

KALAMOIR





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About Kalamoir

Kalamoir is a Calgary based contractor that helps landlords, developers, and tenants build spaces they are proud of. Our philosophy and success is based on our ability to deliver quality projects to our clients on time and on budget. While many contractors can say this, we actually put it in writing and offer our clients 2 Guarantees:

We guarantee a 2:1 return on your pre-construction fee (after the completion of the pre-construction process, or we refund 100% of your pre-construction fee).

2:1

5%

We guarantee that the project costs will not increase by more than 5% if we are engaged in pre construction (excluding unforeseen soil and subsurface conditions or owner driven changes)

Build with Certainty™

The traditional way of building is a flawed model that puts too much risk on you, the client. The challenge with building the old way, is that the contractor responsible for securing the materials and people to execute the project is not involved until the design is complete. At this point, its too expensive and too late to make significant changes.

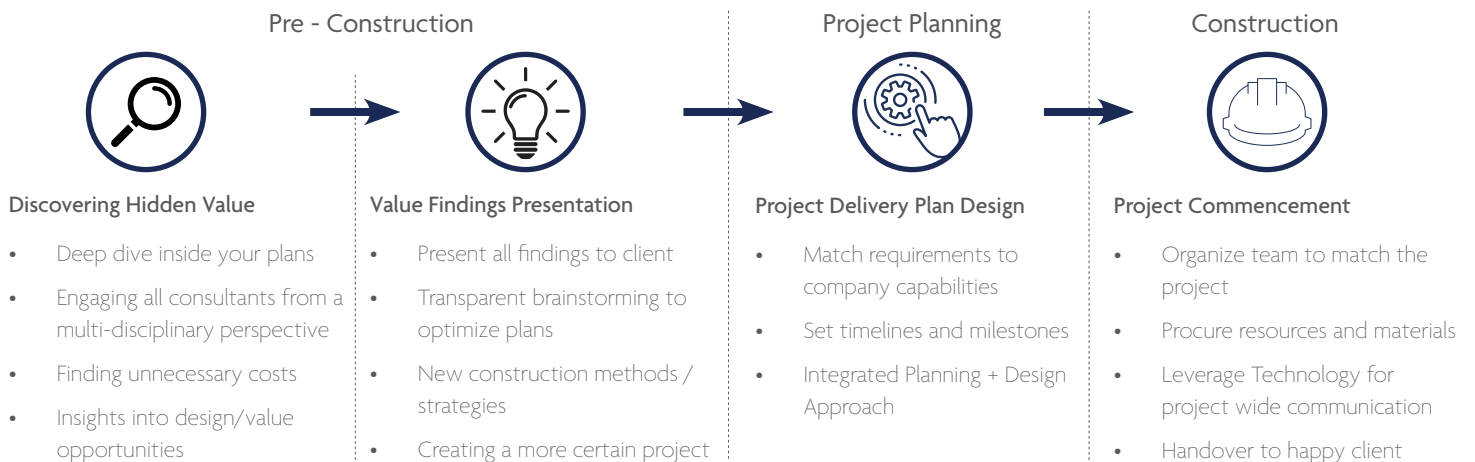
We asked: *How can we eliminate the most common issues that come up during construction?* **Over our teams combined 200 years of experience**, we sat down and came up with more than 184 challenges on a job site. Of these challenges, we determined we could avoid 175 of the 184 (95.1%) if we were involved earlier in the project.

Our clients now demand our preconstruction services. It's not easy. We typically invest 100-200 hours going through the drawings during pre-construction. A significant investment on our end. There is no obligation to use us for construction. **The onus is on us to demonstrate value through the pre-construction design process, or you don't pay.**

At the end of the pre-construction, you will clearly see the savings in mistakes, alternative material selections and how to tighten up timelines with trades, ultimately saving you money and shortening up the construction timelines.

We guarantee a 2:1 return on your pre-construction fee (after the completion of the pre-construction process, or we refund 100% of your pre-construction fee).

Build with Certainty™ Road Map Process



Kalamoior Project Experience



BOW TRAIL
DENTAL



BOW TRAIL
DENTAL



Bringing Kalamoiron in at the Pre-Construction stage resulted in \$2,000,000 in cost savings

Mickelson Clubhouse

Calgary AB, Canada

This course stretches over 240 acres, has dramatic features to entice golfers of every level, and is situated minutes west of Calgary in the upscale community of Harmony.

The course features dramatic elevations, a challenging design, water features, and outstanding landscaping to reflect the nearby Rocky Mountains.

Kalamoiron was contracted during the pre-construction phase of the clubhouse to make the development team's vision a reality.

Kalamoiron's Role

Kalamoiron acted as the contractor in the development of the clubhouse, working hand-in-hand with the architect. By bringing Kalamoiron in at the pre-construction stage Kalamoiron was able to gain a better understanding of the functions of the building and make a series of recommendations that resulted in \$2 million in cost savings as well as advancement in the overall construction schedule.

Recommendations made by Kalamoiron include:

- *Moving patron areas out of the basement:* This eliminated all building code requirements needed to facilitate public

use of the basement space. This allowed the owner's group to reduce the non-efficient space and start construction of the foundation before drawings were in place or a development permit was secured. This also eliminated building code requirements and access requirements between the upper and lower floors, resulting in further cost savings.

- *Changing the design of the foundation:* By eliminating programming from the basement, the foundation shrank in size which also reduced the structural requirements of the foundation.
- *Changes to the mechanical and electrical systems:* The mechanical and electrical systems were moved to the main floor. This further reduced building code requirements, specifically for fire rating and building shafts. Additional optimizations were made directly to the mechanical system to simplify the overall system while still utilizing high-end products, while still meeting building code requirements, and making it much more cost-effective to install and operate.

| Commercial Project | Timeline | Construction Cost | Services | Team |
|--|----------------------------------|-------------------|---|--|
| Client Windmill Group Qualico Bordeaux | September 2021 - January 2023 | \$12,000,000 | <ul style="list-style-type: none"> • Pre-Con Design • Construction Management | <ul style="list-style-type: none"> • Trevor Aymont • Matt Kowbel • Eric Saarela |

- *Fit and finishes:* In taking the time to understand the owner's needs at the onset of the project Kalamoir was better able to utilize its extensive supply chain to meet the quality and aesthetic vision of the building, while offering cost-saving alternatives. In the case of the Mickelson Clubhouse, Kalamoir replaced wood-framed curtain wall windows with a traditional commercial product that meets the aesthetic vision and provided further cost-savings.
- *Fast-track Construction:* Kalamoir has been able to start work on the foundation utilizing a partial development permit and will be ready to start the superstructure once the full development permit has been issued. By starting construction before the completion of the overall aesthetics of the interior, Kalamoir is able to utilize a target value design approach for the interior fit and finishes. This approach will keep the Mickelson clubhouse project on or under budget and on or ahead of schedule. This approach also allows the owners to make informed decisions on how to fit out the interior to keep the project on budget without incurring cost overruns. In fast-tracking the schedule, the ownership group was also able to take advantage of cost savings in materials as concrete and lumber prices have increased since the construction began, this has resulted in roughly a 20% cost savings on materials.

A symbiotic relationship between Kalamoir, the architect, and the ownership group was established at the pre-construction stage. This allowed the development team to take the time to understand the programming of the building at the onset of the project, as a result, the Mickelson clubhouse has benefited from extensive cost savings, reduced or eliminated change orders, and a fast-tracked construction schedule. This will allow the ownership group to have the clubhouse completed ahead of the 2023 golf season.





Small design changes in Pre-Construction created a 350% increase in sales

Trinity Hills

Calgary, AB

The Village at Trinity Hills is a development located along the iconic Paskapoo Slopes in SW Calgary. This townhome development is surrounded by 160 acres of environmental reserve, mountain biking trails, hiking and adjacent to Canada Olympic Park. The Village is a master planned community with a mix of retail, multifamily and townhouses.

The Village at Trinity Hills is just 8 minutes to Market Mall, 10 minutes to the University of Calgary and Foothills Hospital, 15 minutes to downtown, 30 minutes to the airport and 60 minutes to Banff.

Kalamoir's Role

Kalamoir was brought in by Metropia to lead the yearly construction of 40+ high-end townhouses, for the next 7 years as the owner's representative.

Good builders do what they do best, build what they are asked, on-time, and on-budget. Kalamoir took a different approach.

Kalamoir met with the sales and marketing team weekly during the Pre-Construction phase to understand what

potential homeowners wanted. By understanding what buyers were most interested in, what they wanted and didn't want Kalamoir was able to suggest design modifications that would cater to the types of buyers that were coming to the Village. Additionally, Kalamoir met with various marketing agencies and sales representatives that understood how to sell this type of product.

The Result: The Village went from selling 1-2 units per month (\$12M/year) to selling 6-8 units per month (more than \$40M/year). This increase could be a result of many factors including the design changes suggested by Kalamoir. Small changes over time, have helped create townhomes that are in demand while minimizing warranty claims. Happy owners at The Village are referring friends and family to buy there which has led to record breaking sales.

We don't see ourselves as pure General Contractors. By bringing Kalamoir into a project at the pre-construction phase, we can better understand what our clients are trying to accomplish and make design improvements prior to construction that can save you time, money, and ideally increase sales and revenue.

| Residential Project | Timeline | Construction Cost | Services | Team |
|---------------------------|----------------|---------------------|--|--|
| Client Metropia | 2020 - Ongoing | \$25,000,000 / year | <ul style="list-style-type: none"> Pre-Construction Design Construction Management | <ul style="list-style-type: none"> Mark Uniat Randy Marriott Eric Saarela |



Bears paw Golf Club, Bears paw, AB

Kalamoir was contracted to resume previously halted construction. Our team had to analyze the current state of construction to understand the extent of remediation required to make the building meet code. Kalamoir revised the design and renovated partially completed areas to achieve a new aesthetic intent. Our team worked diligently with the client and consultant to pivot through multiple design changes throughout the course of construction, while still bringing the project in on time and under budget.

Project Size: \$5M | Timeline: 9 months

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Beacon Hill Dermatology, Calgary AB

The Developer/Owner, Dr. Andrei Metelitsa had a vision for creating a beautiful concrete building for his practice. Dr. Andrei needed to open his clinic (he no longer had space to operate out of) and the previous consultant had incurred significant project overruns both in terms of schedule and budget. Kalamoir was contracted to bring this project back on schedule and budget.

Project Size: \$2M+ | Timeline: 4 months

pictured right >



Montgomery Custom House, Calgary AB

Kalamoir was contracted to help a family build their dream home. This home involved 2,560 sq ft above grade, 1456 sq ft below grade, and a 764 sq ft oversized garage. By engaging Kalamoir at the pre-construction stage, Kalamoir was able to complete this build 1 month ahead of schedule despite multiple COVID material delays. Additionally, Kalamoir was able to leverage our relationships with suppliers and trades to secure prices that were 30% less than any other builders. Kalamoir was able to complete this project in just 10 months as opposed to 14 - 24 months with a traditional build method.

Project Timeline: 10 Months | Project Size: \$900,000+/-

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RNDSQR Townhomes, Calgary AB

This townhome development project involved an extremely tight in-fill site with multiple power lines surrounding the property, close proximity to neighbours and a significant City of Calgary protected public tree Kalamoir had to work around. Despite substantial COVID material delays, significant weather impacts, and the City of Calgary ripping up and closing the adjacent alleyway with no warning mid-project, Kalamoir delivered this project on-schedule.

Project Timeline: 11 Months | Project Size: \$2.1 M

pictured right >



Kalamoir Team

Project Team

Our team is the backbone to the success of your project. It is paramount to us that our clients trust that they are working with a team who will deliver their project on budget, on time, every time.



Construction Manager | Mark Uniat, B.Sc, MBA, PMP, LEED GA

Mark started on the tools in the field and has progressively grown his career into senior management positions. He has facilitated his career progression by taking ownership of project outcomes and maintaining a high level of performance of his projects. Mark has experience working with a range of contract models/delivery methods including stipulated sum, general tender, design build, EPC, and construction management. Mark has delivered in the industrial, institutional, civil, commercial, land development and residential market segments.



Business Development | Shane Melanson

Shane has over 16 years of real estate experience, with a specific focus and expertise in selling residential, multifamily, industrial and land. His areas of specialty include business development, commercial finance, development, client relations, and contract negotiations. Shane represented a public company acquiring and selling more than \$125M in assets. He has developed a large network of builders, developers, investors, and tenants in Alberta. He has improved the cash flow for property owners by over 10% and has saved other clients over \$150,000 annually in property taxes over 5 years. Shane has Kalamoir's clients and business partners in mind and his experience and expertise is critical to everyone's success.



Project Manager | Taylor Shoup, B.Sc

Taylor brings a unique skill set to each project that he works on. Having started his career in the field, he understands construction best practices. Taylor prides himself on his positive and fair attitude and his willingness to learn. During his time in the construction industry, he has worked on numerous types of projects including modernizations, base buildings, residential housing, assisted living, as well as Mission Green Buildings and LEED Shadow buildings.



Site Superintendent | Trevor Aymont

Trevor brings 20 years of experience in commercial construction and 10 years as a site superintendent. He brings extensive experience in concrete handling, construction management, and exterior contracting. Additionally, Trevor specializes in concrete forming, placing, and finishing, structural steel, structural block, pre-engineered structures, interior finishes, exterior finishes, civil works, and communications. He has managed teams of over 80 workers and has completed projects for a variety of clients including education, sports venues, municipal, residential, and commercial.

**Site Superintendent | David Salomon**

David brings over 6 years of experience in multifamily residential construction projects. He is a highly motivated, safety conscious professional with a strong focus on quality and customer service with demonstrated leadership abilities. David contributes technical skills in 2D and 3D animation, extensive knowledge of Microsoft Office including Word, Excel, PowerPoint, and Microsoft Project. Additionally he has extensive knowledge of Procore.

**Site Superintendent | Kerry Aymont**

Kerry has over 25 years of experience in commercial, residential and institutional construction and has been involved with a variety of projects including high-rise, parkades, LRT projects, renovations and expansions and large industrial buildings. Kerry specializes in coordination of subtrades, quality control, maintaining architectural specifications and requirements as well as managing construction timelines. Kerry has been involved in projects ranging in value from \$100K - \$65M.

**Project Manager | Matthew Kowbel**

Matthew is an experienced Construction Professional with over 13 years of experience. He is skilled in land development, negotiation, budgeting, contract management, value engineering, cost management, and schedule management. Matthew has completed more than \$300M in construction projects including: 12 story Highrise Seniors Living, Retail, large Industrial warehouses (50,000 – 170,000 sq.ft), multiple offices, and several k-12 schools.

**Project Coordinator | Eric Saarela**

Eric brings 6 years of experience as a carpenter and 4 years of experience in project coordination and site superintendent roles. He brings strong leadership and communication skills and experience in a variety of software tools including Procore, AutoCAD, Bluebeam, Primavera, Excel, and Microsoft Project. Eric specializes in contract administration, change management, quality control, safety documentation, equipment operations and production and he is hands-on with construction development.

**Project Coordinator | Kelly Hagg**

Kelly Brings 2 years in commercial and heavy duty civil construction. Additionally, she specializes in earthworks, underground, roadworks, and landscape design. Kelly is a diverse team member with a broad range of skills and an asset to the Kalamoair team.



KALAMOIR

PROCORE



**Calgary
Construction
Association**