



PROPOSAL RESPONSE FOR:
SUPERIOR FIRE STATIONS 2 & 3

NOVEMBER 12, 2024



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REQUEST FOR QUALIFICATIONS

SUPERIOR FIRE STATIONS 2 & 3

Dear Camron,

Adolfson & Peterson Construction (AP) is excited about the opportunity to partner with the City of Superior, Superior Fire and the Superior Community for the construction management services for the Superior Fire Stations 2 & 3. We're equally thrilled to provide a project team of top professionals to serve the City of Superior. We're confident that, together, we'll deliver construction manager-at-risk services that exceed project goals and expectations.

For over 78 years, AP has been grounded in core values, taking a collaborative, hands-on approach that commits to excellence in all we do, every day. Our ease of collaboration, familiarity, and comprehensive understanding of municipal, public safety and fire station projects make us the ideal candidate to be your partner.

We're eager to build a partnership based on trust, quality, and performance. We understand the importance of aligning with a construction manager who is fully committed to your success and share in the dedication already invested in this project. With confidence, **we promise our team is ready to begin and committed to going above and beyond to ensure the facility is a source of pride for the City of Superior, Superior Fire and the Superior Community.**

AP's mission, "WE BUILD. trust. communities. people." is ingrained in our culture and project delivery. Together, we will build trust, enhance communities, and empower people locally while delivering an exceptional building experience.

Thank you for the opportunity to provide the City of Superior with our proposal. If you have any questions about AP, our services, or our submission, please don't hesitate to contact me at any time.

Sincerely,



Patrick Sims, Project Executive

p: (218) 606-2011

e: psimis@a-p.com

ATTENTION:

Camron Vollbrecht
Fire Chief

Superior Fire Department HQ
3326 Tower Avenue
Superior, WI 54880

Adolfson & Peterson Construction Overview

CONTACT DETAILS

Company Name	Adolfson & Peterson Construction
Company Website	https://www.a-p.com/
Contact Name	Patrick Sims
Contact Position / Title	Project Executive
Contact Office Phone	(218) 600-5510
Contact Mobile Phone	(218) 606-2011
Contact Email	psims@a-p.com

We offer preconstruction and construction services to the commercial, education, healthcare, hospitality, industrial, mission critical, multifamily, municipal, recreation and senior living market segments.

GENERAL INFORMATION

Year Founded	1946										
Shareholders / Owners	Adolfson & Peterson Construction (AP) is a family-owned company. Shareholders of the company are family members. A list of shareholders can be provided upon request.										
Location of Headquarters	5500 Wayzata Boulevard, Suite 600 Minneapolis, MN 55416										
Additional Offices	<table border="0"> <tr> <td>Arizona</td> <td>Colorado</td> <td>Minnesota</td> <td>Texas</td> <td>Wyoming</td> </tr> <tr> <td>Tempe</td> <td>Aurora Johnstown</td> <td>Bismarck (ND) Duluth Minneapolis</td> <td>Austin Midland Richardson San Antonio</td> <td>Cheyenne</td> </tr> </table>	Arizona	Colorado	Minnesota	Texas	Wyoming	Tempe	Aurora Johnstown	Bismarck (ND) Duluth Minneapolis	Austin Midland Richardson San Antonio	Cheyenne
Arizona	Colorado	Minnesota	Texas	Wyoming							
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Location of Offices Who Will Assist During the Project	Duluth: 408 W Superior Street, Duluth, MN 55802										
Total Number of Employees	710										

FINANCIAL & LEGAL INFORMATION

Annual revenue of past three years	Total combined of last three years: \$3,871,000,000
Company Revenue 2024	\$1,185,000,000
Company Revenue 2023	\$1,013,000,000
Company Revenue 2022	\$1,008,000,000
Bond Rate	.575%
Bonding Capacity	\$150M per project, \$1B total

SAFETY

EMR Rate 2024-2025	0.63
EMR Rate 2023-2024	0.92
EMR Rate 2022-2023	0.89
EMR Rate 2021-2022	0.84



Living up to our name.



PROJECT TEAM



Patrick Sims
Project Executive
Main Point of Contact



Cody Voll
Senior Preconstruction Manager



Brandon Kellermann
Senior Project Manager



Tom Brunette
Senior Superintendent

SUPPORT TEAM



Jared Anderson
Regional Safety Director



Paul Widmer
MEP Manager



Joe Bohrod
Quality Manager



Jordan Tatro
Virtual Construction Engineer

Each member of our team is ready to begin work immediately upon selection as the City of Superior’s construction manager. The City of Superior can be confident that our team will dedicate the time and expertise needed to deliver superior preconstruction and construction services. Our current workload allows us to meet or exceed the project start dates outlined in the RFQ. AP has strategically prioritized this project within our organization, and we have proactively begun allocating manpower and resources to begin immediately upon project award.



Patrick will lead the preconstruction phase, overseeing the integration of Brandon and Tom into the project as the final design takes shape. Together with Cody, he will manage key preconstruction efforts, including estimating and budgeting, the bidding process, constructability reviews, material analysis, and overall project planning. At the appropriate time, he will engage the architect to ensure

a high-performing building envelope and mechanical systems. During construction, Patrick will serve as Director of Operations for AP's northern operations, supporting Brandon and Tom with the necessary resources for project success. He will work to ensure the satisfaction of the City of Superior and other stakeholders throughout the project.

27 YEARS OF EXPERIENCE

EDUCATION

B.S., Industrial Technology with emphasis in Construction Management, Bemidji State University

A.S., Architectural Drafting and Design, North Dakota State College of Science

PATRICK SIMS

PROJECT EXECUTIVE

RELEVANT PROJECT EXPERIENCE

City of Chisholm - Public Safety Building
Chisholm, MN | \$11,820,000 | 22,500 sf

Duluth Seaway Port Authority East Annex
Duluth, MN | \$8,537,804 | 56,000 sf

City of Hibbing - Public Safety Building (Preconstruction)
Hibbing, MN | \$29,600,000 | 64,130 sf

McLeod Cooperative Power Facility
Minneapolis, MN | \$9,074,000 | 58,125 sf

REFERENCES

Larry Folstad: City of Chisholm, (218) 969-6789

Greg Pruszinske: City of Hibbing, (218) 969-4850



Cody will lead AP's estimating activities for the project, ensuring alignment with the project budget. He will provide detailed conceptual estimates from CM selection through design development, delivering final construction estimates based on project plans and specifications. Using AP's estimating resources and personnel, he will build local subcontractor relationships to ensure accurate pricing and cost

control. Cody's primary responsibility will be budget oversight and estimating services for the City of Superior. Working with Patrick during preconstruction, he will assist with material selections, market volatility assessments, subcontractor selection, project bidding, value analysis, and insights into current market conditions. His expertise in project budgets and local costs will be a valuable asset to the project and the City of Superior.

12 YEARS OF EXPERIENCE

EDUCATION

B.S., Construction Management, University of Northern Iowa
Minor, Business Principals, University of Northern Iowa

CODY VOLL

SENIOR PRECONSTRUCTION MANAGER

RELEVANT PROJECT EXPERIENCE

City of Hibbing - Public Safety Building (Preconstruction)
Hibbing, MN | \$29,600,000 | 64,130 sf

Mystic Lake Hotel
Prior Lake, MN | \$45,000,000 | 299,422csf

Mandaree Community Center
Mandaree, ND | \$90,000,000 | 94,000 sf

Mandaree Healthcare Clinic
Mandaree, ND | \$20,000,000 | 17,000 sf

REFERENCES

Eric Hoffer: JLG, (701) 365-0397

Jeremiah Simones: Brunton Architects, (612) 435-0691



Brandon will support Patrick and Cody during preconstruction and will be the project management lead during construction. Brandon will ensure project documentation is timely and complete, with open lines of communication at all times during construction. He will ensure AP's integrative approach continues throughout the project duration. Brandon has extensive experience with labor agreements, coordinating efforts with unions and will promote harmony. He will lead weekly construction meetings and the timely issuance of meeting minutes, as well as provide monthly budget updates. He will lead AP's QA/QC program and ensure the highest level of construction quality. Brandon has over 26 years of experience to bring to this project.

26 YEARS OF EXPERIENCE

EDUCATION

B.S., Industrial Technology with emphasis in Construction Management, Bemidji State University

BRANDON KELLERMANN

SENIOR PROJECT MANAGER

RELEVANT PROJECT EXPERIENCE

City of Chisholm - Public Safety Building
Chisholm, MN | \$11,820,000 | 22,500 sf

City of Hibbing - Public Safety Building (Preconstruction)
Hibbing, MN | \$29,600,000 | 64,130 sf

Duluth Seaway Port Authority East Annex
Duluth, MN | \$8,537,804 | 56,000 sf

McLeod Cooperative Power Facility
Minneapolis, MN | \$9,074,000 | 58,125 sf

REFERENCES

Stephaine Skraba: City of Chisholm, (218) 421-7118

Kevin Beardsley: Duluth Seaway Port Authority, (218) 830-0270



Tom will be the on-site lead for the AP team, he will handle scheduling and coordinating daily construction activities. Tom has a strong mechanical and electrical background which will ensure a high performing mechanical system. His involvement during preconstruction is vital to the quality of final construction documents as he sees the project through the site and work sequencing

perspective. He will implement AP's QA/QC program at the subcontractor level which will further ensure a project constructed to the highest level of quality. He has extensive experience working on municipal projects, which will ensure a positive construction experience for the Superior community.

31 YEARS OF EXPERIENCE

EDUCATION

Tom chose to pursue a career in construction after high school, gaining hands-on experience and practical skills on the job site.

TOM BRUNETTE

SENIOR SUPERINTENDENT

RELEVANT PROJECT EXPERIENCE

City of Chisholm - Public Safety Building
Chisholm, MN | \$11,820,000 | 22,500 sf

City of Hibbing - Public Safety Building (Preconstruction)
Hibbing, MN | \$29,600,000 | 64,130 sf

Duluth Seaway Port Authority East Annex
Duluth, MN | \$8,537,804 | 56,000 sf

St. Louis County Public Works Facility*
Cook, MN | \$24,000,000 | 141,000 sf
Prior to AP*

REFERENCES

Larry Folsted: City of Chisholm, (218) 969-6789

Stephaine Skraba: City of Chisholm, (218) 421-7118



JARED ANDERSON

Regional Safety Director

Jared will lead execution of construction risk, safety management, and industrial hygiene for the project. He supports AP's corporate safety policies, procedures, and goals. Jared will be responsible for enforcing and monitoring the project's safety requirements, and his close involvement will ensure that public and worker safety is a top priority.



JOE BOHROD

Quality Control Manager

Joe brings the team an in-depth understanding of specialized Quality Assurance/Quality Control (QA/QC) processes. He will be responsible for working with the design, construction and, ownership team to understand challenges and oversee construction implementation activities as an independent reviewer. He will support the direction, establishment, and implementation of AP's QA/QC program.



PAUL WIDMER

MEP Manager

Paul is supporting the coordination of mechanical and electrical services. He works collaboratively with design teams and owners to infuse our projects with practical, sustainable solutions that enhance building performance. He maintains a steadfast focus on the project's sustainable design objectives and translates that knowledge into high-performance buildings achieved within established construction budgets.



JORDAN TATRO

Virtual Construction Engineer

Jordan will work with the preconstruction team to facilitate the creation of a smooth and efficient construction process by designing a comprehensive virtual building model. Her tasks will involve overseeing the development and management of the Virtual Construction process, utilizing Virtual Design Construction (VDC) to prevent collisions and ensure safety, providing assistance with scheduling decisions during preconstruction and coordinating the model implementation, and providing support for cost estimates during preconstruction coordination.



AP'S VALUE TO THE CITY OF SUPERIOR: STREAMLINED SUPERIOR DELIVERY

- Efficiency – project communications and collaboration
- Consistency – deliverables and delivery
- Accountability – one point of contact for the project
- Execution of project similarities – materials and equipment
- Time efficiency – allowing Superior to manage business as usual
- Confidence – extensive experience with municipal projects



CHISHOLM PUBLIC SAFETY BUILDING

Chisholm, MN | \$11,820,000 | 22,500 SF | CMAR

PROJECT SCOPE

The Chisholm Public Safety Building is a new 22,500 SF facility for the Chisholm Fire Department, Police Department, and EMS Services for the City. The project received funding from several sources including the USDA, federal congressional spending dollars, Iron Range Rehabilitation (IRRR) dollars, and State of Minnesota Bonding Funds. The project was designed/engineered to utilize the Minnesota B3 Buildings, Benchmarks & Beyond guidelines for sustainability and energy standards. The City of Chisholm had the project on their radar for over 20 years, which made this a “long-time coming” and a high-profile project for the City and the Chisholm Community.

OVERCOMING CHALLENGES

The project budget was originally established in 2018 and any changes in the construction market occurred since then. AP was selected as the City’s CMAR in December 2022 and the first task was to confirm the project budget. AP provided a solid estimate that was higher than the City’s original budget. AP worked with the design team and the City to provide value-analysis and provide cost reductions that did not impact the quality of the facility. AP successfully navigated the value-analysis effort and reduced the project budget nearly \$2.4 million, putting the project within the City’s budget.

“ AP has been an ideal partner for our project. They have kept our contractors on pace, making sure the project is flowing smoothly and that all parties are accountable for the tasks they signed on to complete. I was curious on one certain day when dirt work stopped. It turned out the contractor in charge of the removal had taken their street sweeper to another job. AP management had shut down the job until the equipment was back on site to ensure that our citizens streets remained free and clear of debris. **It showed that they were just as concerned about our community as they were the project at hand.** The staff is kind, courteous and above all else professional, yet very direct and upfront with their (our) expectations. **I would hire them again immediately for our next project and would highly recommend their services to anyone inquiring.**”

- Adam Lantz, City of Chisholm Mayor



DULUTH SEAWAY PORT AUTHORITY EAST ANNEX

Duluth, MN | \$8,365,528 | 56,000 SF | CMAR

PROJECT SCOPE

The Duluth Seaway Port Authority (DSPA) East Annex Warehouse Expansion includes a 56,000-sf addition. The project addition includes 48,000 sf of warehouse area with new truck docks and approximately 8,000 sf of expanded, enclosed rail dock which will accommodate approximately three additional rail cars for loading and unloading.

SIMILARITIES TO PROPOSED PROJECTS

This was the DSPA's first CMAR project in their long history as an economic icon of the Superior Port, as well as the first project with AP. The DSPA project is similar as it is a strong representation of a local project to the Duluth and Superior markets, with a successful preconstruction effort, 100% percent local trade participation, local union navigation, overcoming challenges, and the importance of completing a project on time and on schedule. This demonstrates AP's dedication to our clients regardless of the project type.

“ Adolfsen & Peterson Construction recently completed a 56,000 sf rail-served warehouse expansion at the Duluth Seaway Port Authority's Clure Public Marine Terminal. This was our first time working with AP, and we were very satisfied with their professional and knowledgeable team. The project managers effectively communicated challenges and solutions, delivering the project on budget and ahead of schedule despite supply chain issues and the complexity of working within an operating terminal. **I highly recommend AP to any organization seeking an experienced construction manager and general contractor.**”

- Deb Deluca, Executive Director, Duluth Seaway Port Authority



MCLEOD COOPERATIVE POWER FACILITY

Glencoe, MN | \$9,074,000 | 58,125 SF | CMAR

PROJECT SCOPE

The McLeod Cooperative Power (MCP) project is the construction of a 58,125-sf new power cooperative headquarters. The facility includes 11,925 sf of office space, with 46,200 sf of warehouse/garage space. The warehouse includes a wash bay, a mezzanine for material storage, large equipment truck parking, laundry, and electrical/mechanical service spaces. The exterior walls are precast concrete panels with steel joists and decking roof structure and concrete slab-on-grade. The site work consisted of a storm water management pond, asphalt parking, drive lanes, concrete aprons and a gravel surface for electrical pole and electrical equipment storage.

OVERCOMING CHALLENGES

The McLeod Power Cooperative project was challenging with a very tight budget and a complex board to navigate decisions. AP worked with the design team and took a creative approach to value-analysis to reduce the project budget. In conjunction with budget alignment, decisions were being held as to the location of the project. AP provided site analysis to provide the most economical site to the project, which united a complex board and facilitated the decision on a location build the new facility. This project has similar features to the superior projects such as offices, training rooms, break rooms, vehicle bays, exhaust system, overhead doors, and secure entrance.





THORNTON FIRE STATION

Thornton, CO | \$7,196,572 | 8,810 SF | CMAR

PROJECT SCOPE

This new 8,810 Fire Station for the City of Thornton sits on 2.6 acres. The masonry facade and structural steel framed facility is designed with two, clear-span-bays for apparatus, associated support rooms and a mezzanine with training wall. The Fire House includes six bunk rooms, day room, offices, kitchen, dining, covered patio and a fitness center. Site work included setbacks for preparation of York Street widening, detention ponds and parking. Utility ties cross York Street and a generator was installed to ensure redundant systems.

OVERCOMING CHALLENGES

To meet the challenge of short project durations, our team ordered materials in good faith before the contract was fully executed, thanks to our strong relationship with trade partners. We adjusted the start date to better align with procurement timelines and conducted a robust value engineering (VE) exercise to meet the project budget. Working closely with the ownership and design teams, we kept the project on track. On bid day, we were the only contractor willing to accept the risks related to the tight schedule and procurement challenges stemming from COVID. Additionally, with the Fire Station located near a neighborhood and main highways, we prioritized dust containment, noise control, and fencing to minimize disruptions and respect the community.



PROJECT APPROACH

Construction Management at Risk Philosophy/Integrated Project Delivery (IPD) Approach

AP's CMAR philosophy is one of collaboration, partnership and a T.E.A.M. (Together Everyone Accomplishes More!) approach. This approach is based on the Integrated Project Delivery (IPD) methodology. By embracing the IPD approach, with open lines of communication through collaboration, AP's team will seamlessly transition into the team and will review, confirm and provide expert advice regarding the schedule, budget, plan and, risks that will guide the project until completion with the City of Superior's best interest in mind. That is one aspect that sets AP apart from other construction managers, everything we do is in the best interest of the City of Superior, Superior Fire Department and the Superior Community!

Our team has a complete understanding of the IPD project delivery approach and has learned how to collaboratively harness the talents, knowledge and insights of all participants and stakeholders. Effective use of the IPD approach allows for the concurrent and multi-level exchange of knowledge and expertise among team members, openly sharing information and utilizing technologies, which gains trust and respect amongst team members.

Our team's utilization of the IPD project delivery surpasses the planning of the project during preconstruction, but seamlessly continues into construction when trade partners are engaged. The IPD approach is important to integrate with the construction of the facility and allows our team to maximize the knowledge of our trade partners and bring their skills and talents to the table.

Preconstruction Services

Customer Service: A Client-Centric Approach

AP's approach to preconstruction is straightforward – we prioritize the Superior Fire Department's needs above all else. Our customer service is centered on clear communication, collaboration, and a steadfast commitment to understanding your vision. This client-centric approach goes beyond simple planning. It's a collaborative process that turns your vision into a thorough, actionable plan tailored to your priorities.

Transparency and Informed Decisions: We believe in empowering you, the client. During preconstruction, we present all options, allowing you to make informed decisions based on a comprehensive understanding of every project detail.

Collaboration from the Start: Preconstruction is a team effort. We bring together all team members to foster open communication from the project's inception. This aligns everyone with project goals and prevents miscommunication.

Mitigating Risks: Ensuring Success

Throughout the entire preconstruction duration, we proactively search for potential obstacles and risks. These may include unforeseen cost increases in materials, extended lead times for materials, and/or unexpected changes to the project scope. We aim to maintain price stability throughout your project, even in volatile markets.

We recognize that budgets can fluctuate during preconstruction, which is why we proactively identify and address potential challenges before they arise. By offering cost-saving solutions and maintaining transparent communication, we ensure your project stays on track. We see the budget as a shared responsibility and take pride in sharing accurate and valuable information.

The Three Pillars of AP's Preconstruction Approach



Our commitment to mitigating risks translates into real benefits for our clients, addressing financial risks, project quality, and job site safety concerns. By proactively managing these risks, we help safeguard your investment and ensure a secure work environment. Here's how:

Scope Creep & Financial Risk: Our team is aware of construction cost fluctuations in real time. During preconstruction, we use this knowledge to manage risks proactively. Our superior estimating approach considers every detail to minimize scope creep, the leading cause of budget overruns. As stewards of your budget, we focus on efficient resource allocation and identifying cost-saving measures.

Safety First: Safety is paramount. Preconstruction allows for early identification and mitigation of safety hazards, creating a safer work environment for everyone involved. This proactive approach protects lives and reduces the risk of costly delays due to accidents.

Quality Matters: We deliver high-quality projects. Preconstruction allows us to identify potential quality risks based on experience and industry trends. By proactively addressing constructability concerns early and often, we ensure the final product meets the highest standards the first time.

Meticulous Approach: The AP Advantage

At AP, preconstruction is fundamental to project success. With nearly 80 years of experience, we know success starts with open communication. We work hand-in-hand with you, the design team and other stakeholders to ensure alignment with project goals.

Our meticulous approach takes planning a step further. The more we dig into details, the greater our understanding of your project. This translates to accuracy and minimizes surprises down the line. We proactively assess and mitigate potential challenges through risk evaluation. Additionally, our design-driven estimating software leverages 3D modeling, which provides real-time cost insights, allowing you to instantly see the impact of design changes on elements such as walls, floors, and fixtures. This saves valuable time and resources for everyone involved.

By partnering with AP during the preconstruction phase, you gain more than just a plan; you gain a collaborative roadmap to achieve your vision. We prioritize clear communication, transparent decision-making, and unwavering focus on your goals. Together, we can navigate unforeseen challenges, mitigate risks, and ensure your project is delivered on time, within budget, and with an unwavering commitment to safety and quality.

Construction Philosophy

The best actions have a plan behind them. Our construction philosophy begins in the preconstruction phase with a collaborative team approach between the City of Superior, the design team and other stakeholders that share our values of building for our communities. A detailed construction plan develops during preconstruction, so once construction is ready to begin the integration is seamless.

Our experienced field staff follows AP's guidelines and protocols, coupled with the goals developed during preconstruction, to ensure your project is delivered on time and on schedule. The importance we place on collaboration in the beginning of the project is carried through construction where communication is open and clear.

As your Construction Manager, AP will accept complete control, responsibility, and accountability for all aspects of construction and the site. The highest of these responsibilities is the safety of the work force, pedestrians, and adjacent residences. The site must be set up safe, compliant, and efficient.

Your finished building will be evidence how we provided the optimum value for your investment. This vision guides us every day to deliver the highest standards of workmanship and integrity in construction living up to your name, Superior!



Construction Management at Risk Experience

AP is one of the nation's leading construction management firms and has extensive knowledge and experience with the Construction Manager At Risk (CMAR) delivery method.

AP has completed and continues to achieve success in the CMAR delivery method for many state, county and city projects. In fact, AP is a pioneer with the CMAR delivery and has a 82% of all AP projects delivered as a CMAR throughout the upper Midwest. AP is currently in preconstruction for City of Hibbing on their Public Safety Building, and recently completed the City of Chisholm Public Safety Building, both as a CMAR. For over 30 years we have been using a similar process with our private and public clients with excellent results and success as well.

We have rigorous processes for CMAR delivery that have been influenced by our experience with this and other delivery methods. We will be the Superior Fire Department's trusted adviser and we will complete the project on time and on budget while also minimizing risk for the City of Superior.

AP's CMAR scope of work has been utilized on past projects and is among the most thorough in the construction industry. Our team understands that every project is unique and may require an addition or modification; and we will be happy to incorporate additional scope of work requirements as needed or requested by the City of Superior and the Superior Fire Department.

True Collaboration

The results of true teamwork are reliable estimates, valuable communication, smooth processes, and high-quality construction. At AP, we encourage solid contributions from key members of the core team, which allows for high standards to be set toward the same main goals. These are just a few of the ways that we work together:

- We will provide direction during preconstruction and construction while you and the architect/designer are asked to integrate their own insight and expertise into the process.
- Our design and construction team will provide early input on scheduling, value added analysis and cost alternatives.
- We will make recommendations on construction feasibility, availability of materials/labor, time requirements for installation/construction and factors related to cost.
- Our estimating team will collaborate with the core team and subcontractors to address initial cost, alternative designs or materials and possible savings.

QUALITY ASSURANCE / QUALITY CONTROL

BUILD IT RIGHT THE FIRST TIME!

AP's project specific quality program ensures that projects are built right the first time – from preconstruction through the delivery of the final project. The successful execution of AP's QA/QC program is the result of commitments and participation by every project participant – AP, City of Superior, Superior Fire Department, trade partners, suppliers, inspectors, and consultants.

Our team will provide a project specific QA/QC program which details the project's requirements. The tailored QA/QC manual will be maintained throughout the construction of the project. AP's approach to QA/QC goes beyond ensuring conformance with design specifications in the field. The comprehensive, project specific QA/QC program will be established during preconstruction, literally months before construction begins, providing you with value analysis determinations, life-cycle analysis, and constructability reviews.

Complete Constructability Review

To confirm the constructability of your project's design, AP will review drawings and specifications throughout the design process and continuously solve even the slightest quality control issues. Throughout plan development, we will identify potential cost savings in materials, methods, and design. This process ensures a cost-effective and efficient design without altering the scope of work or design integrity.

AP's constructability review process involves these three formal checkpoints:

- 1. Schematic Review:** All building systems are reviewed for availability, compatibility, and cost effectiveness.
- 2. Design Development:** System interfaces are inspected, and we offer suggestions for improvements on project details.
- 3. Construction Document Review:** Coordination of trades and general plans are confirmed, and any inconsistencies that could compromise optimum efficiency are modified.

Through daily construction activities, AP will continuously communicate various labor and material markets that will impact your project. This helps eliminate common potential construction issues right from the start.





FEDERAL AND STATE REGULATIONS

Our team is very familiar with the Wisconsin State Regulations regarding the construction of a public project. Our team is supported by our corporate legal and risk team that provides in depth dissection of any regulations that may affect the project. AP has successfully delivered several projects that required either Federal and /or Wisconsin State Regulations. AP is also well versed with projects that have multiple funding sources including Federal and State funding.

BUDGET MANAGEMENT/COST CONTROL

STARTS AT THE BEGINNING!

The key to successfully managing a project budget is to start early at the beginning of preconstruction. Delaying the development of a project budget will only make it far more challenging to make decisions that affect the project.

There are four components to budget management:

1. Develop an accurate project estimate.
2. Develop an accurate project schedule.
3. Communicate the project budget.
4. Identification of risks to the project.

Development of an accurate project estimate requires local subcontractor cost data with the first conceptual cost model estimate at the beginning of preconstruction. Our team does not rely on square foot costs or a database to develop an estimate, there is too much room for error and will not provide an accurate estimate that is required to guide a solid project budget. Utilizing local subcontractor pricing will ensure an accurate estimate is developed, which leads to a project budget that is realistic and comprehensive.

Our team will create a project schedule that identifies the project duration that is accurately reflected within an estimate. Time equals

dollars and having an accurate construction duration will capture an accurate representation of cost within an estimate.

Communication with the Architect and Engineers regarding the project budget is crucial to control the project budget throughout the design phases. Our team will collaborate with the design team to gain important project-related scope of work items that impact the estimate, thus impacting the project budget. The project budget will then be utilized to guide the design of the facilities through each phase of the design and will be the basis for decision making.

Risk identification is very important to controlling the project budget. Our team will develop a risk register that will outline potential project risks that could negatively affect the project budget. Development of a risk mitigation plan that captures the associated cost impacts to the project will be included within the estimates and will provide control of the budget.

Every Dollar Counts

AP will custom-create a competitive and detailed estimate at each design phase. To identify cost variances, we track line-item costs and monitor the budget throughout the construction process. That means you can tweak designs and options throughout the project for the best possible value for each dollar. Here's how we make our estimates:

- We understand that cost control and budget management are top priorities for you, so we make them our top priorities as well.
- Careful reviews of construction plans will allow the core team to finalize the initial cost estimate and control costs throughout preconstruction.
- Reasonable subcontractor unit pricing and estimates minimize surprises and maximize productivity in the long run—plus, we have access to the best subcontractors at the most competitive rates in the industry.

PUBLIC PARTICIPATION/COMMUNICATION

Our team brings extensive experience with public projects and fully understands the importance of community trust and transparency. Throughout the project, AP will work closely with the City of Superior and the Superior Fire Department to provide regular updates and meaningful communication to keep the community informed and engaged. We'll coordinate public meetings, share progress updates, and ensure all messaging is clear, timely, and approved by the City of Superior. Our goal is to create a collaborative environment where the community feels confident in the project's progress and impact.

RESPONSIBILITY ASSIGNMENT

Our team will utilize Procore to assign tasks and responsibilities to the various team members. All team members, including the City, Fire Department, design team and other stakeholders will be added to Procore and will be assigned certain tasks and responsibilities throughout preconstruction, design and construction phases. Procore will monitor progress and will send out regular reminders to the project team members that will hold each accountable to the tasks and responsibilities assigned to them. Procore will be customized to be project specific and will be an effective tool throughout each project phase.

PROJECT SCHEDULE

Critical Path Method Scheduling

As mentioned previously, it is important to develop a project schedule early in the process. The project schedule starts as an overall project schedule with a critical path approach.

To provide a clear vision of your project's direction, we will provide a breakdown of construction activities using our state-of-the-art Critical Path Method (CPM) scheduling software P6 Primavera.

The project schedule will offer a concise, easy-to-read map of the timeline and budget with an ultimate focus on reaching critical milestones. To ensure that all short-term and long-term goals are met, AP implements:

- Weekly meetings involving all key members of the design and construction team throughout the project
- Weekly job-site meetings with all subcontractors.
- Weekly monitoring and re-evaluation of subcontractors' personnel, equipment and availability of materials.
- Three to four-week forecasting schedules, updated from progress demonstrated at the weekly subcontractor meetings.
- Monthly updates to regularly adjust the master schedule as the core team deems necessary.

PROJECT BUDGET/COST ESTIMATING

Our team understands that an efficient, accurate cost estimating process will be required, and any cost analysis will require a timely turnaround to keep projects moving forward and on schedule. We understand that cost estimating needs to harmoniously flow with the design and not create interruptions or delays. Furthermore, we understand that decisions will be made based on the cost estimates and cost analysis information our team provides.

Cost estimates will be prepared near the completion of each design phase. Our team will also provide real-time cost information and analysis as needed throughout the design process, allowing to make timely decisions. In the early phases of cost estimating, AP uses a systems-based format. With every estimate we provide, we will establish quantities and obtain trade contractor input. This allows us to establish an accurate baseline estimate from which decisions can be made. This estimate will be utilized for all future budget analysis and value engineering efforts if required.

OCCUPANCY/WARRANTY

Our team will begin the process of occupancy months in advance of project completion. This process includes collaborating with the Superior Building Official early to ensure code compliance and avoid any delays with the occupancy process. AP will assist the Fire Department with the FFE procurement, delivery and installation prior to full occupancy. AP will schedule occupancy-specific meetings to collaborate with the City, Fire Department and the design team in preparation for full occupancy. The process of occupancy will be a smooth transition from construction to fully functional facilities.

AP's warranty assistance process is simple – contact AP and we will address any warranty concern or issue. Our team will first assess the warranty item to determine the responsible trade. AP will contact the responsible trade and direct them to correct the warranty item. AP will track the warranty item until it is replaced or repaired, ensuring the City's and Fire Department's complete satisfaction. Typical construction industry standard warranty is one (1) year, but the relationship we create with our clients last forever.



COST CONTROL/VALUE ANALYSIS

Continuous Value Added Analysis

Excellence in preconstruction represents a balance of design, function, and budget. Continuous value added analysis will allow for timely action to be taken on a regular basis to achieve the best cost and quality.

To continuously cycle value back into the project, AP will work with the City of Superior to regularly analyze materials and methods, identify potential cost savings and propose cost-effective options. The result is an efficient, cost-effective facility that works well for its occupants.

AP's value added analysis is based on these five fundamental principles:

1. Initial Cost

We analyze all building materials that will impact cost, and we study how overall construction might affect the cost of project materials.

2. Maintenance/Operating Cost

We study the projected overall maintenance, energy consumption, and operating costs in order to meet the client's maintenance budget.

3. Lifecycle Analysis

We analyze the expected life cycle of the facility relative to initial cost in order to ensure that we provide the best possible efficiency well into the future.

4. Environmental Analysis

We construct high-quality work while minimizing effects on the environment by studying environmental impacts of manufacturing, materials, and construction.

5. Schedule Impact

To economize on time and money spent we analyze material and manpower availability, taking all impacts on the master schedule into consideration.

CONTRACTOR PRE-QUALIFICATION

Through our signature procurement strategy, we carefully select qualified subcontractors with project-specific capabilities in order to offer competitive pricing, efficient schedule coordination, and optimum reliability.

AP offers these advantages in choosing the most qualified subcontractors for your project:

Pre-Qualifying

Our established network of the best contractors at the most competitive rates means a value-built, long-lasting facility for you.

We use our extensive databank to match the most qualified subcontractors to each bid category so every job gets done efficiently and with precision.

We will pre-qualify the right subcontractors just for your project.

We conduct subcontractor meet and greets locally to engage as many local Superior and Iron Range subcontractors as possible.

Defining the Scope of Work

We clearly define the scope of work for each pre-qualified subcontractor to clarify the exact materials and labor to be included in the bid.

All divisions of work are packaged for competitive pricing, productive installation, and efficient sequencing.

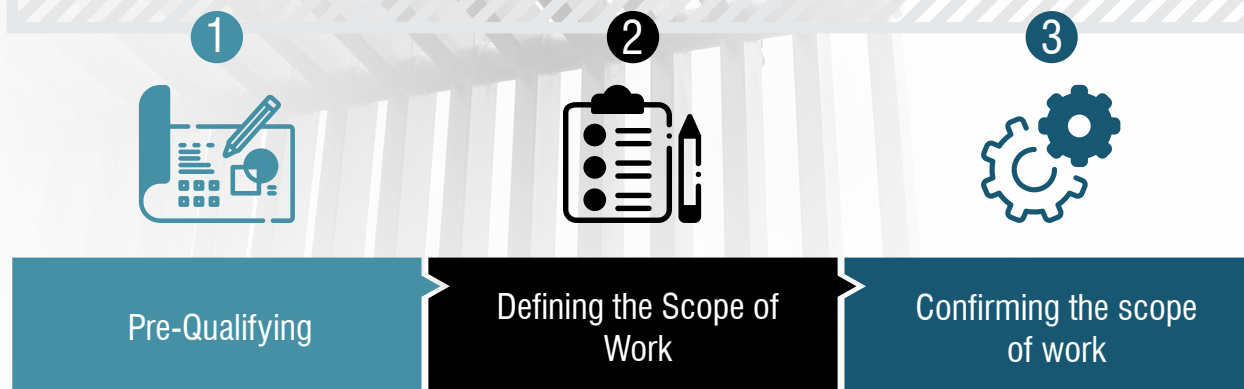
Confirming the Scope of Work

At preconstruction conferences, we review project requirements and strategies with each successful bidder.

Throughout construction, we appoint on-site project managers to ensure that the core team's goals are met.

At weekly meetings, project managers communicate procedures and progress to the core team and all subcontractors. This team approach ensures the highest quality of work will be completed on schedule and within budget throughout construction.

Subcontractor Bid Process



UNIQUE QUALIFICATIONS

Unique Value Proposition

Culture of Service...The City of Superior's and Superior Fire Department's best interest first, always! AP provides construction services that are owner focused, with a customer first philosophy. Our team is motivated to make the City of Superior and the Superior Fire Department priorities, goals, and expectations our team's priorities, goals, and expectations. As the your trusted construction manager, AP will manage the project budget, schedule and risks with your best interest in mind.

Our team will bring a service culture philosophy to the project and establish goals and expectations in conjunction with the City of Superior. The City of Superior is unique, as is the Superior Fire Department; therefore, developing a service culture philosophy that is tailored to meet your goals and expectations is a necessity.

There are six (6) components to the service culture philosophy: **Respect, Empowerment, Communication, Friendliness, Continuous Improvement and Shared Responsibility.**

What does the service culture mean to the City of Superior and the Superior Fire Department? It means that every activity, task, or decision related to our services or project is accomplished with the City's and Fire Department's best interest in mind. Quality will be a priority, as will schedule and budget, while maintaining a high level of trust and integrity.

AP's service culture is one aspect that sets AP apart from other construction managers; everything we do is in the best interest of the City of Superior and the Superior Fire Department, from the beginning of preconstruction, through project completion.

AP'S COMMITMENT TO SAFETY

AP is committed to providing a safe and healthy work environment for all employees, subcontractors, and the general public. Through an Incident and Injury Free (IIF) way of life, our expectation is that everyone returns safely home to their families at the end of each day.

AP's safety culture is a cornerstone principle. This allows each team member to take a personal leadership role in the safety of our offices and job sites. IIF is not about how we measure safety, but rather a mindset about care and concern for human life. It is a way of thinking and acting that avoids incidents and injuries, making safety the priority of both the individual and the organization.

Introduction to Incident and Injury Free Culture (IIF)

IIF is a mindset in which all employees recognize their responsibility to themselves, fellow workers, and their families to do their work safely. It is a culture totally committed to the elimination of workplace injuries by individuals who recognize that it is unacceptable for anyone to get harmed at their workplace. Our "Why I Work Safe" program, a component of IIF, encourages our employees, both in the field and in the office, to focus

on the personal reasons why they continue to maintain our high safety standards. We do it for our families, our friends, and for ourselves.

Creating an IIF environment is about actively caring for one another and demonstrating that care every day. It is not about policies, procedures, goals or zero incidents.

The IIF culture believes:

- All injuries are preventable
- Every person is responsible to work toward the elimination of all injuries
- Injuries are not an accepted "part of doing business"
- In free and open communication about safety
- In showing care for one another and demonstrating you care every day
- In acting when you see potentially unsafe behaviors or conditions
- It is about an attitude of choosing to follow the rules and procedures (versus having to follow them)



7. **Addenda Acknowledgement** (Must be submitted with Qualifications)

Fire Stations 2 and 3 CM

I/we hereby acknowledge receipt of the following addenda(s):

Addendum No. 1 Dated 11/7/2024
Addendum No. Dated
Addendum No. Dated
Addendum No. Dated

I/we further certify that no agreement has been entered into to prevent competition for said work and that I/we carefully examined the site where the work is to take place, and the plans, specifications, form of contract and all other contract documents.

I/we further agree to enter into the contract, as provided in the contract documents, under all the terms, conditions and requirements of those documents.

* If no addenda were issued, the consultant/firm shall so indicate and sign this document.

Adolfson & Peterson Construction

Company



Representative Signature

8. Qualification Evaluation Checklist

Owner: Adolfson & Peterson Construction

Contact Person: Patrick Sims

Address: 408 W Superior Street

City: Duluth State: MN

Zip: 55802

Telephone: (218) 600-5510

Instructions:

1. When filling out the checklist check "YES" only to those services provided "in-house" by your firm (or prior experience of key personnel anticipated to perform a substantial amount of the project work) and check "SUB" for services you intend to subcontract out. List the subcontracting firm in the "Comments/Explanation" area.
2. Respondents are encouraged to add comments and to attach more detailed information where appropriate in response to checklist items. Such clarification can greatly assist the evaluation process. **Firms may include other information as they deem appropriate.**
3. Attach to this checklist any appropriate licenses, certification, degrees, or appropriate training that will assist in qualifying your firm for these services.
4. Consultant qualifications will be determined using this checklist along with the information provided as outlined in the "Requirements for Statement of Qualifications".
5. Firms are expected to answer "YES" to some of the checklist items, but not all of them.
6. False, inaccurate or misleading information shall be grounds for disqualification at any time during and after the selection process. When in doubt attach a detailed answer or call for clarification.

Yes	Sub	No	#	Question
			1.	How many years has your firm been engaged in the consulting business under the present firm name? <u>78 years</u>
<input type="checkbox"/>		<input checked="" type="checkbox"/>	2.	Has your firm ever failed to complete any work awarded to you? Comment/Explanation:

Yes	Sub	No	#	Question
<input type="checkbox"/>		<input checked="" type="checkbox"/>	3.	Has your firm ever defaulted on a contract? Comment/Explanation:
<input type="checkbox"/>		<input checked="" type="checkbox"/>	4.	Has your firm ever had claims filed for errors and omissions or been sued for services you provided? Comment/Explanation:
<input checked="" type="checkbox"/>		<input type="checkbox"/>	5.	Is your firm willing to provide (at no cost to the City) an on-site presentation to the City regarding your firm's qualifications? Comment/Explanation:

9. Reference Form

Applicant Firm Name: Adolfson & Peterson Construction
Contact Person: Patrick Sims
Address: 408 W Superior Street
City, State, and Zip Code: Duluth, MN, 55802
Telephone: (218) 606-2011

Reference #1

Owner or Company Name: City of Chisholm
Contact Person: Stephanie Skraba
Type of Service(s) Provided: CMAR - Preconstruction, Construction, Post Construction
Calendar Year(s) of Service(s) Provided: December 2022 - July 2024
City, State, and Zip Code: Chisholm, MN, 55719
Telephone: (218) 254-7960

Reference #2

Owner or Company Name: City of Chisholm
Contact Person: Larry Folstad
Type of Service(s) Provided: CMAR - Preconstruction, Construction, Post Construction
Calendar Year(s) of Service(s) Provided: December 2022 - July 2024
City, State, and Zip Code: Chisholm, MN, 55719
Telephone: (218) 254-7960

Reference #3

Owner or Company Name: Duluth Seaway Port Authority
Contact Person: Deb DeLuca
Type of Service(s) Provided: CMAR - Preconstruction, Construction, Post Construction
Calendar Year(s) of Service(s) Provided: May 2021 - June 2023
City, State, and Zip Code: Duluth, MN, 55802
Telephone: (218) 721-6349



SUPERIOR

W I S C O N S I N

Living up to our name.



Adolfson
& Peterson
Construction