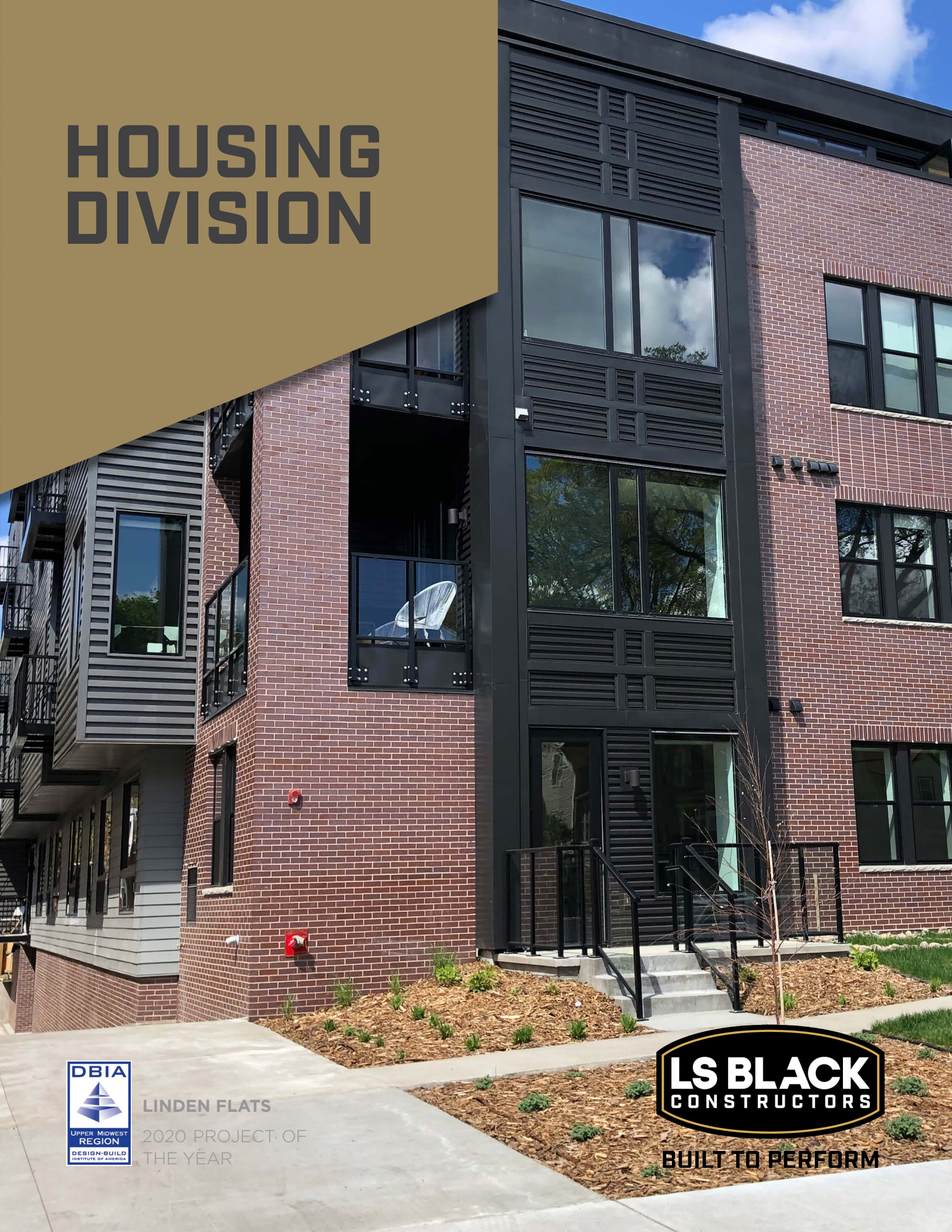


# HOUSING DIVISION



LINDEN FLATS

2020 PROJECT OF  
THE YEAR



**BUILT TO PERFORM**

Our team is built to deliver an exceptional partner experience. Every job. Every interaction. Every time.

- **STERLING BLACK**, CHIEF EXECUTIVE OFFICER

## COLLABORATION THAT BEGINS WITH YOU

**Partner-First Approach** - At the core of any successful partnership is a genuine concern for uncovering the unique needs of the client or trade partner. Our success is rooted in understanding the people and the project so we know without a doubt what matters most when setting goals for success.

**Unique Customer Experience** - Regular check-ins, unbiased reviews of our work, access to leaders that have answers and a commitment to improve - no matter the cost. We're Built to Perform on any project across the country.

## SERVICES

Since 1977, LS Black Constructors has been successfully building relationships and delivering high quality construction projects for clients.

**Scalable Full-Service General Contractor** - Our project teams know construction. Many of our project leaders and trades people have worked on complex, high-profile construction projects across the country. Our unique partnering process is designed to keep the focus on the outcomes that matter most to you.

**Design Build Experts** - This delivery method is proven to save money, reduce project timelines and provide a higher-quality project with features that matter most to our clients.

**Team Accountability** - We're in this together and pledge to work as ONE TEAM while keeping the owners vision at the center of everything we do.

**Operational Excellence** - Professional, clean and safe. We strive to have the most efficient job sites in the country. 5S helps us eliminate waste, streamline production and optimize efficiencies. When we committed to 5S, we made a decision to put safety, organization and effectiveness ahead of deadlines, profits and output.

**5S:** Sort, Straighten, Shine, Standardize and Sustain

**Self-Perform** - We employ the best union workers in the region that provide us with unmatched workmanship for a variety of specialized construction services. See [lsblack.com/services](http://lsblack.com/services) for more information on our self-perform capabilities.

**Development** - LS Black Development develops high-quality real estate projects that focus on affordable and market rate multi-family housing acquisitions, rehabilitations, and new construction projects.

**Owners Representative** - Our O/R team advises owners and ensures that project needs are met and that the project is delivered per the terms of the contract and most importantly, as promised.

## ABOUT

- Established in St. Paul, MN in 1977 (Headquarters)
- Regional office in St. Cloud, MN
- 0.79 EMR Rating
- Experienced Project Leadership
- Success with multiple construction delivery methods and project types across the United States

## MARKETS SERVED

- COMMERCIAL
- FEDERAL
- HOUSING
- DEVELOPMENT



## CORE VALUES

Our core values were developed to ensure our people and partners can grow without limitation.

**Team Mindset** - Integrated and proactive teams. Everyone is encouraged to provide input.

**Own It** - Accountability and pride in what we produce.

**Deliver the News** - Good or bad, communication is the first step in resolving tough challenges.

**Defy Difficulties** - Meet challenges head on and work together to exceed expectations.

**Mind the store** - Focused on operational excellence to drive efficient and profitable projects.

## OUR TEAM EXPERIENCE



**Mark Liska**  
VP Housing Division  
3,200 Multi-Family Units



**Sean Nelson**  
Sr. Project Manager  
1,100 Multi-Family Units



**Denny Lundblad**  
Dir. of Field Operations  
4,000 Multi-Family Units



**Phil Rathje**  
Sr. Preconstruction  
Manager  
2,100 Multi-Family Units

## HOUSING BID INVITATIONS

We want to make it easy to work together. Success, profitability, and confidence comes from our focus on shared values and our desire to be your Housing partner for life.

All housing bid invitations will be sent to you using Pantera at [www.lsblackplans.com](http://www.lsblackplans.com).

Please reach out to Sean Nelson at [snelson@lsblack.com](mailto:snelson@lsblack.com) or Phil Rathje at [prathje@lsblack.com](mailto:prathje@lsblack.com) to add or update your bid invite information.

VISIT PLAN ROOM ON  
PANTERA

## UPCOMING BID OPPORTUNITIES



**The Balsam**  
\$33M | St. Paul, MN



**Canvas**  
\$38M | Minneapolis, MN



**France Ave**  
\$14M | Minneapolis, MN

See more projects at [lsblack.com/housing/](http://lsblack.com/housing/)

## Our promise to you

Our goal is to create partnerships that span a lifetime. Our team is constantly evaluating ways to improve our business and we're making investments in our people and processes to help us achieve that goal. Using our 'every interaction, every time' partner experience mantra, our people have the autonomy to develop a one-of-a-kind experience for our clients, AE and trade partners.

This strategy has been and will continue to be a driver of sustainable growth for LS Black Constructors and our trade partners in the future.



OUR MISSION: Aligning our passion and core values with legacy clients that believe in life long relationships and are focused on providing quality wood frame, multi-family homes for the residents they serve.

### Contact Us

[info@lsblack.com](mailto:info@lsblack.com)  
[www.lsblack.com](http://www.lsblack.com)

#### 🏠 Headquarters

1959 Sloan Place, Suite 220  
St. Paul, MN 55117

📞 (651) 774-8445

#### 🏢 Central Minnesota Office

912 West St. Germain Street, Suite 210  
St. Cloud, MN 56301

(320) 249-8354



# ONE TEAM.