

HK Company Profile

HK Electrical Engineers, an independent consulting engineering firm, was founded by Frank Hopkins and Gregory Kohn to service the security, detention electronics, and audio-visual design and commissioning service needs of justice facilities. HK Electrical Engineers, LLC, is a Washington Limited Liability Company with offices located at 10512 SE French Rd., Vancouver, WA and at 16027 SW Division St, Sherwood, OR. 97140. We can be reached at (503) 625-4443 or through our web site at www.hkeng.com.

Market Sectors

Our Justice Facility Market Sector breakdown varies significantly from year to year but on average is as follows:

Adult versus Juvenile Facilities: While our projects have been split evenly since establishing our practice the ratio has been as high as 70:30 (either way) depending on the political climate and economy.

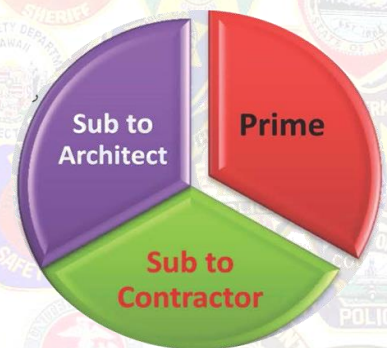
Prime Consultant versus Sub-Consultant: One-third of our projects are contracted through an architectural firm. The remaining two thirds is evenly split between working as a prime consultant directly for an owner, and in a Design-Build capacity for a contractor (most of these are bid to the security electronics integrator).

Hard-Bid versus Design-Build Projects: Relative to construction budgets, half of our work tends to be hard-bid projects while the other half are CM/GC, or GC/CM Design-Build with a MAC. Nearly all of these are through architects working for a GC; the balance of our projects go through a security electronics system contractor-integrator. Even within our D/B projects, the vast majority have historically been hard-bid to the security integrator and require full design services.

Public Projects versus Privately-Funded/Operated Institutions: 95% of our projects are for public entities with an occasional privately operated facility.

Detention versus Courts Projects: 1/3 of our projects are either court facilities or have a court component to a detention facility. Nearly all of our non-court projects have some court component such as video arraignment. Our court projects include video arraignment, court A/V, court recording, deposition recording, etc.

Design versus Non-Design Projects: 70% of our services are D/B/B or D/B projects. The remainder is for Security Electronics Commissioning services with the occasional Forensics and Expert Testimony project.



Repeat and Referral Business

From inception, our business model has been to associate with quality architects and concentrate on design rather than marketing. HK principals believe that, although expanding our firm's client base is important, continuing to exceed the expectations of our current clients is imperative. It is because of this that HK's marketing budget is less than 10% of the national average for electronics engineering services and why HK's repeat and referral business has consistently exceeded 98%.

Examples of Repeat and Referral Projects

The following examples are of repeat projects for specific user jurisdictions. We have many times this many repeat projects for architectural clients.

▶ 11 Major Projects for Multnomah County, OR.

- Multnomah County Detention Center Security Upgrade, 2020 (construction)
- Multnomah County 44-Courtroom Courthouse, 2020 (construction)
- Multnomah County Juvenile Justice Center Security Upgrade, 2018 (construction)
- Multnomah County Inverness Jail Security Upgrade, 2015 (construction)
- Multnomah County Downtown Jail Temporary Booking Facility, 2008 (construction)
- Multnomah County Wapato (500-Bed) Jail, 2008 (construction)
- Multnomah County Jail Inverness Mental Health Conversion, 2002 (construction)
- Multnomah County Jail 220-Bed Inverness Jail Expansion, Phase 2, 1999 (construction)
- Multnomah County River Patrol Police Station Renovation, 1996 (construction)
- Multnomah County Mead Building A&D Renovation, 1995 (construction)
- Multnomah County Jail 215-Bed Inverness Jail Expansion, Phase 1, 1991 (construction)

▶ 9 Major Projects for the State Of Hawaii, Department of Public Safety, HI.

- New Kona Courthouse, Kona, HI. 2016 (design), 2019 (construction)
- New Kapa'a Police Station, Kauai, HI. 2021 (design)
- New Pearl City Police Station, Oahu, HI. 2020 (design) 2022 (construction)
- Kekuaaoa Building, Security Renovation and Hearing Room A/V Project, Oahu, HI. 2019
- OCCC Jail Security Replacement: Phase 1: 2019, Phase 2: 2021, Phase 3: 2022
- Hoapili Hale Courthouse Security and Court A/V Renovation, Maui, HI. 2021 (const.)
- Kauikeaouli Hale, Courthouse Security and Court A/V Renovation, Honolulu, HI. 2016
- New Waianae Police Station, Oahu, HI. 2015 (construction)
- New Kapolei Juvenile Courts and Detention facility, Oahu, HI. 2011 (construction)

▶ 8 Major Projects for Deschutes County, OR.

- Deschutes County 140-Bed Jail Expansion, 2014 (construction)
- Deschutes County Sheriff's Office, 2014 (construction)
- Deschutes County Security Upgrade Project, 2014 (construction)
- Deschutes County Juvenile Security Upgrade Project, 2014 (construction)
- Deschutes County Work Release Facility Upgrade Project, 2014 (construction)
- Deschutes County Medical Wing Renovation, 2013 (construction)
- Deschutes County Jail Security Replacement, 2008 (construction)
- Deschutes County Work Release Center Renovation, 2007 (construction)

▶ **7 Major Projects for Ada County, ID.**

- Ada County Jail, Visitation Renovation, 2013 (construction)
- Ada County Jail, 45-Bed Pod D Addition, 2013 (construction)
- Ada County Jail, 150-Bed Medical Unit Addition, 2013 (construction)
- Ada County Jail, Security Evaluation, 2012 (construction)
- Ada County Juvenile Facility Security Renovation, 2012 (construction)
- Ada County Juvenile Facility Security Renovation, 2006 (construction)
- Ada County Jail, 800-Bed Jail Renovation and Pod C Addition, 2003 (construction)

▶ **6 Major Projects for Thurston County, WA.**

- New Thurston County Jail, 40-Bed ARC, Women's Build-Out, 2016 (construction)
- New Thurston County Jail, Work Release Center, 2013 (construction)
- New Thurston County Jail, 352-Bed Accountability and Restitution Center (ARC), 2009 (construction)
- Thurston County Jail, 405-Bed Jail Security Replacement, 2008 (construction)
- Thurston County Court A/V and Video Arraignment Replacement, 2008 (construction)
- New Thurston County Juvenile Detention and Courts Center, 1999 (construction)

▶ **5 Major Projects for the State of Oregon Department of Corrections, OR.**

- Oregon State Correctional Institution, Intercom and Paging system Replacement, 2019.
- Oregon Department of Corrections Statewide Master Plan, 1995 (construction)
- OWCC Central Control Renovation, 1994 (construction)
- OCI Fire Alarm Replacement, 1994 (construction)
- EOCI Fire Alarm Replacement and Security Upgrade, 1992 (construction)
- OSP Fire Alarm Replacement, Security Upgrade, CCR Renovation, 1993 (construction)

▶ **4 Major Projects for Clark County, WA.**

- Existing Clark County Jail, Security Replacement 2019 (design), 2021 (construction).
- New Clark County Jail, 2022 (design), 2024 (construction).
- Clark County Juvenile Detention Center, Security Replacement, 2019 (construction)
- Clark County Court Bldg, Office Bldg., and 5 Support Bldg., Security Replacement, 2019

▶ **3 Major Projects for Fresno County, CA.**

- New Fresno County Juvenile Courts Building, 2010 (construction)
- Fresno County Jail, Main and South Jail Renovations, 2004 (construction)
- Fresno County Jail, North Annex 200-Bed Expansion, 2004 (construction)

▶ **3 Major Projects for Island County, WA.**

- Island County Jail 150-Bed Jail Security Replacement, 2011 (construction)
- Island County Jail Fire Alarm Replacement Projects, 2008 (construction)
- New Island County Juvenile Facility, 2008 (construction)

▶ **2 Major Projects for Lewis County, WA.**

- Lewis County Jail Security Renovation and 350-Bed Expansion, 2005 (construction)
- Lewis County Juvenile Facility Security Replacement, 2005 (construction)

▶ **2 Major projects for Kitsap County WA**

- Kitsap County Jail Security Renovation and 350-Bed Expansion, 2004 (construction)
- Kitsap County Jail Work Release Center and Courts Building Security Renovation, 2003

Justice Facility Projects

... Currently in Design

- ▶ Mack Alford Correctional Center, Door Replacement and CCR Upgrade, Atoka, OK. Designs due in late 2019. Construction to be completed in early 2021.
- ▶ Kauikaouli Hale (1st District Court), Courthouse Security Renovation, O'ahu, HI. Designs due in early 2020. Construction to be completed in early 2021.
- ▶ Hoapili Hale Courthouse Security and Court A/V Renovation, Maui, HI. Designs for phase 1 are due in late 2019. Construction to be completed in early 2021.
- ▶ New Kapa'a Police Station, Kauai, HI. 2021 (design) 2024 (construction). Awaiting funding.
- ▶ New Pearl City Police Station, Oahu, HI. 2020 (design) 2022 (construction).
- ▶ New Clark County Jail, Vancouver WA. 2023 (design) 2026 (construction). Report complete, currently awaiting funding.

... Currently in Construction

- ▶ Tulsa New County Family Justice Center, Tulsa, OK. Construction to be completed in 2020.
- ▶ Clark County Existing Jail, Security and Fire Alarm Replacement, Vancouver, WA. Construction to be completed in 2020.
- ▶ Clark County Juvenile Detention Center, Vancouver, WA. Security Replacement. Construction to be completed in 2019.
- ▶ Clark County Court House and Office Building, and 5 other County buildings (PSC Building, 1408 Building, Family Court Building, Parking Structure, and non-detention side of the Juvenile Detention complex), Vancouver, WA. Security Replacement. Construction to be completed in 2019.
- ▶ New Multnomah County Courthouse, Portland, OR. Construction completion to be in 2021.
- ▶ Multnomah County Detention Center, Security Upgrade, Portland, OR. Construction completion to be in 2021.
- ▶ New Kona Courthouse: Kona, Hawai'i, HI. Construction to be complete in mid 2019.
- ▶ Oregon State Correctional Institution, Intercom and Paging System Replacement, Salem, OR. Designs are complete; currently bidding; construction to be completed in early 2019.
- ▶ O'ahu Community Correctional Center. Security Replacement (Phase 1 PLC and Control Panel Replacement), Honolulu, HI. Construction to be complete in mid 2019.

Phases 2 and 3 will follow and replace analog CCTV with IP video and provide a new Central Control Room and Security Electronics Room. Construction to be complete in early 2020 and 2021 respectively.

- ▶ Kekuaaoa Building, Security Renovation and Hearing Room A/V project, Honolulu, O'ahu, HI. Construction to be complete in mid 2019.