



**STEEL & ELECTRICAL
SERVICES**

**safety - honesty - integrity
high productivity**

going beyond expectations



EDWOSB • WOSB • DBE • NAIC's 238120/238210 • Dun's 956190107 • Cage 6GF17



2365 Willis Miller Drive • Hudson, WI 54016 • Ph (715) 808-0463 • Fax (715) 808-0502

To: Prospective Client

Re: J&L Steel & Electrical Services bidders qualifications

J&L Steel & Electrical Services is your trusted single source for steel and electrical services operating with trust, integrity and a proven safety record.

J&L Steel and Electrical Services Inc. is a woman-owned, certified business since 1977. LouAnne Berg, CEO and Owner, is well respected in the industry and has established many relationships with key figures in the construction industry. Originally established in Maple Grove, MN, LouAnne moved her business to Hudson, WI in the spring of 2008.

J&L provides quality services everyday with our collaborative approach to construction. Their philosophy is to become a part of the team, work towards the same common goals, taking a solution-oriented approach to problems. They help contractors meet their schedule, cost and safety goals by sharing our expertise on constructability, following a thorough planning process and providing expert coordination of field activities.

Reducing the impact of possible scheduling and cost overruns is a daily activity. Their project management system allows for state of the art detailed tracking of daily field activities, product submittals/approvals, RFI's, change requests, and project correspondence. Our commitment to this system provides seamless communication between office, field, customer, and project owner allowing for increased productivity associated with the project scope of work.

Safety is a top priority at J&L. The protection of person and property is the highest priority as they complete field activities. They pride themselves on their safety record and their policies exceed minimum standards for the industry.



J&L Gets The Job Done Better, *Here's How*

1. Senior estimator with over 40 years experience in estimating and building bridges
2. Estimator/project manager with over 26 years of electrical experience
3. Experienced field superintendant with 40+ years of bridge work
4. Master electricians with over 40 years of combined experience
5. Productive and experienced foreman, most have been with the company an average of 8-10 years
6. Core group of ironworkers with an average of 15 years experience in ironwork
7. Safety is our top priority—*we do more training than anyone*
 - Daily morning safety huddles
 - Weekly safety audit
 - Quarterly safety meeting
 - Pre-hire and random drug testing
 - Dedicated safety director who works with on-site OSHA consultant
 - Formal discipline procedure for policy infractions
 - Lowest in the field for OSHA citations, less than 3 infractions in the last 15 years
 - Safety director attends numerous annual and periodic safety educational events
 - *Reasonable suspicion
 - *OSHA 10 course
 - *AGC all day safety conference
 - *Member of the AGC safety committee
 - *Active participant in OSHA's AWAIR program
 - *Active participant in AGC's CHASE program
 - Very low safety premiums, lowest in the industry at .83%
6. Quality bids, less than .02% of revenue in change orders
7. "Best of the Best" company philosophy
8. Forward thinking management style focused on continuous process improvement
9. Proactive field coordination
10. Timely change order management and accurate billing processes

About the Owner and CEO: LouAnne Berg

LouAnne Berg has been a woman business owner since 1977. She began her career in construction in the steel erection business. She recently expanded her business to offer electrical services primarily in WI and MN. Her integrity as a sound business owner has earned her the respect of many contractors, suppliers and industry leaders. Over the past five years J&L has reached sales of \$15 million annually and has bonding capacity of \$20 million.

Over the years, she has created a wealth of relationships with traditional construction companies and women business owners across many industries. She has been recognized by several organizations for her integrity and accomplishments:

- Ernst & Young Entrepreneur of Year Finalist, Midwest Region, 2010.
- Minneapolis Business Journal named one of the Top 25 Women Business Owners.
- National Association of Women Business Owners (NAWBO) presented her with the “Woman of the Year” award.
- LouAnne was also asked to host a town hall meeting for Senator John McCain. The event was covered by the local newspaper, radio and national television outlets.
- McCain personally invited LouAnne to participate on a Business Advisory Team which met in Cleveland Ohio in October 2008.

She embraces change and growth within her organization. LouAnne has improved the skill and performance level of her workers through her ‘Safety 1st’ program which resulted in decreasing their M.O.D rate by 50%. She also developed an estimating program indicating production rates specific to their scope of work, which has enabled them to be more competitive in the market place.

LouAnne, has taken responsibility to do her part in improving the construction industry with her participation in the following organizations:

- The AWC (Association of Women Contractors) of which she is a two time past president and co-founder.
- American Subcontractors Association of MN, member
- MnDOT, Co-Counsel for DBE committee
- Professional Woman’s Network, member
- Hudson Chamber of Commerce, board member

In 2008 LouAnne expanded into electrical services. She has employed Bob Quist and Dave Blanchard as project manager/estimators of the electrical services area. Also employed is Jason Cebulla, master electrician and field superintendant.

CAPABILITY STATEMENT



***“We Keep You
Out of the Dark”***

LOUANNE BERG, C.E.O., WBO

Cell: 612-360-1462 — Office: 715-808-0463 — Fax: 715-808-0502 — E-mail: laberg@jlsteelinc.com
2365 Willis Miller Drive, Hudson WI 54016-7999 — www.jlsteelinc.com

COMPANY INFORMATION

J&L Steel and Electrical Services has been owned and operated by LouAnne Berg since 1977. J&L’s success is validated by its consistently rising growth measures, and its impeccable safety record. J&L provides and solid financial foundation with a bonding capacity of \$30M.

J&L offers quality union labor, electrical services with industrial, commercial and industrial experience to provide you an efficient completion of project on time and on budget.

For more details please visit www.jles.us

DUNS:	969821482 Electric
Certifications	
Federal	EDWOSB
State	WI Dept. of Commerce WBE, DBE MN DBE
Local	MN CERT Program, U of M PIPS
Corporate	WBENC
Exper. Mod. Rate	.94 Electric
NAICS	238210 Electric
CAGE Code:	6KWU1 Electric
Electrical Lic. #	MN CA06032 - WI 1093220

Summary

J&L Steel and Electrical Services is a well-established, highly reputable and professional contractor in the electrical construction and steel reinforcement disciplines. Please consider our key characteristics, core competencies, featured project portfolio, and company data. We look forward to a formal conversation to discuss our credentials and future opportunities.



J&L provided the labor for the steel installation of the I 35W bridge project

KEY COMPANY ATTRIBUTES:

Project Managers/Estimators with extensive credentials and over 35 years of combined experience.

- Safety policies and practices in place to ensure minimal incidents (zero injuries or accidents to date (three years)) in our electrical division.
- Professional, comprehensive Project Management System that ensures maximum efficiency.
- Experienced, professional project foreman committed to fulfilling our customers’ needs.



J&L provided steel and electrical services on the Chippewa Falls Sand Plant project

Featured Projects

- FAA Control Towers - Wisconsin and Ohio
- Northstar Commuter Rail Line
- I 35W Bridge Project
- NELA Industrial Building
- Chippewa Falls Skilled Nursing Home
- Chippewa Sand Plant, EOG Resources
- Dental Office in Somerset
- Pioneer Nursing Home
- River Town Center

Differentiators

- 100% Woman-owned business since 1977. Extensive construction industry experience.
- Highly ethical and moral company values.
- Protection of person and property is our highest priority.
- Dedication to completing all our projects within time and budget constraints.
- Extreme commitment to consistently providing superior quality and value for our clients.

About Us: Electric

Certifications:

- *Economically Disadvantaged Women Owned Small Business (EDWOSB) Federal SBA program
- *Women Business Enterprise (WBE),WBENC
- *Women Business Enterprise/Small Business Enterprise (WBE/SBE) for Central Certification CERT Program, Ramsey County, Hennepin County, City of St. Paul
- *Woman-Owned Business Enterprise (WOBE) WI Department of Commerce
- *Disadvantage Business Enterprise (DBE) Mn/DOT
- *University of Minnesota PIP's Program

Recent Project Highlights

- FAA Control Tower, WI and Ohio
- Northstar Commuter Rail
- Chippewa Valley Airport
- Roberts Ball Field
- Amery Wellness Center
- University of Minnesota
- Sandbox Arena Indoor Motocross
- NELA Industrial Building
- Carmichael Road Lighting System

Requirements of foremen and service technicians:

- State electrical license
- National Electrical Code update training
- First Aid-CPR
- Leadership training
- IBEW Code of Excellence Certificate
- OSHA 10 Hour training
- Certifications as required:
 - ASHE Healthcare Construction Certification
 - High Voltage Cable Splicing
 - NFPA 70-E
 - HVAC Certification
 - Plus other tool & equipment certifications
- Background security checks



Company Statistics

Business established	2009
Number of Employees	12
Number of Foreman	8
Bond Capacity	\$30 Million
Drug Program	Yes
Pre-Hire Drug Testing	Yes
Random Drug Testing	Yes
Current W.C. Mode Rate	0.94
Loss Ratio 2010	0
Loss Ratio 2009	0
Loss Ratio 2008	0
Line of Credit	\$850,000
Line of Credit Available	\$850,000
2010 est. Gross Sales	\$2,398,120
2009 Gross Sales	\$1,061,062

About Our Employees: Electric



Bob Quist: Project Manager and Estimator

When you work with Bob Quist, there will be no questions that your project will come in on time and on budget. That's the promise Bob has delivered during his 27 years in the business. He is the best combination of reliability with expertise and her offers extensive electrical experience in hospitals, schools and government buildings. He is also well-known for his work on bridges, airports and streets.



Chuck Gustner: PMP, Project Manager and Estimator

Chuck offers over 10 years of commercial electrical experience and will be estimating as well as managing projects. He has been a certified project management professional since 2010.



Annette Martinez-Martinez: Project Manager and Estimator

Annette graduated with a civil engineering degree from the University of Puerto Rico at Mayaguez. She is working on her thesis for her masters degree in construction management



Pete Sedarski, Project Manager and Estimator

Pete began his electrical career in 1977 after finishing school at the University of Wisconsin Eau Claire. He has worked on, managed and estimated projects from commercial to industrial to highway heavy. Pete prides himself on his ability to create and maintain positive working relationships with general contractors, unions, and the end user. He offers a wide range of electrical skills and a broad education in the management area.



Dave Blanchard: Master Electrician, Controls Specialist and Estimator

Control projects are Dave Blanchard's specialty. He offers over 20 years of experience which includes a wide variety of commercial and industrial projects. Dave delivers quality work with exceptional detail to safety and customer satisfaction. From conception through to completion, Dave manages the project to deliver on time and within budget.



Jason Cebulla: Master Electrician

Jason makes projects successful, coordinating all field operations including materials, tools and daily communications. For over 23 years Jason has worked on nearly all types of electrical projects, with safety and efficiency being at top priority.

How Can J&L Help You?

Electrical:

- Electrical wiring
- Electrical construction
- Equipment installation
 - Process automation
- Clean room installation
- Hazardous area installation
- High-voltage construction

Interior System Controls:

- Temperature control
- Energy management
- Air quality control
- Building automation
 - Lighting

Communication & Data Services:

- Fiber optic and copper cable
 - Local area networks
- Security and alarm systems
 - CCTV/ MATV
 - Access control
 - Phone centers
- Installations, testing, certification
 - Low voltage

Outside services:

- Traffic systems
- Loop detectors
- Street and parking lot lighting
- Emergency vehicle systems

Service:

- Technology upgrades
 - Power upgrades
- Energy saving retrofits
- Power quality testing
- Scheduled service
 - Energy audits

Affiliations and Certifications



U.S. Small Business Administration



UNIVERSITY OF MINNESOTA



A word from our clients: Electric

THANK YOU TO: RDCI

**University of Minnesota
VENDOR PERFORMANCE SURVEY
(Construction Services)**

To: Nat Timper, Timper Associates Engineers Survey ID

Phone: 715-632-2523 Fax: 715 632 2020

Subject: Past Performance Survey of: J&L Electrical Services
Bob Quest, Tom Mitchell

The University of Minnesota is implementing a process that collects past performance information on firms and their key personnel. The information will be used to assist the University in the selection of firms to perform various projects. The firm/individual listed above has listed you as a client for which they have previously performed work on. We would appreciate your taking the time to complete this survey.

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the firm/individual again) and 1 representing that you were very unsatisfied (and would never hire the firm/individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

Client Name: _____ Completion Date: 10/26/10

Project Name: _____

NO	CRITERIA	UNIT	
1	Ability to manage the project cost (minimize change orders)	(1-10)	10
2	Ability to maintain project schedule (complete on-time or early)	(1-10)	10
3	Quality of workmanship	(1-10)	10
4	Professionalism and ability to manage (includes responses and prompt payment to suppliers and subcontractors)	(1-10)	10
5	Close out process (no punch list upon turnover, warranties, as-builts, operating manuals, tax clearance, etc. submitted promptly)	(1-10)	9
6	Communication, explanation of risk, and documentation	(1-10)	9
7	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc...)	(1-10)	10
8	Overall customer satisfaction and comfort level in hiring vendor/individual again	(1-10)	10

NAT TIMPER
Printed Name (of Evaluator)

Nat Timper
Signature (of Evaluator)

Thank you for your time and effort in assisting the University of Minnesota. Please fax the completed survey to: 715-632-2020

THANK YOU TO: RDCI

**University of Minnesota
VENDOR PERFORMANCE SURVEY
(Construction Services)**

To: Mark Johnson, Derrick Companies Survey ID

Phone: 715 246-2320 Fax: 715 246 4948

Subject: Past Performance Survey of: J&L Electrical Services
Bob Quest, Tom Mitchell

The University of Minnesota is implementing a process that collects past performance information on firms and their key personnel. The information will be used to assist the University in the selection of firms to perform various projects. The firm/individual listed above has listed you as a client for which they have previously performed work on. We would appreciate your taking the time to complete this survey.

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Client Name: WE HAVE WORKED WITH BOB QUEST ON Completion Date: _____

Project Name: A MULTITUDE OF PROJECTS - THIS EVALUATION COVERS ALL PROJECTS

NO	CRITERIA	UNIT	
1	Ability to manage the project cost (minimize change orders)	(1-10)	10
2	Ability to maintain project schedule (complete on-time or early)	(1-10)	9
3	Quality of workmanship	(1-10)	10
4	Professionalism and ability to manage (includes responses and prompt payment to suppliers and subcontractors)	(1-10)	10
5	Close out process (no punch list upon turnover, warranties, as-builts, operating manuals, tax clearance, etc. submitted promptly)	(1-10)	9
6	Communication, explanation of risk, and documentation	(1-10)	10
7	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc...)	(1-10)	10
8	Overall customer satisfaction and comfort level in hiring vendor/individual again	(1-10)	10

MARK JOHNSON
Printed Name (of Evaluator)

Mark Johnson
Signature (of Evaluator)

Thank you for your time and effort in assisting the University of Minnesota in this important endeavor. Please fax the completed survey to: 715-632-2020

A word from our clients: Electric

University of Minnesota
VENDOR PERFORMANCE SURVEY
(Construction Services)

To: Dale Adams A.C.A. Engineering Survey ID _____
(Name of person completing survey)

Phone: 715 232 8490 Fax: 715 232 8492

Subject: Past Performance Survey of: J&L Electrical Services
Bob Quist, Tom Mitchell
(Name of individual)

The University of Minnesota is implementing a process that collects past performance information on firms and their key personnel. The information will be used to assist the University in the selection of firms to perform various projects. The firm/individual listed above has listed you as a client for which they have previously performed work on. We would appreciate your taking the time to complete this survey.

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the firm/individual again) and 1 representing that you were very unsatisfied (and would never hire the firm/individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

Client Name: Auth Consulting & Associates Inc. Completion Date: Jun 2009 - current
Project Name: several industrial/commercial

NO	CRITERIA	UNIT	
1	Ability to manage the project cost (minimize change orders)	(1-10)	8
2	Ability to maintain project schedule (complete on-time or early)	(1-10)	8
3	Quality of workmanship	(1-10)	10
4	Professionalism and ability to manage (includes responses and prompt payment to suppliers and subcontractors)	(1-10)	10
5	Close out process (no punch list upon turnover, warranties, as-builts, operating manuals, tax clearance, etc. submitted promptly)	(1-10)	8
6	Communication, explanation of risk, and documentation	(1-10)	8
7	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc...)	(1-10)	10
8	Overall customer satisfaction and comfort level in hiring vendor/individual again	(1-10)	8

Dale W. Adams
Printed Name (of Evaluator)

Sig

University of Minnesota
VENDOR PERFORMANCE SURVEY
(Construction Services)

FAKED BY RKS

To: Brad Volker Cooper Engineering Survey ID _____
(Name of person completing survey)

Phone: 715 234 7008 Fax: 715 234 1025

Subject: Past Performance Survey of: J&L Electrical Services
Bob Quist, Tom Mitchell

The University of Minnesota is implementing a process that collects past performance information on firms and their key personnel. The information will be used to assist the University in the selection of firms to perform various projects. The firm/individual listed above has listed you as a client for which they have previously performed work on. We would appreciate your taking the time to complete this survey.

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the firm/individual again) and 1 representing that you were very unsatisfied (and would never hire the firm/individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

Client Name: BRAD VOLKER, COOPER ENG'G CO. Completion Date: VARIOUS
Project Name: VARIOUS WIS-DOT AIRPORT PROJECTS

NO	CRITERIA	UNIT	
1	Ability to manage the project cost (minimize change orders)	(1-10)	9
2	Ability to maintain project schedule (complete on-time or early)	(1-10)	9
3	Quality of workmanship	(1-10)	9
4	Professionalism and ability to manage (includes responses and prompt payment to suppliers and subcontractors)	(1-10)	-
5	Close out process (no punch list upon turnover, warranties, as-builts, operating manuals, tax clearance, etc. submitted promptly)	(1-10)	9
6	Communication, explanation of risk, and documentation	(1-10)	8.5
7	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc...)	(1-10)	9
8	Overall customer satisfaction and comfort level in hiring vendor/individual again	(1-10)	9

BRAD VOLKER
Printed Name (of Evaluator)

Brad Volker
Signature (of Evaluator)

A word from our clients: Electric

University of Minnesota
VENDOR PERFORMANCE SURVEY
(Construction Services)

TAMU by KDCI

To: Jesse Nyseth, Airworthy Aerospace Survey ID _____
(Name of person completing survey)

Phone: 715 386 0969 Fax: 715 386-0691

Subject: Past Performance Survey of: J&L Electrical Services
(Name of Company)
Bob Quist, Tom Mitchell
(Name of individual)

The University of Minnesota is implementing a process that collects past performance information on firms and their key personnel. The information will be used to assist the University in the selection of firms to perform various projects. The firm/individual listed above has listed you as a client for which they have previously performed work on. We would appreciate your taking the time to complete this survey.

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Client Name: _____ Completion Date: _____
Project Name: _____

NO	CRITERIA	UNIT	
1	Ability to manage the project cost (minimize change orders)	(1-10)	10
2	Ability to maintain project schedule (complete on-time or early)	(1-10)	9
3	Quality of workmanship	(1-10)	10
4	Professionalism and ability to manage (includes responses and prompt payment to suppliers and subcontractors)	(1-10)	10
5	Close out process (no punch list upon turnover, warranties, as-builts, operating manuals, tax clearance, etc. submitted promptly)	(1-10)	10
6	Communication, explanation of risk, and documentation	(1-10)	10
7	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc...)	(1-10)	10
8	Overall customer satisfaction and comfort level in hiring vendor/individual again	(1-10)	10

Jesse Nyseth
Printed Name (of Evaluator)

[Signature]

University of Minnesota
VENDOR PERFORMANCE SURVEY
(Construction Services)

TAMU by KDCI

To: PAUL GAVIC, GAVIC Construction Survey ID _____
(Name of person completing survey)

Phone: 651-270-5937 Fax: 715 386-7494

Subject: Past Performance Survey of: J&L Electrical Services
(Name of Company)
Bob Quist, Tom Mitchell
(Name of individual)

The University of Minnesota is implementing a process that collects past performance information on firms and their key personnel. The information will be used to assist the University in the selection of firms to perform various projects. The firm/individual listed above has listed you as a client for which they have previously performed work on. We would appreciate your taking the time to complete this survey.

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Client Name: UMCA Completion Date: 7-09
Project Name: Camp St. Croix

NO	CRITERIA	UNIT	
1	Ability to manage the project cost (minimize change orders)	(1-10)	8
2	Ability to maintain project schedule (complete on-time or early)	(1-10)	9
3	Quality of workmanship	(1-10)	9
4	Professionalism and ability to manage (includes responses and prompt payment to suppliers and subcontractors)	(1-10)	9
5	Close out process (no punch list upon turnover, warranties, as-builts, operating manuals, tax clearance, etc. submitted promptly)	(1-10)	9
6	Communication, explanation of risk, and documentation	(1-10)	8
7	Ability to follow the users rules, regulations, and requirements (housekeeping, safety, etc...)	(1-10)	9
8	Overall customer satisfaction and comfort level in hiring vendor/individual again	(1-10)	8

Paul Gavic
Printed Name (of Evaluator)

[Signature]
Signature (of Evaluator)

References: Electric

Project Name: Rush City High school
General Scope: Lighting retrofit
Project Location: Complete, MN
Contract amount: \$70,000
Date of Completion: Fall of 2010
GC: Rush City School System
GC Contact: Jeann Korf
GC Phone: 320-358-1393
GC email: jkorf@rushcity.k12.mn.us
GC Fax: 320.358.1351

Project Name: New Nursing Home
General Scope: 62 Bed facility
Project Location: Luck, WI
Contract amount: \$700,000
Date of Completion: 2011 just completed
GC: Community Living Solutions
GC Contact: Rick Nierzwicki
GC Phone: 920-209-7510
GC email:
rnierzwicki@communitylivingsolutions.com
GC Fax: 920-969-9345

Project Name: New Commercial Building
General Scope: 50,000 sq ft
Project Location: Hudson, WI
Contract amount: \$350,000
Date of Completion: Summer of 2011
GC: Ascent Contracting
GC Contact: Jon Reger
GC Phone: 612-366-6827
GC email: jreger@ascentcos.com
GC Fax: 715.808.0502

Project Name: St Croix County Maintenance Bldg.
General Scope: Electrical service upgrade
Project Location: Hammond, WI
Contract amount: \$50,000
Date of Completion: Summer of 2010
GC: A/C/A Engineering (Auth Consulting & Associates)
GC Contact: Dale Adams
GC Phone: 715-232-8490
GC email: dadams@authconsulting.com
GC Fax: 715-232-8492

Project Name: WITC Building
General Scope: Addition/remodel 40,000 sq ft
Project Location: Shell Lake, WI
Contract amount: \$640,000
Date of Completion: Summer of 2010
GC: Derrick Building Systems
GC Contact: Chad Derrick, Dustin Rassbach
GC Phone: 715-246-2320
GC email: drassbach@derrickbuilt.com
GC Fax: 715-246-4948