

PART 5: FORM E - COMPANY PROFILE/ INFORMATION
KCDA IFB #11-255 – PORTABLE/MODULAR BUILDINGS/MULTIPLEX BUILDING
SYSTEMS & RELATED SERVICES

(VENDOR MUST RETURN WITH IFB RESPONSE OR BE DETERMINED
UNRESPONSIVE & BE DISQUALIFIED**)**

Note: This is a sample form. Actual data must be provided on disk, and printed. Original must be signed and inserted in the bid after it is printed.

Proper evaluation of bidders requires information about their companies.

- 1a. Public Companies must provide their most recent yearly report to stockholders.
- 1b. Private Companies must answer the questions below.
 - a. Provide a brief history of your company that includes the type of business and its philosophy of doing business. If the bidder has recently purchased an established business, or has proof of prior success in this business, or a closely related business, please provide written verification.
 - b. Indicate the location of the headquarters of the company. List any branch offices in the state of any KCDA member state. Provide the name, title, qualifications and experience of your employee (s), that will coordinate the work and be the general contact for this contract.
 - c. For purposes of determining a bidder's ability to perform financially, attach a letter from your financial institution that indicates the line of credit available to you currently, and evidence of financial stability over the past three (3) years. This letter does not need to identify a dollar amount; instead, a credit range should be indicated. (For example, "credit in the low six figures" or "a credit line exceeding five figures").
2. Gaps sometimes exist between management (those who respond to IFB's) and sales staff (those who contact the public educational institutions) that result in problems. Provide the Names of your key sales people, phone numbers and states for which they are responsible.

X 

**Signature (Must be same signature as on Acceptance of IFB &
Contract Award)**

* See the following Company Profile information

COMPANY PROFILE



Pacific Mobile Corporate Headquarters Chehalis, WA

Our History:

Founded by Dick Haakenson in 1983, Pacific Mobile Structures, Inc. began operations out of a modest 10'x50' mobile office trailer on a one-acre piece of property in Chehalis, WA.

The company successfully completed several government contracts at the Hanford, Satsop, and Department of Energy sites during the early years and grew steadily throughout the 1980's.

In 1990's Pacific Mobile was awarded the KCDA modular classroom contract. Up until that point, the contract was not utilized significantly. Through the aggressive marketing efforts of Pacific Mobile, orders for modular classrooms grew from less than \$1,000,000 to over \$6,000,000 per year during that time period which developed very strong working relationships with major school districts such as North Shore and North Thurston.



Service Facility Marysville, WA

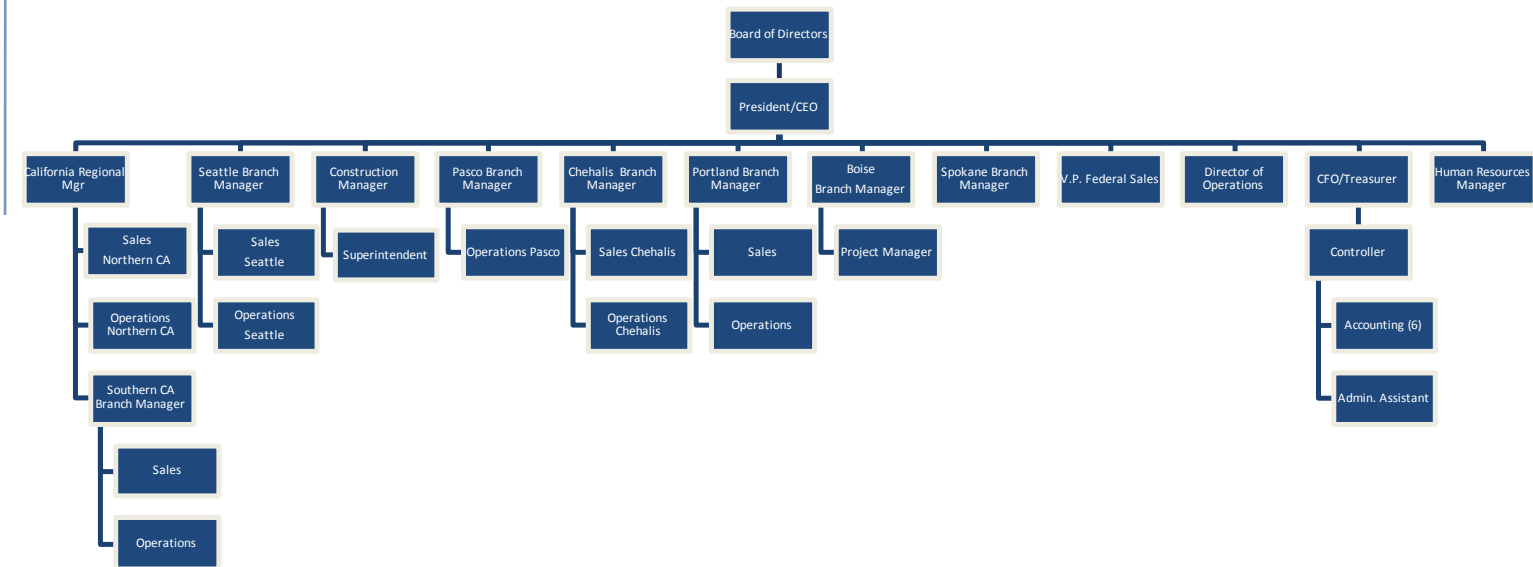
In 1995, Pacific Mobile began an aggressive expansion of their mobile office and classroom rental fleet. This required the expansion of existing locations and the addition of new facilities throughout the West Coast. The company has developed eight branch locations and has grown to be the largest family-owned provider of commercial mobile and modular buildings in the Western States. Our product line includes mobile office trailers, modular classroom buildings, steel storage containers, and temporary and permanent commercial modular buildings. To be able to provide the highest level of customer service, the company maintains 9 delivery trucks, 14 field service vehicles, and 22 skilled service technicians located within the KCDA member states.

The corporate headquarters are still located on the same property as where the company started. In 1997, the company designed and built a 12,000 square foot two-story modular building that serves as the corporate headquarters today.

OUR PHILOSOPHY

Pacific Mobile Structures, Inc.

KCDA IFB 11-255



Core Principles:

Maintain the company as a family owned business. We are a modular building company that makes decisions for the long term benefit of the company and our industry. We are not required to report short term financial performance to outside investors that tend to focus on making decisions for short term gain.

Maintain the company's entrepreneurial spirit. We have a very flat organizational structure in which branch managers report directly to the CEO. This requires us to have highly capable people in these positions in which we empower to make decisions that honor the company's mission and values.

Provide personal and professional growth opportunities. We encourage continuing education and prefer to promote from within the company.

Improve the company's financial strength and flexibility. Profits are reinvested back into the company to create a desirable working environment.

Maintain a culture of service over self-interest. Those that help others to become successful will be positively rewarded in our company.

BRANCH LOCATIONS

Pacific Mobile Structures, Inc.

KCDA IFB 11-255



New Marysville Branch, built in 2009

The following is a listing of our office locations within the KCDA member states:



Corporate Headquarters and Chehalis branch

Year opened: 1983

Location: 1554 Bishop Rd. Chehalis, WA 98532

Current employees: 22

Telephone: (800) 225-6539

Seattle Branch

Year opened: 1999

Location: 13806 45th AVE Marysville, WA 98271

Current employees: 17

Telephone: (877) 225-5298

Tri-Cities Branch

Year opened: 1991

Location: 3300 C East A Street Pasco, WA 99301

Current employees: 18

Telephone: (800) 660-7174

Portland Branch

Year opened: 1995

Location: 13970 Fir Street Oregon City, OR 97045

Current employees: 8

Telephone: (877) 267-3436

Spokane branch

Year opened: 2008

Location: 17307 S. Robinette Cheney, WA 99004

Current employees: 1

Telephone: (800) 225-6539

Boise Branch

Year opened: 1999

Location: 5305 W. Diamond Boise, ID 83705

Current employees: 4

Telephone: (800) 660-0738

COMPANY OFFICERS



Chairman of the Board

DICK HAAKENSON

In 1983, Mr. Haakenson started Pacific Mobile Leasing. Pacific Mobile Leasing consisted of only Mr. Haakenson and one other sales person completing projects which involved bid jobs and portable classrooms. In 1990-1993, Pacific Mobile successfully bid on the KCDA classroom purchasing contract. Although the contract had been poorly marketed by previous companies, Mr. Haakenson built it up to a very active purchasing vehicle with over \$4MM in annual revenues. During the 1990's, Mr. Haakenson purchased several companies in the mobile office rental business, and renamed the company Pacific Mobile Structures, Inc.

Through Mr. Haakenson's direction, the company has grown to 8 branches throughout the west coast and to over \$45 million in sales and 100 employees. With its large rental fleet and excellent reputation, he has built a highly regarded and financially stable company where customers, service and employees are the most important assets.

Mr. Haakenson is now Chairman of the Board and helps steer the course for the company and ensure that it remains true to its values and mission.



CEO/PRESIDENT

GARTH HAAKENSON

Upon graduating from Western Washington University in 1995 with a degree in Business Finance, Garth moved to Modesto California to develop the custom modular sales business in a small three person branch operation for Pacific Mobile. During his three year tenure, sales grew over 400% and the branch now has 22 full-time employees. In 1998, Garth moved back to Washington State to open up a start-up branch in the town of Marysville. Starting out from a home office and no employees, Garth took a hands-on approach to his branch in the beginning by performing all phases of the mobile office rental business from repair & maintenance, delivery & installation, to the selling and administrative functions. By 2007, the branch had grown to revenues over \$10,000,000 and 15 full-time employees. In 2008, Garth was promoted to the President and CEO of the company and he currently resides in Chehalis Washington working out of the corporate headquarters.

Garth is currently serving a two-year term on the board of directors of the Modular Building Institute, the national commercial modular trade association. He is passionate about supporting local sports teams and coaches basketball for the local 4th grade girls basketball program.



CORPORATE SECRETARY

JEAN SHERIDAN

Jean started with the company doing the accounting from home in 1983. As the company continued to grow, her responsibilities expanded. She retired from her career as an escrow officer, and came to work full time for Pacific Mobile in 1991. She was the contact person for KCDA once a school district had purchased a building and coordinated the project with the school. She continued the accounting responsibilities and coordination of special projects over the years.

Ms. Sheridan continues to serve as Secretary of the Board of Directors and enjoys seeing the success of the company because of the hard work of the management team and all the quality employees.



CFO/TREASURER

GRETCHEN MOORE

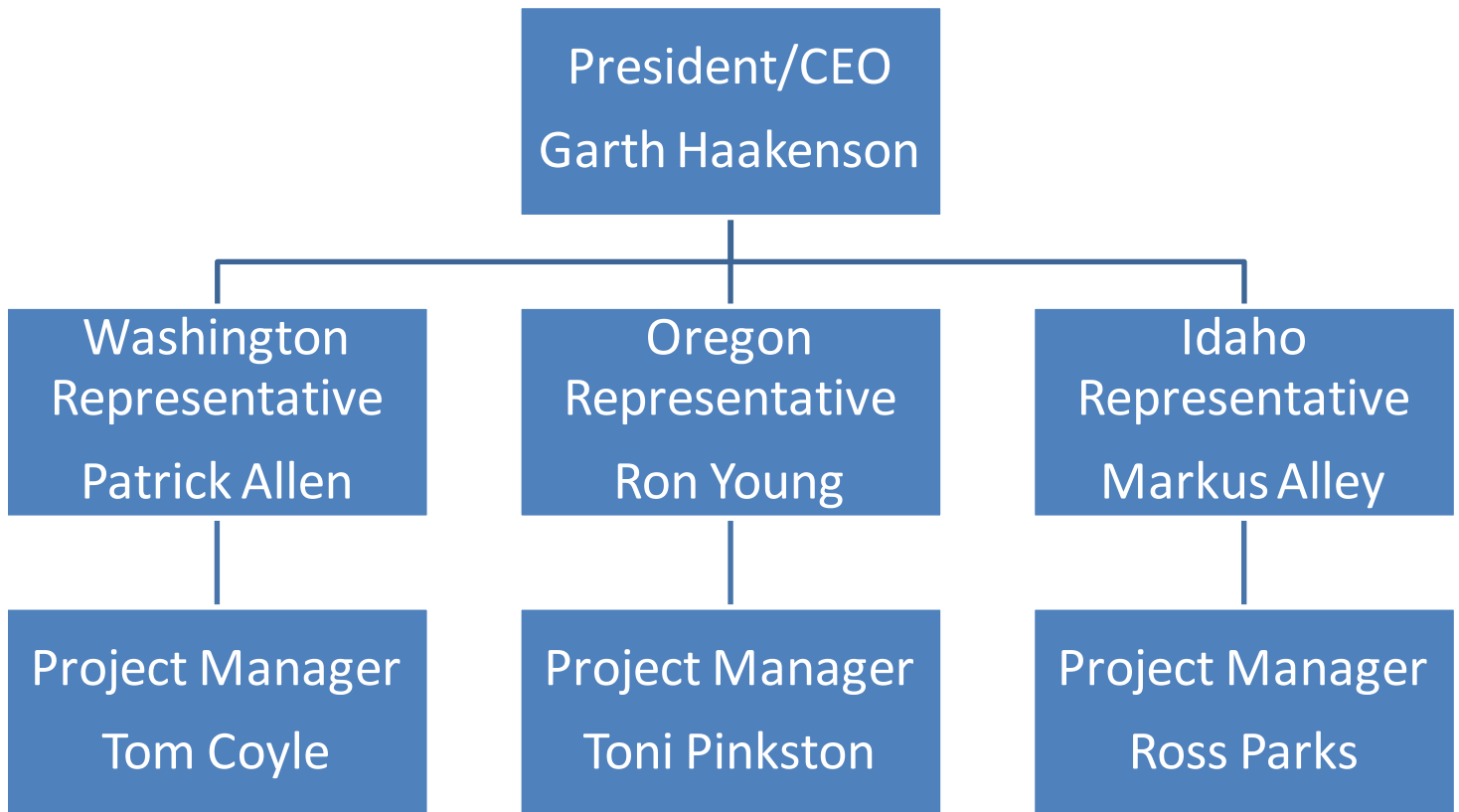
graduated in 1994 from Western Washington University with a degree in Accounting and a minor in Business Administration. After graduation, she went to work for Stevedoring Services of America which is a large international stevedoring company based out of Seattle. Her role as an Accounting Manager gained her vast experience in managing joint venture relationships and branch facilities located all across the nation. In 1999, Gretchen decided to move back to Onalaska, where she grew up. Working out of the corporate headquarters in Chehalis, she became the Controller for Pacific Mobile. Gretchen has been successful in establishing and implementing new policies and procedures to reduce the company's overall risk as well as centralizing the accounting and data base systems. She has also developed tools to help develop a more sophisticated financial reporting structure. In 2008, Gretchen was promoted to CFO and Treasurer of the company.

Gretchen is a key executive member of the Vistage Leadership Group as well as a member of the Modular Building Institute, which is the national commercial modular trade association. She enjoys volunteering at her children's schools, camping and hiking.

MANAGEMENT STRUCTURE

Pacific Mobile Structures, Inc.

KCDA IFB 11-255



Garth Haakenson (CEO- ph. 800-225-6539):

The CEO will oversee all aspects of company operations, and when appropriate, be able to bring quick resolution to any issues that may arise during the course of completing a project. Garth is one of four owners of Pacific Mobile and has 16 years experience in all aspects of commercial modular construction.

Patrick Allen (Washington representative and general point of contact- ph. 877-225-5298):

The primary point of contact with the Client to determine needs and direct the day-to-day duties of the project team to provide the highest level of customer service for all Washington based projects. Also the point of contact for general contract inquires. Patrick has 18 years experience in all aspects of commercial modular construction.

Ron Young (Oregon Representative- ph. 877-267-3436):

The primary point of contact with the Client to determine needs and direct the day-to-day duties of the project team to provide the highest level of customer service for all Oregon based projects. Ron has 28 years experience in all aspects of commercial modular construction.

Markus Alley (Idaho Representative- ph. 800-660-0738):

The primary point of contact with the Client to determine needs and direct the day-to-day duties of the project team to provide the highest level of customer service for all Idaho based projects. Mark has 12 years experience in all aspects of commercial modular construction

Tom Coyle (Washington Project Manager- ph. 877-225-5298):

Responsible for performing the installation per the Statement of Work. Main point of contact relating to field work for all Washington based projects. Tom has 28 years experience in all aspects of commercial modular construction.

Toni Pinkston (Oregon Project Manager- ph. 877-267-3436):

Responsible for performing the installation per the Statement of Work. Main point of contact relating to field work for all Oregon based projects. Toni has 20 years experience in all aspects of commercial modular construction.

Ross Parks (Idaho Project Manager- ph. 800-660-0738):

Responsible for performing the installation per the Statement of Work. Main point of contact relating to field work for all Idaho based projects. Ross has 20 years experience in commercial and residential construction. He has two years experience in performing installation of modular buildings

MARKETING PLAN

Pacific Mobile Structures, Inc.

KCDA IFB 11-255

Pacific Mobile is the only commercial modular building provider that is based in the state of Washington. As a result of this, over 75% of our revenue comes from business generated from the three proposed member states of Washington, Oregon and Idaho. Our company views this as a mutually beneficial partnership and is very committed to maximizing the potential that the KCDA contracting vehicle allows.

Pacific Mobile has held the KCDA contract in the past and has done business with most of the school districts in Washington. As you will see in our Company Profile and Reference Section, Pacific Mobile has the experienced personnel to successfully complete any type of modular construction project which will reflect positively on KCDA to help expand and retain membership in its programs.

In June of 2010, Pacific Mobile acquired Heritage Modular based out of Marysville Washington. Heritage Modular is a full service general contractor specializing in commercial modular building installations and relocations. They have been an industry leader in the Pacific Northwest for over 15 years. Through a commitment to their customers, attention to detail, and quality workmanship, Heritage Modular has successfully installed over 3 million square feet of commercial and educational space.

The owner of Heritage Modular, Tom Coyle, will play a key role within Pacific Mobile as the Construction Manager of company-wide operations. He will continue to work with customers in the educational field as well as introduce top quality subcontractors to the Pacific Mobile team. The result for our customers will be a greater level of support and resources that will allow us to perform more of our projects with our own employees ensuring that our high standard of quality is met.

Pacific Mobile achieved profitable revenue of \$43,000,000 in 2009. As evidenced by the attached letter from our banking partner, Wells Fargo, we are in a very strong financial position to support the needs of the public agencies in the three state area.

Because our company's focus is the Pacific Northwest, it allows us to be very targeted and strategic with how we spend our marketing dollars. If Pacific Mobile is the successful bidder, we will immediately commit to establishing a marketing program and find it appropriate to accomplish the following approach:

MARKETING PLAN

Pacific Mobile Structures, Inc.

KCDA IFB 11-255

Immediately schedule a meeting with KCDA officials which would include the President and owner of Pacific Mobile along with the assigned sales representative and regional manager for the State of Washington. The intent of the meeting will be to prioritize the marketing action plan. Our action plan would at a minimum include the following programs:

1. An immediate email blast would go out to all current members of KCDA informing them of the new points of contact.
2. Traditional mailers to public agencies that are not current members of KCDA highlighting the benefits of membership and the types of products and capabilities of Pacific Mobile (see attached example). This was created by our in-house marketing department specifically for this bidding opportunity to demonstrate our quickness, creativeness, and flexibility to develop new material. We will work in partnership with KCDA to develop marketing material that meets their expectations.
3. Email blasts to public agencies that are not current members of KCDA highlighting the benefits of membership and the types of products and capabilities of Pacific Mobile (see attached example).
4. In addition to Washington, Pacific Mobile will develop a marketing plan using our sales staff in Oregon and Idaho to increase participation in those areas in which historically there has been little activity through other contracts such as the AEPA. We will take recommendations from KCDA and develop an effective action plan. This will include telephone marketing and in-person visits.
5. Our bid provides an Alternate bid to address the specific codes and requirements in Idaho. This will give us a unique advantage to effectively market to school districts in Idaho that historically have used other means of contracting for modular buildings.
6. We propose quarterly in-person meetings with KCDA to review the marketing programs for effectiveness and make necessary adjustments based on feedback from KCDA.
7. As a Washington based company our website is specific to this region. We will dedicate a page to the KCDA contract and include a link to the KCDA website. In the proposed quarterly meetings we will meet with KCDA to review web page in order to keep up-to-date and useful for existing members as well as potential members.
8. Trade shows. Please see the attached list.
9. Conferences. Please see the attached list.

TRADESHOWS & CONFERENCES

Pacific Mobile Structures, Inc.

KCDA IFB 11-255

The following is a list of trade shows and conferences Pacific Mobile plans to attend based on award.



Washington Association of Maintenance and Operations Administrators
Educational Partners Tradeshow
<http://www.wamoa.org/Conference/Conference.html>



Council of Educational Facility Planners International
High Performance Schools Symposium
<http://www.cefpi.org/i4a/pages/index.cfm?pageid=1>



Association of School Business Officials International
<http://asbointl.org/index.asp>



National Association of Educational Procurement
http://www.naepnet.org/iMIS15_PROD/

Patrick Allen

13806 45th Ave NE

Marysville, WA 98271

Ph: (360)658-6364 Fax: (360)658-5253 Toll Free (877) 225-5298

patrick@pacificmobile.com

OBJECTIVE: Provide total customer satisfaction during the modular building process including building design, installation, product quality, ease of doing business and site safety

CORE COMPETENCIES

- Operations & Process Management
- Dynamic Public Speaker
- Skilled in Interpersonal communication
- Budget Planning & Expense Management
- Sourcing & Supplier Contract Negotiation
- Quality Assurance Control & Standards
- Team Building, Mentoring & Leadership
- Problem Solving

EXPERIENCE

Pacific Mobile Structures, Inc.

2007-present

Major Projects Representative

- 18 years in the Mobile Modular Industry (all in state of Washington).
- Managed the KCDA Classroom account for McKinney Mobile in 1997.
- Sold and managed turnkey installations of buildings up to 10,000sq feet.
- Worked as conduit between engineering and Client to provide and install 3900sq ft of Green Classrooms.
- Full scope procurement of materials, timely communications with customers, manufacturers, subcontractors, sales personnel and accounting departments for all major projects.
- Successfully completed single story, two-story and additions to buildings through Modular building process.
- In addition to commercial modulares have sold 3 HUD modulares for Fire and Medic One stations.

PROJECTS

- **SCI INFRASTRUCTURES** – Design built modular office 5500sq ft with site installed roof on daylight basement
- **EASTSIDE CATHOLIC HS** – .Pit set application of 5400sq ft of modular classrooms
- **BILLINGS SCHOOL, SEATTLE WA**- 3900sq feet of Green classrooms installed
- **BROOKSIDE VETERANARY HOSPITAL**- 3500sq foot turnkey Veterinary Hospital

EDUCATION

1988-1992 OREGON STATE UNIVERSITY

Corvallis, OR

Bachelor of Science, Business

Minor, Speech Communication

Thomas Coyle Jr.

13806 45th Ave NE

Marysville, WA 98271

Ph: (360)658-6364 Fax: (360)658-5253 Toll Free (877) 225-5298

tom@pacificmobile.com

EXPERIENCE

Pacific Mobile Structures, Inc.
Construction Manager

June 2010-present

Heritage Modular Company Inc.

Sept 1994-June 2010

- Founded the company and managed the operations until the acquisition by Pacific Mobile Structures in 2010.
- Began installing and relocating KCDA Classrooms in 1995 for GE Modular and continued providing services to the past contract holders (Pacific Mobile, McKinney and Williams Scotsman) during the last 15 years.
- Developed long standing relationships with numerous School districts, was awarded contracts to relocate portable classrooms and provide site development services.
- Our customer base extended outside the School districts to include Multi story building installations, Navy and Army base projects, Hanford Nuclear Reservation and the Boeing Company

KEY PROJECTS

- **FAIRBANKS ALASKA** – Provided project management and Installed 170 Barrack and office units (121,000 sf) for the Army Corp of Engineers at Fort Wainright in only 10 weeks.
- **BOEING COMPANY** – Installed and subsequently dismantled for relocation an 80,000 square foot modular office building.
- **PUGENT SOUND NAVAL SHIPYARD-** Installed 8-2 story modular structures (25,000 sf)

Modtech Inc.

1987 – 1994

- During my tenure at Modtech I held a number of key management positions including Line foreman, Plant Manager, Operations Manager was eventually promoted to Chief Operating Officer. Modtech was one of the largest manufacturers of modular and mobile buildings in the Western United States.

Interior Concepts

1984 – 1987

- Owner and operator providing custom trim work and cabinetry to residential and commercial clients.

United States Air Force

Avionics Instrument Technician

1981 – 1984

Ron Young
13970 Fir Street
Oregon City, OR
ron@pacificmobile.com

Phone: 503.722.2998

Fax: 503.722.2988

Toll Free: 877.267.3436

OBJECTIVE:

Manage all aspects of modular and mobile structure projects in order to exceed customer expectations by providing fast, friendly, efficient service and reliable products with quality craftsmanship.

SKILLS:

- Budget Planning & Expense Management
- Operations & Process Management
- Sourcing & Supplier Contract Negotiation
- Quality Assurance Control & Standards
- Team Building, Mentoring & Leadership
- Problem Solving & Change Management

EXPERIENCE

Over 25 years experience in the mobile/modular industry

Pacific Mobile Structures, Inc. (Branch Manager)
Modulaire, a division of Waste Management (Vice President)
Design Space (Branch Manager)

- Experience in multiple complexes in excess of 15,000 sq. ft.
- Provide turnkey modular permanent buildings, along with full design assistance, concept floor plans, color elevations, and full budget consultation.
- Ability to identify and manage risks.
- Full scope procurement of materials, timely communications with customers, manufacturers, subcontractors, sales personnel and accounting departments for all major projects.
- Value-engineer projects from assessment stages through completion, in order to maximize financial and product related results.
- Research industry trends, and pricing for competitive analysis in company market.

PROJECTS:

Portable Classroom buildings
Medical Office Complexes
Locker/Shower/Restroom
Temporary mobile offices for various construction sites

Modular Building Institute Awards:

Asante Group
Drake 7-Dees
Bonneville Power Administration

Other Awards:

Best Fleet Repair & Maintenance Percentage 2009
Highest Percentage Sales Growth 2008
Muslim Education Trust Award (dedication and spirit of volunteerism given to the community)

PROFESSIONAL ORGANIZATIONS

- Active ongoing supporter and sponsor for various community groups, charitable groups, and special events.
- Supporter and season ticket holder of Portland Performing Arts.

Toni Pinkston

5188 Charleston Dr. SE

PO Box 18087

Salem, OR 97305

Ph: (503) 588-5436 Cell: (503) 849-4355

Toni@pacificmobile.com

OBJECTIVE: Manage all aspects of modular and mobile structures projects to ensure quality, safety, and reliability of product and services. Maintain excellence in service, craftsmanship and quality assurance.

CORE COMPETENCIES

- Operations Management
- Safety Regulations in Operations
- Regulatory Compliance Management
- Budget Planning & Expense Management
- Customer Satisfaction
- Quality Assurance Control & Standards
- Team Building, Mentoring & Leadership

EXPERIENCE

Pacific Mobile Structures, Inc.

1998 - present

Operations Manager/Project Manager

- Project managed modular structure projects for government client both state and federal, Medical facilities, Charter Schools, Private Businesses
- Value-engineer projects from assessment stages through completion, in order to maximize financial and product related results.
- Full scope procurement of materials, timely communications with customers, manufacturers, subcontractors, sales personnel and accounting departments for all major projects.
- Completed all projects without any safety violations and on time.

GE Capital Modular Space

1994-1998

Branch Manager

Modular NW, Division of Waste Management

1988-1994

(Sold to GE Capital in 1994)

Regional Administration Manager

PROJECTS

- *Asante Health Systems* – 5040 sf office complex.
- *James E Fowler* – 1848 sf office building for the City of Portland's Columbia Blvd Wastewater Plant
- *May Trucking* – 3024 sf complex for Dispatch/Driver Lounge/Training facility
- *City of Phoenix, Oregon* – 1586 office complex for Fire Department
- *Oregon State University* – Multi units and complexes since 2006

- *I have done project management since 1994*

PROFESSIONAL ORGANIZATIONS

- NAWIC – National Association of Women in Construction
- OEC – Oregon Employers Council, Clackamas County Chapter, Vice - Chairman

Markus Alley

5303 W. Diamond

PO Box 50097

Boise, ID 83705

Ph: (208) 362-6090 Fax: (208) 362-1275 Toll Free (800) 660-0738

markus@pacificmobile.com

OBJECTIVE: Manage all aspects of modular and mobile structures projects to ensure quality, safety, and reliability of product and services. Maintain excellence in service, craftsmanship and quality assurance.

CORE COMPETENCIES

- Operations & Process Management
- Safety Regulations in Operations
- Regulatory Compliance Management
- Budget Planning & Expense Management
- Sourcing & Supplier Contract Negotiation
- Quality Assurance Control & Standards
- Team Building, Mentoring & Leadership
- Problem Solving & Change Management

EXPERIENCE

Pacific Mobile Structures, Inc.

2001 - present

Branch Manager/ Government Business Development

- Project managed modular structure projects for government clients, state and federal for 10 years
- Ability to identify and manage risks.
- Value-engineer projects from assessment stages through completion, in order to maximize financial and product related results.
- Research policy developments, industry trends and pricing for competitive analysis in emerging mobile and modular market.
- Full scope procurement of materials, timely communications with customers, manufacturers, subcontractors, sales personnel and accounting departments for all major projects.
- Completed all projects without any safety violations and on time.
-

PROJECTS

- *CWI* – managed projects for over 50,000 sq. ft. of installations.
- *WA Group* – Since 2005, providing various sized buildings; trained in all procedural requirements to work on any WA Group Site including IWTU/INTEC/DOE.
- *Batelle Energy Alliance* (INL) – provided over 68 buildings in various locations: Hanford 300 area in Richland, WA, The Dalles Dam, and John Day Dam, in Oregon.

EDUCATION

1990-1994 UNIVERSITY OF UTAH

Salt Lake City, UT

Bachelor of Science, Business

PROFESSIONAL ORGANIZATIONS

- Secretary of the Board: Modular Building Advisory Board
- Associate: Modular Building Group
- Member: Modular Building Institute

E. ROSS PARKS

7200 W. Colt Dr.

Boise, Idaho 83709

CELL (208) 866-3615

Email: ross@pacificmobile.com

Objective: To obtain a Project Manager, or Superintendent position with a company that will provide an opportunity for growth and challenge.

Skills: Extensive background in residential and commercial building

- Structural, architectural, and interior design
- Microsoft Project, Word, Excel
- Blueprint reading, and drawing
- Knowledge of building codes and requirements
- Management skills including people, machinery, and materials
- Work very well with homeowners, representatives, sub-contractors, and architects.

Employment:

6/04-current

Heartland Construction- Project Manager

Responsible for all construction in Valley County
Managed multiple custom homes, and commercial projects per season
Supervised superintendents, and their laborers
Successfully set up estimates, budgets, and schedules
Worked directly with homeowners, architects, engineers

9/00-6/04

C&H Construction - Superintendent

Responsible for all on site construction
Managed materials, sub-contractors, and employees
Self performed most carpentry thru-out custom homes
Set up schedules, estimates, and budgets
Worked directly with homeowners

3/99-9/00

Synergy Construction- Superintendent

Residential/commercial construction management
Responsible for on site construction
Self performed most carpentry thru out several projects
Set up schedules, estimates, and budgets

3/93-3-99

R.C. Enterprises- Owner

Successfully owned and operated general contracting company in Seattle area
Residential new construction and remodel
Specialized in residential framing

5/88-3/93

Premier Property Management

Ran construction services for Premier
Managed employees, sub contractors, budgets, and schedules
Managed in-house reconstruction, remodeling, and upgrades.

References:

Christine Moe
Project manager
Dynamis Group
208-890-8750

Dave Schruder
Owner
Cascade Construction
208-382-3963

Chris Kirk
Director, Res. Const.
Tamarack Ski Resort
208-271-6231

Steve Brown
Building Inspector
Valley County
208-382-7114

Glenn Arthurs
Home Owner
Tamarack Ski Resort
716-864-4834

October 29, 2010

KCDA
18639 80th Avenue South
Kent, WA 98032

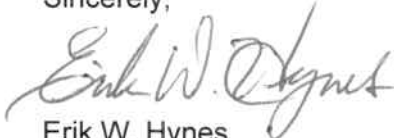
Re: KCDA IFB #11-255

Ladies and Gentlemen:

Pacific Mobile Structures Inc. maintains a satisfactory relationship with the Bank including use of our depository and credit facilities.

Total credit commitments are in the medium eight figure range, with borrowing availability under revolving credit in the medium seven figure range. Depository balances are in the mid-six figure range. The company has performed on its obligations as agreed.

Sincerely,



Erik W. Hynes
V.P. & Senior Relationship Manager
(253) 593-5974

HISTORICAL SALES DATA

2009	Washington	Oregon	Idaho
Single-Wide	62	12	4
Double-Wide	10	3	4
Complexes	10	1	4

2008	Washington	Oregon	Idaho
Single-Wide	71	17	10
Double-Wide	9	5	6
Complexes	15	5	6

2007	Washington	Oregon	Idaho
Single-Wide	72	21	11
Double-Wide	12	4	5
Complexes	22	5	5

[Per Part 3 Instructions to Vendors an Excel spreadsheet has been provided as well.](#)