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QUARTERLY

Efficiency First!

(The most important law you've never heard of)

By Dan Hering, Business Development Manager, Energy Services

On July 26, 2009, Governor Christine Gregoire signed into law Senate Bill 5854, also known as Efficiency First! It was easy to miss this legislative landmark this summer what with health care reform, Swine Flu, continued economic turmoil and even Michael Jackson's death. However, if you have not heard of this law, you will and if you do not understand it, you should. This law will impact everyone who designs, builds, owns, manages, leases, finances or occupies a building greater than 10,000 square feet. Here is what you should know about this law:

1. Energy Codes: By 2031, all residential and non-residential construction shall achieve a 70% annual energy reduction from the 2006 code. The State Building Code Council shall adopt energy codes from 2013 to 2031 that incrementally move towards achieving that goal.
2. Energy Benchmarking: Beginning January 1, 2010, qualifying utilities shall maintain records of the most recent 12 months energy consumption data for all non-residential and qualifying public agency buildings, and upon request by the owner, will upload the information into the EPA's Energy Star Portfolio Manager.
3. Phased Energy Ratings Disclosure: Based on the size time frame guidelines below, a non-residential building owner, operator or agent shall disclose the Energy Star Benchmark data to any prospective buyer, lessee or lender by:
 - a. January 1, 2011 - for buildings over 50,000 square feet
 - b. January 1, 2012 - for buildings over 10,000 square feet

It would be easy to rail against this law as yet another bureaucratic mandate which will drive up operating costs and offer little value. However, this may be a situation where laws actually work in concert with free market transformations. The concepts of energy benchmarking and transactional energy

disclosure represent a growing movement in the real estate industry to establish national standards which rate tangible, sustainability-related real estate attributes such as energy efficiency. National consensus standards can assist the underwriting process in identifying financial risk for primary lenders, equity investors and secondary market investors. In the not too distant future, an energy efficient building will be easily identifiable as more financially valuable and less risky than one that is not as efficient. One of these rating standards, the Capital Markets Partnership's (CMP) "Green Value Score," incorporates the Energy Star label into the rating.

In addition, a recent McGraw Hill survey reveals that 60% of corporate leaders expect to retain and attract customers and employees, as well as experience reduced costs and greater productivity as a result of their investments in sustainable features and energy efficiency. For them, being able to identify their facilities as highly energy efficient and "green" is becoming a key differentiator when trying to acquire new talent and new revenue.

For more on Efficiency First!, Energy Star Benchmarking, Transactional Energy Disclosure or National Energy Efficiency Ratings, contact one of PSF's Design Build Energy Specialists at 206-764-9663.



PSF Safety By Drew Rosenfelt, Safety Director



For the second year in a row, PSF Mechanical has achieved a Washington State EMR of .6000 placing PSF second out of 46 participating companies in SMACNA Western Washington and seventh among more than 2000 Washington companies that report work hours in the mechanical trades. This accomplishment comes from a greater focus on improving PSF's safety program and putting

CURRENT PROJECTS

- Fleet Region Readiness Center
Everett, WA
New Construction
HVAC, Plumbing & Piping
- Auburn Regional Medical Plaza
Auburn, WA
Build-out
HVAC
- 3000 Western Avenue
Seattle, WA
AHU Replacement
- Nordstrom South Shore Plaza
Braintree, MA
New Construction
HVAC
- Nordstrom Rack at Miracle Marketplace
Miami, FL
Remodel of Existing Building
HVAC, Plumbing & Piping
- Nordstrom Rack at The Centre at Post Oak
Houston, TX
Remodel of Existing Building
HVAC

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more attention on getting employees back to work after an injury. Our success is the result of the efforts of PSF Claims Manager, Diane Growden; Safety Director, Drew Rosenfelt; along with our shop and field superintendents and foremen who are on the jobsites doing the hard work implementing PSF's safety program. Congratulations on the good work!



PSF Team:

John King - Account Executive; Drew Rosenfelt - PM; Joe Dorman - Engineer; Vaughn White - Foreman

Coal Creek YMCA

- 49,393 ft² 2-story Recreation Center with Pool
- Newcastle, WA
- Seeking LEED® Silver certification for New Construction 

Team Members:

- GC - GLY Construction
- Architect - Lance Mueller & Associates
- Owner - Greater Seattle YMCA
- HVAC - PSF Mechanical, Inc.

HVAC Systems:

- 1 Trane 50-ton cooling only VAV Intellipak with series fan terminal units and electric heat
- 4 Trane constant volume units with CO₂ demand ventilation for gym and exercise rooms
- Trane DDC controls
- 1 Innovent 100% outside air heat recovery unit serving the natatorium with stand-alone DDC controls

Unique Design Challenges:


- Mechanical screening for all HVAC units on the roof



PSF Team:

John King - Account Executive; Sabrina Roberts - PM; Ron Cummins - Engineer; Gabe Ramirez - Sheetmetal Foreman; Gordon Rice - Piping Foreman

Joshua Green

- 93,994 ft² Office & Retail Space
- Seattle, WA
- Awarded 3 Green Globes™ 

Team Members:

- GC - Lease Crutcher Lewis
- Architects - Weaver Architects
- Owner - Joshua Green Corporation
- HVAC & HVAC Piping - PSF Mechanical, Inc.

HVAC & HVAC Piping and Plumbing Systems:

- Water source heat pump loop
- Heat rejection by fluid cooler
- Steam-to-water heat exchanger using Seattle Steam Co.
- Tempered ventilation air unit with water cooled condenser

Unique Design Challenges:

- Maintaining unique character of building while modernizing environmental system
- Retaining ceiling heights on office floors
- Providing elevator shaft pressurization to existing elevator



PSF Team:

Jim Reynolds - Account Executive; Andrea Hovey - PM; Ron Marson - Engineer; Bob Anderson - Foreman

Bellevue First Presbyterian, Education Wing

- 55,036 ft² 4-story Educational Facility
- Bellevue, WA

Team Members:

- GC - GLY Construction, Inc.
- Architect - Mithūn
- Owner - Bellevue First Presbyterian Church
- HVAC & HVAC Piping - PSF Mechanical, Inc.

HVAC & HVAC Piping Systems:

- Carrier AHU, Chiller, RTUs & DDC System

Energy Saving Strategies:

- Demand controlled ventilation reduces energy costs while providing improved air quality

Unique Design Challenges:

- Neighborhood design restrictions precluded the use of any rooftop equipment
- Heavy ventilation loads (due to high occupant loads) necessitated high-efficiency means for heating and cooling outside air

Integrated Project Delivery: A Child of Innovative Ideas

By Jim Reynolds, President

The Pacific Northwest has been a hot-bed of design/build since the early 1970s. To those of us who “grew up” in the design/build environment, Integrated Project Delivery (IPD) seems like a natural progression of the design/build process. In the past several years there has been a narrowing of the division between the traditional plan/spec (design-bid-build) model and the design/build (bid-design-build) model, with the emergence of the design/assist model (integrated design & cost – build) model. I believe the design/assist method has demonstrated that design/build contractors and consulting engineers can work very well together, bringing the benefits of both entities to the project.

In the IPD model, the design and construction team is assembled at the very beginning of the process. All design and construction team members work from a common contract that is geared to mutual success and sacrifice: the realization of the win-win ideal becomes possible. Consultants cannot practice LEAN process without the eyes and field knowledge of those who build, and it is clear that the benefits of that field knowledge are better delivered through

teamwork and cooperation than through the change order process. Having all team members represented on an equal-peer level; encouraging all to achieve the target ideals of LEAN construction with no compromise to quality or scope; and sharing mutually in the risks and rewards will result in a superior result for everyone involved, especially the building owner.

IPD is the Three Musketeers of the construction industry—“All for one and one for all!”—as we take on the biggest enemies of all: waste and inefficiency. The new format is one project, one team and one contract. Gone is the penalty contract in favor of an agreement that incentivizes the cooperative team relationship. Those who are not team players need not apply. Benefits of this “relational contract”:

- Integrates the project team
- Shared decision making
- Incentivizes team performance
- Reduces team risk
- Results in high performance and team-oriented behavior
- Time and cost savings

Gone also are the lump-sum and G-Max contracts, replaced with the Estimated

Maximum contract, with a pain-sharing/gain-sharing structure. Target value design is the new budgeting tool; costs are established for everything and design proceeds accordingly rather than estimating after the fact to detailed drawings. Cost analysis is used to lead the design. The incentive pool is set early and is at risk for all. Once the pricing is set, without owner-initiated change, there is no provision for change orders.

Three-dimensional modeling is used to save time and costs as the BIM process is used to pre-fit the building’s systems before a shovel of dirt is turned. Fitment redesign is completed in digital media, not at the expense of costly field labor and construction schedule impacts. The preconstruction team is larger, involving field personnel who bring their extensive experience into the design process. The positive effect of their early input results in waste elimination and improved scheduling of the actual construction work. It appears IPD will deliver on the promise of “win-win” we’ve heard for years.

PSF EMPLOYEE SPOTLIGHT

Jim Hardie, “Mr. Sunshine” Chief Estimator

Jim has been key in helping to develop our in-house estimating tools. The program we use, called EST, has both HVAC and plumbing/piping capability. It is integrated with our CAD/MEP systems and is an essential component in managing information on BIM projects, sharing data such as actual material takeoff and labor information that is back-checked against actual job costs. As customers begin the move toward IPD projects these tools will prove to be an invaluable asset to the team.

Jim has become an integral part of

the PSF team and heads up our sales group’s estimating efforts as our Chief Estimator. Jim isn’t satisfied just stripping off jobs. He has a desire to understand each project, our customer’s needs and how we can help our customers identify and eliminate risk by bringing innovative ideas and solutions to the table.

In a recent in-house newsletter, Jim was nicknamed “Mr. Sunshine” by our CEO, Warren Beardsley. He has earned that nickname as he truly is a bright ray of sunshine in our office; always positive. His enthusiasm is infectious and he



has greatly enhanced the quality of our team. Jim’s experience includes owning and managing his own contracting business and working for one of the country’s largest general contractors. He spends his free time building, re-building or fixing something - houses, cars, tools - and nothing makes him happier than finding an outstanding deal on a new tool at Home Depot.

Meet the People That Make Things Happen



Joel Smith, Engineering Technical Director – Joel joined PSF in 2009 but has been a well-known figure in the Northwest design/build mechanical industry for more than 30 years. He has been responsible for Engineering, Sales and was a principal at both MacDonald-Miller and Hermanson Company. Joel has been a Seafair Pirate for 10 years. The Seafair Pirates raise funds for local charities and are goodwill ambassadors for the city of Seattle.



Carrie Rulison, Executive Sales Assistant – Carrie is a LEED® Accredited Professional and has a Bachelors Degree in Mathematics. She comes to PSF with 25 years of experience. Carrie is also a member of the Alpentel Volunteer Ski Patrol and enjoys spending time skiing, hiking, and sport fishing in the Queen Charlotte Islands.



John Eldridge, Account Executive, Service Sales – John recently joined the Service Sales team. He manages his 12 year old daughter's softball team and helps with many of her school activities. He enjoys camping, taking time to be with friends as well as fitness. He also has a special interest in old hot rods and working on them.



Connie Koch, Payroll Specialist – Connie recently joined PSF and came to us with 30 years of experience under her belt. She took a two-year detour into the world of long-haul trucking joining her husband, and is the proud holder of a Commercial Driver's License. She is proficient with 10-speed through 18-speed rigs. She enjoys water skiing with her husband, spending time with her family and delighting her coworkers with her German baked goods.

PSF Employees Pitch In

PSF helped sponsor NAIOP's 2009 Community Enhancement Project at the Ryther Child Center which took place on September 26th and six PSF employees and friends were there to lend a hand. Approximately 350 participants from NAIOP's Washington State member companies from the Western Washington area revitalized the 10-acre campus by painting, cleaning, installing new carpet, landscaping, replacing fencing and building a climbing structure, creating a new nature trail, and fixing up the parking lot. NAIOP's support will make it possible for The Ryther Child Center to take funds allocated for maintenance and repair of the facility and use them for the care of the children in their program. NAIOP's Washington State Chapter organizes a community enhancement day each year. PSF looks forward to participating again in 2010!



Photo left: Jim Reynolds, Robert Willis, Diane Growden, Jill Hughart; Photo right: Diane Growden

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For more information or key contacts list, visit our web site at:
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