



Contractor's Qualification Statement

This document addresses the questions required by the 1986 American Institute of Architects Document A305 "Contractor's Qualification Statement" for use in evaluating the qualifications of contractors. Additional data with respect to Western Construction Group, Inc. and its safety program, employment practices, insurance, and certain general information regarding company operations is also included. For additional information please contact our local representative by visiting our website at www.WesternGroup.com.

Since our founding in 1915, the family-owned Company has grown to become the nation's largest contractor in its specialty field. * With 30+ wholly-owned branches working throughout the country, the Company specializes in masonry and concrete restoration as well as preventive waterproofing of buildings and structures.

Quality Control Policy

The Company has an active and continuing program for quality assurance and control. Quality is defined as conformation to requirements/specifications.

The first line of responsibility lies with our job foreman, a trained and experienced craftsman. All workmanship and all materials must meet his/her high professional standards. Regular visits by our branch superintendent reinforce the foreman's insistence on top-of-the-line performance. Job site inspections are also conducted by area managers

and, on occasion, by Corporate officers.

Closely allied to our Quality Control Program is our Safety/Loss Control Program which meets (or exceeds) all federal and state safety rules. A copy of our Loss Control Manual is available for inspection.

All levels of Company management are trained to demand quality performance and quality materials and conformity with all governmental agency rules relating to safety and environmental protection.

* The 2023 *Engineering News Record* magazine ranked the Company 114th of the top 600 specialty contractors in the U.S. ranked by volume (#1 in masonry and #20 in roofing). For the past 16 years the Company has provided between \$ 133 and \$ 321 million annually in specialty contractor services throughout the United States.



WESTERNTM
CONSTRUCTION GROUP
CONFIDENCE THROUGH PERFORMANCE

Contractor's Qualification Statement

The Undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

SUBMITTED BY: Western Construction Group, Inc.
(Subsidiary of Western Construction Group, Inc.)
(See back cover for locations and addresses)

FEDERAL ID#: 43-1412377

PRINCIPAL CORPORATE OFFICE: 1637 North Warson Road
Saint Louis, MO 63132
314•427•6733
314•427•6199 [Fax]
833•325•2801 [Toll Free]

Email address: TomB@WesternGroup.com
Internet address: <https://www.WesternGroup.com>

TYPE OF WORK:

☒ General Construction * ☐ HVAC
☐ Plumbing ☐ Electrical
☒ Other Specialty roofing new & remedial, window replacement, specialty flooring,
chemical grout waterproofing, building assessments, structural repairs

* Specializing in facade and concrete repair and preventive waterproofing

2022 North America Industrial Classification System (N.A.I.C.S. Codes)

Primary: 238990 - (All Other Specialty Trade Contractors)

Others: 238140 - (Masonry Contractors) 238150 - (Glass & Glazing Contractors)
238110 - (Poured Concrete Foundation & Structure Contractors) 238160 - (Roofing Contractors)
236210 - (Industrial Building Construction) 238330 - (Flooring Contractors)
236220 - (Commercial & Institutional Building Construction) 238190 - (Other Structure & Building Exterior Contractors)
238120 - (Structural Steel & Precast Concrete Contractors) 238390 - (Other Building Finishing Contractors)

2022 Standard Industrial Classification (S.I.C. Codes)

Primary: 1799 - (Special Trade Contractor)

Others: 1741 - (Masonry, Stone Setting & Other Stone Work) 1793 - (Glass & Glazing Work)
1761 - (Roofing, Siding & Sheet Metal Work) 1541 - (Industrial Buildings & Warehouses)
1771 - (Concrete Work) 1542 - (Nonresidential Buildings, Other than Industrial & Warehouses)

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1.0 ORGANIZATION

- 1.1 How many years has your organization been in business as a Contractor?
Continuously since 1915
- 1.2 How many years has your organization been in business under its present business name? **Continuously since 1915**
 - 1.2.1 Under what other or former names has your organization operated? **None**
- 1.3 If your organization is a corporation, answer the following:
 - 1.3.1 Date of incorporation: **March 21, 1986**
 - 1.3.2 State of incorporation: **Missouri**
 - 1.3.3 Chief Executive Officer: **Benjamin M. Bishop, Jr., Chairman of the Board**
 - 1.3.4 Chief Operating Officer: **Tom Brooks**
 - 1.3.5 Vice President: **Michael R. Bishop, Director**
 - 1.3.6 Vice President: **Paul C. Gillstrom, Chief Financial Officer**
 - 1.3.7 Chief Human Resources Officer: **Bradley Johnson**
 - 1.3.8 General Counsel/Secretary: **Jennifer V. Ballengee, Esq.**
 - 1.3.9 Treasurer/Assistant Secretary: **Timothy F. Diehl**
- 1.4 If your organization is a partnership, answer the following: **Not applicable**
 - 1.4.1 Date of organization
 - 1.4.2 Type of partnership (if applicable):
 - 1.4.3 Name (s) of general partnership (s):
- 1.5 If your organization is individually owned, answer the following: **Not applicable**
 - 1.5.1 Date of organization:
 - 1.5.2 Name of owner:
- 1.6 If the form of your organization is other than those listed above, describe it and name the principals: **Not applicable, See Exhibit J**

2.0 LICENSING

- 2.1 List jurisdictions and trade categories in which your organization is legally qualified to do business, and indicate registration or license numbers, if applicable.
See Exhibit K

Western Specialty Contractors or one of its affiliates is legally qualified to do business in 50 states and the District of Columbia and is currently licensed in those states and municipalities where required.

- 2.2 List jurisdictions in which your organization's partnership or trade name is filed.
Trade names of affiliates are registered where offices using those names are located or regularly do business. Further information is available upon request from the Corporate Secretary, Ms. Jennifer Ballengee, 314•427•6733, Ext 8130, or email JenniferB@WesternGroup.com.

3.0 EXPERIENCE

- 3.1 List the categories of work that your organization normally performs with its own forces. **Waterproofing, special coatings/membranes, facade restoration, concrete restoration, epoxy injection, roofing, flooring, EIFS restoration, etc.**
Generally, 90% of work is performed with our own forces.
- 3.2 Claims and Suits. (If the answer to any of the questions below is yes, please attach details.)
- 3.2.1 Has your organization ever failed to complete any work awarded to it? **No**
- 3.2.2 Are there any judgments, claims, arbitration proceedings or suits pending or outstanding against your organization or its officers?
Corporation - See Exhibit A; Officers - No
- 3.2.3 Has your organization filed any lawsuits or requested arbitration with regard to construction contracts within the last five years?
Corporation - See Exhibit A
- 3.3 Within the last five years, has any officer or principal of your organization ever been an officer or principal of another organization when it failed to complete a construction contract? (If the answer is yes, please attach details.) **No**
- 3.4 On a separate sheet, list major construction projects your organization has in progress, giving the name of project, owner, architect, contract amount, percent complete and scheduled completion date. **See Exhibit B**
- 3.4.1 State total worth of work in progress and under contract:
December 31 backlog, Western Construction Group, Inc. and subsidiaries \$ 108.7 million.

- 3.5 On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of the project, owner, architect, contract amount, date of completion and percentage of the cost of work performed with your own forces.

See Exhibit C - Since 1915 Western Specialty Contractors or one of its affiliates have successfully worked on thousands of structures for our customers in all 50 states. Each year the company completes several thousand contracts.

- 3.5.1 State the average annual amount of construction work performed during the past five years: **Western Construction Group, Inc. and subsidiaries \$ 271.8 million**
- 3.6 On a separate sheet, list the construction experience and present commitments of the key individuals of your organization. **See Exhibit D**

4.0 REFERENCES

- 4.1 Trade References: **See Exhibit E**

- 4.2 Bank References:

UMB Bank
U. S. Bank

St. Louis, Missouri
St. Louis, Missouri

Customer Since: 1998
Customer Since: 1932

The Company has available credit facilities aggregating in excess of \$50 million for operating purposes. Prior to contacting bank references, the Company would appreciate advance notification in order to properly arrange and introduce any inquirer. Please contact Mr. Tim Diehl at the following number 314•427•1637, ext. 8131 or send an email to TimD@WesternGroup.com.

- 4.3 Surety:

- 4.3.1 Corporate Surety Name:
Best's Key Rating:
Financial Size:
Number of years with surety:
Bonding capacity:
Name of bonding company:

CNA Surety Corporation Group
A (Excellent)
Class XIV
43
\$ 125 million
CNA Surety Corporation*
151 N. Franklin St., 17th Floor
Chicago, IL 60606
<http://www.cnasurety.com>

**CNA Surety is one of the largest surety writers in America.*

- 4.3.2 Name and address of agent:

Mr. Eric D. Sauer
Surety Manager
Aon Construction Services Group
4220 Duncan Avenue, Suite 401
Saint Louis, MO 63110
314•854•0748
Email: Eric.Sauer@Aon.com

- 4.4 Industrial and Professional Organization Memberships: **See Exhibit F**
- 4.5 Professional Awards of Merit: **See Exhibit G**
- 4.6 Dun & Bradstreet Rating: **See Exhibit H**
- 4.7 Trade and Industry Events: **See Exhibit E**

5.0 FINANCING

5.1 Financial Statement:

- 5.1.1 Attach a financial statement, preferably audited, including your organizations, latest balance sheet and income statement. **See Exhibit I**
- 5.1.2 Name and address of firm preparing attached financial statement, and date thereof:
RubinBrown LLP, 7676 Forsyth Blvd. Ste. 2100, St. Louis, MO 63105
Attn: Mr. Mark Jansen
- 5.1.3 Is the attached financial statement for the identical organization named on page one? **No, see Exhibit I**
- 5.1.4 If not, explain the relationship and financial responsibility of the organization whose financial statement is provided (e.g., parent, subsidiary.) **See Exhibit I**

6.0 SAFETY AND ENVIRONMENTAL PROGRAM

6.1 Safety Organization

The Company has a serious commitment to safety and a commendable record. Our written safety program is in the form of the Corporate Loss Control Policy Manual, which is used by management and available to all employees. (A copy of this manual is available upon request.)

Western has a Corporate Safety Director and four corporate safety professionals who have a combined experience of over 109 years. The safety team provides safety support to all branches and projects. The Company's Loss Control Policy is continually reviewed and updated by the Safety Advisory Committee, which comprises the safety department and representatives selected from each operating region.

Branch Managers and supervisors are evaluated heavily on their safety record.

6.2 Training of Employees

Western has created a structured and standardized training program for our safety training employees. These training programs are specific to job task safety, OSHA training, and other safety and health topics.

Western conducts OSHA 30-hour and leadership safety training for all field supervision. Each employee is provided an Accident Prevention Manual. (A copy of this manual is available upon request.) We also have a new employee “Green Sticker” program. New employees are teamed up with experienced employees for six months. Various handbooks have been developed in-house and distributed, including: Foreman’s Training and Reference Handbook, Back Injury Prevention and Material Handling Program, Carpal Tunnel Syndrome, and Working With Solvents Safely.

6.3 Accident Statistics

A summary of safety performance results and trend analysis are provided to the branches each month. At the end of the calendar year, the OSHA Summary of Injuries and Illnesses report is prepared for each branch, and statistics are summarized for the operating regions and corporation. The corporate totals for 2023 were:

	Corporate Total	OSHA Incidence Rate	Industry Standard
Lost Workday Cases	8	0.63*	1.2
Total Cases	19	1.49*	2.8

(Based on approximately 2.5 million corporate hours worked)

* Lower scores indicate better performance

6.4 Safety Incentives

Incentives for management personnel are provided through compensation. The management team is graded on reaching certain safety best practices. We customarily have a Safety Award Program in place for employees who reach certain safety benchmarks. The high-quality awards usually contain the company logo and are sometimes personalized for the employee.

Other safety awards include:

- Foreman Safety Award for “Great Job”
- Plaques for branches completing the year without an accident or injury
- Robert W. Pritchard Award for Outstanding Safety Performance (*started in 1993*).

6.5 Safety Meetings

Safety meetings are held for all employees when a new job is set up, and the Site-Specific Safety Plan is reviewed. Weekly toolbox meetings and monthly branch meetings are also held, sometimes using information furnished by the Corporate Safety Department. A Daily Huddle is conducted before each shift to discuss safety requirements specific to that day's activities.

Branch managers are accountable for safety meetings, and a summary available for the President and all levels of the management team to review.

6.6 Job Inspections

Jobs are inspected by the foreman and/or superintendent when first set up and weekly thereafter using a Job Safety Check Sheet.

The management team at all levels completes job safety inspections. A summary of job inspections is available for the President all levels of the management team to review.

The Corporate Safety Department and the insurance company loss control engineers regularly inspect jobs on both an announced and unannounced basis.

6.7 Partnerships

The Company is a proud member of the St. Louis Construction OSHA Partnership. This strategic partnership with OSHA and other leaders in the construction industry has allowed Western to remain at the forefront of job site safety.

6.8 Substance Abuse Program

The Company prohibits reporting for work while under the influence of alcohol or mind-altering drugs, or consuming alcoholic beverages or drugs during the workday. Violation of this Company Safety Rule is grounds for immediate dismissal.

A Drug-Free Workplace Policy is in place. Where permitted by the collective bargaining agreements and various state and local laws, this policy is enforced through drug testing, including random testing. (A sample of our Drug-Free Workplace Policy Summary is available upon request.)

6.9 Experience Modification Rates (EMR) - Workers' Compensation

Our Interstate Experience Modification Rates are as follows:

Period	Interstate
2023/2024	0.80
2022/2023	0.68
2021/2022	0.75
2020/2021	0.71
2019/2020	0.65
2018/2019	0.61
2017/2018	0.81
2016/2017	0.80
2015/2016	0.76
2014/2015	0.55

For additional information, please contact Ms. Alex Nuccio at 314•427•1637 ext. 8168, or send an email to AlexN@WesternGroup.com.

6.10 Environmental Policy

The Company strives to provide services that do not result in generating or releasing of materials that could impact the environment. To achieve our objectives, Western management commits to:

Purchasing and using products and materials that are not hazardous to the environment, and seeking to reduce the emission of any volatile organic compounds and other elements that are harmful to the environment.

1. Continue environmental performance evaluations and testing samples on job sites, including measurement and monitoring, through:
 - Safety Department Trainers
 - Insurance Loss Control Representatives
 - Industrial Hygienists/Consultants
2. Providing an orientation and ongoing training for all field employees that include:
 - Objective of the policy
 - Participation in education awareness
 - Recognition and reduction or elimination of environmental exposures
 - Safe installation and disposal programs
 - Compliance with all federal, state and local environmental laws and regulations
 - Emergency action instructions
3. Continue to research and evaluate state-of-the-art equipment and processes, including dust control and fume control for hazardous materials.

7.0 PEOPLE PRACTICES SUMMARY

7.1 Training

We offer employees tailored training and development opportunities to advance their skills and knowledge in the areas of safety, customer service, leadership development, management, productivity, and other key areas that relate to the business and our targeted customers.

Each year we invest more than \$1.2m - \$1.4m training and developing our employees. As a result, the training provides our employees with career path opportunities for growth and advancement, thus supporting our corporate goal of organic growth.

7.2 Organizational Structure

Western Construction Group, Inc. regularly does business in more than 35 states regularly and operates from 30+ branch offices. Each branch office is managed by a Branch Manager, leading a team that consists of salespeople, project managers, superintendents, administrators, and craft workers. The number of craft workers at each office fluctuates throughout the year, due to weather conditions and workload.

The branch offices are grouped, primarily by geographical location, into regions, with Branch Managers reporting to a Region Manager. In turn, the Region Managers report directly to a Vice President of Operations.

The branch and region offices are supported by corporate services provided by the St. Louis Home Office, which includes professionals trained in Quality Assurance, Enterprise Risk Management, Insurance, Safety and Loss Prevention, Claims & Benefits, Treasury, Accounting & Financial, Legal, National Accounts, Marketing, Business Development, Human Resources, Recruiting, Contract Administration, Surety Bonding, Training, Technology, and Tax & License.

7.3 Recruiting and Career Development

Each year Western representatives participate in recruiting events at both State and privately funded universities with notable programs in Construction Management and Engineering. Western utilizes these events to recruit for both internships and full-time positions. By using this resource, we are ensuring that the Company is building a well-qualified pipeline of candidates to further Company objectives and facilitate future growth. Western also utilizes a variety of recruitment resources both locally and nationally through Internet job boards, trade associations and a strong recruiter network.

7.4 Average Number of Employees

	Administrative	Craft Workers
Western Specialty Contractors	177	749
Western Specialty Contractors of America	58	291
Western Construction Group, Inc.	47	0
	282	1040

7.5 Equal Employment Opportunity & Affirmative Action Policy Statement

Western Construction Group, Inc. and its member companies (Western) are equal opportunity employers and will not discriminate in hiring, promotion, training, pay, benefits or other terms and conditions of employment on the basis of an individual's race, religion, creed, color, age, sex, sexual orientation, national origin, marital status, disability, veteran status, citizenship status or any other impermissible factor. It is the responsibility of every manager, supervisor and employee to ensure that discrimination on the basis of any impermissible factor does not occur in the workplace.

Western will comply with applicable federal, state and local laws requiring reasonable accommodation of a disability. If you believe you require accommodation, please notify Bradley Johnson, Chief Human Resources Officer at 314•715•3514.

Consistent with our strong commitment to providing equal employment opportunity, Western will also take affirmative action as appropriate to promote diversity in the workforce and to ensure that all employment practices are free of discrimination because of race, color, religion, sex, national original, age, disability, veteran status or any other protected factor. We will maintain and comply with an Affirmative Action Plan and commit resources to achieving the goals of the Plan. We will take steps to inform recruitment resources and Western's hiring manager that: 1) Western is an Equal Opportunity Employer and 2) Qualified persons must not be denied an opportunity to apply for available positions on the basis of any protected factor.

Western is committed to providing a work environment that is free of harassment toward any person and in any form. Sexual harassment or harassment based on an individual's race, religion, creed, color, age, sex, sexual orientation, national origin, marital status, disability, veteran status, citizen status or any other impermissible factors is a form of illegal discrimination and will not be tolerated by the Company. The prohibition against harassment of employees includes improper harassment in the workplace by another employee or employees and/or by third parties (vendors, customers, visitors and others at the work site).

The companies file the EEO-1 annually. For additional information please contact Bradley Johnson at 314•715•3514, or send an email to BradleyJ@WesternGroup.com.

8.0 INSURANCE

The Company maintains Workers' Compensation, Commercial General Liability, Automobile Liability, Excess Liability, Property and other insurance that routinely meets or exceeds our customers' specifications. The insurance is placed with Travelers and other large national, financially strong carriers through Aon, one of the world's largest insurance brokers. The Company has been insured by Travelers (or its predecessor) since 1983. For additional information, please contact Ms. Alex Nuccio at 314•427•1637, extension 8168, or send an email to ERM@WesternGroup.com.

9.0 CLIENT CONSTRUCTION SERVICES

Since 1915, the Company has grown to become the nation's leading specialty contractor and earned a reputation as America's master craftsmen in building restoration and preservation. The Company has the privilege of serving a customer base of over 12,000 organizations. Each year the Company's 30 branch offices successfully complete for its customers over 4,700 contracts aggregating over \$320 million. The Company strives to perform the same level of excellent service for its under \$20,000 several week assignments as it does with its multi-million dollar projects lasting several years. Extensive customer satisfaction surveying since 1995 continues to reflect the Company's high performance relative to Customer Service and Quality Workmanship. Surveys indicate nearly 100% of our customers would choose us again.

The Company is known for its restoration of historical structures and significant community buildings, stadium facilities, all types of concrete and facade restoration, parking decks, plazas, roofs, and grain elevators. For existing structures, the Company provides restoration and remedial waterproofing, epoxy injection, tuckpointing, caulking, cleaning, coating, and sealers. For new structures, the Company provides preventive waterproofing. The work of Western has meant not only the preservation of America's most significant buildings and structures, but replacement savings in the billions of dollars.

The Company's commercial specialty services include:

Above & Below Grade Waterproofing	Exterior Wall Coatings	Post Tension Repair
Architectural Sheet Metal	EIFS Restoration	Repointing
Building Cleaning	Facade Restoration	Roofing
Caulking & Sealing	Parking Deck Restoration	Stadium Restoration & Waterproofing
Chemical Grout	Pedestrian & Vehicular Traffic Systems	Tank & Vessel Insulation
Damp proofing	Plaza Deck Restoration & Waterproofing	Tuckpointing
Epoxy Injection	Polyurea Coatings	
Expansion Joint Systems	Polyurethane Foam & Coatings	

9.1 Publications and Brochures

There are publications that available for download by scanning the QR Code to the right.



9.2 Customer Advantages

Western Construction Group, Inc. is proud to offer its customers:

LONGEVITY: 100+ Years of Service.

REPUTATION: Our expertise in multiple construction areas is well known. Our guarantee is our Word and our Reputation.

PEOPLE: Western has the people to do the work right, with more than 1,100 skilled employees. Many second and third generation families are part of this proud legacy.

SIZE: We are the nation's largest specialty contractor in this field.

FINANCIAL RESOURCES: We have bonding capability and a responsive insurance program.

SAFETY: We are committed to the highest standards of safety, expert workmanship and have a proven program to help assure it. We have an Interstate EMR rating of 0.80.

GENERAL/SPECIALTY SUB-CONTRACTING CAPABILITY: We are able to perform general contracting or specialty sub-contracting work with our own craftsmen, insuring quality control and customer satisfaction. This alone, sets us apart from our competition.

10.0 SIGNATURE

10.1 Dated at this 20th day of June, 2024

Name of Organization: **Western Construction Group, Inc.**

By: 

Title: **Treasurer/Assistant Secretary**

10.2 Notarization

Mr. Timothy F. Diehl being duly sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be misleading.

Subscribed and sworn before me this 20th day of June, 2024.

Notary Public: 

My Commission Expires: 11-17-25

