

Preconstruction.

Our team lays the foundation for a successful project with our preconstruction services before ever stepping foot on a construction site.

We look at the big picture and then drill down providing budgeting & conceptual estimating, value analysis, cost savings alternatives, constructability reviews, and procurement of long lead equipment.

This investment of time upfront creates a strategic plan for the project and provides a clear understanding of cost, scope, and schedule.

Learn more about how we set projects up for success on page 3.

Recent Successes

Four Winds Casino – South Bend, IN

- Hired for early participation design-assist to help design team with constructability and value analysis.
- Redesigned the electrical equipment riser to take advantage of medium voltage distribution to hotel expansion.
- Developed equivalent light fixture package offering over \$200K savings to the project.

ALTRU Health System - Grand Forks, ND

- Budget reduction of over \$5M.
- Strategic purchases reduced schedule from 36 to 28 months.
- Strong collaborative preconstruction effort led to the award of the construction portion of the project following a COVID delay.

Gateway Tower - Minneapolis, MN

- Early participation - before the design development stage - allowed us to suggest the best locations for electrical and telecom rooms, security rooms, meter centers, and major equipment locations.
- Extensive value engineering efforts to assist Owner in space planning decisions.
- Budget reduction of \$1M during preconstruction phase.



Larry Heinsch

Vice President & Principal

Letter From Leadership

I've long thought of spring as the unofficial start to the year in Minnesota as we see winter end and the best of Minnesota's weather before us. I also think such beginnings and endings are the most exciting times in our business when it comes to the work we do. The team's energy always seems a little brighter when we're either kicking off a job or wrapping up a successful project. Fortunately, as I write this our Commercial Market group is in the middle of both a significant start and a milestone ending.

The new project recently underway is the Hines Development/Kraus-Anderson North Loop Green Tower in downtown Minneapolis. This 1 million SF, multi-use development consists of a 14-story office building, 34-story residential tower, 4-story parking structure, and space for retail & restaurants with a green outdoor area for community events. A great project that will add yet another tower to the Minneapolis skyline.

On the flip side, we are also pleased to be putting the finishing touches on the United Properties/McGough Gateway Tower project we began in 2018. Gateway Tower has received a lot of press lately for being both the newest office tower in downtown Minneapolis and bringing the first 5-star hotel to the Twin Cities in the form of the Four Seasons Hotel. At 37-stories, the tower is one of the ten tallest buildings in downtown Minneapolis. The 1.2 million SF building hosts RBC Wealth Management, United Properties and other companies, and there are 34 private residences sitting at the top of the tower. This great project will be completely wrapped up in May.

One thing both projects have in common – and that is a special point of pride for Gephart – is our early participation in the Preconstruction phase of these jobs. This allowed our team to make significant contributions to these projects through suggesting the best locations for things like major equipment, stacked electrical and telecom rooms, security rooms, etc. Also, always welcomed by the Owners, we worked with the GC's involved to save over \$2 million between the two projects. You can read more in this issue about our Preconstruction approach and experience.

Gephart Service Department Spotlight: North Memorial Health Laboratory Remodel

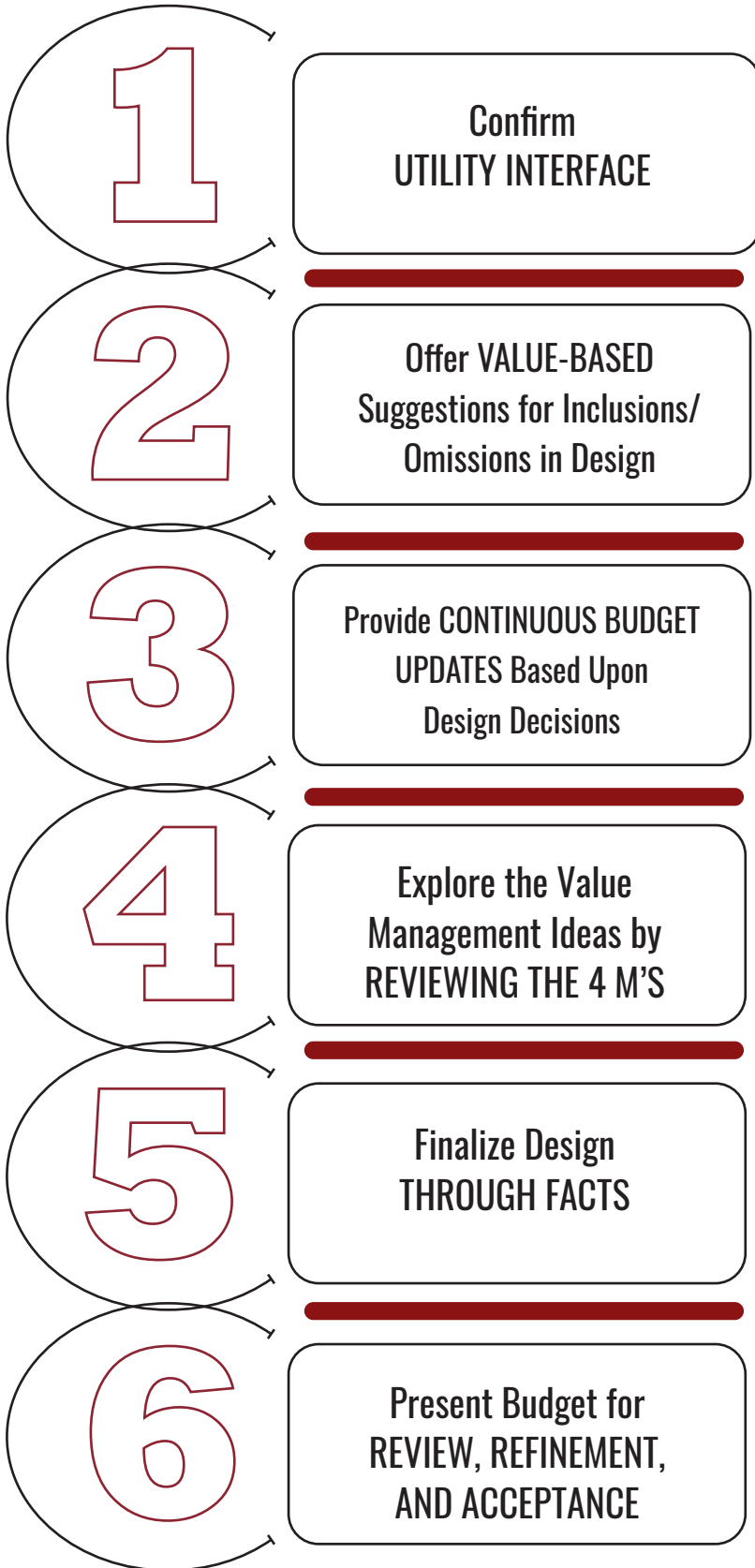
Gephart's Service Department has built its business on the long-standing relationships we have developed around the Twin Cities. One of those long-standing clients is North Memorial Health where our team has been on-site since 1994, completing projects large and small.

Recently our Service team completed a yearlong, top-to-bottom remodel project on a laboratory that had to remain fully operational throughout the job. Our team ran temporary power for the existing equipment as the new equipment was set up in an alternate location to be accurized prior to installation. By doing this, North Memorial Health's people didn't miss a beat in continuing their work. Additionally, our team moved power poles, added a new UPS panel, and installed new LED lighting. We were able to accomplish all this during the peak of a pandemic inside a fully functioning lab – quite a success!

The Gephart Service Department is available to provide 24/7/365 service and maintenance for your electrical needs and emergencies. Our team works diligently to ensure the highest standard of excellence on each and every call.



Preconstruction Approach



→ We coordinate with the local utility companies and service providers that will be required for the project.

We select the materials and solutions that provide the best use of construction dollars without sacrificing quality.

Value Management

The Value Management process is a central component of our services. Known constraints and priorities determine what becomes a “need” or a “want” for a project.

→ Our view of the Value Management process is that it does not stop after preconstruction – it continues in the field where the craftsman can suggest alternate routes, materials, and equipment all the way through to final training and turnover.

4 M's
Means
Method
Materials
Machinery

Tenure Milestones

We take pride in being family owned and our family values extend to the importance of our employees. One of the best reflections of our culture is the tenure of our people. We have many employees that have spent their entire career with us from entry-level positions through retirement. Below are some tenure milestones we recognized in 2021. Congratulations to all!

5 Years

OJ Babcock
Aaron Bennett
Kevin Bowman
Dena Edmiston
Dawn Goracki
Brad Grossman
Timothy Hawkins
Derek Johnson
Elizabeth Key
Cory Koenig
Landon Marshall
Sarai Pin
Oscar Recinos
Shane Richter
Gregory Tucker
Tim White

10 Years

Keith Burford
Kevin Burford

10 Years Cont.

Rob Clifford
Matt Hogness
Rick Rollins

15 Years

Diana Brumfield
Joe Casey
Luther Workman

20 Years

Brett Arnold
Jason Loots
Luke Mossbarger
Kevin Will

25 Years

Rob Krueger
Tom Wimler

30 Years

Brian Christensen
Larry Heinsch



FUTURE MEMBER OF THE GEPHART TEAM?!?!

For “Dress Like Dad” day at preschool, Micah Herman did his best impression of dad, Drew Herman, Director of Gaming and Hospitality.

Way to go, Micah, you nailed it!

