



# MARK III AT 40

## 40 STORIES IN 40 DAYS

### Day 31: Fernando Nuno Employee Profile

**How long have you worked for Mark III?**

It'll be 17 years in December 2016.

**What positions have you held?**

I have always been in the plumbing/mechanical industry although I have helped out Jason Balukoff a few times in the underground division. I've been a Laborer, Lead Plumber, Plumbing Foreman, and now a Plumbing Superintendent.

**What initially made you want to work for Mark III?**

Before Mark III, I was working in San Jose when Pepe Hernandez asked me to help out with a landscaping project. While there, someone recommended that I should try to become a Plumber. Jose Garcia, who has been here over 20 years, helped me move to Sacramento and secure a job with Mark III. I didn't have any plumbing experience at the time but I learned everything on the job and ended up liking it.

**What keeps you at Mark III?**

I feel like I'm treated like family here.

**What is your biggest success?**

Feather River Hospital was my biggest success. It was my first project with medical gas and I learned a lot from it. Not only was it a learning experience but the project was profitable too!

**What advice would you give to a new Mark III employee?**

Choose something that you really love to do. If you are going to wake up early and go to work every day it should be something that you're passionate and excited about.

**What is something most people wouldn't know about you?**

I've been married to my wife Velvet for 20 years. We have two children, Jessica who is 19 and Emiliano who is 9. I grew up in LA, moved to San Jose after graduation and have been in Sacramento for the last 18 years.





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### Day 32: UC Davis Solar Power Project Profile (2015)

This time last year, with the SunPower Corporation, Mark III completed its first solar project (at UC Davis) and it was a huge success. In fact, we broke a national record!

The electrical project took approximately five-months, with 16,000 hours of manpower needed during a very hot Sacramento summer. The project consisted of installing solar panels and inverters that tie into an existing sub-station. The panels were about 6' x 3' in size and 37,444 of them needed to be installed, across 60+ acres - in 21-days! Our team definitely had their work cut out for them.

When Kua Thor (Foreman on the project) learned that SunPower's last solar install had an average install of 1,853 panels per day, he knew our team could come close to that, or perhaps even surpass it. Those first few days of install (about 500 per day) were slow as the team not only got to know each other (32 new faces were hired) but they also tried to figure out a process that was both efficient and effective. By the end of the 21-day stretch, Mark III had averaged between 2200-2800 panels per day, blowing the previous record out of the water.

Kua and Jeff Olsen (Electrical Division Manager at the time) proudly talked about this install as being a huge success for Mark III. This was a huge "learn-by-doing project" on a very large scale and in a very tight time line. SunPower was impressed with both the speed and efficiency, but also the workmanship. They ended up using our method of install as company protocol for future jobs. Also to note, they had very strict and unique safety procedures, but ended up developing their JHA's (Job Hazard Analysis) documents based on how we wrote ours. A testament to the Mark III way!

This solar project was a \$1,917,000 prevailing wage job and brought about many new hires.





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### Day 33: Kevin Woodbury Employee Profile

#### How long have you worked for Mark III?

I was hired by Gerry O'Brien in November 1988. I met Gerry while working as a Purchasing Agent at Panattoni, Oates, and Massie Development. Gerry was developing property in El Paso Texas in Partnership with POM. After POM I obtained my real estate license and became a sales representative at Sylva-Kirk and Company. I was working at Sylva-Kirk when Gerry hired me.

#### What positions have you held?

I've worn a lot of hats here on the real estate side of Mark III. I've acted as In-house Marketing Director, Property Manager, Development and Construction Manager for Mark III Real Estate projects, and have been involved in just about all aspects of Real Estate for Mark III through the years.

#### What initially made you want to work for Mark III?

I loved the idea of developing properties and creating value. Through my interaction with Gerry at POM, I could see I would learn a lot from him. I have learned so much about real estate and business from Gerry, Mark and Tim. I consider them all to be mentors.

#### What keeps you at Mark III?

Mainly, it is my loyalty to Mark and Tim and the Mark III company. The challenges of my job keep my days exciting and varied. It is also very exciting to watch the growth of Mark III.

#### What is your biggest success?

Over the last 28 years, our real estate team including Gerry, Mark, Tim, Jennifer, myself, and many others through the years have developed and managed over 5 million square feet of commercial properties.

#### What advice would you give to a new Mark III employee?

"When I worked at POM, Charlie Massie gave me a to-do list to be completed by the end of the next day with 10 items on it. I told Charlie, "This is a lot to do for one day!" He replied with a drawl, "Son, you just need to take bigger steps and more of them." I completed the list and learned that you do whatever the job requires. My advice to anyone starting their career, "Do what the job requires and you will be rewarded."

#### What is something most people wouldn't know about you?

I received my degree from UC Santa Barbara in Environmental Biology and took classes towards a Masters in Biology. My career path is very different from my educational path.





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### Day 34: Fresno Office Profile

Though the majority of our projects come through the Sacramento headquarters, our Fresno office is by no means second-rate. This fairly new team, just two-years old, has made huge strides in getting the Mark III name spread across Central California and are continuing to gain traction. We sat down with Fresno Division Manager Tristan Hankla, as we approach the two-year anniversary (May 30) and the future of the Fresno office:



**How involved were you in the startup of the Fresno location?** Very involved from the start. I was hired in early 2014 with the intent to lead the Fresno office. I spent the first 100 days working out of the Sacramento office to get things up and running. I would travel down to Fresno to look at projects, properties, review lease agreements, and interview potential candidates. When we opened our doors on May 30, 2014 the first few weeks were spent setting up utilities, having the office painted, securing the furniture, etc. From the beginning, I had one service technician and one project coordinator (Hayley Graham Chavez) and we were ready for business!



**How does the Fresno office structure differ from Sacramento?** My background is in Electrical, so we started with the one electrical technician and have grown to 25-strong. In April 2015 we added plumbing and wet side mechanical with the addition of Project Manager Ian Leisle. In the past six weeks we've added HVAC through our most recent hire Jeff Lanini - which is exciting. Currently we have about eight office people and around 30 in the field.

**What do you foresee for Fresno's future?** We have already outgrown our building and plan to get bigger. We hope to have a new office by the end of this year and continue adding to the team. In the far off, distant future, I'd like to have a small pre-construction team in our office. We already have a pre-construction process in place for electrical and plan to add mechanical next. We are gaining a lot of traction in the area, because it's predominantly agriculture (food production), we are seeing more and more complex production facility projects come down the line.

**How do you maintain the Power of One from 3 hours away?** I actually think it's a little bit easier to maintain because the office is so much smaller. We are fully integrated and the communication between the team is vital to our success. Everyone wears multiple hats and the boundaries between project roles are much less rigid, making us really unified...It continually reminds us that we are all striving towards the same goal.



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### Day 35: VSP Project Profile (2014)

In 2014 Mark III partnered with Descor Builders and took on a complex project for VSP (Vision Service Plan). The scope of work was to renovate a building in Folsom, CA - gut it and expand it a state-of-the-art optical lab. The finished product was an 80,000 SF facility with a 9,600 SF office, auditorium and employee lounge. Also included was a 70,000 SF optical lab with an equipment yard. Though Mark III contracted the job as a Prime to VSP, we ended up partnering with Descor so that they could handle the general side and we could focus on the management of MEP. This was an all-hands on deck, design-build project involving our Fire Protection, Fire Alarm, Electrical, Plumbing and Hydronic Piping trades. We sat down with Mike O'Brien to discuss the details:

**What was the biggest hurdle for the team?** The tight timeline was difficult, we had 11 months to design and build. The owner provided the equipment, and this coordination effort included equipment from the old lab in Rancho Cordova and the other half came from all over the world (including Germany and Italy). Some of the equipment was the first of its kind and no one had ever seen it before, let alone install it. It also required metric measurements and 6:00 AM conference calls to Europe. We had one weekend to get the majority of the equipment in, which meant coordinating with a moving consultant and staffing the project by the hour.

**What makes this project unique?** This was a unique project in its complexity and set of challenges. However, Mark III was able to execute the multi-trade delivery on a large complex project which “proved our multi-trade vision was on its way to reality.”

