



**VEKSEL**  
CONSULTING & CONTRACTING

Statement of Qualification for:  
**CONSTRUCTION CONSULTING SERVICES**

**PREPARED FOR:**  
**SCOTT BOERSMA | DELFIN INDUSTRIAL**

**DATE ISSUED:**  
**2021.05.03**

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Date:  
2021.05.03

Dear Mr. Boersma,

—

Thank you for allowing us the opportunity to supply a statement of qualifications.

Scott Boersma  
CEO  
Scott.boersma@delfinindustrial.com

Veksel Consulting & Contracting is a Limited Liability Corporation with a strong background in planning, contracting, and delivering complex public works and privately funded new construction, tenant improvements, and energy efficiency projects in Central Washington, Eastern Washington, and Northern Idaho. As you will see from our work history, Veksel's team and personnel have an extensive history with these types of projects. We are headquartered at 12 Elizabeth Court, Wenatchee, WA 98801 and are positioned in a central part of Washington to allow convenient access to the entire state including: The Palouse, Greater Spokane, Tri-Cities, and Seattle metropolitan areas.

—  
Delfin Industrial  
2010 East Center Circle,  
Building C, Suite 300  
Plymouth, MN 55441

—  
Turn-Key Installation  
Project Management

We are properly insured, licensed and bonded as a professional services provider and a general contractor. Through our history of building lasting relationships with a wide variety of clients and contractors, we bring value to customers by adopting a positive, collaborative approach. We continually test and challenge means and methods to increase efficiencies and mitigate risk on projects. Our organizational structure, low-overhead model, and focused approach position us to provide dedicated service to our customers and remain nimble and flexible enough to quickly respond to projects while delivering a level of skill and professionalism that routinely exceeds our clients' expectations.

Veksel Consulting & Contracting is fully prepared to comply with any and all terms and conditions. We are confident our standard for comprehensive services, individualized focus and teamwork will exceed the scope of services requested.

Thank you for your consideration.

Regards,



**Erik Paul Bondo**  
CEO

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**Mailing Address:** PO Box 680, Wenatchee, WA 98807  
**Physical Address:** 12 Elizabeth Court, Wenatchee, WA 98801  
**Telephone:** (509) 293-0506  
**Email:** erikb@vekselcc.com

# Experience/Past Performance

## Overview



### NIMBLE

Veksel CC prides itself on rapid response times and timely communication. Our dedicated, focused teams allow us to swiftly adapt to tackle projects.



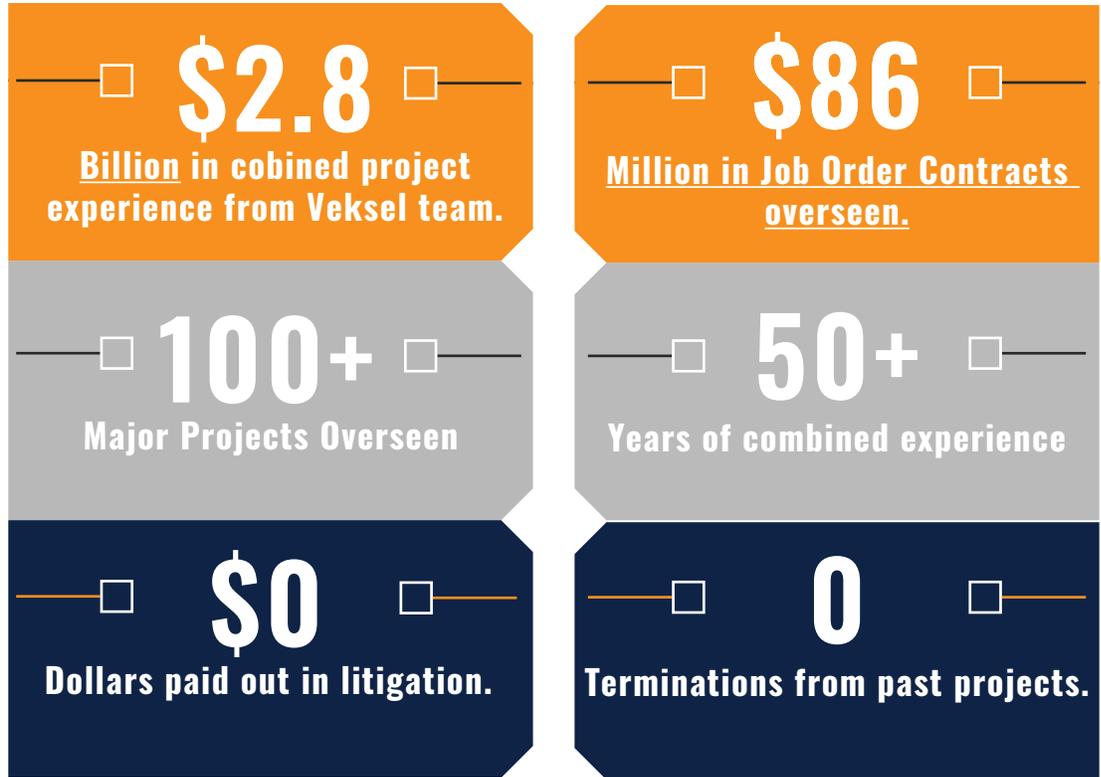
### COLLABORATIVE

Our history of close collaboration and partnership with organizations—including major Universities, — is a key strength.



### PROVEN

Our team consists of industry leaders, and we strive for greatness in all that we do.



### RELEVANT SKILLS FOR THIS JOB ORDER CONTRACT:

- Design Build
- General Contracting
- CLT Manufacturing
- High-Tech Clean Rooms
- Elaborate Process Systems
- Hospital and Healthcare
- Power Generating Facilities (Coal & Co-Gen)
- Industrial Wastewater Treatment Facilities
- Municipal and Municipalities
- New Construction
- HVAC
- Electrical
- Plumbing
- Mechanical Systems
- Sales
- Development
- Estimating
- Scheduling
- Purchasing
- Personnel Management
- Financial Reporting
- Forecasting
- Standardization
- Process Improvement
- Business Operations
- Planning
- Change Management
- Subcontract Management
- Risk Management



# Experience/Past Performance

## Multi-Family Projects

### Wenatchee Church of the Nazarene

#### Basement & Office Flood Remediation

2020 | Design-Bid-Build | \$65,000

Demolish, remediate and and restore approximately 8,000SF of office/classroom space and the basement multi-purpose room. Replace acoustic barrier and fire-wall sheathing. Including all finishes. Project ran for 4 weeks between mobilization and substantial completion to minimize impacts to on-going services.

#### Wenatchee Church of the Nazarene, Sanctuary Remodel

2021 | \$TBD

Demolish and rebuild stage and pulpit in main sanctuary. Demolish and relocate interior non-load bearing walls. Install suspended light valance, audio-visual, projectors, re-route electrical and relocate HVAC to accommodate new installation. Add ADA accessibility to stage.

### Other Projects

#### Wheatland Bank:

- Commercial Lending Inspections
- My Place Hotels, Wenatchee

#### Wheatland Bank:

- Commercial Lending Inspections
- River Park Townhomes

#### Wheatland Bank:

- Commercial Lending Inspections
- Luxury Estates Development

### Cheney Park Apartments, Phases 1-3

Veksel operated under contract with Equilus Capital Partners (ECP) for the development & constructing of a three-phase apartment complex in Cheney, WA. This unique project

began with the selection of a design team and design-phase management and expanded into Veksel having managed the bid

solicitation, award and on-going management of the General Contracting team on behalf of ECP. Veksel provided detailed design, schedule & project risk reviews with stakeholders. Phase 1 constituted 36-units in the first of three individual buildings on the property. Our involvement has spanned the entire project lifecycle, and our relationship with ECP has expanded our role as the prime contractor for completion of two additional phases, and 54 new units. The facility design focuses on sustainability, pre-fabrication, scalability, and repeatability. We are deploying unique building methods such as Cross-Laminated Timber (CLT) and Structurally Insulated Panels (SIPs) for major structural components. This project commenced in Spring 2017 and is ongoing, with completion planned for June, 2022.



### Methow Street Townhomes



Equilus Capital Partners (ECP) contracted Veksel Consulting & Contracting as the prime contractor for the design, permitting and construction of a 7-unit townhome complex located in Wenatchee, WA. Our team worked closely with Equilus Capital Partners and The DOH Associates to navigate the design process and submit for building permit. This project is ongoing, 4/2020 - Present (Expected construction period 7/2021 - 6/2022)

# Experience/Past Performance

## Commercial Projects

### Recompose, PBC.



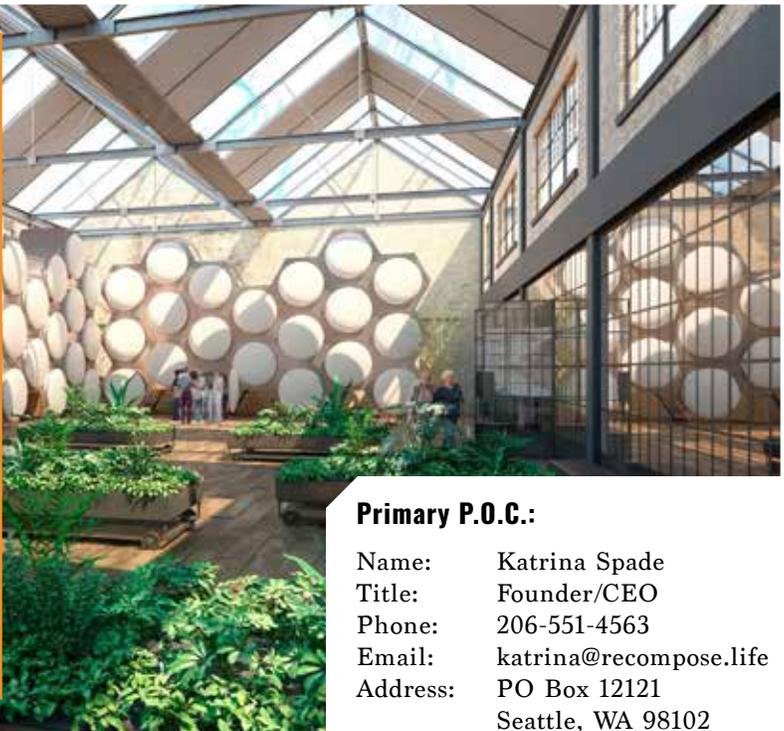
#### PROTOTYPE DEVELOPMENT & TESTING

Veksel is currently under contract with Recompose, PBC., a Seattle-based public benefit company, whose purpose is to provide the public with an alternative option for death-care. We have worked closely with Katrina Spade (Founder/CEO) since early 2018 to collaborate with a manufacturer to design, construct and test the equipment that will ultimately operate in their first facility in Seattle, WA. Our contract includes such items as: locating, leasing and setting up a functioning shop space, scoping and contracting mechanical and electrical installations, drafting a sequence of operations and working with a controls manufacturer to build and test a programmable logic controller (PLC), refining the equipment operating procedure, daily observations and documenting testing progress, developing a listing of necessary equipment and process improvements and providing possible solutions. Phase 1 of testing is complete, and we are full swing in Phase 2. We are also engaged to act as a liaison between Recompose and other consulting team members.

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#### EQUIPMENT, OPERATIONS AND PRODUCTION DESIGN

After managing design, permitting and construction for Recompose's first facility in Seattle, our role continues to expand into ongoing reiterations of all process-related systems and equipment, develop safety and operational procedures and refine and scale production systems as we embark on opening a larger-scale facility in the Greater Seattle area.



#### Primary P.O.C.:

Name: Katrina Spade  
Title: Founder/CEO  
Phone: 206-551-4563  
Email: [katrina@recompose.life](mailto:katrina@recompose.life)  
Address: PO Box 12121  
Seattle, WA 98102

# Veskel Team Experience

## Higher Education Projects

(PROJECTS BY VEKSEL TEAM MEMBERS WHILE EMPLOYED AT OTHER FIRMS)



### **WSU Northside Residence Hall**

Design-Assist (MEP Trades) | \$4,238,972 | 2012 - 2013  
Design-Assist of a 106,231 SF mixed use and housing facility. A mix of fine living spaces, a café, public meeting areas, study halls, exterior meeting spaces, and shops, this facility brings yet another enhancement to a great campus.

### **WSU Chief Joseph Village Complex, Pullman, WA**

Design-Bid-Build (MPF trades) | \$2,357,646 | 2011 - 2012  
Design-Bid-Build of a five-building housing complex totaling 131,788 SF for the students of WSU. Two new build and three renovation residences in total with public areas for studies and socializing.

### **Thermal Energy Storage Tank & E. Campus Chilled Water Plant**

ESPC | \$14,000,000 | 2008 - 2009  
Design-build ESPC project. Construct 2-million-gallon thermal energy storage tank and chilled water production facility. Install duct-bank and direct-bury chilled water supply and return piping across campus. Reverse osmosis and sand filtration systems. 2,000-tons total chilled water production capacity. EVAPCO cooling towers.

### **Smart-Grid & HVAC Load Shed**

Energy Services Perf. Contract (ESPC) | \$2,600,000 | 2015  
Partnership between Avista Utilities and WSU to implement a smart-grid system across primary feeds on Pullman campus. Conservation voltage tap reductions at primary transformers servicing most major facilities. HVAC and lighting control improvements to implement load-shed measures.

### **6th St. Greenhouse Controls & HVAC**

ESPC | \$1,400,000 | 2016 - 2017  
Design and implement HVAC equipment, controls and lighting retrofits to reduce energy consumption and enhance plant growth environment. LED lighting replacements.

### **East Campus Chilled Water Plant Cooling Tower Additions**

ESPC | \$1,100,000 | 2012  
Furnish and install third cooling tower to utilize maximum evaporative cooling capacity for the East Campus Chilled Water Plant. Includes vertical-turbine sump pumps, piping and controls.

### **East Campus Chilled Water Plant Chiller #6**

ESPC | \$900,000 | 2017 - 2018  
Furnish and install third and final chiller to bring ECCHW Plant to full design capacity. Includes piping, controls, electrical, concrete slab work and insulation.

### **Riverpoint Campus Micro-Grid & Solar Panels**

ESPC | \$1,600,000 | 2018  
Develop, design, budget and delivery of solar panel arrays and battery backup systems located at the Riverpoint campus in Spokane, WA.

### **Wheat Research Facility / Small Grains Plant Growth Facility**

Design-Build Contract | \$3,400,000 mechanical contract / \$12,000,000 total project value | 2016 - 2018  
High-tech wheat genetics laboratory. Includes greenhouses for plant growth, Conviron growth chambers, laboratory and testing spaces, long term cold storage.

### **McKinstry Essention | Science Building HVAC & Controls Retrofit | 2017**

Energy Services Performance Contract (ESPC), \$1,500,000  
In close coordination with EWU facilities staff and science department heads, replace and upgrade HVAC building controls throughout the Science Building without impacting ongoing research projects and classroom environment. Seamlessly integrate improvement measures through tightly scheduled and well communicated sequencing developed in partnership with facilities personnel.

### **McKinstry Essention | John F. Kennedy Library HVAC & Controls Retrofit | 2017**

Eastern Washington University, Cheney, WA  
Energy Services Performance Contract (ESPC), \$1,000,000  
Collaborate with EWU facilities staff and library department contacts to replace and upgrade HVAC building controls and perform retro-commissioning.

### **McKinstry Essention | Sutton Hall HVAC & Controls Retrofit | 2017**

Eastern Washington University, Cheney, WA  
Energy Services Performance Contract (ESPC), \$700,000  
Collaborate with EWU facilities staff and student admissions department contacts to replace and upgrade HVAC building controls and perform retro-commissioning.

### **McKinstry Essention | Smart Metering / Skyspark Integration | 2018**

Eastern Washington University, Cheney, WA  
Energy Services Performance Contract (ESPC), \$1,200,000  
Research and select enterprise energy management system (EEMS). Develop scope and budget with EWU staff and Alerton Controls to install several SEL-735 smart energy meters and provide EWU facilities with a digitized utility billing platform, enabling them to generate revenues by accurately billing facilities based on actual usage in lieu of cost averaging.

# Veskel Team Experience

(PROJECTS BY VEKSEL TEAM MEMBERS WHILE EMPLOYED AT OTHER FIRMS)

## Higher Education (Cont.)

### **McKinstry Essention | Remote Wood Chip Storage Facility | 2007-2008**

University of Idaho, Moscow, ID  
Energy Services Performance Contract (ESPC), \$6,400,000  
Design and construct 20,000 square-foot wood chip storage facility. Build truck-tipper station, foundations and retaining walls, asphalt paving, truck scale, vibratory hopper and material conveyance systems.

### **McKinstry Essention | Thermal Energy Storage Tank and South Campus Chilled Water Plant | 2008-2009**

University of Idaho, Moscow, ID  
Energy Services Performance Contract (ESPC), \$12,000,000  
Design and construct 2-million-gallon thermal energy storage tank (TES) and 1,000-ton capacity chilled water production facility. Install approximately 2,000 feet of direct-bury chilled water piping throughout campus to create a chilled-water loop bringing multiple new buildings on to the district chilled water system. Includes duct-bank, pile-supported TES tank foundations, chilled-water plant facility and all equipment.

### **McKinstry Essention | Hartung Boiler Upgrades | 2009**

University of Idaho, Moscow, ID  
Energy Services Performance Contract (ESPC), \$1,200,000  
Replace dated boiler systems with new KN-10 natural gas fired boilers. Piping, HVAC, electrical and controls.

### **McKinstry Essention | Idaho Street Infrastructure Improvements | 2010**

University of Idaho, Moscow, ID  
Energy Services Performance Contract (ESPC), \$3,500,000  
Steam utilidor tunnel, roadway improvements, steam and chilled water piping down Idaho Street connecting Menard Law Building to campus steam and chilled water systems.

### **McKinstry Essention | HVAC Upgrades Phases 3, 4 & 5 | 2009 - 2015**

University of Idaho, Moscow, ID  
Energy Services Performance Contract (ESPC), \$3,000,000  
Various HVAC and building control improvement measures throughout campus. Control optimization, occupancy sensors (lighting and controls), variable air volume box installation, variable frequency drives and numerous other improvements to reduce electrical and power consumption.

### **McKinstry Essention | Lighting Upgrades Phases 5, 6 & 7 | 2009 - 2015**

University of Idaho, Moscow, ID  
Energy Services Performance Contract (ESPC), \$2,500,000  
Exterior, roadway and facility LED lighting upgrades across campus.

## Commercial Composting Facilities

### **In-Vessel Composting Facility**

ESPC | \$1,200,00 | 2011 - 2017

Collaborate with WSU Waste Management program to divert animal mortality waste stream away from costly natural gas fired incineration to an in-vessel composting system. Included research & development, design, installation and testing for in-vessel composter, bio-filtration system, HEPA filtration, material conveyance systems and modifications to existing facility as required to accommodate the new systems. \*\*This project was ultimately replaced with the BioSafe STI System.

### **BioSafe STI System (Commercial Waste Treatment System)**

ESPC | \$1,100,00 | 2017 - 2018

Work in coordination with WSU Waste Management program to replace the in-vessel composting facility with a steam treatment and injection system (STI), located within the existing incineration facility. Includes research & development, design, installation and testing for a purpose-built STI. Concrete, trenching, plumbing, foundation walls and paving.

## Commercial Projects: Airports

### **Phoenix Sky Harbor International Airport | 2001 - 2012**

Design-Build and JOC contracts, various contract values, 5-year contracts.

Project scopes included TSA and security upgrades, Terminal #4 major renovation, baggage handling expansion and modernization, control tower security upgrades and renovations, fuel delivery systems, food and beverage, renovations to passenger areas, power and mechanical upgrades, and major air monitoring security systems.

POC: Tim Rayburn/John Hedlund

Phone: 602-273-3300

### **Phoenix Sky Harbor International Airport, Phoenix, AZ - 2001-2012**

Design-Build and JOC contracts | various contract values, 5-year contracts | 2001 - 2012

Project scopes included TSA and security upgrades, Terminal #4 major renovation, baggage handling expansion and modernization, control tower security upgrades and renovations, fuel delivery systems, food and beverage, renovations to passenger areas, power and mechanical upgrades, and major air monitoring security systems.

LAB TYPES: Fumed, Radiation, and Bio Labs.

POC: 602-273-3300 Tim Rayburn / John Hedlund

# Veskel Team Experience

## Municipal Projects

(PROJECTS BY VEKSEL TEAM MEMBERS WHILE EMPLOYED AT OTHER FIRMS)

### Job Order Contracting

**City of Chandler Municipal Job Order Contract | Chandler, Az | 2005-2012 | \$7,000,000 per year plus additional project specific funding. (5) Year JOC Contract.**

Design-Assist, Design-Build, and negotiated projects. Scopes ranged from clarifier upgrades, added sludge processing buildings, Chandler Airport fuel and security upgrades, emergency power upgrades, additional sludge press processing and conveyance, building TI's, water delivery, scrubbers, chemical treatment, and site planning.

POC: John Knudson | Title: Director | Phone: 480-782-2000

**Mechanical Job Order Contracting (JOC) | Throughout the state of Arizona | 1998-2012**

**Project lead for multiple JOC contracts, ranging from \$1.5M to \$7M per year to contract.**

**Contracts included The State of Arizona (mechanical and plumbing),**

The City of Chandler (mechanical and wastewater), The City of Temp (mechanical and plumbing), ASU, UofA, NAU, City of Phoenix, Maricopa County, Pima County, The City of Tucson, The City of Peoria. Included mechanical scope, pricing, and schedule development, many of which had no defined scope of work at the onset. All JOC's were based on the RS Means, Facilities, pricing manual and required line-item detail.

POC: Kenneth Bennett | Title: Secretary of State (Previous) | Phone: 602-542-4285

**City of Chandler, Az**

**Municipal Job Order Contract | \$7,000,000 per year plus additional project specific funding. (5) Year JOC Contract | 2005 - 2012**

Design-Assist, Design-Build, and negotiated projects. Scopes ranged from clarifier upgrades, added sludge processing buildings, Chandler Airport fuel and security upgrades, emergency power upgrades, additional sludge press processing and conveyance, building TI's, water delivery, scrubbers, chemical treatment, and site planning.

LAB TYPES: Bio and Fume Labs, Interiors, Animal Labs.

POC: 480-782-2000 John Knudson - Director

### Wastewater Treatment / Water Reclamation

**City of Peoria Arizona**

**Jomax Water Reclamation Facility | Design Assist | \$13,500,000 | 2005 - 2006**

A Design Assist partnership with Wilson Engineering to deliver a 2.25MGD wastewater reclamation facility with the goal to reclaim/reuse 100% of the wastewater entering the facility and maintain an "A+" rating. Project included clarifiers, mass water storage vessels, chemical and biological treatment, solids press, scrubbers and odor control, and monitoring.

LAB TYPES: Bio-Labs, Fume Labs, Wet Labs.

POC: 623-773-7770 Michael Fossett (Retired)

### Wastewater Treatment / Water Reclamation (cont.)

**City of Phoenix Arizona**

**23rd Ave Wastewater Treatment and Reclamation Facility**

**Design-Build | \$ Confidential/NDA | 2001 - 2007**

A new and extensively renovated Bio-Hazard containment and testing facility within the 23rd Ave facility. This state and federally operated facility was outfitted with state-of-the-art access controls up to and including biometrics. Due to the potential hazardous environment, project included breathing air systems, negative air systems, chlorine gas burn off decontamination systems, extensive wastewater treatment, UV air treatment systems, HEPA filter supply air and return systems, strict monitoring, and multiple levels of interlocking doors, rooms, and equipment.

LAB TYPES: Bio-Labs, Fumed Labs, Wet Labs, Interiors, & R&D Labs.

**Chandler/Ocotillo/Intel**

**Water Reclamation Plant | 2012**

This water reclamation facility was completed through a partnership with the cities of Chandler, Ocotillo, and Intel Corporation. 100% use of reclaimed water was the accomplishment of the updated treatment processes. Our scope included chemical treatment, water treatment, and scrubbed air system enhancements.

LAB TYPES: Bio, Wet, and Fumed Labs, R&D Labs.

POC: 505-893-7000 - Bill Sheppard - Site Manager (Previous)

**City of Baltimore**

**450MGD Wastewater Treatment Facility**

**Design Build | \$485,000,000 | 1990 - 1991**

Included turbines, 2100psi Super-Heated Steam production, wood chip storage, CHP delivery system, water treatment, and main power grid tie-in.

**City of Phoenix, Arizona**

**23rd Ave Wastewater Treatment and Reclamation Facility**

**Design-Build | \$ Confidential/NDA | 2001 - 2007**

**City of Sunnyside**

**Wastewater Facility Aeration Blower Upgrade**

**Energy Services Performance Contract (ESPC) | \$1,000,000 | 2016**

# Experience/Past Performance

## Laboratory / Healthcare Spaces

(PROJECTS BY VEKSEL TEAM MEMBERS WHILE EMPLOYED AT OTHER FIRMS)

### GE Healthcare

#### Injection and Production Line, Phoenix, AZ

##### Design-Build | Project Amount Confidential | 2002 - 2006

Creation of a 30,000 SF production area within an existing building to house GE's injection and ultrasound production processes and lines. Required a major lead reduction treatment system that was design-built on site to meet the company's and EPA's new guidelines in relation to lead waste. Clean construction protocol created for class 10,000 space.

LAB TYPES: Bio labs, wet labs, injection labs, R&D labs, health care labs.

POC: David Strang - 480-222-7000

### Microsemi Corporation

#### Cleanroom and Medical Production Area, Scottsdale, AZ

##### Design-Build | \$7,200,000 | 2002 - 2004

Multi-phased 8,500 SF Central Plant Project. First phase was a complete demo and rebuild of a medical device production cleanroom over a two-week Christmas shutdown, requiring 24 hour per day construction until complete. Phase two included medical line renovation to bring the entire complex up to new FDA and ISO manufacturing standards. Phase three included a new central plant with new chillers, AHU's, 70,000 CFM scrubber, wastewater treatment, and deionized water production facility.

LAB TYPES: Wet labs, fume labs, chemical labs, R&D labs.

POC: 978-442-5600 Dr. Donald Bessler

### Intel Corp - Fab 11/11X Rio Rancho, NM

#### Fab 11/11X new fab and fab conversion | \$1,200,000,000 | 1994 - 1998

Oversee design and progress of the Fab 11 expansion (Fab 11X) and Fab 11 retool. Included approximately 1M SF of class 10 cleanroom, 15,000 Ton Central Utility Building, 2MGD RO/DI system, ultra-high-purity process piping, electrical distribution Including substation, tool conversion and tool install.

All Types of Labs.

POC: 505-893-7000 - Bill Sheppard - Site Manager (Previous)

### John J. Kirlin - Research Triangle Park Mechanical and Piping Project, Durham, NC

#### Glaxo Pharmaceuticals

##### Design-Build | \$27,750,000 | 1990 - 1991

Mechanical and Process Piping for Glaxo's new 185,000 SF research and development center in Durham, NC. Included medical gases, high purity piping, process and medical waste, 12,500-ton central plant, site water and utilities, contamination-controlled environments, testing labs, and disease and biological controlled mini-labs.

LAB TYPES: Bio, Wet, and Fumed Labs. R&D Labs, Health Care.

### Motorola

#### COM-1 Design-Build Cleanroom Project, Phoenix, AZ

##### Design-Build | \$100,000,000 | 1994 - 1995

New 125,000 SF construction and complete site development of a new Design-Build

Cleanroom Facility which included a new laminar air flow technology which incorporated the entire building envelope into the clean air system. This Class 10/100 facility was a primary semiconductor manufacturing facility requiring deionized water production, industrial wastewater treatment, superfund site well monitoring, major central plant, high purity systems, and clean construction protocol.

LAB TYPES: Wet and Fumed Labs, R&D labs.

## Data Centers / Critical Environment

### Microsoft Columbia Data Center Phases 1 and 2

#### Design-Build | \$42 million | 2007

500,000 SF critical environment data center. All HVAC, plumbing, fuel-oil piping, pneumatics and process equipment for multiple chilled water production plants, 1,000,000 gallon thermal energy storage tanks, cooling towers, water treatment systems, plumbing & underground, building HVAC and controls, process piping, insulation. Project completed in 2 phases over a period of 2 years.

### Sabey, Intergate Columbia

#### Building B, VMWare Data Center

##### Design-Build | \$7.7 million | 2009

200,00 SF critical environment data center. Shell and core with Sabey Construction, tenant improvement for VMWare (via Sabey Construction). Hot-aisle, cold-aisle separations, heat recovery, vesda fire suppression systems, HVAC systems and building automation controls, air quality monitoring, grey water reclaim, above ground fuel oil storage tanks.

### Microsoft Columbia Data Center

#### Water Treatment Facility

##### Design-Build | \$5 million | 2008

Waste water treatment facility and settling ponds. Construction by Microsoft to expand city of Quincy infrastructure allowing this and multiple other sites to amply treat and discharge process water. Included resin tanks, FRP ductwork, sulfuric acid tanks, stainless steel piping, plumbing, HVAC., process controls and building automation systems.

# Experience/Past Performance

## Other Relevant Projects

(PROJECTS BY VEKSEL TEAM MEMBERS WHILE EMPLOYED AT OTHER FIRMS)

**Whitman County, Colax, WA**  
**Correctional Facility, HVAC & Controls Upgrades**  
**Phases 1 and 2**  
**Energy Services Performance Contract (ESPC) | \$2,000,000**  
**| 2015 - 2017**

**Whitman County, Colax, WA**  
**Public Services Building, Building Envelope & HVAC Upgrades**  
**Energy Services Performance Contract (ESPC) |**  
**\$1,000,000 | 2016 - 2017**

**Potlatch School District, Potlatch, ID**  
**Energy Services Performance Upgrades Phase 1**  
**Energy Services Performance Contract (ESPC) |**  
**\$1,400,000 | 2017**

**Kittitas County, Ellensburg, WA**  
**Correctional Facility HVAC Upgrades and**  
**Administrative Office Ceiling & Lighting**  
**Energy Services Performance Contract (ESPC) |**  
**\$1,600,000 | 2017**

**Spokane Regional Health District**  
**Steam Boiler Replacement, HVAC & Digital Controls**  
**Upgrades**  
**Energy Services Performance Contract (ESPC) |**  
**\$1,800,000 | 2015 - 2016**

**Spokane Transit Authority**  
**ESPC Phases 1-3, Roofing, HVAC & Controls Upgrades.**  
**Etc.**  
**Energy Services Performance Contract (ESPC) |**  
**\$3,000,000 | 2016 - 2018**

**Chelan County**  
**Courthouse Cooling Tower Replacement**  
**Energy Services Performance Contract (ESPC) |**  
**\$2,400,000 | 2016**

**WA State Department of Ecology**  
**Solar Panel Installation**  
**Energy Services Performance Contract (ESPC) |**  
**\$400,000 | 2017**

**Endicott School District**  
**Building Envelope, Heat Pump & Controls Upgrades**  
**Energy Services Performance Contract (ESPC) |**  
**\$1,600,000 | 2016 - 2018**

**St. John School District**  
**Building Envelope, Heat Pump & Controls Upgrades**  
**Energy Services Performance Contract (ESPC) |**  
**\$1,600,000 | 2016 - 2018**

**LaCrosse School District**  
**Boiler Replacement & Controls Upgrades**  
**Energy Services Performance Contract (ESPC) |**  
**\$800,000 | 2014**

**Whitworth University**  
**Aquatics Facility Lighting & HVAC Upgrades**  
**Energy Services Performance Contract (ESPC) |**  
**\$750,000 | 2014**

**Whitworth University**  
**PUB Kitchen Rooftop Unit Replacement**  
**Energy Services Performance Contract (ESPC) |**  
**\$75,000 | 2015**

**Arizona Secretary of State**  
**Guns to Salute the Fallen Memorial**  
**Volunteered | Donation Only | 2011 - 2012**

**Arizona Department of Veterans Affairs**  
**Arizona State Veterans Home**  
**Design-Build | \$23,333,000 | 2008 - 2010**



# Our Approach to Management, Communications, and Risk Management

## Consistent Quality & Reliability:

Since inception, Veksel has never failed to provide a quality of deliverable that does not exceed our customer's expectations. Whether the manner of service be consulting services, or general contracting, our record speaks clearly of our deeply ingrained focus on teamwork and communication as a cornerstone to exceptional customer service. The vast majority of our work is through repeat business, or referrals and we believe this demonstrates the success of our delivery model.

## Teamwork & Communication:

The basis of our delivery model is precisely partnership, teamwork and communication. Veksel's mission is to provide a different approach to project management. Too often, the customer-contractor relationship is commodity-based. The bottom line is paramount and interactions lack partnership. We firmly believe in embracing our customers and establishing a team-based approach to planning, budgeting and delivering work. This belief is the reason we elect to pursue negotiated, qualification-based projects in lieu of traditional design-bid-build projects. Our service to Recompose, a Seattle-based Public Benefit Company whose mission is to bring Natural Organic Reduction to the commercial market as an alternative to traditional death care, is a prime example. Because the business model, equipment, systems and processes used in Natural Organic Reduction (NOR) have no pre-existing barometer or comparison, we continue to work closely with Recompose to design, test, operate, refine and perfect their purpose-built NOR vessels and all ancillary systems and equipment used in the NOR process. Recompose and Veksel have worked hand-in-hand since mid-2018 to take their vision and manifest it into reality as they formally opened for business as the first commercial NOR facility in the world in December 2020.

Washington State University, Facilities and Capital Planning  
2425 East Grimes Way, Pullman, WA 99164

Joe Kline, Assistant Vice President  
509.335.1658

*"I've had the pleasure of working with Erik at both the University of Idaho and Washington State University on both large and small projects. Erik has delivered technically complex projects on time and on budget thanks to his attention to detail and dogged commitment to getting things done right the first time. When problems do arise, Erik has stuck with us to ensure the final products work well and often exceed our expectations. I very much look forward to continuing the university's collaboration with Erik and Veksel."*

Recompose, PBC  
PO Box 12121, Seattle, WA 98102

Katrina Spade, Founder/CEO  
206.551.4563

*"Erik is thoughtful, driven, and smart. I've had the pleasure of working with him for the past year on a complicated project with lots of moving parts, and he continues to exceed expectations with every challenge that emerges. It's obvious that Erik always has his client's best interest in mind, and I trust him to find creative solutions and communicate them clearly every time. I look forward to a continued working relationship with Erik and Veksel, and I'd recommend him wholeheartedly."*

Washington State Department of Enterprise Services  
2426 N. Discovery Place, Spokane Valley WA 99216

Kirsten Wilson, Energy Engineer  
509.370.0216

*"I have had the great pleasure to collaborate with Erik on a multitude of projects with various mutual clients over the last several years. Erik manages to execute the most challenging projects with ease and professionalism."*

# Our Approach to Management, Communications, and Risk Management

## Schedule & Progress Tracking:

We understand the sensitive nature of project deadlines and the potential benefit and risk to our customers can be quite substantial. As such, Veksel works closely with all customers to fully understand their specific needs (which vary based on location, individual project, time of year and multitudinous other factors) for each project and any incremental milestones that are of particular import. Schedules are developed by our Project Managers and Superintendents jointly with customers and subcontracting partners either by directly soliciting input or conducting pull-planning session(s). This methodology greatly increases the likelihood that all stakeholders have direct influence over sequencing, timelines and milestones and ensures buy-in from all team members before a project commences. Because we focus primarily on key, long-term relationships, our focus is undivided and our ability to mobilize management and supervisory staff to plan and execute projects (even those with tight scheduling constraints) is unmatched. Our Superintendents are our most valuable assets in making sure schedules and expectations are communicated and tracked daily. They are the on-site face of both Veksel and our customers and demand a high degree of quality from the delivery team. We utilize Microsoft Project as our primary scheduling platform.

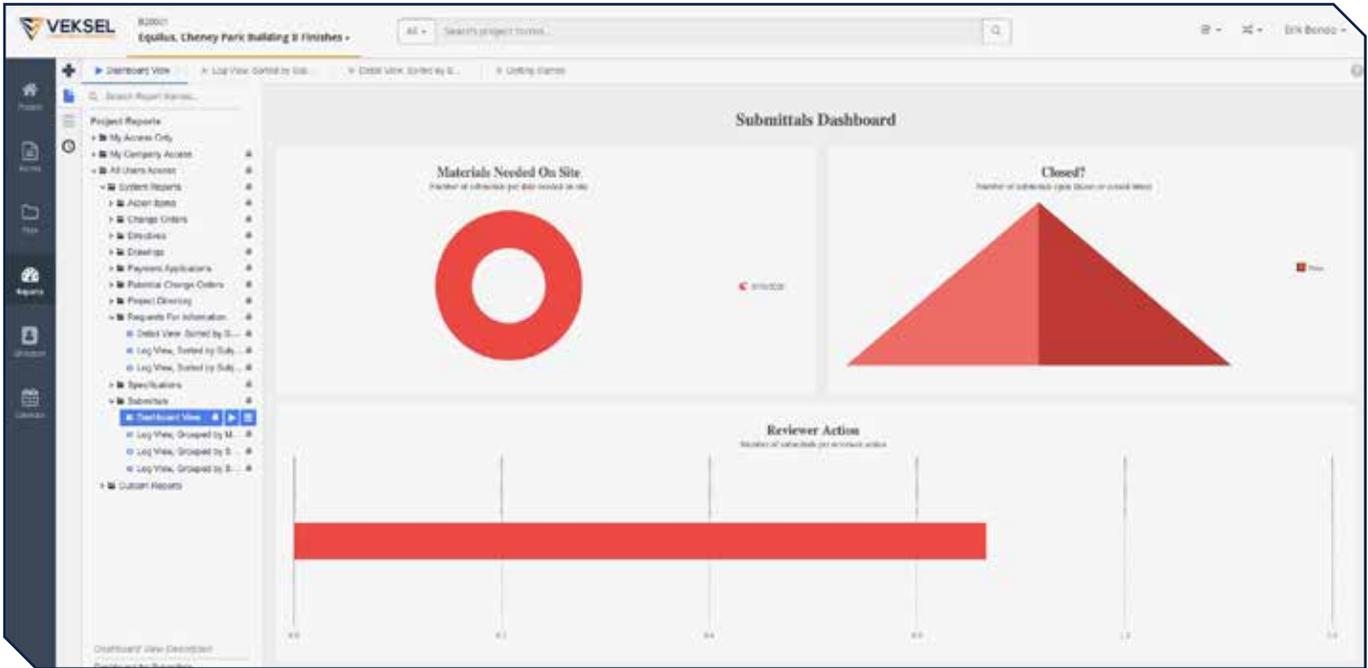
Task ID	Task Name	Duration	Start	Finish	Predecessors	Resource Name
150	Prep & Fine Grate Curbs & Sidewalk - Site	2 days	Thu 2/23/21	Tue 2/23/21	138	
151	FFI Sidewalk - Site	4 days	Tue 2/23/21	Tue 2/23/21	138	
152	SPECIAL INSPECTION - Compaction Test	0.25 days	Wed 2/24/21	Wed 2/24/21	138	Special
153	Finishing - Site (Final)	2 days	Wed 2/24/21	Mon 2/27/21	138	
154	Curb Stop Installation	1 day	Mon 2/27/21	Tue 2/22/21	138	
155	Structure & Concrete	140.5 days	Mon 3/22/21	Wed 10/13/21		
156	Foundations / SOG	26.5 days	Tue 4/13/21	Thu 5/27/21		
157	Survey and control points	2 days	Tue 4/13/21	Thu 4/15/21	10555,111,118,124	
158	MRF Underground Layout	1 day	Wed 4/14/21	Tue 4/13/21	10799	
159	Stitch for MRF	2 days	Thu 4/15/21	Tue 4/20/21	108	
160	MRF Under Slab Rough-In & Set	8 days	Mon 4/19/21	Mon 5/3/21	10551-1 day	
161	Passive Radon vent underground	8 days	Mon 4/19/21	Mon 5/3/21	12055	
162	QTY INSPECTION - UNDERGROUND MRF & Radon	0 days	Mon 5/3/21	Mon 5/3/21	120,171	QC/C
163	Backfill MRF Trench & Radon	2 days	Mon 5/3/21	Wed 5/5/21	172	
164	Final Prep / Cast Break	2 days	Mon 5/3/21	Wed 5/5/21	13958	
165	SPECIAL INSPECTION - Compaction Test & Materials	0 days	Wed 5/5/21	Wed 5/5/21	139	Special
166	Reinforce Footings (NO.2 and S.I.C.)	2 days	Mon 5/10/21	Wed 5/12/21	14051	
167	Form and Rebar installation - Footings	2 days	Tue 5/11/21	Thu 5/13/21	14056-1 day	
168	QTY INSPECTION - Footings/Rebar	0 days	Thu 5/13/21	Thu 5/13/21	177	QC/C
169	SPECIAL INSPECTION - Footings	0 days	Thu 5/13/21	Thu 5/13/21	177	Special
170	Rebar Footings (concrete break test required)	1 day	Thu 5/13/21	Mon 5/17/21	145,178	
171	Strip Footings	0.5 days	Mon 5/17/21	Mon 5/17/21	140	
172	Form and Rebar installation - Foundation Walls	2 days	Mon 5/17/21	Wed 5/19/21	14151	
173	QTY INSPECTION - Foundation Walls	0 days	Wed 5/19/21	Wed 5/19/21	142	QC/C
174	Pour Foundation Walls (concrete break test required)	1 day	Wed 5/19/21	Thu 5/13/21	14351	
175	Strip Foundation Walls	0.5 days	Thu 5/13/21	Thu 5/13/21	144	
176	Moisture Proof concrete footing walls	2 days	Thu 5/13/21	Tue 5/18/21	144	
177	Theoretical break concrete footing walls	2 days	Mon 5/17/21	Wed 5/19/21	14355-1 day	
178	Backfill Footings & Foundations	1 day	Wed 5/19/21	Thu 5/20/21	147,147,148	
179	QTY INSPECTION - Backfill & Construction	0 days	Thu 5/20/21	Thu 5/20/21	149	QC/C
180	SPECIAL INSPECTION - Backfill & Construction	0 days	Thu 5/20/21	Thu 5/20/21	149	Special
181	Install Vapor Barrier - SOG	0.5 days	Thu 5/20/21	Thu 5/20/21	150,149	
182	Form, Rebar SOG	2 days	Thu 5/20/21	Tue 5/25/21	151	
183	Set Place Anchor Bolts (ultimate: Simpson Titan Anchor post pair)	1 day	Mon 5/24/21	Tue 5/25/21	13399	
184	SPECIAL INSPECTION - Anchor Bolts (if applicable)	0 days	Tue 5/25/21	Tue 5/25/21	153	Special
185	QTY INSPECTION - SOG & Thickened Slab	0 days	Tue 5/25/21	Tue 5/25/21	153	QC/C
186	SPECIAL INSPECTION - SOG & Thickened Slab	0 days	Tue 5/25/21	Tue 5/25/21	153	Special
187	Pour SOG (concrete break test required)	1 day	Tue 5/25/21	Wed 5/26/21	155	
188	Strip SOG	0.5 days	Wed 5/26/21	Thu 5/27/21	157	
189	Set out control points (S. O.C.M)	1 day	Wed 5/26/21	Thu 5/27/21	157	
190	Foundations / SOG - Mechanical Rooms & Ceilings	18 days	Mon 3/29/21	Mon 4/26/21		
191	Survey and control points	1 day	Mon 3/29/21	Tue 3/30/21	10551	
192	MRF Survey / Layout	1 day	Tue 3/30/21	Wed 3/31/21	101	
193	Stitch for MRF	1 day	Wed 3/31/21	Thu 4/1/21	102	
194	MRF Under Slab Rough-In	1 day	Wed 3/31/21	Thu 4/1/21	10285	
195	QTY INSPECTION - UNDERGROUND MRF	0 days	Thu 4/1/21	Thu 4/1/21	204	QC/C
196	Backfill MRF Trench & Prep Slab	1 day	Thu 4/1/21	Mon 4/5/21	205	
197	SPECIAL INSPECTIONS - Compaction and Backfill	0 days	Mon 4/5/21	Mon 4/5/21	206	Special
198	Form and Rebar installation - Footings	1 day	Mon 4/5/21	Tue 4/6/21	207	
199	QTY INSPECTION - Footings/Rebar	0 days	Tue 4/6/21	Tue 4/6/21	208	QC/C
200	SPECIAL INSPECTION - Footings	0 days	Tue 4/6/21	Tue 4/6/21	208	Special
201	Rebar Footings (concrete break test required)	1 day	Tue 4/6/21	Wed 4/7/21	210	
202	Strip Footings	1 day	Wed 4/7/21	Thu 4/8/21	211	

## Project Management:

In looking through Veksel’s company project history, and the professional experience of our individual team members, you will see clearly that we have a long history of delivering complex, tightly constrained projects requiring close partnership with subcontractors and vendors. Our success in simultaneously delivering multiple projects with myriad subcontractors is derived from our commitment to the free and open exchange of information through continuous communication. The most effective way to efficiently deliver on multiple commitments at once is for our Superintendents to ensure all stakeholders have access to the most recent and relevant information. This is achieved through weekly stakeholder meetings, schedule coordination, requests for information, communication logs, issue tracking and document management. Veksel deploys Project Team, a lightweight and flexible web-based Project Management software allowing us to consolidate all relevant information and communications into a central location, archive historical information, create workflows to automate document control and tracking, and perform many other key project management fundamentals.

# Our Approach to Management, Communications, and Risk Management

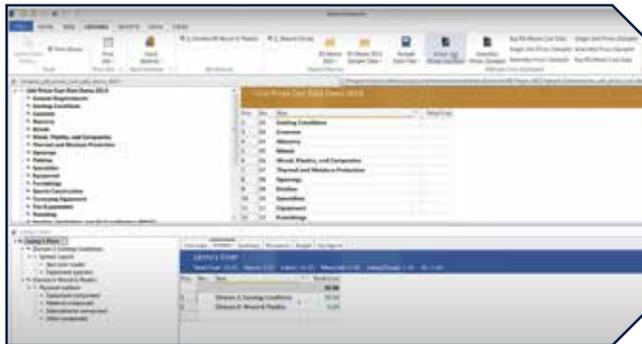
## ProjectTeam Software Example:



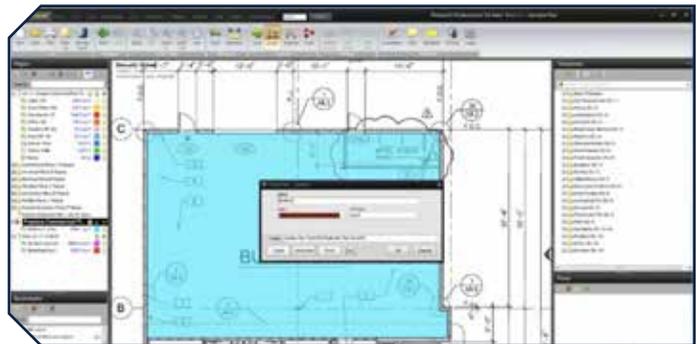
## Estimating:

Veksel utilizes Sigma estimating software, which integrates with PlanSwift take-off and quantity estimating software and the 2021 RS Means price books. This is a streamline platform enabling us to quickly develop accurate estimates for any project type. Sigma integrates with RSMeans to continually provide the most current pricing indices and is able to directly link RSMeans data to a 2D or 3D drawing through the live integration with PlanSwift.

Sigma:



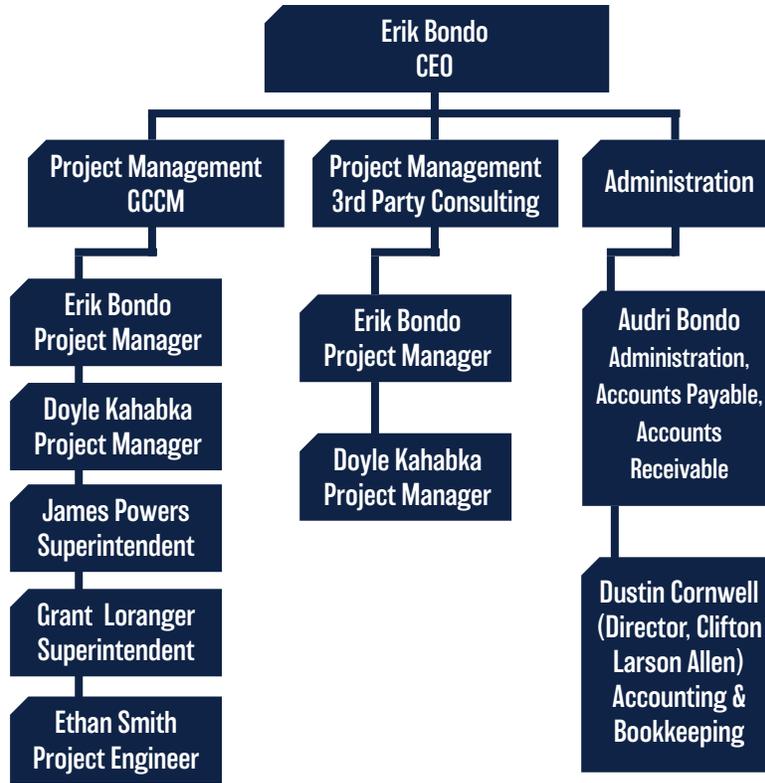
PlanSwift:



# Management Concept

## Corporate Organizational Chart

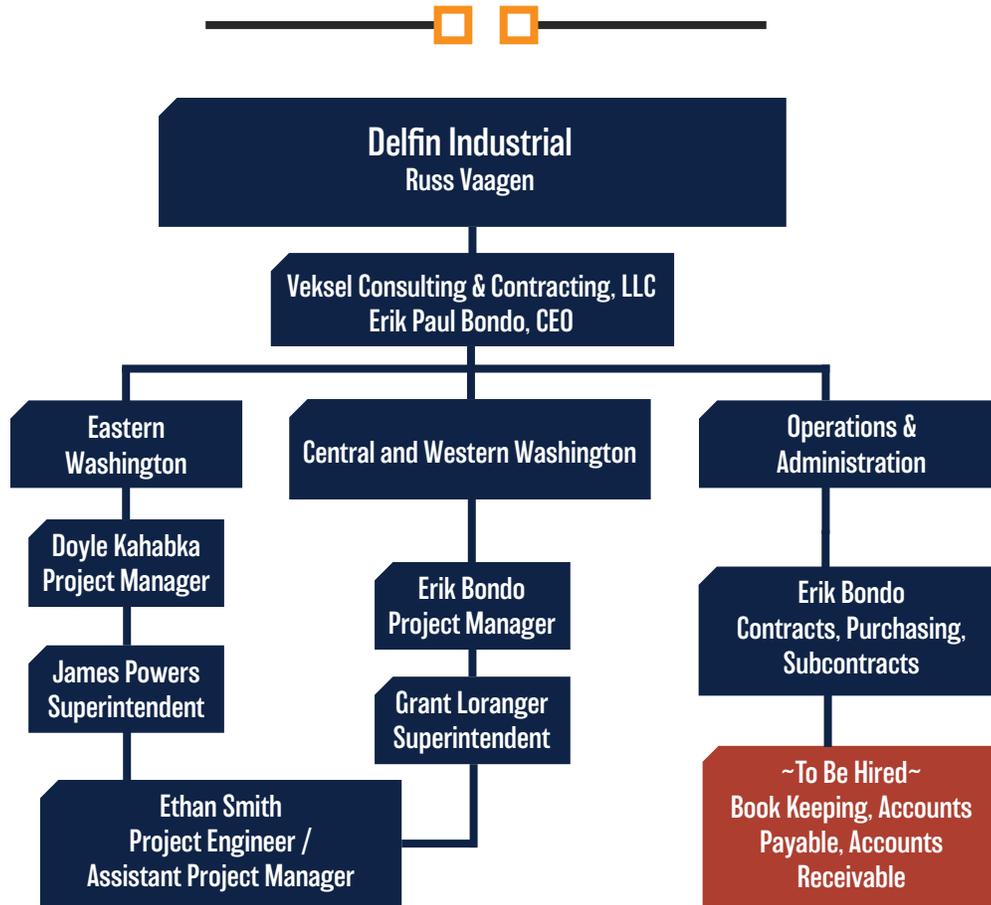
Corporate Organizational Chart and Interface & support with typical projects:



Given our careful approach to partnering with customers and delivering projects and our low overhead model, our corporate organization is such that all team members are readily available to support every element of a project. Our time is not burdened with the same degree of internal reporting and non-productive effort that is frequently found in a typical contracting firm. As a result, all contracting, accounting, forecasting, scheduling and project delivery functions for our projects are provided by a focused and dedicated team. Our nimble team is able to swiftly respond to project requests and proactively mitigate potential issues without unnecessary delays in decision-making due to cumbersome internal protocols.

# Management Concept

## Project Organization Chart, Typical



# Management Concept



## Communication with Owners, Clients, and Sub-contractors

To keep stakeholders informed in real-time, our Project Team will host weekly Project status meetings to review a project status log, schedule updates, change management, quality assurance and quality control measures, individual project estimates, key communications, requests for information, overall program budget status and design/scope development status. Additionally, individual weekly coordination meetings will be held for individual projects, including all sub-contractors. Any decisions impacting scope, schedule or budget will be documented and communicated to stakeholders via our Project Team web platform. Our policy regarding verbal communications that effect a change in The Work is to follow up with a confirming email or request for information that is then disseminated to all team members. Veksel firmly believes the primary function of a Project Manager and Superintendent is communication. Establishing expectations early on in the delivery cycle provides assurances that the means, methods and end-result of every project are predictable, reliable and consistent.

## Project Approach & Methodology:

While our services apply to a wide array of project types and markets, we specialize in a specific suite centered around communication, quality control, and risk management. These three categories are the foundation of Construction Management and Project Development; no one can properly function without the other. Veksel deploys a simple and effective toolbox with emphasis on documentation and tracking daily activities in a manner that enables us to learn from our teams' wins and challenges to continuously improve, leading to successful outcomes for all involved. (Continued on following page.)

### PROJECT MANAGEMENT WORKFLOW:

Establish Goals and Objectives of Project	<ol style="list-style-type: none"> <li>1. Establish protocol for submitting project requests from Delfin Industrial to Veksel Consulting &amp; Contracting</li> <li>2. Define clear timelines for estimating and delivery</li> <li>3. Determine appropriate tools, forms and programs for implementation</li> <li>4. Create feedback loop for continuous improvement. Rapidly adapt improvements to management protocols</li> </ol>
Planning & Delivery	<ol style="list-style-type: none"> <li>1. Receive project requests from Delfin Industrial project manager(s)</li> <li>2. Assign Veksel project manager</li> <li>3. Develop appropriate design documents, prepare detailed estimates and schedules while submitting for required permitting</li> <li>4. Sign and fully execute contract documents</li> <li>5. Procure subcontractors and vendors</li> <li>6. Communicate schedules &amp; objectives with stakeholders &amp; jointly define execution plan</li> </ol>
Construction Admin.	<ol style="list-style-type: none"> <li>1. Recurring, weekly, comprehensive project updates</li> <li>2. Administer and actively manage quality assurance, quality control measures</li> <li>3. Project support team available at all times</li> <li>4. Pre-punchlist all projects. Solve QA/QC issues real-time to avoid deficiencies at completion</li> <li>5. Begin compiling closeout documentation</li> </ol>
Closeout, Warranty & T.S.O.	<ol style="list-style-type: none"> <li>1. Final Owner Acceptance punchlists</li> <li>2. Compile closeout manuals including records drawings, IOM manuals, third party testing &amp; inspections, final permits, warranties and contacts</li> <li>3. Finalize pay applications, lien releases and close out project financials</li> <li>4. Provide owner's training for systems and equipment installed</li> <li>5. Warranty management for one-year after completion</li> </ol>

# Management Concept

## Quality Control Procedures



Quality Assurance and Quality Control (QAQC) is the culmination of each project management discipline with one significant addition: planning, monitoring, and reporting construction means and methods. The order of priority in QAQC is reviewing construction documents (drawings and specifications), product submittals, manufacturer's installation instructions, and industry standards to ensure proper planning and placement of materials. This process is dependent on the unique scope of each project; however, each of these categories should apply in all instances. The cornerstone of a good QAQC program is not observing and reporting discovered issues. Instead, it is ensuring accountability, early planning and engaging in problem solving with the contracting and design team to mitigate issues. We include Safety in our list of quality control measures. By ensuring a safe working environment, one can heighten worker awareness about correctly planning and implementing even the most routine tasks. We modeled our safety program after one of the industry leaders in worker and employee safety in the office and on the jobsite.

Quality Assurance and Quality Control Measures:

- Review Drawings and Specifications
- Review IOM Manuals (Installation, Operations & Maintenance)
- Pre-Construction / Pre-Installation Planning
- Mock-Ups and Product Samples
- HVAC Testing, Adjusting and Balancing
- Building Envelope and Building Systems Commissioning
- Observe and Report Means and Methods During Placement
- Actively Involve Stakeholders in Troubleshooting and Problem Solving
- Pre and post-installation inspections and routine field reports
- Project record/documentation audits
- Project hazard assessments and site safety audits
- Review quality and correctness of work (directly or via third-party specialists)
- Review contractor and sub-contractor site-specific safety plans (SSSP)

The ability to work with the Owner in developing and executing projects with less than a full set of plans and specifications:

The majority of Veksel's projects, and those projects listed in the professional profiles of our team members are of a design-build nature. Whether it be job order contracting, negotiated design-assist GCCM projects, energy services performance contracting or traditional design-build, our team members have a unique skill for working in collaboration with Owners and designers to develop scopes, schedules and budgets from concept through to completion. Often times, this means working with a limited design and closely coordinating with the Owner, Architect and local code authorities to quickly sort through undeveloped details in the field and have the flexibility and insights to adjust course on the fly. We encourage our Superintendents to interface directly with Owners, designers, subcontractors and vendors to proactively identify and solve potential issues in the field.



Since  
2018

# Management Concept

## Safety Procedures

Veksel Consulting and Contracting was established in October 2018 and has to-date, operated primarily as a professional service provider and general contractor / construction manager (GCCM). While we are licensed, bonded and insured as a General Contractor in Washington State, we do not directly employ skilled tradespeople or provide direct field labor. Our organization employs supervisory and managerial staff only. As such, we do not currently have an established L&I/OSHA Experience Modification Rating, an OSHA 300 Annual Summary, and have not received any OSHA/WISHA/EPA citations.

All subcontractors are required to adhere to Veksel's Corporate Safety Policy and Site-Specific Safety Plan (SSSP), as well as submit their own SSSP for review and approval by our Site Superintendent. Through a comprehensive outline of safety expectations during the selection and pre-construction processes, a review of each subcontractor's safety records and policies, training subcontracting partners on principles of safe work planning, weekly jobsite safety audits and the meticulousness and judiciousness of our Superintendents, we are able to relieve potential safety hazards before they become apparent. Only those subcontractors with an experience modification rating (EMR) of 1.0 or below will be considered for hire. However, should it prove difficult to procure subcontractors with exemplary safety records, Veksel will review L&I and OSHA work histories, evaluate infraction type and severity and stipulate training and assistance to those that demonstrate an capacity and disposition to embrace a higher standard for jobsite safety. Our safety program is based on that of a national leader in corporate and project safety and is highly refined. We have a zero-tolerance policy for serious safety infringements but believe in evading concerns through training, communication and effective safe work planning.



Copy of Firm's L&I Accident Prevention Program (Abbreviated):

1. Welcome
2. Introduction (How to Use this Manual)
3. Table of Contents
4. Appendices
5. Asbestos Containing Materials / Awareness
6. Bloodborne Pathogens
7. Chemical hazard Communication
8. Contractor Responsibilities
9. Cranes
10. Electrical Safety
11. Emergency Evacuation and Planning
12. Excavation and Trenching
13. Fall Protection
14. First-Aid and CPR
15. Floor and Wall Openings
16. Hazard Communication
17. Health and Safety Responsibilities
18. Incident Investigation and Reporting
19. Indoor Air Quality
20. Job Hazard Analysis (JHA)
21. Lock Out / Tag Out
22. Noise
23. Personal Protective Equipment (PPE)
24. Regulatory Compliance Visits
25. Safety Meetings and Toolbox Talks
26. Stand Down Policy
27. Steel Erection



# Management Concept

## Sub-Contractor Management



**Subcontractor Recruitment and Evaluation:** As appropriate for each project, we will assess the trades required and perform outreach to our listing of local subcontractors to satisfy project requirements and solicit bids from a minimum of three subcontractors or vendors. Subcontract award is based on a combination of qualifications, value and budget, in accordance with Washington State Public Works requirements. Since our inception we have developed and maintained a list of preferred and qualified subcontractors based on direct experience with numerous, local subcontractors and vendors. Our subcontractor evaluation process permits us to qualify and approve them prior to submitting bids for projects. Factors include:

- Safety record
- References
- Financial stability (Dunn & Bradstreet Report)
- Bonding and insurance
- Litigation and claim history
- Minority Business or Women Enterprise (MBWE)

**Subcontractor Recruitment:** Depending on a project's geographical location, Veksel will first look at our listing of preferred subcontractors. If a project is located in a region where additional resources are required, we will recruit through local advertising, newspaper publications, plan centers and direct outreach. Our evaluation process noted above is uniformly applied to all current and candidate subcontractors.

**Contingency Plan for Unsatisfactory Subcontractor Performance:** We take extensive quality assurance and quality control measures that ensure our subcontractors perform the work correctly the first time. Our on-site superintendents maintain implement the QA/QC program at the highest standard. If issues do occur, our approach is to resolve them by working with each subcontractor to train and re-train them on quality expectations. We qualify issues by retracing factors leading up to an issue. Remedies to resolve issues will be assessed and responsible parties will be held accountable to ensure their scope of work is consistent with Veksel's standards.



# Professional Personnel Ability



## Erik Paul Bondo, Owner/Project Manager

Erik joined the construction industry in 2004, and his skill set includes sales, development, estimating, scheduling, purchasing, personnel management, financial reporting and forecasting, standardization, process improvement, business operations, and planning, change management, subcontract management, and risk management.

**One of Erik's most valuable attributes is a proven ability to jump into challenging projects mid-stream and quickly and effectively identify issues, create pathways to improvement, enhance credibility, problem solve, and restore and strengthen Owner-Contractor relationships.**

Erik has completed a wide range of public and private projects for universities, hospitals, public agencies, real-estate investment trusts, composting facilities, and critical environments.

**As with all of our work, Erik will oversee all operations from the initial meeting to estimating & then the field operations.**

### EDUCATION

Eastern Washington University  
Bachelor's Degree, Business Administration

Wenatchee Valley College  
Associates Degree, Business Administration

### REFERENCES

Joseph Kline | Washington State University  
Assistant Vice President, Facilities | 509 335 1658

Mark LaBolle | Washington State University  
Director, H&D Maintenance Services | 509 336 2860

Dale Silha | McKinstry Essention  
Vice President, PNW Region | 509 710 6605

Kirsten Wilson | WA State DES  
Energy Systems Engineer | 509 370 0216

Joel Frank | Equilus Financial Group  
Founder / CEO | 509 665-8349

Katrina Spade | Recompose, PBC  
Founder / CEO | 206 551 4563



### Key Project History

- Washington State University  
Energy Services Performance (ESP) Contract  
\$60+ million, public works - completed 2018
- University of Idaho  
(ESP) Contract  
\$37 million, public works - completed 2013
- Recompose, Prototype Design & Testing  
\$62k-Phase 1 completed 2019, Phase 2 ongoing
- Recompose, System Development \$162k  
June 2019 – December 2020
- Recompose, Facility Design & Construction  
\$109k – Ongoing, June 2019 – June 2021
- Equilus Capital Partners,  
Cheney Park Commons, Phase 1, 2 & 3  
\$154k – Ongoing, June 2019 – June 2021
- Microsoft Columbia Data Center Phases 1 & 2  
\$42 million, privately funded - completed 2007
- Sabey, Intergate Columbia Building B  
VMWare Data Center  
Privately funded - \$7.7 million – 2009
- Microsoft Columbia Data Center  
Water Treatment Facility  
\$5 million, privately funded - completed 2008
- Nine Mile Falls School District, ESPC Phase 1  
\$3.2 million, public works – completed 2018

# Professional Personnel Ability



## Doyle Kahabka, Project Manager

Doyle has worked in the industry for more than 20 years.

Before joining the Veksel team, Doyle was with McKinstry for six years and brought with him over 30 years of experience with multifaceted project delivery methods, including but not limited to: **Design-Build, Progressive Design-Build, Construction Management, CMAR, Job Order Contracts, GCCM, and Negotiated Development.**

His unique construction background includes:

- **General Contracting**
- **CLT Manufacturing**
- **High-Tech Clean Rooms**
- **Elaborate Process Systems**
- **Pharmaceutical Research**
- **Development and Manufacturing Facilities**
- **Surgical Suites**
- **VA Medical Centers**
- **Veterans' Homes**
- **Hospital and Healthcare**
- **Power Generating Facilities (Coal & Co-Gen)**
- **Industrial Wastewater Treatment Facilities**
- **Municipal and Municipalities**
- **New Construction**
- **Industrial Manufacturing**
- **Process Piping**
- **HVAC**
- **Electrical**
- **Controls**
- **Plumbing**
- **Mechanical Systems**
- **Tenant Improvement Projects**

**Doyle is driven above all else, to make and/or save money for his employers, his customers, and his team in an ethical and safe manner.**



## QUALIFICATIONS

Design/Build  
Value Added Design  
General and Trade Contracting  
Construction Management  
Constructability/Risk Review  
Business Development  
Contract Negotiation  
Schedule & Planning Analysis  
Estimating & Financial Management  
Teamwork and Collaboration  
Legal Liaison/Expert

## ACCREDITATIONS

OSHA 10 & 30 Hour Certified  
Master Graduate – Rapport  
Leadership International  
DBIA Certified and Board Member  
PMIP Certified  
Leadership Spokane Graduate

## REFERENCES

Jason Herman – Plant Manager  
Kattera 406-885-3598

Shawn Bonfield – Regional Account  
Mgr. Avista – 509-434-6502

Chad Murphy – Project Manager  
McKinstry 509-389-5118

# Professional Personnel Ability



## Grant Loranger, Superintendent

Grant Loranger is a Site Supervisor at Veksel Consulting & Contracting. Grant has more than eight years of combined experience in the industry and has experience in facilities maintenance, property management and maintenance, residential and commercial renovations and multi-family construction.



### EXPERIENCE

Veksel Consulting & Contracting  
Site Supervisor | 2019 – Present

Grant's Home Repair, LLC  
Owner, Project Manager | 2015 – Present

## Key Project History

- Recompose, Prototype Design and Testing | Phase 1 completed 2019, Phase 2 ongoing.
- Recompose, Greenhouse Design-Build | October 2020 - Present
- Equilus, Methow Street Townhomes | New construction, seven-unit townhome complex. Ongoing.
- Crunch Pak, Commercial TI | Siding repairs, new shed, floor repairs, bathroom remodel.
- Door 2 Door Store, General Contracting | Complete exterior door installations as independent contractor
- A&M Properties, Property Maintenance & Repair | Maintenance, repairs and complete remodels.
- Huber Real Estate, Property Maintenance & Repair | Maintenance, repairs and complete remodels.
- McKinstry, Chelan County JDC Remodel | Demolish and rebuild fire wall and fire-door.
- McKinstry, Three Rivers Hospital ER Remodel | Demolish/replace suspended ceiling grid, patch & repair sheetrock, painting & finishes in all rooms.

# Professional Personnel Ability



## James Powers, Superintendent

Experienced commercial construction manager with heavy civil experience. Extensive use of power tools and commercial construction equipment. Certified boom lift, scissor lift and forklift operator with hands on experience. Additional experience includes mini excavator and skid steer operation. I have acquired a full set of personal hand and power tools while working in a commercial environment. I have also worked with concrete placement and form carpentry from foundation.

### EXPERIENCE

- **Site Superintendent** - June 2020-Nov. 2020 LOA Builders LLC- Primary onsite supervisor at the nine-unit Cheney Park Commons Phase 2 B. Organizing the jobsite and implementing the day to day tasks and promoting the productivity of the subcontractors as well as the LOA self-perform crews. Daily detailing of project progress and meeting all code requirements and milestone inspections. Providing safety information and performing weekly safety meetings resulting in an injury free project and jobsite. Specifying necessary equipment and tools to perform each module in the process and enable the progression to the next stage of construction. Project was completed in a timely manner and resulted in a permanent Certificate of Occupancy.
- **Heavy Civil Carpenter** - November 2018/September 2019. Apollo Construction- Performing daily projects to satisfy contractual agreements at a wastewater treatment facility addition. Working with a variety of materials which comprise the clarifiers and control buildings on site. Operating all the machinery necessary to complete these tasks and tools that are applicable.
- **General Foreman** - April 2017/ November 2018 Katterra Construction- River House Project Spokane Valley, WA/ South Landing Project Spokane, WA Pivotal in the civil utilities setup and support of two large scale commercial projects. Leading a labor crew to supply and support a large scale commercial project. Setting up and operating a complex job site and meeting deadlines for the self perform aspects of the entire project. Perfect attendance for approximately two years with only predetermined days off.
- **Residential Remodeler** - March 2016 to September 2016. Compass Construction- Spokane, Wa. General rough framing and sheeting of roofs, flooring and wall restoration to satisfy insurance claims. Working in a crew environment to hang and finish drywall including interior painting and insulation. Transport and handling of building materials to and from jobsites utilizing box trucks, dump trucks and personal work van. Provided personal tools as well as company tools to perform daily assignments in a safe and productive manner.
- **Commercial Glazier** - November 2015 to February 2016. Inland Glass – University of Idaho. Fabrication of aluminum brake shape to fit and finish around curtain wall junctures and window sills. Assisted in glass prep and installation on exterior and interior curtain walls. Safely operated boom lifts, scissor lifts, forklifts and use of ladders and Baker scaffolding. Caulking duties at SSG joints as well as heads and sills. Installation of interior/exterior flashing with blue skin and caulk beads.
- **Commercial Glazier** - February 2015 to November 2016. Inland Auto Glass – Washington State University/Pullman, WA. Installation of complex aluminum brake shape with hardwood supports around elevated balcony deck. Fabrication of aluminum brake shape to fit and finish around all curtain wall junctures and window sills. Assisted in glass prep and installation on curtain walls exterior and interior. Safely operated boom lifts, scissor lifts, forklifts and use of Baker scaffolding. Caulking duties at SSG joints as well as heads and sills. . Installation of interior/exterior flashing with blue skin and caulk beads.



### ACCOMPLISHMENTS

- Assembled and managed a large site crew as well as supported all trade disciplines on a large scale commercial project from the civil phase installing utilities to finish work.
- Acquired and managed subcontractors in a full service flooring and countertop retail store with all phases of installation for both residential and commercial applications.
- Implementing and working through complex commercial processes and successfully working with all aspects of heavy commercial projects.

### QUALIFICATIONS

- Extensive support of all trades
- Concrete placement and forming
- Installation of Baffle and weir system
- Installation of mechanical piping
- Framing curtain walls
- Glass setup and install
- Drywall Installation
- Complex decking systems with seal coating
- Build and Supervise Site Crew
- Design and Manage Interior Projects

### EDUCATION & TRAINING

- Current-Forklift Certification
- Current-Boomlift Card
- Current-Scissor Lift Card
- Current-CESCL Certified
- Current-OSHA 10 Hour Safety
- Current-First Aid/ CPR Certified

### REFERENCES

- Tony Delapena- Superintendent- Apollo Inc. Phone: 509-948-2803
- Mike Steinbach- Regional Superintendent- Katterra Construction Phone: 509- 344-9458
- Mike Heffernan-Asst. Superintendent- Bayley Construction Phone: 214-205-2948

# Professional Personnel Ability



## Ethan Smith, Project Engineer

Ethan Smith is a Project Engineer at Veksel Consulting & Contracting. He has a demonstrated skillset for research, documentation, intelligence gathering, team management, and project management and coordination. Ethan currently resides in Wellington, New Zealand and provides remote project documentation, tracking and support services for Veksel.



## WORK EXPERIENCE

Veksel Consulting & Contracting  
Project Engineer | 2019 – Present

SlyRaven  
Founder, CEO | 2018 – Present

Infusionsoft  
Customer Care Manager | 2015 – 2018

US Air Force, NSS/CSS  
SIGINT Watch Officer, Reporting Operations Center Lead |  
2005 – 2011

## EDUCATION

American Military University - 2019  
Military Intelligence and Operations Management

Community College of the Air Force - 2011  
Applied Communication and Method Technology

Air Force Leadership School - 2008  
Leadership Development, Graduated with Honors

Geospatial Metadata Collection and Analysis, NSA, 2009  
14 Courses, National Cryptologic School, 2009

## REFERENCES

Clay Jeppsen | Infusionsoft  
CCM Manager | 480.888.6401

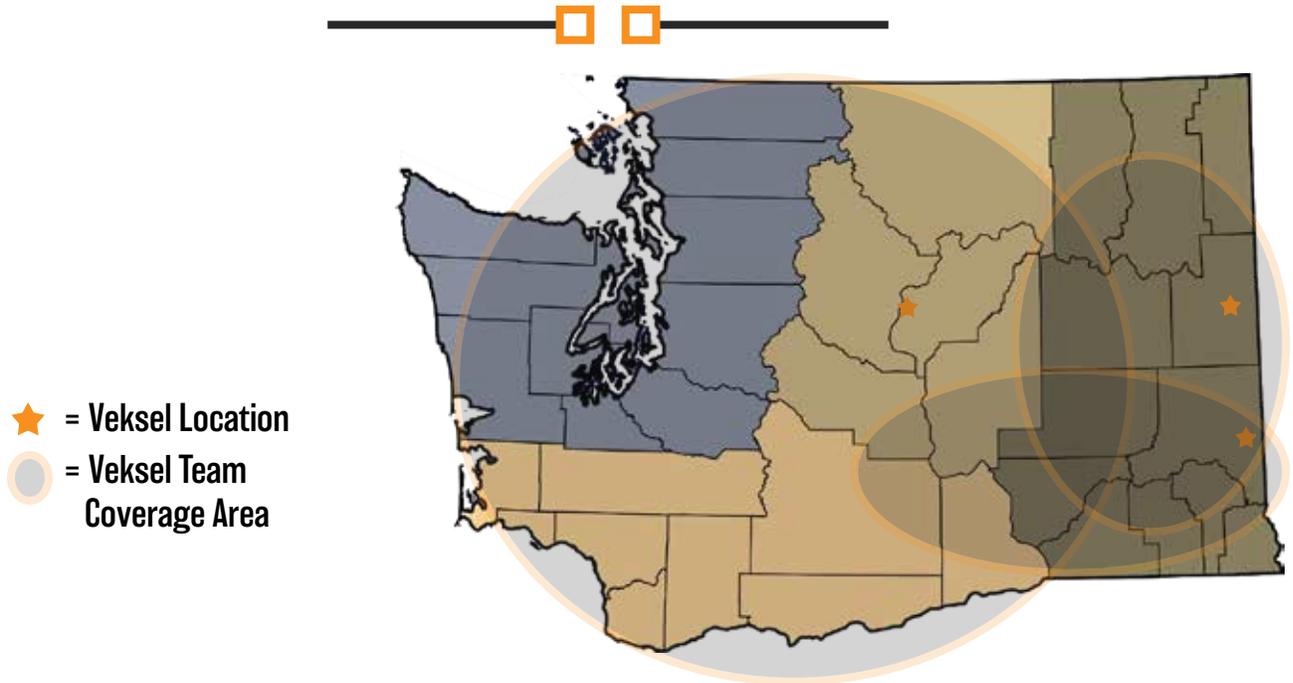
Tim Reidhead | Infusionsoft  
Manager, Director of Technology | 480.466.5314

Charles Kirkland | Infusionsoft  
Director, Cyber Security | 919.464.4527

## Skills Profile

- Demonstrated knowledge and experience in military and competitive intelligence analysis
- As the Reporting Operations Center Lead, led a team of information warfare personnel to author hundreds of reports daily of incredibly time sensitive reports with accurate data on a daily basis; these reports have earned recognition from base commanders, higher enlisted members, and even the POTUS.
- Handled various intelligence disciplines and developed report writing and documentation skills.
- Good problem-solving skills, with the ability to quickly adapt to an evolving situation and think clearly under pressure.
- "Ethan's strong understanding of both national and allied intelligence organizations, structures and systems matched with his superior aptitude and ambition, in my opinion makes for a well-rounded and reliable intelligence professional." – Charles Kirkland, United States Army Intelligence
- Excellent leadership, teamwork, and communication skills
- Designed and conducted numerous tactical and operational trainings to include Search and Rescue and surveillance.
- As the Reporting Operations Center Lead, produced real-time and accurate analysis, reporting and disseminating relevant intelligence related to hundreds of missions both in and out of country.
- Able to communicate effectively with colleagues and civilians on detailed and technical issues at hand.
- Calm and diplomatic, with the ability to effectively negotiate with people of all ages and backgrounds.
- "He currently holds the record for the best customer retention rate in one month's time, and consistently spends more time on the phone with escalated customers than any other rep. He is very logical, great at problem solving where ingenuity and innovation are necessary." – Clay Jeppsen, Manager, Infusionsoft
- Continuous development; strong work ethics
- Constantly questing for knowledge and willing to multitask to learn and improve my skills.
- Interested in positions with strong career progression, ideally with the option of upgrade courses to enhance skills.
- Honest, dependable, and trustworthy; highly committed to professional standards.
- "He has strong work ethics and has the ability to deliver great results. Ethan has a very positive attitude. He is genuinely happy and affects others for the better. He is a motivator, a listener and a solid supporter for those who needs a boost in spirit or performance. I would hire Ethan over and over again!" – Clay Jeppsen, Manager, Infusionsoft

# Location



Veksel team members work from home offices located in Spokane and Wenatchee. This enables us to provide service to the entire state, as few areas are outside the travel radius of daily or weekly site visits. Our low overhead approach also enables us to provide dedicated service to our clients while having great flexibility in terms of the geographic locations we serve. Although the industry is currently trending towards remotely providing services and oversight for project management, Veksel has always operated in this capacity. We believe in our ability to provide superior service without requiring management staff to be on-site at all times, thus avoiding costly per-diem and travel expenditures. Site-Supervision, however, must be performed by dedicated, on-site personnel. Our Superintendents are a primary key to successfully coordinating and delivering projects and our remote project staff's objective is to enable these individuals to succeed with maximum efficiency. Veksel is fully prepared to provide exceptional on-site oversight for all projects regardless of an individual project's geographical location.

Because Veksel's team members have a long track record of deftly delivering projects throughout the State of Washington and more specifically Eastern Washington, we have strong relationships with many notable, well-reputed sub-contractors and vendors in Eastern, Central, Southern, and Western Washington. We have worked with building departments and permitting officials throughout Washington State, including but not limited to Pullman, Spokane, Wenatchee, Kennewick, Richland, Kent, and Seattle. Our firm has strong relationships with design firms including Olson-Kundig Architecture (Seattle), The DOH Associates (Wenatchee), TK1SC (Seattle), MW Engineers (Spokane), McKinstry Co., LLC (Seattle/Spokane), TREK Architecture (Spokane) and many others. **We are fully confident in our ability to assemble highly qualified, reliable sub-contractors, suppliers, and design professionals for any projects that may arise regardless of location.**

Examples of our preferred subcontractors in each region:

Western Washington	Central Washington	Southern Washington	Eastern Washington
Andersen Construction Auburn Mechanical Dovetail Construction Four Seasons Homes McKinstry Co., LLC Olson-Kundig Architecture VECA Electric	A&R Solar Apple Valley Electric Arctic HVAC B&G Drywall Beckstead Electric Black Forrest Foundations Blackrock Concrete Bremmer Construction	Absolute Power Advanced Protection Services Apollo Mechanical Contractors Bruce HVAC D&S Drywall & Paint ELITE Construction Interwest Communications	A&R Solar Albright Construction All Wall Contracting Aspen Excavation Champion Concrete and Pumping Covenant Engineering Firepower

# Recent/Current/Projected Workload & Capacity



Annual Volume (In Dollars) Of Construction since Veskel's founding in 2018::

2018 - \$64,207. 100% consulting services, 0% general contracting / construction management

2019 - \$243,896. 100% consulting services, 0% general contracting / construction management

2020 - \$1,424,456. 16% consulting services, 84% general contracting / construction management

2021 - Forecasted (hard and soft backlog) \$8,900,000. 3% consulting services, 97% general contracting / construction management

2022 - Forecasted (soft backlog) \$10,000,000. 5% consulting services, 95% general contracting / construction management

2023 - Forecasted (soft backlog) \$15,000,000. 7% consulting services, 93% general contracting / construction management

While we have experienced rapid growth since incorporation in August, 2018, we have no reservations about our ability to scale up for additional projects. For fiscal years 2021-2022, we anticipate roughly 50% of this total volume to be executed in Eastern Washington with the remainder in Western and Central Washington. This mix provides us the advantage of dedicating our services to individual projects with focused teams. We are confident our current team will have the flexibility and availability to quickly respond to project requests, provide estimating and scheduling services, and deftly implement each project.

Should the workload require it, Veksel is fully prepared to add experienced professionals to our team to further guarantee stellar service and partnership.

# Diverse Business Inclusion Plan



At Veksel Consulting and Contracting, a diverse, inclusive, and equitable workplace is one where all people, whatever their gender, race, ethnicity, national origin, age, religion, political ideology, sexual orientation or identity, education, or disability, feel valued and respected. We are committed to a nondiscriminatory approach and provide equal opportunity for contracting, employment, and advancement in all of our departments, programs, and worksites. We respect and value diverse life experiences and heritages and strive to ensure that all voices are valued and heard.

Adding to our company value, Veksel has an established list of disadvantaged companies we regularly reach out to for support and project inclusion. We don't do this for a simple "quota"; we do this because it is intrinsic to our company culture to create opportunities for all people to experience success. Our team members' active and past participation in mentor-protégé programs is a further testament to our commitment to these values.

Aside from advertising projects through local plan centers and local publications, we will conduct direct outreach to seek out minority and women owned business. Presenting upcoming projects in-person and garnering enthusiasm for pursuing projects helps bring interested partners to the table. Oftentimes, smaller, local companies do not have experience in the nuances of public works projects and the enhanced documentation and reporting requirements. Veksel is prepared to work closely with each MWOB to assist them through this process

Veksel's history of utilization of OMWBE, WBE, MBE, SBE, and VBE by percentage:

Year:	Subcontracted value:	Subcontracted % of total work:	MWBE Utilization Percentage:
2016*	\$0	0%	0%
2017*	\$0	0%	0%
2018**	\$0	0%	0%
2019	\$1,703	1%	0%
2020	\$917,863	65%	20.2%

Veksel's utilization of small business entities and office of minority and women's business enterprises certified business in summary:

Year:	OWMBE, MBE, WBE	SBE, VBE:
2018**	N/A	N/A
2019	N/A	Grant's Home Repair SBE - \$ 2,440 Sly Raven SBE/VBE - \$1,445
2020	Elite Concrete Design MBE - \$19,745 Moser WBE - \$27,912 Phoenix Fabrication WBE - \$41,274 Mayor Construction MBE - \$35,068 A spen Excavation WBE - \$50,292 Rosales Landscaping MBE - \$12,735	Streamline Cable SBE - \$5,490 Innovative Electrical Solutions SBE - \$65,681 LOA Builders SBE - \$197,122 Perrenoud SBE - \$480 Sly Raven SBE/VBE - \$20,026 Grant's Home Repair SBE - \$34,870

Notes:

\*\* Veksel Consulting & Contracting was established in August 2018 and therefore has no applicable MWBE data for 2016 or 2017. In 2018, 100% of our work was consulting services and thus employed no sub-tier contractors or consultants.