

PROFESSIONAL SERVICES CONTRACT BETWEEN
THE CITY OF HUNTINGTON BEACH AND
TOTUM CORPORATION
FOR
ON CALL CONSTRUCTION MANAGEMENT AND ENGINEERING SERVICES

THIS AGREEMENT ("Agreement") is made and entered into by and between the City of Huntington Beach, a municipal corporation of the State of California, hereinafter referred to as "CITY," and TOTUM CORPORATION, hereinafter referred to as "CONSULTANT."

WHEREAS, CITY desires to engage the services of a consultant to provide On-Call Construction Management and Engineering Services; and

Pursuant to documentation on file in the office of the City Clerk, the provisions of the Huntington Beach Municipal Code, Chapter 3.03, relating to procurement of professional service contracts have been complied with; and

CONSULTANT has been selected to perform these services,

NOW, THEREFORE, it is agreed by CITY and CONSULTANT as follows:

1. SCOPE OF SERVICES

CONSULTANT shall provide all services as described in **Exhibit "A,"** which is attached hereto and incorporated into this Agreement by this reference. These services shall sometimes hereinafter be referred to as the "PROJECT."

CONSULTANT hereby designates Danny Kaye who shall represent it and be its sole contact and agent in all consultations with CITY during the performance of this Agreement.

2. CITY STAFF ASSISTANCE

CITY shall assign a staff coordinator to work directly with CONSULTANT in the performance of this Agreement.

3. TERM; TIME OF PERFORMANCE

Time is of the essence of this Agreement. The services of CONSULTANT are to commence on _____, 20____ (the "Commencement Date"). This Agreement shall automatically terminate three (3) years from the Commencement Date, unless extended or sooner terminated as provided herein. All tasks specified in **Exhibit "A"** shall be completed no later than (3) three years from the Commencement Date. The time for performance of the tasks identified in **Exhibit "A"** are generally to be shown in **Exhibit "A."** This schedule may be amended to benefit the PROJECT if mutually agreed to in writing by CITY and CONSULTANT.

In the event the Commencement Date precedes the Effective Date, CONSULTANT shall be bound by all terms and conditions as provided herein.

4. COMPENSATION

In consideration of the performance of the services described herein, CITY agrees to pay CONSULTANT on a time and materials basis at the rates specified in **Exhibit "B,"** which is attached hereto and incorporated by reference into this Agreement, a fee, including all costs and expenses, not to exceed Two Million Dollars (\$2,000,000.00).

5. EXTRA WORK

In the event CITY requires additional services not included in **Exhibit "A"** or changes in the scope of services described in **Exhibit "A,"** CONSULTANT will undertake such work only after receiving written authorization from CITY. Additional compensation for such extra work shall be allowed only if the prior written approval of CITY is obtained.

6. METHOD OF PAYMENT

CONSULTANT shall be paid pursuant to the terms of **Exhibit "B."**

7. DISPOSITION OF PLANS, ESTIMATES AND OTHER DOCUMENTS

CONSULTANT agrees that title to all materials prepared hereunder, including, without limitation, all original drawings, designs, reports, both field and office notices, calculations, computer code, language, data or programs, maps, memoranda, letters and other documents, shall belong to CITY, and CONSULTANT shall turn these materials over to CITY upon expiration or termination of this Agreement or upon PROJECT completion, whichever shall occur first. These materials may be used by CITY as it sees fit.

8. HOLD HARMLESS

A. CONSULTANT hereby agrees to protect, defend, indemnify and hold harmless CITY, its officers, elected or appointed officials, employees, agents and volunteers from and against any and all claims, damages, losses, expenses, judgments, demands and defense costs (including, without limitation, costs and fees of litigation of every nature or liability of any kind or nature) arising out of or in connection with CONSULTANT's (or CONSULTANT's subcontractors, if any) negligent (or alleged negligent) performance of this Agreement or its failure to comply with any of its obligations contained in this Agreement by CONSULTANT, its officers, agents or employees except such loss or damage which was caused by the sole negligence or willful misconduct of CITY. CONSULTANT will conduct all defense at its sole cost and expense and CITY shall approve selection of CONSULTANT's counsel. This indemnity shall apply to all claims and liability regardless of whether any insurance policies are applicable. The policy limits do not act as limitation upon the amount of indemnification to be provided by CONSULTANT.

B. To the extent that CONSULTANT performs "Design Professional Services" within the meaning of Civil Code Section 2782.8, then the following Hold Harmless provision applies in place of subsection A above:

“CONSULTANT hereby agrees to protect, defend, indemnify and hold harmless CITY and its officers, elected or appointed officials, employees, agents and volunteers, from and against any and all claims, damages, losses, expenses, demands and defense costs (including, without limitation, costs and fees of litigation of every nature or liability of any kind or nature) to the extent that the claims against CONSULTANT arise out of, pertain to, or relate to the negligence, recklessness, or willful misconduct of CONSULTANT. In no event shall the cost to defend charged to CONSULTANT exceed CONSULTANT’s proportionate percentage of fault. However, notwithstanding the previous sentence, in the event one or more other defendants to the claims and/or litigation is unable to pay its share of defense costs due to bankruptcy or dissolution of the business, CONSULTANT shall meet and confer with CITY and other defendants regarding unpaid defense costs. The duty to indemnify, including the duty and the cost to defend, is limited as provided in California Civil Code Section 2782.8.

C. Regardless of whether subparagraph A or B applies, CITY shall be reimbursed by CONSULTANT for all costs and attorney’s fees incurred by CITY in enforcing this obligation. This indemnity shall apply to all claims and liability regardless of whether any insurance policies are applicable. The policy limits do not act as a limitation upon the amount of indemnification to be provided by CONSULTANT.

9. PROFESSIONAL LIABILITY INSURANCE

CONSULTANT shall obtain and furnish to CITY a professional liability insurance policy covering the work performed by it hereunder. This policy shall provide coverage for CONSULTANT’s professional liability in an amount not less than One Million Dollars (\$1,000,000.00) per occurrence and in the aggregate. The above-mentioned insurance shall not contain a self-insured retention without the express written consent of CITY; however an insurance

policy "deductible" of Ten Thousand Dollars (\$10,000.00) or less is permitted. A claims-made policy shall be acceptable if the policy further provides that:

- A. The policy retroactive date coincides with or precedes the initiation of the scope of work (including subsequent policies purchased as renewals or replacements).
- B. CONSULTANT shall notify CITY of circumstances or incidents that might give rise to future claims.

CONSULTANT will make every effort to maintain similar insurance during the required extended period of coverage following PROJECT completion. If insurance is terminated for any reason, CONSULTANT agrees to purchase an extended reporting provision of at least two (2) years to report claims arising from work performed in connection with this Agreement.

If CONSULTANT fails or refuses to produce or maintain the insurance required by this section or fails or refuses to furnish the CITY with required proof that insurance has been procured and is in force and paid for, the CITY shall have the right, at the CITY's election, to forthwith terminate this Agreement. Such termination shall not effect Consultant's right to be paid for its time and materials expended prior to notification of termination. CONSULTANT waives the right to receive compensation and agrees to indemnify the CITY for any work performed prior to approval of insurance by the CITY.

10. CERTIFICATE OF INSURANCE

Prior to commencing performance of the work hereunder, CONSULTANT shall furnish to CITY a certificate of insurance subject to approval of the City Attorney evidencing the foregoing insurance coverage as required by this Agreement; the certificate shall:

- A. provide the name and policy number of each carrier and policy;
- B. state that the policy is currently in force; and

- C. shall promise that such policy shall not be suspended, voided or canceled by either party, reduced in coverage or in limits except after thirty (30) days' prior written notice; however, ten (10) days' prior written notice in the event of cancellation for nonpayment of premium.

CONSULTANT shall maintain the foregoing insurance coverage in force until the work under this Agreement is fully completed and accepted by CITY.

The requirement for carrying the foregoing insurance coverage shall not derogate from CONSULTANT's defense, hold harmless and indemnification obligations as set forth in this Agreement. CITY or its representative shall at all times have the right to demand the original or a copy of the policy of insurance. CONSULTANT shall pay, in a prompt and timely manner, the premiums on the insurance hereinabove required.

11. INDEPENDENT CONTRACTOR

CONSULTANT is, and shall be, acting at all times in the performance of this Agreement as an independent contractor herein and not as an employee of CITY. CONSULTANT shall secure at its own cost and expense, and be responsible for any and all payment of all taxes, social security, state disability insurance compensation, unemployment compensation and other payroll deductions for CONSULTANT and its officers, agents and employees and all business licenses, if any, in connection with the PROJECT and/or the services to be performed hereunder.

12. TERMINATION OF AGREEMENT

All work required hereunder shall be performed in a good and workmanlike manner. CITY may terminate CONSULTANT's services hereunder at any time with or without cause, and whether or not the PROJECT is fully complete. Any termination of this Agreement by CITY shall be made in writing, notice of which shall be delivered to CONSULTANT as provided herein. In the

event of termination, all finished and unfinished documents, exhibits, report, and evidence shall, at the option of CITY, become its property and shall be promptly delivered to it by CONSULTANT.

13. ASSIGNMENT AND DELEGATION

This Agreement is a personal service contract and the work hereunder shall not be assigned, delegated or subcontracted by CONSULTANT to any other person or entity without the prior express written consent of CITY. If an assignment, delegation or subcontract is approved, all approved assignees, delegates and subconsultants must satisfy the insurance requirements as set forth in Sections 9 and 10 hereinabove.

14. COPYRIGHTS/PATENTS

CITY shall own all rights to any patent or copyright on any work, item or material produced as a result of this Agreement.

15. CITY EMPLOYEES AND OFFICIALS

CONSULTANT shall employ no CITY official nor any regular CITY employee in the work performed pursuant to this Agreement. No officer or employee of CITY shall have any financial interest in this Agreement in violation of the applicable provisions of the California Government Code.

16. NOTICES

Any notices, certificates, or other communications hereunder shall be given either by personal delivery to CONSULTANT's agent (as designated in Section 1 hereinabove) or to CITY as the situation shall warrant, or by enclosing the same in a sealed envelope, postage prepaid, and depositing the same in the United States Postal Service, to the addresses specified below. CITY and CONSULTANT may designate different addresses to which subsequent notices, certificates or other communications will be sent by notifying the other party via personal delivery, a reputable overnight carrier or U. S. certified mail-return receipt requested:

TO CITY:

City of Huntington Beach
ATTN: Joe Dale
2000 Main Street
Huntington Beach, CA 92648

TO CONSULTANT:

TOTUM CORP.
ATTN: Danny Kaye
15130 Ventura Blvd., Suite 327
Sherman Oaks, CA 91403

17. CONSENT

When CITY's consent/approval is required under this Agreement, its consent/approval for one transaction or event shall not be deemed to be a consent/approval to any subsequent occurrence of the same or any other transaction or event.

18. MODIFICATION

No waiver or modification of any language in this Agreement shall be valid unless in writing and duly executed by both parties.

19. SECTION HEADINGS

The titles, captions, section, paragraph and subject headings, and descriptive phrases at the beginning of the various sections in this Agreement are merely descriptive and are included solely for convenience of reference only and are not representative of matters included or excluded from such provisions, and do not interpret, define, limit or describe, or construe the intent of the parties or affect the construction or interpretation of any provision of this Agreement.

20. INTERPRETATION OF THIS AGREEMENT

The language of all parts of this Agreement shall in all cases be construed as a whole, according to its fair meaning, and not strictly for or against any of the parties. If any provision of this Agreement is held by an arbitrator or court of competent jurisdiction to be unenforceable, void, illegal or invalid, such holding shall not invalidate or affect the remaining covenants and provisions of this Agreement. No covenant or provision shall be deemed dependent upon any other unless so expressly provided here. As used in this Agreement, the masculine or

neuter gender and singular or plural number shall be deemed to include the other whenever the context so indicates or requires. Nothing contained herein shall be construed so as to require the commission of any act contrary to law, and wherever there is any conflict between any provision contained herein and any present or future statute, law, ordinance or regulation contrary to which the parties have no right to contract, then the latter shall prevail, and the provision of this Agreement which is hereby affected shall be curtailed and limited only to the extent necessary to bring it within the requirements of the law.

21. DUPLICATE ORIGINAL

The original of this Agreement and one or more copies hereto have been prepared and signed in counterparts as duplicate originals, each of which so executed shall, irrespective of the date of its execution and delivery, be deemed an original. Each duplicate original shall be deemed an original instrument as against any party who has signed it.

22. IMMIGRATION

CONSULTANT shall be responsible for full compliance with the immigration and naturalization laws of the United States and shall, in particular, comply with the provisions of the United States Code regarding employment verification.

23. LEGAL SERVICES SUBCONTRACTING PROHIBITED

CONSULTANT and CITY agree that CITY is not liable for payment of any subcontractor work involving legal services, and that such legal services are expressly outside the scope of services contemplated hereunder. CONSULTANT understands that pursuant to *Huntington Beach City Charter* Section 309, the City Attorney is the exclusive legal counsel for CITY; and CITY shall not be liable for payment of any legal services expenses incurred by CONSULTANT.

24. ATTORNEY'S FEES

In the event suit is brought by either party to construe, interpret and/or enforce the terms and/or provisions of this Agreement or to secure the performance hereof, each party shall bear its own attorney's fees, such that the prevailing party shall not be entitled to recover its attorney's fees from the nonprevailing party.

25. SURVIVAL

Terms and conditions of this Agreement, which by their sense and context survive the expiration or termination of this Agreement, shall so survive.

26. GOVERNING LAW

This Agreement shall be governed and construed in accordance with the laws of the State of California.

27. SIGNATORIES

Each undersigned represents and warrants that its signature hereinbelow has the power, authority and right to bind their respective parties to each of the terms of this Agreement, and shall indemnify CITY fully for any injuries or damages to CITY in the event that such authority or power is not, in fact, held by the signatory or is withdrawn.

28. ENTIRETY

The parties acknowledge and agree that they are entering into this Agreement freely and voluntarily following extensive arm's length negotiation, and that each has had the opportunity to consult with legal counsel prior to executing this Agreement. The parties also acknowledge and agree that no representations, inducements, promises, agreements or warranties, oral or otherwise, have been made by that party or anyone acting on that party's behalf, which are not embodied in this Agreement, and that that party has not executed this Agreement in reliance on any representation, inducement, promise, agreement, warranty, fact or circumstance not expressly set forth in this

Agreement. This Agreement, and the attached exhibits, contain the entire agreement between the parties respecting the subject matter of this Agreement, and supersede all prior understandings and agreements whether oral or in writing between the parties respecting the subject matter hereof.


29. EFFECTIVE DATE

This Agreement shall be effective on the date of its approval by the City Council.

This Agreement shall expire when terminated as provided herein.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed by and through their authorized officers.

CONSULTANT,
TOTUM CORP.

By: 

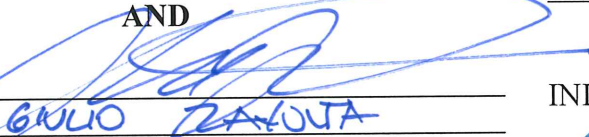
ITS: (circle one) Chairman President Vice President

print name

CITY OF HUNTINGTON BEACH, a
municipal corporation of the State of
California

Mayor

AND

By: 

ITS: (circle one) Secretary/Chief Financial Officer/Asst.
Secretary - Treasurer

print name

City Clerk

INITIATED AND APPROVED:



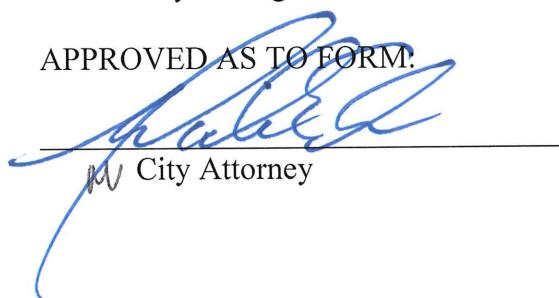
Director of Public Works

REVIEWED AND APPROVED:



City Manager

APPROVED AS TO FORM:



City Attorney

EXHIBIT "A"

A. STATEMENT OF WORK: (Narrative of work to be performed)

CONSULTANT shall provide consulting services on an "as-needed" basis for projects to be determined during the term of the agreement. During the term of the agreement, CITY may elect to solicit proposals from CONSULTANT. CITY shall issue task order for each project based upon the scoped of services, work schedule, and fee proposal submitted to the CITY for its review and approval.

B. CONSULTANT'S DUTIES AND RESPONSIBILITIES:

SEE ATTACHED EXHIBIT A

C. CITY'S DUTIES AND RESPONSIBILITIES:

1. Furnish scope of work request for each project.
2. Furnish construction plans and specifications to the CONSULTANT

D. WORK PROGRAM/PROJECT SCHEDULE:

A project schedule will be developed for each project assigned by CITY.



Proposal for:

On-Call Construction Management Services

Presented to:

Public Works Department City of Huntington Beach

Submitted by: **totum**
August 11, 2021



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 - Preferred Staffing
 - Understanding & Methodology Section
- E. & F. Rate Sheet - ***Submitted Separately.***

Project Experience Examples

8/11/21

**15130 Ventura Blvd.
Suite 327
Sherman Oaks
CA 91403,
818 986 9870
p/f**

Principals

Danny Kaye, CCM, PMP, FRICS,
LEED AP
310 351 0138 m

Giulio Zavolta, LEED AP
310 291 4074 m

**e-fax
818 337 7248**

www.totumconsulting.com

danny@totumconsulting.com
giulio@totumconsulting.com

City of Huntington Beach
Public Works Department
2000 Main Street
Huntington Beach, CA 92648

Dear Sir/Madam:

RE: Request For Proposal For On-Call Construction Management Services

We are delighted to submit our qualifications to provide On Call Construction Management Services for your upcoming facility capital improvement projects for the next 3 years (and beyond!).

Our address and contact information are on the left-hand margin of this page. The primary contact person is Danny Kaye (CCM, PMP) who has the power to bind Totum contractually and is the signer of this letter. Our Sherman Oaks location will be responsible for the project deliverables for the projects.

Totum was established in 2005 as a small business enterprise to provide design and construction management services to our clients and currently have ongoing work at the City of Placentia, Pico Rivera, Huntington Beach and on call with the City of Long Beach. We are an S corporation with an SBE/VSBE certification.

Totum staff have successfully managed many small City and other public and private sector facility projects like yours over the last 16+ years, including new and renovated community centers, new and renovated libraries, police and fire station seismic retrofits and ADA upgrades, roof replacements, facility assessments and parks, park restrooms and just this past year we finished a very fast track homeless shelter for the City of Placentia, winning an APWA award and prior to that managed upgrades to a community center and police facility. Further our proposed staff has worked together on many occasions and has substantial experience with public sector projects, renovations and grounds-up construction.

We have reviewed the scope of services that you list as needed by the project team and believe we have the ideal background to provide these services for the proposed projects you plan to do. Through our innovation we have developed custom tracking tools to help us manage all the scope needed. We would plan to use a small, women owned firm, PWCC as our labor compliance consultant.

We propose Danny Kaye as the day to day lead preconstruction / construction manager exactly as he has done for numerous similar projects including those prior for Huntington Beach. Staff will assist depending on the project complexity.

Our planned team has the experience to oversee the design, provide constructability reviews, assist with bid documents, permitting, QA / QC inspections, claims management and manage construction. Our job is to make sure that all projects are built in accordance with plans and specs.

As you have experienced, when you have Totum on your project, you can reach the actual owners of the company literally 24-7 and as active participants in our projects, we will know what's going on. We have kept our firm and consultants small in order to ensure we have this oversight and involvement and enable a low overhead and competitive rates. We do what it takes to get a project done.

We listen carefully to what our client needs and try to under promise but over deliver to meet these needs, all the time remembering that it's our clients project and needs we must fulfill, failure is not an option. Most of our work is repeat business and word of mouth. Often, at cost with no mark up, retain other consultants from deputy inspectors through soils engineers, we are happy to provide our clients with the best team possible should the need arise.

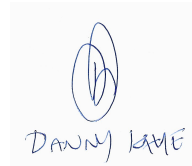
As you review our proposal, we ask you to consider the following summary points:

- We have managed dozens of City projects over the last 16+ years as Totum and with prior firms; renovations and grounds up, from a simple new restroom on a beach, through a \$25MM seismic renovation of a fully occupied police station and jail. We know how to work in occupied facilities.
- Construction Management is our core business. We have managed dozens of new build, renovations and tenant improvement projects, from inception to completion, from less than \$10,000 to \$45+ million.
- Our size allows us to specialize in construction / project management and design oversight and be very cost effective with rates and our time.
- We have repeat clients such as the City of Long Beach, City of Placentia, UCLA Farmers Market and recently, the City of Huntington Beach.
- We have a great reputation. As such, we get bidders to the table. We have had a 100% success rate with our projects
- We are collaborators. We push for equitable solutions. We are high energy, "get-it-done" people. We believe in loyalty and integrity. We really take our role seriously, and take the position that "we are the Client", not just consultants.

We have tried to make our qualification package brief, informative and enjoyable and look forward to the next step in your selection process. I should be your point of contact during this process, and I can be reached directly at 310-351-0138 or email danny@totumconsulting.com.

We acknowledge addendum #1

Sincerely,



Danny Kaye, CCM, PMP, FRICS, LEED AP
Principal

EXHIBIT A

Pre-Qualification Form

PRE-QUALIFICATION FORM

ON-CALL CONSTRUCTION MANAGEMENT CONSULTING SERVICES


SERVICE CATEGORY	PROPOSING? Y/N (circle)
A. Construction Management	<input checked="" type="radio"/> Yes / No

DK (Initial) Consultant is willing to execute the Agreement as drafted (See **Appendix B**).

DK (Initial) Consultant is able to provide the insurance as required (See **Appendix C**).

Firm Name: Totum Corp

Firm Address: 15130 Ventura Boulevard #327, Sherman Oaks, CA 91403

Signature:  Danny Kame Date: 8/10/21

APPENDIX A

Vendor Application Form

REQUEST FOR PROPOSAL

VENDOR APPLICATION FORM

TYPE OF APPLICANT: ☐ NEW ☒ CURRENT VENDOR

Legal Contractual Name of Corporation: Totum Corp

Contact Person for Agreement: Danny Kaye

Corporate Mailing Address: 15130 Ventura Blvd #327

City, State and Zip Code: Sherman Oaks, CA 91403

E-Mail Address: danny@totumconsulting.com

Phone: 310 351 0138 Fax: _____

Contact Person for Proposals: Danny Kaye

Title: President E-Mail Address: danny@totumconsulting.com

Business Telephone: 818 986 9870 Business Fax: _____

Is your business: (check one)

☐ NON PROFIT CORPORATION ☒ FOR PROFIT CORPORATION

Is your business: (check one)

<input checked="" type="checkbox"/> CORPORATION	<input type="checkbox"/> LIMITED LIABILITY PARTNERSHIP
<input type="checkbox"/> INDIVIDUAL	<input type="checkbox"/> SOLE PROPRIETORSHIP
<input type="checkbox"/> PARTNERSHIP	<input type="checkbox"/> UNINCORPORATED ASSOCIATION

Names & Titles of Corporate Board Members

(Also list Names & Titles of persons with written authorization/resolution to sign contracts)

Names	Title	Phone
Danny Kaye, President		310 351 0138
Giulio Zavolta, COO		310 291 4074

Federal Tax Identification Number: 20-3566029

City of Huntington Beach Business License Number: _____
(If none, you must obtain a Huntington Beach Business License upon award of contract.)

City of Huntington Beach Business License Expiration Date: _____

D. Service Category

Firm Qualifications

1. Demonstrated Capabilities

Totum is a California S Corporation, established in 2005. Our legal name is “Totum Corp” Totum is Latin for complete as our goal has always been to provide our clients with a complete service, or as much help as they need to “get the project done”. Within our firm, we have certified construction managers (CCM), Project Management Professional (PMP) licensed architects and LEED accredited professionals. Danny is also a licensed GC. If we can’t offer the service ourselves, we are also comfortable bringing in consultants under Totum to help our clients, such as Deputy Inspectors, LEED / Cx Consultants, Independent Estimators and Schedulers. We have worked on over 5 LEED projects.

Over the last 16+ years, we have managed over 250 projects, from small tenant improvements, through large, complex grounds up construction on a 9 acre highly contaminated site into a LEED gold union hall, new schools and major seismic retrofits and curtain wall replacements on high rise buildings as well as parks, historic seismic retrofits and homeless shelters. The project types we have managed include all those facility types listed in your C.I.P: fire stations, libraries, city halls, police stations, community centers, parks and beaches.

Our services include but are not limited to:

- Adaptive Re-Use Studies
- Construction Management Constructability Review
- Cost Analysis / Cost Benefit Analysis Design / Design Review
- DSA Plan Check Coordination
- Estimating
- Entitlements / Expediting
- Facility Assessment
- Grant Procurement Assistance
- Permitting
- Planning
- Procurements
- Programming
- Project Construction Management
- Scheduling
- Site Due Diligence
- Sustainability

PWCC Solutions, a small woman owned company, who we are proposing as our Labor Compliance Consultant is committed to helping construction professionals navigate

both state and federal labor laws to stay in compliance.

Michelle Redmond specializes in developing project specific labor compliance programs to complete projects free of compliance grievances or unnecessary monetary loss.

PWCC Solutions Labor Compliance Consulting would include the following:

Analyzing topics ranging from employee classification, to overtime calculation, conduct internal investigations of compliance issues, direct periodic internal reviews or audits to ensure that compliance procedures are followed, design and implement improvements in monitoring, enforcement of compliance standards, disseminate written policies and procedures related to compliance activities, prepare management reports regarding compliance operations and progress, provide assistance external auditors, provide employee training on compliance related topics, consult with corporate attorneys as necessary to address difficult legal compliance issues, file appropriate compliance reports with regulatory agencies, report violations of compliance or regulatory standards to duly authorized enforcement agencies as appropriate or required, seek clarification on issues or dilemmas, report irregularities, develop risk management strategies.

PWCC Solutions has over 10 years' experience in public works construction labor compliance working on Federal and State projects with extensive knowledge of Project Labor and Master Labor Agreements. They have managed labor compliance programs for over 20 State and/or Federal projects totaling more than 5 million hours of on-site work. Please see list of projects below.

They have developed excellent relationships with the major unions and bargaining units such as the Associated General Contractors of California (AGC) and Southern California Contractors Association (SCCA).

2. Key Personnel /Sub Consultants

Depending on the project size and complexity, Totum would staff from part time to full time. Our team consists of 7 persons. We all have the skills and experience to help on small to larger projects.

Totum Team: Danny Kaye, Pat Lappin, Alejandro Pinel, Giulio Zavolta, Eva Terzi, Gianni Zatta and John McClelland.

We'd assign PM/CM and Inspector roles as appropriate to each project, as we have done for similar clients including prior tasks for the City of Huntington Beach. All resumes are attached.

As referenced above we have a sub consultant for Labor Compliance: PWCC Solutions

We have completed multiple projects for the City of Long Beach, City of Placentia, City of Pico Rivera, City of Azusa, the City of Huntington Beach and other agencies.

D1) We have been providing these services for over 16 years, since Totum was established.

D2) We selected a small women owner labor compliance firm, in lieu of a larger firm for the reason we hope you would select us on your team. PWCC has been in business since 2011 as labor compliance. Our internal staffing is outlined below with resumes at the end of this section.

D3) Three (Minimum) Orange County / LA County Agency References

1) Project Name: City of Placentia Navigation Center.

Brief Description: Remodel of an 11,000 SF industrial building to a transitional homeless shelter.

Totum PM / CM: Danny Kaye, Alejandro Pinel, Patrick Lappin

Start & Finish Date: June 2019 - April 2020.

Value: \$3,000,000

Contact: Luis Estevez – Cell 714 504 8041

2) Project Name: City of Huntington Beach Navigation Center.

Brief Description: Fast track site conversion of 1 acre contaminated empty lot into a homeless shelter campus with sprung structure. Totum “turned keyed” all aspects on this critical project.

Totum PM / CM: Danny Kaye, Alejandro Pinel, Pat Lappin

Start & Finish Date: June 2019 - April 2020.

Value: ~\$6,500,000

Contact: Sean Crumby – Cell 714 206 6639

3) Project Name: City of Long Beach El Dorado Nature Center.

Brief Description: Fast Track use of grant money to install a new bridge, ADA improvements and switch backs on steep trail. Totum turned keyed this, using a “JOC” contractor.

Totum PM / CM: Danny Kaye, Giulio Zavolta

Start & Finish Date: 2016-2017

Value: ~ \$750,000+

Contact: Sandra Gonzalez 562 343 4265

**4) Project Name: Port of Long Beach Airport Plaza
Fast Track Renovation**

Brief Description: Fast track coordination of interior
tenant improvements within a full building for City of
Long Beach and Port of Long Beach.

Totum PM / CM: Danny Kaye

Start & Finish Date: 2014-2015

Value: \$5,000,000+

Contact: Michael Conway (Retired) Doug Thyssen
(Retired). ***See Reference to the right.***

**D4) Totum's Unique Qualities and Benefits /
Understanding of Services.** The projects you
indicate that you are undertaking and the tasks you
have outlined are the type of projects with which we
are very familiar, experienced and comfortable
managing.

Totum has acted as construction managers for bid / awarded and as-needed PM / CM for
numerous City facilities over the last 16 years, large and small projects. We have very recent
experience working on 4 City projects including the extremely fast track Navigation Center.
We know how to work with the City.

For the majority of projects, we have been brought in at about 25% design state. This has
enabled us to help our clients with constructability, estimating and bid
phase documents. We have provided all the typical Administrative and Inspection scope of
PM /CM services role on all projects listed below. ***The list of tasks you outline in the Scope
of Services fall nicely into the typical tasks that Totum provide.***

We have provided very similar services to those needed per your RFQ on the following *small
sampling* of Agencies / Projects specifically over the last 7years:

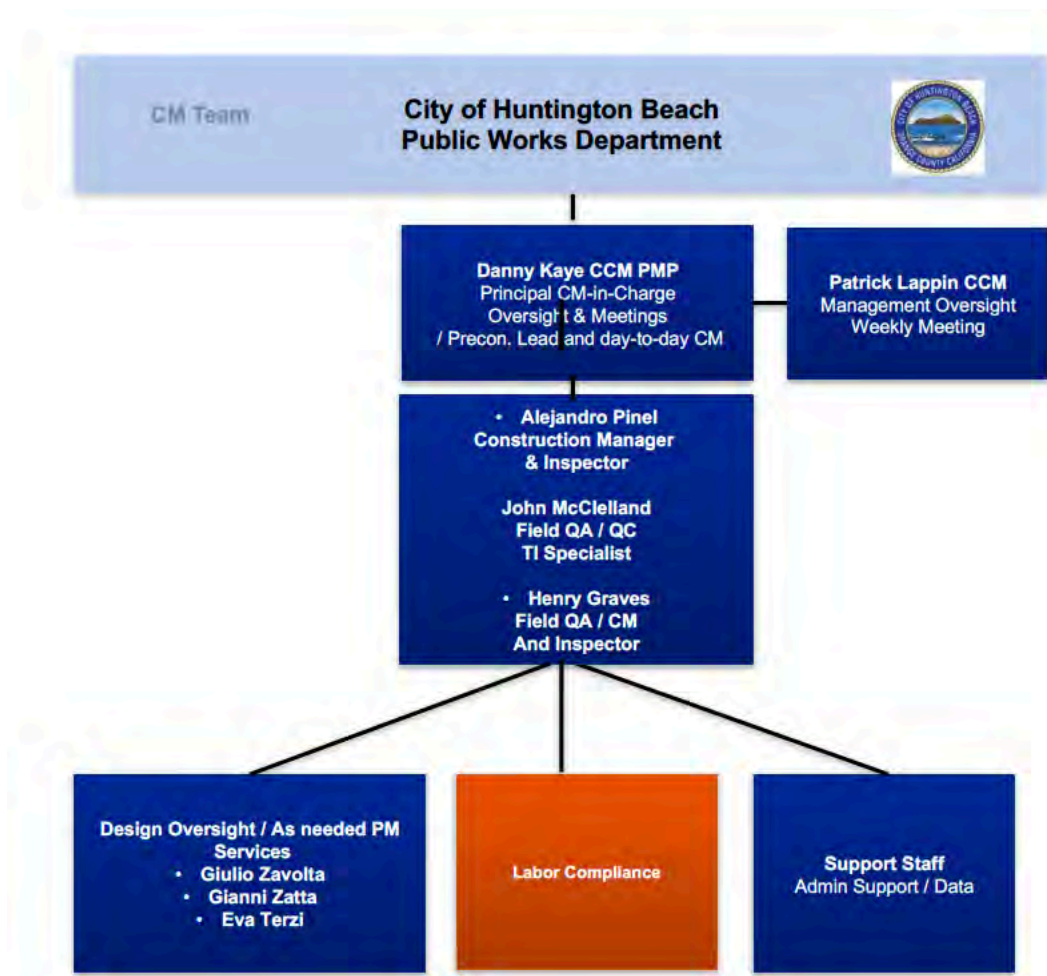
- City of Placentia 2019-2020
- City of Azusa Library -2018
- City of Huntington Beach – 2020-21
- City of Long Beach El Dorado Park Bridge Replacement and Site Improvements
2016
- Port of Long Beach Airport Plaza HQ Renovation 2014
- UCLA 924 Westwood Center Seismic Renovation 2015
- Beverly Hills School District Horace Mann New School 2016



D5) Resumes.

See resumes at the end of this section.

Totum Organizational Chart:



As a small firm, we are very hands on. Our project team shall be led by Danny Kaye, as day-to-day person. A small project can be managed differently than a large project, so we would need to assess each projects needs.

We do not include “certified public works inspectors” or “certified facility inspectors”. We would be better suited to help you with building projects such as new build, renovations, seismic upgrades, demolition and niche projects that have special needs.

Danny Kaye is a proficient estimator and scheduler, utilizing current software.

If any specialized tasks were requested outside of our capabilities, we would, as suggested in page 8 of the RFQ, request permisison from the City to sub contract.

Understanding and Methodology.

Our approach to management of any project is to create a collaborative environment and treat every team member as a vested stakeholder. There are contracts, with their related terms and conditions, for most of the team and these must be complied with, but it is in everyone's best interests to collaborate and that in turn enhances the rate of success. Our goal is to minimize the risks, increase the opportunities to maintain the budget and deliver the project with the desired quality and within the schedule. We utilize practices, tools and standards we have perfected over the last 12 years and modified in line with the Construction Management Association of America (CMAA) published standards. We ensure we get familiar with all stakeholders, agency and project specific issues. We have very recent experience working on 4 City projects including the extremely fast track Navigation Center. We know how to work with our City clients.

We understand the need to have projects completed within strict deadlines. We know the logistics and complexities involved with all aspects of a project, from concept through completion as we proved for the fast track HB Navigation Center. We are familiar with most software systems and assess their needs for each project and client requirement.

Our primary objective is to provide you a team that can professionally manage a specific project, from a part time person through several full-time team members, which we are confident we have, and to staff the project with adequate hours necessary for Totum and consultant support as needed. To start right, with budget and constructability and realistic time lines.

Our second objective is to ensure the bid documents [plans and specifications] have been checked, are thorough and structured and capture all project needs.

The third objective is to work collaboratively with the contractor (and other consultants), be open and clear with issues, including cost, schedule and logistics and to ensure all stakeholders are kept in the loop. You must know before the city manager, council and the mayor.

The following 3 categories is our understanding of the City's needs and our general approach to manage your projects:

Preconstruction:

From our engagement onwards, we take on our role as an "extension of staff" and become vested in your project. We elaborate on some of our methodology based on your outline of scope of services. All tasks you refer to on pages 3,4,5 and 6 are standard practice for Totum and our services go beyond the listed items. If needed, we would also be able to assist the City with any documents and tasks in order to obtain funding for grants.

As part of the initial kick-off team meeting we would seek to define all roles, milestones and expectations and ideally have, a "light" partnering meeting. We would also discuss any value-added benefits or tasks we think you may need.

Complete USA

Golfhouse Project

Initial Estimate

Revised Estimate

Final Estimate

10/20/01

10/20/01

10/20/01

10/20/01

10/20/01

10/20/01

Architectural	0	0	0
Site Plan / Design	0	0	0
Construction	0	0	0
Interior	0	0	0
Exterior	0	0	0
Landscaping	0	0	0
Other	0	0	0
Total	0	0	0
Construction	0	0	0
Interior	0	0	0
Exterior	0	0	0
Landscaping	0	0	0
Other	0	0	0
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Landscaping	0	0	0
Other	0	0	0

Upon selection on a specific project, we'd set up typical project files and a FTP site / drop box for the team and initiate a kick off meeting. We'd create the agenda and chair the meeting, set goals and milestones and ensure they are met. We'd provide an initial simple milestone schedule and get stakeholder buy-off. ***Image to the left, of a master budget review.***

We will work with your team, with constructability and buildability review of the plans, provide cost estimating, help with the appropriate plan check agency, compilation of bid documents including review of plans and specifications in detail, and the bid process, run the bid walk, assist with bid addendum and up to contract award. At the pre-bid meeting, we would have a sign in sheet, agenda and run it like all of our other many pre-bid conferences we carry out for prior projects with Huntington Beach, UCLA, City of Long Beach and Placentia to name just a few.

Construction:

We would initiate a kick off meeting with the contractor, client team and design team and all stake holders [including the labor compliance CDBG coordinator, local union, testing and inspection company, client maintenance teams], create the agenda, attend and manage all weekly meetings, review contractors schedule and milestones to ensure they meet with the project requirements.

The assigned project / construction manager, apart from coordinating and managing the weekly construction meetings, would assist the team with submittal review and tracking, RFI's and change orders, utilize our team for all change order reviews as part of a quality control program. Totum provides weekly photos and "Week at a Glance" reports as well as monthly reports that clients of ours have asked for to issue their agencies such as RMC, HRSA and CDBG. ***Image to right: Typical minutes / agenda.***

Our staff are trained to ensure that the contractor's payment application and schedule values matches the contract and that they invoice correctly with accurate % complete and that they include all releases and "deliverables" required for payment along with any CDBG vouchers and forms required. We'd make sure that all quality control aspects were reviewed prior to approving any payment applications. This would be through our project / construction manager, who may enlist our QA / QC staff if needed. Sometimes, an independent review makes sense.

Confidential#4 012020.xlsx 10/05/20

Meeting Minutes

Placentia Navigation Center
Location: City Hall
Date: 1/22/2020
Time: 8:00am Construction with Ben Larsen
Meeting: 4 Construction

NTP Start	1/16/19
Days	all
Extensions	None
Cump Date	9/19/20
Current Date	1/22/20
Progresses	0%
Bidance %	0%
% Complete	0%
Contract	\$ 2,000,000
Costs Potential	\$ 2,000,000
New Contr. Port.	0%

Summary:

Attendees		Per Meeting Minutes		Discussion
Name	Company	Present	Absent	
Vernice Ortolini, City (VOC) Community Services Supervisor		X		
Lynn Brandt, City (WFO) Program Coordinator		X		
Rae Edwards, City (L&D) Dr Public Works			X	
Danny Rowe, Tatum (SR) - SCIM			X	
Peg Loeferl, Tatum (SR) - NCMA			X	
Almendra Pina, Tatum (SP) - CMJ			X	
Don Bruggen, Cannon (SR) PM			X	
Jesse Mayorga, Cannon (SR) Superintendent			X	
Gloria Zedeno, Tatum (SR)-Design Principal			X	
Eva Tate Tatum (SR)-Design Analyst			X	
John McCallister, Cannon (SR)-Principal			X	
Teresa Lucas, Path (TU)			X	
Melanie Serrano, City (HR)			X	

Note: Items that are complete will appear on red mapping as all documents are then deleted.

Item	Description	Action	Date 1	Complete
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Weekly Updates and Planning

WR	Weekly Re-Occurring			
WR1	Submittals			
WR1.2	Team reviewed Submittal log dated 1/17/20. Of the unanswered submittals, # 8, 18 & 25 have the highest priority. Tatum will provide the correct list of plumbing fixtures in Cannon for Submittal #18. Cannon working on scrite colors, cost and effectiveness prior to submitting. Cannon pushing to get the light fixtures submitted. Team will need to review the portable cabinets to provide stability.	Cannon	1/8/20	
WR1.3	Log dated 1/14/20 reviewed. Cannon moving forward with scrite per manufacturer requirements. Painting scrite TBD. Lighting fixtures need to be decided by Friday 3pm. Priority of open submittals is # 18, 15 & 32.	Team	1/15/20	
WR1.4		Team	1/22/20	
WR2	RfIs			
WR2.2	Team reviewed Submittal Log dated 1/17/20. #26 & # 27 have priority.	Cannon	1/8/20	
WR2.3	Log dated 1/14/20 reviewed. Most important to answer are 26 (Door colors) plus 32A, 33 which go together. #50 was answered but needs more input by the Civil Engineer. The issue of structural integrity and ADA access to the outdoor shed needs to be an RFI. Meanwhile Jesse to review the shed with City Inspector.	Cannon	1/15/20	
WR2.4		Cannon	1/22/20	
WR3	COAs / Change Orders			
WR3.2	What's pending: Cannon will provide ROMs for pending extras: reframe the overhang, concrete slab removal and replacement, scrite colors if required, plumbing fixtures, 2 new windows.	Cannon	1/8/20	
WR3.3	The PCO for re-framing of the overhang was received and approved.	Cannon	1/15/20	
WR3.4		Cannon	1/22/20	

CITY OF HUNTINGTON BEACH ON CALL CONSTRUCTION MANAGEMENT SERVICES



totum

BLU HBNV 111120.xlsx as of 11/11/20

Owner CO	City of HB - Edison	Amount	CD	CDR / Change Directives Priced	\$ Approved
#	Contract (Original cost)	\$	#	Description	
1	Site electrical UFG & below grade	\$ 163,131.75	2	Survey and engineering	\$59,196
2		\$ -	3	Site related set up, ECP etc	\$23,210
3		\$ -	4	Drinking fountains	\$27,268
4		\$ -	5	TBO	
5		\$ -	6	Onsite concrete, block wall footing / demo etc	\$146,843
6		\$ -	7	Offsite Concrete	\$107,127
			8	GCE related work	\$47,308
			9	N/A	
			10R	Trash enclosure inc gates and cover, canopy	\$105,605
			11	All onsite wrought iron fencing, gates etc	\$160,680
			12	TBO	
			13	OCTV and related work	\$80,725
			14	Whop up rough grading of site	\$23,563
			15	CMU wall with split face and cap	\$42,905
			16	TBO	
	Total CD to Date	\$ 163,131.75			
	Current Contract Total	\$ 833,815.23			
	Payment Application (NET) to date	To Period			
1	\$ 746,856.19	11/6/20			
	Total Payment	\$ 746,856.19		Total CD's	\$624,120
				Misc. Items (Pending With Rough ROM)	
			12	Conduit for gates	\$15,000
			19	Underground material expedite	\$7,500
			16	Approved utility plans	\$25,000
			5	Added IT costs cameras etc	\$7,500
	Amount remaining inc. retention	\$ 84,960.04		Total Estimated	\$55,000
				Guarantees	
	Summary				
	Original Contract Sum	\$ 670,683.48			
	Current Contract Sum	\$ 833,815.23			
	Likely Contract Sum	\$ 1,712,935.31			



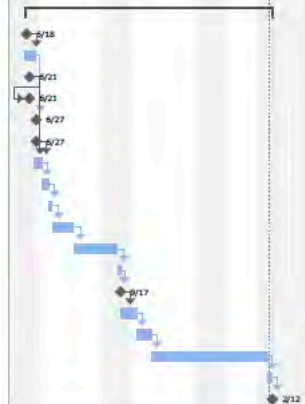
Our experienced staff will help with all issues that could arise on site with field conditions, inspectors or client changes. Our project / construction manager would update budgets and schedules and advise the selected stakeholders if and when any issues arise and how they are to be remediated or mitigated.

Totum utilises our "BLU" form (*image to left*) to track and update construction budget changes. We track change orders and potential change orders to keep our clients aware of the budget and contingency status.

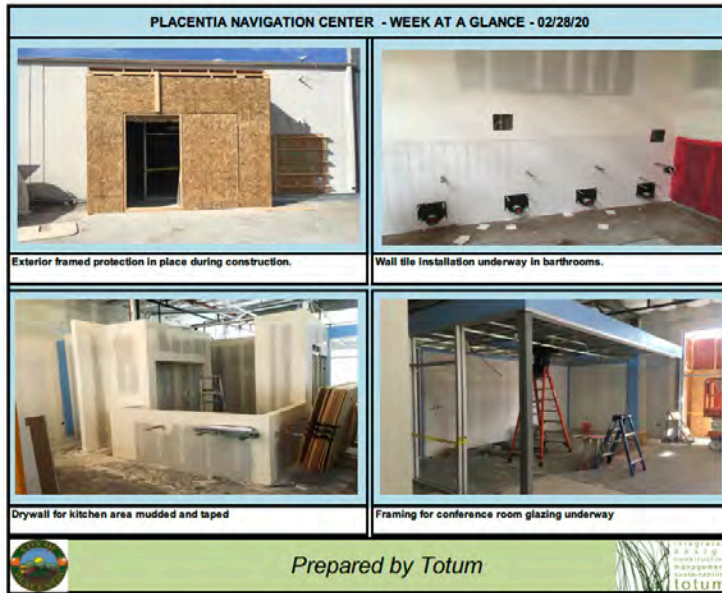
During construction communication would typically be through out project / construction manager. We would liaise with your assigned staff member and keep communication through the protocols and hierarchy agreed for both verbal and written communications. We shall liaise with the contractor and consultants accordingly. Any direction that requires correspondence to be tracked shall be followed with an email/letter/memorandum to file. Image to left, *sample for for tracking master budget. Typical schedule below.*

City of Placentia, Navigation Center Master Budget					
Categories	Description	Baseline Budget	Est/Act	Current Budget	Expenditu
1 Administrative					
A1.1	Legal Fees	\$ 50,000	Est.	\$ 50,000	\$
A1.2	Escrow Deposits	\$ 100,000.00	Actual	\$ 50,000	\$
A1.3	Building Purchase	\$ 2,717,095.00	Actual	\$ 2,717,095	\$ 2
A1.4	Builders Risk Insurance				
A1.5	Utility Usage By City		Est	\$ 26,000	\$
A1.6	City Fencing & Misc			\$ 4,000	\$
	Sub Total	\$ 2,867,095.00		\$ 2,847,095	\$ 2
2 Reports/Investigations					
R11.1	Utility Invest	7,500	Actual	7,115	
R11.2	GeoTechnical	7,500	Actual	-	
R11.3	Haz Materials	-	Actual	2,195	
R11.4	Appraisal Fee Ana & Melrose	10,000	Actual	12,062	
R11.5	Environmental Site Assessment	29,000	Actual	30,219	
R11.6	Property Condition Assessment	6,000	Actual	5,200	
	Sub Total	60,000		56,791	
3 Entitlement/Plan Check/Permit Fees					
EPPI.1	Plan Check	\$ 22,750	Actual	\$ -	\$
EPPI.2	Permit Fees	\$ 22,750	Actual	\$ -	\$
EPPI.3	Planning				\$
EPPI.4	Developer Fees (School Fees etc)				\$

Task Name	Duration	Start	Finish	Predecessors	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
1															
2	Placentia Navigational Center	171.5 days	Tue 6/18/19	Wed 2/12/20											
3	Totum Proposal / Award (Limited)	0 days	Tue 6/18/19	Tue 6/18/19											
4	Building Assessment / Report	1.5 wks	Tue 6/18/19	Thu 6/27/19	3										
6	Operator	0 days	Fri 6/21/19	Fri 6/21/19	6										
7	Totum Full Contract	0 days	Fri 6/21/19	Fri 6/21/19	6										
5	Close Crow	0 days	Thu 6/27/19	Thu 6/27/19	4										
8	Conf Call Team	0 days	Thu 6/27/19	Thu 6/27/19	4										
9	Meet with Operator for Program	1 wk	Thu 6/27/19	Wed 7/3/19	5,8										
10	Program adjust / Space Plan	1 wk	Thu 7/4/19	Wed 7/10/19	9										
11	Approvals	2 days	Thu 7/11/19	Fri 7/12/19	10										
12	DD / SD Combo	3 wks	Mon 7/15/19	Fri 8/2/19	11										
13	CD's	6 wks	Mon 8/5/19	Fri 9/13/19	12										
14	Plan Check Extended OTC	2 days	Mon 9/16/19	Tue 9/17/19	13										
15	Permit Ready	0 days	Tue 9/17/19	Tue 9/17/19	14										
16	Bid to 3 Contractors	2.5 wks	Wed 9/18/19	Fri 10/4/19	15										
17	Award / Contract	2 wks	Fri 10/4/19	Fri 10/18/19	16										
18	Construction	4 mons	Fri 10/18/19	Fri 2/7/20	17										
19	C of O	3 days	Fri 2/7/20	Wed 2/12/20	18										
20	Occupy	0 days	Wed 2/12/20	Wed 2/12/20	19										



Images below, typical "WAGS".



Close Out

HB NAV			
Close Out Checklist - To Retention Release			
Item	Required	Provided	
1 Ensure contract executed			
2 All change orders processed			
3 Invoice to 100% approved			
3 No liens or threats			
4 Punch list completed if applicable			
5 Sign off by City / Inspectors / Agency			
6 As Builts			
7 Guarantee / Warranty			
8 Attic Stock (materials / parts)			
9 O&M Manuals			
10 Training if needed			
11 Cx if needed			
Once complete, retention can be funded			

Vendor: _____

Contact: _____

Please be advised that the City has informally accepted the improvements constructed as of (Date of Informal Acceptance). This informal acceptance is limited to only:

- A release of liability from usage of the improvements by the public. This release does not include those responsibilities for accidents occurring as a result of defective workmanship.
- Termination of contract construction time.

Retention funds withheld during this project will be released 35 days after the recordation of the Notice of Completion (NOC) by the County of Orange. In order to release the retention funds the following items must be submitted for approval, to the City:

- Certificate of Compliance for Prevailing Wages (enclosed)
- Contractor's Certificate (enclosed), including unconditional lien waivers
- Title VII Certificate of Compliance (enclosed)
- One-year (100%) of costs including change orders (enclosed)
- Contractor's Recyclable Tracking Sheet (enclosed)
- Authorization from your surety to release retention funds
- Unconditional releases from the preliminary notices
- Final Certified Payrolls
- "As-Built" plans

As we head into close out, we'd ensure the punch list was provided and that all corrections were made and all as-builts, warranties, and "O&M" manuals are provided. A Totum close out checklist, combined with documents that the City specifically needs shall be compiled. All close out documents would be thoroughly reviewed before hand over. A final audit of all costs would be carried out and reconciled. We'd hand over all our documents we have accumulated and explain them to the City team so that the close out package was fully understood. **Images to left, sample close out lists.**

We have worked on projects from \$25,000 to \$45,000,000 so can accommodate any project task, size or role and would customize our approach to be suitable to your project scope and needs.

We do have a simple procedures manual that outlines many of these steps that we would share with you and modify for each project.

Labor Compliance



Services Performed By:

PWCC Solutions
2929 Westminster Avenue, Ste 3360
Seal Beach, California 90740
<https://www.pwccsolutions.com>

Services Performed For:

Totum Corporation
15130 Ventura Blvd, Ste 327
Sherman Oaks, California 91503

Statement of Work

About our Company

We are committed to helping construction professionals navigate both state and federal labor laws to stay in compliance. Analyzing topics ranging from employee classification, to overtime calculation, conduct internal investigations of compliance issues, direct periodic internal reviews or audits to ensure that compliance procedures are followed, design and implement improvements in monitoring, enforcement of compliance standards, disseminate written policies and procedures related to compliance activities, prepare management reports regarding compliance operations and progress, provide assistance external auditors, provide employee training on compliance related topics, consult with corporate attorneys as necessary to address difficult legal compliance issues, file appropriate compliance reports with regulatory agencies, report violations of compliance or regulatory standards to duly authorized enforcement agencies as appropriate or required, seek clarification on issues or dilemmas, report irregularities, develop risk management strategies.

Owner's Bio

With a strong background in Law Enforcement, it is no wonder when I transitioned to another career it involved enforcing the law. Labor Compliance was an easy transition for me and working for a Prime Contractor fit in with my goals and eventually, branched out to consulting. I now have over 10 years experience in public works construction labor compliance working on Federal and State projects with extensive knowledge of Project Labor and Master Labor Agreements.

I have developed excellent relationships with the major unions and bargaining units such as the Associated General Contractors of California (AGC) and Southern California Contractors Association (SCCA).

I specialize in developing project specific labor compliance programs to complete projects free of compliance grievances or unnecessary monetary loss.

Labor Compliance Consulting to include the following:

Audits
In-House Audits
Investigation Audits
Union
Training
Certified Payroll Monitoring & Approving
Daily reports
Trust Fund Dues
Fringe benefits and credits
Apprentice ratios
DAS140/142
Management Reports
Field Interviews

I have managed labor compliance programs for over 20 State and/or Federal projects totaling more than 5 million hours of on-site work. Please see list of projects below.

Project List					
Year	Project	City	State	Owner	
2011-2013	Long Beach Airport Terminal Phase I	Long Beach	CA	Federal	
2011	Dorsey High School	Los Angeles	CA	LAUSD	
2012	Warner Middle School Modernization & New Construction	Westminster	CA	Westminster USD	
2012	Johnson Middle School Modernization & New Construction	Westminster	CA	Westminster USD	
2012	Monterey Park Service Center Parking Lot Improvements	Monterey Park	CA	City of Monterey Park	
2012	Los Alamitos Joint Readiness Center	Los Alamitos	CA	Federal	
2013	Pepperdine University Pool	Malibu	CA	Pepperdine University	
2013	El Camino College	Torrance	CA	ECCC District A	
2013	Stockton Route 4	Cal Trans	CA	Cal Trans	
2013	Los Angeles Valley College	Van Nuys	CA	Build LACCD	
2013	Washington Elementary	Lynwood	CA	Lynwood USD	
2013	Lincoln Elementary	Lynwood	CA	Lynwood USD	
2013	Perry Lindsey Gym & Field	Long Beach	CA	LBUSD	
2013	Hollywood High School	Los Angeles	CA	LAUSD	
2013	Jefferson Middle School Administration Building	San Gabriel	CA	San Gabriel USD	
2014-2017	Los Angeles City College Holmes Hall Modernization & Student Services	Los Angeles	CA	Build LACCD	
2016-2018	Los Angeles Harbor College Teacher Preparatory Academy	Wilmington	CA	Build LACCD	
2016-2016	Fallon Ground Mobility Vehicle Maintenance P-418	Fallon	NV	Federal	
2016-2016	PT Mugu Renovate Bldg PM 761	PT Mugu	CA	Federal	
2014-2018	UC Santa Barbara, San Joaquin Apartments	Santa Barbara	CA	UCSB	
2014-2016	Los Angeles South West College DB-1 School of Career and Technical Education	Los Angeles	CA	Build LACCD	
2017-Current	I-405 Improvement Project	Orange County	CA	OCTA	

Rates

Item Description	Number of Resources	Hourly Rate	
Labor Compliance Consulting	Hourly Rates	\$110	

Michelle L. Redmond
Project List

Year	Project	City	State	Owner
2011-2013	Long Beach Airport Terminal Phase I	Long Beach	CA	Federal
2011	Dorsey High School	Los Angeles	CA	LAUSD
2012	Warner Middle School Modernization & New Construction	Westminster	CA	Westminster USD
2012	Johnson Middle School Modernization & New Construction	Westminster	CA	Westminster USD
2012	Monterey Park Service Center Parking Lot Improvements	Monterey Park	CA	City of Monterey Park
2012	Los Alamitos Joint Readiness Center	Los Alamitos	CA	Federal
2013	Pepperdine University Pool	Malibu	CA	Pepperdine University
2013	El Camino College	Torrance	CA	ECCC District A
2013	Stockton Route 4	Cal Trans	CA	Cal Trans
2013	Los Angeles Valley College	Van Nuys	CA	Build LACCD
2013	Washington Elementary	Lynwood	CA	Lynwood USD
2013	Lincoln Elementary	Lynwood	CA	Lynwood USD
2013	Perry Lindsey Gym & Field	Long Beach	CA	LBUSD
2013	Hollywood High School	Los Angeles	CA	LAUSD
2013	Jefferson Middle School Administration Building	San Gabriel	CA	San Gabriel USD
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2016-2018	Los Angeles Harbor College Teacher Preparatory Academy	Wilmington	CA	Build LACCD
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2014-2016	Los Angeles South West College DB-1 School of Career and Technical Educat	Los Angeles	CA	Build LACCD
2017-Current	I405 Improvement Project	Orange County	CA	OCTA



Danny Kaye, CCM, FRICS, PMP
LEED AP

President / Principal Sr. CM
310 351 0138
danny@totumconsulting.com



Danny Kaye – 2021 Updated Resume

Danny Kaye, principal, has over 27 years of experience initially as a contractor and then as a senior construction project manager, estimator and scheduler, working with commercial, institutional, office and retail projects for shell and core, interior/exterior infrastructure, and tenant improvements. With extensive experience in the Los Angeles and Long Beach area and as a graduate in Construction Management (Quantity Surveying), a licensed general contractor (CSLB B) a certified construction manager (CCM), chartered quantity surveyor (FRICS), project management professional (PMP) and LEED accredited professional (LEED AP), he has been involved with projects and programs ranging from just a few thousand dollars up to \$250,000,000.

Danny leads the preconstruction and project / construction management efforts from inception through completion. Services include but are not limited to assistance with entitlements, planning, plan check, cost estimates, scheduling, design/team and procurement path selection, LEED, sustainability and “greening” oversight, contractor selection, constructability reviews, bid or negotiation phase assistance, contract selection and assembling contracts and exhibits, contract compliance, construction administration, RFI and change order review, cost and claims mitigation, project close-out, commissioning and hand-over.

By thinking outside the box and as an acting principal/ construction project manager, Danny brings immense value to a project.

Representative Key Projects include ***but are not limited to:***

- **City of Huntington Beach 2020-2021:** Fast track grounds up of new Navigation Center, renovation of Edison Community Center, new skate park and Slater roof replacement - Construction Management Services.
- **City of Placentia – 2019-2021+:** Fast track, APWA award winning conversion of warehouse into homeless shelter; ADA upgrades to police station and community center. Pre-construction services for new police station evidence storage building and gun range due to bid in late 2021/early 2022
- **722 South Broadway – \$~12MM.** 2018 to 2021. Preconstruction and Construction phase Construction Project Manager for the 80,000 sq. ft. 9 story high rise historic building located downtown Los Angeles.
- **Mayfield Primary School, Pasadena - \$1.5M** new addition. 2018-2019
- **UCLA UNEX \$14MM** 42,000 sq. ft. major renovation (from empty shell) for UCLA University Extension in leased building space. Included addition of between floor staircase and ultra-high-end finishes.
- **Occidental College, Eagle Rock – 2018- ongoing-** Construction Project Manager for multiple building complex renovations, totaling over \$18MM. The largest is \$13MM “Anderson Center”.
- **UCLA Wilshire Center Tenant Improvements - Construction / Project** Manager for the tenant improvements and infrastructure upgrades for the 10920 Wilshire Boulevard high-rise building (4 level subterranean garage plus 18 stories). Over 10 separate Tenant Improvement and Capital Projects are carried

out annually of various sizes. Prior and current work includes the replacement of the curtain wall and glazing system whilst the building was 100% occupied, sidewalk replacement, entry improvements. Danny continues to provide the University with assistance for tenant improvement and major maintenance projects and long-range planning. Over 50 tenant improvement projects since 2002

- **Port of Long Beach** – Danny has worked on multiple Port of Long Beach projects including a 200,000 sq. ft high rise renovation at Long Beach Airport Plaza.
- **Beverly Hills Unified School District** – 2011-2017. Principal overseeing and working with the Totum management team for the \$334,000,000+ Measure E Bond Program. Danny's role includes overseeing all construction staff, compilation and review of bid documents, bid process, construction phase management, small CUPCAA negotiated projects and special projections for SSMP investigations, change order and schedule reviews. Danny has worked on several projects at Horace Mann, Beverly Vista, El Rodeo and Beverly Hills High School
- **Camp Fire USA** – 2004-2019+ Construction Project Manager for the 7-acre park improvements. This included **phase 1** (DG pathways, landscape, reclaimed water irrigation, trees, shrubs and benches / fire pits), **Phase 2** (900' of gabion walls, DG pathways, irrigation and trees / shrubs) and a pending **phase 3** (new building)
- **City of Long Beach** – 2003-2019+ Construction Project Manager for the CMAA award winning \$25MM abatement / seismic renovation / re-skin and tenant improvements, while partially occupied, of the phased 175,000 sq. ft. 6 story (plus 2 basement levels) of the Public Safety Building* and Fire Station #1*, and over 50 various City facility upgrades and improvements (Parks and Recs, Fire Department, Library), McBride Teen Center, a new ~\$3.6M 5,000 sq. ft. teen center, MacArthur Park Branch Library, a new \$8.5M library, LEED certified Silver, FEMA studies and seismic evaluation of and planning of a new \$200M+ replacement high rise City Hall, City wide facility assessments for over 130 City locations, Main Library Roof seismic analysis, Parks and Recs with the successful Ocean Boulevard Bluff Restoration and Belmont Olympic Pool two phased investigation and repairs as well as overseeing the Queen Mary life safety project. Recent projects include the turnkey El Dorado Bridge Replacement, Craftsman Park and the LEED Gold Orizaba Community Center. Currently oversight of the EDPD police sub station of Schroeder Hall Army Barracks, the fast-track demolition of the old County Courthouse, EDNC Bridge replacement (2012 and 2016)
- **Leo Baeck Temple** – Project / Construction Management from design concepts through completion for a ~\$6M seismic renovation and tenant renovation completed in 2009. Totum also completed a \$7 million campus expansion as architects and construction managers in 2016. Hillside remediation and new outdoor chapel 2019 – 2020.
- **UCLA 100 Medical Plaza** - managed the full diligence / assessment report of this building prior to UCLA making their final purchase. Since then, the management of over 30 tenant improvement projects and major maintenance

programs whilst the building has been fully occupied including the complex and logistically challenging replacement of the cooling tower and the building automation systems. Oversight with tenant improvement projects for medical suites continues with our as needed agreements.

- **UCLA 924 Westwood Boulevard** – Managed the full diligence / assessment report of this building prior to UCLA making their final purchase. As-needed oversight of the ground floor tenant improvement by a non-UC tenant as well as assisting with several tenant improvement projects for UC tenants. **2014-2015, CM for seismic renovation of entire building.**
- **UCLA Michigan Ave (MOC)** – Assisted Asset Management with construction management this off campus ~\$2M renovation of the old infinity warehouse into offices and warehouse facilities for UCLA Medical / Healthcare.
- **Polytechnic School, Pasadena** – PM / CM for the \$65M 5 year expansion. New competition swimming pool and multiple new buildings campus wide. All buildings have now been certified as LEED gold. Managed all elements of the project.
- **Children's Bureau, Los Angeles** – Project / Construction Managers for major tenant improvements of an \$8M, 48,000 concrete warehouse for a new headquarter facility and management of T.I for "for lease" tenant space.
- **Queenscare Family Clinics** – Project / Construction Managers for 24,000 sq. ft. new construction, OSHPD 3 clinic, ~ \$6,000,000 hard costs. Est completion August 2014.
- **St Johns WellChild and Family Center** – Construction Management for a \$5.6M seismic renovation and tenant improvements of a medical clinic (partially occupied) and administrative offices (2011-2012) and an ~\$4,000,000 new medical office building / clinic (2013-2014).
- **Farmers Market** - Project Manager for the 170,000-square-foot, \$40+M mixed-use retail and office development at the historic landmark Farmers Market property at 3rd and Fairfax in Los Angeles, a \$20M self-storage facility (completed 2011) a new \$3M retail center completed in 2012 and a totum multi-primed 4,500 2 story, \$3.5MM building 2019.

Education / Qualifications:

University of Central England - 1993, Bachelor's of Science (B.Sc. Honors) Upper Second -Construction Management (Quantity Surveying)

- California Contractors "B" License
- LEED Accredited Professional (LEED AP)
- Chartered Quantity Surveyor - Fellow of the Royal Institute of Chartered Surveyors (FRICS).
- Certified Construction Manager, (CCM) Construction Managers Association of America
- Project Management Professional (PMP) - Member of the Project Management Institute
- CMAA 2005 award for management of \$10-\$50M public works project
- CMAA 2006 – Volunteer of the year
- CMAA 2007 award for management of <\$10M public works project
- CMAA 2009 award for management of <\$10M private project
- CMAA 2013 CCM Committee
- APWA 2020 Award for Homeless Shelter, City of Placentia

Project Management Institute

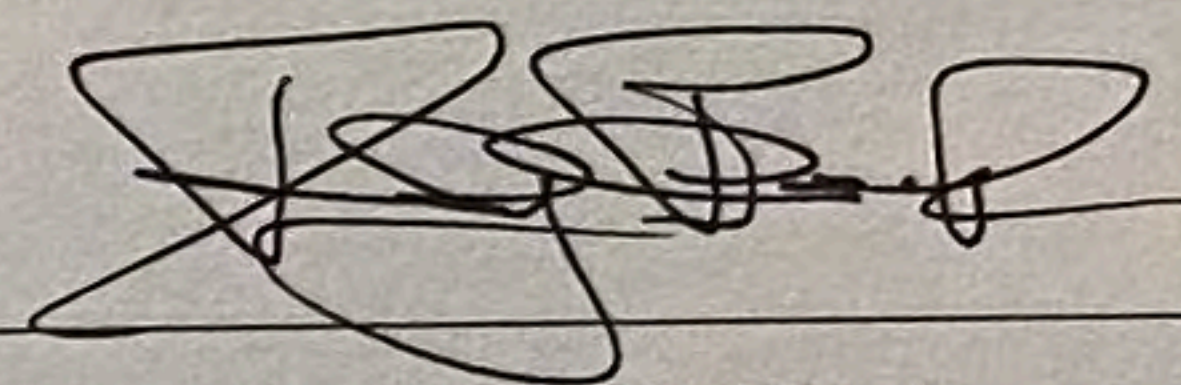
THIS IS TO CERTIFY THAT

Daniel R Kaye

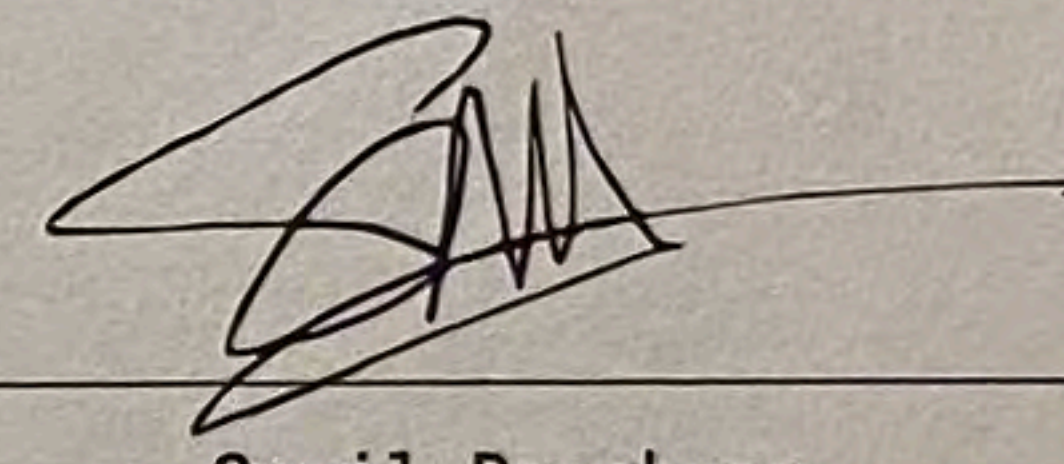
HAS BEEN FORMALLY EVALUATED FOR DEMONSTRATED EXPERIENCE, KNOWLEDGE AND PERFORMANCE
IN ACHIEVING AN ORGANIZATIONAL OBJECTIVE THROUGH DEFINING AND OVERSEEING PROJECTS AND
RESOURCES AND IS HEREBY BESTOWED THE GLOBAL CREDENTIAL

Project Management Professional (PMP)®

IN TESTIMONY WHEREOF, WE HAVE SUBSCRIBED OUR SIGNATURES UNDER THE SEAL OF THE INSTITUTE



Randall T. Black
Chair, Board of Directors



Sunil Prashara
President and Chief Executive Officer



PMP® Number 443377
PMP® Original Grant Date 12 December 2006
PMP® Expiration Date 11 December 2022



The Construction Manager Certification Institute



Certified Construction Manager

Daniel Kaye

has voluntarily met the prescribed criteria of the CCM program with regard to formal education, practical experience and demonstrated capability and understanding of the construction management body of knowledge. The aforementioned individual has met the professional standards and demonstrated a commitment to providing the highest level of quality professional construction management services.

715

CMCI #

Katie J. Chae

CMCI Board of Governors Chair



June, 2005

Certification Date

June, 2022

Valid Through

STATE OF CALIFORNIA

Contractors State License Board

Pursuant to Chapter 9 of Division 3 of the Business and Professions Code
and the Rules and Regulations of the Contractors State License Board,
the Registrar of Contractors does hereby issue this license to:

D R K ENTERPRISES

to engage in the business or act in the capacity of a contractor
in the following classification(s):

**B - GENERAL BUILDING CONTRACTOR
HIC - HOME IMPROVEMENT CERTIFICATION**

Witness my hand and seal this day,

January 11, 2002

Issued January 10, 2002

SIGNATURE OF LICENSEE

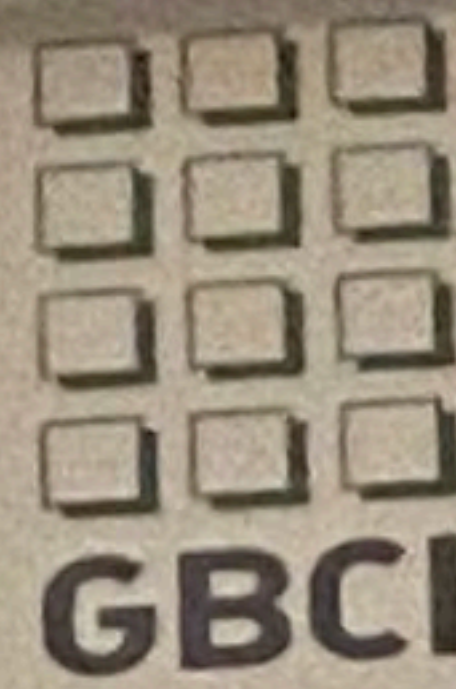
SIGNATURE OF LICENSE QUALIFIER

This license is the property of the Registrar of Contractors,
is not transferrable, and shall be returned to the Registrar
upon demand when suspended, revoked, or invalidated
for any reason. It becomes void if not renewed.

Stephen P. Sands
Stephen P. Sands
Registrar of Contractors

802949

License Number



GREEN BUILDING CERTIFICATION INSTITUTE

HEREBY CERTIFIES THAT

Danny Kaye

HAS ACHIEVED THE DESIGNATION OF

LEED® ACCREDITED PROFESSIONAL

BY DEMONSTRATING THE KNOWLEDGE OF GREEN BUILDING PRACTICE
REQUIRED FOR SUCCESSFUL IMPLEMENTATION OF THE LEADERSHIP IN ENERGY
AND ENVIRONMENTAL DESIGN (LEED®) GREEN BUILDING RATING SYSTEM™.



Chairman

June 22, 2009
Date Issued

Peter Templeton, President



Alejandro Pinel, Construction Manager

Alejandro Pinel has worked on construction projects for the past 14 years. His work experience includes internships with electricians, framers, and development companies as well as computer drafting for a permit expediting firm. Before Totum, Alejandro spent 4 years as a project manager for UCLA Asset Management which provided him with valuable fast track tenant improvement and renovation skills which he brings to each project. Alejandro came to Totum in 2018.

Alejandro currently serves as construction manager for several projects. His responsibilities range from bidding, preparing construction documents to reviewing plans, drafting contracts and scheduling contractors. Alejandro also performs specialty tasks on an as-needed basis whenever required by specific projects.

In general, Alejandro works with Principal Danny Kaye and Patrick Lappin to supplement and coordinate tasks.

Representative Project Experience Includes:

Construction Manager - Totum Consulting, Sherman Oaks, CA

- **City of Huntington Beach 2020-2021:** Fast track grounds up of new Navigation Center, renovation of Edison Community Center, new skate park and Slater roof replacement - Construction Management Services.
- **City of Placentia – 2019-2021+:** Fast track, APWA award winning conversion of warehouse into homeless shelter; ADA upgrades to police station and community center. Pre-construction services for new police station evidence storage building and gun range due to bid in late 2021/early 2022
- AF Gilmore Company, Farmer's Market, Los Angeles, CA – Construction Manager on the multi prime delivery of a new \$2.5MM new building to the Original Farmers Market.
- PMA Union Hall, CA – coordinated the fast track improvements to this existing Union Dispatch Hall.
- Occidental College, CA – assisting on a variety of tenant improvement projects varying in value from \$100K to \$9MM.
- St Johns Wellchild Avalon Clinic – CM for the renovation of a \$2.5MM clinic.

Project Manager – UCLA Asset Management, Los Angeles, CA

- Liaise between tenants and contractors to complete construction projects under \$50k
- Create Mini Form FTE Contracts between department and contractors
- Organize and manage floor plans for four office buildings
- Review CAD files for four office buildings



Education / Qualifications:

California State Polytechnic
University, Pomona -
Construction Engineering
Technology
Fluent written/spoken
Spanish
AutoCAD proficient.

- Coordinate Tenant Improvement projects including but not limited to: painting, flooring, HVAC, electrical, and demising walls

Architectural Drafter and Permit Expeditor - AlPine Design, Los Angeles, CA

- Utilize AutoCAD to draw Plot, Floor, Foundation, Elevation Plans as needed, Assist with acquiring residential and commercial permits and variances, research permit application history and zoning information for prospective projects

Summer Intern - The McGregor Company, Century City, CA

- Organized files for various projects, including permits, plans, and budgets, updated CAD files to current layouts, Refined budgets



Patrick Lappin, Sr Construction Manager

Patrick Lappin brings over 40 years of construction, design and development experience to clients covering the entire spectrum of project, program, and construction management from initial conceptualization and entitlement through design, engineering, and construction. He brings extensive local knowledge having worked the last 30 years in the greater Los Angeles area. Pat's experience includes working as a contractor, engineer, and owner's representative. His management skills cover all the major project delivery types such as lump sum, GMP, design-build, multi-prime and lease-leaseback. He has been responsible for a great variety of projects, including building core and shell, tenant interiors and civil engineering construction.

Pat has previously served as the program manager for the Beverly Hills USD schools modernization bond program, the program executive for the Santa Monica-Malibu Unified School District's modernization bond program; the Placentia-Yorba Linda Unified School District's new construction and modernization bond program; the Orange Unified School District's modernization program; the City of Long Beach Public Safety Building upgrades and the Port of Long Beach's new maintenance facilities.



Education / Qualifications:

Queen's University, N.I -
Bachelor of Science,
Civil Engineering

- Institution of Civil Engineers (UK), Member
- Certified Construction Manager (CCM), Construction Management Association of America

Representative Key Projects Include:

- **City of Huntington Beach 2020-2021:** Fast track grounds up of new Navigation Center, renovation of Edison Community Center, new skate park and Slater roof replacement - Construction Management Services.
- **City of Placentia – 2019-2021+:** Fast track, APWA award winning conversion of warehouse into homeless shelter; ADA upgrades to police station and community center. Pre-construction services for new police station evidence storage building and gun range due to bid in late 2021/early 2022
- **Farmers Market Gate 9/10 Building** AF Gilmore Company, Los Angeles, CA – Senior Construction Manager on the multi prime delivery of a new \$2.5MM new building to the Original Farmers Market
- **Beverly Hills Unified School District, CA-** Program Manager- Program and Construction Management Services. \$334M modernization and new facilities bond program for high school and 4 K8 schools.
- **Placentia-Yorba Linda Unified School District, CA –** Program Executive-Preconstruction, New Construction, and Modernization Program. \$350M, 10-year program included a new high school, middle school, elementary schools and numerous modernization projects.
- **Santa Monica-Malibu Unified School District, CA –** Program Executive/Program Manager - Program and Construction Management Services. \$300M modernization and new facilities bond program for 2 high schools and 6 elementary schools.
- **University of California Riverside, CA –** Project Executive - Construction Management Services. Material Science and Engineering Building, \$80M, 129,000 SF research and instructional laboratory facility.
- **Orange Unified School District, CA -** Program Executive – Program and Construction Management Services, Modernization Program. \$90M elementary schools modernization program.

- **Chaffey Community College, Rancho Cucamonga, CA** – Program Manager - Program and Construction Management. Program involved a nine-year \$300M design and construction management program. Led this project from an initial facility condition assessment through passage of a local bond and implementation. Managed the master planning architect and community outreach consultants.
- **Mark Twain Library, City Long Beach, CA** – Project Executive - Construction management of the \$8.5M LEED Silver Library, the first new library in the City for over 30 years. Liaised with City Public Works department, design team, oversaw schedule, budget, bid process and construction.
- **Public Safety Building and Fire Station #1, City Long Beach, CA** – Project Executive - Construction Management for the Seismic Retrofit and Tenant Improvements: \$30M, 165,000 SF total seismic retrofit of existing building while maintaining the existing jail facility.
- **City of Long Beach, CA** – Senior PM - Facility Assessments of 131 City facilities from 2004 through 2007 and as needed / requested by the City. Oversaw the seismic studies and evaluation of City Hall.
- **Port of Long Beach, CA** – Senior PM - Construction Management, Services. Projects included the \$15M, 25,000 SF, 3-story security and communications center and the \$200+m Head Quarters (project postponed after design) and maintenance facility project designed to be LEED™ Gold certified
- **University of California, Los Angeles, CA** - Senior PM – Construction Management Services for a variety of individual tenant improvements and infrastructure improvements for a 19 story building.
- **County of Los Angeles, Department of Public Works, CA** – Senior PM - Project management services in a staff augmentation role for construction of countywide building program.
- **Los Angeles County, Department of Parks and Recreation and Los Angeles Philharmonic Association, CA** – Senior PM - Projects involved entitlements, design, and phased master-planned renovation of the Hollywood Bowl, a 17,000-seat outdoor auditorium, part of which was implemented as design-build.
- **Walt Disney Concert Hall, CA** – Project Manager - Los Angeles County Internal Services Department. Project involved entitlements, design, and construction of the 2,300-seat Walt Disney Concert Hall and 2,500-car, six-level subterranean garage.
- **The Getty Museum, CA** - Senior PM - Project involved design and construction of a multi-building fine arts campus, totaling 1 million GSF. The 250,000 SF art museum was the crown jewel of the complex.
- **AF Gilmore Company, Farmer's Market, CA** – Senior PM - Provided project management services for this 32-acre, mixed-use development.
- **Abu Dhabi, U.A.E** – Area Manager/Project Director In charge of local area office of a U.K based general contractor. Responsible for all aspects of the company operations during the completion of lump sum construction contracts for roads, bridges and a major urban storm drainage project. Also responsible for pricing and obtaining new work.
- **Baghdad, Iraq** - Contracts Manager/Senior Project Manager responsible for a lump sum contract consisting of the construction of bridges and ancillary roads and the construction of two large turnkey industrial buildings -**Karachi, Pakistan** - Area Representative/Project Manager responsible for all aspects of company operations for two major sub contracts on a new Port facility.



Henry Graves

Over 33 years of Strong proficient work history in roadway, traffic signal & Streetlight infrastructure & construction. In-depth knowledge of county and state regulations as well as utility providers. A proven history of getting the job done right and efficiently. Team-oriented with the integrity and dedication needed to build a successful and respected organization. Hardworking and reliable with a strong ability to communicate and motivate field personnel to produce the best product possible. Work with project teams and customers. Offering a proactive and punctual team-oriented mentality. Strong knowledge of Construction JHA, CAL OSHA, CAMUTCD, CAL TRANS and SCE permits.

Motto - (Measure twice cut once!)

Select Electric Inc /
Labor Coordinator
Cerritos Ca

Siemens Mobility Inc/
Construction Field Supervisor
Anaheim, CA

As a Maintenance/Emergency-Traffic Signal/Streetlighting Company, (No day or job was ever the same). Performed site evaluations, assess damage to existing systems, write up scope of work to repair/restore what was damaged, (conduits, foundations poles, rewire). Scheduled construction crews and worked with necessary Subcontractors and City Engineers/Inspectors to get utilities back up and running in a timely manner. Developing functional solutions to difficult problems. Improved operations by working with team members and customers to find workable solutions in emergency situations. Worked closely with team members to deliver project requirements, develop solutions and meet deadlines. Provided excellent service and attention to customers when face-to-face or through phone conversations. Handled all delegated tasks, including Meeting with customers to assist in engineer budgets, scope of work, scheduling.

Republic ITS
Construction Superintendent
Anaheim, CA

Signal Maintenance Inc /
Construction Superintendent
Anaheim, CA

Motivated and supported field workers completing work to increase work quality and efficiency.
Maintained project compliance by reviewing contractor scope, materials and pricing take-offs to achieve competitive bidding
Coordinated schedules and day-to-day activities of crew to satisfy project needs.
Collaborated with field engineering and construction to prepare scopes of work for inclusion into bid packages.
Estimated materials and labor requirements to complete jobs within budgetary and timeline requirements.
Kept track of all inventory, including supplies and materials to prevent losses.

Henry Graves
Field QA / QC

Lives in Huntington Beach



Gianni Zatta, Assoc. AIA
Designer/Manager

818.422.9662
gianni@totumconsulting.com

Gianni Zatta - Job Captain

Gianni Zatta has more than 15 year of experience in the interior design and architecture profession, implementing projects in the medical, housing, retail, residential and commercial office sectors. Working with Totum's non-profit clients, Gianni has developed an expertise in medical and dental clinics.

Selected Representative Projects

City of Huntington Beach 2020-2021: Assisted PM / CM team with as needed tasks for the fast track grounds up of new Navigation Center.

City of Placentia – 2019-2020: Designer for fast track, APWA award winning conversion of warehouse into homeless shelter.

St. John's Well Child & Family Center - Avalon - Job Captain for the 10,311 sq.ft. tenant improvement, conversion of existing warehouse to a Primary Care outpatient medical, dental, and therapeutic community health center.

To Help Everyone - Lennox - Job Captain for the 2,726 sq.ft. remodel and addition of the outpatient medical clinic, for the not-for-profit To Help Everyone organization.

To HelTHE - Crenshaw - Design team member for the 632 sq.ft. remodel of the existing community & school clinic with DSA review. For the not-for-profit To Help Everyone organization.

St. John's Well Child & Family Center - MLK King Drew Medical Building - Design team member for the 7,556 sq.ft. medical & dental tenant improvement in Los Angeles, CA for the not-for-profit St. John's Well Child & Family Center.

St. John's Well Child & Family Center - Compton - Design team member for the 2,700 sq.ft., \$1.2 M, Rebuild of an existing Outpatient Dental and Medical Clinic in Compton, CA for the not-for-profit St. John's Well Child & Family Center.

Farmers Market Gate 9/10 - Los Angeles - Design team member for the 5,784 sq.ft., replacement of fire damaged retail building at the historical landmark recognized site.

Camp Shiwaka - Camp Fire / Long Beach - Design team member for an 8 acre Master Plan and 7,000 sq.ft.,

\$3.2M earth sheltered lodge, classroom, assembly building, three quarter mile discovery trail and Urban Forest in Long Beach, CA. The project will be earth sheltered and will use extensive passive strategies and the trails will wind through various "habitats"; additionally the building will be used an "education tool".

Leo Baeck Beit Midrash - Design team member for the 57,000 sq.ft., \$3.9M Master Plan for a campus wide expansion including a new sanctuary on the Leo Baeck Temple Campus in Los Angeles, CA.

Oldtimers Housing Development Corporation - Marconi Duplex - Design team member for a low income housing development in Huntington Park, CA that consists of an addition of 700 sq.ft. Unit over new four car garage.

Burbank Housing Corporation - Veteran Housing Burbank - Design team member for the 11 Unit rehabilitation of existing affordable housing complex, and conversion of two Units to be ADA accessible in the city Burbank, CA



John McClelland, Sr. Construction Manager

John has over 35 years' experience in the construction industry. He has unparalleled experience in project budgeting and bidding, schedule development, scheduling, and contractor coordination. The following represents a sampling of renovation projects John has been involved with on a management level.

Representative Project Experience Includes:

Cedar Sinai Finance Dept.

Los Angeles, CA 8th, 14th, and 15th Floors

\$2,800,000.00

42,000 SF – **Tenant improvement & server rooms**

AC Martin Partners

444 S. Flower 12th Floor

Los Angeles, CA. 90017

\$950,000.00

24,000 SF – **Tenant improvement for corporate offices**

Parsons Brinckerhoff, Quade & Douglas

444 S. Flower 27th Floor

Los Angeles, CA. 90017

\$685,000.00

12,000 SF – **Tenant improvement for LA corporate offices**

Rodi Pollock Et. Al

444 S. Flower 18th Floor

Los Angeles, CA. 90017

\$1,200,000.00

15,000 SF – **Tenant improvement for corporate offices**

California Fashion Industries

3434 South Grand Ave

Los Angeles, CA.

\$14,000,000.00

450,000 SF – **Building renovation, new elevator tower, and tenant improvement**

Excel Communications

Kansas City, Mo., Atlanta, Georgia., Orlando, Florida., Chicago, Ill.

\$15,500,000.00

5,000 - 15,000 SF – **Telecom Switch Rooms**

Time Warner

Washington & Oregon

\$7,000,000.00

8,000- 10,000 SF – **Telecom Switch Rooms**

GST Telecom

ONE Wilshire, 333 S. Hope, 530 W Sixth St, Los Angeles, Ca.

\$9,500,000.00

5,000-20,000 SF – **Telecom Switch Rooms**

John McClelland
Sr. CM - Interiors

Giulio Zavolta

Giulio Zavolta, MRAIC
LEED Design Professional

Principal
310.291.4074
giulio@totumconsulting.com



Giulio Zavolta has over 20 years of experience in the design and management of notable projects in Canada and the USA. Beginning his career as an architectural assistant, Giulio has proceeded to complete 3 degrees in architecture, was a lead team member on a number of institutional projects that range from small community centers to large educational complexes, and Master Plans with difficult programmatic constraints. He has been involved in a number of competition and award winning designs and brings to each project a high level of design, visualization, and management. Currently, Giulio is overseeing design management services for a \$330M program at BHUSD.

Representative Key Projects include but are not limited to:

- **City of Huntington Beach 2020-2021:** Assisted PM / CM team with as needed tasks for the fast track grounds up of new Navigation Center.
- **City of Placentia – 2019-2020:** Designer for fast track, APWA award winning conversion of warehouse into homeless shelter.
- **Beverly Hills Unified School District** - Oversee Design Management and DSA / OPSE tasks for the \$330M school modernization bond program for all the campuses at the Beverly Hills Unified School District in Beverly Hills, CA
- **Camp Shiwaka** - Camp Fire / Long Beach- Design / Management for an 8 acre Master Plan and 7,000 sq. ft. \$3.2M earth sheltered lodge, classroom, assembly building, three quarter mile discovery trail and Urban Forest in Long Beach, CA. The project will be earth sheltered and will use extensive passive strategies and the trails will wind through various “habitats”; additionally the building will be used an “education tool”.
- **Leo Baeck Temple Master Plan & Beit Midrash** - Design / Management for the 57,000 sq. ft. \$3.9M Master Plan for a campus wide expansion including a new sanctuary on the Leo Baeck Temple Campus in Los Angeles, CA.
- **Leo Baeck Temple Classroom Buildings Renovation** - Design / Management for the 7,000 sq. ft. \$1.9M classroom buildings rehabilitation & renovation on the Leo Baeck Temple Campus in Los Angeles, CA.
- **Fairfax Apartments** - Design / Construction Consultant for the \$12.6M, 87,900 sq. ft. sustainably designed modern apartment building in West Hollywood, CA. The project consists of 53 units along a major thoroughfare.
- **Middleton Housing Development** - Lead Project Designer for a low income housing development in Huntington Park, CA that consists of a new 6-unit, 2-storey building and the redesign of 6 existing, single-storey units.
- **Burbank Housing Corporation - Catalina** - Lead Project Designer / Manager for the redesign of the exterior skin and balcony / stair railings to the 5,025 sq. ft. six unit apartment building for the Burbank Housing Corp.

- **Malabar Housing Development** - Lead designer for the redesign of an existing low income housing development in Huntington Park, consisting of 2 existing, 2-storey buildings with a total of 8 units.
- **MVP Medical** - Lead Project Designer / Manager of the 3,500 sq. ft., \$500,000 pediatric medical offices and urgent care center in Tarzana, CA. Scope of work included design, lighting design, planning, construction documentation and material selection.
- **Westside Aesthetics** - Lead Project Designer / Manager for a 3,200 sq. ft., \$0.6M medical tenant improvement in West Los Angeles, CA. Services rendered include design (including signage and lighting), permitting, construction administration, material selection, furniture selection, procurement and construction management. Additionally, Totum provided the design and general upgrade of the public corridor and elevator lobby for the 8th floor as well as a phased design criteria for other floors.
- **Profiles** - Design Consultant for the 1,700 sq. ft., \$0.4M medical tenant improvement for a new plastic surgery practice in West Hollywood, CA. Services rendered include design (including lighting design), planning, construction documentation, furniture selection and procurement.
- **Chicago Public School Competition** – Lead Project Designer, for the 110,000-square-foot national competition for a public school in Chicago. Entry was awarded 1st place. (with Koning Eizenberg Architecture)
- **Plummer Park Community Center** - Project Designer, for the 19,500 sq. ft., \$3.9M community center in West Hollywood, CA. The project was awarded the AIA/LA merit award. (with Koning Eizenberg Architecture)
- **Armada Community Center** – Lead Project Designer for the 15,000 sq. ft., \$4.0M community center with gymnasium in Markham, Ontario. (with Shore Tilbe Irwin & Partners)
- **Oakwood Elementary School** – Lead Project Designer/Manager for the four phase Master Plan and building expansion of the 55,000 sq. ft., \$20M private elementary school with gymnasium in North Hollywood CA. Construction concurrent with existing operations. (with Koning Eizenberg Architecture)
- **Pittsburgh Children's Museum** – Project Designer for the 80,000 sq. ft., \$9.4M rehabilitation of existing buildings and new building for a children's Museum in Pittsburgh, PA. The project has achieved LEED certification and has been awarded several AIA awards. (with Koning Eizenberg Architecture)
- **La Veta Medical Clinic** - Lead Project Designer / Manager for the 36,000 sq. ft., medical tenant improvement of a new medical and surgery center in Orange, CA. Services rendered include design, lighting selection, construction documentation and construction administration (Design Consultant to Ramer Architecture).
- **Vartany Medical Offices**- Lead Project Designer / Manager for a new 18,000 sq. ft., \$3.2 M ground up construction of a 3 story facility with underground

parking in Burbank, CA. Services rendered include conceptual design, space planning, material selection, lighting design and entitlements (Design Consultant to Ramer Architecture).

- **Premiere Oncology** - Santa Monica - Lead Project Designers / Manager for the 25,000 sq. ft., \$2.5M medical tenant improvement of a new oncology center and common areas such as elevator lobby in Santa Monica, CA. Services rendered include design (including lighting design), furniture selection, corporate image, permitting construction documentation and construction administration (design consultant to Ramer Architecture).
- **Waterloo University Centre for Environmental Sciences and Engineering** - Project Designer for the 200,000 sq. ft., \$30M teaching facility with research laboratories and a lecture hall in Waterloo, Ontario. The project won 1st place in a national competition and was awarded the Canadian Architect Award. (with Shore Tilbe Irwin & Partners)
- **Queens University Biosciences/Biotechnology Centre** – Project Designer for the 160,000 sq. ft., \$30M teaching facility with lecture hall, research laboratories and classrooms. The project was awarded 1st place in national competition. (with Shore Tilbe Irwin & Partners)

Education/Qualifications

- UCLA - Masters of Architecture II
- The Canadian Architectural Certification Board
- Universite de Montreal - Bachelor of Architecture
- SCI-ARC – Los Angeles Experiments
- Vanier College - Diploma in Architectural Technology

Memberships / Accreditations

- USGBC – LEED Accredited Design Professional
- Royal Architectural Institute of Canada
- Urban Land Institute

Work Experience

- Koning Eizenberg Architecture - Santa Monica CA, 1998 - 2005
- Shore Tilbe Irwin and Partners - Toronto Canada, 1994 - 1997

Appointments

- Adjunct Professor, Woodbury University, Burbank
- Advisory Board Member, CES College, Burbank

Teaching Experience

- Woodbury University (2004-2014) – Adjunct Professor (Architecture & Urban Design)
- UCLA (1998-1999) – Teaching Assistant (Architecture)



Eva Terzi
Associate AIA



Eva Terzi - Designer

Selected Representative Projects

Camp Shiwaka - Camp Fire / Long Beach - Designer for the 7,000 sq. ft. earth sheltered lodge, classroom and assembly building in Long Beach, CA. The project will be earth sheltered and will use extensive passive strategies; additionally, the building will be used as an “education tool”.

City of Huntington Beach 2020-2021: Assisted PM / CM team with as needed tasks for the fast track grounds up of new Navigation Center.

City of Placentia – 2019-2020: Designer for fast track, APWA award winning conversion of warehouse into homeless shelter.

Chabad Oceanside - Designer for the schematic design of the facade remodeling for a Jewish synagogue. **Electronic Arts** - Designer for tenant improvements / interior alterations to an 18,609 sq.ft space on the 10th floor of an existing eleven story building.

Monrovia Public Library - Designer for the design concept of 2 acres Monrovia Public Library expansion, as a part of Undisclosable inc. team.

Rancho Los Amigos Sports Center - Junior Designer for the design concept for the 5 acres Rancho Los Amigos Sports Center developed in response to a design build RFP from the County of Los Angeles. As a part of Pleskow Architects team in partnership with PCL.

Education

-UCLA Architecture and Urban Design - Master of Architecture, 2018

-OSACEA Architecture and Arts Institute, Odessa, Ukr - Graduate Degree in Town Planning, 2016

Project Profile

Placentia Navigation Center

Fast Track - Completed March/ April 2020

~10,000 sq. ft. Interior Improvements with Partial Site Work

Hard Cost: ~\$3,000,000

- Totum provided Preconstruction and Construction Phase Services.
- Critical timeline, driven by lawsuit.
- Emergency provisions allowed special procurement route
- Select, limited bidder list (prequalified).
- Requirement for all new utilities as exiting warehouse had limited power, gas, water etc.
- CASp reviewed for compliance.
- Special seismic upgrades required prior to work commencing.
- Partial grant funded.

Change Orders: ~10%, For Owner Change Requests and Site Conditions.

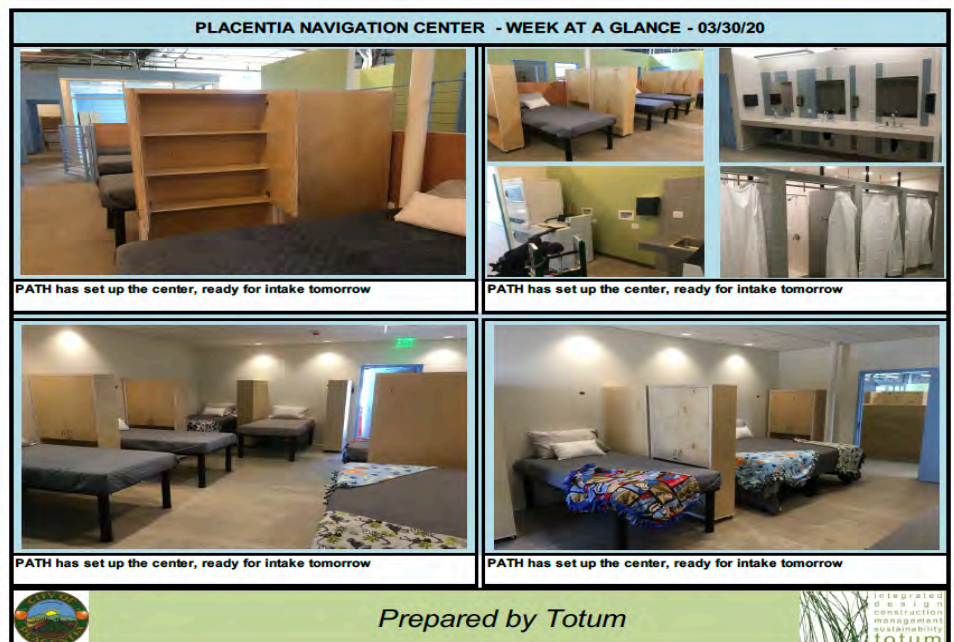
Totum Role: PM / Construction Managers from design through construction for all phases.

Contractor: Cannon Constructors

Architect: Totum

Client: City of Placentia / PATH Homeless Services

Special Issues: Critical timeline, upgraded utilities, ADA improvements to hardscape. Impacted by COVID.



PLACENTIA NAVIGATION CENTER - WEEK AT A GLANCE - 03/30/20



PATH has set up the center, ready for intake tomorrow



PATH has set up the center, ready for intake tomorrow



PATH has set up the center, ready for intake tomorrow



PATH has set up the center, ready for intake tomorrow



Prepared by Totum





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Project Profile

Huntington Beach Navigation Center

Fast Track: August – December 2020

~12,000 sq. ft. New Sprung Structure with Site Work and Satellite offices. 68,000 sq. ft. of total site improvements

Hard Cost: ~\$6,000,000

- Totum provided Preconstruction and Construction Phase Services.
- Totum acted as Multi Prime CM
- Critical timeline, driven by lawsuit.
- County handed Project over to City to manage.
- Emergency provisions allowed special procurement route
- Select, limited bidder list for each trade
- Requirement for all new utilities as dirt site had old home. limited power, gas, water etc.
- CASp reviewed for compliance.
- Partial federal grant funded.
- Contaminated soils.

Change Orders: TBD

Totum Role: PM / Construction Managers from final design through construction for all phases.

Contractor: TBD

Architect: N/A

Client: City of Huntington Beach / MERCY House

Special Issues: Critical timeline, all new utilities, ADA compliance, 12,000 sq. ft. sprung structure, Impacted by COVID. 56,000 sq. ft of full site improvements, contaminated soils.



Project Profile

Orizaba Park Community Building

2012-2014

Long Beach, CA

~4,400 sq. ft. new Community Center

~\$1,900,000

- Set on a 3.8-acre park site.
- 1 story community Center.
- Slab on grade, wood framed, Parklex siding, standing seam metal roof,
- Mandatory LEED Gold requirement.
- Totum assisted from design through current 75% completion (estimated to completed August 2014)

Duration: Design 2012 – 2014 (Est. Complete May 2014)

Change Orders: <10% forecast.

Challenges: Adjacent occupied park, multiple subcontractor replacements had caused contractor excessive schedule impacts although the project is not too far behind.

Totum Role: Project / Construction Managers overseeing design concepts from grant writing through bid documents, plan check, bid phase, construction and completion. Part time equivalent staffing.

Design Team: Fernald, Inc, Long Beach

Contractor: G2K, Agoura Hills

Owner: City of Long Beach, Department of Parks and Recs.



Project Profile

East Division Sub Station

2014 -2016

Long Beach, CA

~24,549 sq. ft. police sub station geared towards juvenile detention. ~204,000 sq. ft. Sitework

Hard Cost: ~\$6,100,000. (~\$244 per sq. ft.) Includes site and FF&E

- Competitive Public Works Bidding
- Demolition down to studs and slab
- Substantial hazmat abatement
- Totum assisted as PM / CM from concept drawings through completion

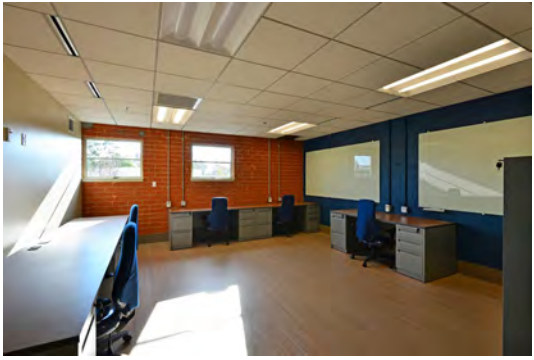
Change Orders: ~8% of which ~4% was added scope.

Totum Role: Construction Managers, contractors, and overseeing project from design process through completion.

Contractor: Robert Clapper Construction

Client: City of Long Beach

Special Issues: Historic building, addition of an elevator.





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Project Profile

Huntington Beach Edison Center ADA / Renovation

Fast Track - Completed March 2021

~11,000 sq. ft. ADA and Interior Improvements

Hard Cost: ~\$1,000,000

- Totum provided Preconstruction and Construction Phase Services.
- Critical timeline for opening
- Traditional design-bid-build
- Bid with Qualification Requirements
- Low Bidder Rejected

Change Orders: ~8%, For Owner Change Requests and Site Conditions.

Totum Role: PM / Construction Managers from design through construction for all phases.

Contractor: Horizons Construction

Architect: Pacific Rim Architects

Client: City of Huntington Beach

Special Issues: Hazmat abatement, covid climate, limited budget.





Project Profile

McBride Park Teen Center and Skateboard Park

~5,200 square foot teen center and adjacent parking lot, park and skateboard park adjacent to the existing Cal Rec Center. Funded by the RDA and managed by CoLB Parks, Recs and Marines. **Totum are providing on site construction management.** The project hard costs are approximately \$3M including a \$450,000 allowance for a skateboard park.

Hard Cost: ~\$3.58M for entire scope.

- Phased work scope
- Occupied facility adjacent
- Community outreach and involvement
- Section 3 outreach program

Duration: July 2010-March 2012

Change Orders:

Totum Role: Construction Managers overseeing project from award through completion.

Contractor: Construct 1-One

Architect: Martinez and Associate

Client: City of Long Beach RDA / PRM

Special Issues: Occupied adjacent facility, Partnering Meetings, Section 3.



Project Profile



Public Safety Building, Long Beach, CA 2005

162,000 sq ft 2+6 stories

\$17.5M Seismic / Shell / Core

\$8.5M Tenant Improvement

Duration: 24 months (construction portion)

Awards: CMAA 2005 construction management for public works project <\$50M



Totum Role: Totum staff was Construction Managers with 3D/International for this project, with day to day on site CM /PM services.

Contractor: Swinerton Builders

Architect: Nadel / Langdon Wilson

Client: City of Long Beach, Department of Public Works

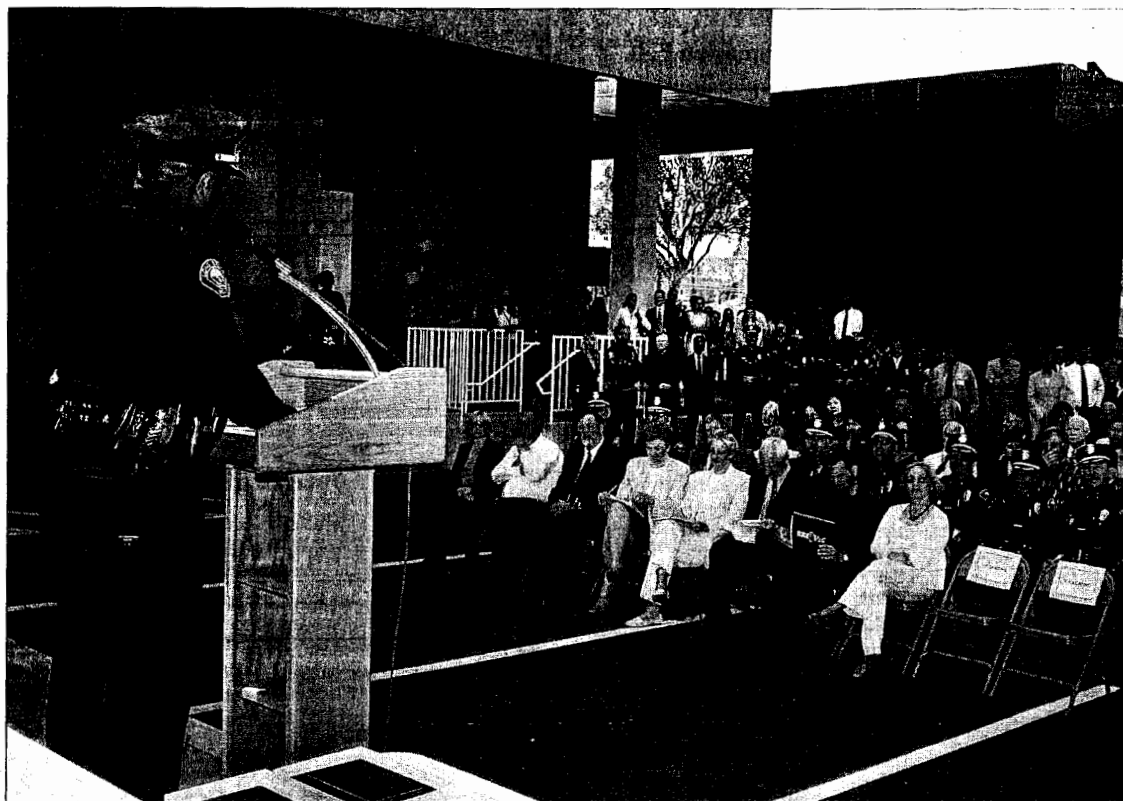
Special Issues: Required over 16 months of planning, and the creation of temporary facilities including a temporary fire station, at locations around the City for the fire and police department as well as the mandatory requirement to keep portions of the building fully active for police and jail functions to keep the facility licensed. Created an additional 1,500 sq ft community center by infilling covered exterior portions of the building.



Special Features: Fully abated, new MEP systems, cool roof, seismic upgrade to "critical facility" standards, New generator, restrooms, stair pressurization, new kitchen, walk in refrigerators, new curtain wall system, new state-of-the-art jail hardware and seismic monitoring equipment installed by CSULB.

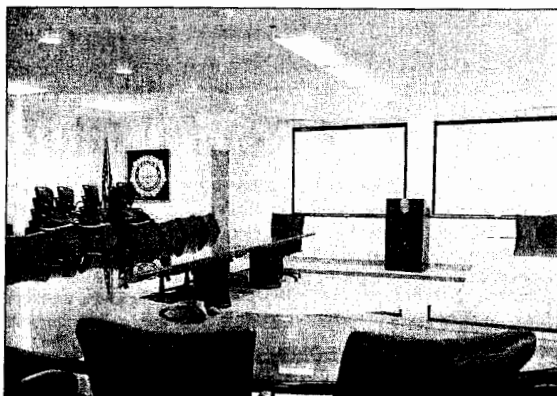


Police glad to be back in redone HQ



Long Beach Police Chief Anthony Batts, above, addresses dignitaries at the ribbon-cutting for the remodeled LBPB downtown headquarters on Thursday. Below, a refurbished meeting room; at right, the women's jail.

Carl Hidalgo / For the Press-Telegram



LB.: Ribbon cut on downtown station after \$46 million face-lift.

By Tracy Manzer
Staff writer

LONG BEACH — City leaders spent Thursday afternoon behind bars.

It wasn't a political scandal, but the grand opening of Long Beach Police Department's newly renovated headquarters.

Police Chief Anthony Batts cut the ceremonial blue ribbon in front of the refurbished lobby before city, county and state employees streamed inside the South Division station to look at photos of the building before its \$46 million face-lift.

Mayor Beverly O'Neill recalled her first tour of the building in 1994 and her shock at the rotting ceilings, exposed pipe, asbestos contamination and regular sewage troubles.

"When I first became mayor, one of the things they wanted to show me was this building," O'Neill said. "And I thought it was because they were proud..."

City Manager Jerry Miller praised the project, which cost less

than half of what it would have been for the city to tear down the structure and start anew.

The building should be able to serve the cash strapped city for at least another 40 years, Miller said, adding that the work was completed on time and under budget.

Despite the pomp and circumstance at the event, most of the Long Beach Police Department personnel who work out of the building have been there for several weeks.

Some cosmetic work is still being completed, police said.

Batts, who said the outdated and dilapidated building was more like a home to him throughout his 23 years with the LBPB, joked about the joy and wonder of pushing elevator buttons and having the doors slide open and the thrill of working light switches.

Batts lauded the city and those who worked on the project, giving particular credit to the employees of the jail and booking departments who remained in the building even as it was under construction.

"I thank you for doing a good job," he said. "I thank you for keeping this community safe," he said to the assembled officers and staff. And this building is for you."





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Project Profile

Camp Fire Long Beach

2015 - 2016

Long Beach, CA

Phase 2 - 900'+ of Gabion Wall

Hard Cost: ~\$650,000.

- Selective Bidding / Negotiation
- Multi Prime – Totum retaining all sub contractors for Owner
- Totum assisted as designers, PM and CM from concept through completion
- Rivers and Mountain Conservancy and County grants
- 9' high gabions, 6' wide

Totum Role: Project / Construction Managers, Designers

Contractor: Sunquest – Gabion Contractor, Garza – Grading.

Architect: Totum Corp

Client: Camp Fire Long Beach



PARTIAL NORTH ELEVATION
1/4"=1'-0"

1





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Totum is pleased to have assisted the City of Long Beach as Construction Managers with the construction of the new Queensway Bay Public Restrooms. This restroom was built in 5 months. Approx 930 sq. ft. with 12 toilets and 6 drinking fountains. Cost \$630,000. Architect: BOA. GC: Thomasville (JOC Contractor) Tidelands Funding.

www.totumconsulting.com



Project Profile

City of Long Beach El Dorado Nature Reserve – Replacement Pedestrian Bridge, Signage and Amphitheater.

2016-2017

Parks and Recreation

Hard Cost: ~\$750,000

- Competitive Bidding / Public Works
- Totum provided Construction Management
- Totum provided preconstruction and construction phase assistance
- Deadline for work scope due to seasonable nesting requirements for wildlife.

Change Orders: ~10%, For Owner Requests and Site Conditions.

Totum Role: PM / Construction Managers from design through construction

Contractor: Bitech Construction Company

Architect: AHBE

Client: City of Long Beach / Public Works / Parks and Recs

Special Issues: Pre-order of Bridge Shop Drawings prior to Bid Process, Totum 2nd project at this location within 5 years. Grant funding from Regional Mountain Conservancy



Project Profile

Craftsman Park, City of Long Beach

2013

Orange Ave

~15,000 sq. ft. infill park project.

~\$450,000

- Approx. 1/3 acre park project, build on the site of 2 prior residences for City of Long Beach RDA.
- Competitively bid. Prevailing Wage.
- Totum assisted from pre-bid through completion
- Bid and managed in accordance with City of Long Beach procurement practices.

Duration: April 2013 – July 2013

Change Orders: ~\$20,000 (Unforeseen conditions and Owner changes / additional scope)

Challenges: Fast track project with restricted hours, close adjacent neighbors.

Totum Role: Construction Managers overseeing the pre-bid process, constructability and construction phase. Part time. Totum retained geotech and deputy inspectors for construction phase.

Contractor: Micon

Architect: Melendrez

Owner: City of Long Beach



Project Profile



FEMA Study - City Hall, Long Beach, CA 2006-2007

1970's structure ~200,000 sq ft, 1+15 stories

Steel and Concrete SMRF structure, 248' high

FEMA 310 Tier 1 and Tier 2 Study

Duration: ~10 months (Total duration of investigations)

Totum Role: Totum staff was Construction Managers with 3D/International for this project, and then as consultants to Parsons, with day to day CM /PM services.

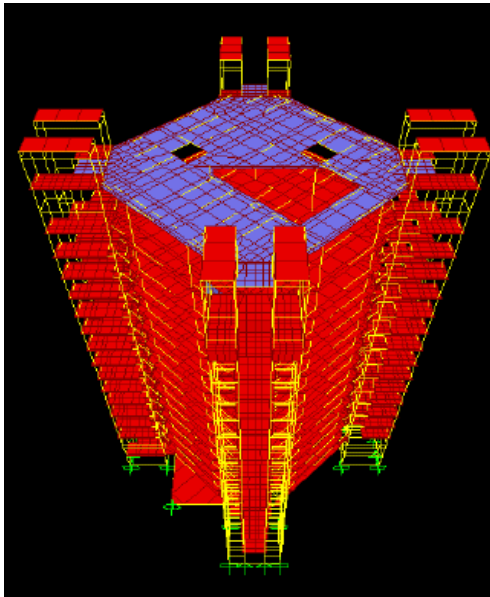
Contractor: N/A

Engineer: Erkel Greenfield / TMAD San Diego

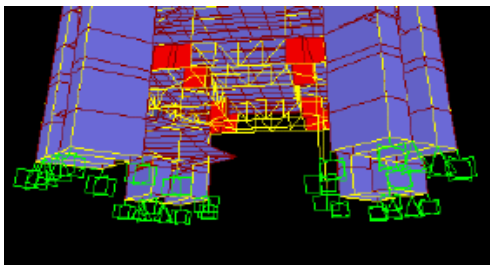
Client: City of Long Beach, Department of Public Works

Special Issues: Need to determine structural integrity of the original construction and how the building would react in a major earthquake at this time.

Results: Not for general publication although they are public record.



- # of Joints in the Model = 13,774
- # of Frame Elements in the Model = 9,103
- # of Shell Elements in the Model = 12,282
- # of Equations to Solve = 82,499
- # of Basic Load-cases = 7





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Project Profile

UCLA "UNEX" Expansion into 42,000 sq. ft. 2 levels 2017-2018

UCLA

~42,000 sq. ft. Interior – From Gutted Floors

Hard Cost: ~\$12,000,000

- Landlord Provided Construction Services
- Totum provided CM Services for construction phase
- Landlord Self Performed – very detailed project.
- Totum were brought in as the LL / Tenant were at an impasse with costs and schedule.

Change Orders: ~5%, For Owner Requests and Site Conditions.

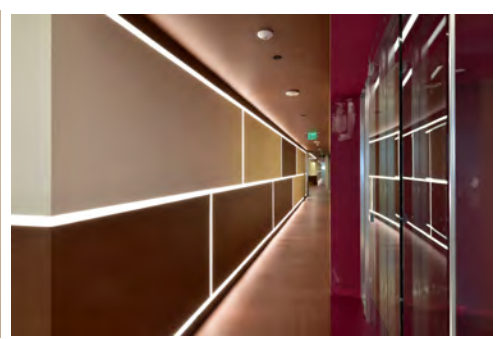
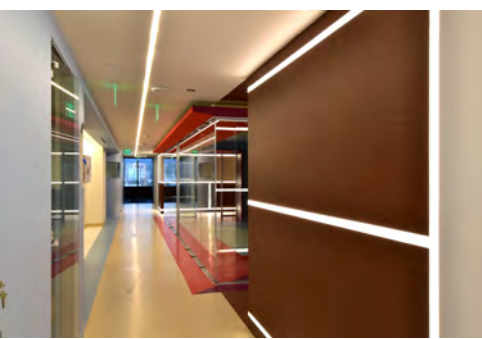
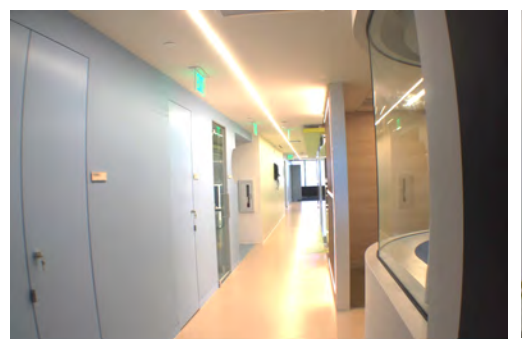
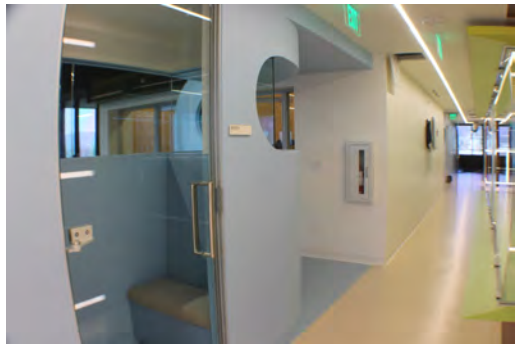
Totum Role: Construction Managers from construction through completion

Contractor: Douglass Emmett Builders

Architect: Johnson Favreau

Client: UCLA Asset Management / Capital Programs

Special Issues: Extremely time driven project, very high end and difficult construction, opened up 1 floor so the 16th and 17th floor could have an internal stairwell. Many threats of litigation. Critical deadlines to relocate UNEX so the existing UNEX building could be demolished and a new dormitory built at the old location.



Project Profile

Ocean Blvd Bluff Restoration

2010-2011

Long Beach CA

A $\frac{3}{4}$ mile, 5 acres area of eroded bluff condition with various levels of erosion throughout. Existing unstable gabion walls, wildcat population, high profile site.

Hard Cost: ~\$7M for entire scope. Bid in sections. Totum managed ~\$1.5M Phase 1

- Grading / geotextile fabrics.
- Selective landscape / irrigation, booster pump.
- Soil nail system with shotcrete face required.
- California Coastal Commission oversight.
- Complex logistics.

Duration: 2010-2011

Change Orders: less than 1%

Totum Role: Construction Managers overseeing project from design process through completion.

Contractor: TBD

Architect: **RJM Landscape Architects** / Kleinfelder
Geotechnical Design

Client: City of Long Beach

Special Issues: Limited funds, unstable site, public area.
Contractor faced bankruptcy towards end of project, yet still completed.



Project Profile

County Courthouse Demolition

2015 -2016

Long Beach, CA * on track for 5/31/16 *****

~340,000 sq. ft. 6 story 1960's structure with subterranean parking

Hard Cost: ~\$6.9MM. Includes site demolition / grading

- Competitive Public Works Bidding
- Substantial hazmat abatement
- Extremely fast track with no ability for time extension
- Totum assisted as PM / CM from concept through completion
- Critical coordination with SCE and utility companies
- No "design team". Totum had to ad-hoc bid documents in compliance with City standards
- Required PLA

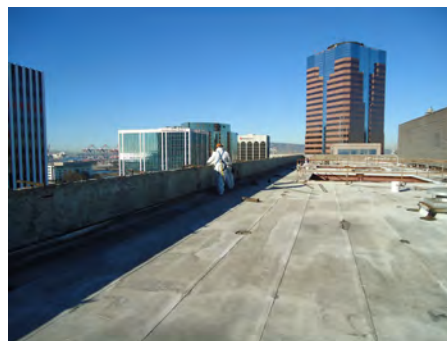
Change Orders: ~15%, 5% anticipated as added scope.

Totum Role: Construction Managers, contractors, and overseeing project from design process through completion.

Contractor: Environmental Construction Group, Signal Hill

Client: City of Long Beach Economic Development

Special Issues: Substantial Hazmat, Coord with PD, SCE.



Project Profile

Police Department Lobby and Restrooms - ADA Upgrades 2016-2017

City of Placentia

Hard Cost: ~\$165,000

- Competitive Bidding / Public Works
- Totum provided CM / QA / QC Inspector
- Totum provided preconstruction and construction phase assistance
- Deadline for CDBG grants to be expended
- Work had to be coordinated around the daily use of the PD lobby and restroom areas.

Change Orders: ~7.5%, For Owner Added Scope Requests and Site Conditions.

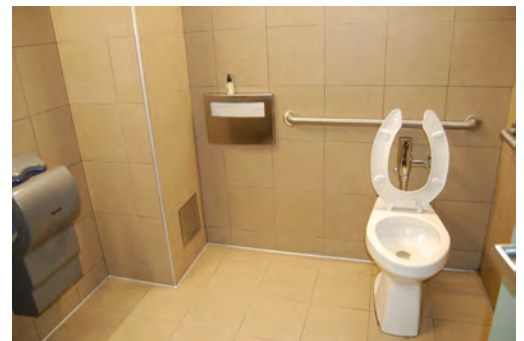
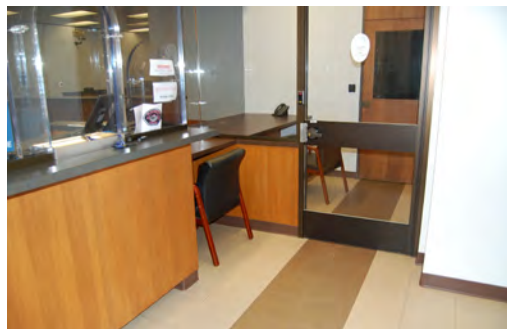
Totum Role: PM / Construction Managers from design through construction

Contractor: R. Dependable

Architect: BOA, Inc.

Client: City of Placentia – Community Services / Public Works

Special Issues: Tight Budget, CASp (ADA) Inspector, fully occupied facility.



Project Profile

BACKS Community Center ADA Restroom, Lobby and Exterior ADA Upgrades

2016-2017

City of Placentia

~800 sq. ft. Interior, 3,500 sq. ft. exterior

Hard Cost: ~\$195,000

- Competitive Bidding / Public Works
- Totum provided QA / QC Inspector
- Totum provided preconstruction and construction phase assistance
- Deadline for CDBG grants to be expended
- Contractor struggled to maintain schedule

Change Orders: ~10%, For Owner Requests and Site Conditions.

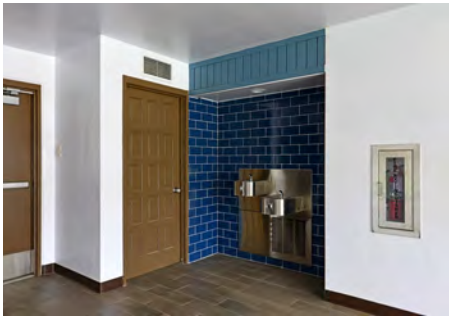
Totum Role: PM / Construction Managers from design through construction

Contractor: St. George Construction

Architect: BOA, Inc.

Client: City of Placentia – Community Services / Public Works

Special Issues: Tight Budget, CASp (ADA) Inspector





integrated
design
construction
management
sustainability

Project Profile

722 South Broadway, Los Angeles – Historic District
2018-Current (Projected Spring 2021) ~\$14MM.



~72,000 sq. ft. Interior, 8,000 sq. ft. Exterior Roof Deck

Total 80,000 sq. ft.

Hard Cost: ~\$3,650,000 Seismic Scope [March 2020 Complete]

~\$6,000,000 Shell and Core

~\$4,000,000 Tenant Improvements TBD

- Negotiated Bidding / Private Client
- Totum provided Preconstruction and Construction Phase Services
- Historic Building with Preserved Historic Elements
- Zero lot line for staging or laydown
- No parking, multi phased steel retrofit
- No elevator and no ramp to basement
- Replacement of existing foundations, substantial shoring.

Change Orders: ~10%, For Owner Requests and Site Conditions.

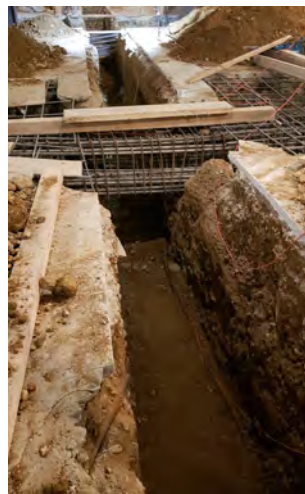
Totum Role: PM / Construction Managers from design through construction for seismic, shell and core and tenant improvements.

Contractor: BayPost Builders, Los Angeles

Architect: ARG, Los Angeles.

Client: Satila USA (Swedish Company)

Special Issues: Substantial ACM / Lead abatement, historic elements, phased construction, international developer.





Project Profile

Horace Mann School

2014 -2016

Beverly Hills, CA

61,651sq. ft. 2 story new school over single level subterranean parking garage.

Hard Cost: ~\$34,000,000. (~\$551.50 per sq. ft.) Includes site and parking garage

- Competitive Public Works Bidding
- Strict deadline and completion dates
- Occupied campus
- Synthetic Turf
- Coordination with multiple vendors
- Minimal staging and lay-down space
- DSA project with DSA approved IOR

Change Orders: ~8% of which ~4% was added scope.

Totum Role: Program and Construction Managers, overseeing project from design process through completion.

Contractor: ProWest Constructors

Architect: WLC

Client: Beverly Hills Unified School District

Special Issues: Phase 2 of a 4-phase campus modernization.





Project Profile

Pacific Maritime Association

2011-2014

Wilmington, CA

~32,000 sq. ft. New Union Dispatch Hall. 100% Union Built.

~\$19,900,000 final costs. ~\$600 per sq. ft.

- Set on a 9-acre brownfield site.
- 1 story with mezzanine level.
- 4' thick double mat foundation on 8' thick perimeter footings.
- Mandatory LEED Gold requirement from Port of Los Angeles. Pending. PV Panels on roof.
- Totum assisted from design through completion as PM / CM).

Duration: 2011 – October 2014 completion

Change Orders: ~20%. 10% from anticipated contaminated soil dealt with as change order, not a contract allowance.

Challenges: Extremely contaminated soils, methane site, high water table, abandoned oil wells, and abandoned salt-water wells. Adjacent concurrent construction of railroad by Port of Los Angeles.

Totum Role: Project / Construction Managers overseeing design, estimating, bid / negotiation documents, plan check, construction and completion. ~50% FTE staffing.

Design Team: BOA Architects, Long Beach

Contractor: Swinerton Builders, Los Angeles

Owner: Pacific Maritime Association. Tenant: ILWU #13

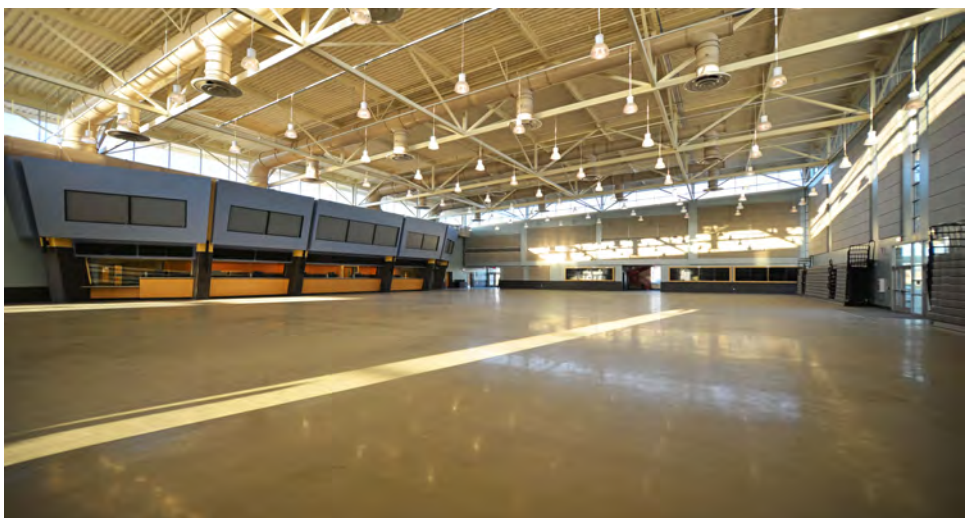


EXHIBIT "B"

Payment Schedule (Hourly Payment)

A. Hourly Rate

CONSULTANT'S fees for such services shall be based upon the following hourly rate and cost schedule:

SEE ATTACHED EXHIBIT B

B. Travel Charges for time during travel are not reimbursable.

C. Billing

1. All billing shall be done monthly in fifteen (15) minute increments and matched to an appropriate breakdown of the time that was taken to perform that work and who performed it.
2. Each month's bill should include a total to date. That total should provide, at a glance, the total fees and costs incurred to date for the project.
3. A copy of memoranda, letters, reports, calculations and other documentation prepared by CONSULTANT may be required to be submitted to CITY to demonstrate progress toward completion of tasks. In the event CITY rejects or has comments on any such product, CITY shall identify specific requirements for satisfactory completion.
4. CONSULTANT shall submit to CITY an invoice for each monthly payment due. Such invoice shall:
 - A) Reference this Agreement;
 - B) Describe the services performed;
 - C) Show the total amount of the payment due;
 - D) Include a certification by a principal member of CONSULTANT's firm that the work has been performed in accordance with the provisions of this Agreement; and
 - E) For all payments include an estimate of the percentage of work completed.

Upon submission of any such invoice, if CITY is satisfied that CONSULTANT is making satisfactory progress toward completion of tasks in accordance with this Agreement, CITY shall approve the invoice, in which event payment shall be made within thirty (30) days of receipt of the invoice by CITY. Such approval shall not be unreasonably withheld. If CITY does not approve an invoice, CITY shall notify CONSULTANT in writing of the reasons for non-approval and the schedule of performance set forth in **Exhibit "A"** may at the option of CITY be suspended until the parties agree that past performance by CONSULTANT is in, or has been brought into compliance, or until this Agreement has expired or is terminated as provided herein.

5. Any billings for extra work or additional services authorized in advance and in writing by CITY shall be invoiced separately to CITY. Such invoice shall contain all of the information required above, and in addition shall list the hours expended and hourly rate charged for such time. Such invoices shall be approved by CITY if the work performed is in accordance with the extra work or additional services requested, and if CITY is satisfied that the statement of hours worked and costs incurred is accurate. Such approval shall not be unreasonably withheld. Any dispute between the parties concerning payment of such an invoice shall be treated as separate and apart from the ongoing performance of the remainder of this Agreement.

Totum Rates 2021

**15130 Ventura Blvd.
Suite 327
Sherman Oaks
CA 91403,
818 986 9870 p/f**

Totum bills on an hourly basis and only bill our **actual** time spent, not “fixed” hours per week.

We do not bill for “over time”, travel time, mileage, phones, copies etc. Reimbursables are billed as a direct cost.

Principals

Danny Kaye, CCM, PMP, FRICS,
LEED AP
310 351 0138 m

Giulio Zavolta, LEED AP
310 291 4074 m

After discussions with the City we would set up a mutually agreeable NTE (Not to Exceed) fee for each project based on the rates below based on the required scope of services.

Staff Position Effective Hourly Rate

Principal / Sr. CM / Sr.PM	\$175.00
Sr. CM / Sr. PM	\$170.00
CM / PM	\$135.00
Assistant PM	\$120.00
Project Engineer	\$110.00
Inspector	\$125.00
Office Clerical / Admin	\$70.00


Sub Consultants At Cost
(if required via Totum)

Labor Compliance -PWCC Solutions
Labor Compliance Officer \$110.00
Labor Compliance Analyst \$95.00

Totum rates increase each year January 1 at 3% to cover the cost of living. We shall hold these rates until January 2023.

www.totumconsulting.com

danny@totumconsulting.com


DANNY KAYE