



A Look Back at One Amazing Year!

by Randy Tuminello, Sr. VP Client Services

With a few weeks to go, it seems a tad bit early to do a "year in review." This is especially true considering the almost daily world events that have kept our proverbial roller coaster ride rolling as fast as a runaway mine car. Fortunately for PSF (the economy and world events notwithstanding), 2011 has shaped up as a fantastic year on so many fronts—not only with respect to specific projects—but also in regard to promising trends in our industry. Future prospects are as bright as ever. A quick review of where we've been in 2011 will reveal the sources of our optimism.

A Year of Great Projects

The opportunities that have come PSF's way in 2011 will soon be seen as major landmarks on our historical landscape (check out the time line on the inside pages). Projects recently under contract include some of Seattle's most noteworthy buildings including the Husky Stadium renovation and addition, the Bullitt Foundation's Bullitt Center (set to be the largest net-zero commercial building in the world), Amazon.com at West 8th and Zumiez Corporate Headquarters. This year has also seen the completion of the Evergreen Medical Center, Redmond at Bella Bottega, the Lake Chelan School District Energy Retrofit, the LeMay – America's Car Museum®, the 219 Terry biotech project for Alexandria Real Estate Equities, and a number of major projects for Nordstrom throughout the U.S. — from downtown Manhattan, NY to Walnut Creek, CA. Even though these examples reveal just a portion of the overall project load, they exemplify the direction and growth that have transpired at PSF over the past few years.

Trends that Fit Us to a T

Will the Euro collapse? Will Congress

ever agree to a deficit reduction plan? Will healthcare reform be repealed? Questions like these will remain well into 2012. How soon and how much the overall economy will recover next year is still anyone's guess. At the same time, we are seeing a number of signals on the horizon that bode well for our local economy. After a number of failed starts and delays, the Boeing 787 Dreamliner program has finally gotten off the ground (no pun intended). The incremental effect on both Boeing and their vast number of local suppliers will certainly provide a major boost to the industrial sector. Second, anyone who's followed the local building scene at all over the past year has noticed announcements for one new apartment building after another. This in itself was an encouraging sign since growth in other markets usually follows increases in residential projects. Well, right on cue, we've been noticing a sharp rise in the number of office development plans and major tenant improvements. So at least the big three—residential, office and industrial—are starting to look very promising. And if that's not enough to get your juices flowing, there are industry trends beyond just economics that will, in the long run, be even more significant for us.

Building Information Modeling (BIM) and Virtual Design and Construction (VDC) are now old news. What we find exciting is the apparent increase in that client comfort with delivery methods like IPD, IPDish or Design Build that take better advantage of these technologies than the traditional design/bid/build approaches. Collaborative versus adversarial teams will thrive in this new environment. As an almost exclusive design build contractor, our collaborative philosophy, processes and approach are already fine-tuned to these new technologies and project delivery methodologies. Add to this an even greater emphasis on Lean



NOTEWORTHY PROJECTS

Amazon.com at West 8th
Seattle, WA

Getty Images TI
Seattle, WA

Puget Sound Blood Center at
1551 Eastlake TI
Seattle, WA

Nordstrom, Corte Madera TI
Corte Madera, CA

Real Foods New Production Kitchen
Kent, WA

Nordstrom, Glendale
New Construction
Glendale, CA

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methods and increased efficiencies and you've got a scenario that's just right for our position in the market. For all these reasons we are very bullish, not only on the immediate project opportunities in 2012, but on the broader industry direction over the long haul. It's a great time to be a mechanical design build professional at PSF!



PSF participates in the annual fundraising auction for **Professionals Without Boundaries**, a Seattle University volunteer organization that empowers students to serve and lead sustainable service projects that help people in need, locally and abroad.



Boeing completes 1,000th test flight of the new 787 Dreamliner.



PSF executives continue to conduct project management classes for Seattle University senior engineering and IT students.

Seattle University is named by The Princeton Review as one of the country's top green universities for making environmentally-responsible choices and practicing sustainability.

PSF is appointed to the Seattle University Project Advisory Board.

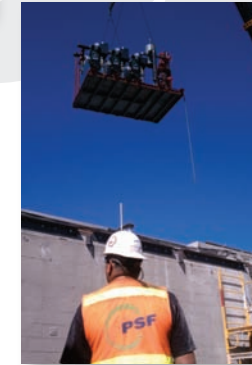
Volunteers participate in the renovation of the **Yesler Terrace Head Start Preschool**, partnered by The American Society for Healthcare Engineering (ASHE), the Washington State Society for Healthcare Engineering (WSSHE), Seattle University, Swedish Medical Center, and the Seattle Housing Authority. PSF donates the time and materials needed to refurbish the school's aging heating and air conditioning units.



The **Lake Chelan School District** completes major heating and lighting energy retrofits in two schools, improving the conditions for students. Energy savings at the two buildings is projected at 682,694 kilowatt hours per year — enough to power 31 Chelan County homes.



Lean process in action: pre-fabrication and installation of mechanical penthouse boiler skids for two biotech projects.



University of Washington celebrates its 150th anniversary and holds ground breaking of the **Husky Stadium** renovation and addition project. PSF will design and install the HVAC systems for the new 72,500 seat stadium, the new 70,000 ft² football ops center, and the new 29,942 ft² sports medicine clinic.

FEB

APR

JUL

SEP

NOV

MAR

Evergreen Medical Center, Redmond at Bella Bottega opens for patients, seven days a week, offering primary, urgent and emergency care. PSF utilizes latest 3-D Building Information Modeling software and techniques for MEP coordination and simultaneously incorporates schedule and cost factoring into the design process.



MAY



Quadrant I-5, Building A, Kidder Mathews receives a "Kilowatt Crackdown" award for energy efficiency by the Building Owners and Managers Association of Seattle King County (BOMA). A thorough site analysis by PSF revealed potential energy-saving opportunities, leading to new strategies and changes in operating parameters.

AUG

The construction team officially breaks ground on **The Bullitt Center**, set to be the greenest commercial building in the world. PSF will be installing all the mechanical systems for HVAC, plumbing and water reclaim systems.



OCT



Construction is completed on the new **LeMay-America's Car Museum**® facility in Tacoma, with a grand opening scheduled for June, 2012.

Meet the PSF People that Make Things Happen



Norm Taylor, Project Engineer

Norm holds a Bachelor of Science degree in Mechanical Engineering from Washington State University and has 27 years of experience including engineering and design for HVAC and plumbing systems. Norm enjoys being grandpa for his three granddaughters, Grace 7, Alexis 5, and Caylee 18 mos. In warm weather, golf becomes time well spent with his wife Dee – where she usually beats him and enjoys reminding him of that fact.



Anna Clark, Contracts Administrator

Anna has 15 years of experience in office management and eight years of experience within the construction industry. She has been married for 26 years and has two daughters, ages 22 and 11. As an avid member of the “Rednecks and Rugrats Jeep Club,” Anna gives back to her community with food bank donations, adopting a family during the holidays and “operation shore patrol,” removing litter accumulated from water and land sources on local ocean beaches.



Alex Hernandez, Executive Assistant to the COO

Alex comes to PSF with more than 10 years experience in administration, including six years in the Architectural Design industry. Away from the office, Alex enjoys period-piece entertainment such as the movie, *Queen Elizabeth* and the HBO Series, *Rome*. She is also a self-proclaimed *Lord of the Rings* “ring head.”



Evan Bishop, Account Executive

Evan holds a Bachelor of Science degree in Business with an emphasis in Marketing from the University of the Pacific and has six years of experience within the AEC industry. Evan likes to fish and spend time with his wife. He is a former Division I baseball player, having played center field for the University of the Pacific.

Employee Spotlight

Chris Whitmyre, P.E., LEED® AP – Project Executive



Chris Whitmyre, P.E., brings nearly 30 years of experience to the PSF construction team, all in the design build environment. Chris holds a bachelor's degree in Solar Environmental Systems from California Polytechnic State University in San Luis Obispo and is a State of Washington registered Professional Engineer. He has overseen all phases of commercial construction projects including pre-construction and

construction on both shell & core and interior build-outs. Chris is focusing on the firm's emphasis in mission critical facilities on healthcare and other complex environments. “What makes each project exciting is working as a team to find creative solutions in a changing world.”

When not at work, Chris enjoys the sport of ‘orienteering,’ where participants use map and compass to

navigate a course both on and off trail. “Each event brings new challenges and new ways to learn.” His adventures do not stop there. He is an avid skier, and enjoys cooking, trail running, sports viewing, and “finding the perfect IPA.”

Chris is married to Sarah (CPA) and they have one son, Andy (currently at Cal Poly, Mechanical Engineering), and dogs Yoda and Padmé.



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