



PK-12 School Proposal



Proposal for:

**Construction
Management Services**

To:

Royalton Schools

June 25, 2014

Dr. Jon Ellerbusch, Superintendent
Royalton School District
120 South Hawthorn Street
Royalton, MN 56373

RE: Construction Management Proposal

Dear Dr. Ellerbusch:

On behalf of Winkelman Building Corp. (WBC) it is a pleasure to provide you with this proposal for your upcoming School Construction Project.

With nine school projects in the past three years including new construction, additions, remodeling and deferred maintenance items, we feel WBC is uniquely positioned to provide you the construction management expertise you seek to create an attractive and functional School Campus.

Our staff of LEED Accredited Professionals will work with you and your Design Team to create an aesthetically pleasing and sustainable facility rich in amenities yet socially-respectful of the environment incorporating numerous energy-efficient building materials and systems. The passing of a referendum will create additional funding for building a project, but it does not provide additional funding for operating the new buildings.

Additionally, we will strive to recruit as much local talent as possible to work on your project. This not only shows support for local businesses but also helps for follow-up warranty and maintenance items. With us being located only 20 miles south of your schools; we know and work with all of the trade contractors in the area.

We will also separate large material purchases from the labor in order for you to save on sales tax payments and we will work with the mechanical and electrical contractors and the local electric utility to apply for rebates on energy efficient motors, pumps and lighting. If you like we can also assist you in pursuit of alternative funding.

We are certain you will be pleased with the final project outcome that will be a jewel in the community and consistent with the mission of Royalton Schools.

The WBC construction team has every confidence we can meet your needs, exceed your expectations and provide value to your project. We look forward to the opportunity to present our team members to you and answer any questions you may have.

Sincerely,

WINKELMAN BUILDING CORPORATION



Michael Schoenecker
Vice President

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I. FIRM PROFILE

Winkelman Building Corp.
340 Hwy 10 S
St. Cloud, MN 56304
320-253-2411
Contact: Mike Schoenecker (mikes@winkbuild.com)
www.winkbuild.com

Company History



In 1969, Don Winkelman, Sr. and his sons founded the company as Winkelman Enterprises. Winkelman Enterprises provided services as a general contractor and focused on commercial and institutional construction in Central Minnesota. In 1982, two of the company's long-term employees, Duane Schultz and Keith Schupp, purchased the family-owned business and established Winkelman Building Corporation (WBC).

Recently, three of the key firm employees, Andy Auger our CFO and Executive Vice President, Robbie Schultz our Senior Project Manager and Jay Vogel our Senior Estimator have gradually started acquiring the shares of Duane and Keith to become the next generation of Winkelman owners.

Over the past forty-five years, WBC has built upon its knowledge and reputation to become a full-service construction company offering Construction Management, General Contractor and Design/Build services. During its history, WBC has managed renovation, addition and new facility projects in numerous industries. These include educational facilities, senior housing, governmental facilities, churches, assisted living centers, office complexes, health care facilities, commercial and industrial buildings, multi-family units and historic renovations. Annual sales average \$50-\$60 million.

Construction Management Services



Winkelman Building Corporation has been providing construction management services in Minnesota for 32 years. The company added construction management services in 1982 and by 1995 had totally phased out of self-performing any of the construction.

We currently have six projects under construction using the Construction Management delivery method, a classroom addition to the Sartell Middle School; a church in St. Cloud; a secure classroom and housing addition to the St. Cloud Children's Home; an historic office renovation for Metro Bus in St. Cloud; a park project for the city of Sartell and a grocery store in Dickinson, ND.

In the past two years we have been involved with nine buildings undergoing construction using the Construction Management delivery method; additions and remodeling of South Jr. High and Madison Elementary School for the St. Cloud School District; a new 145,000 sf elementary school in Annandale; remodeling, upgrading and renovation to four buildings and outdoor athletic facilities for Sartell-St. Stephen Schools. In a typical construction environment, usually 50% of our \$50-60 million of projects are built using Construction Management services.

Since we do not self-perform any of the construction, we are never directly competing against the trade contractors thus affording us very competitive pricing from the trade contractors. Additionally, we are never overseeing the work of our own crews thereby removing any conflict of interest. As such we are only representing our client's best interest at all times.

II. PROFESSIONAL ORGANIZATION



Presently we have 20 personnel. Our numbers fluctuate as projects come on-line or are completed. Due to the wet spring, projects have been delayed but we anticipate reactivating and hiring 3-4 superintendents over the next few months.

Our Current Mix of Personnel:

Position	Number	LEED AP	Primarily Construction Management	# of years in Construction	# of years with Winkelman
Principals	4	1	2	137	105
Project Managers	4	1	2	83	50
Estimator	2	1		30	15
Superintendent	7		3	226	100
Technician	1			1	1
Administration	1			16	16
Support Staff	1			16	16
TOTAL	20	3	7	509	303

Project Team

We have assembled a mature and experienced team to provide project management and site supervision for your proposed project. Together they have over 100 years of construction experience on hundreds of projects. The benefit to the Royalton Schools is a seasoned team that has experienced every imaginable situation that can occur during construction, especially in and around occupied buildings. They have the expertise to smoothly move your project through to completion. We have selected this level of expertise due to the added importance of budget control and schedule adherence. In order to deliver the maximum building for the money, we need a team that can provide quality value engineering ideas, anticipate and avoid problems, yet provide quick solutions if any problems should arise.

In addition to the personnel listed below we will have several other individuals involved including additional project management and site-superintendent support; accounting staff; project technicians; and administrative support staff. Mike, Robbie and Jay are available immediately to work on the front-end and pre-referendum services and Bart and Josh will be available when your construction begins. Their other pending obligations will have no impact on your proposed project or schedule.

Project Executive



Mike Schoenecker, Vice President – Principal-in-Charge

Mike will serve as the Principal for this project. He will provide project overview, serve as a project consultant and act as a liaison between the Owner and WBC staff, making certain the project is properly staffed and all contractual issues are addressed. Some of Mike's recent school projects include St. Cloud, Sartell, Lake Benton and Swanville Schools.

Project Manager

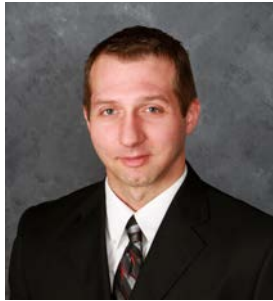


Robbie Schultz, LEED AP, CHC, Senior Project Manager

WBC's senior project manager, will be in charge of the construction process. He served as the project manager on the Gold LEED Certified Kennedy Community School in St. Joseph as well as the Annandale Elementary School. Robbie has been with WBC ten years and brings with him experience working on many similar projects. He is also an EPA certified renovator and a Certified Healthcare Constructor by the American Hospital Association.

Robbie's most recent school remodeling projects include Sartell-St. Stephen District Office and projects at Madison Elementary School and South Jr. High for the St. Cloud School District.

Project Estimator



Jay Vogel, LEED AP, has an exemplary track record for providing accurate cost estimates in all stages of design through construction. Jay has been in the construction industry since 1994 and has worked as an estimator at WBC for thirteen years where he has provided estimates for hundreds of projects of all sizes. Similar projects include the \$20 million Annandale Elementary School in Annandale, \$11 million Kingsley Shores Senior Living Campus in Lakeville, \$9 million Sartell-St. Stephen School Projects and the \$20 million Kennedy Elementary School in St. Joseph.

Site Superintendent



John "Bart" Barthelemy is responsible for the daily field operations including the coordination of trade contractors, maintenance of the project schedule and cost management with a continual focus on the project budget backed by the highest of work quality standards. Bart has been with WBC for the past 42 years.

Bart served most recently as the site superintendent for the new Annandale Elementary School and assisted on the Gold LEED Certified, Kennedy Community School in St. Joseph and the Silver LEED Certified St. Cloud Orthopedic Clinic. He has also been involved in major remodeling projects at the Eye Surgeons and Physicians Clinic and a three-floor makeover and build-out for Gray Plant Mooty's office space.

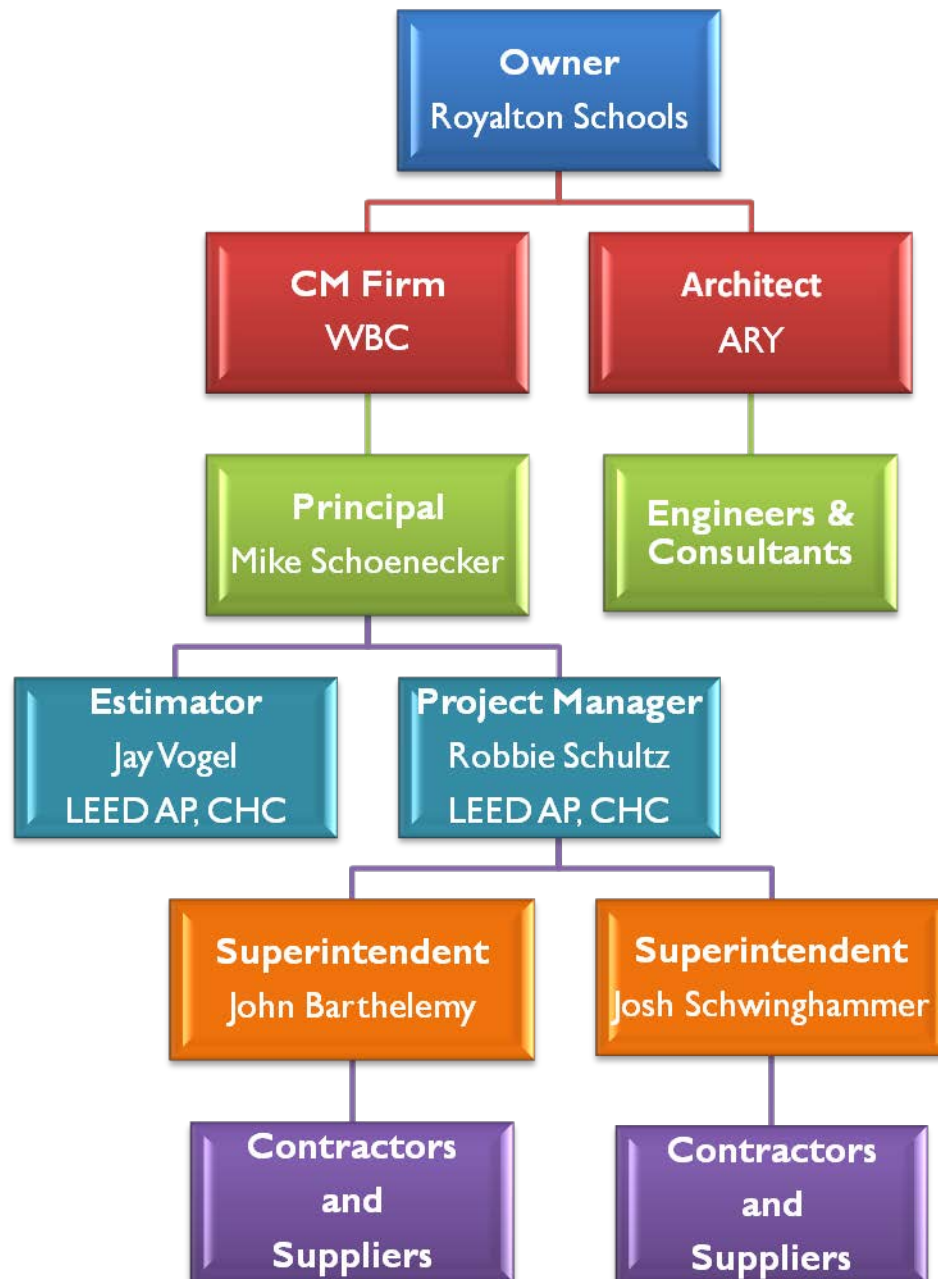
Site Superintendent



Josh Schwinghammer has 19 years of construction experience and has been with Winkelman Building Corp. since 1999 and in the capacity as a site superintendent since 2004. Most recently he was the site superintendent on Sartell Schools, Madison Elementary and South Junior High for the St. Cloud School District and is just wrapping up the secure educational and housing addition to the St. Cloud Children's Home. He also assisted on the Kennedy Elementary School in St. Joseph and was the site superintendent for the Lake Benton Schools.

Due to work taking place at multiple locations at the same time, during the summer of 2016 we anticipate the need for a second site superintendent. Josh will fill that role.

Below is the proposed project team and the relationship and line of communication between each individual as well as the various team members. Robbie Schultz, the project manager, will have ultimate responsibility for the complete project from start to finish including during the warranty period. In addition to the typical one year warranty, Winkelman Building Corp. will be available to assist you with any warranty issues for one additional year.





MICHAEL SCHOENECKER

Vice President

Mike's responsibilities include serving as the principal-in-charge of construction management projects and consulting on educational projects. As such, Mike assists in project conceptualization while working closely with the architects, project managers and on-site field superintendents to assure adherence to each project's budget, schedule and quality requirements. Mike's problem solving and management skills enable him to work with the overall construction team in bringing your project to a successful completion.

EDUCATION

B.A. University of Minnesota Morris
Completed work toward MBA through University of St. Thomas

PROFESSIONAL AFFILIATIONS

Minnesota Construction Association—past Board Member
Co-chair Sartell School's "Choose Yes for Success" Campaign
Served on two School Facility Task Forces
Quiet Oaks Hospice House—Charter Board Member
Good Shepherd Nursing Home Foundation— Board Member/Past Chair
City of Brooklyn Park—Past Park Board Member
St. Cloud Area YMCA—Past President
St. Cloud Area Chamber of Commerce—Past Board Member

HISTORY

Mike joined Winkelman Building Corporation in January of 2004 as Vice President of Construction Management Services. He previously served as Vice President and Midwest Development Officer for 3D/ International and as a Partner and Vice President of E&V Consultants and Construction Managers in Minneapolis.

Over the past few years Mike has worked on a number of Construction Management projects including:

RELEVANT EXPERIENCE

Sartell-St. Stephen Middle School—Sartell, MN
South Junior High School—St. Cloud, MN
Madison Elementary School—St. Cloud, MN
Sartell-St. Stephen Public Schools (4 buildings) —Sartell, MN
Annandale Elementary School—Annandale, MN
Lake Benton PK-6 School— Lake Benton, MN
Kennedy Community School—St. Joseph, MN
Swanville PK-12 School—Swanville, MN
Paynesville High School—Paynesville, MN
Ashby Schools—Ashby, MN
Fergus Falls Schools—Fergus Falls, MN
ROCORI Schools—Cold Spring, MN
St. Ignatius Church and Classrooms—Annandale, MN
Sartell City Hall - Sartell, MN
Paynesville Area Healthcare Center— Paynesville, MN





ROBBIE SCHULTZ, LEED AP, CHC

Senior Project Manager

As your Project Manager and a minority shareholder in WBC, Robbie works closely with Site Superintendents as well as architects, owners, engineers and trade contractors involved in each project to ensure that scheduling and budget requirements are adhered to.

Robbie is responsible for reviewing bids, supervising contract administration, coordinating design requests, supervising field engineering support, providing planning and scheduling services, preparing project status reports, budgeting with cash flow projections and supervising all material and equipment requirements.

EDUCATION

Bachelor of Science, Industrial Technology
Emphasis: Construction Management
Bemidji State University— Bemidji, MN
EPA Lead-Safe Certified Renovator (Public Remodels)

PROFESSIONAL AFFILIATIONS

MASMS -Minnesota Educational Facilities Management Professionals
ASHE—American Society for Healthcare Engineering
Bemidji State University Industrial Technology Advisory Board

HISTORY

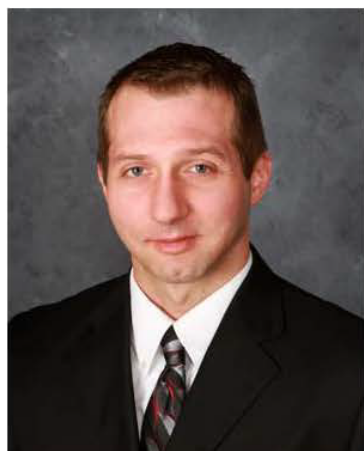
Prior to joining Winkelman Building Corporation in 2004, Robbie spent more than six years managing school and university construction projects in North Dakota and Ohio for one of the nation's leading school builders; Barton Malow.

REPRESENTATIVE PROJECTS

Representative School Projects include:

Kennedy Community School (Gold LEED)—St. Joseph, MN
Sartell-St. Stephen Schools—Sartell, MN
Annandale Middle School—Annandale, MN
Madison Elementary School—St. Cloud, MN
Annandale PK-5 School (Silver LEED) —Annandale, MN
Lake Benton PK-6 School—Lake Benton, MN
Swanville PK-12 School— Swanville, MN
Cromwell Schools—Cromwell, MN
Rogers Elementary School— Rogers, MN
Otsego Elementary School— Otsego, MN
Talahi Elementary School— St. Cloud, MN
Zimmerman High/Middle School— Zimmerman, MN
Meadowvale Elementary School—Elk River, MN
Elk River District Office—Elk River, MN
Parker Elementary School—Elk River, MN
Handke Family Center—Elk River, MN
Salk Middle School— Elk River, MN





JAY VOGEL, LEED AP, CHC
Senior Estimator

Jay works closely with clients as well as the Project Manager, Superintendent, Project Architect and materials suppliers to ensure adherence to project budget and schedule requirements.

Jay is responsible for establishing a project budget, participating in programming and design meetings, updating estimates, contributing value engineering input, establishing cost controls and recommending vendor bid awards.

As a member of a project team, Jay's priorities are cost control and project budget management

EDUCATION

Bachelor of Science, Industrial Technology
Emphasis: Construction Management
Bemidji State University— Bemidji, MN

HISTORY

Jay joined Winkelman Building Corporation as an Estimator in 1997, and has since worked on projects across a number of industries in the public and private sectors. His experience in commercial construction began in 1994 as a general laborer.

Jay's full-time responsibility is strictly in estimating and bidding. Below are a number of his educational projects.

RELEVANT EXPERIENCE

Annandale PK-5 School (Silver LEED)—Annandale, MN
Sartell-St. Stephen Schools—Sartell, MN
South Jr. High School—St. Cloud, MN
Madison Elementary School—St. Cloud, MN
Minnesota School of Business—Waite Park, MN
Otsego Elementary School—Otsego, MN
Lake Benton PK-6 School—Lake Benton, MN
Kennedy Community School (Gold LEED)—St. Joseph, MN
Elk River District Office—Elk River, MN
Rogers Elementary School—Rogers, MN
Zimmerman High School—Zimmerman, MN
Talahi Elementary School—St. Cloud, MN
Swanville K-12 School—Swanville, MN
ISD #728 District Service Facility—Elk River, MN
Meadowvale Elementary School—Elk River, MN
Parker Elementary School—Elk River, MN
Salk Middle School—Elk River, MN
Globe College—Woodbury, MN
Minnesota School of Business—Blaine, MN



JOHN "BART" BARTHELEMY

Superintendent

As your on-site Superintendent, Bart brings to your project forty years of commercial construction experience.

He will be responsible for the daily field operations including the coordination of trade contractors, maintenance of the schedule, and cost management with a continual focus on the project budget backed by the highest of work quality standards.

Bart has proven himself an excellent communicator with all parties involved in his projects. His attention to detail and focus on progress documentation make him a key to your project's success, and a leader that will ensure superior quality and service from site preparation to closeout.

EDUCATION

St. Cloud Technical College

HISTORY

Bart has been with Winkelman Building Corp. since 1972, the last twenty-three years as a site superintendent. His expertise is coordinating the remodeling of and addition to occupied office space. Bart served as the site superintendent for the new St. Cloud Orthopedic Clinic; the previous St. Cloud Orthopedic Clinic MRI and X-ray project; the Eye Surgeons remodel and addition and in the recent past also completed a three-floor makeover and build-out for Gray Plant Mooty's class A office space. Both Eye Surgeons and Physicians and Gray Plant Mooty remodeling projects took place in occupied spaces without any business down time.

REPRESENTATIVE PROJECTS

Over the years Bart has been involved in a variety of project types, most recently heavily involved in building remodeling projects. Below are some of his most recent projects.

Annandale Elementary School (Silver LEED)—Annandale, MN
 Rogers Elementary School—Rogers, MN
 Kennedy Community School—St. Joseph, MN
 Zimmerman High School—Zimmerman, MN
 St. Cloud Orthopedic Clinic (Silver LEED) — Sartell, MN
 St. Cloud Orthopedic Clinic—St. Cloud, MN
 Eye Surgeons and Physicians—St. Cloud, MN
 Gray Plant Mooty Law Office—St. Cloud, MN
 North Village Apartments—St. Cloud, MN
 St. Joseph Meat Market—St. Joseph, MN
 Teal's Market—Cold Spring, MN
 Lake George Fountain Project—St. Cloud, MN
 Arctic Cat Engine Plant—St. Cloud, MN
 Ferche Office Building—Rice, MN
 Quebecor World Office Addition—Sauk Rapids, MN



JOSH SCHWINGHAMMER

Site Superintendent

Josh will be responsible for the coordination of trade contractors, maintenance of the schedule and cost management with a continual focus on the project budget backed by the highest of work quality standards.

From site preparation to cleanup, Josh will ensure effective communication between your architect, suppliers and trade contractors while remaining dedicated to completing your important project within timeline and budget parameters.

EDUCATION

St. Cloud Technical College
Architectural Construction Technology
Certificate in Project Management
Certificate in Estimating

HISTORY

Josh joined Winkelman Building Corporation in 1999 as an estimator and project technician and became a project superintendent in 2004. Prior to joining WBC, Josh had two years of experience framing houses and two years working with HVAC and plumbing systems.

RELEVANT EXPERIENCE

St. Cloud Children's Home—St. Cloud, MN
South Junior High School —St. Cloud, MN
Sartell-St. Stephen Schools—Sartell, MN
Lake Benton School—Lake Benton, MN
Kennedy Community School—St. Joseph, MN
Madison Elementary School—St. Cloud, MN (2 projects)
Discovery Church—Sauk Rapids, MN
St. Joseph's Catholic Church—Pierz, MN
Reach-up Headstart—St. Cloud, MN
Bernick's Arena—Sartell, MN
Teal's Market—Milaca, MN;
Teal's Market -Cold Spring, MN
Teal's Market— Sisseton, SD
Medical Arts Dental Clinic—Sartell, MN
360 Chiropractic Clinic—Sartell, MN
Sartell Professional Center I & II—Sartell, MN
Sauk Rapids American Legion—Sauk Rapids, MN
Knife River Corporate Office—Sauk Rapids, MN
ING Bank Remodel—St. Cloud, MN
Accurate Hearing—Sartell, MN
HealthNorth—Sartell, MN
Medical Arts Dental—Sartell, MN

III. PROJECT EXPERIENCE

Throughout our forty-five year history, Winkelman Building Corporation has enjoyed a reputation of excellence in the construction of commercial facilities across Minnesota. Our familiarity and experience with the unique planning and phasing requirements of educational facilities allows us to maximize owner value by working closely with architects and engineers to ensure cost-effective construction and minimized risk to all parties involved.

Below is information on a few of our most recent educational projects, all occurring in the past few years.



Sartell-St. Stephen Middle School – (2014) Sartell, MN

We are currently in the bidding stage of a multi-classroom addition to the southern educational wing of the Middle School.



Annandale PK-5 School – (2012/2013) Annandale, MN

We recently completed construction of a 146,300 sf elementary school that was built to Silver LEED standards. The building consists of an 111,300 sf main level with a 35,000 sf upper level. It has a capacity for 1,000 students and incorporates numerous energy-saving features as well as several upgraded safety and security features over the former elementary school.



Sartell PK-12 Schools – (2012/2013) Sartell, MN

During the spring of 2012 we started a project that covered two years of upgrades to four of Sartell's five school buildings and an upgrade to their athletic fields. During the summer of 2012 we replaced the old eight-lane "yard" track with a new nine-lane "meter" track which required replacing the football field and moving all of the track event areas requiring new pole vault, high jump, long jump and triple jump areas, new lighting and fencing. Adjacent to that field were four worn-out tennis courts that we also totally reconstructed with new surface and fencing. We also constructed a new press box and digital display scoreboard.



To the existing buildings we replaced two gym floors, completely re-built the high school pool, re-roofed two buildings totaling over 260,000 sf, repaired and resurfaced two parking lots, replaced windows and doors, added parking lot and athletic field lighting and replaced the electrical switch gear at the Middle School.



We also demolished and rebuilt the entire 39,000 sf District Office/Early Childhood building with new exterior and interior walls, new roof, new windows and doors, new flooring, new restrooms, remodeling of the kitchen and dining area, new mechanical and electrical systems, new sprinkler system and exterior site improvements.

During the summer of 2013 we completed the roofing of two additional buildings, replaced two parking lots and conducted painting and other repairs to the exterior of two buildings.

St. Cloud Children's Home – (2013/2014) St. Cloud, MN



We are currently in construction of a new 17,000 sf Secure Residential Intensive Treatment facility that will house educational and living quarters as well as new parking and a secure outdoor play area. The project will also incorporate remodeling Cottage 2 which formerly housed this program.

Madison Elementary Addition – (2013) St. Cloud, MN



We recently completed construction of an addition to Madison Elementary School in St. Cloud which included nine new classrooms and additional restrooms. This work took place during the spring to an occupied school with completion occurring at the end of summer.

South Junior High School – (2013) St. Cloud, MN



This project included the construction of an addition of six classrooms and renovation of the pool into a gymnasium and a two-level addition of two classrooms above with a weight room and wrestling room below. It also includes remodeling the kitchen and expanding the cafeteria. This too occurred in an occupied building with completion over the summer.

Madison Elementary Addition – (2011) St. Cloud, MN



In a period of a little more than two months during the summer of 2011, we constructed a 1,929 sf classroom addition on to this K-6 building for the St. Cloud School District as well as converted an existing stage area into an additional classroom.

Kennedy Community School – (2008/2009) St. Joseph



This PK-8 school is 138,000 sf of new construction which opened in September of 2009. It is a Gold LEED Certified building that uses 49% less energy than a traditional school building. It features the use of geothermal heat pumps, photovoltaic solar panels, a wind generator, solar tube skylights, use of natural daylighting with light shelves, photoelectric lighting controls and rain gardens. The building includes an administrative area, media center, community fitness center, gymnasium with locker rooms, kitchen and cafeteria as well as single story and two-story classroom spaces. The project included the use of numerous new building materials that meet the requirements of LEED, and all waste materials on the site were sorted by type with over 80% of all the project waste being recycled. The project budget was \$20 million.

Swanville Schools K-12 Building – Swanville, MN

\$ 6 Million demolition, renovation and new construction to the 82,200 sf building.



At Swanville Schools, we were able to demolish 17,500 sf of a 1938 building, construct a new 10,000 sf, elementary addition, re-roof approximately 50,000 sf. of the building, convert the heating system from steam to hot water heat and replace city utilities in the adjacent street in a period of three months.



During that same time period, we also laid the foundation for an additional 16,000 sf space, conducted cosmetic upgrades throughout the entire building, added a fire protection system to un-served areas, conducted tuck-pointing and implemented the greater portion of a remodel of the gymnasium and auditorium.



We followed with construction of four replacement classrooms that we turned over to the District one month ahead of schedule, the new commons area which was available three months early and the renovated auditorium and gymnasium that were available for graduation in May despite being scheduled for September completion.



Due to strict budget management, remaining contingency dollars allowed the District to re-roof a portion of the building, install new windows and exterior finish to the existing elementary portion of the building; add a \$30,000 sound system to the auditorium and repair numerous differed maintenance items that had been neglected for years.

This was a huge project for a community of 400 and a School District that averages only 25-30 students per grade.

Lake Benton Schools – PK-6 Lake Benton, MN



\$ 4.7 Million demolition of 39,000 sf, complete building renovation and new construction of 7,000 sf and a geothermal system.



Faced with declining enrollments and high maintenance costs, the Lake Benton School District decided to convert the school district from a PK-12 district to a PK-6 and send the other grades to Elkton, SD. In a period of 12 weeks over the summer of 2008, we demolished a 1922, three story, 30,000 sf building and a 9,200 sf pool building; built three new additions totaling 7,000 sf including an elevator; remodeled the entire existing building; replaced the mechanical and electrical systems; installed a fire sprinkler and alarm system; added a geothermal well system and installed new windows. The school was able to start on time in September without any extension.

Globe University - Woodbury, MN



Globe University's Corporate Headquarters were moved to a new Business School Campus in Woodbury. The first phase of the campus was a new 68,000 sf business school. Although the building appears to be a brick and limestone structure, it is actually constructed of Wells Concrete pre-cast wall panels with in-laid brick. This is the first building of what is planned to be a four building campus. The first phase of this campus was approximately \$10 million.

PAST MINNESOTA K-12 PROJECTS



Roger's Elementary School - Rogers, MN
 Meadowvale Elementary School - Elk River, MN
 Otsego Elementary School - Otsego, MN
 Talahi Elementary School - St. Cloud, MN
 Handke Family Center - Elk River, MN
 Little Mountain Elementary School - Monticello, MN
 Oak Hill Elementary School - St. Cloud, MN
 Weaver Lake Elementary School - Maple Grove, MN
 Maple Lake Elementary School - Maple Lake, MN
 Buffalo Primary School - Buffalo, MN
 Becker Elementary School Addition - Becker, MN
 Zimmerman Elementary School - Zimmerman, MN
 Pierz Elementary School - Pierz, MN
 Milaca Elementary School Addition - Milaca, MN
 Holdingford Elementary School - Holdingford, MN
 Watertown-Mayer Middle School - Watertown, MN
 Annandale Middle School - Annandale, MN
 Sauk Rapids Middle School - Sauk Rapids, MN
 North Junior High School - St. Cloud, MN
 South Junior High School - St. Cloud, MN
 Zimmerman High/Middle School - Zimmerman, MN
 Annandale High School - Annandale, MN
 St. Michael/Albertville High School - St. Michael, MN
 Ivan Sands Community School (ALC) - Elk River, MN
 Buffalo High School - Buffalo, MN
 Akeley Schools - Akeley, MN
 Barnum High School - Barnum, MN

Following is a listing of recent Construction Management projects completed over the last seven years.



Abounding Joy Lutheran Church – St. Cloud, MN
 Family Fare Foods – Dickinson, ND
 St. Cloud Children's Home – St. Cloud, MN
 Discovery Church – Sauk Rapids, MN
 South Junior High School – St. Cloud, MN
 Madison Elementary Phase II – St. Cloud, MN
 Sartell Middle School Addition – Sartell, MN



Metro Bus Historic Office Renovation – St. Cloud, MN
 Annandale Elementary School – Annandale, MN
 Sartell–St. Stephen Schools District Office – Sartell, MN
 Sartell Middle School Remodel – Sartell, MN
 Sartell High School Remodel – Sartell, MN
 Pine Meadow Elementary Remodel – Sartell, MN
 Madison Elementary Phase I – St. Cloud, MN
 Quiet Oaks Hospice House – St. Augusta, MN
 Lake George Fountain – St. Cloud, MN
 Kennedy Community School - St. Joseph, MN
 Lake Benton School – Lake Benton, MN
 Swanville Schools – Swanville, MN
 St. Ignatius Catholic Church – Annandale, MN
 Rejoice Lutheran Church – Clearwater, MN
 St. Joseph Catholic Church – Pierz, MN
 Globe University – Middleton, WI
 Globe University – Eau Claire, WI
 Globe University – Sioux Falls, SD
 Globe University – Appleton, WI
 Globe University – Onalaska, WI
 Globe University – Green Bay, WI
 Globe University – Wausau, WI
 Globe University – Madison, WI
 Globe University – Meridian, ID
 Minnesota School of Business – Moorhead, MN
 Minnesota School of Business – Elk River, MN
 Sherburne County Public Works – Becker, MN
 Princeton Municipal Liquor Store - Princeton, MN
 Freeborn Bank Historic Preservation (City of Albert Lea)
 Sauk Rapids American Legion – Sauk Rapids, MN

References

Below are six references from recent projects with elements similar to your proposed project. I included two from St. Cloud Schools since they both were involved in different capacities and on different projects.

Bryan Brown
 Supervisor of Buildings and Grounds
 St. Cloud Public Schools
 (320) 253-9370
bryan.brown@isd742.org

Kevin Januszewski

Executive Director of Business Services
St. Cloud Public Schools
320-253-9333
kevin.januszewski@isd742.org

Steve Wruck

Business Manager
Sartell-St. Stephen Schools
320-656-3721
wruck@sartell.k12.mn.us

Steve Niklaus

Superintendent
Annandale Public Schools
320-274-5602 x2900
sniklaus@annandale.k12.mn.us

Gene Harthan

Superintendent
Swanville Schools
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gharthan@swanville.k12.mn.us

Steve Bennett

Facility Manager
Lake Benton Schools
(507) 828-6875
sbennett@lakebentonschool.org

IV. CONSTRUCTION MANAGEMENT APPROACH



Pre-referendum Approach

The first thing we would do is review all of the previous work that was prepared to confirm the accuracy of the budget estimate. Moving forward from that point, as the project scope becomes more well-defined, we will continue to update the project budget and refine the project schedule. At the same we will be working closely with the Architect to address the selection of sustainable materials for the project as well as alternative materials and methods, material lead times, and

building operating and maintenance costs.

We will be in attendance at all public meetings where the referendum is addressed so that we can answer any questions that arise related to construction, the budget or the schedule. We will also work with you and the Architect to prepare the submittals for the Review and Comment to the Department of Education. Additionally we would be available to assist you in preparing the informational materials for mailing or posting, relative to the project.



Alternative Funding Mechanisms

Unfortunately other than bonding there are few large, cost effective funding mechanisms available to school districts. The USDA has available funding but bonding may be a better direction. However, a non-profit healthcare client of ours just receive a USDA loan guarantee with a locked rate of 3.5% for 40 years so if selected ,we would be happy to check into the USDA option to see if it is a better solution. Other than that,

we will work diligently to obtain the greatest amount of rebates, break the bids into separate contracts for labor and materials so we can save sales tax dollars on the materials and we will work closely with your electric provider to see if we can access some alternative funding dollars to institute “green” building systems.

At Kennedy Elementary in St. Joseph, MN we received over \$120,000 from Stearns Electric for the installation of energy-saving systems like geothermal heating and cooling, photovoltaic solar panels and a wind turbine. At Lake Benton Schools we were able to obtain a no interest loan to convert their mechanical system to geothermal and pay for the new system with a five year loan covered by the savings from converting to the new system. The District was actually able to pay them back in three years. We also have a resource that may be able to help you obtain a complete free solar panel system for the new or renovated buildings.



Cost Estimating/Cost Control During Design

The primary element to controlling costs during design is to work as a team to develop a realistic and affordable program. With an established construction budget, a practical yet aesthetic design is crucial. It is also possible to reduce costs by maintaining an aggressive schedule to ensure bidding at the appropriate time, proper ordering of materials and coordination of all contractors, eliminating down times.

Winkelman Building Corporation takes great pride in providing detailed and accurate estimates during the pre-construction phase of the project. Strong, effective cost management in the preliminary planning phase, which is 20% of the project development, will control 80% of the final construction cost. Jay Vogel, our Senior Estimator, brings 17 years of construction estimating history to this project along with a strong track record in providing detailed and accurate budgets. We have extensive historical costs from the many projects we previously constructed and look forward to providing that cost history and knowledge to your project.

We utilize WinEst Pro Plus estimating software to formulate all levels of estimates from schematic, to design development, to monthly project estimates based on final plans and specifications. WinEst allows WBC to use the latest technologies such as on-screen take off and interfacing with REVIT or BIM models during the estimating process.

Processes at all stages of estimating from early budgetary estimates to final construction estimates include but are not limited to the following:

- Estimates derived and assembled are based on the unique aspects of each project.
- Detailed quantity take-offs of the project are assembled as estimates are prepared. The level of detail continually increases as plans are further developed.
- We will work with you and the Design Team to establish the project's budget goals early in the pre-construction phase and work throughout the project to achieve those goals.
- We will consult and regularly attend meetings with you and the Design Team regarding the selection of materials, methods and equipment.
- During budgeting stages we will identify opportunities for enhancing the value of the project at an equivalent cost and/or maintain value while reducing cost through alternate materials and methods. This will take into account construction feasibility, availability of materials and labor, shipping and production lead-times, time requirements for construction and the cost of alternative designs or materials.
- We'll take time early in the pre-construction phase to review mechanical and electrical system equipment and fixtures that will be incorporated into these systems. Mechanical and electrical systems are a large part of any project and special attention to these systems early in the design phase is beneficial to determine initial costs of the systems and operating costs of those systems.
- With you and the Design Team we will review the construction documents and specifications as they are being prepared and make recommendations regarding alternatives that may be more effective or economical, yet still meet the requirements of the project.
- We will review estimates with you and the Design Team at predetermined timeframes during pre-construction to communicate budget status.
- We'll alert you and the Design Team whenever design details may adversely affect costs, constructability or schedules.
- The team will start the process early in pre-construction to assemble the contract packages that will be used during the bidding process. Building the contract packages early establishes complete packages with inclusive work scope notes that subcontractors and suppliers will use during the bidding process in order to submit thorough and accurate pricing.

Following is an example of a contract package with scope notes.:

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 daintile 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.



Value Engineering/Systems Analysis

Winkelman Building Corporation will collaborate with the Architect and the Owner at the outset and as the design is developed to generate a comprehensive design estimate and a total estimated project cost report, both of which will be based on documents available from the Architect/Engineering firm as well as all project information generated to date. Our goal is to generate solid, dependable cost projections. These projections can then be used to make further decisions regarding the scope of the project. WBC provides value analysis on alternative building materials, and we base our value engineering approach and cost opinions on current data as well as our own actual cost histories. Our intent is to provide the Design Team with the pros and cons of each option considered, not only in terms of cost but also availability, practicality and feasibility

while keeping firmly in mind at all times the goals of the Owner and the design team. We prefer to value engineer the project during design rather than after the bids come in.

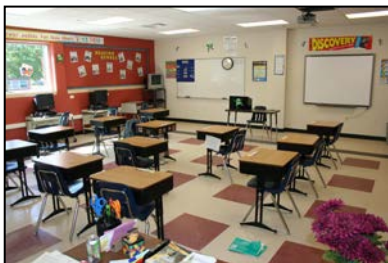


Project Scheduling

Winkelman Building Corporation will prepare a critical path schedule for the entire project timetable; from the referendum through closeout. We will coordinate and schedule the administrative aspects of the project, helping to ensure that all parties are informed and aware of their respective responsibilities and deadlines. This schedule is a computer generated linear bar chart format, with a chart/schedule generated for each segment of the job. We utilize Primavera P3e for our scheduling software.

Through communication with trade contractors and suppliers, we consider the trade contractors' material and equipment lead times, manpower requirements and individual projection of construction time required to complete their work. The schedule will be revised and re-issued to all parties, at a minimum, on a monthly basis as work progresses. Progress meetings are held on a regular basis with applicable trade contractors notified by mail to attend the required meeting. Scheduling and coordination will be a major part of the team meetings throughout the project. We will prepare a preliminary project schedule indicating timelines for the project, taking into consideration performance of the Architect's services. The schedule shall indicate anticipated critical and long lead time items. We typically use a three week rolling schedule and update it weekly to keep all parties informed. This will also be crucial for keeping staff informed of any upcoming scheduling items that may affect their work area.

We enforce the project schedule by developing a tight contract with the contractors that specifies our expectations and that we will provide three day notification if work is not performed according to the schedule. If work is still not performed according to our contract, we will hire someone else to complete the work and charge the original contractor for delays. We also work closely with the contractors to coordinate a staging area for all trailers and materials prior to commencing any construction.



Preparation of Bid Divisions

Pre-qualification of bidders prior to bid day will focus on reputable and qualified trade contractors and suppliers who are known to the Construction Manager, Architect or Owner. After bid submission and prior to awarding the contract, the trade contractor will be pre-qualified based on previous experience, customer references, professional referrals, financial stability, insurance compliance, project schedule, performance compliance and acceptance of contract documents and stipulations.

We will package the bid divisions in a manner conducive to attracting as many local contractors as possible. We will personally call and invite local contractors to bid the project. We understand the importance of local involvement from a political perspective as well as for the convenience of warranty and maintenance issues.

Winkelman Building Corporation will conduct pre-bid meetings, intended to present the project in general terms and explain the construction management bid package process to trade contractors. During this meeting we will also outline our expectations relating to staffing needs and schedule adherence so there is no misunderstanding if they are selected. Once the project scope is defined, we will consider the size and complexity of the project to determine the appropriate number of bid packages to administer. We will take into consideration the pool of qualified trade contractors when developing the bid package definitions in order to accommodate as many local contractors as possible.

Through the project schedule, we will schedule for the delivery of materials when needed and coordinate those deliveries to avoid delays.

We typically would try to create 35-45 bid divisions for a project the size as proposed. We then attempt to solicit three to five bidders for each bid division. This will create a contractor pool of 150 to 200 contractors.



Relation to and Involvement with the Architect

We believe very strongly that in order to provide for a successful project, we must all work together as a team working toward a common cause. The Owner has an independent agreement with both the Architect and CM with both firms being equal partners working to provide the best project for the price from the very beginning. It provides a series of checks and balances.

As the Construction Manager we will become involved as soon as we are brought on board, even as the details of the contract are being worked out. At the very beginning we will provide feedback relative to costs, schedules, materials, etc. It's been said that 80% of all project cost savings occur during the preconstruction stage so any input is invaluable at the very onset of a project. Our first step will be to review the work-in-progress and prepare an initial cost estimate. If our estimator and project manager identify any issues, we will provide recommended solutions to consider. We are working as a team member that is an extension of your staff in order to provide the best project for the least amount of money. Therefore we will constantly keep the other team members apprised of issues and/or suggestions as we become more involved with the design.

As an equal team member, we will provide whatever support is necessary in preparing an effective and workable project manual. We would expect to generate and have bound in the manual, the advertisement for bids as well as instructions to bidders, bid package recap, preliminary schedule, soil borings, environmental reports and proposal forms. We will also be instrumental in organizing the specification scope and definition by section to coincide with the proposed bid packages.



Bid and Award Administration

The trade contractor's bid will be closely reviewed for compliance with construction documents and schedules. Each trade contractor will be interviewed regarding his approach and commitment to the job prior to executing a contract.

Once the bids are received, reviewed and tallied, Winkelman Building Corporation will prepare an itemized Schedule of Values (cost summary). This schedule identifies each section of work to be performed and the selected trade contractor/material supplier. From the completed Schedule of Values, an anticipated cash flow analysis is prepared including material and contractor's costs which will enable the Owner to anticipate monthly progress payments. Weekly contractor meetings will provide us an opportunity to track project costs and schedules to ensure they are being maintained within the defined parameters.

The Construction Manager will internally review the cost summary on a weekly basis and provide monthly itemized reports to the Owner along with monthly application for payments and a documented progress report for approval and payment. The Architect receives a copy of the monthly summary of costs and payment application for review and comment prior to payment disbursement.



On-Site Project Coordination

Our project team will consist not only of the project manager and site superintendent, but also a principal-in-charge who will act as the liaison with the Owner and WBC on all administrative matters. The principal-in-charge, project manager and project estimator will be involved in the initial stages of the project including design input and review, budget estimates and proposed schedule. Depending upon the various

team meetings, these are the individuals that will attend all design meetings and provide value engineering as the project is designed. These same individuals will be responsible for the bidding process and awarding of bids.

Once the project starts, the project manager and site superintendent will provide the majority of attention to the project. The project manager will handle the coordination of the project with the architect; all contractor related issues and cost issues; and coordinate the project schedule and budget. He will coordinate all team meetings and present project status reports to the Owner on a bi-weekly or monthly basis as determined at the start of the project.

The site superintendent will coordinate and document the daily activities of the construction trades making certain all specifications are maintained and that any defective labor or materials are rejected. It is his responsibility to stay in constant contact with the Owner's staff to address any issues that may arise.

The superintendent will work on-site throughout the construction and completion phases of the project for an average of eight to twelve hours per day, depending upon the workload of trades operating in the field. He will operate from a mobile office trailer at the construction site or in an office provided by the Owner. He will report to the project manager who is responsible for all aspects of the job other than field coordination and documentation.



Work in and Around Existing Facilities

We have extensive experience working in occupied buildings and are very sensitive to the needs of the current occupants that are trying to perform their daily duties. We work to maintain a safe and quiet environment as much as possible. To do this, the project site will be controlled so as to limit access to the construction and we will provide insulated separation walls to divide the work space from the occupied space. We will make sure that all equipment is properly exhausted out of

the building and we will perform the noisiest tasks such as major demolition, floor cutting etc. outside of the normal work hours in the evening or on weekends.

We have worked on numerous occupied educational, governmental and office buildings. The safety and security of the students and staff are of utmost importance and we take that charge seriously. We will not only maintain a safe environment but will keep staff informed of any upcoming situations that may impact their work area so that they can plan ahead. Scheduling and phasing of the various aspects of construction will be extensively analyzed to make the project the least disruptive to everyone.



Safety Program

All of our staff undergoes rigorous safety training. Our formal program includes required completion of OSHA's training course, Competent Person Training, mandatory review of three safety videos, CPR and first aid training, annual attendance at our safety meeting where specific safety issues are discussed and outside experts are brought in for the training, equipment

operation training and we have a collection of six on-site safety manuals that are maintained by our site superintendent. Additionally, we hold weekly on-site safety meeting with all contractors and we maintain workplace safety inspection reports.

As an added feature, we contract with an outside firm to conduct random on-site inspections to evaluate our staff and all contractors on the site. If they are out of compliance, a report similar to what OSHA creates will be written and submitted to the offending firm. If we have special concerns, we can have the consulting firm make a special visit to the site at our request.



Change Order Procedure

The Architect, Owner or Trade Contractor can initiate a Request for Pricing (RFP) as a vehicle to obtain itemized pricing for an anticipated change in the project. The proposed change is described within the RFP in detail. We will identify and list within the RFP each vendor associated with the proposal and request detail pricing from them. Once pricing is obtained, we will review the individual proposals for compliance and will price out the RFP and submit to the Architect and Owner for approval. After the Architect and Owner have agreed and signed off on the RFP, we will issue individual change orders to each material supplier and trade contractor associated with the RFP prior to the commencement of work.

Change orders requested by material suppliers and trade contractors will be reviewed by us and the Architect for legitimacy. If it is determined that the change order is required, we will request detailed cost documentation from the material supplier or trade contractor. We will review the cost documentation to ensure that it meets with the local industry cost standards and assemble the documentation into a change order for review and approval by the Architect and Owner prior to commencement of the work.

We will provide, to the Owner, a detailed summary sheet identifying each change order, the dollar amount, date submitted and date approved on a monthly basis. We will not allow any work to proceed without an approved change order from the Owner or an approved field directive.



Management and Coordination of Final Start-Up, Testing and Occupancy

Winkelman Building Corporation will act as liaison/coordinator of all parties involved in the project from trade contractors and suppliers, to Owner's representatives, local building inspectors and fire marshals, in conjunction with the Architectural/engineering firm. We will implement and coordinate the punch list, Owner's operation meetings, final inspections and the completion of the work, ensuring Owner acceptance and occupancy of the facility.

All testing, training and operating of systems will be completed by the installation contractor along with your staff. Following hands-on training and prior to leaving the site, a complete operation manual will be provided for the appropriate operation of your new systems.

On behalf of the School District, we will acquire, coordinate and supervise the services of an independent commissioning firm for inspection and regulation of the mechanical systems.



Warranty Period

Construction Management services normally terminate with the end of the one year warranty period, assuming all accounts have been closed and paid and that all warranty work has been completed to the mutual satisfaction of the owner.

Warranties cover both workmanship and materials. On a material warranty, we as the Construction Manager will review it on your behalf and enforce all warranties as the Owner's representative. With a warranty on workmanship, a contractor is bound to enforce it for one year. After that time, there is no obligation. However, as your Construction Manager, we will continue to act on your behalf after that time period in the event any situations arise that can be

resolved by our firm. More importantly, we provide a **two year warranty** rather than the typical one year warranty.



Technologies and Sharing of Project Information

Communication is the key to a successful project. With smart-phones, tablet PCs and laptops; we are able to keep all team members apprised of building activities and any concerns on a daily basis. This also allows direct connectivity for Internet access, e-mailing and photo sharing. We also maintain secure Internet/WIFI in our job trailer for necessary Web-ex meetings, connectivity by team members during site visits and data sharing.

Oracle Primavera Contract Manager is the project management software we utilize for document management, job cost management and project control. Key benefits of this system include increased document control across the entire project, web-based and real-time availability to all team members, shortened submittal approval times, shortened RFI turnaround times, and streamlined payments. Our site superintendent also utilizes this software for daily construction reports, site visitor logs and safety notices, all of which are viewable by the entire team.

Oracle Primavera P6 Professional Project Management, which is utilized as our scheduling software, is also available in real-time to all project team members within Primavera Contract Manager. Additionally, we utilize commercial scanners, plotters, Blue Beam and Drop Box for efficiencies of reproducing, sharing project documentation, recordkeeping and file sharing among team members. Autodesk Revit is utilized for Building Information Modeling (BIM) as well as in conjunction with WinEst Pro for our estimating purposes.

We are also able to provide site installed web cameras for viewing the project in real time on the Internet, providing an additional form of site security as well as providing a video history of the building if owner chooses this additional feature. Weekly progress photos are taken for progress as well as for future use/archive.

Should you desire, we are also available for any semi-monthly or monthly progress reports to their building committee, executive committee or any other preferred group.

Architectural and Mechanical Support



We do have an architect on staff whose primary responsibility is to provide feedback related to design issues and building codes. He will not be involved in the actual design but will review the plans and identify any areas that may need clarification for trade contractors in order to obtain the best possible bids. We don't want the trade contractors padding their bids to cover unforeseen situations.

We do not have any engineers on staff but work with several very reputable mechanical and electrical contractors that will work with us as we prepare our bid estimates. They realize it is a competitive bid process but are willing to review the plans and provide feedback prior to bidding the project so that the District gets the best and most economical operating systems.

V. COMPENSATION

CONSTRUCTION MANAGEMENT SERVICES



Winkelman Building Corporation prefers to establish a fixed fee not dependent upon the cost of the project but rather the scope and duration of the project. Our projected fee is based on our manpower projections. Therefore the fee will vary depending upon which Option the District decides to pursue.

Based on our manpower projections, we are anticipating that under Option 1, the proposed project will take 12-13 months to construct combined with 8 months of lead time for design and bidding. Based on your projected project cost of \$27 million, our fee would be in the range of **1.3% to 1.5%**.

Using Option 2, we anticipate the project will take 15-16 months to construct combined with 8 months of lead time for design and bidding. Based on your projected project cost of \$36.5 million, our fee would be in the range of **1.2% to 1.4%**.

The above fee includes the construction manager's home office overhead and profit and the services of the following personnel both in the office and on-site: Principal-in-Charge, Referendum Consultant, LEED Consultant, Project Manager, Project Technician, Architect, Estimators, Scheduler, Accountant and the Administrative support staff. All vehicle and travel expenses for all mentioned personnel are also included in the fixed fee.



On-site Services

We anticipate the construction phase of the project will take approximately 12-16 months. However with work taking place in multiple areas at the same time, we anticipate that during certain phases of the project we will require two on-site superintendents. Therefore at this time we are anticipating 6-8 months of additional supervision creating a total need for between 18-24 months of supervision. Our monthly rate for a site superintendent is \$14,000 per month. This rates is based

on construction occurring during 2015 and 2016 and includes all of their vehicle and travel expenses as well as profit and overhead.

Once the scope, duration and phasing is completed, we will be able to provide a more accurate assessment of required time for supervision.



Reimbursable Expenses

Other than the personnel mentioned above, the only reimbursable expenses we have are for our job site trailer, trailer utilities, office supplies and communication systems which are estimated to run approximately \$2,000 per month. All other materials and services are direct project costs procured on your behalf and billed directly to you without mark-up.

IV. Additional Information

- Our educational experience dates back to 1969, encompassing more than 80 school projects.
- We have recent similar experience.

You are proposing to construct between 80,000 sf and 140,000 sf of new building space. We just completed the 145,000 new Annandale Elementary School and recently built the 136,000 sf Kennedy Community School.

You are proposing between \$2.4 million and \$5.4 million of deferred maintenance. We just completed \$9 million of deferred maintenance work for the Sartell-St. Stephen School District.

Your new construction included additions to existing, occupied schools. We just completed similar additions to South Jr. High School and Madison Elementary School for the St. Cloud School District and are just starting the addition of classrooms to the Sartell-St. Stephen Middle School.

- We aggressively seek out and contact local contractors and suppliers. Our recent 145,000 sf Annandale School Project had 40% of the 42 contractors from within 25 miles and 69% from within 50 miles. Our 138,000 sf Kennedy Community School in St. Joseph had 50% of the contractors from within 10 miles of the site. Our Swanville School project which is in a very rural area had 72% of the contractors from within 50 miles of the site. Our goal is to attract a minimum of 5-10 bidders across each of the 35-45 bid divisions seeking as many local contractors as possible. This is not only good public relations for the District but also great accessibility for warranty and maintenance items.
- We were the first out-state construction firm to have LEED Accredited Professionals on our staff. In fact, three of the proposed team members are LEED Accredited Professionals. We recently completed a 138,000 square foot elementary school that achieved Gold LEED status and have constructed more than 20 “green” building projects over the past seven years including a Silver LEED Certified building as well. Whether you are seeking LEED certification or just interested in sustainable building methods and materials, we look at every project for potential savings. The referendum gives you money to construct a new building but it doesn’t provide you money for increased operation. Therefore it is important to minimize operating costs as much as possible through sustainable construction.
- Safety is of paramount importance. We understand the importance of securing a safe work environment and ensuring the safety of everyone involved in and around the project. Over the years we have consistently received the Gold Step Safety Award from the American Building Council. We also hold mandatory weekly safety meetings for all of the on-site trade contractors.
- We’ve been in business for forty-five years, with the same owners for the past thirty-one years. We have been a very stable firm with the president of the firm joining WBC the second week it was open and the Senior Vice President, and second largest shareholder, having been here thirty-three years.
- We employ full-time estimators which ensures early budget accuracy.
- We’re large enough to perform on complex construction projects, yet small enough to listen to your concerns. Due to our size and stability, we are able to provide you with an “A-caliber” project team of senior construction personnel with over 100 years of combined construction experience.
- We do not self-perform any of the work; therefore we never compete against the local contractors.
- We work closely with the architect during the planning stages so that we can provide valuable input toward alternative building materials and systems that can save you time and money in construction and operating expenses.

- We're proactive. We anticipate problems and create solutions.
- We are team players incorporating the trade contractors as integral members contributing to the success of the project. We treat them with respect and keep them informed of our expectations while holding them accountable for meeting project deadlines, budget and quality. To minimize conflict during construction we hold pre-bid meetings at which time we explain the phasing schedule for the project and layout our manpower expectations informing the bidders that if they can't meet our timelines they shouldn't bid the project.
- WBC has earned a reputation of confidence and respect with trade contractors throughout the state. We encourage you to contact local trade contractors that work with us.
- Owners select our services because we are a firm that has proven our trustworthiness and effectiveness time and time again. We pride ourselves on long lasting relationships as is evidenced by the fact that we constructed seventeen Minnesota School of Business/Globe University Campuses. Over the years we have been involved on seven building projects for the St. Cloud School District and are working our third straight year on projects for the Sartell- St. Stephen District. At Annandale we built the new elementary school, have done additions to their middle school and several years ago built their high school.



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