

The logo for TSP, consisting of the letters 'TSP' in a white serif font on a red square background.

Architecture
Engineering
Planning

Proposal for

TECH ORD ADMINISTRATION BUILDING

A Division of AMTEC Corporation

August 7, 2019



Design Redefined.

1112 N. West Avenue, Sioux Falls, SD 57104

phone (605) 336-1160 | www.teamtsp.com

August 7, 2019

Mr. Matt Baer, Director of Operations
Tech Ord
47600-180th Street
Clear Lake, SD 57226

RE: New Administration Building

Dear Mr. Baer:

Thank you so much for the invitation to submit our proposal for the design of your new administration building. I enjoyed getting to meet you and seeing the Tech Ord campus while learning more about what your company does and your proposed project.

What makes TSP unique is that we offer architecture; structural, mechanical, and electrical engineering; interior design, and cost-estimating all under one roof. Civil-engineering experts from Banner Associates will round out our team. This tightly integrated team allows us to communicate quickly and efficiently with one another and with you—providing a high-quality level of service.

TSP is proud of our history: We've thrived for nearly 90 years, ever since our founder hung out his shingle in downtown Sioux Falls. We continue to uphold the ideals of legacy core values. When we design our projects, we focus on facilities that will stand the test of time and serve our clients well for years to come.

Our team has a great depth of experience in the design of office buildings. We're also well-versed in the unique aspects of your

project, including the need for a security entrance, a storm shelter, and a robust IT infrastructure. On the following pages you will find information about our people, see examples of some of our past projects, and learn about our design philosophy. Simply put, we collaborate with clients to effectively reach the best solution for them.

We to look forward to using our skills to help you achieve your goals as you add to your campus and accommodate Tech Ord's continued growth.

Sincerely,
TSP, Inc.

Michelle Klobassa

Michelle Klobassa, LEED AP BD+C
Principal

CLIENT CASE STUDY: ZEAL CENTER FOR ENTREPRENEURSHIP

SIoux FALLS, SD | Sioux Falls' new-business incubator exists to provide resources and guidance for anyone with a great business concept and the work ethic to make it happen. The group launched in 2002 as the South Dakota Technology Business Center. TSP designed the original facility and a major addition along the way.

Today, leaders have an expanded mission and fresh look to go with it. The most recent changes include a relocated reception desk that creates a focal point to welcome visitors. A series of flatscreen TVs display the various start-ups within the building to elevate name recognition and show Zeal's reach. An enlarged and updated break room flows into a lounge with soft seating, counter-height tables, and booths. Breakout rooms provide ideal places for a smaller group of great minds to hammer out details—complete with a nearby workroom that has ample cabinet storage for office supplies and equipment.





**Qualifications to Provide Professional
Architecture, Engineering, & Specialty Services**

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LEAD FIRM PROFILE

THERE'S NO 'ME' IN TEAM. IT'S ALL WE. AND IT REVOLVES AROUND YOU.



PROJECT ROLE

Architecture, Cost Estimating, Structural Engineering, Mechanical Engineering, Electrical & IT Engineering, Interior Design, and FF&E Solutions

DETAILED DESCRIPTION

Clients know this (and so do we): You are the planning and design experts when it comes to your company culture and future needs. Why? Because you live with the challenges unique to your current facilities.

TSP exists to perform fulfilling work. It's fulfilling for us because it makes our clients better at what they do. We believe our clients hold the keys to discover their designs. We have the knowledge and skill to unlock your ideas. That's why we seek out complex projects that demand design expertise and reliability. These efforts require comprehensive, integrated services and fully engaged stakeholders to inform the work.

As a company, we're built around a few beliefs that resonate with our team members in communities across the Upper Midwest—including your project's team in our Sioux Falls office. The heart of this philosophy stretches back to 1930 and our founder's credo to design it like we own it.

We've dedicated ourselves to pursuits that hold the greatest potential for communities. Focusing on the work we want to do gives us more time to understand each client's vision, study emerging opportunities, and expertly weigh the inherent risks.

We find the greatest success when we use our skills and passion to develop the single best solution that meets a client's needs. Our full-service team ensures that spaces, systems, layouts, finishes, furniture, and technology function as a whole.



IN-HOUSE CAPABILITIES

Your TSP team offers a complementary set of design, engineering, planning, and specialty services professionals who devote themselves to your success. Our people will work in concert with you and key consultants to help you create an overarching plan. **TSP's in-house staff offers expertise in the following services and disciplines—**

- Architecture
- Facilities Master Planning
- Interior Design and FF&E Coordination
- Space Planning/Modeling
- Existing Facility Assessments
- Site Evaluation & Planning
- Sustainable Design
- Mechanical Engineering
- Electrical Engineering
- Structural Engineering
- Security Planning
- Construction Documents
- Building Code Compliance
- Constructability Reviews
- Construction Administration
- Warranty Inspections & Reviews



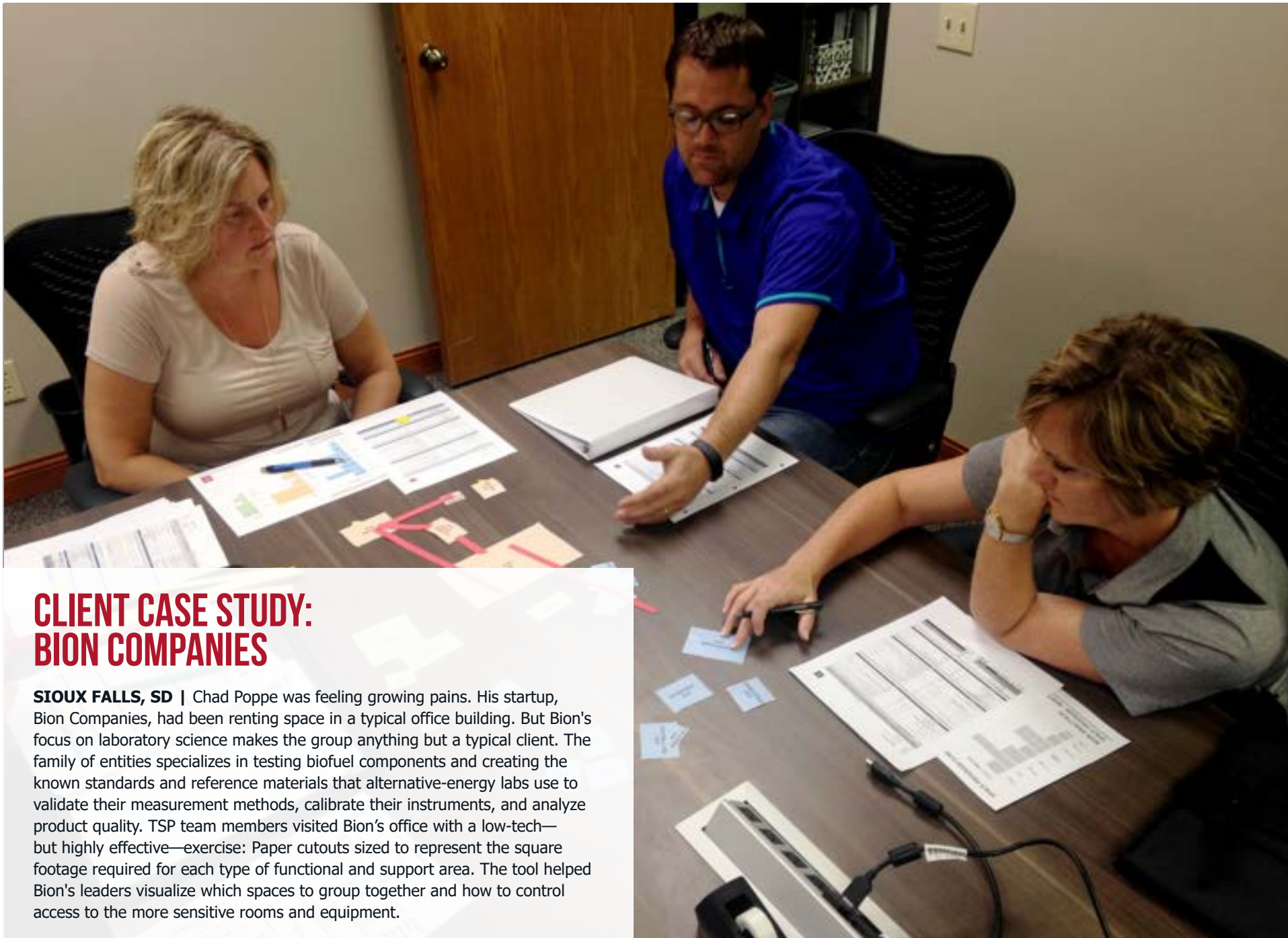
TEAMING PHILOSOPHY

TSP's success is the result of our unwavering commitment to each and every client since our founding in 1930. What started as a one-person architecture practice during difficult economic times has evolved into a thriving, fully integrated architecture, engineering, and planning firm with offices across the Upper Midwest.

Through teamwork, service, and passion, our people listen and develop a deep understanding of your "why." We collaborate with you to build trust-based relationships and discover solutions that combine form, function, and economy. We design legacy buildings that fit your needs today and are flexible enough to serve you well into the future.

We know that assembling the right people at the right time is crucial to your project's success and that highly focused expertise uplifts the end result. That's why, when the project calls for it, we invite selected groups to join us.

TSP's working relationships are built on a mutual respect for the strengths of individual firms and their strong experience designing for learning environments. **We've developed a network of trusted, professional firms whose people specialize in additional services. These include civil engineering, landscape architecture, audio and video systems, fire and life safety, and other concentrated subdisciplines.**



CLIENT CASE STUDY: BION COMPANIES

SIOUX FALLS, SD | Chad Poppe was feeling growing pains. His startup, Bion Companies, had been renting space in a typical office building. But Bion's focus on laboratory science makes the group anything but a typical client. The family of entities specializes in testing biofuel components and creating the known standards and reference materials that alternative-energy labs use to validate their measurement methods, calibrate their instruments, and analyze product quality. TSP team members visited Bion's office with a low-tech—but highly effective—exercise: Paper cutouts sized to represent the square footage required for each type of functional and support area. The tool helped Bion's leaders visualize which spaces to group together and how to control access to the more sensitive rooms and equipment.

INTEGRATED EXPERTISE

ARCHITECTURE & ENGINEERING

Your buildings must be structurally sound to ensure safety and provide for decades of usable life. And the physical plant that drives the building needs to function reliably, using sustainable processes that match the durability of your bricks and mortar. TSP's engineering disciplines are integral to our team. TSP engineers puzzle through the logistics to assure your project can be delivered as envisioned.

Mechanical, technological, and advanced security designs all depend on a robust electrical system to provide adequate, ready power. TSP's electrical engineers understand which features require special consideration. They'll make sure your lighting, climate control, technology networks, fire alarms, and security functions have the power needed to keep your new administration building running smoothly. Our specialists will recommend which products will produce the greatest return on investment for Tech Ord, from both budgetary and quality-of-life perspectives.

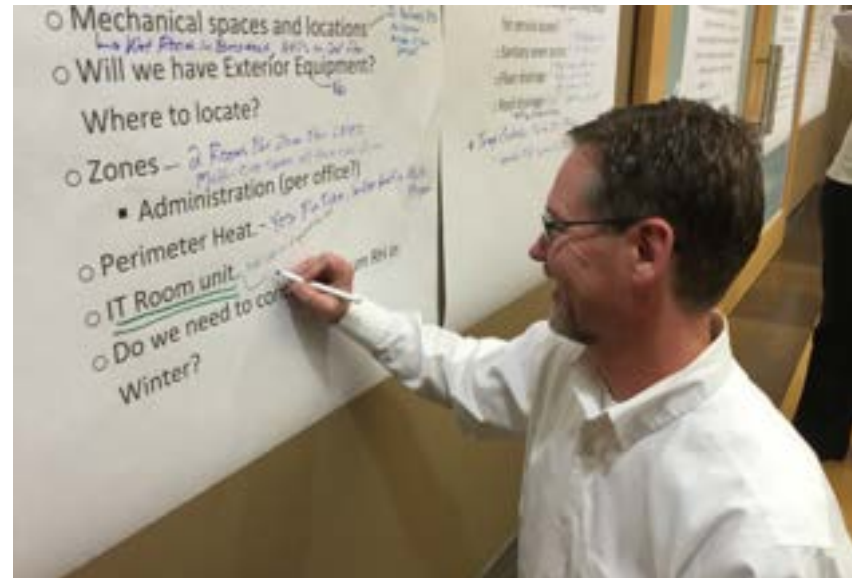
INTERIORS + FF&E

TSP's interior designers select finishes that stand up to everyday classroom use, wayfinding elements, and colors and textures that contribute to an overall sense of comfort and well-being. They even can identify furniture, fixtures, and equipment (FF&E) to increase flexibility for true multi-use spaces. They'll work to help you create custom packages, outlining ways to get the most out of your square footage and what you place within it. For example, "plug-and-play" furniture allows every wall to be the front of a room and enables you to take full advantage of mobile devices.

COST ESTIMATING

TSP will leverage the knowledge of our full-time construction-cost estimator to create early, realistic conceptual budgets and provide status reports along the way. If the you ultimately choose a Construction Management delivery model, our cost estimator can serve as a double-check to verify that figures align with the evolving design.

SUSTAINABLE STRATEGIES



EMBEDDING SMART DESIGN

Done right, sustainability planning saves you time and money, both initially and in the future. The TSP team is committed to practical, sustainable solutions. Even if LEED certification is not desired, using a "sustainability workbook" tool can help us evaluate a variety of impacts that contribute valuable information for any operations budget.

Our design team goes beyond sustainable design to embrace strategies for energy reduction, owner flexibility, occupant well-being, and responsible design. This is how we create better buildings. Sustainable design is embedded into our process, ensuring it becomes part of your facility's overall concept.

We'll work with you to optimize all components, carefully considering your needs. We don't maximize one priority or element at the expense of another. Your vision for your facility drives our sustainable-design practices, and we measure our progress against established benchmarks and metrics.



CONSULTANT PARTNER

ENGINEERING A BETTER COMMUNITY

PROJECT ROLE
Civil Engineering & Land Surveying



DETAILED DESCRIPTION

Banner offers a responsive and tailored approach to every project we undertake. Never regarding our clients as "just a number," we offer the personalized service that a small firm provides, with the proficient and knowledgeable staff and resources that a large firm offers.

We have provided services for numerous projects and communities in South Dakota and Minnesota, with some of our most successful associations ongoing for more than 60 years. Our repeat client business is a strong testimony to the trust, client-centered attitude, and responsiveness we strive to provide. We are dedicated to providing innovative, forward-thinking solutions and maintaining high standards in job performance.

While the experience and resources of each firm are important, firms don't design and build projects—people do. Our staff is an energetic combination of wisdom and time-tested experienced individuals blended with a youthful, motivated, and progressive-thinking staff. While each member of our team brings unique strengths and viewpoints to the project development process, all share a commitment to client satisfaction that is the hallmark of Banner's service approach.

Our staff consistently strives for ready accessibility, responsiveness, and follow-through. We invite your participation. We firmly believe that clear, honest, and continuous communication is vital to maintaining long-lasting client relationships and are readily available to address any questions or concerns you may have.

KEY TEAM MEMBERS

MICHELLE KLOBASSA, AIA, LEED AP BD+C

Principal-in-Charge, Project Manager, & Project Architect



REGISTRATION

SD, MN

EDUCATION

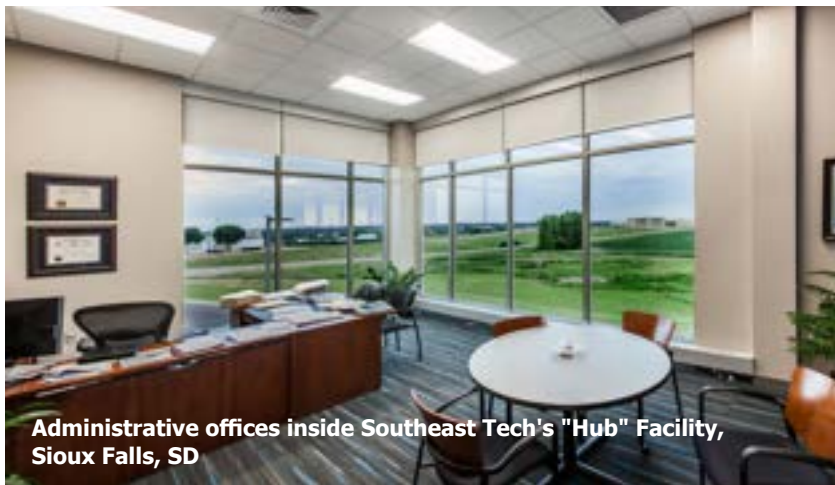
Master of Architecture, Montana State University
Bachelor of Environmental Design, Montana State University

Michelle is a Principal and Senior Architect who applies her technical skills and strong design sense to translate your concepts into tangible, efficient solutions. She

collaborates closely with clients, construction managers, and contractors on the job site. Michelle understands each project brings its own challenges and opportunities, and taking projects from drawings to completed buildings never fails to be an exciting reward for hard work. As a LEED Accredited Professional in Building Design + Construction, she helps assure our teams explore and embed appropriate sustainable design solutions in every project.

SELECTED EXPERIENCE

- Raven Industries
 - » Engineered Films Building Addition, Sioux Falls, SD
 - » Aerostat Hangar & Office Space, Baltic, SD
- Sweetman Construction/Concrete Materials Corporate Offices, Sioux Falls, SD
- TSP Office Renovation, Sioux Falls, SD
- Valley Queen Cheese Factory Planning & Corporate-Office Design Concepts, Milbank, SD
- Bell, Inc. Corporate Offices, Sioux Falls, SD
- Southeast Tech Student-Services "Hub" Facility, Sioux Falls, SD
- Sioux Falls Regional Airport, Sioux Falls, SD
 - » Security Checkpoint Expansion & Modernization
 - » Administrative Offices Relocation & Remodel
 - » Baggage-Claim Expansion & Baggage-Handling System Replacement with Back-of-House Security Upgrades
- South Dakota Army National Guard
 - » Readiness Center, Watertown, SD
 - » Camp Rapid Building 802 Barracks/Classroom, Rapid City, SD
 - » Joint Forces Headquarters Security Upgrades, Rapid City, SD
 - » Army Server Relocation, Sioux Falls, SD
- City of Sioux Falls, SD
 - » City Hall Space Needs Study & Planning
 - » City Hall Phased Renovations
- Sioux Falls Law Enforcement Center Space Needs Study, Sioux Falls, SD



Administrative offices inside Southeast Tech's "Hub" Facility, Sioux Falls, SD

ANTHONY DYK

Architectural Design Support



Anthony prides himself on finding multiple, workable solutions to meet clients' needs as the many aspects of a project evolve. Anthony was among the first classes to graduate from his alma mater's architecture school, learning cutting-edge BIM software as part of his concept-visualization toolkit. But he also appreciates the tactile nature of more traditional techniques. Anthony has become a skilled builder of architectural models that give shape to clients' schematic

designs and continue to delight them as conversation and study pieces in the finished facilities themselves.

EDUCATION: Master of Architectural Engineering, South Dakota State University; Bachelor of Architecture, South Dakota State University

SELECTED EXPERIENCE

- Raven Industries Engineered Films Building Addition, Sioux Falls, SD
- South Dakota Department of Transportation I-29 Welcome Center, Wilmot, SD
- U.S. General Services Administration Federal Courthouse Security Entrance Improvements
 - » Rapid City, SD
 - » Pierre, SD
 - » Sioux Falls, SD
- Valley Queen Cheese Factory Planning & Corporate-Office Design Concepts, Milbank, SD
- Furniture Mart USA Western Mall Facade Improvements, Sioux Falls, SD
- The First National Bank in Sioux Falls Branch Locations Exterior Design Concepts, Sioux Falls, SD
- Wharf Resources Denitrification Plant, Lead, SD
- Black Hills Corporation, Rapid City, SD
 - » Operations Center, Laramie, WY
 - » Operations Center, Riverton, WY

BERNIE OLSEN

BIM/CAD Technician



Bernie has been part of the TSP team for more than three decades, with much of that time spent in our Marshall, MN, office. There, she got to know many clients on a one-to-one basis. She believes those connections gave her work purpose as she served them and helped them visualize new or updated spaces. Bernie now divides her time between TSP's location in Sioux Falls, SD, and an office in her home roughly 10 miles south of Canby, MN.

EDUCATION: Associate of Applied Science, Architectural Drafting, Canby Area Vocational Technical Institute (now part of Minnesota West Community & Technical College)

SELECTED EXPERIENCE

- North Star Mutual Insurance Company Corporate Addition, Cottonwood, MN
- Daktronics Loading Dock Addition, Redwood Falls, MN
- Fulda Area Credit Union Building Addition, Fulda, MN
- SDN Communications Backup Site Concept Planning, Sioux Falls, SD
- Schwan's Company, Marshall, MN
 - » Ice Cream Plant Existing Power Distribution
 - » Ice Cream Plant Office Addition
 - » Ice Cream Plant Additions
- Sioux Falls Regional Airport Animal-Relief Area, Sioux Falls, SD
- Bryant City Hall/Community Center, Bryant, SD
- A.H. Brown Library Addition/Renovation, Mobridge, SD
- City of Hartford Fire & Rescue Station, Hartford, SD
- Lyon County Public Works Tenant Space Planning, Marshall, MN
- South Dakota Department of Transportation I-90 Welcome Center & Port of Entry, Valley Springs, SD
- South Dakota Army National Guard Camp Rapid Building 420 Physical-Security Deficiencies Correction, Rapid City, SD

HEATHER MERGEN, CID

Interior Designer



Heather is a results-driven and highly qualified interior designer with more than 20 years of industry experience. She has the ability to convey complex drawing concepts in a simple and efficient manner while collaborating with clients and coworkers to ensure the highest level of performance for each project. Her preference is to work with the "bones" of a building, establishing how the building flows and will be maintained by the owner.

CERTIFICATION: National Council for Interior Design Qualifications

EDUCATION: Bachelor of Science, Interior Design, South Dakota State University; Associate of Applied Science, Architectural Engineering Technology, Southeast Tech

SELECTED EXPERIENCE

- Capital Services New Office Facility, Sioux Falls, SD
- Sioux Falls Regional Airport Baggage-Claim Expansion & Baggage-Handling System Replacement with Back-of-House Security Upgrades, Sioux Falls, SD
- Inter-Lakes Community Action Partnership, Madison, SD*
- Summit League Headquarters & Sanford Orthopedics Clinic, Sioux Falls, SD
- Dow Rummel Village Memory Care & Assisted Living Expansion & Facility Renovation FF&E, Sioux Falls, SD
- South Dakota Department of Transportation I-90 Welcome Center & Port of Entry, Valley Springs, SD
- Vermillion School District High School Administrative Addition, Vermillion, SD
- Vermillion Public Library Addition/Remodel, Vermillion, SD*
- Rapid City Regional Health Interior Finishes Standards, Rapid City, SD
- City Hall Renovations, Rapid City, SD
- Brooklyn Center Community Schools Earle Brown Elementary Addition/Remodel, Brooklyn Center, MN
- City of Sioux Falls Interior Projects 2015, Sioux Falls, SD

*Previous experience with another firm

SCOTT LARDY

Cost Estimator



Scott has extensive experience providing cost estimating for new construction and renovation projects. He is exceptionally qualified to provide construction cost services nationwide, with concentrated expertise in the Midwest. His experience encompasses construction cost estimating, including cost projections, value engineering, constructability reviews, and material, labor, and equipment evaluations. He offers alternative products and procedures while advising on economic factors affecting these choices. Scott is responsible for developing the estimates and/or working with the owner's contractor or other representatives to complete these forecasted budgets.

EDUCATION: Associate of Applied Science, Architectural Drafting & Estimating, North Dakota School of Science

SELECTED EXPERIENCE

- Raven Industries Engineered Films Building Addition, Sioux Falls, SD
- Midco Technical Operations Center & Warehouse, Sioux Falls, SD
- Black Hills Corporation Deadwood Avenue Service Center, Rapid City, SD
- Zeal Center for Entrepreneurship Expansion, Sioux Falls, SD
- Bell, Inc. Algonquin Street Warehouse Expansion, Sioux Falls, SD
- City/School Joint Administration Facility Space Study & Plan, Rapid City, SD
- City Hall Security & Access Control Assessment, Rochester, MN
- City Hall Phased Improvements, Sioux Falls, SD
- Minnehaha County Public Safety Building Re-Roof, Sioux Falls, SD
- Southeast Tech Student-Services "Hub" Facility, Sioux Falls, SD
- South Dakota School of Mines & Technology Foundation Alumni Center, Rapid City, SD
- Runnings Warehouse & Office Expansion, Rapid City, SD
- South Dakota Army National Guard Armory Server Relocation, Sioux Falls, SD
- Rochester Public Utilities Systems Operations Renovation, Rochester, MN
- Sanford Clear Lake Emergency Room and Imaging Addition, Clear Lake, SD

TADD HOLT, PE Structural Engineer



Tadd's responsibilities include structural design, specification, and project inspections. He draws upon a broad range of experiences in commercial, community, education, and healthcare facilities. Tadd's deep sense of personal accountability is rooted in lessons learned not only during his professional engineering career but through his years of service in the U.S. Army Reserves and the South Dakota Army National Guard.

LICENSED PROFESSIONAL ENGINEER: SD, MN, IA, NE

EDUCATION: Master of Science, Civil Engineering with Structural Emphasis, South Dakota State University; Bachelor of Science, Civil Engineering, South Dakota State University

SELECTED EXPERIENCE

- Raven Industries Engineered Films Building Addition, Sioux Falls, SD
- Midco Technical Operations Center & Warehouse, Sioux Falls, SD
- Minnesota Energy Resources Corporation Service Center, Rochester, MN
- South Dakota Army National Guard Readiness Center, Watertown, SD
- CCL Label Warehouse Expansion/Renovation, Sioux Falls, SD
- South Dakota Department of Transportation I-29 Welcome Center Wilmot, SD
- Beverage Wholesalers Distribution Center/Warehouse & Office, Marshall, MN
- POET, Sioux Falls, SD
 - » Corporate Headquarters Expansion
 - » Office Addition
- Capital Area Counseling Service New Office Facility, Pierre, SD
- City of Sioux Falls Fire & Rescue Station 11, Sioux Falls, SD
- Granite Falls New City Hall, Granite Falls, MN
- Mayo Civic Center Expansion, Rochester, MN
- South Dakota State University Foundation Alumni Center, Brookings, SD

ROGER NIKOLAS, PE, LEED AP Mechanical Engineer



Roger designs systems that contribute to long-term efficiency and seamless building operations. His designs consider climate control, humidity, energy conservation, indoor air quality, energy-management systems, contaminant restriction, and mechanical-system commissioning. Roger also has extensive experience in project phasing, scheduling, and management for complex facilities that require intricate and precise interaction among M|E|P designs.

LICENSED PROFESSIONAL ENGINEER: SD, MN, IA, NE, ND

EDUCATION: Bachelor of Science, Mechanical Engineering, University of Minnesota

SELECTED EXPERIENCE

- Sweetman Construction/Concrete Materials Corporate Office, Sioux Falls, SD
- CCL Label Warehouse Expansion/Renovation, Sioux Falls, SD
- TSP Office Renovation, Sioux Falls, SD
- South Dakota State University Foundation Alumni Center, Brookings, SD
- Southeast Tech Student-Services "Hub" Facility, Sioux Falls, SD
- Zeal Center for Entrepreneurship, Sioux Falls, SD
 - » New Facility
 - » Facility Expansion
 - » Biotech Addition
- Braun Distribution Warehouse, Dickinson, ND
- POET Corporate Headquarters Expansion, Sioux Falls, SD
- Cherapa Place Engineering Services, Sioux Falls, SD
- Summit League Headquarters & Sanford Orthopedics Clinic, Sioux Falls, SD
- DTS Manufacturing Expansion, Tea, SD
- Toshiba Facility Cooling Tower, Mitchell, SD
- SDN Communications, Sioux Falls, SD
 - » Backup Site Concept Planning
 - » Facility Addition

DARRELL BREN, PE, RCDD, LEED AP

Electrical Engineer



Darrell contributes seasoned design skills and knowledge to the team. His extensive experience includes design for specialized pieces of equipment, unique power requirements, high-quality lighting, and electrical issues regarding system flexibility. Darrell also specializes in the electrical design of technology systems. As a Registered Communication Distribution Designer (RCDD), Darrell is skilled in the design of information transport systems

and its related infrastructure. He will help you realize project goals and match your facility's electrical systems to your needs.

LICENSED PROFESSIONAL ENGINEER: SD, MN, IA, NE, ND

EDUCATION: Bachelor of Science, Electrical Engineering, South Dakota State University

SELECTED EXPERIENCE

- Midco Technical Operations Center & Warehouse, Sioux Falls, SD
- Zeal Center for Entrepreneurship Biotech Addition, Sioux Falls, SD
- Bell, Inc. Second-Floor Office Remodel, Sioux Falls, SD
- POET Corporate Headquarters Expansion, Sioux Falls, SD
- Wells Fargo Operations Center Security Remodel, Sioux Falls, SD
- Dataware Server Room Study & Remodel, Sioux Falls, SD
- South Dakota Army National Guard
 - » Watertown Readiness Center, Watertown, SD
 - » Camp Rapid Building 802 Barracks/Classroom, Rapid City, SD
 - » Camp Rapid Building 420 Physical-Security Deficiencies Correction, Rapid City, SD
- South Dakota Department of Transportation
 - » I-90 Welcome Center & Port of Entry, Valley Springs, SD
 - » I-29 Welcome Center, Wilmot, SD
- City of Rochester, MN
 - » Public Works Transit Operations Center
 - » City Hall Security & Access-Control Upgrades

NEIL EICHSTADT, PE

Civil Engineering Project Manager



Neil is a project manager in Banner Associates' Civil/Municipal Department. Over the course of his 14-year career, Neil has worked on numerous municipal infrastructure projects with many different clients. His experience includes design work on roadway layout and modeling, pavement design and maintenance, site layout and design, drainage analysis and system layout, ADA accessibility, mass grading, water utilities, and sanitary-sewer utilities.

LICENSED PROFESSIONAL ENGINEER: SD

EDUCATION: Bachelor of Science, Civil Engineering, South Dakota School of Mines & Technology

SELECTED EXPERIENCE

- H-D Electric Site Improvements, Clear Lake, SD
- Wildlife Estates, Clear Lake, SD
- GrandStay Hotel Site & Utility Improvements, Milbank, SD
- Bel Brands Production Facility, Brookings, SD
- Village Square Site Design, Brookings, SD
- City of Brookings Sixth Street Mixed-Use Development, Brookings, SD
- South Dakota State University, Brookings, SD
 - » Motor Pool Parking Lot
 - » American Indian Student Center
- Brookings Health System Renovations, Brookings, SD
- South Dakota Department of Transportation
 - » Homestead Rest Area Civil/Site Improvements, Burbank, SD
 - » Maintenance Facility, Huron, SD
- University of South Dakota, Vermillion, SD
 - » Burgess/Norton Parking Lot 5 Expansion
 - » Inman House Civil/Site Improvements
- Sanford Vermillion Medical Center Addition/Remodel, Vermillion, SD
- South Dakota Game, Fish, & Parks Maintenance-Shop Addition, Sioux Falls, SD

JUSTIN BUCHER, PE

Civil Engineer



Justin joined Banner in 2014. His experience includes civil/site design, land development, and construction observation and administration. Justin's portfolio includes residential subdivisions and urban reconstruction, with work including road design, grading, water main, sanitary-sewer and storm-sewer design, erosion control, estimating, and preparing drainage reports.

LICENSED PROFESSIONAL ENGINEER: SD

EDUCATION: Bachelor of Science, Civil Engineering, South Dakota State University

SELECTED EXPERIENCE

- City of Milbank Viola Street Reconstruction Phases 1 & 2, Milbank, SD
- City of Parker Sanborn Street Reconstruction, Parker, SD
- Brookings Health System Civil/Site Design, Brookings, SD
- Village Square Site Design, Brookings, SD
- Multiple development projects in Brookings, SD—including:
 - » Arbor Hill Addition
 - » Timberline Addition
 - » Reserve Addition
 - » Bluegill Addition
 - » Prairie Hills Addition
- South Dakota State University, Brookings, SD
 - » Dana J. Dykhouse Stadium Road
 - » Dana J. Dykhouse Stadium Parking Lots
- South Dakota Department of Transportation U.S. Highway 212 Reconstruction, Gettysburg, SD
- Western Hills Phase I Residential Subdivision, Viborg, SD

NATE NIELSON, LS

Land Survey Manager



Nate leads Banner's Surveying Department. He has been associated with Banner since September 2007. Nate has extensive surveying knowledge and experience with numerous types of surveys including boundary, easements, subdivision, construction layout, control, topographic, and bathymetric. Nate manages all survey projects. He also is a registered FAA Part 107 Remote Pilot, which enables him to use drones to supply aerial views of your site.

REGISTERED PROFESSIONAL SURVEYOR: SD

EDUCATION: Associate of Applied Science, Civil Engineering Technology, Southeast Tech

SELECTED EXPERIENCE

- Chemring Energetic Devices Alta Survey, Clear Lake, SD
- H-D Electric Site Improvements, Clear Lake, SD
- Wildlife Estates, Clear Lake, SD
- GrandStay Hotel Site & Utility Improvements, Milbank, SD
- Village Square Site Design, Brookings, SD
- South Dakota Department of Transportation
 - » Homestead Rest Area Civil/Site Improvements, Burbank, SD
 - » U.S. Highway 212 Utility Improvements Phases 1 & 2, Gettysburg, SD
- City of Brookings, SD
 - » Sixth Street Mixed-Use Development
 - » 17th Avenue Surfacing Improvements
 - » 12th Street South Surfacing Improvements
 - » 34th Avenue Reconstruction
 - » Medary Avenue North Surfacing Improvements
- University of South Dakota, Vermillion, SD
 - » Burgess/Norton Parking Lot 5 Expansion
 - » Inman House Civil/Site Improvements
- Sanford Vermillion Medical Center Addition/Remodel, Vermillion, SD

COLLABORATIVE METHODS

FRAMEWORK

The TSP team believes design is for people, whether a particular project focus is on executive leadership, employee-team members, or business-community visitors. That's why we've developed a highly collaborative, workshop-based process that leads to a clear understanding of the problems to be solved. Engaging all key stakeholders is the best way to create the right solutions for Tech Ord.

KEY CONCEPTS

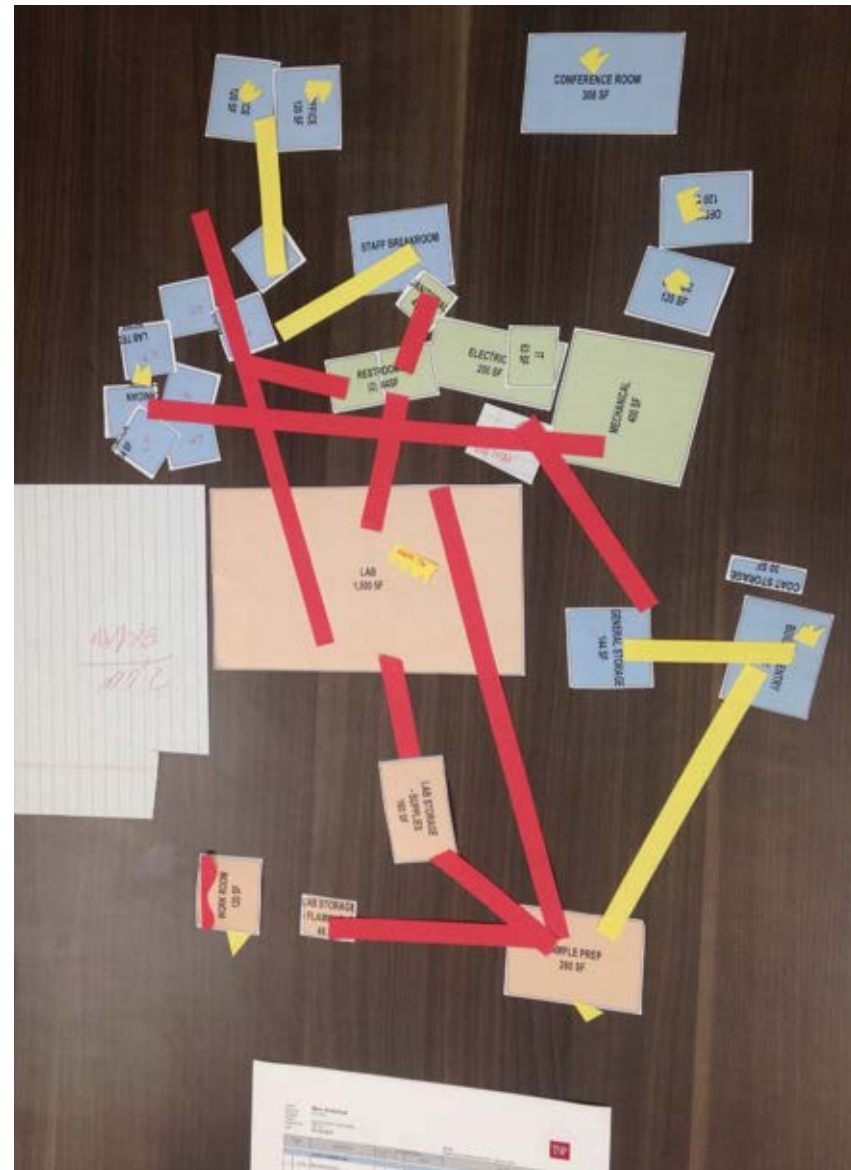
We base our process around the simple concepts of Teamwork, Service, and Passion. Through this collaborative design model, we will help you bring your vision to a reality that is efficient, cost-effective, and representative of your local fabric.

INPUT & CONSENSUS

During the initial workshop sessions, our design team is present not to propose or even suggest solutions. Our role is simply to listen and then listen some more. We understand it's important to be patient and give each facility's end-users time for thoughtful input.

We also realize that some employees who will be involved in these efforts have never before participated in facility-design work. Our highly visual process uses design models, diagrams, images, and even on-site observations. Users can react to tangible examples and provide real-time feedback—so we can deliver real-time refinements to concepts.

By the end of these workshops, project proponents will reach consensus on workable solutions. We find that participants typically feel energized by seeing how their input has contributed to the options as we progress through the different phases.



ROAD MAP TOOL

TSP's comprehensive Project Road Map serves two purposes. First, it lays out all the necessary design-related tasks, from visioning and programming through construction. Second, it establishes the correct sequence for this work, assigning dates for milestones we must reach before taking the project forward. This not only keeps team members on track but also informs Tech Ord of progress and dates requiring input or approval.

QUESTIONING ASSUMPTIONS

Our goal is to discover each detail at the exact moment it can be incorporated most effectively into your design. We'll use our skills and experience to minimize backtracking and do-overs that negatively impact the work to follow. It costs time and money to make changes after certain elements are in place.

MOVING FORWARD

The Road Map also helps us maintain a sense of urgency in the communication process. The early stages of Conceptual Design can feel a bit like a roundabout at an intersection:

- The site impacts a building's placement, orientation, and floor plan.
- The way rooms are grouped together across levels affects the structural supports a facility will need.
- The building's skeleton influences how we plan system components for HVAC, lighting, and IT.
- Miles of ductwork, electrical wire, and network cabling determine how individual rooms will function.
- It's all tied to estimating models that forecast each option's cost.

Every choice seems to depend on everything else. But at several points in each project, we must decide which direction we'll take. If we put off those decisions, we push back other deadlines and jeopardize the overall project schedule. We can't keep moving forward if crucial information is missing in-between.

PRODUCTIVE MEETINGS

TSP's proven process will ensure that we accomplish the objectives and goals for the project while mitigating potential risks during design and construction. Guided by our "Road Map" (see breakout), this process directs us to gather the correct information at the right time, fully understand the problem to be solved, and establish workshops and meetings that ensure a high level of collaboration and communication.

QUALITY CONTROL

In all that we do, quality is not something we ever will compromise. The TSP team has measures in place throughout the process to ensure thorough design as well as clear and accurate construction documents. These safeguards help avoid lost time and costly change orders. Our foundational quality control measures enable us to deliver successful projects as you steward institutional dollars. Our control program lends heavy emphasis to five key aspects:

- Project-Design Leadership
- Client Engagement
- Process Management
- Design-Team Coordination
- Knowledge Management.

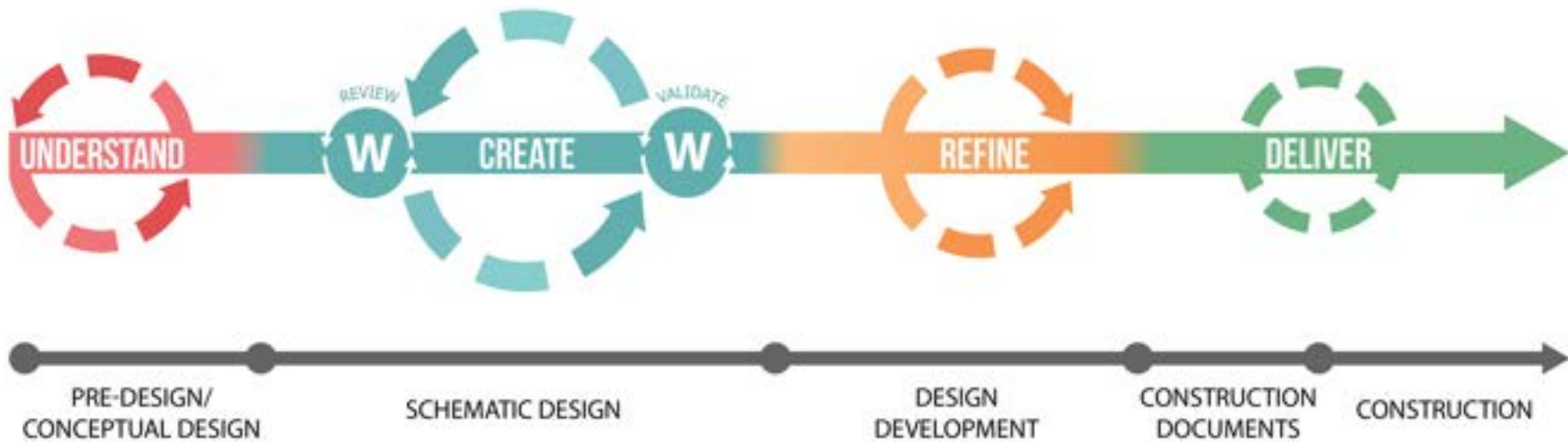


Flexible wall systems at Sweetman Construction/Concrete Materials Corporate Offices, Sioux Falls, SD

PROVEN PROCESS

CUSTOMIZATION

Our process aligns with the traditional design phases—however, we describe each in a way that's customized for your project. We group these phases into several major stages: Understand, Create, Refine, and Deliver. This speaks to the team's mindset, which helps shape our objectives for each design phase and serves as a guidepost for our actions. We then created a detailed Work Plan that breaks each process stage and design phase into tasks that tactically address specific items.



OBJECTIVES

PROJECT MANAGEMENT

Customize, document, communicate, and continuously update the tools and tactics we'll use throughout the process to provide high-quality professional services so we can deliver your project within the established budget and schedule.

PRE-DESIGN / CONCEPTUAL DESIGN — *Understand*

Gain a clear understanding of the complex set of diverse "things" to be solved so we can judge our work within the appropriate context and eliminate any flawed solutions quickly and early. Then we can focus more time on making the good stuff even better.

SCHEMATIC DESIGN — *Create*

Illuminate the issues, working through multiple iterations as we collaborate with you and your stakeholders to establish a unified expectation of what the design will be.

DESIGN DEVELOPMENT — *Refine*

Optimize the design solution and ensure a balanced approach to the project that allows us to meet the collective goals, objectives, and key results.

CONSTRUCTION DOCUMENTS, BIDDING, & CONSTRUCTION — *Deliver*

Stop designing and start producing clear drawings and specifications that convey to your construction partners the design's intent—in actionable form that supports your vision.



CLIENT CASE STUDY: LSS OF SD CAMPUS ON EASTBANK

SIoux FALLS, SD | TSP's ongoing work with Lutheran Social Services of South Dakota (LSS of SD) builds on a 15-year relationship to support the organization's multifaceted counseling program and refugee initiatives. Our team's Space Needs Study provided expert guidance as LSS of SD leaders explored the feasibility of consolidating Sioux Falls operations on a local single campus.

As part of this work, we studied existing facilities on multiple available properties and provided realistic space programs to illustrate how each potential site might contribute to overall efficiencies. LSS of SD purchased one of the properties, trusting TSP's architects, engineers, and interior designers to create conceptual designs and graphics for its community capital campaign and carry through into the built project. The facility now houses LSS of SD's Center for New Americans.







CORPORATE OFFICES SWEETMAN CONSTRUCTION/CONCRETE MATERIALS

Sweetman Construction's new building was client-driven from start to finish—and illustrates TSP's agility in responding to a customer's evolving needs. The three-generation family business wanted a modern facility to consolidate its multi-site operations and provide future flexibility for its divisions, including Concrete Materials. The end result is a one-of-a-kind project that showcases the company's products within the design and is versatile enough to house a growing corporate staff, host client meetings, and welcome job-site workers for training and project-planning sessions.

Company leaders used TSP's renovated Sioux Falls offices as an inspiration springboard. The movable wall system's glass walls, doors, and transom panels allow private offices to maintain a sense of openness. Daylight and exterior views extend into central offices. Embedded electrical components and opaque panels further maximize the custom options to separate public and semi-private spaces. This choice proved its value even during construction, as the company added employees and increased the number of offices.

Concrete Materials' products surface in surprising ways throughout the building. A gabion wall feature in the main lobby surrounds a flat-panel display with pink quartzite. The reception desk is cast-in-place concrete. And concrete blocks in a variety of sizes, textures, and colors dot the exterior walls in an offbeat pattern. Industrial and polished looks combine in support spaces such as the employee break room, fitness center, and state-of-the-art training facility.

TSP embraced the opportunity to partner fully with our client in this effort. The company handled its own cost estimating and project management, while TSP coordinated closely with the client's chosen consultants for landscape architecture and selected engineering specialties.



LOCATION
Sioux Falls, SD

SIZE
15,000 sf

CONSTRUCTION COST
\$3,472,500

COMPLETED
November 2014

CONTACT
Patrick Sweetman,
President and CEO
(605) 336-5776

TSP **ENGINEERED FILMS BUILDING ADDITION**
RAVEN INDUSTRIES

Raven leaders initially planned a small break-room addition to the 1950s metal building that houses the Engineered Films division in Sioux Falls. It's one of Raven's largest divisions—developing and manufacturing multi-ply materials for use as custom packaging, barrier film and sheeting, high-strength construction films, and puncture-resistant geomembrane liners.

Over the years, Raven has increased the building's footprint with several other expansions. This time, employee input made it clear that a broader range of spaces was needed in the addition, whose 16,000 sf is split evenly across two levels. The first floor includes extra warehouse space along with an array of employee-centered functions: a large break room, restrooms and lockers for workers, a clinic, and personal-health rooms. On the second floor, team members will gain a mix of private and open offices plus conference rooms for collaborative projects.

To reflect the new scope and highlight Engineered Films' importance to the company, executives wanted a "wow" first impression and true visitor entry from Algonquin Street. (Raven's neighbor, Bell, Inc., is another TSP client.) Our team prepared concept designs to transform a nondescript, metal manufacturing building into something extraordinary. The client also wanted to bring as much daylight as possible through interior spaces so employees in the nearly windowless manufacturing space would have a welcoming place to enjoy their breaks.

Current facility constraints and site limitations drove the need for a two-level solution: The first-level warehouse requires plenty of headroom, and land use must align with street access as well as gas service coming into the building. It simply made sense to stack offices and gathering spaces on a second level. The two-story addition will be taller than the existing roofline, providing a focal point against the blank canvas of the long, rectangular structure.

We incorporated the company's color and logo to emphasize the entrance. Then, we took inspiration from some of Raven's own products. Within the building, as many as nine layers of film are compressed to manufacture the tensile sheets. Linear exterior patterns will represent these striations as they



meld into a single, strong film. The design also will cover part of the existing façade, using new materials to blend the addition and the original structure.

TSP's in-house cost estimator put an early budget to the Owner's concept sketches, giving Raven's decision-makers a realistic picture of the resources needed. Our team made sure to balance the size and number of windows with the budget to achieve an attractive façade while still being energy- and cost-conscious.

"They were looking for a firm that could do this quickly," Principal-in-Charge Michelle Klobassa said, "and the conversation really came down to, 'Can you do it?' That's why we recommended not cutting into the existing building and just simplifying things with a more self-contained addition."

LOCATION	SIZE	CONSTRUCTION COST	STATUS
Sioux Falls, SD	16,000 sf*	\$3,500,000*	In Design

*Project in progress. Figures are estimates



PRECISION SOLUTIONS CENTER & AEROSTAT BUILDING RAVEN INDUSTRIES



PRECISION SOLUTIONS CENTER | Baltic, SD

Raven Industries expanded its facility with the addition of a state-of-the-art training center and a research and development hangar with support space.

The new Training Center accommodates large group demonstrations of Raven Applied Technology equipment on farm tractors in a temperature controlled environment. An adjacent break-out area supports additional hands-on training. The training facility is an international training location for Raven Industries.



AEROSTAT HANGAR & OFFICE BUILDING | Baltic, SD

Raven Industries' products are unique in the nation, and the company's specialized needs at the Aerostat Building demanded a thorough understanding of the work on massive balloons to take place within. Balloons are stored, inflated, and tested in the controlled environment.

At the most basic level, the hangar facility's unusual height-to-width proportions needed to be structurally sound as well as aesthetically balanced against the smaller office portion of the building. The TSP team's collaborative approach kept Raven's vision for the future at the forefront of our planning and design processes. The finished hangar space is 90' L x 110' W x 50' H.



TSP MIDCO TECHNICAL OPERATIONS CENTER & WAREHOUSE



The new Midco structure in northwest Sioux Falls serves a dual purpose for the company, which provides high-speed internet, cable television, home phone service, and home automation and security options. Midco team members are the building's only user group, as the facility is home to offices and workspaces for technical operations team members across the region. On-site meeting/training spaces and a kitchen/break area will host internal gatherings of employees from many Midco facilities throughout the area.

The company previously housed its technical operations staff in leased spaces. That arrangement provided some areas suited for Midco's needs and other areas that were less than optimal for specialized services. TSP's architects and engineers collaborated with end-users and administration to determine what worked and what needed improvement. Then, we designed the new facility's spaces around their goals—resulting in a more effective way to work. That's especially important to technicians preparing equipment for installation or other service calls.

The warehouse can serve multiple roles, including storage for "Ike," Midco Sports Network's mobile video command center. The large trailer broadcasts live events and interviews from the field, track, and court. The new facility provides efficient interface between office and warehouse functions. The office portion of the building is traditional construction with a steel structure, masonry exterior, and metal accent panels. The warehouse is a pre-engineered metal building whose surface treatments echo those of the office space. This ties different components together, creating a unified whole.



LOCATION
Sioux Falls, SD

COMPLETED
August 2018

CONSTRUCTION COST
\$4,726,000

CONTACT
Richard Mell, Facilities Manager
(605) 357-5898

SIZE
35,553 sf



TSP **CUSTOMER SERVICE CENTER & WAREHOUSE**
MINNESOTA ENERGY RESOURCES CORPORATION



Minnesota Energy Resources Corporation (MERC) is a natural gas utility serving more than 211,000 customers throughout Minnesota.

The new Rochester Service Center combines MERC's Rochester operations and employees into one building complex, thereby increasing efficiency. The facility houses approximately 45% warehouse space and 55% office space.

The facility achieved LEED Silver status for site development, water savings, energy efficiency, materials selection, and indoor environmental quality. Additionally, the project received an Engineering Excellence award from ACEC Minnesota (American Council of Engineering Companies).

The project was constructed in 156 days with low change orders equaling just 1.1%

LOCATION
Rochester, MN

SIZE
17,586 sf

CONSTRUCTION COST
\$2,574,2547

COMPLETED
January 2009

CONTACT
Stan Streve, Operations
Manager, Southeast MN
(507) 529-5118





4 | PROJECT EXPERIENCE



LOCATION
Sioux Falls, SD

SPACE-NEEDS STUDY (PHASE 1)
Completed: 2012
Updated: 2014

GROUND FLOOR (PHASE 2)
Size: 12,500 sf
Construction Cost: \$555,222
Completed: December 2014

SECOND FLOOR (PHASE 3)
Size: 11,500 sf
Construction Cost: \$1,500,000
Completed: August 2015



SPACE NEEDS STUDY, CITY HALL PLANNING, & RENOVATIONS CITY OF SIOUX FALLS

Sioux Falls has grown by nearly 400% since the 1930s. Its downtown City Hall, completed in 1936, has stayed the same size. To run South Dakota's largest city and provide person-to-person customer service for all its residents, various departments reside in owned and leased buildings scattered around town. Within City Hall itself, spaces had been divided, remodeled, and repurposed countless times since TSP's founder, Harold Spitznagel, designed the moderne-style masterpiece. As a result, office suites had different feels, with disconnected layouts, materials, and finishes.

TSP's team collaborated with City leaders on a series of recent renovations to modernize spaces and create consistency in overall design throughout the building. Ongoing work on the second floor and newly completed projects on the ground floor both stemmed from a City Space Needs Study that TSP conducted in 2014. The assessment provided the City with needed information to make confident decisions about how departments and services are grouped, which divisions need the most space and greatest public accessibility, and how to plan for evolving needs as the city grows.

Following that Phase 1 groundwork, TSP developed designs that respect the building's remaining historical elements while providing much-needed practical updates.

The guiding principles were the same across all aspects and involved numerous programmatic areas: Building Services, Zoning, Planning, Property Maintenance, Engineering, and Human Resources. An employee break room and an under-used lobby space also were part of the remodel.

TSP worked with City administrators and staff to develop open-concept plans for workspaces, providing private offices only for a few staff positions. The projects eliminate space-allocation inequities among staff with similar roles and responsibilities. Informal gathering areas and nearby breakout rooms for internal (staff) and external (staff/public) meetings encourage teamwork and interaction without sacrificing defined areas for more focused use. Fixtures and furnishings carry through a color palette that complements the building's historic character.



SITE EVALUATION & INFRASTRUCTURE/CIVIL ENGINEERING H-D ELECTRIC

Prior to this project, H-D Electric's headquarters occupied an early 1900s facility in downtown Clear Lake. The building's size and age prevented H-D from operating in an efficient manner—construction operations necessarily were based at a separate facility, outside city limits. H-D needed a single complex that housed all facilities in one location to improve operational effectiveness. Banner assisted H-D from the very beginning, helping the cooperative evaluate potential new sites.

During the initial investigation, Banner provided conceptual drawings and coordinated soil borings. Banner continued to support the project, providing preliminary and final design, bidding, construction administration, and construction-staking services for the project.

Banner partnered with H-D's chosen architect to develop a site outside city limits. Our civil engineers worked with the rural water corporation to supply

the facility's fire-suppression system. Our experts also designed a lift station and mound network for the facility's wastewater-treatment system, ensuring the complex would be independent of city-provided services.

During construction, the Banner-designed stock yard kept all materials on site, with ample truck-turning movements so contractors easily could maneuver their equipment.

LOCATION
Clear Lake, SD

CIVIL SERVICES CONSTRUCTION COST
\$332,800



COMMERCIAL-SITE DEVELOPMENT & CIVIL ENGINEERING GRANDSTAY HOSPITALITY, LLC

This project's owners saw an opportunity to serve the Milbank community with a new hotel that offered services and amenities not currently available in the local market. GrandStay Hospitality, LLC hired Banner Associates to develop a plat and then come up with plans for site-grading and surfacing as well as utilities.

During the preliminary design phase, Banner collaborated with the Owner and architect/general contractor to coordinate soil investigations on the site. These findings informed and help determine the final building location, elevation, and construction considerations.

After the architect created the building plans and footprint, Banner's civil engineering specialists worked to maximize the site while focusing on the best options for building visibility, access, and accessibility. We provided preliminary and final design, bidding assistance, and construction staking services for our portion of the project.



LOCATION
Milbank, SD

CIVIL SERVICES CONSTRUCTION COST
Confidential to private ownership group

PRICING STRUCTURE

A FAIR PRICE, A GOOD VALUE

Everyone deserves a fair price, but it's even more important to get a good value. TSP offers both. Every project is different, and every client has different expectations and needs. Differences in fees are most commonly related to varying levels of service.

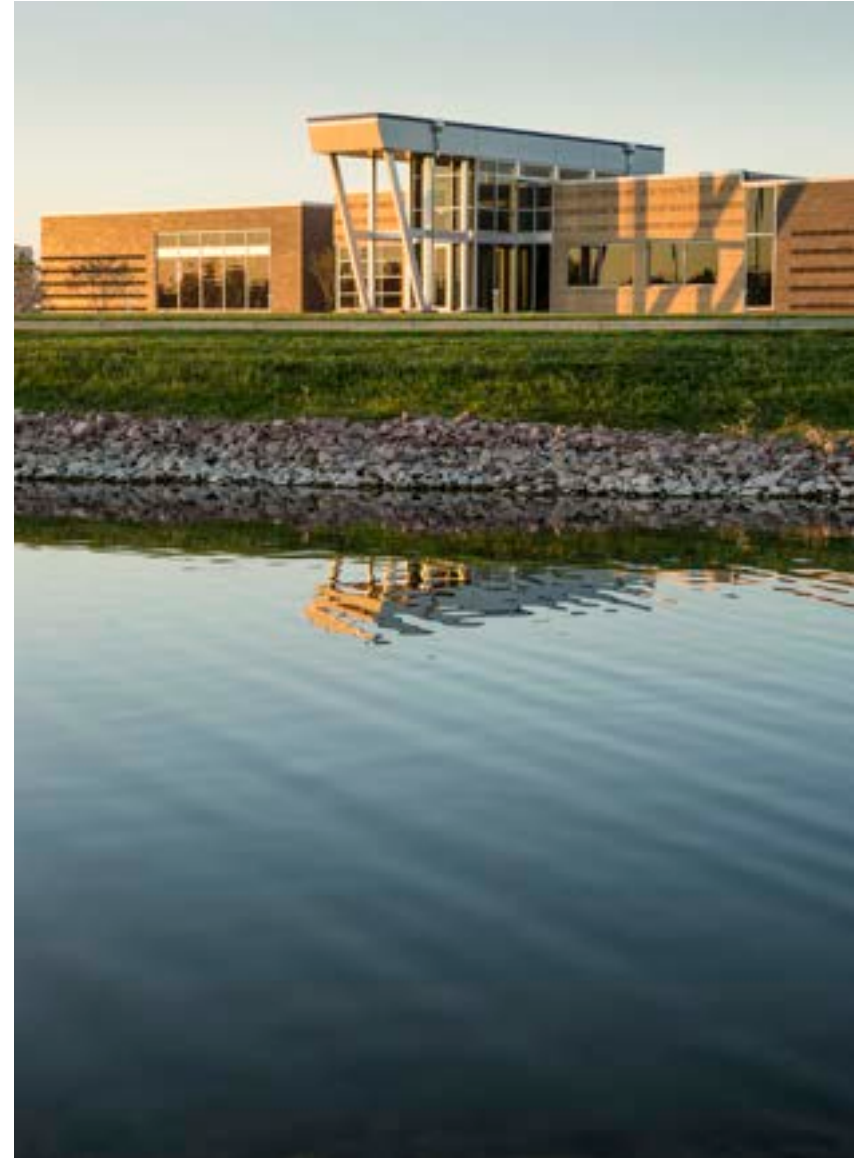
We work hard to remain competitive while offering a client-centered level of service. As a firm, TSP strongly believes in negotiating with clients to reach agreement on a fair fee that appropriately compensates the team effort and expertise required to successfully complete the job. Professional architecture and engineering fees are highly dependent on the unique nature of each specific project. We offer the below proposal and welcome further dialogue to help.

For architecture and engineering services, the TSP team proposes a fee of 6.5% of construction costs, plus reimbursable expenses and all applicable fees and taxes, for the following services:

- Schematic Design, Design Development and Construction Documents
- Bidding
- Construction Administration

*Exclusions: Topographic Survey, Geotechnical Investigation/Soil Borings

Optional FF&E (Furniture, Fixtures, & Equipment) Services: Our team of interior designers has extensive experience with offering added value to our clients by preparing drawings and specifications of furnishings for competitive bidding. This has proven to effectively save our clients dollars while also creating a fully integrated design where the furniture completely ties into the building's design. Should you choose to pursue this option, a fair fee can be tailored to your needs.



Concrete Materials, Sioux Falls, SD



CLIENT CASE STUDY: NORTH STAR MUTUAL INSURANCE

COTTONWOOD, MN | TSP has served as a trusted advisor to North Star Mutual Insurance Company since 1979. Continued steady growth prompted North Star to once again engage TSP for planning and design of a significant office addition at its corporate headquarters.

TSP's architects and interior specialists collaborated closely with North Star's executive team to keep the design highly contextual. The original building and previous additions reflect North Star's Midwestern roots and culture, and it was important for the addition to complement and elevate the existing facilities.

Like TSP, North Star is a client-centered firm. The insurance company put its employees and policy holders first, requesting special design emphasis on the visitor entrance and interior environment for staff members, who typically stay on-campus for lunches, short breaks, and all-employee events.



