
Statement of Qualifications

WHO WE ARE

Established in 1981, Alan Jones Construction Ltd (AJC) has constructed, renovated and developed over three hundred buildings on beautiful Vancouver Island and the surrounding Gulf Islands.

Operating as a thriving family business with strong support players, we have grown from a "one house at a time" company to a viable competitor in the larger construction arenas. Our growth enables us to utilize common sense principles of quality-oriented custom construction and to adhere to the strenuous guidelines required by larger projects.

SERVICES

Design/Build, Design/Assist, General Contracting, Construction Management, Conceptual Estimating, Value Engineering/Value Analysis, Preliminary Pricing

MARKET INDUSTRIES

Residential, Multifamily, Commercial, Industrial

CORPORATE PHILOSOPHY

We have completed quality construction in the residential, multifamily, commercial and industrial markets and have won numerous awards doing so. Teamwork combined with communication, information and coordination is the best strategy to ensure a successful project

Why alan jones construction?

CONFIDENCE

LEADERSHIP, GROWTH AND STABILITY

- Over 35 years of experience
- Current president founded company and oversees daily operations
- Long-term subcontractor relationships
- Excellent safety record in the industry

AFFILIATIONS

- Licensed Residential Builder – H.P.O.
- Third Party Warranty Providers: St. Paul's
- Victoria and Canadian Construction Association
- Chamber of Commerce
- Better Business Bureau
- Bonded
- Gold Seal Certified
- Canadian Home Builders Association
- Vancouver Island Construction Association
- Island Equipment Owners Association

COST AND SCHEDULE CONFIDENCE

- Work completed with Fast-Track schedules
- Work includes Preconstruction Services keeping projects on track from design phase

As your Design/Build or Design/Assist team leader, AJC will become involved with the owner and architect in the early design phase

As your General Contractor, AJC will customarily begin with completed working drawings.

As your Construction Manager, AJC will act as an extension of your ownership staff, or as an owner's agent.

Design Build/Design Assist

As your Design/Build or Design/Assist team leader, Alan Jones Construction Ltd. is involved with the owner and architect in the early design phase. Design/Build places AJC as the single source of responsibility for the project, and AJC hires the architect directly. Under Design/Assist, the owner directly hires both AJC and the architect during project conception, to work together through design and construction.

Under both scenarios, preconstruction services are performed including estimating, cost control, scheduling and value engineering. Through each major step of the design process, close analysis will provide the team with continuous tracking and verification of the ever-changing project criteria. After working drawings are produced, AJC performs subcontractor selection. During construction, AJC supervises the work of the subcontractors from ground breaking through project closeout.

General Contracting

As your General Contractor, AJC begins with your completed working drawings, and then develop a complete subcontract bid package. This bid package includes pricing proposals, schedules, and construction means and methods. Taking competitive subcontractor bids according to the project plans and specifications creates pricing proposals. An evaluation of engineering may be part of this package to offer you alternate methods to save money during construction. AJC performs subcontractor selection and supervises the work of the subcontractors from ground breaking through project closeout.

Construction Management

As your Construction Manager, AJC acts as an extension of your ownership staff, or as an owner's agent, and as an intermediary among the design team, general contractor and owner. What differentiates construction management from general contracting is that AJC does not directly hire the subcontractors, but oversees the design and/or construction team. AJC will assist with the scope development, design team selection, contractor selection, project accounting and project closeout.

Estimates will be continually updated during the schematic design phase, the design development phase and during construction document preparation.

AJC strictly adheres to schedule guidelines.

Estimating

Project estimating begins early in the design process and allows for continual monitoring throughout the design phases. By identifying the costs for various systems and materials starting at project conception, AJC will hold the budget in conformance with your original facility program from design through construction. Your first project budget, the target budget, is established at the initial meeting and will include amounts on a per square foot unit price. The budget will be based on AJC's current database of pricing, as well as the unique requirements of your project. Estimates will be continually updated during the schematic design phase, the design development phase, and during the construction document preparation. Within each estimate, the cost of each construction component will be defined by both quantity and cost. At each design stage, the estimate will be analyzed and compared to previous estimates and to the target budget. Any differences will be targeted, and if required, adjustments to the design will be made. At the completion of the construction documents, AJC will complete a detailed cost estimate to be used as a basis for subcontractor bidding and, if you desire, a Guaranteed Maximum price.

Scheduling

During preconstruction, a preliminary overall schedule will be created based on the facility program. This schedule will incorporate the milestones for architectural, engineering and city approvals. The preliminary schedule forms the basis for the overall completion of your project.

Throughout design, additional schedules are created. During schematic design, a preliminary construction schedule will be created to provide more detail for the construction phase as systems and methods of construction are defined.

Project services overview continued

By closely monitoring the subcontractor activity on a daily basis, AJC will proactively ensure that your project remains on schedule

Efficiency equates to a project being completed on time and on budget.

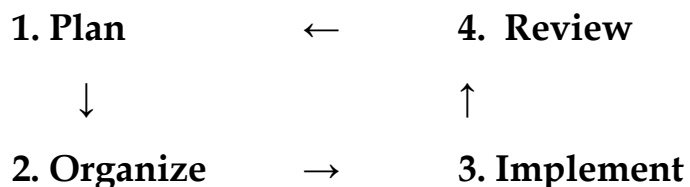
During the design development phase, AJC will further define the construction schedule to incorporate lead times for final material selection as well as specific durations for individual trades on the project. At the conclusion of the contract documents, AJC will complete a detailed construction schedule, which will become the final construction and procurement schedule for your project.

The final construction and procurement schedule will serve as the road map for the construction portion of your project. The schedule will be updated as required, depicting actual work completed against the schedule plan. By closely monitoring the subcontractor activity AJC will proactively ensure that your project remains on schedule.

AJC has an excellent record for maintaining construction schedules. Even during the last few years when the construction industry dealt with labour availability concerns, we have been able to maintain all schedules on all projects.

Construction Methodology

The keys contributing to our successful management strategies include communication, information and coordination with all parties concerned within a given project. These keys form the foundation of AJC's approach. This approach is put in to motion by following an on-going cyclical action plan as follows:



This model is utilized for everything from the development of the project in its entirety to the daily execution of the work performed. In planning, a guideline is established to refer to during the organization of the work which is then implemented. Progress is monitored and reviewed and, if necessary, the plan is modified to ensure that the next cycle is more efficient. Efficiency equates to a project being completed on time and on budget.

Key Personnel



Alan Jones, President, G.S.C

With over thirty-five years experience, the President of alan jones construction ltd offers experience in every aspect of construction, from labouring to dry walling, from carpenter to supervisor. Because of his extensive hands-on background, he is able to communicate with subcontractors, suppliers and consultants with a high degree of insight. He holds a Certificate in Land Development and Construction Management from the Urban Development Institute and BCIT Certification in Construction Estimating. Mr. Jones is also a past Director of the Construction Association of Victoria. A recipient of Canadian Construction Association prestigious Gold Seal Certificate, Alan Jones is considered a master builder.



Brynn Jones, B.A. General Manager

Ms. Jones conducts operations for accounts payable/receivable, provides documentation for project including correspondence, site inspections, contracts, legal & accounting communications, manages subcontractor relations and assists in estimating procedures.



Peter Lawton, Estimator & Project Manager

With experience in multi-million dollar projects in Canada and the United Kingdom, Mr. Lawton is an invaluable team player for alan jones construction ltd. Like the other key players in our company, he is multi-talented and can accommodate any size project with his extensive skills in estimating, coordinating with trades, suppliers, consultants & owners, scheduling, budgeting, supervising, managing and establishing guidelines for quality control.

Key Personnel continued



Barry Wills, B.A. - Operations Manager

Mr. Wills holds a varied and multi-faceted position within the company, from sub-trade supervisor to quality control to hands-on work on the project including landscaping and site preparation. He has a background in recreation and care facilities, and with his broad experience can offer many advantages to the construction management of this project. He also has considerable experience dealing with strata corporation laws and property management.







Sherry Gruber - Office Manager

Ms. Gruber assists with all aspects of construction management, from start to finish, and has experience with the many different roles and duties required for project management. She has a background in commercial finance and is familiar with large construction projects, responsible for construction draws and working with quantity surveyors to ensure project is on budget and schedule.

Subcontractors

We have worked with and established relationships with many of the local trades. We tender to no less than three pre-qualified trades, and carefully review the qualifications and references from any unsolicited bids for subcontract work.

Our team's experience in construction and Alan Jones Construction Ltd's relationship with supplier and subcontractors since 1981 gives our company the ability to obtain the necessary materials and trades for the project. Our contracts with subtrades and suppliers are designed specifically to promote efficiency in ordering and delivery of materials and to ensure schedules are met. Our contracts with trades also ensure an orderly site is maintained, thereby establishing a successful flow of work and materials.

	Project Location	Architect	Comments
	The Meadows North Saanich	Philip Chang Advanced Architects Inc & Praxis Architects Inc.	59 unit patio home project for adult market
	Young Residence Victoria	Franc D'Ambrosio D'Ambrosio Architects	Award-winning waterfront home
	Shaw Residence North Saanich	Michael Cullin Designer	Residential waterfront renovation
	Cridge Daycare Centre, Victoria	Philip Chang Advanced Architecture	Commercial project

Projects continued

Project/Location	Architect	Comments
Petroski Residence Central Saanich	Innovative Design	Waterfront home used as upscale B & B featuring Asian details
Pyrch Residence Oak Bay	John Patkau Architects	Home won several awards & was featured in <i>Vogue International</i>
Schaddelee Residence Victoria	John Keay Architect	Gorgeous waterfront home on Ten Mile Point
Shaw Residence North Saanich	Peninsula Design	6000 sq.ft. complete renovation of classic waterfront residence
St. Stephens Church Hall Central Saanich	Doran Musgrove Architect	Large addition/renovation to Church Hall facilities
Stamp Residence Central Saanich	Bob Libick, Designer	One of kind estate in rural Saanich
Summerwood Village Brentwood Bay	Saran Designs	18 unit retirement townhouse project set in charming village
Watson Residence Victoria	Bob Libick, Designer	Elegant ocean view home on Cordova Ridge
Cherry Creek Estates Port Alberni	Sabelus Design	21 unit retirement patio homes
Christ the King Church Comox	eco design Brian Palmquist	Complete building envelope project
Canadian Institute for the Blind, Victoria	Art Finlayson Architect	Extensive renovation to head office Victoria
Peninsula Community Services, Sidney	Advanced Architecture	Office building

Projects continued

Project/Location	Architect	Comments
Andersen Residence Sidney	Mike Nixon Broadmead Farms	Waterfront home in Sidney
Barry Residence North Saanich	Graham Goodhall Architect	Waterfront home over 4000 sq.ft
Bruk Residence North Saanich	Zoltan Kiss Architect	Beautiful waterfront home featuring BC native woods
Cook St. Village Food Court Victoria	Praxis Architects	Character renovation in heart of Cook Street Village
Dickinson Residence Salt Spring Island	Mike Nixon Broadmead Farms	Mountaintop luxury home on Salt Spring Island
Douglas Residence North Saanich	Bob Johstone, Designer	Beautiful contemporary waterfront home in Deep Cove
Green Gables Patio Homes Comox	C.D. & Associates	9 unit patio home project for retirement market
Julseth Residence Oak Bay	Michael Cullen, Designer	Extensive renovation to home originally designed by McClure Architect
Melo Residence Sidney	Farndal Desgin	Unique waterfront home
Mickelberry Residence Victoria	Bob Libick Designer	Elaborate ocean view home on Cordova Ridge
Pacific Energy Fireplace Duncan	Doran Musgrove Architect	28,000 sq.ft. industrial warehouse

Our recent endeavour as developer-builder affords AJC with owner-based insight. We appreciate and acknowledge what matters to you as an owner

Key Project

Our most recent key project is “The Meadows” in North Saanich, B.C. The Meadows is a luxury retirement community consisting of 39 town homes and 20 condominiums complete with a clubhouse for the use of all residents, in a secure gated environment.

More information on the Meadows can be found at www.livingatthemeadows.com

The Meadows was recently completed after a multi-year process which involved all of the facets of the development and construction process, including:

- Purchase of land
- Rezoning
- Design of plans and specifications
- Coordinating with professionals and engineers
- Estimating
- Scheduling
- Budgeting
- Application for Financing
- Construction
- Quality control
- Marketing and Sales
- Strata council liaison
- Public relations
- Post-construction customer service and warranty follow-up.

To varying degrees, over the past 10 years, alan jones construction ltd. has engaged in some and/or all of the above-noted facets of project development with the following clients:

- Cridge Centre for the Family Child Care Facility
- Canadian Institute for the Blind
- Hesquiaht and Esquimalt First Nations
- Christ the King Catholic Church (Remediation)
- Beacon Community Services
- Cook Street Village
- Pacific Energy Fireplace Products
- M’Akola Housing Society
- Various residential custom home owners

AWARDS

AJC offers unique features that enhance our working relationship with you.

alan jones construction ltd. has been honoured with the following prestigious industry-related awards

- 2005 CHBA CARE Award Silver Finalist and People's Choice Award recipient for high-end residential custom home – a waterfront villa on Willow's Beach, Victoria, BC
- 2006 CHBA CARE Gold Award for Best New Institutional Project for the Cridge Centre for the Family Child Care Facility, Victoria, BC
- 2006 CHBA CARE Gold Award for Best Project Website for the Meadows, North Saanich, BC
- 2006 CHBA-BC Georgie Award Finalist for the Best Public-Private Partnership Category for the Cridge Centre for the Family Child Care Facility
- 2008 (current) CHBA-BC Georgie Award Finalist for Best Townhouse Development in BC for the Meadows
- 2008 CHBA CARE Silver Award for Best Condominium/Mixed-Use Development for the Meadows
- 2008 CHBA CARE Silver Award for Best Multi-Family/Townhouse Project for the Meadows

Value-Added Services

To ensure the successful completion of your project, alan jones construction ltd. can offer the value-added feature of its 30 plus years of experience. Because our recent work was in the development, design and construction arenas, we can offer you leadership, effective decision making, reliable teamwork, performance improvement and innovation in developing the final version of the project. Owners in today's market require experienced, professional management firms who can oversee their projects from the owners' perspective. Because we have just completed our own development and because we have worked in the past in the community support industries, we can offer invaluable management involvement.

One of the in-house features of our company is the use of the software program, "Timberline", from SAGE Inc. This accounting and project management software is very extensive and enables our company to track everything from on-site meetings to contracts, from reporting to holdback tracking. Because all documentation, correspondence, reporting and accounting is under the same software umbrella, our data tracking is highly efficient.

**Save time and money with
our in-house excavation
capabilities**

alan jones construction ltd. is pleased to offer in-house excavation services to its clients. Skilled and experienced operators and new equipment provide our company with high industry standards in excavation services.

- Tandem Truck
- Tandem Truck and Pup Trailer
- JCB 5508 Forklift with bucket
- Class 2 Hydraulic Excavator (3/8 yard) Hitachi EX27
- Class 7 Hydraulic Excavator (1 yard) Hitachi EX200