



MIDSTATE
Mechanical

Midstate Mechanical, Inc

1850 E. Riverview Drive - Phoenix, AZ 85034

www.midstatemechanical.com

Design/Build ▪ CM at Risk ▪ LEED Accredited Professionals

Company Overview

Vision, Knowledge, Commitment

Midstate Mechanical, Inc. is one of the largest mechanical contractors in Arizona, with more than 300 talented employees. For 21 years, Midstate has had a proven track record for delivering projects on time and within budget. Ranked by *Arizona Business Magazine* as the #1 Mechanical Contractor five years in a row, Midstate is known throughout the industry as an organization built on honesty and integrity.

As employee-partners, Midstate employees are dedicated, have high expectations based on the company's past success, and bring a sense of urgency to every project. Our employee training and development programs foster individual growth and industry knowledge.

Midstate Mechanical has a long-standing reputation for maximizing productivity by reducing costs and insuring timely project completion. The confidence we build is the foundation of our business and the reason our clients come back to us time and time again.

Whether we are building new facilities or overseeing retrofits, we make our clients priorities our own. At every level of the company, our people are dedicated to doing the job right: a project is not finished until we have satisfied our client's expectations.

The Midstate approach to detailed and methodical planning translates into "no surprises" for our clients. Innovation, creativity, technical excellence and meeting customer's needs have guided our company over the years. Midstate Mechanical employees work hard to forge strong business relationships. Our goal is to surround customers with people who have the technical knowledge and insightful expertise to help them achieve their goals while looking for ways to reduce costs where ever possible.



Mission Statement

As a leader in the commercial mechanical industry and construction community, Midstate Mechanical devotes its management resources to insure the safest, highest quality, on-time construction services possible. Through determination of management and teamwork with all concerned parties, we will strive to achieve the highest level of perfection, exceeding all expectations.

MARKETS

Education ▪ Office ▪ Health Care ▪ Municipality ▪ Hospitality ▪ Industrial ▪ Warehouse

Midstate Mechanical, Inc. has the expertise to build your next project. We have worked with an impressive group of clients for over 21 years on a wide array of projects. We serve a diverse range of market sectors including education, municipality, corporate offices, health care,

warehouse, industrial, entertainment hospitality, restaurants, spiritual, and retail. Exceeding expectations is always a priority. We bring a proactive and progressive approach to every project, whether it's a multi-million dollar educational facility or the renovation of a single office.

Education

With new buildings being added to accommodate increased enrollment and older facilities in need of upgrades and repairs, Midstate Mechanical has developed a special expertise in providing a broad range of services to educational clients.

Midstate Mechanical is a leading provider of mechanical services for educational facilities. With a history dating back to our early beginnings, we have performed work on facilities ranging from K-12 to higher education facilities. Our knowledge provides the expertise to complete education projects within budget while meeting short completion times often required for school work.

Corporate Offices

Our team members have an impressive background serving in key project leadership roles on low-rise and high-rise office buildings, administrative complexes, banks, corporate headquarters and campuses. This experience includes new construction, renovations and tenant finish-out projects. We provide preconstruction services and offer value options necessary to meet budget challenges that often face education projects. We understand that scheduling is critical.



Midwestern University



Hayden Ferry Lakeside

MARKETS

Education ▪ Office ▪ Health Care ▪ Municipality ▪ Hospitality ▪ Industrial ▪ Warehouse

Municipality

Midstate Mechanical has worked with cities, counties and the state on projects that include jails, government centers and community centers. We are experienced construction professionals who understand and are capable of solving complex building issues. No matter how unique or demanding your project, we will get the job done.



Maricopa County Human Services Campus

Health Care

The health care industry has experienced enormous change over the last several years. With the introduction of HMOs, state privatization of health care services and rapid advances in genetics and technology, the way medical professionals study, diagnose and treat diseases is constantly changing. Midstate Mechanical's background ensures that these sensitive projects are completed with high standards.

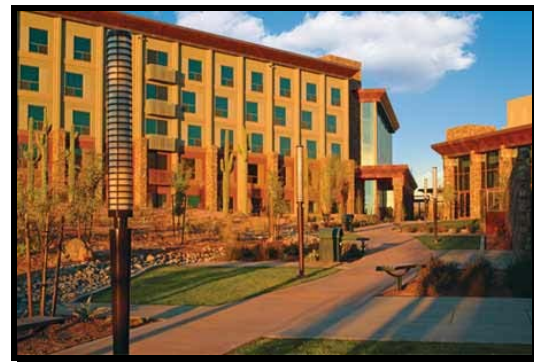


Greenbaum Specialty Hospital

Hospitality/Entertainment

Midstate Mechanical offers a full range of services for casinos, hotels, resorts, stadiums, arenas, museums and theaters. Midstate has the resources and expertise to complete these unique projects.

We know the advantages that our enhanced scheduling capabilities create when accelerated occupancy dates are critical to the project. Our dedicated team has the hospitality background that is critical to the success of these projects.



Ft. McDowell Radisson Hotel & Conference Center

MARKETS

Education ▪ Office ▪ Health Care ▪ Municipality ▪ Hospitality ▪ Industrial ▪ Warehouse

Industrial

Midstate Mechanical's commitment and reputation providing mechanical contracting services for industrial projects has proven successful. Emphasis on quality design early in the development process helps provide for a "no surprise" project. Our past experience has prepared us for tomorrow's challenges.



Taser Manufacturing

Warehouse

When it comes to warehouses our teams have the skills and practical experience required to adapt to our customer's needs for any type of warehouse project, under any deadline. These facilities demand a knowledgeable and experienced mechanical contractor. Our technical expertise adds value to the delivery of today's technologically advanced warehouses and distribution centers.



Conair Distribution Center

LEED PROFESSIONALS

Energy Efficient ▪ Environmentally Friendly ▪ Recycle ▪ Water Conservation

LEED® Accredited Professionals are experienced building industry practitioners who have demonstrated their knowledge of integrated design and their capacity to facilitate the LEED certification process. Midstate Mechanical employs LEED® Accredited Professionals who understand green building practices and principles, and are familiar with LEED requirements, resources and processes. In fact, we employ more LEED® Accredited Professionals than any other mechanical contracting firm in Arizona. We recognize the significant demand for expertise in green building and LEED to help meet the growing demand from the public and private sectors for green buildings. Mechanical services are often one of the largest areas impacted during the design and construction of green buildings. A significant number of LEED points can be achieved through the mechanical portion of a project.

By utilizing the LEED process we can emphasize state of the art strategies for water savings, energy efficiency, materials selection and indoor environmental quality. Understanding LEED is an important step towards reducing environmental impacts and achieving superior economic performance.

Even though some costs may be higher for a sustainable building than current building standards, savings in energy can more than compensate for the differences. For example, to build a 52,000 square foot office building it may be determined that there are additional costs of \$85,000 to be spent on green features. It is determined that these costs will be regained in two and a half years. In 10 years, the anticipated savings would be in excess of \$359,000.

LEED Benefits:

- This approach can provide as much as 10-30% additional energy savings while reducing the demand on energy generating resources.
- Some studies have shown improved employee health and productivity in "green buildings."
- Plenty of daylight in work areas, with energy efficient windows, material without volatile organic compounds and efficient cooling and heating units, all contribute to healthier, happier employees.
- When conducting building renovations and new construction, this process helps ensure our natural resources are available for future generations.

Green Ingredients

Our goal is to help the building industry to promote buildings that are environmentally responsible, energy efficient, profitable and healthy places to work.



Desert Edge High School
Valley high school is fifth in the world to earn LEED Silver certification!

CAD/CAM & VIRTUAL DESIGN

Design ▪ Estimate ▪ Fabricate ▪ Install

Midstate Mechanical uses the latest state-of-the-art versions of AutoCAD and Architectural desktop to produce high-quality, sophisticated drawings for our clients. We utilize AutoCAD to provide excellent graphic representation of HVAC and pipe installation drawings and for coordination feasibility. During the design phase, we incorporate the talent of our foremen and field personnel into the project for constructability review of the drawings and specifications to make final adjustments as needed.

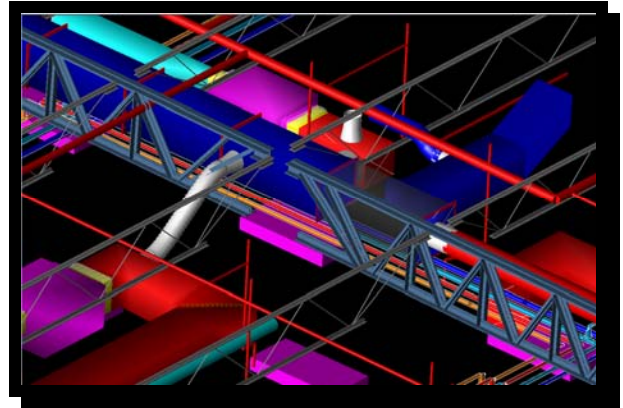
The CAD process is an accurate and precise 3D model designing program that minimizes RFI's, project delays, and conflicting areas at the beginning stages of construction. CAD verifies the designed mechanical systems physically fit in the architectural and structural confines of the building. It also includes a pricing infrastructure that automatically implements prices in spool and duct drawings as they are drawn. CAD is extremely beneficial for a successful coordination process.

We produce our mechanical systems in a 3D model. The drawings can be used for coordination as well as fabrication. The systems are downloaded to CAM (computer aided manufacturing) where they are processed either through the coil line or plasma machine for duct fabrication; or through the prefabrication facility for pipe.

The software consists of Est Duct for estimating, CadDuct/CAD Mechanical for duct and piping and CAD/CAM for computer aided manufacturing. All these are tied into the same database for processing through estimating, downloading to manufacturing and then on to the docks for shipping.

The estimation program provides takeoffs that prepare contracts and bid information. This generates accurate prices based on material content, fabrication time and installation time that are determined by the common database.

CAM is a production package that incorporates features necessary to efficiently control the fabrication process of HVAC. This provides effective tools for accurate nesting, meeting manufacturing deadlines and improving productivity.



The CAD process is a fairly simple one that yields tremendous benefits for customers. The advantages to using this service include:

- Collision detection with Navisworks – identification of where piping, steel, etc. collide can be detected before anyone ever steps foot on the project.
- Elimination of rework – potential design errors can be identified before the product goes to fabrication and can be corrected.
- Electronically transmitted drawings – this saves steps and speeds up the entire process.
- The customer is involved and can clearly see what the engineer is doing and that the finished product meets their requirements.

CM AT RISK

Early Collaboration ▪ Common Goals ▪ Faster Schedule ▪ Less Expensive

CM At Risk Delivers

The Construction Manager at Risk delivery method can produce buildings faster and less expensively. It also provides a single source of accountability at a guaranteed price. Being part of the early design, Midstate Mechanical can save the owner the most money and eliminate costly changes. The efficiencies inherent in this early collaboration can be translated directly to the owner's bottom line.

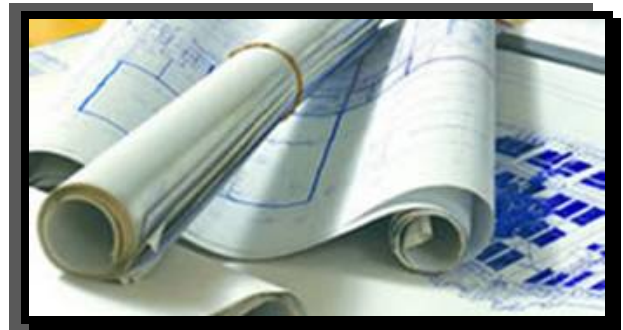
The Benefits Midstate Mechanical Provides

Midstate Mechanical provides mechanical expertise during the design phase. Involving us early offers the opportunity for extensive cost savings and gets people working together from the beginning. More collaboration during the early project phase, allows the general contractor to be more comfortable in providing a realistic budget to the owner. Midstate Mechanical understands the importance of developing an accurate budget. We have significant experience serving in this capacity on a variety of different projects, varying in size and complexity. Some notable projects include the Dysart Elementary School, Chandler High School, Glendale Field Operations, Marana Municipal Complex, Maricopa County Human Services Campus and the Jewish Community Center.

In an effort to continue to give our clients the best possible service, it's important to take a proactive approach. The CMAR process lends itself to providing quality service at a guaranteed price. Midstate Mechanical can help general contractors and owners meet project budget requirements and deliver the highest level of service.

Many projects that don't have early expertise, experience budget overruns and value engineering is recommended, after the fact. This creates rework and added costs; for example, an engineer may select a chilled water system when the budget only allowed for a package unit system. To value engineer now increases the cost significantly and often an adversarial situation is created. Not to mention, the delay to construction for redesigning.

We are confident, if brought in early we can meet or beat the set price. Midstate Mechanical can deliver the most efficient, cost effective service when utilized in the CMAR approach.



DESIGN BUILD

Team Concept ■ Common Goals ■ Faster Schedule ■ Less Expensive

Midstate Mechanical's contribution to your team doesn't start at construction. We provide some of our most important services during the design phase. Our commitment to providing early design information through a team approach with our engineers, suppliers and subcontractors enhances every project. And, after we have installed and commissioned your systems, we will be there to provide on going maintenance and service.

Design/build is a process that provides a single point responsibility for each project. Instead of design and construction working separately, they work together. The benefits of this process are efficient and constructable designs that provide significant cost savings. The process allows for a collaborative effort for all parties. Bringing value and quality to each project from beginning to end.

We select an engineer to work on the design/build team. With the owner we plan, design and construct the project to meet the owner's specific needs.

Design Build Projects

- Avnet CMG Corporate Headquarters
- Desert Ridge Corporate Center
- Bechtel Corporate Center
- Desert Ridge Medical Office Building
- Jewish Community Center
- Maricopa County Sheriff's Training Facility
- Taser International
- Ryan Corporate Center
- Conair Distribution
- McDowell Mountain Corporate Center
- Jackson Street Parking Garage & Record Storage

Benefits of the Process

- Selection based on qualifications, not price alone
- Faster schedule delivery
- Single point of responsibility
- Team concept
- Less expensive
- Fewer claims and legal issues
- Common goals and objectives



QUALIFICATIONS

Significant Bonding ▪ Solid Financials ▪ Sound Client & Trade References

Company Name: Midstate Mechanical, Inc.

Address: 1850 E. Riverview Drive
Phoenix, AZ 85034

Phone: (602) 470-1920

Fax: (602) 438-2340

Type of Business: Mechanical Contractor

Type of Organization: Corporation

Date & Location of Incorporation: May 1986 - Phoenix, AZ

Owner: David Jones, President

Contact: Jon Haug, Vice President
(jhaug@midstatemechanical.com)

Federal Tax ID#: 86-0549402

Licenses:

• General Commercial Contractor	B-01	#133325
• Air Conditioning, Refrigeration and Heating	K-39	#148103
• Plumbing	K-37	#155427

Number of Employees: *Office Staff: 55; Field Staff: 265*

Geographic Area: Arizona

Trades of Work:

HVAC, plumbing and piping for commercial and industrial applications. Project experience includes hydronic piping, waste & vent, water, gas, and process piping, as well as installation of all sizes of HVAC systems and sheet metal ductwork.

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BONDING CAPACITY:

Bonding - single project limit of \$15,000,000 aggregate limit of \$40,000,000

Bonding Company: International Fidelity Insurance

Bonding Agent: R.G. Anderson, Inc.

Joe Catania
126 State Street, Suite 201
Hackensack, NJ 07601
(877) 977-2663

INSURANCE INFORMATION:

General Liability Limits: \$2,000,000.00 per occurrence

Comprehensive Automobile: \$1,000,000.00 liability

\$1,000,000.00 uninsured motorist

\$1,000,000.00 under insured motorist

\$ 5,000.00 medical payment per person

Professional Liability \$1,000,000.00

Insurance Company: Marcy Froehlick
Alliant Insurance Services
2415 E. Camelback Road #420
Phoenix, AZ 85016
(602) 393-2871

Annual Sales Volume: 2007 \$70M 2006 \$56M 2005 \$47M

BANK REFERENCE: Mike Carney & Jack Hawkins
Irwin Union Bank
2425 E. Camelback Rd., Ste. 250
Phoenix, AZ 85016
(602) 957-8268

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TRADE REFERENCES:

1. **AZME**, Jerry Holdaway
1615 N. 36th Street, Phoenix, AZ (602) 225-2522
2. **Thomas Pipe**, Don Helmlinger
1429 S. 7th Street, Phoenix, AZ (602) 254-0444
3. **Climatec**, Terry Keenan
10802 N. 23rd Avenue, Phoenix, AZ (602) 944-3330

CLIENT REFERENCES:

1. **Adolfson & Peterson**, Brock Hunttenmeyer,
5002 S. Ash Avenue, Tempe, AZ (480) 345-8700
2. **D.L. Withers Construction**, Dave Bradley
3220 East Harbour Drive, Phoenix, AZ (602) 438-9500
3. **Ryan Companies**, Charles Carefoot
1 N. Central Avenue, Ste. 1300, Phoenix, AZ (602) 322-6100