

Welcome to Winkelman!



Our standards of excellence exceed
our clients' expectations.



WBC At A Glance

- Forty-five years experience in the building construction industry in Central Minnesota.
- Same owners for last 31 years.
- No self-performance of work.
- Extensive experience as Construction Managers. Over 40 CM projects during the past six years.

WBC At A Glance

- More than 80 educational projects; seven school buildings over the past two years alone.
- Currently working on five additional school projects using Construction Management. (4 for St. Cloud and 1 for Sartell)

Project Understanding

Option 1 - \$27 million

- 31,450 sf added to the MS/HS building
- 55,625 sf added to the MS/HS building for a new pre-K-K learning center, cafeteria, and gymnasium
- \$2.4 Million of deferred maintenance at the MS/HS
- \$3.0 Million of deferred maintenance at the Elementary School

Project Understanding

Option 2 - \$36.5 million

- 31,450 sf added to the MS/HS building
- 108,338 sf added to the MS/HS building for a new pre-K-5 elementary school
- \$2.4 Million of deferred maintenance at the MS/HS

Similar Recent Projects

- **Annandale Elementary School**
Annandale, Minnesota
- **Designed to Silver LEED Standards**
- **146,000 sf**
- **15 Month Construction**



Similar Recent Projects

➤ Kennedy Community School

St. Joseph, Minnesota

➤ LEED GOLD

➤ 138,000 sf

➤ 15 Months Construction



Similar Recent Projects

➤ Sartell-St. Stephen Schools

Sartell, Minnesota

- Re-roofed over 350,000 sf
- Replaced two gym floors
- Rebuilt High School Pool
- Replaced Track, Tennis Courts and Athletic Fields
- Rebuilt 39,000 sf District Office
- Replaced 4 parking lots, windows and doors
- Repainted Exteriors & more...



Pre-Referendum

- Review previous work to confirm the accuracy of the budget estimate.
- Assist in the preparation of the Review and Comment Documents.
- Identify factual information that needs to be disseminated to District residents.
- Identify opposition reasoning and identify responses to counter those objections.

Pre-Referendum

- Identify comparative differences with neighboring districts and schools your size.
- Make certain that factual information is passed on to the “yes” committee.
- Assist in developing printed materials.
- Assist in incorporating facts onto the District website.
- Assist in scheduling and coordinating community presentations for the Superintendent.

Pre-Referendum

- Coordinate development of small videos of building deficiencies that can be placed on You Tube and the local cable network as well as a link on the District's website.
- Identify and meet with key influential persons opposed to the referendum.
- Schedule tours of the existing buildings to point out deficiencies.
- Solicit letters from community leaders endorsing the need for a new building.

Pre-Referendum

- Launch a social media educational campaign targeting existing students over age 18 and the last three years of graduating classes.
- Launch an educational campaign for absentee voting.
- Educate the community on where to vote.

Pre-Construction

- Pre-design involvement with estimates and schedules.
- **Building Optimization vs Value Engineering.**
- Address “green” building options.
- Coordinate pre-bid activities and expectations.
- Prepare multiple bid divisions.



DD BUDGET

Item Description	TOTAL
Alt. 10 - Substitute Stud Bearing Walls For Masonry Bearing Walls at All Bearing Walls Except Worship Walls.	-22,570
Alt. 11 - **REVISED Substitute Cast In Place Foundation Walls (12" Thick) and Omit The 16" Block Walls (Alt. 10 to Be Accepted	-18,819
Alt. 14 - Change HVAC System to Complete Packaged RTU / Zoned System.	-127,369
Alt. 15 - Ext. Metal Wall Panel to More Economical Panel (Non Insulated UNA Clad 500 Panel)	-27,291
Alt. 15.1 - Ext. Metal Wall Panel to More Economical Panel (Non Insulated UNA Clad 500 Panel) - No Horizontal Bands / 1 Color	-37,215
Alt. 16 - Provide Alternate Manufactures of Door Hardware / Review Interior Doors	-20,000
Alt. 17 - Change Standing Seam Roof Areas to 60 Mil Adhered White Roof	-84,000
Alt. 19 - Change Acoustical Ceiling Tile / Cloud Selections.	-8,500
Alt. 25 - Review/Revise parking lot lighting fixtures (Omit 6 Poles/Fixtures)	-15,000
Alt 28 - Provide exterior precast concrete wall panels with acid etched finish at all areas (at specified exterior walls)	-142,939
Alt. 29 - Reduce pitch of fellowship area roof to 1/4" starting at the low point 19'-4"(N) to high point (S) - Reduction of (7'	-41,720
Alt. 30 - Reduce Building Height 1' at entire perimeter	-19,743
Alt. 33 - Steel Cross to be 16 x 8 x 5/16 tube steel with straight horizontal members and 48'-0" height.	-15,130
Subtotal	-580,295

Job: DISCOVERY CHURCH
 Location SAUK RAPIDS, MN
 Original Est. Date 03/29/11
 Revised Est. Date 04/07/11
 Revised Est. Date
 Revised Est. Date
 Revised Est. Date



Print Date: 11/14/2012

Print Time: 9:00AM

DD BUDGET

Item Description	TOTAL
<i>Alt. 1 - Add 38 Additional Parking Stalls.</i>	<i>24,027</i>
<i>Alt. 2 - Add Bitumionous Access Drive With Concrete Curb Cut At West Side of Building And Locate Trash on West.</i>	<i>25,902</i>
<i>Alt. 2 A - Raise Building Floor Elevation & Grades Around Building (Rough Estimate / Civil Engineer Would Need to Design)</i>	<i>82,500</i>
<i>Alt. 3 - Add Fence at Safe Play Area on West Side Of Building. Play Equipment and Surfacing to Be By Owner.</i>	<i>7,860</i>
<i>Alt. 5A - Add Movable Partitions Including Support Structure and GWB Soffits (Nursery 129/134)</i>	<i>13,328</i>
<i>Alt. 5A.1 - Install Support Beams & Soffits for Future install of Moveable partitions (Nursery 129/134)</i>	<i>7,188</i>
<i>Alt. 5B - Add Movable Partitions Including Support Structure and GWB Soffits (Class 136/137/138/139)</i>	<i>99,595</i>
<i>Alt. 5B.1 - Install Support Beams & Soffits for Future install of Moveable partitions (Class 136/137/138/139)</i>	<i>28,443</i>
<i>Alt. 5C - Add Movable Partitions Including Support Structure and GWB Soffits (146/146)</i>	<i>17,122</i>
<i>Alt. 5C. 1 - Install Support Beams & Soffits for Future install of Moveable partitions (146/146).</i>	<i>8,102</i>
<i>Alt. 6 - Add Cabinets At Following Rooms (Welcome Center, Reception, Conf. Library, Classrooms)</i>	<i>30,549</i>
<i>Alt. 6A - Add Cabinets At Following Rooms (Welcome Center, Conference Room (Library Cabs), Reception.</i>	<i>17,089</i>
<i>Alt. 7 - Add Aluminum Mall Front Worship Doors</i>	<i>18,989</i>
<i>Alt. 13 - Add Fabric Covered Acoustic Wall Panels in Fellowship/Lobby 103.</i>	<i>7,000</i>
Subtotal	387,695

Pre-Construction

- Pre-design involvement with estimates and schedules.
- **Building Optimization vs Value Engineering.**
- Address “green” building options.
- Coordinate pre-bid activities and expectations.
- Prepare multiple bid divisions.

SAMPLE CONTRACT PACKAGE

2A EARTHWORK/SITE UTILITIES, COMPLETE – Materials and Installation

00300 Geotechnical Evaluation Report

Earthwork - See Civil Drawings for Further Specifications

Site Grading- See Civil Drawings for Further Specifications

Finish Grading- See Civil Drawings for Further Specifications

Erosion Control- See Civil Drawings for Further Specifications

Excavating & Backfilling- See Civil Drawings for Further Specifications

Site Utilities- See Civil Drawings for Further Specifications

Scope Notes:

1. WBC to obtain erosion control permit and aid in the process of monitoring when earthwork contractor is not on site; earthwork contractor is to install and maintain erosion control measures per Civil Drawings and Local Requirements.
2. Include site demolition items.
3. Include all excavation & backfill of footings, foundations, fine grading for interior and exterior concrete flatwork & final grading of site, etc...
4. Include all prep.work / subgrade work for the roadway expansion at Klamath Trail.
5. Include all subgrade & rock material for pervious/porous pavement locations. Upon completion of the installation of the rock material the lot is to be ready for the pervious pavement installation.
6. Include draitile at pervious/porous pavement locations.
7. Include perforated drain tile at footings per drawings.
8. Include Bryan Rock-Red Ball Diamond Aggregate & Fabric at Courtyard.
9. Include all site utilities per civil drawings.
10. Include underground storage detention system per civil drawings.
11. Include placement of topsoil at all landscape, planting, seed, sod areas as shown on drawings.
12. Exclude installation of the exterior concrete trench drain(s) at drive into underground parking BUT include all piping and connections for these trench drains(s) per the civil drawings.
13. Exclude standard aggregate base material under the bituminous at Klamath Trail expansion and under the bituminous trail along Klamath Trail. This aggregate base to be installed by package 2B.

NEW ANNANDALE ELEMENTARY SCHOOL - BP2

ANNANDALE, MN

02/16/12 - 2:00 PM

CONTRACT #

42

CONTRACT DESCRIPTION

MECHANICAL, COMPLETE

CONTRACTOR NAME	ADDENDUMS			BID BOND	BASE BID	ALTERNATE BIDS
	1	2	3			
LAKE COUNTRY MECHANICAL INC	X	X	X	X	5,971,400	ALT. G10 - ADD 200 ALT. G14 - DEDUCT 1,400
TEK MECHANICAL SERVICE, INC	X	X	X	X	4,939,992	ALT. G14 - DEDUCT 762
SENTRA SOTA SHEETMETAL	X	X	X	X	4,930,000	ALT. G14 - DEDUCT 2,000
SCR, INC	X	X	X	X	4,998,000	ALT. G14 - DEDUCT 1,500
CHAPPELL CENTRAL, INC	X	X	X	X	5,195,000	
NORTHLAND MECHANICAL CONTRACTORS	X	X	X	X	5,715,000	ALT. G10 - ADD 1,000 ALT. G14 - DEDUCT 2,200
GORHAM OIEN MECHANICAL INC	X	X	X	X	4,975,000	ALT. G14 - DEDUCT 1,200
MINNETONKA PLUMBING INC	X	X	X	X	4,640,000	ALT. G10 - ADD 500 ALT. G14 - DEDUCT 2,000
THELEN HEATING & ROOFING ***COMBINED BID CONTRACTS 17 & 42***	X	X	X	X	4,748,000 6,100,000	ALT. G14 - DEDUCT 4,000
MCDOWALL COMPANY ***COMBINED BID CONTRACTS 17 & 42***	X	X	X	X	5,119,000 6,360,000	ALT. G10 - ADD 500 ALT. G14 - DEDUCT 1,600
EL-JAY PLUMBING & HTG, INC	X	X	X	X	4,829,000	ALT. G14 - ADD 1,600

Estimating Examples

- **Annandale Elementary School**
 - **Estimate = \$22,826,938**
 - **Actual = \$21,091,205**

- **Madison Elementary School**
 - **Estimate - \$2,382,000**
 - **Actual - \$2,288,000**

Estimating Examples

- Sartell-St. Stephen Schools
 - Estimate - \$9,000,000
 - Actual - \$8,671,886

- Kennedy Community School
 - Estimate - \$21,349,610
 - Actual - \$19,575,750

Construction

- Project Schedule.
- Progress Meetings, Reports & Documentation.
- Cost Controls.
- Quality Control.
- Safety & Security.
- Staging & Phasing.

Safety & Security

- Adjacent space concerns
 - Staff, Students & Public
 - Air Quality
 - Handicap Accessibility
 - Life/Safety
- Security fencing
- Parking and staging areas
- Weekly safety meetings

Post-Construction

- Substantial Completion & Punch List
- Start-up and Training
- Operations & Maintenance Manuals
- Certificate of Occupancy
- Warranty

Benefits of Using WBC

- We have two dedicated full-time estimators.
- We have an architect on staff for design input with the project team.
- We have three Accredited LEED Professionals on our staff, two on this project.
- We closely analyze the value of LEED conservation measures in all building designs.

Benefits of Using WBC

- We have recent experience with many similar buildings, both in new construction and in remodeling and additions.
- We are team players incorporating the trade contractors as integral members contributing to the success of the project.

Benefits of Using WBC

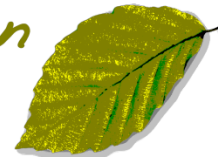
- Our project team has experience with building projects on tight schedules, tight budgets and tight/secure sites.
- We're proactive. We anticipate problems and create solutions.
- We take safety very seriously.
- We hate change orders as much as you.

Benefits of Using WBC

- We are excellent communicators keeping you and all team members informed throughout the project.
- We're large enough to guarantee stability, yet small enough to provide personal attention. Providing a seasoned project team.
- OUR PROCESS! Our extensive planning, pre-construction and project management process is designed to "minimize risk and maximize investment dollars".



Building Green



**We look forward to your selection of
Winkelman as your
Construction Manager.**

