr
Shop Delivery Person				\$84 /Hr
Small Tools & Consumables	Per AED MCAA			
Tools / Trucks / Other (Provide Cost List of Anticipated Items)	Per AED MCAA			
Safety Information	TRIR - 2021	1.43	Labor Rate Annual Increase: June 2024: \$1.50 June 2025: \$1.50 June 2026: \$1.50	
	TRIR - 2020	2.17		
	TRIR - 2019	0.81		
	EMR - 2021	0.58		
	EMR - 2020	0.58		
	EMR - 2019	0.59		

Fee Proposal



Plumbing

**WCSD 2022 Referendum Projects
Vogel Bros. Building Co.
Design-Assist MEP Fee Proposal Form**

Design-Assist Subcontractor - North American Mechanical Inc.					
Plumbing Subcontractor Fee Proposal				Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work				2.75%	
Percentage Mark-up on Changes Orders				2.75%	
Lump Sum Fee for Pre-Construction Services		Lump sum fee for both schools		\$70,000	
Lump Sum Pre-Construction fee for both schools.					
PROPOSED CONSTRUCTION PROJECT PERSONNEL	PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)		
			Estimated Total Hours	Cost \$/Hr	
Project Executive	Dale Rufer	Included			
VP Plumbing -Budgeting, Estimating	Kevin Masterson	Included			
Project Manager	Peter Mueller	for both schools	1,800 Hrs	\$104 /Hr	
Assistant Project Manager	NA				
Design Engineer	Guy Frost	Included			
On-Site Superintendent/Foreman	Tony Beckett	for both schools	4,800 Hrs	\$100 /Hr	
Administration Assistant / PM Support	Lynette Havenor	for both schools	300 Hrs	\$92 /Hr	
Cost Estimator	Jim Gormley	Included			
Accounting		Included			
Safety Director	Rick Peters	Included			
Trade 1	General Foreman	Plumbing			\$96 /Hr
	Foreman				\$94 /Hr
	Journeyman				\$92 /Hr
	Apprentice				\$82 /Hr
Trade 2					
	Shop Delivery Person				\$84 /Hr
	Small Tools & Consumables	Per AED MCAA			
	Tools / Trucks / Other (Provide Cost List of Anticipated Items)	Per AED MCAA			
Safety Information	TRIR - 2021	1.43	Labor Rate Annual Increase: June 2024: \$1.50 June 2025: \$1.50 June 2026: \$1.50		
	TRIR - 2020	2.17			
	TRIR - 2019	0.81			
	EMR - 2021	0.58			
	EMR - 2020	0.58			
	EMR - 2019	0.59			

Waunakee Community School District - Cost Itemization

General Conditions:

Costs, including installation, maintenance, dismantling and removal of materials, supplies, temporary facilities, machinery, equipment, and hand tools not customarily owned by the construction workers, which are provided by the Trade Contractor at the site and fully consumed in the performance of the work. Trade Contractor owned equipment, other than small tools, shall be charged at the latest published A.E.D and MCAA rates.

- Mobilization / De-mobilization
- Office Trailer
- Material Transportation
- Crane / Equipment Setting
- Lifts and Lulls
- Large Tools
- Communication Cost
- Clean Up / Debris Removal / Dumpsters
- Safety Related Cost
- Commissioning and Owner Training
- Operation and Maintenance Manuals
- As Built Drawings
- Final Cleaning

Current Backlog and Capacity



Work Under Contract

UW Hospital Transplant Clinic

Contract Amount: \$2,100,000
Completion Date: December, 2022

Embassy Suites - JDS

Contract Amount: \$6,200,000
Completion Date: December, 2023

Oakwood Village Skilled Nursing Facility

Contract Amount: \$3,500,000
Completion Date: December, 2022

Madison Metropolitan School District

Contract Amount: \$13,562,000
Completion Date: August, 2024

Gundersen Tri-County Hospital

Contract Amount: \$9,200,000
Completion Date: June, 2023

Kohl Center Addition/Renovation

Contract Amount: \$4,410,000
Completion Date: August, 2024

Promega Kepler Expansion

Contract Amount: \$6,412,500
Completion Date: May, 2023

Middleton High School

Contract Amount: \$14,099,000
Completion Date: September, 2022

Oliv Madison

Contract Amount: \$9,400,000
Completion Date: July, 2024

WYSO Center for Music

Contract Amount: \$3,140,000
Completion Date: July, 2023

Rock County Jail

Contract Amount: \$15,000,000
Completion Date: July, 2024

Mauston New Elementary School

Contract Amount: \$1,907,000
Completion Date: September, 2022

UW-Madison CBE Laboratory

Contract Amount: \$2,160,000
Completion Date: July, 2023

Wausara County Government Center

Contract Amount: \$4,500,000
Completion Date: March, 2024

Dane County Regional Airport

Contract Amount: \$6,425,750
Completion Date: April, 2023

UW Veterinary Medicine

Contract Amount: \$23,783,000
Completion Date: November, 2024

UW-LaCrosse Mitchell Hall

Contract Amount: \$1,162,000
Completion Date: June, 2023

Promega RDC Renovations

Contract Amount: \$6,936,000
Completion Date: August, 2024

NAMI Capacity

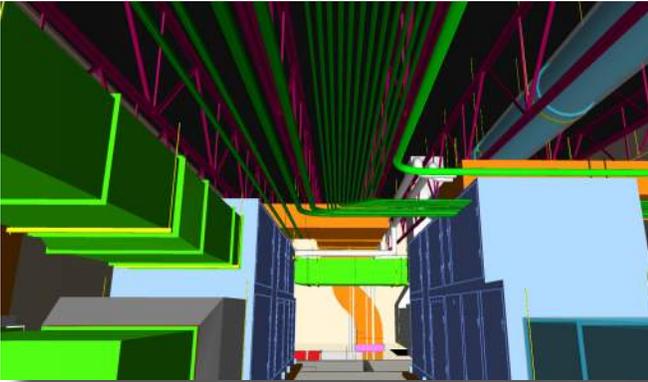
NAMI has significant manpower resources (nearly 360 employees), including 275 skilled trade workers. Through our parent company (Comfort Systems USA), we also have access to an additional 8,000 skilled workers.

According to the Construction Schedule issued with the RFP for Waunakee Community School District, the majority of the Mechanical Construction will occur between April 2023 and May 2026. **At the present time, approximately 60% of NAMI's skilled trade workers are available for this project.**

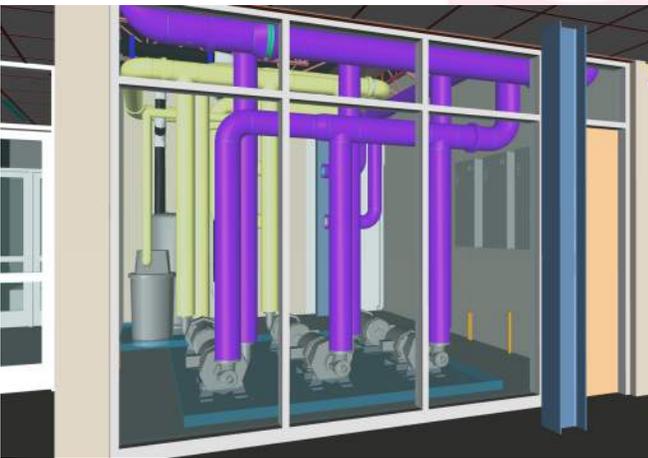
Modeling



Waunakee Intermediate School



DeForest Harvest Intermediate School



Service Department



The Waunakee Community School District has partnered with NAMI Service for the last 15 years through a full coverage preventive maintenance agreement. This contract began not only as a way to help maintain the HVAC systems and extend their life, but also to cut the district's energy costs that had climbed over the years. Since 2007, WCSD has saved over \$3.5 million in energy costs relative to the annual costs being seen at that time.

Preventive Maintenance

Through our Service Group, we are able to provide building users with a smooth transition from construction, through move-in to operation and continued maintenance on your mechanical systems.

NAMI Service is currently providing the following services to the district:

- Customized Preventive Maintenance programs
- System troubleshooting
- On demand repair services for HVAC and Plumbing systems
- 24 hour emergency service
- Retrofits and replacements
- Annual energy tracking
- System scheduling (including afterhours)
- Capital Improvement and Budgeting



NAMI's 15 year partnership with WCSD has delivered significant value to the district and is expected to continue to do so for many years to come.

The NAMI Difference



Why NAMI?

EXPERIENCE IN SCHOOL DESIGN & CONSTRUCTION

- Over \$330 million in school HVAC construction since 1989
- Over \$225 million in negotiated school renovation projects
- Five registered Engineers on staff - all with K-12 school design experience
- Six experienced CAD/BIM Technicians on staff

THERE FOR YOU NOW AND IN THE FUTURE

- NAMI is a financially stable company with 2021 revenues over \$100 million
- NAMI is a subsidiary of Comfort Systems USA, with annual revenues over \$2.1 billion

SOLUTIONS FOR ALL OF YOUR HVAC NEEDS

- HVAC and Plumbing Design, Prefabrication, & Installation
- Commissioning & Training
- Building Automation, Controls & Monitoring
- Planned Maintenance & Service

A CULTURE OF SAFETY TO BENEFIT ALL PROJECT TEAM MEMBERS

- Safety milestones and records among the best in the industry
- Three recent occurrences of over 1,000,000 man-hours worked without a lost time accident; most recent occurrence of 1,599,144 hours worked without a lost time accident

The NAMI Difference



Why NAMI?

COMMISSIONING & OWNER TRAINING

- A comprehensive process for commissioning all equipment and controls assures proper operation of the HVAC system from the beginning
- Informal Owner Training during the commissioning process, and formal Owner Training afterwards will give you the knowledge of how to operate the new systems
- Additional controls training quarterly, and other Owner Training as needed, means the maintenance staff will have the training and support they need to properly operate the new HVAC systems

SERVICE SUPPORT THAT WILL ALWAYS BE THERE FOR YOU

- Comprehensive, Proactive Preventative Maintenance Programs and Emergency Service
- Knowledgeable and caring Technicians available to help you better operate and maintain your building, as well as repairing equipment
- 33 service trucks available with primary and secondary technicians on call 24/7

QUALITY + COST CONTROL = VALUE

- Un-matched construction efficiency
- 90,000 SF State-Of-The-Art sheet metal and piping fabrication facility
- Standardization of construction methods using quality materials
- Superior buying power
- Fully transparent pricing process

GUARANTEED RESULTS

- We have ***never*** exceeded a GMP on more than **\$270 million** in negotiated projects



Waunakee Community School District

Committed to Children

Committed to Community

Committed to Excellence

November 13, 2006

North American Mechanical, Inc.
Attention: Mr. Steve Ross
6135 North American Lane
Deforest, WI 53532

Dear Steve,

On behalf of the Waunakee Community School District Board of Education, administration, staff and students I want to express our sincere appreciation for the outstanding service you and your staff have provided to our district during the recent remodeling and construction projects in our district.

As you know my association with NAMI started several years ago when I was with the Lodi District. When I came to Waunakee and we began discussing our referendum and remodeling – construction projects I encouraged the Waunakee Board to consider bringing NAMI on Board because of both my previous experience with your firm and the excellent service you provided to the Waunakee District when NAMI was involved with the construction of the Waunakee - Prairie Elementary School building in 1997. I was happy with the Board's decision to approve NAMI as our HVAC consultant and contractor for the recent Waunakee High School, Waunakee Middle School, Intermediate School and Heritage Elementary remodeling and the construction of our new Arboretum Elementary School. As I am sure you are aware the logistics of these multiple projects and the aggressive completion schedules created unique and challenging circumstances. Dale Rufer, Project Manager and Doug Hanousek, Project Foreman approached these logistical and scheduling issues in a professional manner that made working with them an enjoyable experience for everyone. All of these multiple projects stayed on schedule, were completed on time and allowed our educational programs to begin on-time and as scheduled. Since the completion of all these multiple components of our district construction and HVAC renovation your staff (Dale and Doug) have continued to work with our maintenance/custodial staff in providing follow-up training and helping to balance the various building systems to make the buildings and our students/staff comfortable while making sure the equipment is operating in the most efficient and economical manner possible. The most recent discussions of the energy systems audit is another example of how your company goes above and beyond just the installation of equipment in providing service and support to your customers.

District Offices • 101 School Drive • Waunakee, WI 53597 • Phone (608) 849-2000 • FAX 608-849-9746

North American Mechanical, Inc.
Page 2
November 13, 2006

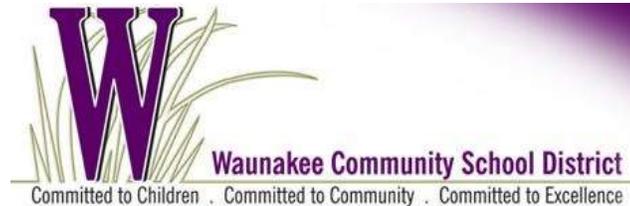
I want to again "Thank" the North American Mechanical, Inc. staff especially Dale Rufer and Doug Hanousek who worked directly with our district maintenance and custodial staff along with you Steve for providing outstanding service and a quality product for the reconstruction of approximately 485,000 square feet of remodeled building space in addition to 98,000 square feet of new construction in our district. In addition, if any potential future customer would like to discuss the type of quality service provided by North American Mechanical, Inc. (NAMI) I would be more than willing to have my name offered as a recommendation contact.

Finally, we are very appreciative of the service NAMI has provided to our district and look forward to completing the final components to our heating and ventilating upgrades as well as working to improve our overall energy use efficiency through the ongoing energy utilization review you have helped our district put in place.

Again "Thanks" Steve for the outstanding and quality service you have and continue to provide to the Waunakee Community School District. Please feel free to use this letter in any manner you feel appropriate in the future.

Sincerely,


Charles L. Pursell
Superintendent



April 11th, 2017

Dear Prospective or Current Client of NAMI:

It is my pleasure to write a letter of reference for NAMI. The Waunakee Community School District has partnered together with NAMI for referendum projects in 2001, 2004, 2005, 2010, and 2014. The 2014 referendum included the construction of a new Intermediate School, additional square footage and remodeling at Prairie Elementary School, and remodeling at Heritage Elementary School. I worked with NAMI from my perspective as the School Business Manager for the School District.

The overall quality of these 2014 projects can best be summed up by the recognition that has been received from outside organizations. An example would be the 2017 In Business Magazine recognition for Educational Project of the Year, Green Project of the Year, and Overall Project of the Year awards for the new Intermediate School Project. All of our partners played a key role in this project that led to these awards. NAMI was instrumental in assisting the District's implementation of our first geothermal system into a district facility. NAMI also led our efforts to connect these green technologies into learning experiences for the students in our district.

In addition to the numerous referendum projects, the School District and NAMI have partnered together for many years on a comprehensive district wide contract. This contract includes energy management, HVAC systems preventative/regular maintenance, and HVAC equipment repair/replacement. This district wide contract has led to systematic reductions in energy usage, while significantly improving the performance and the long-term life cycle of the district's HVAC equipment.

I would strongly recommend NAMI for consideration as a member of your project team. Please feel free to contact me at any time if you would like to discuss NAMI's experience with the Waunakee Community School District. You may email me at ssummers@waunakee.k12.wi.us or call (608)849-2491.

Sincerely,



Steve Summers
Business Manager



October 23, 2018

North American Mechanical, Inc. (NAMI)
4401 State Road 19
Windsor, Wisconsin 53598

RE: Business Development Reference Letter of Recommendation

To WHOM IT MAY CONCERN,

Recently, I had the privilege of working with NAMI on Beaver Dam High School. In November of 2016, Beaver Dam passed a \$48.9M referendum to expand and renovate over 300,000 SF, predominantly at the high school. The schedule allowed only 6 months of design and 18 months for construction, on an extremely complicated building in need of complete replacement of the entire MEP infrastructure. Construction was successfully completed in September of 2018 on time, and under budget. NAMI was an incredible asset and important partner involved with making this project a huge success.

NAMI was brought onboard as a design-assist partner early in the programming and schematic design phase. They successfully understood the project, took the time to sort through the details, and listened to the owner, the construction manager, and the entire Architecture and Engineering Team. NAMI was highly recommended because of their unique integration of mechanical and plumbing divisions, which allowed them to simultaneously cover the HVAC units and the piping that supports the units. NAMI immediately added value by becoming part of the design team and proposing the right systems and solutions for our project. The team at NAMI doesn't just bring cost-saving ideas, they propose how to achieve better solutions for less. They worked directly with us and our engineers to discuss the installation and technical details, and how to achieve the best results while helping to establish the overall project budget and schedule.

To meet the schedule, the construction crews essentially worked side-by-side with students during school, working on corridor main-lines during classes, and on classrooms a few at a time until the major summer work. Project Managers and Site Superintendents at NAMI continued to work collaboratively with our construction administration team and the owner to figure out the best way to resolve questions quickly and efficiently without disruption. NAMI wasn't focused on change orders, they provided a GMP to complete the job and worked with everyone to make sure that complications during construction were met only by a reliable and resourceful team to deliver an even better result without added cost.

Sincerely,



Doug Kunde, AIA
Architect - Associate

209 south water street milwaukee, wisconsin 53204 414 359 3060
2310 crossroads drive suite 2000 madison, wisconsin 53718 608 240 9900
205 north orange avenue suite 202 sarasota, florida 34236 941 444 8845

intelligent designs. inspired results. | www.prarch.com

Partners: Kevin M. Broich, Michael P. Brush, Martin P. Choren, Gregg R. Golden, Mark C. Herr, John J. Holz, Nicholas D. Kent, Steven A. Kieckhafer, Scott A. Kramer, Jason W. Puestow, David J. Raysich, Michael H. Scherbel, Larry A. Schneider, Michael J. Sobczak



School District of Glenwood City

850 MAPLE STREET
GLENWOOD CITY, WI 54013

HOME OF THE HILLTOPPERS

July 14, 2016

In October 2015 we selected North American Mechanical, Inc. (NAMI) as our Design-Assist partner for \$3.5 million in HVAC construction at our PK-12 school. The project consists of a small office addition with a significant amount of the work being HVAC renovation work.

NAMI was a strong partner in the design process. They clearly understand the HVAC needs for schools and were creative in helping to figure out how to get the HVAC upgrades to fit within our unique building. They worked with the design team to determine the best options for the HVAC upgrades and duct and pipe routing, along with coordinating with the other aspects of the design – architectural, structural, electrical, and plumbing.

The replacement of the temperature controls was a significant part of the project. NAMI helped the team by developing and issuing an RFP for the selection of the temperature control contractor. They worked with the design team to review the proposals and to select the contractor.

NAMI has been actively working in our building since March of this year. They have demolished and installed whatever could be demolished and installed during the school year in order to get a jump-start on their work before school let out for the summer. They spent many days in our school well before then inspecting every nook and cranny and above ceilings to understand our building and to determine how to best incorporate new HVAC system into the school.

Much of the work that was performed happened while school was in session. All of their people on site were very considerate of the students and staff. They made sure not to disrupt the educational activities and placed a high priority on the safety of our students and staff.

There is no way we could have completed the work we have done without the thorough vision and planning by NAMI. Add to that the effort they put in to working nights and weekends and Breaks and it's no wonder they are so highly regarded for their K-12 school renovation work.

Jim Weatherwax, NAMI's Superintendent, is exceptional at his craft and has been a pleasure to work with. He communicates well with our staff and is very conscientious to make sure his work does not impede the education of our students.

Tim Johnson, Superintendent

TIM JOHNSON, SUPERINTENDENT
District Office
715-265-4757

PATRICK GRETZLOCK, PRINCIPAL
Middle / High School Office
715-265-4266

ELIZABETH HALTINER, PRINCIPAL
Elementary Office
715-265-4231

NICOLE BRITE, DIRECTOR OF ATHLETICS,
PUPIL SERVICES & SPECIAL EDUCATION
715-265-7120



KETTLE MORAINÉ SCHOOL DISTRICT

DISTRICT OFFICE

563 A.J. Allen Circle, Wales, WI 53183
P: 262-968-6300
F: 262-968-6391
W: www.kmsd.edu

July 15, 2016

North American Mechanical, Inc. (NAMI) was selected in July of 2014 as our Design-Assist partner for over \$9 million in HVAC construction at four elementary schools, our middle school and our high school. Almost all of the work was renovation work.

NAMI worked with us to issue an RFP for the selection of the temperature control contractor and they were an integral part of the interview and selection process. They developed bid packages for the various equipment at all of the schools, even though the design wasn't yet completed for all of the schools. This way we would have consistent manufacturers for the HVAC equipment in all of our schools.

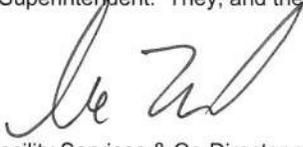
Having NAMI as a Design Team partner was critical to the success of our project. Their knowledge of K-12 school buildings and engineering and construction expertise was instrumental in helping to develop creative design solutions to some very challenging renovations. They didn't just deal with the HVAC systems, but they understood the interface of the HVAC system with the rest of the building to maintain the desired functionality and aesthetics of the spaces.

Much of the work that was performed happened while school was in session. All of their people on site were very considerate of the students and staff. They made sure not to disrupt the functioning and operations of our schools, and placed a high priority on the safety of our students and staff.

We could not have completed the work we have done without NAMI's exceptional ability to forecast and plan their work and the work of associates trades, from the critical path tasks down to the finishing details. An example of this was done at our High School. NAMI was able to make the switchover from multiple chilled water pumps to a single central pump in less than a day – amazing! Add to that the effort they put in to working nights, weekends and breaks, and it's no wonder they are so highly regarded for their K-12 school renovation work.

The four elementary schools were completed last year along with some work at the middle school and high school. The balance of the work at the middle school and the bulk of the work at the high school is being completed this year. NAMI has consistently been the contractor pushing the schedule. Not only did they maintain the budget despite many challenges, but they have provided cost savings well into six figures.

I have been impressed with every person I have interacted with at NAMI. They are professional and very good at what they do. I would especially like to thank Shawn Steinhoff, Project Executive; Dale Rufer, Project Manager; and Brent Enke, Superintendent. They, and the other NAMI personnel, have been exceptional in everything they have done for us.

Dale Zabel, 
Director of Facility Services & Co-Director of Safety

EXCELLENCE

LEARNING WITHOUT BOUNDARIES



WAUNAKEE
COMMUNITY SCHOOL DISTRICT



REQUEST FOR PROPOSAL (RFP)
DESIGN-ASSIST MEP

VOGEL
BROS. BUILDING CO.

better people = better builders®



SUBMITTED BY:
1901 INC.
2801 SYENE ROAD
MADISON, WI 53713



Table of Contents

Section 1 – Firm & Company Information

- Company History
- Safety, Bonding & Revenue

Section 2 – Similar Experience & Approach

- Similar Project Experience
- Design & Preconstruction Approach
- Standardizing Systems Approach

Section 3 – Waunakee Community Involvement

- Our People and Community Involvement

Section 4 – Waunakee Project Team & Procurement Approach

- Ability to Meet Project Schedule & Manage Long Lead Items
- Project Team Descriptions & Organizational Chart
- Personnel Resumes

Section 5 – Workload

- Work Under Contract

Section 6 – Additional Information

- Why Choose 1901
- Multi Trade Advantage
- Letters of Recommendation
- Appendix A: MARC Newsletter

Exhibits – Proposed Fee

- HVAC Proposal Documents
- Electrical Proposal Documents
- Plumbing Proposal Documents





Section 1 – Firm

Firm Names: 1901 Inc.

Principal Address: 2801 Syene Road, Madison, WI 53713

1901 Inc. was founded in 1901 as W.J. Hyland Hall, a Plumbing and Pipe Fitting business located in Madison, Wisconsin. The company incorporated in the State of Wisconsin on March 18, 1974, as H&H Industries. Paul Christensen purchased H&H Industries in 2011. The company rebranded to 1901 Inc. in July of 2018. In over 120 years, the corporation has expanded to include commercial, industrial, institutional, and residential specialty trade contracting.

1901 Inc. currently employs over 300 people, with 205 in the field. Currently at a volume of over \$90 million dollars a year, 1901 is performing all specialty trades including HVAC, Plumbing, Electrical, Fire Protection, and Controls. 1901 Inc. is a union contractor, with ongoing labor agreements with the Steamfitters, Sheet Metal Workers, Electricians, Plumbers, Pipe Fitters, Operators and Pipe Layers. These unions provide the manpower and training needed to staff projects of all sizes with the highest efficiency.

Over 120 years of service has taught us how to do the job right the first time with materials that stand the test of time. We combine an old-fashioned devotion to good business practices and superior materials with an approach to conserving energy, cutting costs, and improving efficiency. 1901 Inc. takes pride in completing high-quality projects on time and under budget. Our on-site prefabrication and manufacturing facilities are the finest in the market. They allow us to keep up with the material demands of any size project while controlling quality.

We utilize the latest computer estimating, job costing, scheduling, and drafting programs to ensure that we utilize every possible cost savings measure. BIM and 3D drafting of mechanical systems, along with the ability to send and receive drawings and specs via SharePoint help to keep all parties up to date during the planning and production phases. This is further assisted by the convenience of having an in-house person dedicated to producing up to date O&M manuals.

1901 Inc. also has a service department that is the best of the best. Our experienced team provides essential support for all our mechanical systems and materials. This asset allows 1901 Inc. to provide seamless support to our clients both during and after the completion of the project.





Section 1 – Firm

Annual Construction Volume:

2021 – \$73,284,387
 2020 – \$58,924,984
 2019 – \$54,256,280
 2018 – \$43,796,706
 2017 – \$44,930,184
 2016 – \$42,947,298
 2015 – \$42,772,868
 2014 – \$41,930,882
 2013 – \$32,565,032

Bonding Capacity:

Single Contract – \$30,000,000
 Aggregate – \$75,000,000

Bonding Rates:

Up to \$500,000	1.060%
\$500,001 - \$2,500,000	0.756%
\$2,500,001 - \$5,000,000	0.648%
\$5,000,001 - \$7,500,000	0.576%
Above \$7,500,000	0.576%

Safety EMR's for the last three years:

2022 – 0.69
 2021 – 0.71
 2020 – 0.72

Safety TIR (Total Incident Rate) for the last three years:

2021 – 1.35
 2020 – 0.56
 2019 – 1.14

Litigation

There is currently no open or pending litigation involving 1901 Inc. or the owner.



Section 2 – Similar Project Experience & Approach

Summary

The team we are proposing for this project has a vast and diverse set of skills and job experiences that we are excited to bring to the table. The 1901 WCSD Project Team understands the process of being involved early, taking ownership, and seeing the project through its entire life cycle. All team members have experience on similar projects of this size and magnitude. While most of the RFP will focus on the actual construction piece. Our team members understand the importance of our customers' project. For the Waunakee Community School District, this referendum and pending construction projects will be a showcase to the entire Waunakee community. We share in that passion for excellence in projects we are a part of. Similar projects listed below are only a sample of what we have done as a company. The early trade partner design/assist project delivery is something all our trades are very familiar with. Each team member has a wide range of experiences directly relate to early involvement and how it benefits the design/assist approach.

Our approach to working in facilities currently occupied with students, teachers, employees, etc. is to plan out everything as early as possible and communicate (verbal and written) early and often to everyone on the construction team. We will be sure to communicate any shutdowns, tie-ins, etc. that possibly affect the day-to-day operations and have all parties sign-off as knowledgeable of the procedure(s). We will also work with the project team with a back-up plan in case something unforeseen occurs. Safety is our highest priority, and we will work with the project team to develop a plan for any isolated areas to avoid any non-construction personnel would not be able to access the area(s) until the work is complete and safe to access.

Similar Projects

Verona Area School District Capital Renewal Projects
Sun Prairie West High School
Oregon Schools
Hickory Hill Academy
Verona New Sugar Creek Elementary School
New Berlin Schools
Baraboo Schools
Monona Grove High School
Madison College
Verona New Badger Ridge Middle School
Hartford Schools
Verona K-Wing
Verona Stoner Prairie Elementary School
Reek Elementary School
OSD Netherwood Knoll Elementary
Sauk Prairie High School
Madison West High School
Madison La Follette High School





Section 2 – Similar Experience & Approach

Approach

1901's project approach will involve heavy communication with Vogel, EUA, Waunakee and other project team members. Our ability to break apart this process into easily understandable steps helps us to easily communicate, listen and proactively approach the design assist process. Below is a summary of each of these steps/processes and how we will communicate them to the group.

Design Assist

Through our extensive experience in design/assist education projects, we have gained the knowledge of how to communicate and provide proactive approach to bringing design recommendations and solutions to the project team. In larger projects of this variety, we work directly with the parties involved to work through current state of systems in the facilities and analyze how to best approach the future buildings. Communicating through the proper channels to the project team and working with them to be prepare each recommendation in a succinct summary with the information required, allowing the team to easily analyze and make decisions.

Quality

1901 Inc. knows that HVAC, Electrical, and Plumbing systems are critical components of the construction process as well as for the end user. We are committed to assisting with the design and implementation of highest quality materials, fixtures, and equipment.

As part of the construction process our team utilizes electronic filling and document delivery to the construction team in real time. Our field staff complete trade specific test reports electronically document them using Bluebeam Studio/PlanGrid/ or Procore on site. By utilizing these software systems on site via tablet and/or laptop the field staff and office staff communicate seamlessly and provide instant feedback to the construction team.

Section 2 – Similar Experience & Approach

Cost Control during Construction / Forecasting the GMP

Throughout the design phases, we will provide cost analysis budgeting to ensure the entire project team understands the real-time budget as decisions are being made. Our team uses a full open book estimating approach, disclosing the man hours and material pricing for the entire budget (example below). We will provide specific breakdowns to allow the project team to make accurate decisions about scope for the project. 1901 Inc. will use our vendor relationships to forecast the commodity market and make decisions on large buyouts to benefit the project. We use very detailed job breakdowns that communicate directly with our estimating software. This will let us track site progress against our budget progress and will be able to forecast the final budget from a very early stage and continue to manage it based on extensive involvement with all parties involved.

System	Brkdn Fc.	Material(\$)	Mat(%)	Labor Hrs	Lab(%)
DISTRIBUTION		977.87	0.23	386.76	6.21
FEEDERS		370,032.86	86.78	3,171.29	50.93
POWER - BRANCH		8,231.72	1.93	260.13	4.18
POWER - DEVICES		13,674.81	3.21	304.73	4.89
LIGHTING - FIXTURES		5,313.20	1.25	743.16	11.93
LIGHTING - BRANCH		14,277.23	3.35	525.29	8.44
LIGHTING - DEVICES		2,289.78	0.54	76.21	1.22
TECHNOLOGY - DEVICES		1,574.91	0.37	75.09	1.21
ACCESS CONTROL		1,035.45	0.24	37.94	0.61
FIRE ALARM		3,891.54	0.91	261.70	4.20
GROUNDING		896.82	0.21	9.44	0.15
CABLE TRAY		4,208.77	0.99	375.17	6.02

Cost Control during Construction / Forecasting the GMP (example)

Category/System	Detail	1901 Budget 9/30/19		1901 Budget 12/31/19		1901 Budget 1/31/20		1901 GMP 5/1/20	
		Quantity	Ext. Price	Quantity	Ext. Price	Quantity	Ext. Price	Quantity	Ext. Price
ALL FIXTURES AND EQUIPMENT									
DWV Piping	Sanitary UG (PVC)					1	#####	1	#####
Storm Piping	Storm UG (PVC)					1	#####	1	#####
Water Piping into building	Water UG (ductile iron)					1	#####	1	#####
DWV Piping	Sanitary AG (PVC)					1	#####	1	#####
Storm Piping	Storm AG (PVC)					1	#####	1	#####
Water Piping	Water AG (Aquat herm)					1	#####	1	#####
Water Piping	Water AG (PEX)					1	#####	1	#####
Gas Piping	Natural Gas AG (black steel)					1	#####	1	#####
Excavation	Excavation					1	#####	1	#####
		#####	#####	#####	#####	#####	#####	#####	#####
		1901 Budget 9/30/19	1901 Budget 12/31/19	1901 Budget 1/31/20	1901 GMP 5/1/20				
Revision Tracking:									
Back to back fixture feeds		#####							
Cast iron vertical storm piping		#####							
47 additional sinks (original drawings showed 222; current 269)		#####							
Non-potable line to humidifiers		#####							
Cold soft line to sterilizer		#####							
Quad softener in lieu of triplex		#####							
	Subtotal	#####							
	Running Budget Total	#####							
Storm overflow system eliminated			#####						
Fixture quote adjustment			#####						
Exterior grease interceptor in lieu of interior interceptor			#####						
Heat trace scope added to project			#####						
Solid surface sink/lav adjustment			#####						
10 additional sinks (original drawings showed 222; current 269)			#####						
	Subtotal		#####						
	Running Budget Total		#####						
VE Consideration/Tracking:									
Eliminate exterior grease interceptor			REJECTED		#####				
Vertical PVC storm piping ILO cast iron			ACCEPTED		#####				
Finalize routing with AEI			ACCEPTED		#####				
3" & 4" Aquat herm			ACCEPTED		#####				
2" and under - PEX			ACCEPTED		#####				
Master mixing valve - Caleffi ILO Armstrong			PENDING		#####				
	Subtotal				#####				
	Running Budget Total				#####				



Section 2 – Similar Experience & Approach

Sub Tier Subcontractors/Vendors

HVAC

We will leverage or existing relationships and partnerships with the HVAC community to assist through the design process with any VE options. Our vendor partners have experience and knowledge of the facility and provide assistance during the procurement and delivery phases of construction.

Once final equipment selections are established 1901 Inc. along with our vendor partner/s can provide BIM model information to confirm the accuracy of MEP connections as well as size and clearances for the desired equipment.

Electrical

Beyond the pricing provided, the value a sub-tier supplier or subcontractor can provide is the services they offer during design and construction. Our vendor/subcontractor selections are based on price, reducing onsite material handling & storage, prefabrication opportunities can they bring to the table, product quality, availability, and compatibility with existing Waunakee schools.

Plumbing

1901 Inc. has long standing valued relationships with plumbing vendor community. We will leverage our buying power and experience to get the best price for the owner to help maintain and or reduce the overall cost to the GMP. The plumbing approach to this project will be to have initial buyout pricing and fixture selections established early so that the design is accurate and minimizes potential changes once commencing construction on site.

Design Assist Budget Lifecycle

Each of the trades in this proposal have great experience in the design build role. While we offer assistance on any project we are a part of, we take great pride in being involved early in a project. This early involvement allows us to take ownership of the budget, helping the owner and project team with cost control in real time by providing continuous budget updates not just at documentation issuing milestones, but when decisions are made.

Being multi-trade contractors, we want to ensure our efforts are done wholistically for the project and not just to benefit an individual trade. We analyze the effects of decisions made across all trades to ensure we aren't just pushing cost from one trade to another. Our team will also suggest cost effective systems, equipment, and materials to keep the project within budget. Our team will identify long lead items to maintain construction schedule and ensure that additional GCs are not incurred due to schedule conflicts. We will also help identify top suppliers and end-user friendly fixtures and equipment to work with during the design phase.

Section 2 – Similar Experience & Approach

Design for Prefab/Modularization

1901 Inc. is an industry leader in trying to continually improve what is completed in design and turn it into product available for install. Our dedication to this process can be seen by the continual addition of BIM/VDC individuals that come from the field and see the benefit of the process firsthand. In addition to the people in the virtual world, 1901 Inc. continues to add and improve not only its facilities/equipment for prefabrication but add different services and explore different options for making things before they hit the job site. We have a strong relationship with our vendors that continue to bring us ideas on new products and services that they can offer. 1901 Inc. as a multi trade specialty contractor allow us to use examples from each trades experience to better benefit us in the design to prefabrication process. We always keep the end goal of “how do we use this” in mind, meaning the effort that we are putting into the design/modeling must have a purpose in the construction aspect, hopefully in the form of fabrication opportunities.

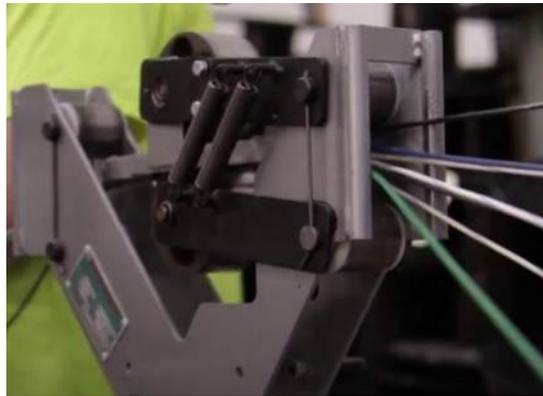


Figure 1: Parallel Wiring for quicker installation

Constructability

Our project team enjoys and excels at constructability and design implementation. 1901 Inc. is a group of talented individuals from many different backgrounds and experiences, all with the same goal in mind of providing value to the upfront involvement such as this. From the management perspective, 1901 Inc. has a great mix of both people that came through the trade and those that went through schooling. This mix allows us to lean on both the academic and trade backgrounds to ensure we are looking at all constructability of items thoroughly. Additionally, this has created a bond between management and field. The mutual trust and respect between these parties allows for people’s input and experiences, and the fields presence and involvement in this process will be critical to its success. Both management and field will review all aspects of the design and take into consideration the other trades that are being affected in this review, again promoting the best outcome for the project, not just the individual trade involved.

Section 2 – Similar Experience & Approach

Scanning and Modeling

3D Scanning: 1901 Inc. utilizes cutting edge 3D scanning capabilities for surveying existing buildings to ensure our systems will fit with the existing structure.

We use a Faro M70 to scan existing conditions and Scene Software to register multiple scans together to create a 3D point cloud. The 3D point cloud can then be brought into our 3D modeling software (Revit & Navisworks).

This allows us to bring the existing building into our 3D modeling software to coordinate with the new systems.

Below is an example of what we can produce with scans and 3D modeling.





Section 2 – Similar Experience & Approach

BIM Execution

1901 Inc.'s key personnel and vast knowledge of unique lab facilities will help to expedite and assist the design engineering team to locate and coordinate critical MEP shutdowns, relocations, and temporary challenges. We believe we are at the forefront of estimating and BIM collaboration in the state of Wisconsin.

We utilize Autodesk's Fabrication CADmep application to produce collision free layouts, adjust elevations, and coordinate with other trades. In addition to manual visual collision detection in CADmep we will export to Navisworks and use its automated collision detection features to eliminate the risk of human error.

We utilize Autodesk's MEP Fabrication Suite to generate better estimates, create more detailed model documentation and directly drive fabrication. Our team is dedicated to the automated construction process which streamlines the use of BIM from design and fabrication, to installation.

BIM/VDC will be used to the fullest extent possible in this project. Whether it is doing standard piping runs and Ts, anchors and hangers, to full head wall assemblies, we will look at all options for fabrications. We know first hand the benefit and success it brings on projects and are dedicated to its use. Our technicians have field experience, which is invaluable to ensure that the product that is being created virtually, can be create in fabrication and assembled in the field.

Recent Projects with full BIM collaboration:

- UW School of Human Ecology – HVAC, 4.8M
- Madison College Gateway and Ingenuity Addition – HVAC, 4.5M
- Madison College Culinary Addition – Plumbing, 4.8M
- UW Surgical Pathology – HVAC, 2.2M
- WI Institute for Medical Research (WIMR) Center – HVAC & plumbing, 16M
- UW Memorial Union Redevelopment Phase 1 & 2 – HVAC & plumbing, 12M
- AFCH Universal Care 7th Floor – HVAC, 1.5M
- Columbia County Health and Human Services Building – HVAC, 1.6M
- Columbia County Admin Building – HVAC, 1.8M



Section 2 – Similar Experience & Approach

Recent Projects with full BIM collaboration (cont.):

- Oregon School High School Addition and Renovation – HVAC, 2.7M
- Meriter Women and Infant Care Expansion – HVAC & plumbing, 2.6M
- Stratetech Addition and Renovation – HVAC, 3.8M
- UWSP Debot Dining Hall – HVAC & plumbing, 3.4M
- Meriter Child and Adolescent Psychiatry – HVAC & plumbing, 1.7M
- PPD Deming Way Renovation – HVAC, 3.8M
- Gundersen St. Joes Hillsboro Hospital – Plumbing, 1.8M
- Northstar Medical Radioisotopes – Building 3 HVAC, 4M & Plumbing, 750K
- Dean Fish Hatchery Clinic – HVAC, 7M & Plumbing, 2M

Schedule Management

1901 Inc. believes that fabrication is critical in maintaining budgets and project schedule. We prefabricate all projects to the greatest extent possible with the goal to prefabricate the entire project.

Our team will identify long lead items to maintain construction schedule. We will also help identify top suppliers and end-user friendly fixtures and equipment to work with during the design phase.

Our Field staff will provide a detailed electronic two week look ahead schedule to be shared with project team on site to confirm productivity status

- Detailed two weeks look ahead schedule with number of persons on site along with tasks.
- We will also provide an additional 4 week look ahead for projecting future tasks and long lead items



Section 2 – Similar Experience & Approach

Commissioning, Close-Out & Turnover

Our team has a great deal of experience in commissioning and is committed to the commissioning process on all our jobs. We have several individuals who specialize in project closeout and commissioning. 1901 Inc. will have a dedicated member of the project team, such as an assistant project manager or project engineer, that will oversee the commissioning process(es). This individual will work with our onsite team as well as the 3rd party commissioning agent to ensure all the equipment and material is installed per the contract documents. Additionally, we have team members dedicated to procuring and curating Operation & Maintenance manuals for all our jobs.

Diversity & Inclusion

1901 Inc. and is committed to Diversity & Inclusion in the workplace and has taken many steps to have a more diverse work force on job sites. One example of this is utilizing Hunt & Collins. Hunt & Collins is a local minority contractor that we tasked with completing the MRI and CT piping. Not only do we strive to achieve diversity in the field, but we have also made great progress in achieving a more diverse office and fabrication shop. We are proud to have multiple women and people of color throughout our sheet metal, plumbing, and electrical trades. Additionally, our team consistently works with vendors that promote diversity and women in the workplace. We purchased a large amount of equipment from Vyron which is women owned. All of this has resulted in a more inclusive and diverse working environment. Our team will prioritize and focus on helping the project team be inclusive of MBE, DBE, and WBE subcontractors and suppliers, and any other opportunities to promote diversity, equity, and inclusion.

We also utilize office services from a local group that provides employment for adults with developmental disabilities in Dane County (see Appendix A).

1 Year Warranty Period

We stand behind the quality of the work installed by their union craftsmen, and we believe in getting better every day. Our commitment does not stop when the project is complete or when the warranty is over. We are here for the customer and team for the next 5, 10, 20, 50+ years.



Section 2 – Similar Experience & Approach

Lean/Prefab/Modularization

1901 Inc. believes prefabrication is one of the most powerful tools in the HVAC, electrical and plumbing contractors' arsenal.

1901 Inc. utilizes our top foremen into the role of fabrication coordinator. They get involved in every fabrication opportunity we have and has the time to get the project done right.

Many are graduates of the Mechanical Contractors Fabrication Forums where they are exposed to all the best practices across the country. 1901 Inc. will bring this cutting edge expertise to your project.

We start with the premise that we can fabricate everything. Our fabrication meetings start shortly after award and involve fabrication coordinators, our BIM Team, project managers, foremen, and shop managers.

Prefabrication Examples:

- Complete Mechanical Rooms
- Pump Packages and Skids
- Pipe Racks
- Carriers and Fixtures
- Ductwork Sections
- Wiring Quickpulls and paralleling cables
- Prefabricated headwall assemblies with multiple trade installation
- Light Fixture whip installation
- Fire alarm assemblies pre built
- Scanning

Section 2 – Similar Experience & Approach



Section 2 – Similar Experience & Approach



Section 2 – Similar Experience & Approach





Section 2 – Similar Experience & Approach

Standardizing Systems Approach

1901 believes that the construction process goes beyond the actual building phase of a project. Our approach to make sure that buildings are easily maintainable and laid out with the maintenance and life span of the building in mind, allows for a smooth transition into the occupancy and turn over of the project.

Part of the approach on this project will be to help create standards working with EUA, Vogel, and the Waunakee staff to ensure that the above process takes full effect. Below is a sample of things that could be considered, evaluated, and decided upon in the preconstruction phase and implemented in construction. Helping the district standardize their equipment will yield the facilities team to save time and money with a familiarity and minimizing large varieties of spare parts in stock

- Review existing facilities that are in place and detail out what is liked and disliked for various systems and designs, implementing the good and avoiding the disliked when able
- Inquire with the district to understand what equipment and/or manufacturer is being utilized in existing buildings
 - This will assist
- Approach project with campus style mentality – how do we make standards that work in the best interest of existing facilities and with the future in mind
- Understanding and working with HVAC equipment and control partners who currently occupy existing buildings will help the facilities team
- Use of snap style electrical outlets, allowing for ease of replacement if/when damage occurs
- Electrical and mechanical gear manufacturer reviews to ensure minimal attic stock required for maintenance
- Coordination of existing low voltage and mechanical systems
 - Fire Alarm – What is currently in place? What can be used on new
 - Access Control – confirm approach for new buildings will work with existing for ease of use
 - Paging / Clock Systems Review
 - CCTV – what is in place now, and how can new buildings be integrated if different system used?
 - Lighting Control – review current systems and explore new options/technology for both maintenance, energy savings and cost savings
- Use of consistent plumbing equipment, fixtures, material, and joints in each system between buildings will help with familiarity of the operation and maintenance as well as minimizing tooling needed





Section 2 – Similar Experience & Approach

General Safety for School Projects

Company Policy: Safety is the responsibility of every employee, and everyone participates in activities to ensure a safe work environment. Safety is a source of our competitive advantage. Zero incidents is our goal. We are committed to the protection of people, and the project site. 1901 will employ an effective accident and illness prevention program that involves all its employees in the effort to eliminate workplace hazards.

Management: Leaders will ensure regular safety audits are conducted and that everyone will participate in the process to ensure a safe workplace. All levels of management are accountable for our safety performance, starting with the owners of 1901 Inc. Senior leaders will hold management and all employees accountable for safety performance.

Employees: All employees are expected and encouraged to participate in safety and health program activities including the following: reporting hazards, unsafe work practices and accidents immediately to their supervisors or a safety committee representative; wearing required personal protective equipment; and participating in and supporting safety committee activities. We will make everyone aware of the safety rules and processes as well as their personal responsibility to observe them.

“The Golden Rule” - *The health and safety of people is valued above all else.
All incidents, injuries, and occupational illnesses can be prevented.*

Our current Safety Program consists of, but is not limited to:

- Weekly toolbox talks meetings attended by all personnel onsite and at the shop; documentation can be provided upon request.
- All Apprentices have OSHA 30 in their first year of school & current Foreman & Journeyman have had OSHA 10 or OSHA 30; documentation can be provided upon request.
- All sites have site safety reviews performed by the Foreman or Safety Personnel, this can be provided to the GC weekly if project requires.
- Full PPE is provided and worn by all site personnel including drivers entering site for deliveries.
- Any additional Safety paperwork including site specific safety plans, JHA, Quality Control Manual, Weekly Quality Control Checklists can be provided upon request.
- All site personnel trained in safety according to job duties including but not limited to: Forklift/Aerial Lift training, GHS-Hazard Communication Training & SDS Training, Ladder Training, Confined Space Training, JHA Training, Defensive/Distracted Safe Driving Training, Crane Signal & Rigging Training, and Fall Protection Training; documentation on pertinent trainings can be provided upon request.
- Annual background checks and drug testing done for all personnel.
- 1901 is compliant with all safety rules, procedures and requirements of the GC and facility.
- 1901 will assist in controlling the site from outside pedestrians/street traffic by all site personnel and our delivery drivers.
- Foremen at all sites will have smart phones and some form of tablet or computer for communication.

1901 Inc. does 30% of our annual volume in occupied buildings. 1901 is very familiar with working safely in occupied buildings.



Section 3 – Waunakee Community Involvement

Summary

1901 is a company made up of many talented employees with a nice concentration of them living with the WCSD. We have many individuals that work in the construction field building America and many others who work in our office supporting the field staff and facilitate the efficiency of the entire construction process. These individuals (and their families) have in the past and/or currently help fund the district through taxes and supporting local businesses and clubs. We currently support the High School varsity and JV fields with signage on the outfield fences. In addition, our employees play an active role in the community in many ways!

1901 Employees (current)

- Tory Miller, Project Executive and Project Manager
 - Has made Waunakee his home since 2009
 - Cherry, wife, and he are raising their four children since moving to the district
 - Braden, senior
 - Avery, sophomore
 - Saryn, 7th grader
 - Tate, 4th grader
 - Schools his children have attended include:
 - Arboretum, Intermediate, Middle, and High
 - Youth volunteer coach for football (flag and tackle), basketball, baseball, and softball
 - Volunteering in the classroom and on field trips
 - Volunteer religious youth education teacher
- Tim Olstad, Project Manager
 - Has made Waunakee his home since 2009
 - He raised/is raising 3 children since moving to the district
 - Brianna, graduate of WHS
 - Brayden, graduate of WHS
 - Raena, junior
 - Schools his children have attended include:
 - Prairie Elementary, Intermediate, Middle, and High School
 - Waunakee lacrosse board member
 - Waunakee youth and high school lacrosse coach
 - Volunteer Waunakee neighborhood connection
 - Active in support of our schools and staff within the district
- Dave Becker, Sheet Metal Foreman
 - Has made Waunakee his home since 1973
 - Graduate of WHS in 1984
 - Member of the first ever Waunakee* hockey team
 - *Although it was not yet sponsored by the school district in '82 – '84



Section 3 – Waunakee Community Involvement

- Greg Jarosz, Project Manager
 - Has made Waunakee his home since 2010
 - Stacy, wife, and he are raising their two children since moving to the district
 - Jaxon, 5th grader
 - Aubrey, 3rd grader
 - Schools his children have attended include:
 - Heritage and Intermediate
 - Youth volunteer coach for football (flag and tackle), basketball, baseball, and softball
 - Greg Coach
 - Football program
 - BDL basketball
 - Village center recreational baseball program
 - Village center recreational softball program
 - Volunteering in the classroom and on field trips
 - Stacy: Waunakee Girl Scout Troop 7318
 - Stacy “SSM Health RN”: Covid-19 Vaccine/booster administer volunteer
 - Stacy volunteers once every other week at heritage to assist with reading within the classroom
 - Family: Waunakee Food for Kidz volunteers
- Matt Yorde, Project Manager
 - Has lived in the Waunakee School District since 2015
 - Anne, wife, and he are raising their daughter Addy
- Brian Yankunas, who is one of our Estimators, lives in Waunakee.
 - Graduate of WHS in 2001
 - Sister graduated from WHS 2004
 - Mother was former Head Coach of WHS Gymnastics Team
 - Married to the former assistant coach of WHS Gymnastics Team
 - Brother-in-law to the former head coach of WHS Gymnastics Team
 - Parents live in Waunakee
 - Sisters’ family lives in Waunakee – (2) two young nephews as future students
 - Sister-in-law’s family lives in Waunakee – (1) one young nephew and (1) one young niece as future students
- Tony Ebert, Sprinkler Fitter Foreman
 - Lives in the Waunakee School District
- John See, Sheetmetal Worker
 - Lives in the Waunakee School District
- Evan Wake, Plumbing Apprentice



Section 3 – Waunakee Community Involvement

- Brad Horning, Plumbing Designer
 - Has made Waunakee his home since 1992 and currently lives there to this day
 - Patricia, wife, and he raised their 2 children since moving to the district
 - Kyle (currently 27years old), attended all his primary school career at the Waunakee public schools
 - Micaela (currently 25years old), attended all her primary school career at the Waunakee public schools
 - Schools his children have attended include:
 - Prairie, Intermediate, Middle School and High School
 - Brad was Youth coach for wrestling and baseball, Middle School head wrestling coach, President of the Waunakee Wrestlebackers booster club.
 - Patricia was a Middle School teacher from 2000-2021 and is currently retired from teaching.
- Tod Sloan, Chief Financial Officer
 - Has lived in the Waunakee School District since 2015
 - Jill, wife, and he are raising their two children since moving to the district
 - Jaxson, 2nd grade
 - Rory, Kindergarten
 - Youth sports volunteer coach



Section 4 – Procurement Approach

Procurement of Long Lead Equipment

1901 has a vast experience dealing with specifying, ordering, and procuring HVAC, electrical and plumbing equipment and our internal processes minimize situations where equipment could hold up schedule.

It first starts with our communication from our preconstruction group as schedules can quickly slam to a stop when all parties aren't on the same page. We help identify the long lead items and help build that time frame into the project schedule – sometimes with a couple weeks of buffer if desired by the project team. We have very strong relationships with our vendors/suppliers across all walks of HVAC, electrical, and plumbing and having such strong relationships most times can yield favorable treatment or at least accuracy of availability and delivery information being shared.

Once the equipment is selected and signed off by all required parties, we immediately order it through our purchasing department. Our purchasing department has several individuals with the skills and experience to regularly track the progress of orders and facilitate the details of when, where, why and how said equipment is brought to a jobsite. Our project managers and foreman are in constant communication on the status of the critical path equipment and material needed on site.

All construction projects carry risk and not finishing on time because of equipment or material being on site when it is supposed to. At 1901, we understand that and put many checks and balances in place to facilitate hitting critical paths or at the very least be knowledge of a setback and communicate to the project team so an alternative path could be discussed.

In this section you will get to see many of the important team members that play vital roles in this critical component of a construction project and everyone of them is at the project's disposal to ensure we deliver for the Waunakee School District and rest of the project team!





Section 4 – Waunakee Project Team

Tory Miller – Project Executive

HVAC Team

Tim Mohrbacher – HVAC Preconstruction & Construction Project Manager

Jeremy Baillies – Steamfitter Foreman

Craig Ferstl – Sheet Metal Foreman

Mike Johnson – Steamfitter CAD/BIM

Max Childs – Sheet Metal CAD/BIM

Marti Schwoerer – Sheet Metal Fabrication Shop Foreman

Kelly Jordan – Steamfitter Fabrication Shop Foreman

Bob Lindauer – Assembly Fabrication Shop Foreman

Andy Sippel – Labor Manager

Dave Perretz – HVAC Service Manager

Electrical Team

Matt Yorde – Electrical Preconstruction & Construction Project Manager

Brett Faulkner – Electrical Foreman

Brad Cannon – Electrical Foreman

Aaron Gobel – CAD Manager

Seth Radl – Fabrication Shop Foreman

Erik Halverson – Labor Manager

Jesse Ayers – Electrical Service Manager

Plumbing Team

Greg Jarosz – Plumbing Preconstruction & Construction Project Manager

Tory Miller – Project Manager

Louis Williams – Plumbing Foreman

Tom Bellovary – Plumbing Foreman

Casey Coens – Plumbing CAD/BIM

Andy Tracy – Plumbing Fabrication Manager

Andy Sippel – Labor Manager

Dan Powell – Plumbing Service Manager

Office Staff

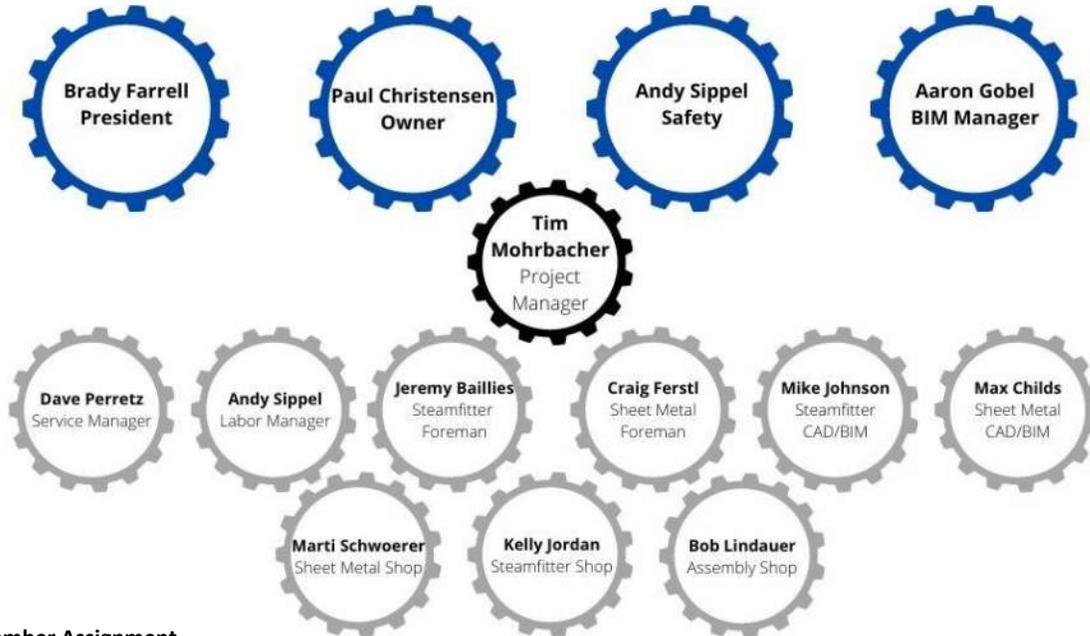
Andy Sippel – Safety Director

Ryan Koresh – Procurement Manager

Chief Estimator – Randy Reuschlein



Section 4 – HVAC Organizational Chart



Team Member Assignment

Tim Mohrbacher will be the main point of contact for the design and pre construction phase of the project. The construction and closeout phases for this project will also be handled by Tim. Mike Johnson and Max Childs will be the primary contacts for all design coordination inquiries for the BIM team and push to maintain all applicable milestone dates for this design/build project. They will be working for us to ensure that the practices, design, and products we lay out for the project team compliant with all local codes and complete final coordination at our direction with all other disciplines on the project.

Design/Preconstruction

Tim will be working closely with Mike and Max and in house designers during the design phase to ensure constructability, design, and cost are in alignment as we work towards Design Development Documents. The engagement from these parties will continue from the Design phase and carry into the construction phase. Jeremy Baillies and Craig Ferstl “lead Sheet Metal and Steamfitter Foreman” will also be engaged during the design/constructability process internally to ensure a seamless transition to the field.

Construction

During construction, he will continue to work with our design and field staff to ensure proper coordination, schedule, and quality of construction is maintained. Our lead foreman will play a major role leading the charge in regard to product and coordination delivery in conjunction with all contracted design teams.

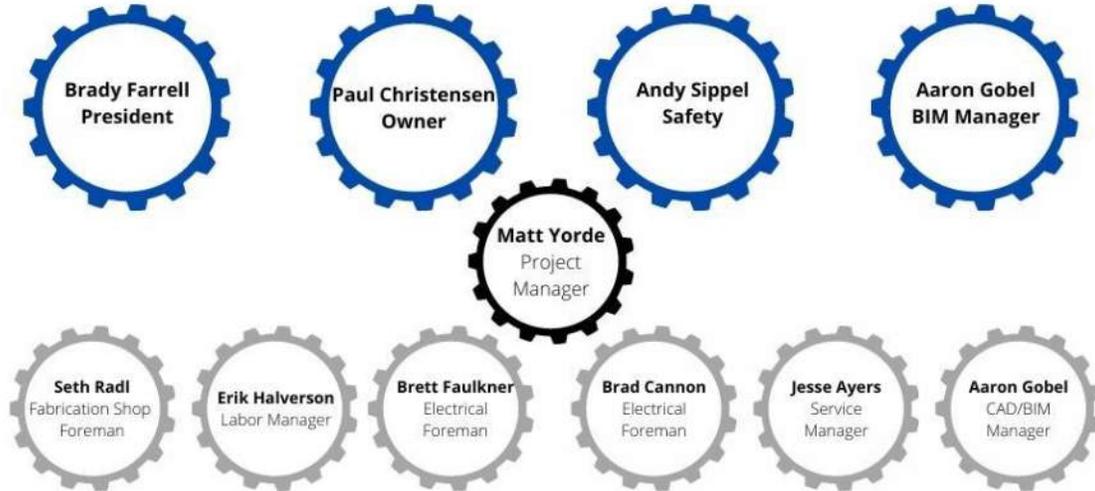
Our HVAC personnel have great experience working on similar projects of scale and size. Our team has been part of the following projects that provide us a with a great basis for being a benefit in the design assist partner role:

- Verona Schools – Capital Renewal
- Oregon Schools – Various Projects
- Eurofins Food Integrity – New Laboratory Building
- PPD – Building 11 Phase 1-3
- PPD – Building 13 Phase 1
- PPD – Building 13 Phase 2
- PPD – Building 14
- Dean – Fish Hatchery Clinic

Their expertise on these projects and the systems, from the distribution, equipment, and infrastructure provides them with the knowledge that will benefit the owner in this design-assist role.

Similarly, the 1901 HVAC department has additional resources with various backgrounds in education projects, that demand a high level of coordination and intense level of systems that will prove to be a benefit on this project.

Section 4 – Electrical Organizational Chart



Team Member Assignment

Matt will be the main point of contact for the design, construction, and closeout phases for the electrical team. Brett and Brad will support him in the preconstruction efforts to confirm constructability and offer up their previous project experience and expertise with electrical installations. Seth and Erik will be working behind the scenes to make sure the internal resources are aligned with the project needs. Jesse's electrical service group will be brought in with ample time to become familiar with the building and systems for future opportunities with WCSD and performing preventative maintenance & warranty work.

Design/Preconstruction

Matt will be working closely with Vogel to review the documents and provide real-time cost analysis and solutions to fit the needs of WCSD while maintaining the overall project budget. Matt will engage multiple vendors and subcontractors to ensure we are getting competitive and accurate pricing to get WCSD the best value. As important as pricing is to the project, equally as important is product/equipment lead-times. Engaging vendors and subcontractors early in the design/preconstruction stage will allow the project team to understand and manage critical path items. Matt will create and identify a procurement log to help identify these items clearly communicate them to the team.

Construction

During construction, Matt, Brad, and Brett will continue to work with the construction team, chosen subcontractors, and internal 1901 staff to execute the project to the construction documents and the expectations of Vogel and WCSD.

The project team above has been part of the following projects that provide us a with a great basis for being a benefit in the design assist partner role & school experience:

School Experience:

- Beaver Dam High School
- Jack Young Middle School
- Sauk Trail Elementary School
- Multiple Deforest School District Projects
- Multiple Sun Prairie School District Projects

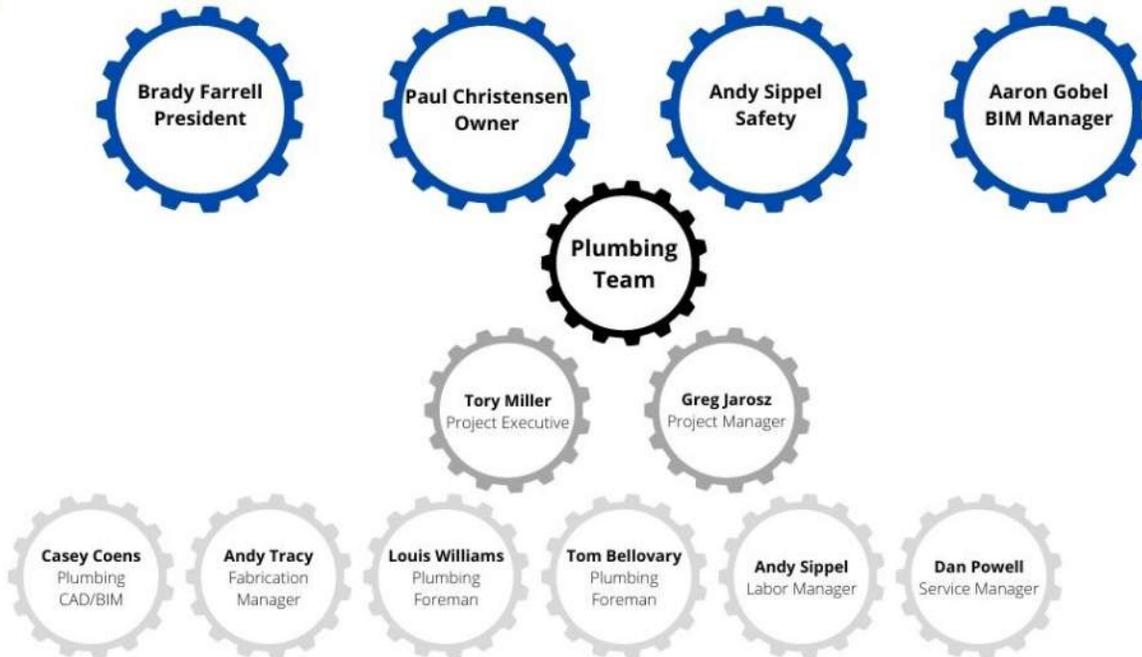
Design Assist Experience with Vogel and/or EUA:

- Hickory Hills Academy.
- Exact Sciences – Multiple Projects.
- Ovation

Our project teams' experience on schools as well as design-assist project delivery will help Vogel/EUA/WCSD towards the completion of a successful project the entire Waunakee community will be proud of.

1901 Electric has field staff capacity for these projects and currently has no other obligations to summer dependent work for other school districts. The project team above has immediate capacity to engage in the preconstruction efforts.

Section 4 – Plumbing Organizational Chart



Team Member Assignment

Tory and/or Greg would be the main point of contact for the design, construction, and closeout phases for the plumbing team. Casey Coens will be the primary contact for all design coordination inquiries for the BIM team and push to maintain all applicable milestone dates for this design/build project. They will be working for us to ensure that the practices, design, and products we lay out for the project team compliant with all local codes and complete final coordination at our direction with all other disciplines on the project.

Design/Preconstruction

Tory and/or Greg will work closely with Casey during the design phase to ensure constructability, design, and cost are in alignment as we work towards Design Development documents and the GMP. The engagement from these parties will continue from the design phase and carry into the construction phase. Louie Williams or Tom Bellovary “lead foreman” will also be engaged during the design/constructability process internally to ensure a seamless transition to the field.

Construction

During construction Tory and/or Greg will continue to work with or design and field staff to ensure proper coordination, schedule, and quality of construction is maintained. Our lead foremen will play a major role leading the charge in regard to product and coordination delivery in conjunction with all contracted design teams.

Our plumbing personnel have great experience working on similar projects of scale and size. Our team has been part of the following projects that provide us with a great basis for being a benefit in the design build partner role:

- Verona Schools
- Exact Sciences
- URP Innovation 1
- URP MilliporeSigma (SAFC)
- PPD
- Illumina
- Oregon Elementary School
- Dean Fish Hatchery Clinic
- Sauk Prairie High School

Their expertise on these projects from the distribution, fixtures and equipment, and commercial kitchen systems, provides them with the knowledge that will benefit the owner in this design-assist role.

Similarly, the 1901 Plumbing Department has additional resources with various backgrounds in education projects, that demand a high level of coordination and intense level of systems that will prove to be a benefit on this project.

Section 4 – Waunakee Project Team

TORY J. MILLER, P.E.

Vice President / Project Executive / Project Manager

BIOGRAPHY

Tory has over 20 years of experience in the Plumbing & Construction industry. Before joining 1901 Inc., Tory has spent the past 10 years as a project executive overseeing and performing tasks associated with construction administration, commissioning, and project management for a variety of vertical markets including healthcare, K-12 & higher education, office buildings, industrial facilities, and laboratory buildings.

EXPERIENCE

- Sauk Prairie High School Renovation & Addition
- Dean Fish Hatchery Clinic
- NorthStar BE3
- UW Platteville – Boebel Hall
- Arrowhead Research Facility
- Spectrum Brands – Headquarters
- Beloit Hospital
- Sand Valley Golf Course
- Madison Unit Well 31
- Epic Campus 5 Office Buildings – Chocolate Factory, Grimm, Oz, and Alice
- Epic Campus 5 Underground Parking Garage – Jabberwocky
- Epic Campus 4 Office Buildings – Fortress, Classroom, Great Hall, Library, and Observatory
- Epic Campus 4 Underground Parking Garage – Abyss
- Epic Campus 2, 4, & 5 Food Service Building – King’s Cross
- Epic Campus Underground Auditorium – Deep Space
- Epic Campus 3 Office Buildings – Barn, Machine Shed, and Stable
- Epic Campus 3 Food Service Building – Farmer’s Market
- Epic Campus 3 Underground Parking Garage – Farmyard
- Epic Systems Campus Utility Buildings and Site Utilities

EDUCATION & CERTIFICATIONS

- Wisconsin Professional Engineering License
- B.S. in Civil Engineering – Construction Emphasis

REFERENCES

- Jeff Hilden, Sauk Prairie School District, (608) 643-5637
- Jim Schumacher, Epic Systems, (608) 271-9000
- Clinton Collins, Sub-Zero, (608) 416-2500





Section 4 – Waunakee Project Team

TIMOTHY M. MOHRBACHER, LEED AP HVAC Project Manager

BIOGRAPHY

Timothy has more than 23 years of experience in the HVAC & Construction industry. Before joining 1901 Inc., Timothy was an HVAC Project Designer for a local engineering consulting firm responsible for the design, engineering, construction administration, and management of commercial projects, large and small. Timothy has several years of experience in a variety of markets including healthcare, higher education, office buildings, performing arts, data centers, and R&D facilities.

EXPERIENCE

- UW Health – IDIQ Renovations
- UW Health at The American Center – 498,000 s.f. New Hospital and Clinic
- Chicago University Center for Care and Discovery – 1,200,000 s.f. New Medical Center
- American Family Children’s Hospital – 250,000 s.f. New Children's Medical and Surgical Center
- Epic Systems Corporation – 580,000 s.f. New Corporate Headquarters Campus 1
- Overture Center for the Arts - 400,000 s.f. New Center for the Arts
- Northwestern University Lurie Medical Research Center – Cell & Molecular Laboratory Renovation
- University of Illinois Thomas M. Siebel Center for Computer Science -270,000 s.f. New Teaching Facility.
- University of Wisconsin - 86,000 s.f. Biotechnology Building
- Purdue University Bindley Bioscience Center - 50,000 s.f New Biosciences Engineering Building
- Genesis Medical Center - 81,000 s.f. New Heart Institute
- Genesis Medical Center - 119,000 s.f. Hospital Addition and Renovation
- Wisconsin State Capital - Renovations

EDUCATION & CERTIFICATIONS

- Associates Degree in Architecture – Madison College
- MCAA Institute for Project Management – Class 75
- LEED Accredited Professional
- Price - Research Center
- Greenheck - HVAC University
- Bell & Gossett - Pump Design & Application
- Affiliated Steam – Steam Systems

REFERENCES

- Joel Boado, Shareholder, Affiliated Engineers, Inc., (608) 236-1145
- Jeff Reinholtz, PE, Mead & Hunt, (608) 443-0586
- Abhishek Ajansondkar, PE, Affiliated Engineers, Inc., (651) 242-2929





Section 4 – Waunakee Project Team

JEREMY BAILLIES

Steamfitter Foreman

BIOGRAPHY

Jeremy has worked on many large projects throughout Wisconsin. He is exceptional at scheduling equipment, tools, and material deliveries as well as managing manpower on large scale jobs. Jeremy is a proponent and frequent user of offsite fabrication to cut down on field labor. He has been in the mechanical trades for over 17 years and completed his Steamfitter Apprenticeship in 2009. Jeremy thrives on large jobs and has gotten numerous glowing reviews from various General Contractors and Owners on his communication and ability to coordinate with other trades.

EXPERIENCE

- Sun Prairie West High School
- Verona Schools
- UW Biochemistry
- Kromery Middle School
- Marshfield Clinic – Steven’s Point
- Old National Bank Headquarters
- MATC Reedsburg

EDUCATION & CERTIFICATIONS

- 5-Year Steamfitter Apprenticeship
- OSHA 10 and OSHA 30
- Aqua-Therm
- Rigging
- Refrigeration Brazing

REFERENCES

- Mike McAfree, UW Mechanical, (608) 265-8438
- Ron Knutson, NAMI Superintendent, (608) 241-4328
- Brian Miller, Asst Dir. of Facilities - Verona, (608) 575-5976





Section 4 – Waunakee Project Team

CRAIG FERSTL

Sheet Metal Foreman

BIOGRAPHY

Craig started in the Sheet Metal trade in 2005 and joined 1901 in 2012. He has completed his 5-year Sheet Metal Apprenticeship and has worked as a Foreman on many of 1901 Inc's largest and most complicated projects. His experience spans across many vertical markets from schools to hospitals, municipal buildings, and laboratories. In his free time, Craig likes to go camping and boating with family and friends.

EXPERIENCE

- Madison College
- Sterling Hall
- Sellery Hall Renovation
- Witte Hall Renovation
- New Berlin School District
- Dane County Landfill
- St. Clare Hospital – Baraboo, WI
- UW Hospital Projects
- Children's Hospital Projects
- Portage Court House Renovation
- Portage Administrative Building
- OM Station
- Eurofins Lab

EDUCATION & CERTIFICATIONS

- 5-Year Sheet Metal Apprenticeship
- SIC Training
- Crane Signaling
- Rigging
- Forklift
- Scissor Lift

REFERENCES

- Rob Schultz, Air Temp Services, (608) 438-1248
- Noel Gallagher, Foreman, Findorff, (608) 438-1741
- Todd Brakob, Superintendent, Findorff, (608) 575-9061





Section 4 – Waunakee Project Team

MIKE JOHNSON

BIM Coordinator

BIOGRAPHY

Mike has been employed at 1901 Inc. since 2011. He was hired as a Veteran in Piping apprentice, completed the five year apprenticeship and became a journeyman in 2016. Mike has been working as a Foreman since February of 2014. Mike has worked on many large projects, such as schools and hospitals. He was the steamfitter foreman on the Women's and Infant's Center Expansion at Meriter in 2017.

EXPERIENCE

- UW Health East Clinic
- St. Mary's AHU 5W & 1W
- MATC Ingenuity and Gateway
- Davis Duehr Dean Boiler Replacement
- St. Mary's Care Center Expansion
- PPD - Deming Way Renovation

EDUCATION & CERTIFICATIONS

- 5-Year Steamfitter Apprenticeship
- OSHA 30
- Welding Certifications
- Crane Signaling
- Rigging
- UA Local 601 Welding and Plans & Specifications Instructor

REFERENCES

- Craig Stroz, U.S. Vet Superintendent
- Ken Novotony, JP Cullen Superintendent





Section 4 – Waunakee Project Team

MAX CHILDS

HVAC BIM Coordinator

BIOGRAPHY

Max has worked as a sheet metal worker for 14 years. He has been BIM coordination and fabrication for the last 6 years. He served his apprenticeship through Sheet Metal Workers Local 18. He has worked on small projects and large projects in the education, healthcare, office building, laboratory, and residential fields.

EXPERIENCE

- Various Epic Systems Buildings – Verona, WI
- UW Health at The American Center – Madison, WI
- Western Wisconsin Health – Baldwin, WI
- Aurora St. Luke’s Medical Center – 6th Floor Renovation – Milwaukee, WI
- Rockfield Elementary Classroom Addition – Germantown, WI
- Mayfair Mall – Apple Store – Wauwatosa, WI
- Wendt Commons Maker Space Renovation – Madison, WI
- Meriter WICE Renovation – Madison, WI
- UW Hospital – B4/4 Inpatient Renovation – Madison, WI
- Columbia Correctional Segregation Unit Expansion – Portage, WI
- Witte Residence Hall Reno UW-Madison – Madison, WI
- Stratatech – Mallinckrodt Pharmaceuticals – Madison, WI

EDUCATION & CERTIFICATIONS

- Sheet Metal Workers Local 18 Apprenticeship

REFERENCES

- Ken Ecker, Application Analyst, JF Ahern, 920-517-9168
- Cameron Weinbrenner, BIM Engineer, JP Cullen, 608-777-0139



Section 4 – Waunakee Project Team

MARTI SCHWOERER

Sheet Metal Fab Shop Foreman

BIOGRAPHY

Marti has been in the HVAC business for over 20 years. He has worked on several large scale residential projects including the Park Street Residence Halls and Offices, Attic Angels and the Timber Ridge Development. For the last 10 years Marti has worked as 1901 Inc.'s Sheet Metal Shop Foreman. In this role, Marti has overall responsibility for quality control, just on time manufacturing, and inventory of sheet metal materials. Marti also works with the field foreman to prefabricate duct for short duration projects like the Oregon High School Auditorium Duct Replacement. On these short duration projects 1901 Inc. is able to stockpile multiple semi loads of duct prior to the start of construction. This allows 1901 Inc. to hit the ground running at the beginning of the project. Marti has also taught blueprint reading and basic sheet metal courses at MATC.

EXPERIENCE

- Oregon Schools Fire Replacement Duct
- Oregon High School Sheet Metal Fabrication
- Hartford Schools Sheet Metal Fabrication
- Walgreens Distribution Center
- Dean Clinic East
- Deming Plaza
- Weeks Hall Addition
- UW Glass Lab Renovation

EDUCATION & CERTIFICATIONS

- 4-Year Sheet Metal Apprenticeship
- OSHA 10 Hour
- Forklift Certification

REFERENCES

- Rick Skrivanie, Marshall Erdman
- Gregg Tucek, Boldt Construction
- Mark Roessler, Project Coordinator, UW Madison





Section 4 – Waunakee Project Team

KELLY JORDAN

Steamfitter Fab Shop Foreman

BIOGRAPHY

Kelly has been the Steamfitter Fab Shop Foreman at 1901 Inc. since March 2007. He has overall responsibility for quality control of all products that come from the pipe welding shop. Kelly maintains current welding certifications for all employees that perform pipe welding at 1901 Inc. Kelly is also a pipe welding instructor for the UA and holds multiple certifications for welding procedures.

EXPERIENCE

- Waukesha Wastewater Treatment Plant
- Forest Products Lab
- Clearview Long Term Care Rehab
- West Campus Utilities
- Ullsvik Center, UW Platteville
- Waisman Center
- Sterling Hall
- School of Human Ecology
- Flambeau Plastics
- Kleinpell Fine Arts, UW River Falls

EDUCATION & CERTIFICATIONS

- Associate Degree in Industrial Welding Technology
- Steamfitter Apprenticeship
- Certified UA Training Instructor
- Authorized Test Representative UA Weld Testing Program
- Many Welding Certifications with the National Certified Pipe Weld Bureau and UA Weld Program

REFERENCES

- Julie Walsh, NCPWB WI Chapter, (608) 288-1414



Section 4 – Waunakee Project Team

BOB LINDAUER

Assembly Fab Shop Foreman

BIOGRAPHY

Bob has been employed at 1901 Inc. since 1996. He started out as a pre-apprentice, and served his entire apprenticeship with 1901 Inc. Bob was on several large projects, and now runs our Assembly Fabrication Department.

EXPERIENCE

- Oregon Schools
- Hartford School - \$3.1 Million
- UW Platteville Dorms
- Anchor Bank
- Memorial Union
- UW Hospital
- Meriter Hospital - \$1.6 Million
- Madison School District (Multiple Projects)

EDUCATION & CERTIFICATIONS

- OSHA 10
- Forklift Certification
- Rigging & Crane Signaling
- EPA Refrigeration Certification
- First Aid & CPR

REFERENCES

- Greg Sweeney, Findorff
- Mark Kryka, VAHS A.D., (608) 845-4490
- Brad D’Orazio, VAHS Baseball Coach, (608) 235-6162





Section 4 – Waunakee Project Team

ANDY SIPPEL

Labor Manager

BIOGRAPHY

Andy has been employed at 1901 since 1999, working as a Foreman for most of the time. He has completed a 5-year United Association steamfitter apprenticeship with Local 601, as well as a five year instructor training program with the UA. Andy has managed many of our larger projects and has attended MCAA conferences related to leadership, team management, project efficiency and fabrication. He holds several National Weld Bureau certifications as well as a Green Awareness certification, Foreman certification, UA Star certification, and Instructor Certification through the United Association.

EXPERIENCE

- Chadbourne Hall Dormitory Remodel – UW Madison
- Sterling Hall Renovation – UW Madison
- Memorial Union Renovation Phase 1 and Phase 2 – UW Alumni Madison
- Armed Forces Reserve Center – Madison WI
- Metal Organics Chemical Vapor Deposition Laboratory – UW Madison WI
- Dane County Landfill Gas Generator Upgrade – Verona WI
- Anchor Bank Remodel – Madison WI

REFERENCES

- Casey New – DFD Project Manager
- James Polfuss – State of Wisconsin HVAC Inspector
- Mark Scheunke – Boldt Construction





Section 4 – Waunakee Project Team

MATT YORDE

Electrical Project Manager

BIOGRAPHY

Matt started in the general construction industry in 2004 building houses, and small commercial buildings during school and summer breaks. His interest in the electrical industry started in 2010 with the ABC electrical apprenticeship, becoming a journeyman and then master electrician in 2015. Matt has the unique perspective of being a master electrician coming up in the through the field and having a Construction Management degree. This perspective provides great insight in electrical project management on design build/design assist efforts such as this, allowing Matt to understand in real time the effects of decisions for the entire Project Team.

RELEVANT PROJECT EXPERIENCE

- **Hickory Hills Academy – Madison WI. Contract value - \$1,350,000**
 - Project is currently under construction. New private school expanding on an existing campus. Building consists gymnasium, exercise room, assembly, kitchen, conservatory, classrooms with a heavy focus on art, music, and STEM spaces. Electrical installation consists of a 1600amp 480v electrical service, LED lighting throughout with micro-inverter EM backup, combination of wired and wireless lighting controls, gymnasium sound system, fire alarm, access control system, intercom, fiber optic utility service, and structured cabling with wireless access points throughout.
- **Jack Young Middle School – Baraboo WI. Contract value - \$4,000,000**
 - Renovation and addition to the existing middle school. Project consisted of complete interior and exterior renovations to the existing building while occupied in (7) different phases. New Gymnasium, outdoor amphitheater, cafeteria, kitchen, site lighting, and STEM spaces were part of the project. Complete upgrade and replacement of electrical service. All LED lighting throughout with networked lighting controls. Wireless lighting controls for the gym and site lighting. New fire alarm system, relocation of fiber optic backbone, upgrading structured cabling, expansion of CCTV, Access Control, Wireless clocks, and Paging/Intercom.
- **Beaver Dam Middle School – Beaver Dam WI. Contract value - \$5,500,000**
 - Renovation and addition to existing middle school. Project was focused on selective renovation with a large addition. New Gymnasium, auditorium, cafeteria, kitchen, site lighting, classroom expansion, front entrance addition, and STEM space development. Installation of new electrical service, LED lighting throughout with networked lighting controls, new fire alarm system, new fiber optic backbone, upgraded structured cabling, expansion of the CCTV system, expansion of the Access control system, and new POE clocks/paging system.
- **Sauk Trail Elementary School – Middleton WI. Contract value - \$250,000**
 - Partial renovation of existing elementary school. Project was focused on a kitchen and cafeteria remodel. Also included upgrades to electrical distribution, lighting, lighting controls, and low voltage systems. All work was completed during the school districts summer break and the project team overcame obstacles to ensure project completion aligned with students coming back to school.



Section 4 – Waunakee Project Team

- **Madison Metropolitan School District – Madison WI. – Pre-construction Assistance**
 - Prior to project award & RFP release worked with Construction Manager and Design Team to perform system cost analysis with lighting and lighting controls for the districts' current renovations and new buildings.
- **Mendota Mental Health Institute Lorenz Hall Renovation – Madison WI. – \$3,500,000**
 - Complete renovation of secured building on the MMHI campus. Spaces renovated included classrooms, activity rooms, kitchen, holding cells, guard stations, exam rooms, and nurses stations. Electrical installation consisted of a 3,000amp 480v electrical service, new LED lighting throughout, fire alarm, access control with programmed logic controls, intercom, paging, CCTV, nurse call, structured cabling, and fiber optic backbone extension.

EDUCATION & CERTIFICATIONS

- University of WI - Platteville – Bachelor of Science, Construction Management.
- OSHA 30 certification.
- Madison Area Technical College - ABC Electrical Apprenticeship.
- State of WI Master Electrician.

REFERENCES

- Tom Ganser, Senior Project Manager, JH Findorff, (608) 729-2148
- Cory DeGroff, Project Manager, Madison Metropolitan School District, (608) 438 0807



Section 4 – Waunakee Project Team

BRETT FAULKNER

Electrical General Foreman

BIOGRAPHY

Brett has over 18 years of experience in the Commercial Electrical Field. Brett has experience in a variety of electrical installations including Biotechnology & laboratory construction, multi-story office buildings, mid-rise mix use and multi-family buildings, and K-12 new construction and renovations. Many of these projects were design build/design assist where Brett worked directly with the engineers and end users. This opportunity gave Brett a unique insight into the construction process which allows him to deliver quality construction projects, of all types, more efficiently.

RELEVANT PROJECT EXPERIENCE

- **Hickory Hills Academy – Madison WI. Contract value - \$1,350,000**
 - Project is currently under construction. New private school expanding on an existing campus. Building consists gymnasium, exercise room, assembly, kitchen, conservatory, classrooms with a heavy focus on art, music, and STEM spaces. Electrical installation consists of a 1600amp 480v electrical service, LED lighting throughout with micro-inverter EM backup, combination of wired and wireless lighting controls, gymnasium sound system, fire alarm, access control system, intercom, fiber optic utility service, and structured cabling with wireless access points throughout. Design Assist circuiting for both lighting and power was completed by Brett.
- **Patrick Marsh & Prairie View Middle Schools – Sun Prairie WI. Contract value - \$250,000**
 - Renovation to Tech-ed classrooms. Electrical work consisted of added new electrical distribution to existing service, dust collector system with integrated fire alarm, keyed switch operated panels, dedicated equipment feeds and connections with cord reels and cord drops. All work was done over summer break and was completed on schedule.
- **North Side Elementary School – Sun Prairie WI. Contract value - \$100,000**
 - Renovation to Library. Electrical work consisted of power, lighting, and device upgrades. All work was done over summer break and was completed on schedule.
- **Glendale Elementary School – Middleton WI. Contract value - \$1,500,000**
 - Complete renovation of existing elementary school. Electrical work consisted of a new electrical service, LED lighting, combination of local and wired networked lighting controls, fire alarm system, access control, and structured cabling.
- **National Guardian Life Renovation – Madison WI. Contract value - \$2,750,000**
 - Complete renovation of 6-story office building with 4 levels of underground parking. Electrical work consisted of a new 1600amp 480v electrical service, 150kw natural gas generator, UPS for data center, LED lighting, NLIGHT wired networked lighting controls, fire alarm system, access control, burglar system, new fiber optic riser, and structured cabling. Work was phased to prevent any interruptions to facilities operations.



Section 4 – Waunakee Project Team

EDUCATION & CERTIFICATIONS

- Electrical specific safety training.
- OSHA 30 certification.
- Madison Area Technical College - ABC Electrical Apprenticeship.
- State of WI Journeyman Electrician.

REFERENCES

- Jenna Gruter, Project Manager, JH Findorff, (608) 214-7827
- Al Boettcher, General Superintendent, Vogel Builders, (608) 576-1345





Section 4 – Waunakee Project Team

BRAD CANNON

Electrical Foreman

BIOGRAPHY

Brad started in the electrical field in 2013. He was indentured in the electrical apprenticeship in 2014 and successfully completed the program in 2018. During his apprenticeship Brad became an integral part of projects as his Foreman saw him progress very quickly. Upon completion he was promoted to electrical foreman. Over the next 4+ years he has gained extensive experience with commercial, science/tech., and K-12 school electrical construction projects. Brad has most recently been involved with design/assist & design/build remodel projects. His front-end efforts and ability to adapt to obstacles in renovation construction has made these projects very successful for our clients.

RELEVANT PROJECT EXPERIENCE

- **Deforest Middle School Renovation – Deforest WI. Contract value - \$2,250,000**
 - Renovations of existing middle school. Electrical work consisted of expanding existing electrical distribution, LED lighting, wired networked lighting controls, fire alarm, card access, CCTV, fiber optic backbone, and structured cabling with wireless access throughout. Also added a pavilion space to the school.
- **Harvest Intermediate School – Deforest WI. Contract value - \$5,000,000**
 - New intermediate school. Electrical work consisted of new electrical service, LED lighting, wired networked lighting controls, automated gym, geothermal energy recovery system, fire alarm, card access, CCTV, paging, intercom, POE clocks, fiber optic backbone, and structured cabling with wireless access throughout.
- **Yahara Elementary School – Deforest WI. Contract value - \$750,000**
 - Renovations of existing elementary school. Electrical work consisted of expanding existing electrical distribution, LED lighting, combination of local and wired networked lighting controls, fire alarm, card access, CCTV, fiber optic backbone, and structured cabling with wireless access throughout.
- **Deforest School District Facilities Building – Deforest WI. Contract value - \$600,000**
 - New facilities building for the school district. Electrical work consisted of new electrical service, LED lighting, local lighting controls, fire alarm, access control, CCTV, fiber optic cabling, and structured cabling.
- **Research Products Engineering/R&D Facility – Madison WI. – \$900,000**
 - Design/build renovation project requiring intense coordination with equipment connections to align international voltages/frequencies with what was available in the building. Electrical work consisted of expansion of existing electrical service, adding a second electrical service, equipment cord reels and cord drops, LED lighting with local lighting controls, fire alarm, card access, fiber optic cable, and structured cabling.



Section 4 – Waunakee Project Team

EDUCATION & CERTIFICATIONS

- OSHA 10 certification.
- State Accredited Electrical Apprenticeship.
- State of WI Journeyman Electrician.

REFERENCES

- Matt Clagget – Project Manager JH Findorff – (608) 516-1890
- Ben Keuhn – Superintendent JH Findorff –(608) 516-7645

Section 4 – Waunakee Project Team

AARON GOBEL, AIA

BIM Manager

BIOGRAPHY

Aaron has more than 14 years of experience in the AEC industry. He came to 1901 Inc. from a fully integrated AEC organization. Aaron has worked on many projects both mechanically and architecturally. He has worked on a variety of project types including K-12 education, healthcare, higher education, office building, laboratory, and residential buildings. Aaron manages 1901 Inc.'s CAD department with direct oversight of the HVAC and Plumbing CAD technicians.

EXPERIENCE

HVAC Design

- UWHC – Surgical Pathology/Autopsy – Madison, WI
- Carroll University – New Laboratory Building – Waukesha, WI
- Aspirus Langlade - Replacement Hospital, Antigo, WI
- Aspirus Wausau Hospital – Cooling Plant Upgrades – Wausau, WI
- Adventist LaGrange Memorial Hospital – Emergency Department Renovation – LaGrange, IL
- Madison Central Public Library – Madison, WI

Architectural

- Lehigh Valley Hospital Muhlenberg – OB addition - Bethlehem, PA
- Riverside Clinic - Dos Lagos, CA
- Pueblo Tribe Fitness Center – Jemez, NM
- Shepherd Health – Assisted Living & Memory Care, Pooler GA

EDUCATION & CERTIFICATIONS

- Associates Degree in Architecture - Madison College Technical Program
- Licensed Designer of Engineering Systems – State of Wisconsin
- AIA License

REFERENCES

- Tyson Glimme – Senior Commissioning Provider, Mead & Hunt – 608.273.6380
- Paul DuCharme – Head of Architecture, Erdman Company – 608.444.9167
- Josh Baysinger – Virtual Construction Manager, JH Findorff – 608.257.5321





Section 4 – Waunakee Project Team

SETH RADL

Electrical General Foreman

BIOGRAPHY

Seth has over 25 years of experience in the commercial electrical industry. The majority of his projects were in the biotechnology industry with a focus on laboratory construction. Although laboratory work has been his primary focus, he also has years of experience working in classified areas containing hazardous and explosion rated installation requirements. Seth has been through vigorous commissioning procedures, both internally and 3rd party commissioning agencies.

For nearly 10 years Seth has been directing and coordinating electrical installations on design-build/design-assist projects where Seth works directly with the engineers and end users to ensuring the intent of the project documents meets the expectations of the client. These opportunities give Seth unique insight into the construction process and expertise which allow him to deliver high quality installations on time, safely, and efficiently.

EXPERIENCE

- Eurofins - Laboratory, Office, Hazardous & Explosion Rated Rooms - New Construction
 - Design Assist GMP Contract Method
- Exact Sciences
 - Clinical Laboratory - New Construction
 - Production Laboratory - New Construction
 - Cologuard Laboratory - Renovation
 - Kept entire Lab operational for 1-year during construction this was done by coordinating over 30 shutdowns.
 - Multiple other renovation project throughout Madison, WI
- PPD
 - Building 6 - Renovation
 - Building 9 - Renovation
 - Building 11 - New Construction
- City of Madison Sewer Lift Stations 1, 2, & 4
 - Hazardous Rated Areas
- The Hub- Madison
 - High-Rise Student Housing - New Construction

- Madison Area Technical College- Electrical Apprenticeship
- State Certified Electrician
- OSHA 30 Certification and First Aid/CPR Training.
- Electrical Safety Training (Arc Flash, Confined Space, Rigging, etc.)

REFERENCES

- Tom Faust – Superintendent, Findorff – 608-516-5525
- Rob Walla – Electrical Designer, Faith Technologies – 920-470-7350
- Mary Ann Jargo – Facilities Manager, Exact Sciences – 608-416-9829





Section 4 – Waunakee Project Team

ERIK HALVERSON

Electrical General Foreman

BIOGRAPHY

Erik has over 19 years of experience in the Commercial Electrical Field. Most of his knowledge and training comes from his significant experience on healthcare projects which is diverse in systems that are applicable to any project. Outside of work, Erik likes to farm with his father as well as coach or watch his kids play sports.

EXPERIENCE

- Data Center Experience
 - Wisconsin State Data Center- New Construction of Tier 3 Data Center
 - Plan/Spec Job
 - Layout, pull, terminate and test CAT6 Data Cable
 - Layout, pull, terminate and test Fiber Optic Cable
 - Pipe, pull and terminate cables from UPS/Battery Bank to PDUs
 - Prefabricated/Pre-terminated data jacks on one end to cut down on labor
 - Raven Software Data Center- Addition of UPS system and CRAC Units while maintaining existing system.
 - Design/Build System
 - Take job from idea through design and construction
 - Maintain clean jobsite throughout construction to ensure operations stayed uninterrupted
 - Pre-fabrication to keep disruptions and job impact to a minimum- Conduit, and wiring pre-staged and brought to site on as-needed basis
 - Kerry Foods Data Center
 - Plan/Spec Job
 - Full layout and installation of fiber, data cabling, moisture detection and control system.
 - Utilized bundled cables to speed up installation and lower labor costs
- Other Related Projects
 - Edgerton Hospital - New ground up 18 bed facility including (3) ORs, helipad, GEO Thermal, and occupational therapy wing
- Other Project Experience
 - Epic Headquarters, Phase 2 – Over 2 million feet of data cable, telephone backbone and fiber optic cable

EDUCATION & CERTIFICATIONS

- Madison Area Technical College
- State Certified Electrician
- Certified Thermographer
- Asbestos Awareness Trained
- Federal Government Incident Command Level 3 Certified

REFERENCES

- Robyn Usgaard – Project Manager, Westphal Electric Inc. – 608-342-1417
- Mike Coluccy – Retired Project Manager, UW Health – 608-206-0737
- Jeremy Moe – Project Coordinator, Boldt Construction – 608-515-3574



Section 4 – Waunakee Project Team

JESSE AYERS

Electrical Project Manager / Electrical Service Manager

BIOGRAPHY

Jesse has more than 20 years of experience in the construction industry, focusing mainly on commercial construction and mechanical installations. Jesse is a Licensed Electrician and completed the WI Electrical Apprenticeship program. Before starting at 1901 Inc. Jesse spent the first part of his career in the Industrial Service market and made the transition to a Foreman / Superintendent managing large commercial projects before taking on the role as a General Superintendent for seven years. Most recently he spent a year primarily focused on Pre-Construction and BIM services as a Constructability General Manager at a large Electrical Contractor in the Madison Market. He had a major role in shaping the quality control and field/office interaction along with supporting and implementing new innovated ideas and electrical prefabrication standards and procedures on-site to the operation teams which increased productivity along with overall project success.

PROJECT RESPONSIBILITIES

Overall day to day contact for all electrical items and point person for all electrical items. He will coordinate with other trades, the owner, general contractor, and architect to ensure that the electrical team is adhering the guidelines and design approach throughout preconstruction. During construction he will be the main point of contact for all items on the project and will ensure that project team has information it requires to successfully build the project.

RELEVANT PROJECT EXPERIENCE

- Coating Place - Verona, WI
- Exact Sciences - Madison, WI
- Flu Gen - Madison, WI
- Illumina – Madison, WI
- Microbial - Madison, WI
- PPD Bld#9 — Madison, WI
- HUB - Madison, WI
- James — Madison, WI
- HUB — Seattle, WA

EDUCATION & CERTIFICATIONS

- WHEA Healthcare Certificate
- Madison Area Technical College
- State Certified Electrician
- OSHA 30 Trained
- Electrical Safety Training

REFERENCES

- Nick de Lorimier, Facilities Director, Woodmans Foods, 608-931-6420
- Eric Grimm, Chief Development Officer, Core Spaces, 773-969-5740
- Steve Schuchardt, Superintendent, J.H. Findorff & Sons Inc., 608-253-1439



Section 4 – Waunakee Project Team

GREG JAROSZ

Plumbing Project Manager

BIOGRAPHY

As a project manager for 1901inc., Greg Jarosz is responsible for managing and overseeing various HVAC, industrial process, and plumbing projects as well as estimating all mechanical trades. Having 16 years of industry experience Greg has managed a variety of design build/assist BIM project types including healthcare, office buildings, industrial facilities, and laboratory buildings. Over the past 7 years Greg has provided service and construction support for various projects, renovations, and day to day activities. Greg has helped to standardize systems (details, materials) with the help of PPD faculty, STRANG, and laboratory personnel to provide the best most cost-effective solutions to minimize down time the laboratories. Some examples of these success stories is the polypropylene fusion piping to be utilized for HPLC chemical drain piping, specialty CO2 regulators and the custom back boxes at the wall to eliminated freezing of the gas at the regulator housing, standard HPLC rack specialty gas connections, and general DI supply drops detailing at counter tops.

EXPERIENCE – SIMILAR LAB RENOVATION

- PPD BLDG 10 PHASE 1
- PPD BLDG 10 PHASE 2
- PPD BLDG 13 PHASE 1
- PPD BLDG 11 Phase 2 – Middleton, WI
- PPD BLDG 11 Phase 3 – Middleton, WI
- PPD BLDG 11 Phase 4 – Middleton, WI
- PPD BLDG 14
- URP – Innovation 1
- URP – WiCELL labs
- American Packaging – Deforest, WI
- North Star – Helium room
- North Star – Building 1
- Sigma Aldrich – Chemical processing lab
- Spray Tech Phase 2 – Beloit, WI

EDUCATION & CERTIFICATIONS

- 14 years of Industry Experience
- Bachelor of Science Degree in Construction Management - University of Wisconsin Platteville
- WHEA Chapter 2 health care construction certification
- MCAA Institute for Project Management – Class 57
- MCAA Advanced Institute for Project Management – Class 12
- AGC Leadership

REFERENCES

- Richard Bergemann, PPD Labs, (608) 203-3429
- Keith Reynolds, Superintendent, Findorff, (608) 220-1764



Section 4 – Waunakee Project Team

LOUIS WILLIAMS

Plumbing Foreman

BIOGRAPHY

Louis has been in the Plumbing trade since 2002 and recently joined 1901. Among many other accomplishments, he completed his 5 Year Apprenticeship and became a Journeyman which allowed him to start running his own work. When he is not in the field, Louis likes to spend time up at his Cabin.

EXPERIENCE

- Sauk Prairie High School Addition and Remodel
- Eagle Point School – Deforest, WI
- University of Steven’s Point Campus Buildings
- Snowplow Maintenance Building – Dane County Airport
- Police Department and Municipal Building – Windsor, WI
- Equinox Building – Madison, WI
- 700 Unit Addition at the Wilderness – Wisconsin Dells, WI

EDUCATION & CERTIFICATIONS

- Journeyman Plumber
- Rigging & crane signaling
- OSHA 30
- AquaTherm Certified
- Forklift Certified
- Aerial Lift Certified
- Pex Training – Wirsbo Training
- Corzan Training (Plastic Water Piping – Sch8

REFERENCES

- Otto Mullenberg, HJ Pertzborn, (608) 256-3900
- Mike Novoselac, Findorff, (608) 257-5321
- Kim Getz, Maas Brothers, (920) 261-1682





Section 4 – Waunakee Project Team

TOM BELLOVARY

Plumbing Foreman

BIOGRAPHY

Tom has been in the Plumbing trade since 1994. Among many other accomplishments, he completed his 5 Year Apprenticeship and became a Journeyman in 2000 which allowed him to start running his own work. Tom has been a field Foreman running work in various laboratory and healthcare settings for the past 17 years.

He has worked in nearly every vertical market out there – healthcare, industrial, commercial, residential, education, and science and technology just to name a few. Tom’s field experience across all these projects combined with his efficiency utilizing prefabrication and knowledge of a vast variety of system types/materials has made him an instrumental member of the field team.

Tom’s most recent focus over the past 3 years has been the science and technology market along with manufacturing. Teamed up with Greg, Tom has experienced numerous laboratory customers and helped to provide solutions that best suit the needs of the lab technicians but also meet schedule and budget.

EXPERIENCE

- PPD BLDG 13 Phase 1 Office/Lab renovations – Middleton, WI
- PPD BLDG 10 Phase 2
- PPD BLDG 11 Phase 2
- PPD BLDG 11 Conditioners
- UW Health Information Services Office Renovation/Expansion – Madison, WI
- American Packaging Office Renovation – Deforest, WI
- SANI-MATIC Office and Warehouse – Sun Prairie, WI
- Amazon distribution office – Madison, WI
- WIMR Lab Renovations – Madison, WI

EDUCATION & CERTIFICATIONS

- Journeyman Plumber
- Rigging & crane signaling
- OSHA 30
- Forklift Certified
- Aerial Lift Certified
- Brazer Certification

REFERENCES

- Keith Reynolds – Superintendent, Findorff – (608) 220-4643





Section 4 – Waunakee Project Team

CASEY COENS

Plumbing Design / BIM Coordinator

BIOGRAPHY

Casey has 14 years of experience in the industry, both in the field and in the office. He has completed a Plumbing Apprenticeship and worked in the field for 10 years. During his time in the field he ran work for 6 years as a Foreman. Casey now transitioned to doing BIM / FAB work for the last 6 years and has experience with AutoCAD and Revit design systems.

EXPERIENCE

- Stratatech
- Catalent
- SAFC
- United Vaccines
- Stevens Point Bio Chemistry
- La Crosse Science

EDUCATION & CERTIFICATIONS

- 5 Year Plumbing Apprenticeship
- OSHA 30
- Crane Signaling
- Rigging

REFERENCES

- Available Upon Request



Section 4 – Waunakee Project Team

ANDY TRACY

Plumbing Prefabrication Foreman

BIOGRAPHY

Andy has been in the Plumbing industry since 2004. While he completed his apprenticeship and became a Journeyman in 2010, he became a Foreman in 2009 and has been running work since. His experience across various markets and industries makes him an asset to the 1901 team. When he is not working, Andy enjoys outdoor activities with his family.

EXPERIENCE

- Various Apartment Buildings
- Hy-Vee Grocery Store
- Rock County Highway Department Building
- Walworth County Health and Human Services Building
- Northstar Radio Isotopes
- GoMacro
- Dental Clinics
- Certco
- Milwaukee Library
- Koshkonong WWTF

EDUCATION & CERTIFICATIONS

- Journeyman Plumber
- OSHA 30
- Med Gas
- Rigging
- Crane Signaling

REFERENCES

- Available Upon Request



Section 4 – Waunakee Project Team

DAN POWELL

Plumbing Service / Small Projects Project Manager

BIOGRAPHY

Dan has been a Plumber since 1999, and has been with 1901 Inc. since 2019 as a Project Manager and Estimator. Before working for 1901 Inc., he was a Project Manager and Estimator for three years. He also spent 17 years in the field as a Small Project and Service Plumber.

EXPERIENCE

- Country Springs Hotel Remodel
- United Rentals Remodel
- Sub-Zero Pro-Line
- American Family East Park and West Terrace Remodel
- Sears West Town Remodel
- Sub-Zero Wolf Restroom Remodel
- Sub-Zero Hydroponics Lab
- Multiple Sub-Zero T&M and Quoted Projects
- Plastic Ingenuity Cross Plains Flood Damage Work

EDUCATION & CERTIFICATIONS

- 5-Year State of Wisconsin Apprenticeship
- Master Plumber License

REFERENCES

- Dan Klein, Klein Construction, (608) 732-1822
- Brian Hotchkiss, Bauen Group, (608) 347-8726
- Eric Rybold, CG Schmidt, (608) 255-1177



Section 4 – Waunakee Project Team

RANDY REUSCHLEIN

Chief Estimator

BIOGRAPHY

Randy began his career with 1901 Inc. while attending Edgewood High School. In the past 40 plus years, he has worked for 1901 Inc. as a Plumbing Department Manager (6 yrs.), Service Manager (27 yrs.) and has been the Chief Estimator since 1995. Randy is well known and respected in HVAC circles as a knowledgeable resource for projects of all sizes and scope. As Chief Estimator, he upgrades 1901 Inc. estimating software on an annual basis. He oversees all estimates prepared by 1901 Inc. including budgeting and scope oversight. Randy has completed estimates on a variety of project delivery types including cost +, GMP, DB, and DBB. He is a past President of the Madison Association of Plumbing Contractors.

EXPERIENCE

- Oregon High School – 2.5 Million
- Hartford Schools - 2.8 Million
- Witte Hall – 9 Million
- Memorial Union Phase 2 – 5.6 Million
- Platteville Dorms – 3.2 Million
- New Berlin School – 2.2 Million
- Memorial Union Phase 1 – 5 Million

EDUCATION & CERTIFICATIONS

- Bachelor of Arts, Business Administration - UW Whitewater
- Estimation Upgrade Seminars

REFERENCES

- Lou Olson, J.H. Findorff & Son Inc.
- Alex Heuer, JP Cullen
- Jerry Roach, Tri North Builders



Section 5 – Work Under Contract

<u>Trade</u>	<u>Job Name</u>	<u>Contract Amount</u>	<u>Percent Complete</u>	<u>Estimated Completion Date</u>
H	Sellery Hall	\$15,187,528	72%	8/1/2023
H	La Follette High School	\$12,480,000	25%	9/1/2024
H	West High School	\$9,386,187	24%	9/1/2024
H	UW Natatorium	\$8,516,147	92%	5/1/2023
H	Mendota Juvenile (HVAC)	\$5,503,000	13%	4/1/2024
H	Spray Tech	\$3,075,259	15%	6/1/2023
H	Riverview Elementary	\$2,007,260	40%	8/1/2023
H	UW TAC 3 rd Floor	\$1,986,885	63%	4/20/2023
H	Hill Farms	\$1,605,200	83%	12/1/2022
H	Cedar Crest RCAC	\$1,596,000	38%	12/1/2022
H	Clark Elementary	\$1,519,462	49%	8/1/2023
H	Hickory Hill Academy	\$1,100,130	0%	8/1/2023
H	Welders Supply	\$864,000	3%	7/1/2023
H	WIMR Loading Dock	\$848,685	19%	12/31/2022
H	Seven Acres Dairy	\$796,720	45%	12/1/2022
H	St Mary's AHU 4S	\$644,880	0%	3/1/2023
H	Network 222 Cooling Tower	\$623,921	0%	2/1/2023
H	Edgewood Commons	\$594,407	14%	12/31/2022
H	Ingram Hall Utility Project	\$592,000	56%	10/1/2022
H	Phoenix Warehouse	\$578,000	21%	12/1/2022
H	IKI Line 1	\$549,252	0%	2/1/2023
H	Covenant Lutheran	\$511,918	74%	10/1/2022
H	Go Macro Chillers	\$425,240	90%	7/1/2022
H	Verex AHU Replacement	\$369,750	23%	7/1/2022
H	Bethel Lutheran AHU	\$364,000	4%	10/1/2022
H	Research Products	\$339,611	90%	6/1/2022
H	LSNE Chillers	\$261,225	0%	12/1/2022
H	Dean Health	\$255,210	0%	4/1/2023



Section 5 – Work Under Contract

<u>Trade</u>	<u>Job Name</u>	<u>Contract Amount</u>	<u>Percent Complete</u>	<u>Estimated Completion Date</u>
E	Cedar Crest CBRF	\$4,174,277	18%	11/1/2023
E	UWH Transplant Clinic	\$2,756,111	74%	8/1/2023
E	National Guardian Life	\$2,521,297	90%	10/1/2022
E	Von Maur	\$2,513,026	92%	12/1/2022
E	Cedar Crest RCAC	\$1,428,493	49%	8/1/2023
E	Hickory Hills Academy	\$1,330,400	2%	8/1/2023
E	Research Products	\$870,255	93%	11/1/2022
E	Urban League HUB	\$823,828	22%	8/1/2023
E	Meriter Orientation	\$554,305	35%	4/1/2023
E	UW School of Medicine	\$484,343	9%	2/1/2023
E	WIMR Loading Dock	\$435,150	36%	3/1/2023
E	UW Riser Project	\$305,578	29%	8/1/2024
E	UW F6/3 Cath Lab	\$273,597	16%	1/1/2023
E	Research Products Ph 2	\$271,361	36%	3/1/2023
P	oLiv Block	\$6,390,000	6%	10/1/2024
P	Epic C5 Bakery	\$2,276,939	4%	9/1/2023
P	Sauk Prairie High School	\$2,251,262	95%	10/1/2023
P	Mendota Juvenile	\$2,071,800	20%	4/1/2024
P	Epic Castaway	\$1,885,070	78%	2/1/2023
P	Spray Tech	\$1,498,994	33%	4/1/2023
P	NorthStar BE4	\$1,400,000	10%	7/1/2023
P	URP Elements Lab	\$1,250,093	23%	12/1/2023
P	Hickory Hill Academy	\$542,045	4%	8/1/2023
P	Epic South Tunnel	\$516,927	52%	4/1/2023
P	Epic Wingra Site Utilities	\$516,784	43%	4/1/2023
P	Welders Supply	\$456,000	2%	10/1/2023
P	St. Charles Church	\$216,266	80%	2/1/2023

Our qualified staff, with a wide breadth of experience and our fabrication facilities make 1901 Inc. perfectly suited to plan, supervise and supply any size project. We have both the staff and resources to successfully manage projects of any scale and scope. Our management team will be engaged throughout the design and preconstruction process to fully implement this design build project and to provide real time feedback. Our team will achieve this by using our extensive experience and partnering with the correct vendors for the project. This will be completed while implementing and keeping to the objectives and goals to achieve the best outcomes for the owner.



Section 6 – Additional Information

Why Choose 1901

1901 Inc. believes that people build, not companies. Our field and office staff are dedicated, caring and take pride in what they do. We share in our successes and lessons learned, but ultimately always find a way to provide what is required. Our dedication to this project and our top field and office staff across all trades will benefit the owner.

Leaning on our experience and people, we will dedicate the members proposed to the design and construction process. This combination of design and field experience has proven to be the most effective tool at providing useful information to our project partner. Our team can verify equipment, pipe material and spatial constraints in the new or existing building. We will also assist in evaluating routes, identify interferences, and review maintenance space requirements. The early involvement from our field staff in the design process is key to success.

Below is additional support on why 1901 Inc. is the right team for this project.

- 1901 Inc.'s core values include a sense of community and family. We take special pride in working on projects that are in our neighborhood and surrounding communities.
- 1901 Inc.'s desire is for Waunakee School District and Vogel to have a highly successful project, under budget, and installed with the greatest quality with respect to operation and patient care and safety.
- 1901 Inc. knows that that Mechanical, Electrical, Plumbing, and Fire Protection systems are critical components of the construction process as well as for the end user. We are committed to assisting with the design and implementation of highest quality materials, fixtures, and equipment.
- 1901 Inc. stands behind the quality of the work installed by their union craftsmen, and we believe in getting better every day. Our commitment does not stop when the project is complete or when the warranty is over. We are here for the customer and team for the next 5, 10, 20, 50+ years.
- 1901 Inc. believes that fabrication is critical in maintaining budgets and project schedule. We prefabricate all projects to the greatest extent possible with the goal to prefabricate the entire project.
- Our current backlog aligns well with this project and the current project schedule. We are able to assign our top talent from both the office and field to staff this project.





Section 6 – Additional Information

Multi Trade Advantage

We pride ourselves on being an industry leader in the speciality trades. Our long history of HVAC and Plumbing work is well known, but with the recent additions of Electrical, Controls and Fire Protection departments, we have the unique ability to provide turn key design-build services. Here are some of the advantages to having all trades under one roof and why we will be successful on this project for you.

- **Field Personnel and Company Culture**
 - The heart of our company is the field, and if they don't work together, this process doesn't work. We incentivize our crews to work together. We each share our successes and failures. Its not each trade for themselves, its each person for the betterment of the project team and owner.
- **Above Ceiling MEPF Control & Coordination**
 - No more finger pointing between trades, one company has complete responsibility for all specialty trade coordination.
- **Schedule Coordination & Control**
 - We can coordinate everything from deliveries, to when each trade should be in an area to allow for smooth install and less crowding of areas
- **Cost Savings**
 - Reduction in lifts, crane and lull requirements on site, reduce number of deliveries and vendors coming to site, reduction in management needs from GC/Owner, cleaner jobsites.
- **BIM Ownership**
 - Streamline the BIM process from start to finish. We can now help drive the design and confirm coordination with each trade in house.
- **Streamlines Contracts & Billings**
 - Depending on preference, one contract for all trades can be completed.
- **Coordinated Submittals, O&Ms & As-Builts**
 - Streamlined O&M deliverable so that owners get the same format for all trades and exactly what they need to use and service their building in the future.
- **Multi Trade Serviceability**
 - After project turn over, provide ability to service project from all aspects. The GC/owner will have one place to call for any issues that may occur.





January 4, 2019

To Whom It May Concern

Re: 1901 Mechanical & Plumbing

The Madison Metropolitan School District has worked with 1901 Mechanical & Plumbing on a number of projects over the past few years. Some of the more recent projects include installation of boilers and hot water system piping at Huegel Elementary School, replacement of three ninety year old air handlers at Emerson Elementary School and a mechanical renovation of the LMC and main office at Black Hawk Middle School.

1901 Mechanical & Plumbing has consistently produced high quality HVAC installations for the Madison Metropolitan School District. They understand what it takes to complete large projects in the condensed timeline of summer construction, including coordination with other trades and getting equipment approved and ordered in time to meet installation schedules. 1901 has also been willing to work nights and week-ends while school is in session to get jump on prep-work and demolition wherever possible. They are knowledgeable and well trained on safety procedures and the hazards found in older buildings, such as asbestos and lead paint. I have found their tradespeople and managers to be skilled and professional. They take time to study and follow the plans and specifications and have often made valuable suggestions on how to improve the mechanical installations.

Communication is the key to any successful construction project and I have found 1901 to collaborative, proactive and responsive in completion of HVAC installations for MMSD.

I will certainly recommend 1901 Mechanical & Plumbing for future work here at the Madison Metropolitan School District.

Michael MacDonald

Facilities Manager, Mechanical Engineer
Madison Metropolitan School District
mmacdonald@madison.k12.wi.us

Verona Area School District

700 N. Main Street • Verona, WI 53593 • (608) 845-4300
FAX (608) 845-4321
www.verona.k12.wi.us

January 3, 2019

Dear Madam/Sir,

This letter is written to recommend the HVAC work of 1901 Inc.

Verona School District selected 1901 Inc to do the Capital Renewal Project in 2017. In the summer of 2018, they replaced all of the piping mains in the existing high school School. 1901 Inc also replaced all of the heat pumps in the existing High School during the summer of 2018. This work was extremely well planned and coordinated with the district and subcontractors. 1901 Inc finished early, and saved the District money that could be spent other places.

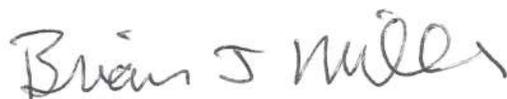
188

Verona Area School District was so pleased with 1901 Inc, that we turned remaining Capital Renewal projects over to 1901 Inc as Design/Build. In this capacity, 1901 Inc has already found a more cost effective solution to the air handling unit replacements project that will save the District additional time and money.

I have been satisfied with their work and recommend them to you for your upcoming project needs.

Sincerely, Brian Miller

Asst. Director of Buildings & Grounds Verona Area School District



March 13, 2017

Dear Madam/Sir,

This letter is written to recommend the HVAC work of H & H Industries, (H & H) and suggest you to consider H & H Industries for your upcoming HVAC needs.

During the summer of 2015, H & H replaced the entire HVAC and plumbing systems in Netherwood Knoll Elementary School. The estimated construction time scheduled for this project was eight (8) months. The District needed this work completed, ready for the start of school in September and made this requirement very clear during the interview process.

After H & H was notified to proceed, they started on site field measuring and engineering layout of the project during the 2015 March spring break. They were onsite, fully mobilized and began installing dozens of prebuilt ductwork sections the afternoon students were released for summer break.

H & H completed this massive project on time and under budget!

H & H was again chosen to be the HVAC and plumbing contractor on the Oregon High School project that started in 2016 and will be completed this year. When they discovered tasks not in the scope of their work, they made suggestions and recommendations to correct these deficiencies at very reasonable costs to the District.

H & H Industries is a local (Madison) based contractor, with ties to small communities and school districts that offers high quality, reliable and dependable services.

I have been extremely satisfied with their work and would again recommend you consider H & H Industries for your upcoming HVAC needs.

I would not hesitate in the least to call on them for another project and I look forward to working with them in the future.

Sincerely,

A handwritten signature in blue ink that reads "H. L. Gleason".

H. L. Gleason
Director of Operations



July 20, 2022

To whom it may concern:

I am writing to recommend the services of 1901 Inc. The 1901 team is currently in the process of completing the tremendous work that our company underwent over the past year and a half in remodeling our entire building. The 1901 team has been essential to making our remodeled space what it is today.

I am confident in recommending 1901 Inc, their work ethic, and their attitudes in the work that they do has been impeccable. As we have navigated this construction project over the past several months, they have accommodated special requests and last-minute changes with ease. They have moved light fixtures, provided temporary solutions while we experienced supply chain issues and rewired work to ensure our building ran smoothly.

The 1901 team really brought our project to completion and even through navigating COVID and supply chain issues kept the timeline overall. If you have any questions, please feel free to contact me anytime.

Sincerely,

Jessica Grann
Chief Culture and Communications Officer
National Guardian Life Insurance Company (NGL)
jagrann@nglic.com
608-220-1581



MARC MATTERS JULY 2020

WE ARE *so happy* TO BE TOGETHER AGAIN!

Jon, featured in the photo above, is the oldest person who attends our MARC East program. We recently received a call from Jon's staff asking when he could return to the program. We had originally planned for Jon to return later due to his age, but accommodated him when his staff and family insisted that his quality of life was suffering without his routine at MARC. Jon, like many MARC individuals, appears very happy to see all

his peers and the MARC East staff he has known for years. He has had the opportunity to get outside on walks, play frisbee, water the garden and participate in small group activities throughout his day, while physical distancing and wearing a mask! He initially started three days a week but has ALREADY made the decision to return to his normal five days per week schedule. Welcome back, Jon and our entire MARC family!!!

WORK SPOTLIGHT: 1901 INDUSTRIES

MARC East is proud to feature 1901 Industries, where four individuals work: Doug, Lori, Daniel, and Richard. At 1901, they do a wide variety of janitorial tasks: vacuum, clean bathrooms, trash removal, and clean break rooms and tables. They take great pride in their work. Safety is a primary concern—everyone wears masks at work, and all of the other employees enjoy having them back on the job!



With Gratitude

MARC would like to send out a big "Thank You" to all the MARC families and friends who donated their stimulus payment to MARC. It is such a thoughtful gesture that is greatly appreciated during these unprecedented economic times!

If you would like to make a donation to MARC, please visit our website www.marc-inc.org or you can call Karen Hansen at 608-223-9100 ext. 10.

WCSD 2022 Referendum Projects
Vogel Bros. Building Co.
Design-Assist MEP Fee Proposal Form

1901 Inc.					
HVAC Subcontractor Fee Proposal				Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work				2.00%	
Percentage Mark-up on Changes Orders				2.00%	
Lump Sum Fee for Pre-Construction Services				\$50,000.00	
	PROPOSED CONSTRUCTION PROJECT PERSONNEL	PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)	
				Estimated Total Hours	Cost \$/Hr
	Project Executive	Tory Miller		80 Hrs	\$125.00 /Hr
	VP Operations-Budgeting, Estimating	TBD	x		
	Project Manager	Tim Mohrbacher		4,000 Hrs	\$95.00 /Hr
	Assistant Project Manager	TBD		2,000 Hrs	\$75.00 /Hr
	Design Engineer	Mike Johnson / Max Childs		800 Hrs	\$105.00 /Hr
	On-Site Superintendent/Foreman	See below		40 Hrs	\$101.99 /Hr
	Administration Assistant	Natalie Weasler		400 Hrs	\$45.00 /Hr
	Cost Estimator	Brian Yankunas		400 Hrs	\$85.00 /Hr
	Safety Director	Andy Sippel		200 Hrs	\$90.00 /Hr
Trade 1	General Foreman - Sheetmetal	not anticipated		TBD	\$104.44 /Hr
	Foreman - Sheetmetal	Jeremy Baillies		TBD	\$101.53 /Hr
	Journeyman - Sheetmetal	TBD		TBD	\$95.72 /Hr
	Apprentice - Sheetmetal	TBD		TBD	\$74.53 /Hr
Trade 2	General Foreman - Steamfitter	not anticipated		TBD	\$109.43 /Hr
	Foreman - Steamfitter	Craig Ferstl		TBD	\$106.03 /Hr
	Journeyman - Steamfitter	TBD		TBD	\$99.26 /Hr
	Apprentice - Steamfitter	TBD		TBD	\$77.51 /Hr
	Shop Delivery Person	TBD		200 Hrs	\$67.00 /Hr
	Service Technician				\$140.00 /Hr
	Controls Techniciain				\$115.00 /Hr
	Small Tools & Consumables				
	Tools / Trucks / Other (Provide Cost List of Anticipated Items)	All tool and equipment reimbursables will be based on MCAA, AED, or NECA rates.			
Safety Information	TRIR - 2020				
	TRIR - 2019				
	TRIR - 2018				
	EMR - 2020				
	EMR - 2019				
	EMR - 2018				

WCSD 2022 Referendum Projects
Vogel Bros. Building Co.
Design-Assist MEP Fee Proposal Form

1901 Inc.					
Plumbing Subcontractor Fee Proposal				Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work				2.00%	
Percentage Mark-up on Changes Orders				2.00%	
Lump Sum Fee for Pre-Construction Services				\$30,000.00	
PROPOSED CONSTRUCTION PROJECT PERSONNEL					
PROPOSED CONSTRUCTION PROJECT PERSONNEL		PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)	
				Estimated Total Hours	Cost \$/Hr
Project Executive		Tory Miller		80 Hrs	\$125.00 /Hr
VP Operations-Budgeting, Estimating		TBD	x		
Project Manager		Greg Jarosz		2,400 Hrs	\$95.00 /Hr
Assistant Project Manager		TBD		1,500 Hrs	\$75.00 /Hr
Design Engineer		Casey Coens		400 Hrs	\$105.00 /Hr
On-Site Superintendent/Foreman		see below		40 Hrs	\$101.99 /Hr
Administration Assistant		Natalie Weasler		400 Hrs	\$45.00 /Hr
Cost Estimator		Andy Krohn		240 Hrs	\$85.00 /Hr
Safety Director		Andy Sippel		200 Hrs	\$90.00 /Hr
Trade 1	General Foreman		not anticipated	TBD	\$106.47 /Hr
	Foreman		Louie Williams	TBD	\$101.99 /Hr
	Journeyman		TBD	TBD	\$96.17 /Hr
	Apprentice		TBD	TBD	\$82.43 /Hr
Trade 2	General Foreman		not anticipated	TBD	\$106.47 /Hr
	Foreman		Tom Bellovary	TBD	\$101.99 /Hr
	Journeyman		TBD	TBD	\$96.17 /Hr
	Apprentice		TBD	TBD	\$82.43 /Hr
Shop Delivery Person		TBD		80 Hrs	\$67.00 /Hr
Small Tools & Consumables					
Tools / Trucks / Other (Provide Cost List of Anticipated Items)		All tool and equipment reimbursables will be based on MCAA, AED, or NECA rates.			
Safety Information	TRIR - 2020				
	TRIR - 2019				
	TRIR - 2018				
	EMR - 2020				
	EMR - 2019				
EMR - 2018					

WCSD 2022 Referendum Projects
Vogel Bros. Building Co.
Design-Assist MEP Fee Proposal Form

1901 Inc.					
Electrical Subcontractor Fee Proposal				Fee as a Percentage of Work	
Percentage Mark-up on Cost of Work				2.00%	
Percentage Mark-up on Changes Orders				2.00%	
Lump Sum Fee for Pre-Construction Services				\$40,000.00	
	PROPOSED CONSTRUCTION PROJECT PERSONNEL	PROJECT PERSONNEL (Name)	NON-REIMBURSABLE PERSONNEL (Included in Fee)	REIMBURSABLE PERSONNEL (Included as a Cost of Work)	
				Estimated Total Hours	Cost \$/Hr
	Project Executive	Alex Sell	x		
	VP Operations-Budgeting, Estimating	N/A	x		
	Project Manager	Matt Yorde		3,118 Hrs	\$100.00 /Hr
	Assistant Project Manager	Ben Liang		1,559 Hrs	\$75.00 /Hr
	Design Engineer	Elijah Linderud		1,000 Hrs	\$80.00 /Hr
	On-Site Superintendent/Foreman	See below	See below	See below	See Below
	Administration Assistant	Natalie Weasler		312 Hrs	\$45.00 /Hr
	Cost Estimator	Brenda Egli		312 Hrs	\$85.00 /Hr
	Safety Director	TBD		312 Hrs	\$90.00 /Hr
Trade 1	General Foreman	Brett Faulkner		TBD	\$91.00 /Hr
	Foreman	Brad Cannon		TBD	\$88.00 /Hr
	Journeyman	TBD		TBD	\$81.00 /Hr
	Apprentice	TBD		TBD	\$67.00 /Hr
Trade 2	General Foreman				
	Foreman				
	Journeyman				
	Apprentice				
	Shop Delivery Person	TBD		160 Hrs	\$67.00 /Hr
	Small Tools & Consumables		x		
	Tools / Trucks / Other (Provide Cost List of Anticipated Items)	NECA Rates at time of use			
Safety Information	TRIR - 2020				
	TRIR - 2019				
	TRIR - 2018				
	EMR - 2020				
	EMR - 2019				
EMR - 2018					