

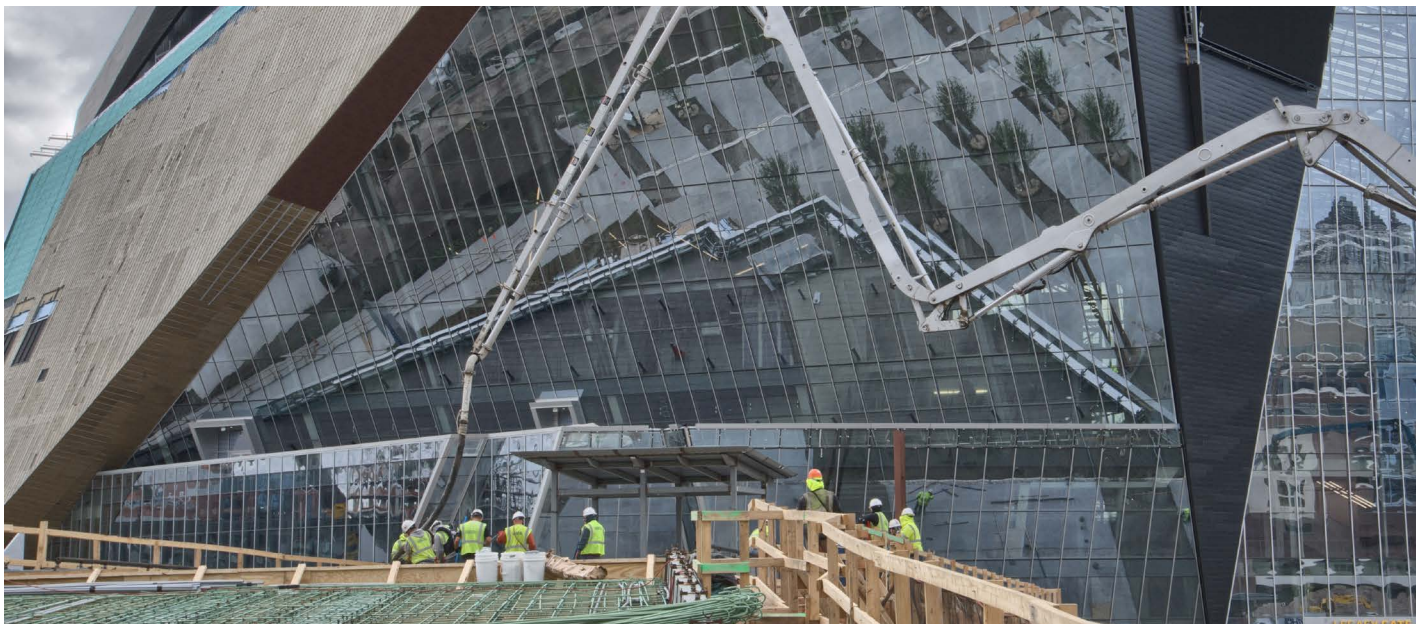
**BUILT TO PERFORM**



*SINCE 1977*

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

STERLING BLACK, CHIEF EXECUTIVE OFFICER



LS Black Constructors is a process-driven and scalable full-service commercial construction company headquartered in St. Paul, Minnesota. Our **‘Partner-First’** Approach thrives on collaboration and delivers on the goals and experiences that matter most to you.

## OUR 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.

■ **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](https://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.



“When you partner with LS Black Constructors, you'll be working with a team of proven and passionate construction professionals that are vested in the success of your project.”

PAT BLOCK, VP - OPERATIONS

**DEFY DIFFICULTIES**

Meeting challenges head on and seeking to find solutions overlooked by others.

**TEAM MINDSET**

We foster pro-active communication and integration on all levels because we believe two heads are better than one.

**OWN IT**

We take pride in our projects and the work we produce.

**DELIVER THE NEWS**

We don't back away from difficult conversations, we believe communication is the first step towards solutions.

**MIND THE STORE**

We are focused on operational excellence to drive profitability.

# OUR VALUES





# OUR MARKET EXPERIENCE

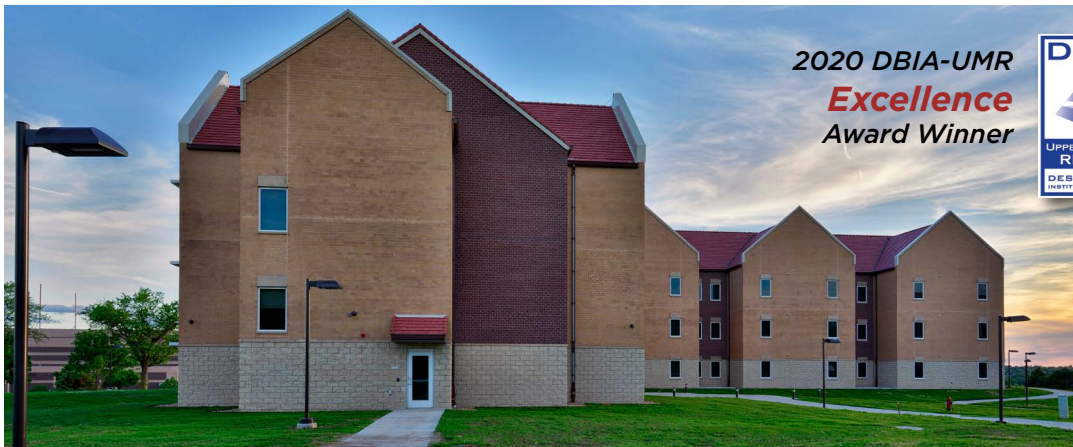
## MARKETS

COMMERCIAL		FEDERAL
HOUSING		DEVELOPMENT
OWNERS REPRESENTATIVE		

## PROJECT TYPES

- HEALTHCARE
- TRIBAL FACILITIES
- EDUCATION
- SPORTS, PARKS & RECREATION
- HISTORIC
- INFRASTRUCTURE
- RESTAURANT
- RETAIL
- COMMUNITY & WORSHIP
- NOT FOR PROFIT
- CULTURAL
- PUBLIC

Visit [www.lsblack.com/markets](http://www.lsblack.com/markets) to view our latest projects.





## THE LS BLACK DIFFERENCE

### OUR COMMITMENT TO OPERATIONAL EXCELLENCE & CLIENT SATISFACTION

When you partner with LS Black Constructors, you'll be working with a team of proven and passionate construction professionals that are vested in the success of your project.

**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.

**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 jobsites 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.

## WHAT OUR PARTNERS ARE SAYING

*I feel LS Black really went above and beyond in the SD pricing to help me understand all scenarios and possibilities which then allowed me to advocate for a larger overall budget. I also appreciate the way that cost-savings are always being pushed and considered along the way.*

- **JULIA G.**, OWNERS REPRESENTATIVE

*Thank you for the opportunity to collaborate on the VA Clinic in Michigan. We are proud to work with a team who is committed to integrity, excellence and giving back to the veterans who have sacrificed so much for our country. We are grateful for your partnership, and we're looking forward to joining forces on the next venture!*

- **DERRICK W.**, REAL ESTATE DEVELOPER

## EXECUTIVE LEADERSHIP TEAM



**STERLING BLACK**  
CEO

For over 25 years, Sterling has acted as the visionary of the firm bringing new, innovative solutions to support project successes, while focusing on teamwork and accountability.



**JIM FRENCH**  
COO

Jim's natural ability to lead has enabled LS Black to continue to attract and retain a group of talented project staff that work in an open book, honest and full-hearted manner to build a culture of teamwork and collaboration.



# OUR TEAM



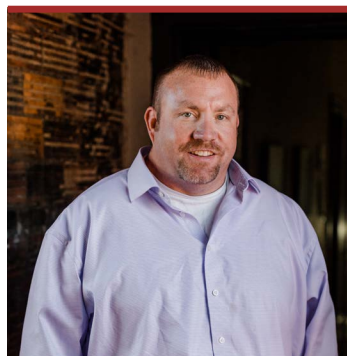
**Pat Block**  
Vice President  
Operations



**Mark Liska**  
Vice President  
Housing



**Casey Thompson**  
Director of  
Preconstruction



**Will Danley**  
Director of Operations  
Commercial



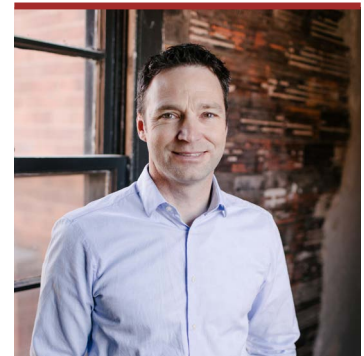
**Greg Hedin**  
Director of Design  
Phase Management



**Dave French**  
Director of Marketing



**Peyton Kringle**  
Director of Business  
Intelligence



**John Urban**  
Safety Director



**Willy Boulay**  
Developer & Vice  
President

**Mike Hudson**  
Developer & Vice  
President

# THE DESIGN-BUILD DIFFERENCE



Your vision is at the center of everything we do. Save time in the schedule and improve the bottom line by utilizing Design-Build construction.

## REDUCED COSTS

Design-Build as a lower unit cost:

**0.3%**

Lower unit cost  
than DBB

**1.9%**

Lower unit cost  
than CMR

## CREATIVE SOLUTIONS WITHIN THE DESIGN PHASE

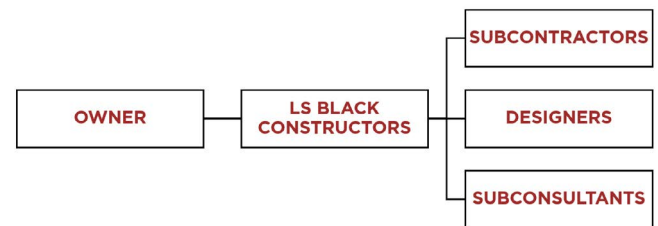
Early interaction between the client and the construction team enhances constructibility and maximizes value.

## DESIGN ALTERNATIVES DRIVE PROJECT VALUE

Close collaboration allows ownership and design teams to assess and select design alternatives that maximize project value while incorporating the owner's unique needs.

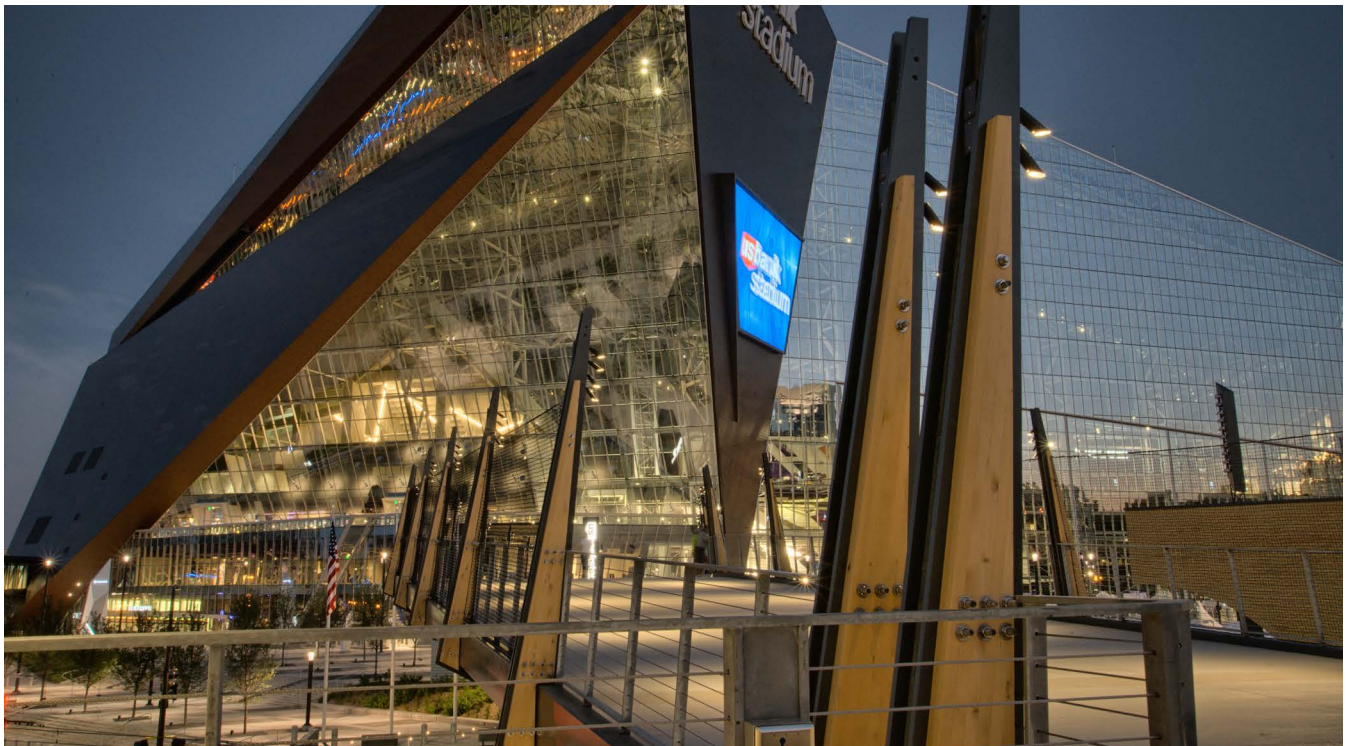
## SINGLE-SOURCE RESPONSIBILITY

Together, we control design and construction. This eliminates disputes and provides flexibility to assemble the best team for the project.



## ADDITIONAL BENEFITS

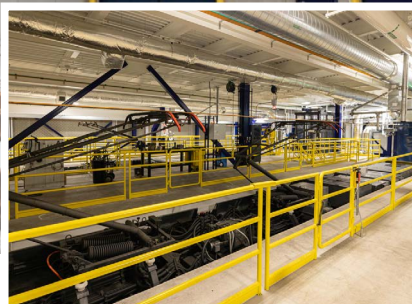
- Early commitment to the budget
- Increased confidence
- Improved quality
- Innovative ideas



Contact us for more information at [info@lsblack.com](mailto:info@lsblack.com)



# EXPERIENCE FEATURED PROJECT



## DESCRIPTION

LS Black was hired to provide construction services at the Franklin Operations & Maintenance Facility in downtown Minneapolis. These significant site upgrades were planned as part of the Southwest Light Rail Transit project. The facility is being upgraded to accommodate the addition of new trains that will service a 14.5 mile extension of the Metro Green Line, which is scheduled to begin service in 2023.

The additions included five new working bays for the light rail vehicle maintenance shop and a new rail control center, where rail supervisors monitor trains and passengers. The project also included extending an area used to clean light rail vehicles.

The Franklin Operations & Maintenance Facility is located on the path of the Metro Blue Line, which runs between downtown Minneapolis and the Mall of America, and primarily services the Blue Line's light rail vehicles.

This successful project is the result of a highly collaborative project planning process and a focus on operational excellence.

**PROJECT:** Franklin Operations and Maintenance Facility

**LOCATION:** Minneapolis, MN

**OWNER:** Metropolitan Council

**COST:** \$38,500,000



**BUILT TO PERFORM**



# EXPERIENCE

## PUBLIC, RECREATION + CULTURAL



**PROJECT:** Currie Park

**LOCATION:** Minneapolis, MN

**OWNER:** Minneapolis Park & Rec Board

**ARCHITECT:** N/A

**COST:** \$3,050,839

**DESCRIPTION:** Project included new construction of restrooms, splash pads, sports fields and park equipment.



**PROJECT:** US Bank Stadium Interior Modifications

**LOCATION:** Minneapolis, MN

**OWNER:** US Bank Stadium

**ARCHITECT:** ME Engineers

**COST:** \$2,000,000

**DESCRIPTION:** Work included the addition of the Intel server/control room, women's locker room, bathrooms, and major upgrades to the video production room.



**PROJECT:** UMD Sports & Health Center

**LOCATION:** Duluth, MN

**OWNER:** University of Minnesota, Duluth

**ARCHITECT:** Architecture Advantage, LLC

**COST:** \$5,665,539

**DESCRIPTION:** Project consisted of HVAC upgrades, new mechanical penthouse, ductwork, piping, temperature control system and replacement of the gymnasium floor.



**PROJECT:** Rice Park Revitalization

**LOCATION:** Saint Paul, MN

**OWNER:** City of St. Paul

**ARCHITECT:** N/A

**COST:** \$1,667,628

**DESCRIPTION:** Project consisted of the renovation of Rice Park in downtown St. Paul and a face lift to this historic park. The park provides a gathering space for the community.



**PROJECT:** Eastman Nature Center

**LOCATION:** Bloomington, MN

**OWNER:** Three Rivers Park District

**ARCHITECT:** MSR Design

**COST:** \$4,000,000

**DESCRIPTION:** The new 13,000 SF facility features quiet observation rooms, large classrooms, exhibit space, an open-air deck, coffee servery and restrooms.

# EXPERIENCE

## K-12 EDUCATION



**PROJECT:** Mahtomedi High School

**LOCATION:** Mahtomedi, MN

**OWNER:** Mahtomedi Public Schools

**ARCHITECT:** LHB Architects

**COST:** \$4,000,000

**DESCRIPTION:** Project included reconfiguring the 200,000 SF educational facility to create a progressive STEM-based environment.



**PROJECT:** Richfield High School

**LOCATION:** Richfield, MN

**OWNER:** Richfield Public Schools

**ARCHITECT:** Wold Architects

**COST:** \$37,680,062

**DESCRIPTION:** Project consisted of a new secure entry/administration, commons, three-story link, gymnasium, kitchen, cafeteria, courtyard and locker rooms.



**PROJECT:** Ericcson Elementary

**LOCATION:** Minneapolis, MN

**OWNER:** Minneapolis Public Schools

**ARCHITECT:** LSE Architects

**COST:** \$5,360,921

**DESCRIPTION:** Project included a full basement remodel to transform the space into a commercial grade kitchen, cafeteria, as well as a 1,200 SF addition.



**PROJECT:** Andersen United Community School

**LOCATION:** Minneapolis, MN

**OWNER:** Minneapolis Public Schools

**ARCHITECT:** LSE Architects

**COST:** \$7,000,000

**DESCRIPTION:** Construction included heavy demolition, followed by a major renovation and addition to the front entry, main office, lobby/commons, Family Service Center, and science class room.



**PROJECT:** South Saint Paul Secondary School

**LOCATION:** South Saint Paul, MN

**OWNER:** Minnesota Special School District #6

**ARCHITECT:** Wold Architects & Engineers

**COST:** \$15,800,000

**DESCRIPTION:** Renovation included demolition and build out of new classrooms, computer labs, resource and media rooms, complete with new MEP systems and an elevator.



# EXPERIENCE

## COLLEGIATE



**PROJECT:** University of MN Equine Center

**LOCATION:** Saint Paul, MN

**OWNER:** University of Minnesota

**ARCHITECT:** Alliance

**COST:** \$380,263

**DESCRIPTION:** Remodel included installation of one of the first equine standing CT scans in the area. The standing CT scan requires no anesthesia, making it safer for the horses.



**PROJECT:** Flynn town Village Townhomes & Stumpf Lake Bridge

**LOCATION:** St. Joseph, MN

**OWNER:** Saint John's University

**ARCHITECT:** BWBR

**COST:** \$11,000,000

**DESCRIPTION:** Demolition of existing townhomes and new build of Flynn town Townhome Village. New bridge built over Stumpf Lake to connect village to campus.



**PROJECT:** UMN Boynton Hall Electrical Feeder Replacement

**LOCATION:** Minneapolis, MN

**OWNER:** University of Minnesota

**ARCHITECT:** Karges Faulconbridge, Inc

**COST:** \$1,200,000

**DESCRIPTION:** Project consisted of removal and replacement of all fire suppression systems at Boynton Health Center.



**PROJECT:** St. Paul College Renovation

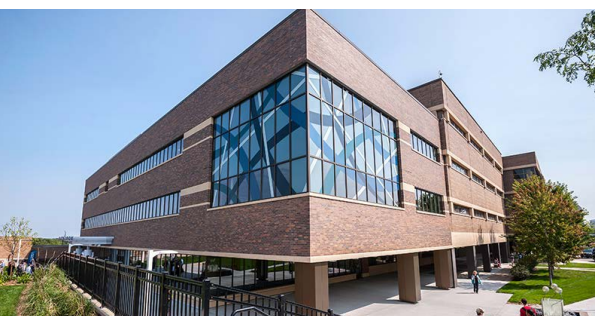
**LOCATION:** Saint Paul, MN

**OWNER:** St. Paul College

**ARCHITECT:** TKDA Architects and Engineers

**COST:** \$10,800,000

**DESCRIPTION:** Project was a 57,000 SF renovation of industrial trades classroom and lab space, as well as a new 15,000 SF, 4-story link connecting the shops and classrooms to the primary campus.



**PROJECT:** St. Paul College Transportation Renovation

**LOCATION:** Saint Paul, MN

**OWNER:** St. Paul College

**ARCHITECT:** LHB, Inc

**COST:** \$11,210,000

**DESCRIPTION:** Renovation included a reconfiguration of corridors, shop areas, classrooms, office space, and removal and replacement of MEP systems serving the facility.

# EXPERIENCE SPECIALTY HEALTHCARE



**PROJECT:** VA Healthcare Clinic

**LOCATION:** Des Moines, IA

**OWNER:** Johnson Development

**ARCHITECT:** SciArt Studios

**COST:** \$13,148,741

**DESCRIPTION:** The new construction facility is designed to create an environment that promotes a sense of welcome, caring and comfort for the long-term patients it serves.



**PROJECT:** VA Healthcare Clinic

**LOCATION:** Ann Arbor, MI

**OWNER:** Johnson Development

**ARCHITECT:** SciArt Studios

**COST:** \$21,263,417

**DESCRIPTION:** The new VA Healthcare Clinic will serve roughly 14,000 veterans in Western Wayne County upon completion in spring 2021.



**PROJECT:** Specialized Treatment Services

**LOCATION:** Saint Paul & Brooklyn Park, MN

**OWNER:** Specialized Treatment Services

**ARCHITECT:** Mohagen Hansen

**COST:** \$2,600,000

**DESCRIPTION:** The clinics feature a variety of treatment rooms, offices, and conference rooms to facilitate patient needs.



**PROJECT:** HealthEast Stillwater Clinic

**LOCATION:** Stillwater, MN

**OWNER:** M Health Fairview

**ARCHITECT:** Mohagen Hansen

**COST:** \$1,381,000

**DESCRIPTION:** The clinic features a full spectrum of family health care services, including an on-site lab services, digital x-ray technology, a weight loss program, prenatal care.



**PROJECT:** Fresinus Medical Centers

**LOCATION:** Seven Locations around MN

**OWNER:** Fresinus Medical Care

**ARCHITECT:** Christopher Kidd Architects

**COST:** \$6,900,000

**DESCRIPTION:** Each clinic is approximately 6,200 SF with 12 beds, exam rooms, lounge, offices, and water treatment area. Additional work included new HVAC and MEP systems.



## 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 into the future.”

JIM FRENCH, CHIEF OPERATING OFFICER

### Contact Us

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### JOIN US ON SOCIAL



# ONE TEAM.