



Superior Fire Stations 2 and 3

City of Superior, WI

Qualifications for
Construction Manager at Risk Services

November 12, 2024

BID #24-44-FD



KRAUS-ANDERSON®

Building Enduring Relationships
and Strong Communities

November 12, 2024

Attn: Contract Analyst
City of Superior
1316 North 14th Street, 2nd Floor
Superior, WI 54880

Kraus-Anderson (KA) is excited to present our qualifications to provide construction management services for the Superior Fire Station 2 and 3 projects. Our extensive company-wide fire station experience equips us to be a valuable construction partner for the City of Superior, bringing specialized insights and expertise to your projects.

As your construction partner, KA brings the following strengths:

CMAR Services Expertise

Our team has extensive experience delivering projects through the Construction Manager at Risk (CMaR) model, providing successful outcomes by fostering early stakeholder collaboration. With a deep understanding of this delivery method, we effectively manage project risks, maintain budget control, and enhance design coordination. Our proven track record in CMaR includes various public and local government projects, where we have consistently delivered high-quality results on time and within budget. This approach allows us to integrate value engineering and innovative solutions early in the process, maximizing project efficiency and client satisfaction.

Fire Station Experience

Our team has a wealth of experience in constructing fire stations, having completed 44 projects to date. Each station is designed to meet the unique operational needs of fire departments, providing functionality, durability, and safety. We understand the critical importance of these facilities and prioritize features such as rapid response design, robust mechanical systems, and sustainable building practices. Our comprehensive approach includes close collaboration with fire department personnel to be sure each station supports its mission effectively. This extensive portfolio highlights our commitment to delivering essential public safety infrastructure with precision and reliability.

Adherence to Cost, Budget, and Schedule

As construction managers, we strictly adhere to cost, budget, and schedule requirements. We achieve this through meticulous planning, proactive risk management, and transparent communication with all stakeholders. By leveraging our extensive experience and proven processes, we ensure that every aspect of the project is aligned with client goals. Our focus on value engineering, accurate cost estimation, and efficient scheduling helps us deliver high-quality results on time and within budget, consistently meeting or exceeding client expectations.

We are thrilled to partner with the City of Superior to help enhance community services and achieve your project goals. If you have any questions or need further information, please reach out to me.

Sincerely,

KRAUS-ANDERSON, CONSTRUCTION COMPANY



Daniel E. Markham, Director of Operations
C: 218-428-6843 | dan.markham@krausanderson.com



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4.1 COMPANY PROFILE

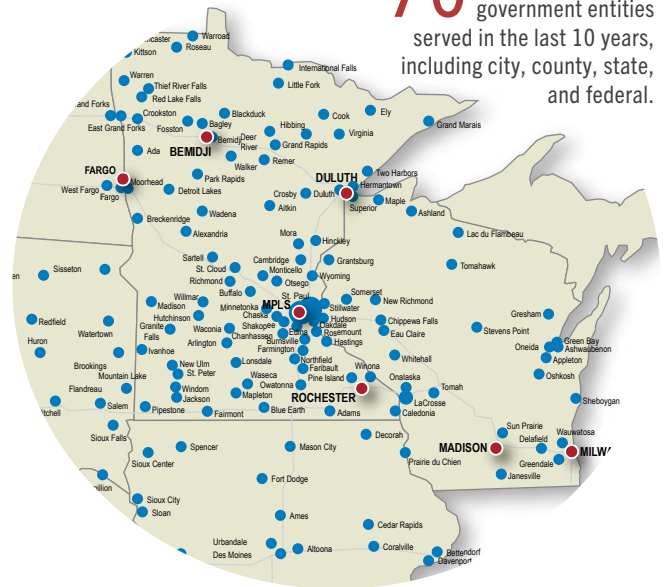


Company Profile

Established in 1897, Kraus-Anderson is a family-owned, privately-held corporation and has provided construction management and general construction services for over 127 years. Ranked consistently as one of the top 30 construction management firms in the Midwest by *Engineering News-Record*, KA provides integrated project management services for the successfully executing of all types of construction projects. With a bonding capacity of \$1.2 billion, KA ranks nationally in the top tier of financially strong companies. KA serves a diversified commercial construction market, with a 2023 managed construction volume of \$1.469 billion.

Headquartered in Minneapolis with offices in Bemidji, Duluth, and Rochester, MN; Des Moines, IA; Bismarck and Fargo, ND; Madison and Milwaukee, WI; and Phoenix, AZ, KA can leverage the depth of resources and talent of 600 personnel company-wide. This includes senior management, project managers, superintendents, project coordinators, preconstruction, cost estimating, technical support professionals, accountants, and administrative support staff.

70 government entities served in the last 10 years, including city, county, state, and federal.



KA's Duluth office will be providing the services for this project. The Duluth office is located at 2000 West Superior Street, Suite 101, Duluth, MN 55806.

Qualifications

Our team has a wealth of experience in constructing fire stations, having completed 44 projects to date. KA has a proven track record of delivering CM services on a variety of public sector projects. We have managed public works facilities, government service centers, libraries, community centers, justice centers/courthouses, police stations, fire stations, parks and recreation centers, environmental centers, and waste transfer centers. These projects often include new construction, additions, renovations, site work, parking, and landscaping, often occurring on congested sites with ongoing operations.

Our team and approach is built around being the best and most capable construction management firm, with particular attention toward public sector owners. In response to the needs of our public sector owners, we have added experts in preconstruction, building science and quality control, mechanical and electrical systems management, building information modeling/virtual design and construction (BIM/VDC), community engagement, and safety. When partnering with KA as your CM, the City of Superior will have seamless access to this expertise, 127 years of construction management, and our years of experience. Our committed project managers and superintendents know how to manage a project to successful completion and understand and share your goals.

Technical Capabilities



Design Phase Management



BIM/VDC



Estimating



Mechanical Electrical Plumbing



Building Science



Sustainability



Facility Assessments



DAN MARKHAM

Project Director

RESPONSIBILITIES

- » Corporate responsibility for the delivery of all preconstruction, construction, and post-construction services
- » Make sure the City of Superior's experience is exceptional

RELEVANT PROJECTS

- » School District of Superior
 - Cooper Elementary School
 - High School Additions
- » Rice Lake City Hall Addition
- » Lake View Hospital Expansion and Renovation
- » Lake County New Highway Department Facility
- » City of Rice Lake Public Works Building Addition

EDUCATION

B.S., Economics, St. John's University, Collegeville, MN
Masters, Business Administration, Finance and Accounting, Regis University, Denver, CO

INDUSTRY EXPERIENCE

23 years



PATRICK GALLAGHER

Project Executive

RESPONSIBILITIES

- » Patrick will provide valuable expertise and input during all phases of the project
- » He will advocate for the City of Superior's vision, goals, and objectives, delivering the project to your expectations

RELEVANT PROJECTS

- » New Gordon Fire Hall
- » School District of Superior
 - Paving Improvements
 - Security Upgrades
 - Cooper Elementary School
 - High School Additions
- » City of Rice Lake Public Works Building Addition
- » Rice Lake City Hall Addition

EDUCATION

B.S., Building Construction, Vocational Technical Adult Education, and Business and Industry Training, University of Wisconsin-Stout, Menomonie, WI

INDUSTRY EXPERIENCE

36 years



JASON RENTMEESTER

Senior Project Manager - Preconstruction

RESPONSIBILITIES

- » Provide oversight and feedback to project team related to means and methods, and best practices specific to fire station construction

RELEVANT PROJECTS

- » Burnsville Fire Station No. 1
- » Maplewood North Fire Station
- » Minnetonka Police Station Renovation and Fire Station Addition
- » Waconia Fire Station
- » West Fargo Fire Headquarters

EDUCATION

B.S., Construction, University of Wisconsin-Stout, Menomonie, WI

INDUSTRY EXPERIENCE

25 years



PAUL NOLL

Preconstruction Services Manager

RESPONSIBILITIES

- » Develop the project cost estimate
- » Lead the budgeting/estimating activities
- » Assist in constructability reviews and value management

RELEVANT PROJECTS

- » School District of Superior - Cooper Elementary School
- » Essentia Health - Imaging at St. Mary's
- » North Star Elementary School - New School
- » Rock Ridge High School - New School

EDUCATION

B.S., Construction Management, Architectural Science, University of MN-Twin Cities, Minneapolis, MN

INDUSTRY EXPERIENCE

10 years

MAX VERGELDT

Project Manager

RESPONSIBILITIES

- » Designated project manager throughout the project
- » Facilitate project meetings, including project kick-off, status review, and close-out meetings
- » Management oversight of all project elements, including budget and schedule control
- » Overall project communication

RELEVANT PROJECTS

- » Rock Ridge High School - New School
- » Zenith DCHS - Apartment Building Conversion
- » Hermantown Recreation Initiative Arena
- » Giants Ridge Pool and Sauna Haus

EDUCATION

B.S., Construction Management, North Dakota State University, Fargo, ND

INDUSTRY EXPERIENCE

7 years

GARY FRANCISCO

Lead Superintendent

RESPONSIBILITIES

- » Oversight of all construction activities and scheduling, coordination, quality control, and ensuring the safety of all onsite personnel, as well as the general procedures
- » Advise on logistics and coordination of ongoing site operations
- » Advise the project team regarding all field activities

RELEVANT PROJECTS

- » Virginia Regional Public Safety Center and Training Center
- » Thief River Falls Joint Operations Facility
- » Ely Joint Use Maintenance Facility

EDUCATION

Technical - Carpentry, Northland Community & Technical College, Thief River Falls, MN

INDUSTRY EXPERIENCE

43 years

4.2 KEY PERSONNEL



Technical Experts

Our technical experts are readily available to offer the City of Superior comprehensive support across various areas, including market trends, cost estimating, value management, Building Information Modeling (BIM), constructability, quality management, sustainability, and safety. With a proven track record of successfully planning and executing numerous construction projects similar to yours, our technical experts are an indispensable asset to our clients.

Diversity and Inclusion

Led by Laurie Trousil, KA's Director of Inclusion and Diversity, we consistently provide equal employment opportunities to qualified Diverse Business Enterprises on all of our projects. KA will always strive to work with the best-qualified and most talented subcontractors and suppliers because it is the right thing to do and it positions our business for success and continuity. Our workforce hiring efforts have been repeatedly recognized by Opportunity Partners, the Metropolitan Economic Development Association (MEDA), the U.S. Department of Defense Employee Support of Guard and Reserve, and numerous public and private sector clients and partners.



KEVIN BRIGHT, LEED FELLOW, CEM, LFA
Sustainability Manager

Kevin is responsible for continuing to develop Kraus-Anderson's sustainability program and strategy to meet the needs of both KA and external clients. He leads the implementation of sustainability-related strategies to ensure that projects and practices result in the highest levels of performance feasible.



KYLE GOW, PE
MEP Systems Manager

Kyle specializes in long-term growth strategies, mechanical system design, and MEP coordination. Known for his cost estimating and preconstruction expertise, he provides options analysis, constructability review, and project scheduling, while overseeing installation, commissioning, and occupancy planning.



JON PORTER, PE, ASSOCIATE AIA
Director of Building Science

Jon's 28 years of commercial building expertise brings invaluable building science knowledge to KA. He advises on constructability, materials, workflow, installation techniques, and testing protocols. Jon also oversees KA's quality control and assurance programs.



ANDREA BLAIR
BIM/VDC Group Manager

With BIM/VDC expertise, Andrea facilitates cross-discipline information sharing. Her experience allows conflict detection during preconstruction by integrating design and subcontractor data. As a Certified Drone Pilot, Andrea provides real-time project data through in-house drone services.

The team we have assembled is able to meet the project workload within the timelines established.

4.3 PROJECT EXPERIENCE



Waconia Fire Station, Waconia, MN | Completed June 12, 2024 | \$11,977,377



Maplewood North Fire Station, Maplewood, MN | Completed June 22, 2022 | \$9,982,163



Minneapolis Fire Station 1, Minneapolis, MN | Completed June 1, 2022 | \$9,293,855



Burnsville Fire Station 1, Burnsville, MN | Completed December 1, 2021 | \$16,371,670

4.3 PROJECT EXPERIENCE



Minnetonka Police Station Renovation and Fire Station Addition, Minnetonka, MN
Completed September 30, 2021 | \$21,344,001



White Bear Lake Public Safety Renovation, White Bear Lake, MN
Completed June 28, 2024 | \$16,170,933



Eyota Fire Station, Eyota, MN | Completed May 31, 2019 | \$1,289,304



Virginia Regional Public Safety & Training Center
Completion: August 2025
\$24,737,842

In addition to the highlighted projects, Kraus-Anderson has completed or worked on 36 fire station projects over the last 30+ years. These projects have ranged in value from \$1.2 million to \$24 million.



Describe your approach to the project and overall fire station project management, including cost control, quality assurance, and other factors that impact the project.

Our priority is to deliver a high-quality fire station facility that meets all functional and safety requirements, while staying within budget and adhering to project timelines. We will implement a strong cost control strategy to closely monitor and manage expenses, effectively minimizing the risk of budget overruns. Quality assurance will be a key focus, with comprehensive inspections and testing at each stage of construction to ensure industry standards are met or exceeded. Additionally, we will emphasize critical factors such as compliance with local regulations, seamless coordination with stakeholders, and strict adherence to safety protocols, ensuring the project's success from start to finish.

Goal Alignment

Goal alignment is understanding your project needs and expectations. This will help guide us throughout your project. Key takeaways include:

- Guiding principles
- Project communication
- Overall project budget and schedule

VALUE: We will be a trusted advocate who is aligned with your vision.

Communication Process and Tools

Communication is at the heart of everything we do. From the start, the KA team will help establish the goals and guidelines for communication throughout the project. Once established, we'll focus on channeling information that works for you.

Following is a list of valuable tools KA uses to communicate and coordinate with project partners:

- **Community Engagement:** Tailoring outward messaging to your community using a QR code to see project progress updates
- **Stakeholder Engagement:** Tailoring inward messaging to organizational groups or individuals (Owner, Architect, CM (OAC) meetings, progress reports, City Council meetings)
- **Team Engagement:** Sharing information between the Owner, Architect, and CM using Autodesk Build, KA Client Portal, and in-person meetings

VALUE: Throughout the project, there is effective communication at all levels.

Budget

We will set a detailed baseline budget specific to the City that is backed by historical, project-specific data. This budget is all-encompassing, creating a total project budget that includes revenue sources, construction costs, owner soft costs (FF&E, design, professional services, direct purchases), and anything the owner anticipates.

It will be organized into three areas:

REVENUE

- Bonding
- State/Federal funding
- Alternate funding

CONSTRUCTION

- Bid day contracts
- Contingency
- CM and General Conditions

OWNER SOFT COSTS

- Design
- Testing/permitting
- FF&E

4.4 STATEMENT/INFORMATION



The budget will be a living document maintained and monitored throughout the design and construction phases. The budget is a live document that is updated as a team, providing total transparency.

While working through the design phase, there will be four primary milestone opportunities to tailor the budget:

1. Conceptual Design
2. Schematic Design
3. Design Development
4. Construction Documents

The estimates developed during each milestone will be based on our understanding of the project as provided in the design firm's documents. Schedule and constructability-related impacts and alternative equipment and materials will be included should we see opportunities to improve either the budget and/or schedule.

VALUE: Reduce the possibility of financial surprises and team awareness of the status of the budget at all times.

Schedule

The master schedule, which encompasses preconstruction, construction, and post-construction phases, is designed to include critical milestones and sufficient detail for a concise project timeline overview. This schedule also accounts for the City of Superior's activities, such as land acquisition, abatement, FF&E coordination, technology integration, and move-in sequences, recognizing that interconnected phases may be impacted by delays in others. Clear schedule transparency aids in communicating the ripple effects of decisions throughout the project team.

In every schedule we create, we will incorporate essential milestones for each phase and ample detail to provide a comprehensive view of the project timeline. During the development of the project schedule, we will actively seek opportunities to enhance not only the schedule but also the budget and overall quality. This may involve strategies like mitigating cold weather effects, optimizing landscaping growth, ensuring the availability of asphalt plants, and carefully orchestrating the delivery of vital long-lead materials.

VALUE: One comprehensive document outlining project steps that keep the team focused on project goals and expectations.

Procurement of Long-Lead Items

Proactively managing long-lead items is crucial to mitigate potential schedule risks. Collaborating with the City of Superior, project stakeholders, and essential trade partners, we will strategically source and procure these materials to ensure the project remains on schedule. Recognizing the necessity for early equipment procurement during the design phase, we are committed to facilitating a seamless process.

VALUE: Mitigate potential schedule risks and ensure the project stays on track.

Value Management

KA is committed to delivering continuous value management and constructability insights that influence the design process. This includes recommendations on alternative building systems, design intricacies, construction techniques, availability of specified materials, skilled labor, and the cost implications tied to procurement, installations, and construction sequences.

Value management at KA is an innovative, well-organized, and collaborative team endeavor aimed at constructing a high-quality project with the best possible value, aligned with your specific goals and objectives. Leveraging our extensive experience, diverse project portfolio, and extensive network of trade partners, we offer valuable suggestions and alternative components or systems to enhance the overall project outcome.

VALUE: Our primary objective is to optimize value at every stage of the project.



Constructability Reviews

Conducted by KA, the constructability review leverages our expertise and past experiences to assess design documents. This process not only enhances document clarity, reducing costs and promoting consistency on bid day but also serves to achieve the following objectives:

- Identify and resolve conflicts within the documents
- Detect and eliminate change orders (COs) and requests for information (RFIs)
- Minimize project delays
- Facilitate a smoother construction process
- Enhance project scheduling

VALUE: Create a high-quality project.

Note experience with applicable federal and state regulations, budget management, as well as public participation and communication strategy, etc.

FEDERAL AND STATE REGULATIONS

- » KA has completed more than 500 government projects and has extensive experience navigating and ensuring compliance with applicable federal and state regulations throughout all phases of a project. This expertise allows us to effectively manage permitting, environmental, and safety standards, providing seamless project execution.

BUDGET MANAGEMENT

- » KA uses an open-book approach to budget management throughout a project. This starts with a team approach to the preconstruction estimating phase and carries through the entire construction process. During construction, the City and design team will have access to all information on the project at all times. The project management team will prepare monthly progress reports which may prompt discussion of any outstanding concerns or questions that will receive immediate attention from the team.

PUBLIC PARTICIPATION AND COMMUNICATION STRATEGY

- » During the construction phase, KA conducts regular job meetings to engage the project team, emphasizing active participation. We employ an effective system for documenting progress, schedules, budgets, quality control, and safety measures. Our project superintendent will also take charge of foreperson meetings, ensuring a meticulous review of forthcoming schedules, safety protocols, and quality standards. KA prioritizes open communication and transparency, leveraging sophisticated financial and project management to furnish critical information for the project teams.

Components of our team communication and management strategy include the use of:

- KA Client Portal
- Autodesk Build (project management software)
- Owner, Architect, CMaR (OAC) Meetings
- Foreperson Meetings
- Progress Meetings
- Work Sessions
- Project Updates

4.4 STATEMENT/INFORMATION



To encourage public participation and engagement, we use a QR code to provide progress updates to the community. The code can be used on site signage, the City's website, and on any communication pieces distributed by the City. To see an example, scan the QR code on the right.



Detail any unique qualifications, technical capabilities or characteristics that qualify your firm specifically for this project.

UNIQUE QUALIFICATIONS



Building Information Modeling (BIM) and Virtual Design & Construction (VDC) are tools and capabilities KA utilizes to improve the project delivery process for all project stakeholders. These tools will provide essential information and data for planning and managing project collaboration, help estimating costs, tracking progress, minimizing waste, and optimizing risk management.



The **Building Science** Group at KA provides support in quality, sustainability, and design implementation to project teams to ensure that the performance of the built environment matches the needs of the client and the end users. Leveraging their technical expertise in building materials, installation techniques, testing, and acceptance protocols, the group provides a valuable resource to clients and designers so that design and construction challenges can be proactively identified and resolved.



KA's approach to **Design Phase Management** ensures our client's goals are clearly defined, communicated, and prioritized, setting the stage for success in delivering value to our clients. Working closely with our clients, design partners, and subcontractors, our team provides overall project leadership during the design phase, delivering preconstruction services to the project scope, schedule, and cost certainty our clients can rely on.



Estimating at KA is more than just a bottom-line number. Our experience shows that detail and transparency delivered in a collaborative environment are at the core of driving decisions to maximize value and align project goals with the available budget. KA customizes the structure and detail of each estimate to give the clients the data they need to make informed decisions that drive value and project performance.



The **Mechanical & Electrical Services** Group at KA plays an integral role on project teams in assisting with a more detailed understanding of a building's mechanical and electrical systems. Their expertise will help guide owners and designers through the complexities of mechanical and electrical systems with a focus on budget-related decision-making, quality of design, constructability issues, and quality of installation throughout the evolution of a project.



The **Sustainability** Team provides embodied and operational carbon expertise, local and federal incentive program assistance and third-party green building certification to ensure that the project meets the owner and end user's sustainability and human health goals. Leveraging expertise across hundreds of high-performance green building projects, the team provides timely and clear guidance on reducing a project's environmental footprint through its design, construction, and ongoing operation.

4.4 STATEMENT/INFORMATION



TECHNICAL CAPABILITIES

To set the foundation for an integrated project delivery and to further promote efficiencies across the project life cycle, KA will immediately deploy its **Client Portal** as the single, convenient destination for the project team to access relevant client applications and securely store and exchange project information before, during, and long after project delivery.

Our secure document management platform digitally archives all project records and correspondence in an organized fashion, making the knowledge accessible and transferable. The KA Client Portal is a unified source to access all of KA's client applications, connect with your team in a virtual environment, and monitor progress.



KA utilizes the **latest technology for estimating**, constructability analysis, and project management. This project team is well-versed in these technologies and how to effectively implement them for you. These tools are utilized to make your life easier so you will know that our team seeks your best interest. The following resources illustrate why we are the preferred construction manager for many government clients:

Modelogix/WinEst: These technologies and our experienced team are the backbone of our continuous estimating and proven project pricing to ensure accurate budgets. Estimating at KA is more than just a bottom line number; we believe that detail and transparency delivered in a collaborative environment are at the core of driving decisions to maximize value and align project goals with the available budget.

Autodesk Build: This technology is considered one of the best communication tools in the industry. It allows for real-time communication so that all trades and project team members work off the same plans. It also houses all essential, up-to-date project information such as schedules, submittals, etc.

360° Photography: Throughout construction and at project completion, KA documents the project in various ways to communicate project status to all stakeholders, team, and the community. Our 360° camera creates panoramic images or virtual walk-throughs to document specific moments in time. The 360° images allow you to explore all 360° of the space and efficiently record in-wall and above-ceiling installations. The snapshot in time, will provide value as you maintain your building through its entire lifecycle.

Drone Footage: Gives the project team a unique vantage point to assess progress and accelerate decision-making.

- Safely and conveniently capture real-time data of existing and as-built conditions.
- Verify field conditions (e.g., site topography, construction progress, etc.) and perform forensic engineering.
- Perform thermal readings to ensure quality (e.g., weather-tight enclosures, water penetration defects, etc.).

3D Coordination: Streamline interdisciplinary 3D collaboration to identify costly constructability risks and realize cost-effective trade coordination opportunities.

Laser Scanning: Captures data about real-world environments and objects to produce 3D digital point clouds for documentation and analysis.

- Understanding of existing and as-built conditions.
- Generate accurate drawings and 3D models.
- Enhance visualization to facilitate informed, collaborative decision-making.
- Analyze building performance (e.g., structural settlement, beam camber, floor flatness, etc.).

4.4 STATEMENT/INFORMATION



State how you will assign tasks/responsibilities and monitor progress.

KA's dedicated, full-time project superintendent will organize and supervise all construction activities onsite. Working in tandem with our project manager, the superintendent will oversee the coordination, scheduling, and planning of subcontractor activities to ensure the fulfillment of overall project schedule requirements.

The project manager and superintendent will jointly manage quality and safety program compliance, with support from our safety coordinator. The superintendent will also closely monitor material deliveries, subcontractor progress, and the physical completion of work. Additionally, our superintendent will ensure that each subcontractor maintains an adequately staffed workforce to meet the project's schedule demands.

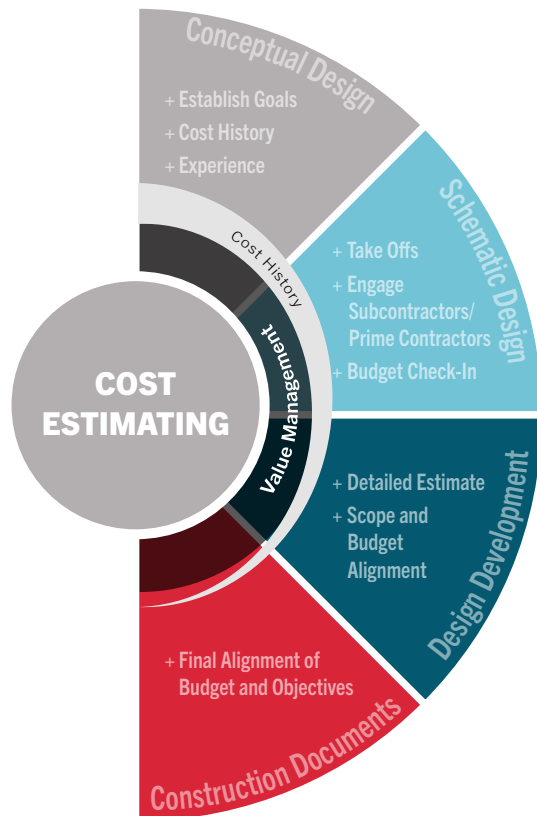
Describe how you control completion schedules on a project.

Monitoring and enforcing construction schedules is crucial for timely project completion. The project manager and superintendent continuously track and update the schedule through site observations and weekly meetings, ensuring the project is staffed appropriately.

- Three-week look-ahead schedules
- Weekly project manager meetings
- OAC meetings (Owner, Architect, CM)

Describe your role with regards to the project's budget. Describe your cost estimating process.

Our role with regard to the budget is detailed on pages 7-8.



Cost Estimating Process

Once goals, expectations, and risks are identified, KA will collaborate alongside the broader project team to establish a cost model. We will evaluate cost and schedule impact estimates and recommendations regarding contemplated and alternative building systems, design details, construction methods (prefabrication), and the availability of specified materials and properly skilled labor. KA's depth of cost modeling tools and resources will foster responsive and accurate cost estimates, allowing the architect to design according to the budget. As a result of our early project involvement, collaborative philosophy, and cost-estimating accuracy, we can confidently provide a Guaranteed Maximum Price (GMP).

4.4 STATEMENT/INFORMATION



Describe how you integrate occupancy and warranty assistance with the Owner and Architect.

KA wants to be your first call for any building-related questions or concerns. KA will track and correct all warranty-related matters starting the first day after occupancy utilizing our post-occupancy log. We will actively support the City of Superior by engaging with appropriate contractors. KA conducts an 11-month warranty walk-through of the project with the project team to ensure proper building performance.

Additionally, we will diligently secure and transmit all necessary guarantees, affidavits, releases, bonds, and waivers from the contractors. Operating manuals, records, training, and as-built drawings will be provided to you, ensuring accessibility and ease of reference.

Explain how your firm can control and save costs on this project.

Pivotal to controlling costs is maximizing the value of each system in a building. Our team employs concurrent design, estimating, and document review processes. This allows the team to better understand the program and the design team's intent and offer solutions to align your program, budget requirements, and construction approach with actual costs in the marketplace. Critical areas are identified where further clarification and detail are required. We provide upfront recommendations regarding the phasing of the work, installation issues, long-term performance, and value management options.

Our value management process is an innovative, well-organized, and collaborative team endeavor aimed at constructing a high-quality project with the best possible value, aligned with the specific goals and objectives for the project. Leveraging our extensive experience, diverse project portfolio, and vast network of trade partners, we offer valuable suggestions and alternative components and / or systems to enhance the project outcome. Our primary objective is to optimize value at every stage of the project.

Below are two value management examples from past public sector projects:



COST-SAVING SOLUTIONS FOR WRIGHT COUNTY

During the preconstruction phase of the Wright County Highway Department Facility project, KA provided the following value management solutions to help the County meet its budget goals:

- Bidding the asphalt paving with Wright County's road work contract (saved approximately \$125,000)
- Rough grade of the site to pad-ready (saved approximately \$20,000)
- Class 5 for contractor to place (saved approximately \$45,000)



PROVIDED PRODUCT VALUE FOR WASHINGTON COUNTY

KA provided product value management to maximize the use of the Owner's budget. Creative alternates included heating systems, lighting, and architectural items such as high-speed overhead doors. For example, the overhead doors were specified to have a high amount of glazing. We found the amount requested was significantly reducing the life cycle of the doors while considerably increasing the upfront cost. By reducing a small amount of glazing, we drastically extended the life cycle of the doors and saved the Owner money, while still achieving the desired end result.

4.4 STATEMENT/INFORMATION



Explain the corrective actions your firm would take to handle a particular contractor who is not performing.

To achieve the highest quality standards and compliance with code requirements by our subcontractors, we have developed a robust quality management program that is implemented on every project regardless of scope. Our quality management program's foundation is prevention rather than correction. We take every possible step to avert errors, omissions, discrepancies, and deficiencies. Our project team functions as an independent "audit team," monitoring the project and identifying any construction deficiencies.



Our team receives, reviews, and takes action on all submittals from subcontractors, such as shop drawings, certificates of compliance from manufacturers, suppliers, or subcontractors, samples, catalog cuts or brochures, specifications, and warranty statements.

Making Sure Subcontractor Performs on Time

With input from the project team, KA will assemble a baseline milestone schedule. Subcontractors are required to submit a detailed schedule that fits within the specified baseline schedule, which becomes part of their contract. Once the project begins, the schedule will be discussed in every weekly construction and foreman's meetings. The detailed three-week look-ahead schedule will be discussed and distributed as part of the meeting's notes. If a subcontractor falls behind schedule, KA will work with the subcontractor to develop a schedule recovery plan.

Describe your safety standards and outline the company's safety protocol.

Safety is our top priority every day. It is our policy to provide a safe and healthy work environment for all employees, visitors, and staff and to follow all federal, state, and city regulations as they relate to our operations. KA has a formal, written Safety and Health Program that addresses general safety and OSHA standards and guidelines. Using this as a resource, we will develop a detailed Site-Specific Safety Plan for your project, including fire prevention guidelines and a Job Site Emergency Contingency Plan.



Along with Jay Vander Leest, KA's Director of Safety, KA's project superintendent will be responsible for establishing and enforcing all safety policies. Our field leaders know that proactive, frequent communication builds trust between building officials and subcontractors while also allowing the team to continuously assess hazards and challenges. They will coordinate all construction operations through daily and weekly coordination and progress meetings, ensuring all stakeholders are informed of current and upcoming construction activities. Job site visits and weekly toolbox meetings will provide constant monitoring of the safety program.



Job Site Safety Training

Toolbox Safety Meetings | These meetings will be conducted on a weekly basis (at a minimum) by all subcontractors, with meeting minutes and signatures of all crew members submitted to KA.

Foreperson's Safety Meetings | All forepersons are required to attend and participate in weekly forepersons' safety meetings to ensure the correction of all hazards and pre-plan for upcoming work.

Job Site Employee Orientation Video | Every job site will require all trades to comply with OSHA safety requirements. In addition to these requirements, KA requires each worker to participate in a Job Site Employee Orientation upon arriving at the KA construction site. This includes:

- Watching the Job Site Employee Orientation Video before performing work on site.
- Sign and date the Job Site Employee Orientation Checklist with the KA Superintendent.
- Review site-specific safety hazards.
- Obtain a hard hat decal and place the date on it.

Daily Huddle | At the beginning of each day, there will be a huddle for all construction workers onsite. This meeting will focus on safety regarding that day's activities. The goal is to allow everyone to increase their knowledge of hazards and mitigations, and discuss any concerns.

Stretch and Flex | All personnel onsite will be asked to participate in a daily stretch and flex at the beginning of the shift. It is the responsibility of each contractor to make sure their personnel participate. Stretching helps prepare the body for work activities, improves the range of motion and circulation, and helps reduce the risk of soft-tissue injuries. When stretching, all personnel should do so to their own ability.

Note other services your company may offer that would relate to this project.

Disruption Avoidance Planning

Disruption avoidance planning in construction is a strategic approach to maintaining a project's smooth and uninterrupted progress. It involves proactive measures to identify potential disruptions and establish contingency plans to mitigate their impact. Such disruptions can encompass a range of factors, from unforeseen weather events to supply chain issues or design changes. By carefully assessing and addressing these risks, Kraus-Anderson can reduce costly delays, maintain project schedules, and minimize budget overruns. Additionally, disruption avoidance planning fosters better communication and collaboration among project stakeholders, allowing quick problem-solving and adaptability to unexpected challenges.

Our plan will address:

- Construction phasing
- Site logistics planning
- Life safety plans (fire alarm, access/egress) for buildings
- Identify areas that will be impacted or disturbed (building or site)
- Noise mitigation strategy
- Temporary utility shutdowns
- Strategy to maintain HVAC and electrical systems
- Dust mitigation – temporary enclosures
- Communicate the plan to all stakeholders
- Deliveries and on-site traffic control



Prefabrication

We may see a unique opportunity with the project to utilize prefabrication to further improve the speed, reliability, and predictability of the construction schedule. For example, boiler rooms and bathrooms have a large amount of piping and are often within tight spaces. These spaces can be scanned into a 3D model, allowing the piping to be designed and fabricated off-site and the whole assembly can be delivered and installed in a matter of days vs. weeks.

Prefabrication is not foreign to Kraus-Anderson nor our proposed project team. This approach is becoming more common and can help combat the workforce shortage, specifically the plumbing trades. More importantly, this prefabrication strategy also improves overall quality and performance.

Tax Rebate Process

Our team understands how to assist the City with revenue streams from state bonding, tax rebates, and other funding sources like the Inflation Reduction Act (IRA). These pathways are important to discuss and incorporate right from the start. We have multiple public safety projects underway where we are assisting owners with the tax rebate program and planning ahead with design teams for different revenue streams that can come from incorporating sustainable features that come with IRA funds.

State bonding comes with B3 requirements incorporating sustainable features that make these great projects to couple with our IRA knowledge and expertise.

Facility Assessment

Since 2001, KA's Facility Assessment team has provided customers in-depth reviews and assessments of their existing facilities. The assessments provide a maintenance budget that have helped our clients extend the life of their facilities. With a KA facility assessment, customers are able to make informed decisions on facility strategy.

A comprehensive Facility Condition Assessment (FCA) identifies, prioritizes, and helps to budget facility deferred needs and upcoming preventative maintenance. When an FCA is coupled with master planning efforts (often completed by architectural and engineering partners), KA assists with estimating costs for adequacy improvements. Whether a stand-alone FCA effort or an FCA with master planning, both efforts lead to data-driven strategies that protect the long-term value of existing properties.



6. SubConsultants Listing (Must be submitted with Qualifications.)

Fire Stations 2 and 3 CM

The undersigned agrees to employ the following listed **subConsultants** for the following enumerated classes of work and not to alter or add to such list without the written consent of the City of Superior, WI. Use separate sheet as necessary.

	<u>SUBCONSULTANT</u>	<u>CLASS OF WORK</u>
1)	_____	_____
2)	_____	_____
3)	_____	_____
4)	_____	_____
5)	_____	_____

Submitted by: **COMPANY** Kraus-Anderson Construction Company
ADDRESS 2000 West Superior St., Suite 101, Duluth, MN 55806
COMPANY REPRESENTATIVE Dan Markham



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. <u> 1 </u>	Dated November 7, 2024
Addendum No. <u> </u>	Dated
Addendum No. <u> </u>	Dated
Addendum No. <u> </u>	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.

Kraus-Anderson Construction Company

Company



Representative Signature



9. Reference Form

Applicant Firm Name: Kraus-Anderson Construction Company
Contact Person: Dan Markham
Address: 2000 West Superior Street, Suite 101
City, State, and Zip Code: Duluth, MN 55806
Telephone: 218-722-3775

Reference #1

Owner or Company Name: City of Rice Lake
Contact Person: Toni Blomdahl, City Clerk/Treasurer
Type of Service(s) Provided: Construction Management
Calendar Year(s) of Service(s) Provided: Since 2021-2024
City, State, and Zip Code: Rice Lake, MN 55803
Telephone: 218-249-0733

Reference #2

Owner or Company Name: City of Hermantown
Contact Person: Joe Wickland, Director of Communications/Community Engagement
Type of Service(s) Provided: Construction Management
Calendar Year(s) of Service(s) Provided: Since 2023-2024
City, State, and Zip Code: Hermantown, MN 55811
Telephone: 218-729-3600

Reference #3

Owner or Company Name: City of Minnetonka
Contact Person: Will Manchester, Director of Public Works
Type of Service(s) Provided: Construction Management
Calendar Year(s) of Service(s) Provided: Since 2001
City, State, and Zip Code: Minnetonka, MN 55435
Telephone: 952-988-8403



9. Reference Form

Applicant Firm Name: Kraus-Anderson Construction Company
Contact Person: Dan Markham
Address: 2000 West Superior Street, Suite 101
City, State, and Zip Code: Duluth, MN 55806
Telephone: 218-722-3775

Reference #1

Owner or Company Name: Jamar Company
Contact Person: Pat Degrood
Type of Service(s) Provided: HVAC, Roofing
Calendar Year(s) of Service(s) Provided: Since 1999
City, State, and Zip Code: Duluth, MN 55807
Telephone: 218-628-1027

Reference #2

Owner or Company Name: Harbor City Masonry
Contact Person: Roger Anderson
Type of Service(s) Provided: Masonry
Calendar Year(s) of Service(s) Provided: Since 1999
City, State, and Zip Code: Duluth, MN 55807
Telephone: 218-628-3686

Reference #3

Owner or Company Name: Ulland Brothers
Contact Person: Scott Kyrola
Type of Service(s) Provided: Demolition, Earthwork
Calendar Year(s) of Service(s) Provided: Since 1999
City, State, and Zip Code: Carlton, MN 55718
Telephone: 218-384-4266



8. Qualification Evaluation Checklist

Owner: Kraus-Anderson Construction Company

Contact Person: Dan Markham

Address: 2000 West Superior Street, Suite 101

City: Duluth State: Minnesota

Zip: 55806

Telephone: 218-722-3775

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>94</u>
<input type="checkbox"/>		<input checked="" type="checkbox"/>	2.	Has your firm ever failed to complete any work awarded to you? Comment/Explanation:

4.7 QUALIFICATION EVALUATION CHECKLIST (CON'T)



Yes	Sub	No	#	Question
<input type="checkbox"/>		<input checked="" type="checkbox"/>	3.	Has your firm ever defaulted on a contract? Comment/Explanation:
<input checked="" type="checkbox"/>		<input type="checkbox"/>	4.	Has your firm ever had claims filed for errors and omissions or been sued for services you provided? Comment/Explanation: See response, below.
<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: See response, below.

RESPONSE TO #4:

Kraus-Anderson Construction Company is a large general contractor and construction manager that has been providing construction services for over 125 years, and has completed over 250 projects annually during the last 5 years. As with any similar large general contractor with a comparable volume of business, Kraus-Anderson does from time to time deal with claims which are inherent in the construction industry. The Company makes great efforts to avoid claims and controversies, and works diligently to resolve them if they do occur. There have been no claims filed by any project owner for errors and omissions, or lawsuits regarding the Company's services, in the past 5 years.

RESPONSE TO #5:

We would be honored to provide an on-site presentation to showcase how our expertise can contribute to the success of this project and any possible future projects you may have.

4.8 STATEMENT OF EXAMINATION



The Company states that it has reviewed the City's Contract Documents for this project and observable site conditions in accordance with a contractor's industry-standards review stated in Section 3.2 of AIA Document A201 (2017), and that in submitting its proposal the Company has not relied upon any other estimates, statements, or interpretations made by any officer or agent of the City.



MINNESOTA

DULUTH

2000 West Superior Street
Suite 101
Duluth, MN 55806
218-722-3775

MINNEAPOLIS

501 South Eighth Street
Minneapolis, MN 55404
612-332-7281

BEMIDJI

206 Beltrami Avenue
Bemidji, MN 56601
218-759-0596

ROCHESTER

502 2nd Avenue SW
Rochester, MN 55902
507-226-8690

ARIZONA

PHOENIX

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Phoenix, AZ 85008
480-899-3240
ROC 102058

IOWA

DES MOINES

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Suite 204
Des Moines, IA 50309
515-802-2870

NORTH DAKOTA

BISMARCK

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Suite 200
Bismarck, ND 58501
701-989-7150

FARGO

1100 NP Avenue
Suite 201
Fargo, ND 58102
701-699-0699

WISCONSIN

MADISON

151 East Wilson Street
Suite 100
Madison, WI 53703
608-838-5444

MILWAUKEE

126 North Jefferson Street
Suite 402
Milwaukee, WI 53202
414-216-7249



www.krausanderson.com

Kraus-Anderson is an EEO/AA Employer.