



September 4, 2024

Proposal to Provide Construction Services

**Port Gamble S’Klallam Tribe**

**Heronswood Greenhouse Foundation and Infrastructure**

### About Korsmo Construction

Korsmo Construction is a premier general contracting company delivering quality projects throughout the Pacific Northwest. Founded in 1948, Korsmo Construction is a third-generation, family-owned partnership located in Tacoma, Washington. Our project types include hospitality, community/nonprofit, educational, commercial, and governmental facilities. We work within a wide range of contract types, including **progressive design-build**, team-build, general contractor/construction manager (GC/CM), negotiated contracts, and public bids. **Korsmo also has a dedicated service department that performs minor construction, renovations, and repairs to help clients update and maintain their facilities.**

### Service Department and Small Projects

We specialize in projects that are demanding, often involving tight deadlines, reduced budgets, and refined finishes. **Our service technicians are seasoned construction professionals with diverse skillsets who are equipped to self-perform various scopes of work with a high level of quality. In many cases we are capable of eliminating the need for specialty contractors, resulting in reduced costs and shortened project schedules.**

**Korsmo typically self-performs concrete structural foundations, wood and steel structural framing, and other structural components.** Korsmo also performs miscellaneous architectural finish work, architectural cabinetry, building accessories, and other specialties. Additionally, we are experienced working with our clients' preferred specialty contractors and integrating them into the project team.

**Korsmo's service department was created to offer building solutions to clients with a diverse range of smaller projects while providing the same quality and expertise we have delivered on larger projects for over 75 years. The result is the personal service of a small, local contractor with the deep resources and experience of a larger, regional builder.**

### Experience with Preconstruction and Design-Build Projects

#### Design-Build Done Right

**Korsmo is known for delivering successful design-build projects for nearly 20 years—including numerous design-build and design-assist projects for tribal clients.**

Because design and construction are collaborative processes that demand effective and consistent communication between all parties, Korsmo maintains the same preconstruction team and construction team throughout the project, ensuring your vision is maintained and decision-making is carried through from start to finish.



Korsmo Construction was the first certified Salmon Safe general contractor in the South Sound region. The Salmon Safe organization focuses on environmental and habitat protection and stormwater quality. Salmon Safe technicians partner with our project teams to review stormwater pollution protection plans and overall site conditions early in the design phase to ensure salmon-safe best practices are met on the project.

**We have a proven record of success implementing this collaborative and integrated approach, employing a results-based strategy that takes full advantage of early team involvement to build trust and communication between disciplines. By engaging our clients in the highly integrated design-build process, we are able to generate creative, cost-effective, and highly functional solutions.**

A significant advantage of the design-build process is the opportunity for direct and continuous collaboration between the owner, designers, and builder. **Involving everyone in the process early and encouraging input from all team members as the design and construction are developed keeps the project focused** and mitigates any issues that may arise.

#### Approach to Preconstruction

Korsmo believes the preconstruction phase is the most critical and must be performed with great attention to detail, organization, and skill to maximize the project value. We are fully equipped and staffed to provide the full range of preconstruction services needed for the Heronswood Greenhouse and Infrastructure project.

**“Never in my career have I worked with a contractor that cared so deeply about making their client happy, executing the highest level of craftsmanship, keeping the client’s interest at heart and maintaining a healthy and cooperative relationship with a client.”**

— Eric Hielema, Senior Wastewater Engineer  
LOTT Clean Water Alliance



**Project Team**

Korsmo’s service team brings substantial experience providing general contractor services for tenant improvements, renovations, and small projects. With executive oversight from principal in charge John Korsmo, service manager Dan Dahlquist, project manager and assistant service manager Tammy Dahlquist, and superintendent Brian Kellems will provide responsive, high-quality, and cost-effective construction services to install the foundation and utilities infrastructure for the Port Gamble S’Klallam Tribe Heronswood Greenhouse. Korsmo’s proposed team is introduced below.




**JOHN ADDISON**  
Project Executive



**TAMMY DAHLQUIST**  
Project Manager



**DAN DAHLQUIST**  
Service Manager/Estimator



**BRIAN KELLEMS**  
Superintendent



**John Addison | Project Executive**

John Addison has over 20 years of project management experience on hospitality projects ranging from entertainment venues and restaurants to high-rise hotels. John focuses on design-build and team-build delivery of complex new construction and renovation projects. He provides executive-level oversight of the design-build team and maintains the team has the support and resources they need to deliver a successful project.

**Relevant Experience**

**Great Wolf Resorts | Great Wolf Lodge Core Renovation | Grand Mound, WA**

**Description:** Major renovation of 382,000-square-foot resort including specialty upgrades, complex phasing, and fully occupied and operational project site.

**Puyallup Tribe | Woven Seafood Chophouse Restaurant | Tacoma, WA**

**Description:** Major renovation of waterfront restaurant, including new utilities infrastructure placed throughout

**Nisqually Indian Tribe | Nisqually Elders Community Center | Olympia, WA**

**Description:** 30,000 SF | Team-build, tribal project

**Tulalip Tribes | 16-Bed Residential Treatment Facility North | Tulalip, WA**

**Description:** 18,000 SF | Design-build new construction of a residential care facility. Tribal project.

**Tacoma Housing Authority | Aviva Crossing | Tacoma, WA**

**Description:** 43,539 SF | Design-build new construction of an affordable housing apartment building.

**YEARS OF EXPERIENCE**

20 Years

**EDUCATION**

BS, Construction Management, Washington State University

Associated General Contractors (AGC) Construction Leadership



### YEARS OF EXPERIENCE

22 Years

### Dan Dahlquist | Service Manager and Estimator

Dan Dahlquist is an experienced construction service manager and estimator. His areas of expertise include project management, job site supervision, cost tracking, scheduling, master service agreements, consultant and supply agreements, subcontract management, and warranty work management. Dan has led numerous tenant improvements and interior and exterior remodels and his exceptional communication skills and attention to safety and security ensures high quality projects completed on time and within budget.

#### Relevant Experience

##### Port Gamble S'Klallam Tribe | Business Center Tenant Improvements | Kingston, WA

**Description:** Tenant improvements in five different buildings with the business center, including a daycare, new offices, and new kitchen area.

##### Pope St. John XXIII STEM Academy | Major Renovation/Tenant Improvement | Tacoma, WA

**Description:** Remodel of a 100-year-old school in Tacoma, including new flooring, windows, upgraded electrical systems, paint, fencing, turf and playground installation, and ceiling clouds for enhanced acoustics and aesthetics.

##### Museum of Flight | Cafeteria Remodel | Seattle, WA

**Description:** 3,000 SF | Design-build remodel of storage space into fully equipped kitchen and meeting room area

##### PRC Private Wealth Managers | Office Building Tenant Improvement | Edmonds, WA

**Description:** 14,000 SF | Demolition and rebuild of third floor office space, including strip and re clad of eight offices, three meeting rooms, breakroom, and two restrooms.

##### US Bank | Tenant Improvement | Monroe, WA

**Description:** 10,000 SF | Build-out from white shell and core, including five offices, two conference rooms, two restrooms, secured break room, and money counting area.



### YEARS OF EXPERIENCE

25 Years

### EDUCATION

BA, Professional and Creative Writing, Central Washington University

### Tammy Dahlquist | Project Manager

Tammy Dahlquist brings 25 years of expertise in design and construction management, spanning projects from small tenant improvements to large-scale, complex developments for multinational companies. Her portfolio includes both renovations and new construction of major retail and restaurant projects. Tammy prioritizes client satisfaction, overseeing daily operations, project management, and contract execution to ensure seamless project delivery.

#### Relevant Experience

##### Starbucks Corporation | Downtown Disney Flagship Stores | Orlando, FL and Anaheim, CA

**Description:** 4,000 SF | Complete design and remodel of two 4,000-square-foot flagship Starbucks locations in Downtown Disney, and one 500-square-foot walk-through location.

##### Starbucks Corporation | Seattle Headquarters Remodel | Seattle, WA

**Description:** Redesign and construction of drive-thru facilities at 10 Starbucks locations, incorporating face-to-face screens, canopies, landscaping, and interior remodels to enhance customer experience and operational efficiency.

##### Michaels Stores, Inc. | National Store Expansions | Various Locations

**Description:** Development of over 40 retail locations for Michael's and its subsidiary brands, including 25 new construction projects, 15 remodels, and 3 expansions.





## YEARS OF EXPERIENCE

33 Years

## CERTIFICATION

Certified Erosion and Sediment Control Lead (CESCL)

## Brian Kellems | Superintendent

With over 33 years of experience in the field, Brian Kellems brings his exceptional organization, communication, and technical skills to ensure a clean, safe, and well-run project site. As superintendent, Brian is responsible for construction supervision, including subcontractor coordination, scheduling, material and equipment inspection, and quality control. Brian will be on site full time providing construction supervision and proactively communicating with team members on progress, quality, safety, and jobsite concerns.

### Relevant Experience

#### Tacoma Lawn Tennis Club | Locker Room Renovation/Tenant Improvement | Tacoma, WA

**Description:** 3,000 SF | Locker room renovation including new flooring, lighting, paint, and electrical work

#### Aristo Healthcare | Health Clinic Tenant Improvement | Renton, WA

**Description:** 7,000 SF | Ground level health clinic renovation, including specialty fixtures and installation of second-floor plumbing infrastructure in preparation for future expansion

#### Eastside Community Center | Tacoma, WA

**Description:** Community fitness center

#### Why Not You Academy | Des Moines, WA

**Description:** K-12 charter school

#### Grant Elementary | Tacoma, WA

**Description:** K-12 school

#### L&I/WSDA Safety and Health Lab and Training Center | Tumwater, WA

**Description:** Clinical laboratory, government project, specialty equipment installation

## Relevant Experience

Korsmo has developed an extensive resume of successful projects for tribal clients, including those listed below. Also shown is a sample list of Korsmo's experience with remodels and tenant improvement projects.

### Remodel and Tenant Improvement Projects

- City of Tacoma | Beacon Activity Center Remodel
- Foss Landing | Office Building Tenant Improvement
- Garfield North, LLC | Trapper's Sushi Restaurant
- Great Wolf Lodge | Guestroom Flooring Remodel
- KMB Architects | Office Renovation
- General Services Administration | Kress Building Tenant Improvement
- Nisqually Indian Tribe | Detox Ward Renovation
- Port Gamble S'Klallam Tribe | Administration Office Tenant Improvement
- Port Gamble S'Klallam Tribe | Justice Center Renovation
- Squaxin Island Tribe | Lucky Eagle Hotel Guestroom Remodel
- Tacoma Rainiers | Cheney Stadium Suites Renovation
- Thea's Landing | Exterior Painting, Tenant Improvements
- Tourmaline Capital | Titus-Will Adaptive Reuse/Rhein Haus Restaurant Renovation
- Tucci & Sons, Inc. | Office Addition and Remodel

### Select Native American Project Experience

- Jamestown S'Klallam Tribe Annex
- Jamestown S'Klallam Tribe Healing Clinic
- Jamestown S'Klallam Tribe Port Whitney Hatchery
- Jamestown S'Klallam Tribe Tenant Improvements
- Port Gamble S'Klallam Administration Building TI
- Port Gamble S'Klallam Tribe Community Health Center
- Port Gamble S'Klallam Tribe The Point Event Center
- Port Gamble S'Klallam Tribe The Point Hotel and Casino

### Select Design-Build Projects

- Agnus Dei Lutheran Church | Addition and Renovation
- Brookfield Properties | Discovery Park Pavilion
- Lighthouse Christian Center | Church Addition/Renovation
- Mt. Rainier Lutheran High School | New School Building
- Pacific Lutheran University | Eastvold Hall
- Squaxin Island Tribe | Little Creek Casino Resort Renovation
- Suquamish Tribe | Clearwater Casino and Hotel Expansion
- Tacoma Arts Live | Pantages Theater Renovation
- Tacoma Public Schools | Synthetic Fields, Track, and Courts
- University Place Presbyterian Church | Children's Center

## RELEVANT EXPERIENCE

### Jamestown Beach Pavilion Phases I and II | Sequim, WA



Korsmo completed Phases I and II of the Jamestown S’Klallam Tribe Beach Pavilion in August 2023 and August 2024, respectively. Phase I comprised the erection of a single-story structure with concrete foundations, steel canopy, metal roofing, and painting. This phase also included provisions for future utilities, landscape restoration, stamped concrete flatwork (by owner), and an Owner-furnished totem pole. Phase II expanded the site with a two-story building that included kitchen space, storage, and restroom. This building was connected to the pavilion canopy with a new, covered connection.

### Discovery Park Pavilion | Bonney Lake, WA



Discovery Park Pavilion serves as an indoor/outdoor gathering space and event venue for the Tehaleh master-planned community and local community. The building is a barn-like structure with concrete foundation, timber trusses and columns, clerestory dormers, sliding barn doors, and bi-parting barn door. The indoor area is equipped with a catering kitchen, large banquet hall, and two restrooms. Korsmo completed the Pavilion in July 2022 in partnership with Ratcliffe Gagliano Architects for Brookfield Properties Development.

### North Shore Golf Shop and Covered Driving Range | Tacoma, WA



Part of a multi-phased revitalization project for the Puyallup Tribe, Korsmo constructed a new golf shop and covered driving range for the North Shore Golf Course, a public golf course located in northeast Tacoma on the Puyallup Tribe reservation. The project included demolition of an existing driving range and construction of a new driving range shelter. The new shop building included golfer check-in, a pro desk, retail displays and a beverage counter.

### LOTT Clean Water Alliance Green Roof and Renovation | Olympia, WA



The LOTT Clean Water Alliance administrative building and laboratory renovation was a highly awarded project recognized for its sustainability and green building features. In addition to the 7,666-square-foot renovation, Korsmo completed a green roof with external sun control louvers and water treatment system. The work incorporated structural steel and cast in place finished concrete with a grout driven pile foundation and incorporated reused and recycled materials throughout. The LOTT CWA building received the Sustainable Buildings Industry Council’s Beyond Green Grand Prize, AIA Seattle Honor Award, AIA/COTE Top Ten Green Projects, and AIA Washington Council Civic Design Award. The finished project also received LEED credits for its incorporation of recycled, reclaimed, and renewable materials.



### Building Tribal Enterprises

We have a long history of working with tribal clients, including 23 tribes in the Pacific Northwest and the Port Gamble S’Klallam Tribe. Our deep resume of tribal projects includes hotels and hospitality venues, restaurants, casinos, health and wellness centers, convenience stores, fuel stations, tribal housing, and veterans memorials.

Through our work in the Puget Sound and KORSMO’s close proximity to Kingston, we have formed long-term relationships with local and native-owned subcontractors and suppliers in the South Sound and throughout the Olympic peninsula. **KORSMO regularly partners with native-owned businesses and regularly works with Nisqually Construction Services and Port Madison Enterprises Construction Corporation (PMECC) for earthwork and underground utilities as they deliver high-quality projects on tribal properties.**



Early and intentional partnerships with the project’s designers blended the Jamestown S’Klallam Healing Clinic seamlessly into the environment, creating a sense of healing and connection to the surrounding landscape.

### CLIENT REFERENCES

KORSMO’s long-standing relationships with our clients and record of repeat work is the best measure we can provide for our history of successful project delivery. The references listed below can testify to our team leadership, technical skills, dedication to quality, schedule, and budget performance.



#### GREAT WOLF LODGE CORE RENOVATION

Great Wolf Resorts  
Contact: Chris Hewison  
P: (518) 817-6850  
E: [chewison@greatwolf.com](mailto:chewison@greatwolf.com)



#### CLEARWATER CASINO RESORT EXPANSION

Suquamish Tribe/Port Madison Enterprises  
Contact: Russell Steele, Former CEO  
P: (360) 598-8711



#### NISQUALLY RED WIND CASINO NONSMOKING EXPANSION AND PARKING STRUCTURE

Nisqually Indian Tribe  
Contact: Bob Iyall, Chief Executive Officer  
P: (360) 464-2893  
E: [biyall@mc-ec.org](mailto:biyall@mc-ec.org)

Proof of Insurance



August 28, 2023

Port Gamble S'Klallam Tribe / Heronswood Greenhouse Foundation and Infrastructure Project

Re: Request for Qualification for Design-Build Services for Port Gamble S'Klallam Tribe / Heronswood Greenhouse Foundation and Infrastructure Project

To Whom It May Concern:

As the insurance broker Korsmo Construction, we are pleased to provide information regarding their safety and insurance program relative to the above referenced project.

Please be advised that Propel Insurance has worked with Korsmo Construction and their owners for many years. During this time, they have consistently demonstrated an excellent safety record and have worked hard to create a culture centered around jobsite and employee safety. It follows that Korsmo Construction has a 0.6 Workers Comp Experience Mod. They are truly the best in class in all aspects of safety.

Korsmo Construction maintains a comprehensive insurance program with Alaska National Insurance Company. The relationship with Alaska National is strong, and in turn Alaska National has them placed in one of their best and most exclusive programs. Alaska National is well versed in the home office, financial, safety and field operations at Korsmo Construction.

Due in large part to the strong commitment and results from Korsmo Construction and their safety programs and culture, we are confident that we can provide the limits and / or coverage required on this contract, whenever that is made available for review and confirmation.

If we can be of any further assistance, please do not hesitate to call me at 253.310.4016.

Respectfully,

A handwritten signature in black ink that reads "Brent E. Heilesen". The signature is written in a cursive, slightly slanted style.

Brent E. Heilesen  
Sales Director – Construction  
Commercial Insurance and Surety



**Hourly Rates**

Korsmo’s preconstruction and construction hourly rates are provided in the tables below. **These rates are fully burdened, but do not include overhead, profit, or other markups. They represent the cost we charge per hour for these categories.**

**PRECONSTRUCTION PHASE RATES**

KEY PERSONNEL	HOURLY RATE
Preconstruction Manager	\$91.19
Estimator	\$96.87
Service Manager	\$87.55

**CONSTRUCTION PHASE RATES**

KEY PERSONNEL	HOURLY RATE
Superintendent	\$106.82
Foreman	\$104.66
Project Accountant	\$57.35
Project Assistant	\$40.00
Safety Inspector	\$96.89
Carpenter	\$97.90
Laborer	\$81.84



## PROPOSAL

### Heronswood Greenhouse

**Project Owner:** Heronswood **Attn:** Abigail Welch  
**Last revised date:** 9/11/2024 **Location:** 7530 NE 288th st Kingston, WA 98346  
**Schedule/Work Hours:** Days **Duration:** 2.5 weeks

**Description of Work:**

**SITE PREP:**

- Dig & Backfill Foundation with imported sand, Dig Utilities Ditches: Electrical and Water
- Finish Grade Job with Crushed rock inside and outside of building

**FOUNDATION:**

- Form footings and stemwalls. Basis of bid includes a single use formliner for a stacked brick appearance
- Install rebar per engineered design drawings

**HVAC:**

- Daikin Two Head Split System Unit for Freeze Protection
- Refrigeration and Control Wiring for Daikin
- Start, Test, and balance
- 1-year full warranty

**PLUMBING:**

- PVC Waste & Vent piping
- Copper, Pex & Poly Domestic Water Piping
- Plumbing Trenching and Backfill with Native Soils within 5' of Greenhouse Footprint
- Excludes Trenching from Greenhouse to Water Main and Septic Lateral
- Stainless Steel Single Compartment Table/Sink Combo with Swing Arm and Spray Hose Combo Faucet
- Two Interior Hose Bibbs
- Two Exterior Frost-Free Yard Hydrants
- Effluent Pump with Packaged Basin and Simplex Control Panel
- Carson Box with Check and Isolation Valves for Effluent Pump System
- 66' ACO K100 Trench Drain System
- Insulation as Needed
- Startup & Test
- Commissioning Assistance
- 1 Year Full Warranty

**Clarifications:**

Proposal is based on drawings provided by client. Assumptions were made based on the drawings that may need field adjustment  
 Excludes all costs and or time associated with identification, removal or disposal of hazardous waste.  
 Excludes all costs due to unforeseen conditions.  
 Excludes low voltage of any kind, excludes any and all fire protections installed into building  
 Small tools and equipment to perform work are included.  
 Includes daily cleanup of work space and surrounding area.  
 Work areas to be clear of all obstacles before work begins.

<b>Korsmo Project Labor</b> .....	\$ 61,138.32
<b>Korsmo Materials / Equipment</b> .....	\$ 2,040.00
<b>Subcontractors / Vendors</b>	
Earthwork	\$98,800.00
Concrete and #4 rebar assumed (will reprice if other spec'd in drawings)	\$48,605.00
Electrical allowance (all contingent on final power pull location)	\$17,500.00
HVAC/Plumbing	\$99,200.00
Engineer Drawings for Foundation	\$ 3,000.00
Concrete Form Liners (Any pattern and style of single use material from Spec or Fitzgerald)	\$ 5,700.00
Paddle fans	\$ 7,600.00
<b>Vendor Total</b> .....	<b>\$280,405.00</b>
<b>Contingency at 4.00%</b> .....	\$ 13,727.33
<b>Subtotal</b> .....	<b>\$357,310.65</b>
<b>Insurance</b> .....	\$4,466.38
<b>Subtotal</b> .....	<b>\$361,777.04</b>
<b>B&amp;O Tax</b> .....	\$2,257.49
<b>Subtotal</b> .....	<b>\$364,034.52</b>
<b>Fee at 10%</b> .....	\$36,177.70
<b>Estimate Total</b> .....	<b>\$400,212.23</b>
	Washington State Sales Tax Not Included \$0.00
<b>Alternate No 1</b> Stone veneer	ADD \$32,866.00
<b>Alternate No 2</b> Discription	ADD \$0.00

**Quoted by:** \_\_\_\_\_ \*\*Quote Good for 45 days  
 Dan Dahlquist - Service Manager

**Acceptance of Proposal:**

The prices and conditions above are satisfactory for the work described. You are hereby authorized to perform the work as outlined above.

\_\_\_\_\_  
 Customer Signature Date

**Payment Terms: NET 20 - Please make check payable to Korsmo Construction. Thank you.**

**CONFIDENTIALITY NOTICE:** All information in and with this proposal is the property of Korsmo Construction and may not be shared without written consent from Korsmo Construction.